WHEREAS, real estate affects everyone’s life 24 hours a day, 365 days per year through where they live, work, shop and play; and

WHEREAS, the commercial real estate industry relies heavily on an aging work force, 46% are age 55 and older ([https://www2.deloitte.com/us/en/insights/industry/financial-services/future-of-commercial-real-estate-talent.html](https://www2.deloitte.com/us/en/insights/industry/financial-services/future-of-commercial-real-estate-talent.html), accessed September 21, 2021); and

WHEREAS, the Bachelor of Science in Real Estate (BSRST) with a Major in Real Estate (REAL) was approved by SCHEV in 2013; and

WHEREAS, the number of Real Estate majors has grown to over 350 students; and

WHEREAS, as enrollment has grown, the one-size-fits-all Major in REAL is not serving our students as well as it could; and

WHEREAS, the current Major in REAL in BSRST degree is focused on preparing students to work in large, commercial real estate companies; and

WHEREAS, the Major in REAL is not as analytically rigorous as it could be to support students entering commercial real estate and is not providing students with the education they need for a career in residential real estate; and

WHEREAS, this single Major REAL format is not preparing our students as well as would be accomplished by splitting the BSRST degree into two majors; and

WHEREAS, a common industry distinction is a division between residential (single-family homes) and commercial (includes multifamily housing); and

WHEREAS, we propose to split the Major in REAL in BSRST into two majors, Major in Commercial Development and Investment (CDI) and Major in Residential Development and Investment (RDI) (Resolution 2021-22C) to improve our service to students and to enhance their professional success upon graduation; and
**WHEREAS**, the commercial real estate positions of the future require advanced data analytics, critical thinking and problem solving in addition to traditional communication and relationship building skills; and

**WHEREAS**, the Major in CDI will advance knowledge and education to make the next generation of commercial real estate professionals prepared to address the rapidly changing profession disrupted by big data and technology; and

**WHEREAS**, the Major in CDI will prepare graduates to become the next generation of leaders in the commercial real estate industry; and

**WHEREAS**, with the approval of the Major in CDI and Major in RDI (Resolution 2021-22C), the Major in Real Estate (REAL) in BSRST degree will be discontinued effective Spring 2025.

**THEREFORE, LET IT BE RESOLVED** that the Major in Commercial Development and Investment (CDI) be approved for the addition to the Bachelor of Science in Real Estate effective Summer 2022 and the proposal forwarded through University governance and to the President for approval.
November 8, 2021

To: Vice President of Policy and Governance

The Staff Senate Committee on Policy and Issues has reviewed and approves CUSP Resolution 2021-22B. We have no further comment.

Thank you,
Amber Robinson, Chair Staff Senate Policies and Issues Committee
November 11, 2021

To: Vice President of Policy and Governance

From: A/P Faculty Senate Policies and Issues Committee

The A/P Faculty Senate has reviewed and approves the Commission on Undergraduate Studies and Policies (CUSP) Resolution 2021-22B to Approve New Major, Commercial Development and Investment, in Bachelor of Science in Real Estate.

We have no further comment.