

BUS 464: Real Estate Senior Project Guidelines with Professor Pratish Patel

Summary

This document provides guidelines for acceptable senior projects. Particularly, the guidelines apply to students who are either concentrating in real estate or want to pursue a career in real estate. The guidelines also apply to finance students or students focusing on either programming or data visualization. Before you begin, contact Professor Patel at ppate129@calpoly.edu and ensure that he understands the project scope.

Senior Projects fall into five categories:

Project Type	Self-paced or Interaction with Professor	Comments
Data Visualization with Tableau / Power BI / AnaPlan	Self-paced	Make sure that you get a badge that would go on your LinkedIn profile
Projects requiring Programming in R or Python	Set up bi-weekly appointments with the Professor	Prior programming experience is not necessary
Student Competitions	Heavy interaction with the professor	This is the preferred project option for real estate students
Research	Heavy interaction with the professor	The scope of this kind of project changes and this project may take more than

		one quarter. This project is the most satisfying and useful if you have graduate school aspirations
Real Estate License and ARGUS	Self-paced	This is the least preferred option for Cal Poly students. Note that a Cal Poly degree is not required to be a real estate agent

Data Visualization Project Details:

You can sign up for one of the three certifications:

1. **Tableau Desktop Certification Exam:** This [video](#) gives some of the details. Register for the exam [here](#). After registration, you should get access to free trial tableau software and some tutorial videos. You can also watch You Tube videos.
2. **Power BI certification Exam:** This [video](#) gives some of the details. Register for the exam [here](#). You can also signup for any Udemy videos. You can also watch You Tube videos.
3. **Anaplan Model Builder Certification:** You can sign up for the course [here](#). I do not know much more.

After certification completion, go to [Kaggle.com](https://www.kaggle.com); select a dataset; create a dashboard and make a two-minute video. An example of a dashboard is [here](#). Ensure that Professor Patel approves the dataset. Last, make the video to have an emotional impact: think about the fact that you can send a link to a recruiter to impress them.

Projects requiring R or Python Details:

These projects are unstructured. Contact Professor patel to set up a time to figure out the project scope.

Student Competitions

A good real estate professional needs to wear several hats. For example, the professional needs to know how to talk to Architects and General Contractors. The professional also needs to know the zoning and permitting processes. Lastly and perhaps most importantly, the professional needs to know about the finance aspect of the project. Unfortunately, talking to Architects is quite different than talking to General Contractors. They both use different jargon and they both have different "cultures". Similarly, city planners are different than real estate financiers. As a result a working knowledge of all aspects of real estate development is pivotal.

To get a better understanding of various aspects of real estate, OCOB students participate in various real-estate "competitions". Four examples of competitions are

1. Bank of America Real Estate Competition: An example of a report from project is [here](#) and an accompanying video is [here](#)
2. NAHB Competition: This competition is primarily through the construction management department.
3. Villanova real estate competition: The details about the competition are [here](#). If you intend to pursue, make sure that the dates are amenable to your schedule. An example of a winning project can be viewed [here](#)
4. ARGUS competition: The details about the competition can be found [here](#)

These four competitions require different time commitments and take place at various times of the year. Also, note that participation in these four competitions is neither guaranteed nor exclusive. For instance, USC organizes a competition and Cal Poly has

never participated. Similarly, Urban Land Institute organizes several competitions and Cal Poly has never participated. Therefore, as mentioned before, talk to Professor Patel before planning.

Real Estate License and ARGUS certification

The second type of senior project consists of two parts. The first part concerns Real Estate License; the second part concerns [ARGUS certification](#). Details for the real estate exam are [here](#). **Note that an official CA license is not required.** After you pass the three modules, email the pictures of completion certificates to Professor Patel. For the ARGUS certification, email kmayfield@argussoftware.com and ask for a student discount.

Research

These projects are unstructured. Contact Professor patel to set up a time to figure out the project scope.