

Real Estate Concentration

The Department of Finance and Real Estate is committed to bringing you a cutting-edge education in finance and real estate. It values strong connections to the community and offers excellent opportunities to become involved with local business.

What Do Professionals in Real Estate Do?

Real Estate is the largest industry in the world, with large sums of money and often high risks. The real estate profession has expanded and offers one of the widest career selections in the business world today. Real estate is a multi-disciplinary profession that coordinates architecture, construction, law, finance, marketing, property management, and urban dynamics. Professionals help find, provide, and manage space for people who need a place to work, sleep, shop, eat, and play. Real estate professionals are typically goal-oriented, persevering, self-motivated, ambitious, people-oriented, and have an entrepreneurial drive. They must be creative but also need to be able to research, analyze, negotiate, plan, market, and pay attention to details. No two projects or investments are ever the same. The rewards of a career in real estate may include a potential for high earnings, status in the community, independence, flexibility, and an opportunity to help people in a stimulating and intellectually challenging industry.

Potential Careers in Real Estate

- Appraiser (with licensure)
- Architect
- Broker (with licensure)
- Building Inspector
- Consultant
- Contractor
- Developer
- Entrepreneur
- Escrow Officer
- Facilities Manager
- Home Inspector
- Investment Banker
- Investment Manager
- Investor
- Land Planner
- Loan Analyst
- Loan Officer
- Mortgage Banker
- Property Manager
- Rehabilitator
- Surveyor
- Title Officer
- Urban Economist

Common Characteristics and Skills of Successful Real Estate Students and Professionals

- Detail-oriented and enjoys problem solving
- Strong quantitative abilities
- Comfortable working with structure and regulations
- Strong written communication skills
- Strong analytic and planning skills
- Ability to communicate complex information
- Manages time well and meets deadlines
- Keeps delicate and classified information strictly confidential
- Understands and enjoys working with technology
- Understands how all functions of business are related

Tips for Researching Real Estate Occupations

- Shadow a Real Estate professional for a day
- Search the web for job profiles and position descriptions
- Talk to alumni of the Real Estate program
- Take an online assessment (see the Career Center website)
- Talk with a career counselor
- Get involved with the Real Estate Club

Information Regarding Licensure to Sell Real Estate in Colorado

While not required, graduates of the real estate curriculum are encouraged to seek out a Colorado contracts course before taking the licensure exam. More information about licensure requirements can be found at www.dora.state.co.us/real-estate or by contacting the Colorado Real Estate Commission (Education and Licensing Section) at (303) 894-2166, 1900 Grant Street, Suite 600, Denver, CO 80203.

Online Resources

www.dora.state.co.us/real-estate
www.acinet.org



This tool provides the specific regulations as a way to illustrate how the curriculum works. However, there is no substitute for working with an academic advisor; please visit with your advisor each semester as they can help you understand how the curriculum can be tailored to meet your individual needs.

REAL ESTATE CONCENTRATION - RECOMMENDED COURSE SEQUENCE			
FRESHMAN	SOPHOMORE	JUNIOR	SENIOR
All-University Core Curriculum (AUCC) 31 Credits			
Arts and Humanities (3B) Biological and Physical Sci. w/lab (3A) CO150 (1A) ECON202 (3C) MATH141 (1B)	Biological and Physical Sciences (3A) ECON204 (3C) Historical Perspectives (3D) STAT204	Students MUST complete CO150 and MATH141 by the time they complete 60 credits to avoid a registration hold.	Diversity and Global Awareness (3E)
Business Core 35 Credits			
BUS100, BUS201, CIS200	ACT210, ACT220, BUS220 (3B), BUS260	BUS300 (2), FIN300, MKT300	BUS479, MGT301, MGT320
Real Estate Courses 24 Credits			
		FIN310, FIN355, REL360, REL367	4 REL Group 1s
Electives 30 Credits			
8 Credits of Electives	6 Credits of Electives	10 Credits of Electives	6 Credits of Electives

REAL ESTATE COURSES (24 CREDITS)				
	COURSE	TITLE	PREREQUISITE(S)*	SEMESTER(S) OFFERED**
REQUIRED	FIN310	Financial Markets and Institutions	ECON204	fall, spring
	FIN355	Principles of Investments	FIN300, FIN310	fall, spring
	REL360	Real Estate Principles	ECON202	fall, spring
	REL367	Real Estate Law	BUS260	spring
REL GROUP 1 CHOOSE 4	REL430	Real Estate Market Analysis	FIN300, REL360	spring
	REL454	Real Estate Appraisal	ECON202, REL360	spring
	REL455	Real Estate Finance	FIN300, REL360	fall
	REL460	Real Estate Investment	FIN300, REL360	fall
	REL487	Real Estate Internship	FIN300	fall, spring, summer

* Courses may be restricted to specific class levels, use the Course Schedule/registration system (via Ram Web) to view restrictions.

** Terms listed are when the College of Business anticipates each course will be offered and should be utilized with the guidance of your academic advisor for future planning purposes. Courses may be offered in terms different than those listed. You should always use the Course Schedule/registration system (via Ram Web) to view the most up-to-date course offerings.