

Real Estate

Real growth, real opportunity, and real estate all come together in Colorado. The real estate program provides students with exposure to the concepts, tools, and techniques necessary for entry-level positions. It prepares students for a real estate career by exploring the link between real estate and capital markets, developing real estate leadership skills, and analyzing real estate opportunities. An integrated process is followed in the three courses designed to prepare students for real estate careers.

Required Courses

REAL 3000-3: Principles of Real Estate Practice (3)
Spring/Fall

REAL 4000-3: Real Estate Law & Financing Instruments (3) Spring

REAL 4100-3: Real Estate Finance and Investment Analysis (3) Fall/Spring

Certificate Program

In addition to the nine required course hours, students can pursue the real estate certification program. The program allows students to broaden their knowledge and understanding of real estate through a multidisciplinary focus by taking courses outside the Leeds School of Business. The certificate satisfies the course work requirement necessary to obtain a broker's license in the state of Colorado. (*Courses must be selected from an approved list, which can be obtained from the Real Estate Center.*) It requires the completion of the following 12 credit hours:

- Nine hours of credit from the College of Architecture and Planning or from the construction management area in the department of civil, environmental, and architectural engineering of the College of Engineering and Applied Science.

- Students who are interested in the development side of real estate are encouraged to take the real estate development course (REAL 4820) offered in the Leeds School. This course can be substituted for one of the course electives listed above.

- Three hours of credit for an academic internship in real estate or a related area (This must be conducted during the spring semester of the senior year. Students must see the Real Estate Center program coordinator in order to arrange this internship.)

Career Opportunities

A career in real estate provides an opportunity for graduates to operate as entrepreneurs whether they are brokers, appraisers, developers, property managers, consultants, or investors. Graduates may also choose to be part of a larger real estate organization or work in the real estate division of a business corporation. Entry-level careers are available as sales agents or brokers, with a focus on either residential or commercial properties. For those interested in a sales- or marketing-related real estate career, the school recommends that students couple the real estate program with a marketing emphasis.

Careers also exist in the management of investment properties, real estate appraising, and real estate development. Real estate appraisers gather and evaluate facts that affect a property's value. Land developers may focus on small residential properties or major commercial projects. Other career opportunities exist in the areas of urban planning and mortgage financing. Students interested in careers in real estate valuation and/or financing are encouraged to combine the real estate program with a finance emphasis.

Students interested in a broad-based knowledge of real estate, presented in a multidisciplinary setting, are encouraged to complete the certificate program after finishing the real estate emphasis.

Course Descriptions**REAL 3000-3: Principles of Real Estate Practice**

This course covers principles of real estate law, finance, brokerage, appraising, and investments. *Prerequisite: BCOR 2200*

REAL 4000-3: Real Estate Law and Financing Instruments

This course covers estates in land, purchase and sales contracts, conveyances, mortgage and trust deed transactions, property taxes, and leases. *Prerequisite: REAL 3000 and BCOR 3000*

REAL 4100-3: Real Estate Finance and Investment Analysis

This course covers the link between real estate & the capital markets through an examination of the financial institutions and instruments used to finance real property. It examines methods used to analyze value in real property investments. *Prerequisite: BCOR 2200 and REAL 3000*

REAL 4820: Real Estate Development

This course covers methods of analyzing real estate opportunities. This includes urban economic, market, and location analysis. Students study local government controls and leasing from the developer's viewpoint. *Prerequisite: REAL 3000*