

Real Estate

Real growth, real opportunity, and real estate all come together in Colorado. The real estate certificate 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. The certificate satisfies the course work requirement necessary to obtain a broker's license in the state of Colorado. An integrated process is followed in the four required courses designed to prepare students for real estate careers.

Students may also take Real Estate courses without completing the certificate requirements.

Required Courses

REAL 3000: Principles of Real Estate (3)

Spring/Fall/May/June

REAL 4000: Real Estate Law (3) Spring/Fall

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

REAL 4810: Real Estate Academic Internship (3)

Spring only (restricted to certificate students)

Certificate Electives

The certificate program allows students to broaden their knowledge and understanding of real estate through a multidisciplinary focus by taking two elective courses. *Courses must be selected from an approved list, which can be obtained from the Real Estate Center.* It requires the completion of the following credit hours:

Six hours of non-business elective 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 which serves as three hours of business elective credit and counts as one of the required electives for the Certificate.

Career Opportunities

A career in real estate provides an opportunity for graduates become 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.

Summary

Real Estate is a multidisciplinary field, and the real estate certificate is designed to provide students with an understanding regarding the different disciplines and facets that make up the real estate profession. The real estate curriculum provides students with a solid foundation and helps them develop the specialized skills needed by real estate professionals. The real estate certificate prepares students for careers in mortgage lending, development, equity investment, brokerage and sales, valuation, consulting, property and asset management, and other specialties.

Contact Information

Please contact Lisa Chambers, Assistant Director CU Real Estate Center for further information and to sign up for the Real Estate Certificate program.

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KOBL S350H

Course Descriptions

REAL 3000: Principles of Real Estate

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

REAL 4000: Real Estate Law 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: 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 4810: Real Estate Academic Internship

Three hours of credit for an academic internship in real estate or a related area. This class must be taken during the spring semester of the senior year. Students must see the Real Estate Center assistant director in order to arrange this internship.

Restricted to students pursuing the Real Estate certificate.

REAL 4820: Topics in Real Estate Development – Counts as one business elective

This course covers methods of analyzing real estate opportunities. This includes urban economic, market, and location analysis. Students study recent development projects in Boulder and learn about government controls and leasing from the developer's viewpoint.

Prerequisite: REAL 3000