

# 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. An integrated process is followed in the four required courses designed to prepare students for real estate careers. The Certificate satisfies the course work requirement necessary to sit for the broker's license in Colorado.

*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 elective credits from a) College of Architecture and Planning or b) the construction management area in the Department of Civil, Environmental, and Architectural Engineering of the College of Engineering and Applied Science or c) students who are interested in the development side of real estate are encouraged to take the real estate development elective (REAL 4820) offered at Leeds.

The Development course counts as a business elective towards graduation and the other electives count as non-business electives.

## Career Opportunities

A career in real estate provides an opportunity for graduates to 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 or accounting 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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## Course Descriptions

### **REAL 3000: Principles of Real Estate**

Introduction to real estate covering a broad spectrum of real estate principles and terms including legal concepts, regulation and land use, industry issues, valuation, financing methods and sources and investment analysis. Excellent elective for all Leeds students and provides the foundation for other real estate courses. *Prerequisites:* BCOR 2200 or BASE 2104 and BCOR 2002 (all minimum grade D-). Restricted to Business majors with 52+ units completed.

**REAL 4000: Real Estate Law** Building upon the legal concepts and issues introduced in REAL 3000, this course involves a deeper study of the laws and legal issues impacting and governing real property rights and interests including the acquisition, ownership, possession, use and transfer of real property. *Prerequisites:* REAL 3000 (minimum grade D-). Restricted to Business (BUSN) majors with 52+ units completed.

### **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. *Prerequisites:* 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 of your senior year. Students should see the Real Estate Center assistant director in order to arrange an internship.

*Restricted to students pursuing the Real Estate Certificate.*

