

# Real Estate Emphasis Guide

## Career Guide

### EXPLORE

The real estate area of emphasis is designed to prepare students for careers in the commercial real estate industry. While many CU students explore careers in the financial side of commercial real estate, this industry offers a vast array on career paths including investment, development, asset/ property management, title insurance, valuation, sales, and marketing.

### Industry Overview

According to [www.careersbuildingcommunities.org](http://www.careersbuildingcommunities.org) Commercial Real Estate is an industry made up of thousands of companies producing products and providing financial and property services, an investment class, and a highly regulated enterprise: An industry worth approximately \$3 trillion will offer unlimited opportunities for career growth and advancement. Take a minute to think about this: Where do you live? Where do you shop in person? Where do you like to take vacations? Where do you go when you are really sick? Someone at some point built, financed, managed, valued, leased, invested and eventually will sell those assets. There is at least one career path within each of those segments, and frequently more than one. Take time to explore! Come talk to us in the Michael A. Klump Center for Real Estate for a more personalized approach to your future career.



### Recruiting Timeline

#### ► Fall Semester

Banks and larger real estate brokerage firms, such as JLL and CBRE, recruit in the fall. Most national rotational internship programs recruit in the fall. Stay connected with the Klump Center for Real Estate for opportunities.

#### ► Spring Semester

Spring is when the majority of recruiting takes place. Mid-size and smaller companies recruit year-round. Be on the lookout for internships and full-time positions in the spring.

### Additional Tips

#### Organizations to Join

- CREW, Commercial Real Estate Women
- NAIOP, Commercial Real Estate Development Association
- ICSC, The International Council of Shopping Centers
- CU Real Estate Club
- Real Estate Fellows Program

#### Events & Networking

- Connect with the Klump Center for Real Estate
- Attend Meet & Greet/Office Hours with employers
- Attend Meet the Real Estate Companies events

### Resources

Resume and Cover Letter Templates at [leeds.ly/CareerRoundup](http://leeds.ly/CareerRoundup)  
Make an appointment with your Industry Coach today at [leeds.ly/careeradv](http://leeds.ly/careeradv)  
Stay up to date on jobs and events at [leeds.ly/Handshake](http://leeds.ly/Handshake)

# Real Estate Emphasis Guide

## Academic Guide

### Required Courses

**REAL 3000:**

Principles of Real Estate

*\*Must be completed before enrolling in any 4000-level REAL courses*

**FNCE 3010:**

Corporate Finance

*\*Must complete before enrolling in REAL 4100*

**REAL 4100/MSBC 5610:**

Real Estate Finance and Investments

*\*Must be completed before enrolling in REAL senior seminar*

**REAL 4400/MBAX 6630:**

Real Estate Economics

*\*Must be completed before enrolling in REAL senior seminar*

### Choose ONE Elective

**REAL 4000/MBAX 6400:** Real Estate Law

*\*should not be taken as elective if pursuing the Real Estate BAM*

**REAL 4200:** Real Estate Technology

**REAL 4820:** Topics: Real Estate Development (Fall Only)

*\*Additional REAL courses may be taken as business electives*

### Required Senior Capstone

**REAL 4850:**

Senior Seminar in Real Estate  
CU Real Estate Center

### Quick Reminders

- ▶ Students must complete all **BCOR** and **BASE** classes to enroll in any Area of Emphasis classes.
- ▶ The Real Estate area of emphasis requires a total of **18 credit hours**, or **6 courses** and can be completed in **3 semesters**.
- ▶ Completing this Area of Emphasis completes the 168 hours of real estate education required to sit for the Colorado Real Estate Broker License Exam. Reach out to the Real Estate Center for more information.
- ▶ Students planning to graduate in **4 years** must take **REAL 3000** in their junior year.
- ▶ All courses are **3 credit hours** unless otherwise noted.

### Michael A. Klump Center for Real Estate

The Klump Center for Real Estate is what we like to call a “boutique” within the CU Leeds School of Business. We are proud to provide opportunities for students in co-curricular activities, networking and mentorship opportunities, and hands-on learning experiences. The Center sponsors student business treks to visit real estate firms in major domestic and international markets. We sponsor critical skills development with courses in Advanced Excel, ARGUS, LEEDS Green Building certification, and real estate case analysis and presentations, along with real estate case competitions. Our program graduates top real estate professionals prepared to add value for their employer on the first day of their job.



**Book an appointment with an academic advisor today!**

[appointments.colorado.edu](https://appointments.colorado.edu)