

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 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 Real Estate Center for a more personalized approach to your future career.



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

Events & Networking

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

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 CU Real Estate center 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.

Resources

Resume and Cover Letter Templates at leeds.ly/CareerRoundup
Make an appointment with your Industry Coach today at leeds.ly/careeradviser
Stay up to date on jobs and events at leeds.ly/Handshake

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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:**

Real Estate Finance and Investments

Must be completed before enrolling in REAL senior seminar*REAL 4400:**

Real Estate Economics

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

Choose ONE Elective

REAL 4000: Real Estate Law**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

CU Real Estate Center (CUREC)

The CU Real Estate Center 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.

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.



Book an appointment with an academic advisor today!

appointments.colorado.edu