

Real Estate Concentration

The Department of Finance and Real Estate is committed to bringing you a cutting-edge education in finance and real estate. It values strong connections to the community and offers excellent opportunities to become involved with local business.



What Do Professionals in Real Estate Do?

Real Estate is the largest industry in the world, with large sums of money and often high risks. The real estate profession has expanded and offers one of the widest career selections in the business world today. Real estate is a multi-disciplinary profession that coordinates architecture, construction, law, finance, marketing, property management, and urban dynamics. Professionals help find, provide, and manage space for people who need a place to work, sleep, shop, eat, and play. Real estate professionals are typically goal-oriented, persevering, self-motivated, ambitious, people-oriented, and have an entrepreneurial drive. They must be creative but also need to be able to research, analyze, negotiate, plan, market, and pay attention to details. No two projects or investments are ever the same. The rewards of a career in real estate may include a potential for high earnings, status in the community, independence, flexibility, and an opportunity to help people in a stimulating and intellectually challenging industry.

Common Characteristics and Skills of Successful Real Estate Students and Professionals

- Detail-oriented and enjoys problem solving
- Strong quantitative abilities
- Comfortable working with structure and regulations
- Strong written communication skills
- Strong analytic and planning skills
- Ability to communicate complex information
- Manages time well and meets deadlines
- Keeps delicate and classified information strictly confidential
- Understands and enjoys working with technology
- Understands how all functions of business are related

Information Regarding Licensure to Sell Real Estate in Colorado While not required, graduates of the real estate curriculum are encouraged to seek out a Colorado contracts course before taking the licensure exam. More information about licensure requirements can be found at www.dora.state.co.us/real-estate or by contacting the Colorado Real Estate Commission (Education and Licensing Section) at (303) 894-2166, 1900 Grant Street, Suite 600, Denver, CO 80203.

Tips for Researching Real Estate Occupations

- Shadow a Real Estate professional for a day
- Search the web for job profiles and position descriptions
- Talk to alumni of the Real Estate program
- Take an online assessment (see the Career Center website)
- Visit with a Career Counselor in the Career Management Center
- Get involved with the Real Estate Club

Potential Careers in Real Estate

- Appraiser (with license)
- Architect
- Broker (with license)
- Building Inspector
- Consultant
- Contractor
- Developer
- Entrepreneur
- Escrow Officer
- Facilities Manager
- Home Inspector
- Investment Banker
- Investment Manager
- Investor
- Land Planner
- Loan Analyst
- Loan Officer
- Mortgage Banker
- Property Manager
- Rehabilitator
- Surveyor
- Title Officer
- Urban Economist

Online Resources

www.dora.state.co.us/real-estate • www.acinet.org

Undergraduate Programs

110 Rockwell West
(970) 491-5103
undergradinfo@business.colostate.edu
Advising Appt: csbiz.com/advising

Career Management Center

210 Rockwell West
(970) 491-1540
cob-cmc@business.colostate.edu



COLLEGE OF BUSINESS
COLORADO STATE UNIVERSITY



2,300+
Business majors



Real Estate (REL) : 80 Students



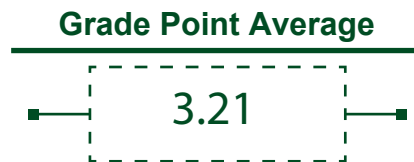
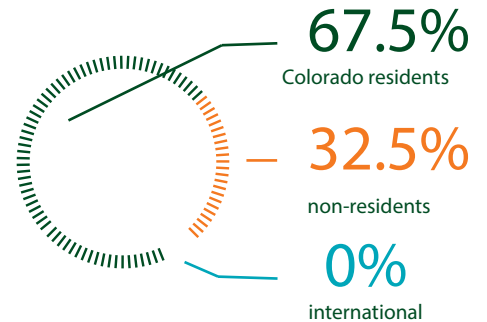
22.5%

First generation
(first in their family to earn a bachelor's degree)



27.5%

Identify as racially or ethnically diverse



Internship, Practicum, and Field Experience Rates

All Concentration Average: 63%

REL 44%

Average Starting Salary¹

All Concentration Average: \$ 51,283

REL \$ 45,000

Job/Education Offer Rates²

All Concentration Average: 93%

REL 89%

¹ Average salary is based on full-time permanent employment.
² Offer rate is the percentage of graduates who are actively seeking employment or education that secured plans or indicated at least one job offer within six months of graduation.

