

# REAL ESTATE

University of Northern Iowa College of Business Administration  
<https://business.uni.edu/undergraduate/real-estate>

## ABOUT THE MAJOR

Real estate is property consisting of land and the buildings on it, along with its natural resources such as crops, minerals or water. Real estate agents rent, buy, or sell property for clients in addition to performing other duties such as studying property listings, interviewing prospective clients, accompanying clients to property sites, discussing conditions of sale, and drawing up real estate contracts.

## SAMPLE COURSEWORK

Consumer Behavior	Decision Analytics
Corporate Finance	Real Estate Law and Brokerage
Principles of Real Estate	Real Estate Appraisal and Investment

## POSSIBLE CAREERS \*some titles may require further education

Real Estate Agent	Property Manager	Real Estate Attorney
Real Estate Investor	Leasing Consultant	Corporate Real Estate Manager
Residential Appraisal	Commercial Leasing Manager	Mortgage Collector
Commercial Appraisal	Foreclosure Specialist	Title Examiner

## UNI GRADUATES: WHERE ARE THEY NOW?

- Wells Fargo
- Principal Global Investors
- Iowa Realty
- Oakridge Realtors
- Keller Williams Realty, Inc.
- Skogman Realty
- Rally Appraisal LLC
- CBRE
- JLL
- Century 21 Signature Real Estate
- Peoples Company
- Cushman and Wakefield Iowa Commercial Advisors
- Coldwell Banker
- RE/MAX
- Blair Jones Real Estate



## SKILLS NEEDED

- Communication
- Adaptability
- Responsiveness
- Self-motivation
- Persistence
- Organization
- Networking
- Sociable
- Integrity
- Punctual
- Decision-making

## HOLLAND CODES

**ESC**