

REAL ESTATE

University of Northern Iowa David W. Wilson College of Business

<https://business.uni.edu/finance/majors-minors-programs/real-estate-major>

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 Course Work

Principles of Macroeconomics

Decision Analytics

Intro to Information Systems

Principles of Real Estate

Real Estate Law and Brokerage

Real Estate Finance

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
- Peoples Company
- Cushman and Wakefield Iowa
- Commercial Advisors
- Coldwell Banker
- RE/MAX
- Blair Jones Real Estat

Skills Needed

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