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

- 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 Estate

Skills Needed

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