

REAL ESTATE

Is Real Estate for me?

The field is for you if you ...

- Enjoy working with people.
- Are a self-starter.
- Like to have a flexible work schedule.
- Are a good salesperson.

What skills will I need for this field?

You will need to have ...

- Current Illinois Real Estate Salesperson license.
- Good communication skills.
- The ability to work well with people.
- Good negotiation skills.
- A professional attitude and appearance.

What is the work atmosphere like?

Real estate sales professionals divide their time between their office and the field. A reliable car is essential. Contact with the public is a large part of sales as is networking in various organizations.

What are my degree options?

Certificate

Real Estate Appraisal

Associate's Degree

Associate in Applied Science (AAS)

State Licenses preparation for

Associate in Applied Science (AAS)

Appraiser

Broker

Salesperson

Professional Certification

Certain real estate fields require a license to qualify you in your field. You must be 21 years old and complete the required pre-licensed course work in order to sit for the state licensing exams.

What are my career opportunities?

A career in real estate offers a chance of professional independence and personal choice. Self-employment is common in the real estate field and offers the entrepreneur a genuine opportunity to launch a business. You can be an independent contractor in real estate sales within a few months. As a licensed broker, you can own and run your own business.

What can I do with these degrees?

If you have completed ...

Real Estate License

Appraiser, Broker, Salesperson

Associate in Applied Science Degree

Corporations, Individual Development, Investment, Mortgage Financing, Property Management, State and Local Government

How can I prepare now?

Recommended courses ...

Math

Algebra, Business Math

Science

Computer and Physical Science

Communications

Advanced Reading, Writing, Speech

Occupational Electives

Accounting, Business and Finance

Recommended Supporting Electives

Business Law, Economics

What should I take in my first semester at C.O.D.?

Real Estate 1110: Real Estate Transactions

English 1101: Composition I

Management 1100: Supervision

Mathematics 1100: Business Mathematics

Whom can I talk to for more information?

Business and Technology Division

(630) 942-2592

For more information on the Associate in Applied Science Degree curriculum, see your program coordinator or go to www.cod.edu.

What about my articulated credit?

Check with your high school coordinator to see if you are eligible for articulated credit at College of DuPage.