

Real Estate

Background -

The field of Real Estate involves the renting, buying, and selling of properties for or with the help of your clients. Duties performed revolve around assisting the client with the posting of property listings, interviewing and meeting with prospective buyers and drawing up real estate contracts.

What can I expect to earn as an average salary in this field? \$46,410*

You must pass the Real Estate exam for licensure in the state of Michigan. For additional information - http://www.michigan.gov/lara/0,4601,7-154-72600_72602_72731_72871---,00.html

What classes at GVSU may help me in my career in Real Estate? Discuss with your advisor which courses among those on this list, along with other courses not listed here, would best serve your career goals

1. **PSY 310** – Behavior Modification
2. **PSY 360** – Social Psychology
3. **STA 216** – Intermediate Applied Statistics
4. **STA 318** – Statistical Computing
5. **Significant background knowledge in business (i.e. minor, major) may be necessary to be successful in this career**

What skills are important for someone in Real Estate to have? Communication, listening, and problem solving skills are important for someone working in this field. Statistical and mathematical knowledge may also be important. The strength in the ability to work independently and on multiple projects at one time may be necessary as well.

Employer Possibilities – Generally work for real estate companies or are self employed

1. Titles – agent (licensed sales worker), broker (generally has additional education and can be self-employed), assistant broker, listing agent (gives clients a comprehensive marketing plan for selling their property), dual agent

*Salary - bls.gov (2016)



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