

## ONLY SIX REQUIRED COURSES

Course offerings are arranged so it is possible to complete the program in approximately 18 months.

FIR 3310 – Real Estate Principles  
FIR 3410 – Financial Management  
FIR 4310 – Real Estate Law  
FIR 4320 – Real Estate Finance  
FIR 4340 – Real Estate Appraisal  
FIR 4350 – Real Estate Investment  
Each course listed is 3 credit hours.

*Please note the total credit hours for the Professional Real Estate Certificate is 18. Credit hours are not the same as licensure contact hours.*

## TUITION

Use the UofM Cost of Attendance Estimator at [umwa.memphis.edu/estimator](http://umwa.memphis.edu/estimator) to receive an online or on-campus tuition estimate for obtaining a Professional Real Estate Certificate and make special note of the fees to add to your estimate.

## ONLINE CLASSES

Online classes offer the same coverage and rigor, and follow the same schedule as the University of Memphis, allowing students to complete these courses without leaving their homes. Online classes do not require a student to be online at a given time, adding the advantages of convenience and flexibility. Tuition charges for out-of-state students enrolled solely in online courses are comparable to in-state tuition costs.

## PROGRAM DIRECTOR

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For more information visit,  
[memphis.edu/finance/programs/professional\\_ real\\_estate\\_certificate.php](http://memphis.edu/finance/programs/professional_real_estate_certificate.php)

Apply Today – [memphis.edu/admissions](http://memphis.edu/admissions)

The Professional Real Estate Certificate is issued by the Fogelman College of Business & Economics and administrated by the Department of Finance, Insurance and Real Estate. The Fogelman College of Business & Economics is fully accredited by AACSB International — the premier accrediting body in business education.



The University of Memphis is an Equal Opportunity/Affirmative Action University. It is committed to the education of a non-racially identifiable student body. UOM0517-FY1920



# THERE'S MORE TO REAL ESTATE

THAN BEING A SALES AGENT

## PROFESSIONAL REAL ESTATE CERTIFICATE



FOGELMAN COLLEGE OF BUSINESS & ECONOMICS

# THE REAL ESTATE

## PROFESSION

The image of the real estate profession that comes to mind most often is the For Sale sign in front of a house with a sales agent standing next to it. This may be the most recognizable face of real estate, but in truth accounts for only 20% of employment\* in real estate sectors.

The remaining 80% of jobs encompass a myriad of professional real estate occupations with substantial career paths. With a Professional Real Estate Certificate, opportunities present themselves for your choosing.

*\*Bureau of Labor Statistics, bls.gov, Real Estate: NAICS 531, May 2018*



## PROFESSIONAL REAL ESTATE CERTIFICATE EXPAND YOUR OPPORTUNITIES

Candidates for this certificate include currently enrolled Fogelman College of Business & Economics (FCBE) students, students from other universities, students who already have a degree returning for real estate training and professionals working in real estate. By earning a Professional Real Estate Certificate, you gain additional training and enhanced foundational knowledge in real estate law, real estate finance, real estate appraisal and real estate investment **without** having to earn a four-year degree.



## PROFESSIONAL REAL ESTATE CAREER OPPORTUNITIES \*\* OPEN THE DOOR TO MORE

Appraiser	Leasing Specialist/Agent
Broker	Managing Broker
Corporate	Mortgage Lender
Real Estate Analyst	Property Manager
Foreclosure Specialist	Real Estate Attorney
Inspector	Real Estate Developer
Law Office Administrator	Real Estate Investor
Lease Administration	Real Estate
Leasing Consultant	Valuation and Assessor
Leasing Manager	Sales Agent

*\*\*Commercial and/or Residential*



## ADMISSIONS REQUIREMENTS FOR PROFESSIONAL REAL ESTATE CERTIFICATE

- Available to both non-degree seeking and degree-seeking students
- SAT, ACT or GMAT tests are NOT required
- Prerequisites are NOT required
- Transfer credit is NOT accepted
- Does NOT include licensure in the state where you practice/will practice
- Financial aid is not available unless you are currently enrolled as a degree-seeking student at the UofM

