

A Career in Real Estate *in Connecticut*

Real estate professionals help people buy, sell and lease homes, land, office buildings and other commercial properties. A career in real estate can also include other specialties such as property management and real estate counseling.



Successful



Attributes for success in a real estate sales career include being self-motivated, ambitious, people-oriented and having a genuine passion towards making a difference in the lives of individuals and families. Working in real estate allows for independence along with the potential for high earnings and recognition within your community.

Knowledgeable

As with other professions, licensing is required. In Connecticut, in order to take a salesperson's real estate exam, you must first successfully complete a 60-hour Real Estate Principles and Practices course. This covers a wide range of subject matter related to real estate. It's a less lengthy and costly process than many other professions. Many colleges and universities offer a variety of real estate courses, and a few offer degrees in real estate. In addition, learning about communities, local/state laws and fair housing are essential parts of what you'll need to learn.



Experienced



Once licensed, there are several entry points to learn more about real estate - as an office assistant, rental agent, trainee or member of a team within a brokerage. Many companies have specific training or mentoring programs - be sure to ask!

Professional

Helping people achieve the dream of homeownership is one of the most rewarding aspects of a real estate career. Real estate agents become experts in the process to help guide consumers with all aspects of the buying or selling process - including financing and making clients aware of various government programs. Learning the process can also help better position you as a future homeowner, landlord or tenant. We hope you'll also join our REALTOR® organization and commit to a specific Code of Ethics in real estate.

