



AREP
ASPIRING REAL ESTATE PROFESSIONALS

The logo features a stylized teal and white icon on the left, resembling a person climbing a staircase or a bar chart with an upward-pointing arrow. To the right of this icon, the letters 'AREP' are written in a large, bold, white sans-serif font. Below 'AREP', the full name 'ASPIRING REAL ESTATE PROFESSIONALS' is written in a smaller, white, all-caps sans-serif font. The entire logo is centered over a background of a modern building's rooftop terrace with a black and white checkered tile pattern, set against a clear blue sky.

PROGRAM OVERVIEW



This is designed to prepare high school juniors, seniors, and recent graduates—particularly from underserved communities—for opportunities in the real estate industry.

The Aspiring Real Estate Professionals (AREP) program is an **immersive educational experience**



This comprehensive program equips students with **foundational knowledge, practical skills, and financial literacy**, providing them with both career readiness and an introduction to real estate as a potential investment strategy.

Structured across three phases, the AREP program offers a clear, step-by-step approach to mastering essential real estate concepts and preparing for various roles in the field.



PROGRAM STRUCTURE



Pathway to Real Estate

This foundational course introduces students to the core principles of real estate, covering personal use, ownership, and the real estate transaction process.



Careers in Real Estate

The second course dives deeper into the many career opportunities within the real estate industry.



Investing in Real Estate

The final course focuses on real estate as a wealth-building tool. Students will learn the basics of investing

PROGRAM STRUCTURE

Pathway to Real Estate

Learning the roles of real estate agents, brokers, and other professionals involved from listing to closing.



Facilitating a Real Estate Transaction

Real Estate Law

An introduction to the legal frameworks governing real estate transactions, contracts, and property ownership.

Appraisals and Surveying

Gaining insights into property valuation and the importance of appraisals and land surveys.

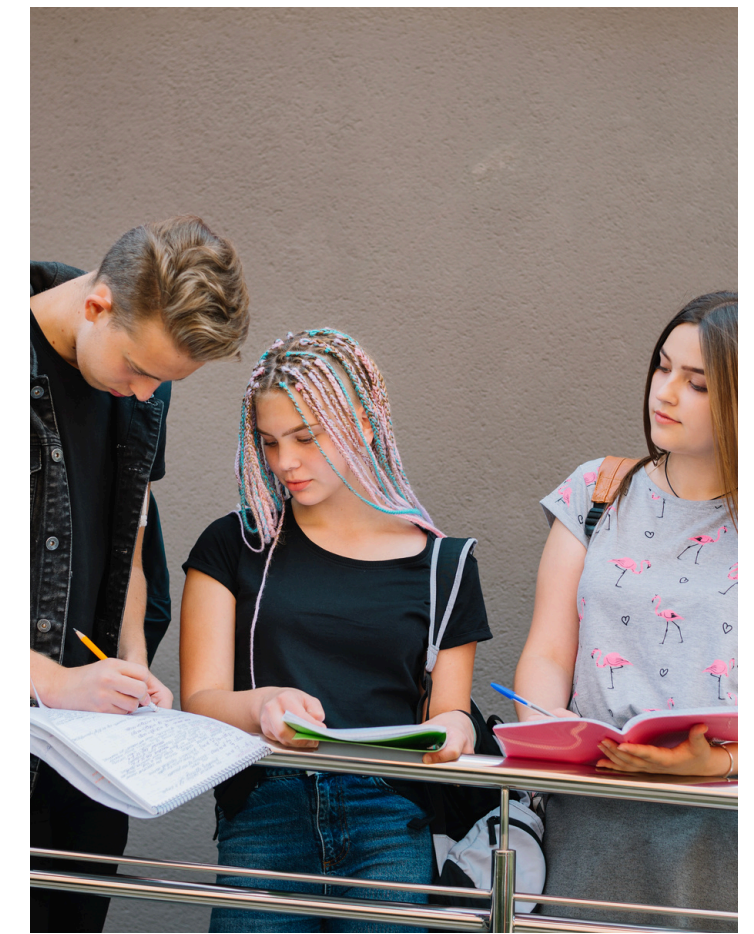
Personal Use and Ownership

Understanding the responsibilities and benefits of homeownership and property rights.

PROGRAM STRUCTURE

Careers in Real Estate

- 1 Real Estate Brokerage:** Understanding the role of brokers and agents in buying, selling, and leasing properties.
- 2 Property Management:** Exploring the duties of managing residential, commercial, or industrial properties.
- 3 Real Estate Development:** Learning how real estate developers shape communities through new projects and renovations.
- 4 Appraisal and Surveying Careers:** Discovering career paths related to property valuation and land assessments.
- 5 Real Estate Law and Compliance:** Understanding legal professions that support real estate transactions, such as real estate attorneys and compliance officers.



EXPLORING CAREERS IN REAL ESTATE



Real Estate Agent
Real Estate Broker
Real Estate Appraiser

Commercial Real Estate Agent
Real Estate Attorney
Real Estate Analyst
Real Estate Inspector



Property Manager
Real Estate Developer
Mortgage Broker
Leasing Consultant

Title Examiner
Urban Planner



PROGRAM STRUCTURE

Investing in Real Estate



1

Types of Real Estate Investments: Exploring residential, commercial, and industrial real estate investments.

2

Risk Management and ROI: Understanding how to calculate return on investment and mitigate risks.

3

Financing Real Estate Investments: Learning about different financing options available to real estate investors.

4

Building a Real Estate Investment Portfolio: Developing strategies for creating and managing a diverse portfolio of real estate assets.

CAREER READINESS FOCUS

AREP places a strong emphasis on career readiness by preparing students for real-world opportunities in the real estate industry.



Through hands-on projects, case studies, and interaction with industry professionals, students gain practical skills and a comprehensive understanding of various roles in the field.

This career readiness focus ensures participants are equipped with the knowledge and competencies needed to pursue entry-level jobs or further education in real estate.

The program also provides mentorship opportunities and exposure to industry networks, enabling students to build valuable professional relationships early in their careers.



FINANCIAL LITERACY AND ECONOMIC MOBILITY



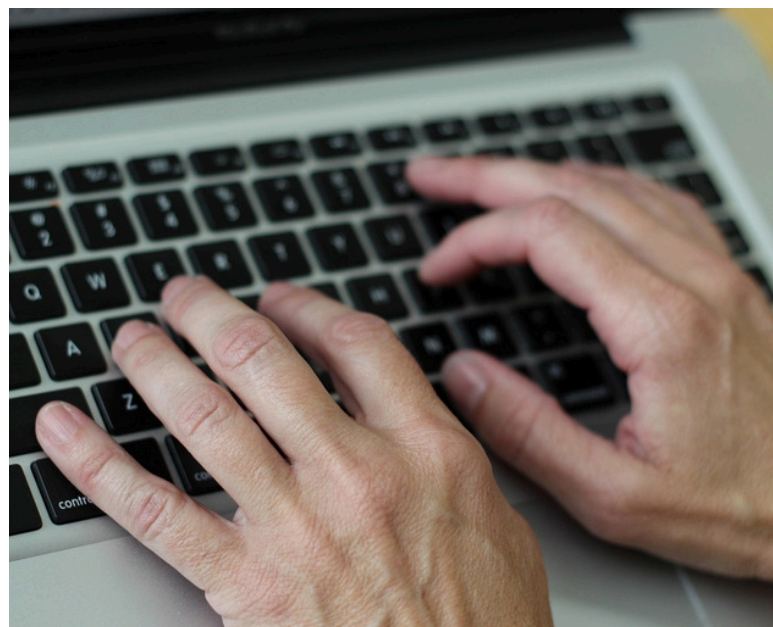
A key element of the AREP program is its focus on financial literacy—a critical component in fostering long-term economic mobility for students, particularly those from underserved backgrounds.

By equipping participants with the tools to understand real estate as both a career path and an investment strategy, the program empowers students to make informed financial decisions.



This aligns with national efforts to promote economic mobility through education and career development, providing pathways for financial independence and wealth creation in communities that have been historically marginalized.

ELIGIBILITY AND ENROLLMENT



WHO

- High School Sophomores
- High School Juniors
- High School Seniors
- Fresh Graduates

WHEN

- Spring
- Summer
- Fall

The AREP program is open to high school juniors, seniors, and recent graduates within two years of their graduation date. Recent graduates must meet additional eligibility criteria to participate. The program is offered three times a year—during the spring, summer, and fall semesters—allowing flexibility for students to enroll at a time that best fits their schedule.

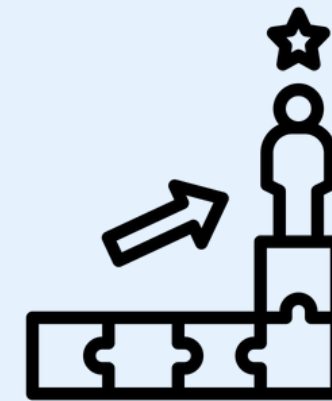
PROGRAM GOALS



Understand key concepts of real estate ownership and transactions.



Explore multiple career paths in the real estate industry, gaining insights into both traditional roles and emerging opportunities



Develop a solid foundation in real estate investing, empowering them to make informed decisions about property as a wealth-building tool.



Gain financial literacy and tools for economic mobility, giving them the confidence to pursue real estate as a viable career or investment option.

Empowerment Pathways

The AREP program is particularly well-positioned to serve students from underserved communities, **providing pathways to career readiness, financial independence, and economic mobility.** This aligns closely with the Bill & Melinda Gates Foundation's focus on education and economic empowerment, offering students from marginalized backgrounds the resources, knowledge, and mentorship to thrive in a growing industry.