

What can I do with a major in REAL ESTATE?

Description of Real Estate

Real Estate is the study of site selection, acquisition (lease or purchase), management and disposition of real property. Many people assume that a career in real estate translates to the selling of residential houses. Becoming a residential real estate agent is an option, but not the only career path available. The study of real estate can lead to opportunities in the following areas: residential property management, commercial property management and sales, mortgage banking, brokerage, leasing, appraisal, and site location and procurement.

Possible Job Titles of Real Estate Graduates

Analyst*	Leasing Associate*
Account Executive*	Litigation Assistant*
Appraiser*	Portfolio Specialist*
Associate Property Manager*	Project Manager*
Commercial Banking Associate*	Property Tax Consultant*
Commercial Real Estate Agent*	Real Estate Agent*
Commercial Real Estate Credit Manager*	Real Estate Analyst*
Development Associate*	Real Estate Appraisal*
Evaluation Consultant*	Real Estate Broker*
Financial Analyst*	Real Estate Developer*
General Partner*	Real Estate Manager*
Investment Analyst*	Real Estate Research Analyst*
Investment Trading Assistant*	Realtor*
	Research Analyst*
	Risk Analyst*
	Sales Associate/Partner*

Possible Employment Settings for Real Estate Graduates

Adams Appraisal Service*	L.J. Mileody & Company*
Ames Realty Group*	Marathon Ashland Petroleum*
Atlantic Station*	Marcus & Millichap*
Bank of America*	McColgan & Associates*
Childers Associates*	McWhirter Realty Corporation*
Deloitte & Touche*	Noro GKJ Development*
Ernst & Young*	Parker-Kaufman*
Ford Plantation*	Prudential Mortgage Capital*
Hawkins Financial*	Reznick Group*
ING Investment Management*	Share Associates*
Jones, Lane & Lasalle*	Sheflo Investments*
Julian LeCraw	

The Norsouth Corp*
The Shopping Center Group*
Town & Country Mortgage*
Trammell Crow Company*

Trimont Real Estate
Advisors*
Wells Fargo Financial*
Wachovia Bank*

Strategies

- The process of getting a job in real estate is not as structured as getting a job in other fields. Real estate firms typically do not conduct on-campus recruiting methods like large corporations because real estate firms are typically smaller and they do not know their summer or permanent hiring needs until they have a need to fill a position immediately.
- To gain an entry-level job in real estate, you have to network to find out about current and future opportunities. Meet as many industry professionals as you can. You want them to remember you so when a position opens, they will refer you. You can network through the UGA Real Estate Society, professional organizations, internships, and part-time jobs in the industry. The real estate industry is extremely "relationship" oriented and your network connections truly open doors.
- Work towards earning your real estate license. This will require passing a licensing exam. Since there is only one type of real estate license, you can decide down the road to use your license to practice residential or commercial real estate. Many real estate firms will take a job or internship candidate more seriously if he/she can demonstrate an interest in the field by working toward a real estate license. A large number of students often works towards and satisfy the requirements needed for the exam while in college and become licensed real estate agents before receiving a bachelor's degree.
- Conduct informational interviews with current professionals to find out about the industry.
- Complete internships and seek part-time employment to build your resume while in school.

Employment Websites for Real Estate Majors

Bank Jobs-www.bankjobs.com

Jobs for the Commercial Real Estate Industry-www.real-jobs.com

Additional Resources for Real Estate Majors

Association of Young R.E. Professionals-www.ayrep.com

National Association of Mortgage Planners-www.namp.org

National Association of Real Estate Appraisers-www.iami.org

National Association of Realtors-www.realtor.com

National Association of Residential Property Managers-www.narpm.org

National Association of Industrial and Office Properties-www.naiop.org

The International Council of Shopping Centers-www.icsc.org

The Society of Industrial and Office Realtors-www.sior.com

Commercial Investment Real Estate Institute (CIREI)-www.ccim.com

To research careers of interest, you may want to visit these web sites:

O*NET <http://online.onetcenter.org> (click on Find Occupations)

Occupational Outlook Handbook <http://www.bls.gov/oco> (type in general term for career of interest)

Alberta Occupational Profiles <http://www.alis.gov.ab.ca/occinfo/frameset.asp> (click on Occupational Title Search)