

# Real Estate

## Overview of the Industry

The real estate industry is one that covers all aspects of commercial, industrial, agricultural and private property, including sales, appraisals, development, brokerage, management, leasing and more. Real estate is a \$30 billion industry that employs people from all walks of life. Many jobs in real estate are relatively easy to get into, although to be truly competitive one will benefit from having passed the real estate licensing exam. While many jobs in real estate have flexible hours, this flexibility can come at the cost of working on commission and/or working weekends. Much like the finance space, the real estate market is at the mercy of the economy and interest rates. Still, the

supply of available land in metropolitan cities is largely limited, while the demand will continue to rise. Real estate is regarded as a stable industry that is expected to grow by 12% over the next decade. In particular, property management is expected to increase with the surge of baby boomers that are retiring. A business degree will be essential to remain competitive as a property manager.

Employers seek a balance of emotional and quantitative skills, particularly when dealing with residential clients.

Specializations within Kogod include real estate, finance, and management.

## Recruiting Cycle



### Full Time

September – October:  
Application Deadlines

October – November:  
Interviews Begin

Nov – December: Hiring  
Decisions

### Internships

January – February:  
Application Deadlines

Feb – March: Interviews

March – April: Hiring  
Decisions

## KCCD Events



Careerpalooza/Career-Con –  
(fall/spring)

Real Estate Day – October

On-Campus Recruiting

Job & Internship Fair –  
(fall/spring)

Kogod Network – April

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## Sample Full-Time Jobs of Kogod Graduates



Commercial Real Estate Portfolio Manager, Eagle Bank

Associate, Fannie Mae

Associate Broker, Long & Foster

Savings Program Administrator, CBRE

VP Market Lead, Jones Lang LaSalle

Senior Property Manager, JBG Companies

Associate, Spirit Realty Capital

## Sample Internship Sites



Bozzuto

The JBG Company

Lincoln Property Company

Equity Residential

Costar Group

Freddie Mac

Fannie Mae

Redfin

## Student and Professional Organizations to join

Student Organizations	Professional Organizations
Real Estate Club	<a href="#">National Real Estate Investor</a>
	<a href="#">Institute of Real Estate Management</a>
	<a href="#">National Association of Realtors</a>
	<a href="#">National Association of Real Estate Investment Trust</a>

For more information about the industry, please review Vault Career Guide to Real Estate Jobs (log-in via CareerSource for free access)