

Finance - Real Estate

Are you interested in a role that is essential to our economy? A role in real estate may be for you! Opportunities in the real estate industry include more than just selling property. There are opportunities in title insurance, construction, mortgage banking, property management, and more. Many real estate opportunities are closely tied to other fields such as insurance and commercial banking as real estate professionals apply their knowledge of law and tax regulations to complete transactions. In each respective field, individuals utilize transferrable skills such as quantitative and analytical skills, communication skills, and interpersonal skills. These skills help individuals obtain higher level positions and increased responsibilities.



The real estate industry can be loosely divided into several fields, such as: sales, management, development, and acquisition and analysis. Each field has its own careers that play a pivotal role in the real estate market. The real estate industry allows individuals to make an impact on the community and leave their legacy.

Source: IREM Careers in Real Estate Management

Average Salary & Trajectory*

Entry-Level

\$45,000 annually

- Real Estate Appraiser
- Commercial Real Estate Sales Associate
- Residential Real Estate Agent
- Junior Leasing Agent

Mid-Level

\$70,000 annually

- Investment Analyst
- Real Estate Manager
- Mortgage-Backed Securities Analyst
- Real Estate Broker
- Property Manager

Executive-Level

\$90,000 annually

- Senior Property Manager
- Director of Real Estate
- Appraisal Manager
- Financial Branch Manager

Learn More With O*Net

Visit O*Net OnLine to explore the sample roles in real estate. The database provides career exploration tools to the public at no cost and is continually updated by surveying a broad range of workers from each occupation. Learn about the knowledge, skills, tasks, and activities required for each occupation, as well as median wages and employment trends reported by the Bureau of Labor Statistics and other federal agencies.

01 Visit O*Net OnLine at www.onetonline.org

02 Refer to the sample job titles listed in the "O*Net Keywords" section below

03 Enter phrase into O*Net's "Occupation Search" to explore sample roles

O*Net Keywords:

- Commercial/Residential Real Estate
- Appraisal
- Leasing

Roles:

- Broker Associate
- Certified Real Estate Appraiser
- Property Manager

*Note: Salaries are highly dependent on location, company type, and candidate experience/education. For the purposes of this guide we are providing average starting salaries as determined by the National Association of Colleges and Employers (NACE), overall average salaries as determined by the U.S Bureau of Labor Statistics (BLS), as well as supplemental information found from various industry-specific sources.

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Skills/Experience Suggested:

- Finance modeling skills
- Negotiation skills
- Ability to read, interpret and analyze investment-related documents
- Financial analysis software (CPR Visual Estimate, Real Estate Center Corporate Calculator)
- Excellent communication and customer service skills with the ability to multi-task in a fast-paced environment
- Sales skills
- Judgement and decision making
- Knowledge of building and construction
- Highly organized and ability to prioritize tasks

Advanced Degrees:

- Master of Science in Finance
- Master of Business Administration

Professional Certifications:

- Accredited Rural Appraiser
- Certified Appraiser Reviewer
- SRA Designation
- Commercial Certified Mortgage Consultant
- Global Mobility Consultant

Professional Associations:

- National Association of Realtors
- International Association of Corporate Real Estate Executives

Campus Resources:

- Real Estate Finance Association
- Finance Association
- Real Estate Association

Don't forget to check out the list of career path advisors
business.fullerton.edu/Programs/Undergraduate/#career-path-advisors

Industry Research & Tools:

- Realestateexpress.com
- Realestatefinanceinvestment.com
- What Can I Do with This Major? - accessible through Portal
- Vault.com—accessible through your Student Portal

Job & Internship Search Sites:

- Monster.com/jobs/q-real-estate-jobs.aspx
- Indeed.com
- Internships.com
- LinkedIn.com
- Vault.com—accessible through your Student Portal

Employers Hiring Mihaylo Graduates:

