REAL ESTATE

**KEY SKILLS**
- Ability to Learn Quickly
- Analytical
- Client Development/Management
- Deadline-oriented
- Initiative/Leadership
- Public Speaking/Presentations
- Research
- Time Management

**CONCENTRATIONS/SPECIALIZATIONS**
- Commercial Brokerage
- Debt/Equity Placement
- Investment Sales
- Leasing
- Tenant Representation
- Consulting
- Management
- Asset Management
- Property Management
- Real Estate Investing

**COMMERCIAL VS. RESIDENTIAL**
- **Commercial**: new construction, resale, leasing, and management of office, retail, & industrial space; also involves capital markets (brokerage company works on behalf of party during transaction)
- **Residential**: new construction, resale, and management of single-family homes, condos, co-ops, townhouses, & multi-generational homes

**RECRUITING**
Recruiting does not follow one schedule/season. Some firms/banks recruit during the fall semester, but internships & full-time positions are posted on a rolling basis year-round.

It is essential to develop relationships within the industry; informational interviews are a good way to start the process.

**INTERVIEWS**
Interviews generally consist of:

**Behavioral questions** - look for experience & personality to assess fit with employer

**Technical questions** - asked to gauge candidate’s understanding of return metrics (e.g. Cap Rate) & ability to apply theories to real-world scenarios

**SAMPLE STUDENT ORGS**
- Alpha Kappa Psi (Business Fraternity)
- Commercial Real Estate Network (CREN)
- Delta Sigma Pi (Business Fraternity)
- Finance & Investment Club (FIC)
- GW Women in Business (GWWIB)
- GW Women in Finance Alliance

**SAMPLE EMPLOYERS**
- American University
- Arnold & Porter Kaye Scholer LLP
- AtSite, Inc.
- Avalon Bay
- Bank of America Merrill Lynch
- Berkeley Properties
- Capital Estate Group
- Capital One
- CBRE
- Coldwell Banker
- Creative Financial Staffing
- Cushman & Wakefield
- Deloitte
- Distinctive Properties, Ltd
- Douglas Elliman
- Equity Residential
- Goldman Sachs
- Greystone Real Estate Partners
- HFF
- Houwzer
- KeyBank
- JLL
- John L. Scott Real Estate
- JPMorgan Chase
- Morgan Stanley
- Nomadic Real Estate
- PricewaterhouseCoopers (PwC)
- REX Homes
- RXR Realty
- The Blackstone Group
- The Carlyle Group
- The Richmond Group
- Trammell Crow Company
- United Real Estate
- Urban Investment Partners
- US Bank
- Weichert
- Wells Fargo

**PROFESSIONAL ORGS**
- CCIM Institute
- CRE Finance Council
- Commercial Real Estate Women (CREW) Network
- National Association of Realtors
- National Multi Housing Council
- The Real Estate Roundtable
- US Green Building Council

If you're interested in this field of study, your industry coach is likely to be the business industry coach. Set up an appointment on Handshake.