

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
- Acquisitions
- Development
- Dispositions
- Repositioning
- R.E. Investment Banking
- R.E. Investment Trusts
- R.E. Finance
 - CMBS/RMBS
 - Lending
- Residential Brokerage



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

