

What can I do with a major in “Real Estate”?

The University of Georgia Career Center

Clark Howell Hall, 706-542-3375, www.career.uga.edu
UGA Real Estate Program, 706-542-4290, www.terry.uga.edu/realestate



This information describes typical occupations and employment settings associated with this major. Understand some of these options may require additional training. Moreover, you are not limited to these options when choosing a possible career path.

Description of Real Estate

The Real Estate program has a strong reputation for the quality of the educational experience provided to their students. 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 any of the following areas and more: residential property management, commercial property management and sales, mortgage banking, brokerage, leasing, appraisal, and site location and procurement.

Research Careers

*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)

Georgia Career Information Center - <http://www.gcic.peachnet.edu>
(accessible only on campus computers)

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

Possible Job Titles of Real Estate Graduates

(*As reported by Career Center post-graduate survey)

Analyst	Evaluation Consultant	Property Tax Consultant
Account Executive/ Manager	Financial Analyst	Real Estate Agent
Appraiser	Financial Advisor	Real Estate Appraiser
Appraisal Review	General Partner	Real Estate Broker
Associate Property Manager	Investment Analyst	Real Estate Developer
Business Analyst	Investment Trading Assistant	Real Estate Manager
Commercial Banking Associate	Investment Manager	Real Estate Research Analyst
Commercial Real Estate Agent	Leasing Associate	Research Analyst
Community Coordinator	Litigation Assistant	Risk Analyst
Credit Analyst	Loan Officer	Sales Associate/Partner
Credit Manager	Portfolio Specialist	Sales Manager
Development Associate	Project Manager	Transaction Specialist

Possible Employers of Real Estate Graduates

(*As reported by Career Center post-graduate survey)

Adams Appraisal Service	Hawkins Financial	Prudential Mortgage Capital
Ames Realty Group	ING Investment Management	RaceTrac Petroleum
Atlantic Station	Jones, Lane & Lasalle	Reznick Group
Bank of America	Julian LeCraw	Share Associates
BB& T	L.J. Mileody & Company	Sheflo Investments
Childers Associates	Marathon Ashland Petroleum	The Norsouth Corp
Colliers International	Marcus & Millichap	The Shopping Center Group
Deloitte & Touche	McColgan & Company	Town & Country Mortgage
Ernst & Young	McWhirter Realty Corp.	Trammell Crow Company
Executive Asset Management	Mortgage Integrity	Trimont Real Estate Advisors
Ford Plantation	Northwestern Mutual	U.S. Dept. Veterans Affairs
Freddie Mac	Noro Gkj Development	United Community Bank
Fritsche Anderson Realty	Olympus Capital	Wells Fargo Financial
Hanover Insurance	Parker-Kaufman	Wachovia Bank

Career Center Library Resources

Opportunities in Property Management Careers
Your Successful Real Estate Career

VAULT Guide to Real Estate Careers
VAULT Guide to Top 25 Real Estate Employers

*Please visit the Career Center Library or your Career Consultant for additional information or assistance.

Campus Resources

Andrew Crain, Real Estate Career Consultant – acrain@uga.edu

Dr. Henry Munneke, Program Head - hmunneke@terry.uga.edu

Dr. Rob Hoyt, Department Head - rhoyt@terry.uga.edu

Kathy Cohen, Academic Advisor - kcohen@terry.uga.edu

Real Estate Society, Advisor Dr. Munneke - www.terry.uga.edu/realestate/students/organizations.html

Terry College Admissions - www.terry.uga.edu/undergraduate/admissions.html

Employment Websites

Business Real Estate - <http://www.business.com>

Bank Jobs - <http://www.bankjobs.com>

Select Leaders - <http://www.selectleaders.com/>

Jobs for the Commercial Real Estate Industry - <http://www.real-jobs.com>

Real Estate I-Hire – <http://iHireRealEstate.com>

Additional Resources

Association of Young R.E. Professionals - <http://www.ayrep.com/>

Commercial Real Estate Development Association - <http://www.naiop.org/>

The International Council of Shopping Centers - <http://www.icsc.org/index.php>

The Society of Industrial and Office Realtors - <http://www.sior.com/>

Commercial Investment Real Estate Institute (CIREI) - <http://www.ccim.com/>

National Association of Mortgage Planners - <http://www.namp.org/>

National Association of Realtors - <http://www.realtor.com/>

National Association of Residential Property Managers - <http://www.narpm.org/>