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 that 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.

Researching Job Titles and 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)
Career Insider: Vault Guides http://career.uga.edu/resources/online_resources (Under the "Resources" tab and select "Online Resources")
Candid Career http://career.uga.edu/resources/online_resources **(**View professionals speaking about their careers under the "Resources" tab and select "Online Resources")

Possible Job Titles

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

Possible Employers

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

To learn what types of positions and companies UGA students are working with, see the UGA Career Center Post Graduation Survey at www.career.uga.edu/gradsurveyresults/ and search for alumni on Linked In at www.linkedin.com.

Campus Resources

Andrew Crain, Real Estate Career Consultant: acrain@uga.edu
Dr. Henry Munneke, Program Head: hmunneke@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

Real Estate Department Homepage: http://www.terry.uga.edu/undergraduate/majors/real-estate

To find additional clubs and organizations, go to the Center for Student Organizations at- http://stuorgs.uga.edu/find/index.html
Connect with your Career Consultant http://career.uga.edu/contact#careerconsultants

Employment Websites

GENERAL:
CareerSearch http://career.uga.edu/resources/online_resources (Research employers by location and/or industry)
DAWGlink www.career.uga.edu/ (login with your UGA MyID and password)
GoinGlobal (To access GoinGlobal, login to your DAWGlink account)
Idealist www.idealist.org/ (nonprofit jobs)
USAJobs www.usajobs.gov/ (federal jobs)

MAJOR/CAREER SPECIFIC:
Bank Jobs: http://www.bankjobs.com
Select Leaders: http://www.selectleaders.com/
Real Estate I-Hire: http://iHireRealEstate.com

Professional Information 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.org/about-nar
National Association of Residential Property Managers: http://www.narpm.org/

Tip: Join LinkedIn groups that are related to your career interest. Need help finding groups? Check out the Groups You May Like link under the Interests/Groups tab. Review the groups that professionals in your field of interest have joined and consider joining them as well.

Additional Career Consultant Recommendations:

- **Get Connected:** The Real Estate Department works closely with employers to help students land jobs and internships. Be proactive in reaching out to faculty members and attending events in order to learn about potential opportunities. Join professional groups within the department, subscribe to the department's listserv, and make an effort to attend any networking events that are available.

- **Research the Field**: Some real estate opportunities (such as residential real estate) may require you to pursue additional certifications. Start researching the requirements early so that you understand how your career path may be impacted. The list of links to professional organizations (above) may help you in this process or you can reach out to faculty members in order to learn more.