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

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

Possible Employers

Adams Appraisal Service
Ames Realty Group
Atlantic Station
Bank of America
Berkshire Hathaway Homestake
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
Trimon 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 LinkedIn 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.