

Transcript of the January 26, 2012 UNC's Kenan-Flagler Business School Real Estate Finance and Development Concentration Chat

Caitlin Leary_Real Estate Club President: Welcome to the Kenan-Flagler Real Estate Finance and Development Concentration Chat. My name is Caitlin Leary, I am a second year student and President of the Real Estate Club. I am joined today by Professor Dave Hartzell, Lisa Beisser and Julie Wiley from Admissions, as well as some current students. Welcome!

Jessica Fields_1st Yr Student: Hi everyone! I'm a current first year student at Kenan-Flagler, and I'm also a member of the Real Estate Club Leadership Team. Thanks for "meeting" us here today.

Prof Dave Hartzell: Hello All - Welcome to the KFBS Real Estate chat. I'm the director of the real estate concentration, and we all look forward to your questions. Fire away!

KFBSAdmissionsJulieWiley: Welcome everyone! It is nice to see some familiar faces, this is Julie Wiley from Admissions.

Lisa Beisser: Hello everyone from MBA Admissions

Kristi Nootens_2nd year student: Hi everyone. I am a current 2nd year student and VP of the Real Estate Alumni Club and Mentorship Program. Happy to answer any questions, so please jump right into them!

Adebola: JulieWiley: Welcome Julie!

KFBSAdmissionsJulieWiley: Hello Adebola!

Lin Yueh Chin: Nice to meet you all, thanks for this on line chat

Adebola: Hello everyone, nice to have this opportunity to interact with you all

Doug Gardner: Hi Lisa and Julie - thanks for arranging this. Can you discuss some of the attributes you look for when evaluating real estate candidates for admission?

Lisa Beisser: Doug - Really, we really don't have a different criteria for applicants interested in real estate. We're looking at the same thing from all candidates - academic ability, leadership potential/experience, strong interpersonal skills, strong career progression, reasonable career goals.

KFBSAdmissionsJulieWiley: Hi Doug, thank you for asking this question. Like all applicants, we are looking for someone who can bring leadership and management skills, career progression, strong communications skills. Sometimes we do have career switchers.

Whether or not you have had real estate experience in the past, you should be able to demonstrate that you have skills that you can leverage into your short term goals.

Doug Gardner: Lisa / Julie - thanks!

Steven Wescott: Hi everyone - Thanks UNC for hosting

A. Tyler Colpini: Caitlin / Prof. Hartzell - For students in the real estate concentration, are most jobs and internships found by students on their own or do companies come on campus?

Prof Dave Hartzell: A. Tyler - It's actually a mix. We have more companies coming onto campus with our new CMC Director Jim Spaeth which will help with on campus recruiting, but many jobs are still found through independent job searches. Small companies are more likely to have more of an informal processes.

Caitlin Leary_Real Estate Club President: A. Tyler - I agree with Dave's assessment there. During the internship search last year it was a real mix. Luckily we have a great alumni network that is incredibly helpful throughout the job search process.

A. Tyler Colpini: Thank you Prof. Hartzell and Caitlin

Adebola: Jessica Fields: Do you have prior real estate experience before KFBS?

Jessica Fields_1st Yr Student: Hi Adebola - I did not work in real estate prior to starting at KFBS this past July. I was actually working as a healthcare finance consultant. It's definitely a big career switch, but the Real Estate Club and professors have been integral in providing me with an easy transition.

Adebola: Jessica: Thanks. I am going to be a career switcher too although I have experienced real estate while working as a civil engineer some 6years ago. I switched to financial services 5years ago and want to major in Real Estate Finance and Investment now

Joe Plumb: Jessica Fields - why did you decide to make the switch? What was attractive about Real Estate?

Jessica Fields_1st Yr Student: Joe: My family is involved in real estate, so I've had exposure to it my entire life. What really attracts me to real estate is that I will be able to make a visible impact on communities, which isn't something I felt I was doing in my previous job.

Joe Plumb: @Jessica - What do you mean "visible impact"? IE: There's a building there now because of my work?

Jessica Fields_1st Yr Student: Joe Plumb - yes, exactly. I can see exactly what the fruits of my labor produces, which I find to be quite rewarding. I think it's exciting to be working in a field at affects literally every aspect of our daily lives.

Joe Plumb: @Jessica. That's great - thanks!

Stuart Harness: My main interest is in international real estate and would like to do an exchange semester in Turkey. If I choose the real estate concentration, how do Koc University course offerings fit into the overall concentration?

Prof Dave Hartzell: Stuart - Coincidentally, one of our finance faculty (Mustafa Gultekin) used to be the Dean at Koc and I have visited there several times. We also have exchange programs with Koc, but as far as I know they do not have a real estate curriculum. Most of our real estate electives are held in the second year as well, which makes spending a great deal of time abroad difficult, though. With that said, we have had several Turkish students in the concentration, but they mainly stayed on campus.

Stuart Harness: Prof Hartzell- Thank you, we have exchanged emails before. I really want to leverage my previous international experience so that is something I will have to take into account when choosing a concentration.

Josh Bradshaw: Prof Hartzell, if not Koc Which international schools do have comparable real estate curriculum?

Prof Dave Hartzell: Josh - Good question. The London Business School competes in our case competition every year, and has done very well. The European Business School, I believe, still has a well regarded program as well.

Joe Plumb: What types of careers do MBA students with a Real Estate Concentration go in to?

Kristi Nootens_2nd year student: @ Joe Plumb - students enter into careers in many different aspects of the real estate industry. A very popular career path is development, but we also have many students pursuing RE investment banking, private equity, acquisitions, investments, corporate services, etc.

Joe Plumb: @ Kristi - thanks, I'd like to explore Real Estate but don't know that much. Can you recommend any resources for those interested in learning more about what Real Estate MBAs do?

Austin: What type of real estate career prospects are there for someone wanting to stay in the Raleigh-Durham area after graduation?

Caitlin Leary_Real Estate Club President: Austin: We have a great alumni network in the Raleigh/Durham area and many of our guest speakers in classes and club events are local

professionals. A handful of students secured a local internships and job offers. I think if you're interested in Raleigh/Durham, UNC is the place to be.

Austin: Caitlin - Thanks

Prof Dave Hartzell: Hagood - Glad to see that you're on

Doug Gardner: Hello Professor Hartzell - nice to "chat" with you again. I'm very interested in the CRED fund - can you talk about how it's structured, and how are students chosen to participate?

Prof Dave Hartzell: Doug - The student managers did a capital raise for Fund II over the summer, and are actively sourcing deals now. Fund I is fully invested. The students are responsible for everything on the fund - capital raising, sourcing, due diligence, asset management and all reporting. We currently have 12 MBA students (and 2 undergrads) working on the fund, which is an unbelievable learning experience for them.

Doug Gardner: Great - thanks Dave. Sounds very interesting and I would love to be a part of it if the opportunity is available.

Sumit Jain: Prof. Hartzell/Kristi: What is your selection criteria for student managers for the KFBS real estate fund?

Prof Dave Hartzell: Sumit - in terms of selection of new fund managers, we have an application and interview process which is very thorough. First years are eligible to become fund managers right before the end of the fall semester and then another group becomes managers at the beginning of the second year.

Edward Lammas: Hi, on a similar note to Sumit, can I get an update on the recent goings on in the real estate fund? How active is the fund with regard to assessing new opportunities as opposed to managing existing investments?

Hagood Morrison: For people looking into the PERE side of real estate, can you provide a summary of the job search/ hiring process?

Prof Dave Hartzell: Hagood - For larger institutional investors the process usually works through on campus interviewing (in the past we've had TIAA-CREF, Blackrock, and others) but the process is a bit more informal for the smaller companies in the PE world so it's more of an independent search. As you know, we do have many alums in the PE world that are happy to help our current students with jobs.

Hagood Morrison: Thank you Professor Hartzell, great to speak with you again.

Adé Shabazz: Do most graduates stay and work for firms in NC or a moderate portion of the graduates work at firms in other major metro areas (i.e. NYC, DC, etc.)?

Kristi Nootens_2nd year student: @Ade - UNC places many students in the Southeast region, with many RE students going to Atlanta, NC, DC and NYC. Last year we had graduates accept RE jobs everywhere from California to Atlanta.

Adebola: Kristi Nootens: What is the statistics like for students who have clinched jobs in Real Estate - Investment banking?

Kristi Nootens_2nd year student: @Adebola: last year 6 students had internships in RE investment banking and all 6 got offers

Adebola: Kristi Nootens: Oh great! That is encouraging

Jed Byrne: Kristi - Can you talk a bit more about the Alumni Mentor Program? How long has it been around? Have you been seeing success in the program as far as recruiting and job placement is concerned? As Caitlin mentioned, a school's alumni network can be a crucial tool when it comes to job placement in a "challenging" employment environment.

Kristi Nootens_2nd year student: @ Jed Byrne - We actually just launched the Alumni mentorship program this year. We had a great success with recruiting Alumni mentors in executive-level positions, and the mentor/mentee relationships are off to a great start. While the program is not meant to provide job placements, it is a great opportunity to network and make connections within the industry, which in RE is how jobs are found!

Jed Byrne: @Kristi: Thank you!

Matiz: Hello Prof. Dave! For me having studied civil engineering, what is the usual number of years of work experience the adcom looks at for an admission for this programme?

KFBSAdmissionsJulieWiley: Matiz, we look for at least 2 years work experience, but our average admitted students' work experience is about 5 years.

Matiz: Thank you Prof. Dave. For a 4-5 year experience, I assume the work experience would encompass a few firms as experience ground. How do you suggest the person grow in terms of experience?

KFBSAdmissionsJulieWiley: Matiz, as your experience grows, we look to see you gain project management experience, leading teams, supervising others.

Matiz: Thank you Prof. Dave. Do you suggest it being better when the experience is in one firm or maybe two/ three, in a period of 5 years? Should I look up for a change of places in these

years? Does that offer a superior experience and a hold of teams as you said? Or one place?
Thanks!

Prof Dave Hartzell: Matiz - i think it's the quality of the experience and not necessarily how many firms you worked for. We have had successful applicants at both ends of the spectrum.

Matiz: @Prof. Dave- Thank you Sir! I want to know how the job scenario is for international students. Some firms which aren't so keen on international students? How should we improve our chances anyways?

Lisa Beisser: Matiz - I agree with Dave. We're looking at overall career progression, leadership, impact. That could be shown at a single firm or multiple companies...really doesn't matter as long as we see the progression.

Matiz: Thank you!

Lin Yueh Chin: Prof Dave Hartzell - I worked in Taiwan as a senior software engineer and right now chasing for changing my career toward real estate, does my background as MS in CS would help me engage in such career? Moreover, I think the real estate investment nowadays has a close bond connecting government policies and global economy, and how would Kenan-Flagler train a student to evaluate the expected revenue return and risk management for a long term real estate investment?

SeanO: Hi Everyone, I'm curious as to where the Career Trek's have taken you this year and what kinds of job opportunities have emerged from these trips?

Caitlin Leary_Real Estate Club President: SeanO: We went on a career trek to NYC over fall break, we're heading to DC for a trek next week, and will be in Atlanta in a few weeks. The treks usually involve multiple company visits and an alumni social so we can connect with a many professionals. These are extremely important in helping students figure out career path they would like to pursue and make meaningful connections with future employers.

SeanO: @Caitlin, thank you.

A. Tyler Colpini: Kristi - What RE investment banking groups were on campus recruiting for internships and jobs this year?

Jessica Fields_1st Yr Student: A. Tyler - The RE Investment Banking groups that recruited directly on campus this year were Bank Of America, Morgan Stanley, Eastdil Secured, Jefferies, UBS, Barclays. Most of the big banks offer a real estate side of investment banking. It just depends on if they directly hire into that group or if you are placed into it after you get the offer.

A. Tyler Colpini: Thank you Jessica

Adebola: @Kristi Nootens: I understand a good number of employers in Real Estate are not so much into visa sponsorships for international students post MBA. What is the success rate of placement for international student who major in real estate?

Kristi Nootens_2nd year student: @ Adebola - a lot of our international students choose to pursue real estate opportunities in their home countries. As for staying and working in the US, a lot depends on the role you are looking for and whether a company is willing to sponsor a Visa

myles.maland: I have a design background (landscape architecture) and I've applied for admission into the dual MBA/MCRP program? In your estimation, how would the Real Estate Development track increase my marketability to a private real estate development firm? Have graduates been getting offers on the development side in spite of the economic downturn?

Caitlin Leary_Real Estate Club President: Myles: We have a couple of students pursuing dual degrees, and though I'm not personally, I think they complement each other quite well. The development market is still challenging, but as someone who is pursuing development I can attest that the opportunities are out there. I can also attest that the RE Development concentration here at Kenan-Flagler is very well respected in the industry.

Doug Gardner: Hello Caitlin, Jessica & Kristi - how many students are active in the RE Club, and are they all concentrating in real estate, or is there a mix of concentrations?

Jessica Fields_1st Yr Student: Hi Doug - we generally have about 30 RE concentrators per year, and about 50-60 involved in the real estate club. I personally am concentrating in both Real Estate and Corporate Finance.

Doug Gardner: Thanks Jessica!

HH1984: Hi Julie -- any idea what the numbers look like for RE concentrators vs. other concentrations? Is this a crowded year for prospective RE concentration applicants or similar to others? Do you all seek to hit a percentage or number quota of concentrators?

KFBSAdmissionsJulieWiley: HH1984, we definitely do not have a quota. And, I don't have a sense of numbers of RE applicants versus other applicants, other to say that my general sense is less applicants interested in RE than, say 4 years ago.

KFBSAdmissionsJulieWiley: HH1984, if it is any indication, we had over 90 people on the Corp. Finance chat last week and have 46 people on this chat.

HH1984: Thanks Julie

Joe Plumb: @Prof Hartzell (or others) - So what is changing in the Real Estate world? What is being taught today that wasn't a decade ago?

Prof Dave Hartzell: Joe - Great question. Clearly the fundamentals have changed since only five years ago on the space side and on the asset side given the credit crisis. Similarly, capital sourcing has changed considerably given the shutdown of the CMBS market and the large amount of equity that has been raised by private equity funds. All of these come into play in our case-based classes,

Joe Plumb: @Prof Hartzell. Very interesting. Is there a Real Estate component of the core curriculum, or a survey course that would be good for a first year to get to know more about RE?

Prof Dave Hartzell: Joe Plumb - First year students take the first real estate course in the spring semester of the first year, which is really the first time that electives can be taken. The first year course, Real Estate Process, is intended to help prepare students for all types of internships - development, investments, financing, investment banking, etc.

J Joe Plumb: @Prof Hartzell - Thanks

Josh Bradshaw: At what level do graduates usually enter the real estate arms of the banks/investment managers? VP, Director, Managing Director?

Jessica Fields_1st Yr Student: Josh - you enter the investment banks as an Associate, so one step above Analysts.

Mason Gilmore: Caitlin/Kristi - Thanks for answering our questions today! Can you describe your involvement in the Real Estate Club? What are some the events/activities the club participates in, and how has this helped you with recruiting?

Kristi Nootens_2nd year student: @ Mason - Caitlin is the President of the RE Club and I am the VP of the Alumni Club and Mentorship Program. The RE Club is one of the most active clubs on campus, working diligently to bring in speakers and plan events to connect current students with alumni and friends of the program. Some events include career treks to DC, NYC and Atlanta, speaker series/panels, alumni networking events, informational sessions, etc.

Josh Bradshaw: Are there classes that focus on technology for real estate and in particular how rapidly it changes? Are there particular software tools that are used such as Argus, Yardi, MRI, Rent Roll, Real Page, etc?

Jessica Fields_1st Yr Student: Josh Bradshaw - we bring in people to teach students about ARGUS software, and have a consultant come in to teach us how to do real estate focused modeling. The school also gives us access to Training the Street, which is a series of courses

that gives you a run down on modeling. Our Real Estate Process class teaches us the basics of financial modeling with a real estate twist as well. As a second year, you have access to CoStar in your Development class.

Doug Gardner: Professor Hartzell - following from Josh Bradshaw's question, can you talk about some of the main resources used in real estate courses (i.e. textbooks, WSJ, any guest speakers)?

Prof Dave Hartzell: Doug Gardner - Great question. We utilize a mix of lectures and cases, but mostly cases and real world applications. In a bit of shameless self promotion, I just wrote a book with a friend of mine in the UK (Andrew Baum) entitled Global Investment Property, which is used in two of our courses. In our classes, the faculty write all of the cases and they are updated regularly to cover current issues that real estate decision makers address. With our large group of alumni and friends of the program, the actual decision maker usually comes back to class to assess student recommendations and tell what happened.

Doug Gardner: Prof. Hartzell - that's great to hear that UNC faculty write their own cases (seems that most schools "outsource" that service these days). Thanks for the response.

Prof Dave Hartzell: Andrew Ross - I owe you a phone call. Glad you could make the chat

Andrew Ross: Prof Hartzell: Thanks - no rush. Glad to be here today, thanks for sharing your thoughts

A. Tyler Colpini: Caitlin - How are students chosen for the RE Fund?

Caitlin Leary_Real Estate Club President: Tyler: The students have to go through an application/interview process to get onto the RE fund. There are multiple opportunities to apply. It is competitive, but appears to be a pretty amazing opportunity for the student fund managers..

A. Tyler Colpini: Thanks again Caitlin

Adé Shabazz: Do more recent grads go into RE Investment Banking or Development/Investment? And if so, is this a direct correlation to the program and how its structured? For instance, a Stern (NYU) MBA with RE concentration might be inclined to RE Investment Banking but a Marshall (USC) might be inclined to RE development. Make sense?

Jessica Fields_1st Yr Student: Ade - I was accepted to both NYU Stern and UNC Kenan-Flagler. I ended up choosing Kenan-Flagler because it has a much stronger real estate concentration. I've interviewed at both real estate investment banks (we have a great connection with all of the NYC firms) and development companies. It's honestly just a matter of where your interests fall and what you want to pursue.

Joe Zakierski: If the brokerage part of commercial RE is something that I'm interested in doing, what types of classes within the concentration would be most beneficial?

Prof Dave Hartzell: Joe Z- Students who have gone into that side of the market typically go into investment sales. In some sense all of our classes cover this side of the market in some form as it impacts entry and exist for leases and for investments. We also have a course in "sales" that is taught by one of my friends on the faculty, Dave Roberts.

Joe Zakierski: Thanks Prof. Hartzell - much appreciated!

Jamie: caitlin, my biggest worry is that upon leaving my jobs and switching to pursue a career in RE is that I will have difficulty finding a internship/ft career; from your experience as the RE club president, do you find the majority of your members having a full time offer before graduating?

Caitlin Leary_Real Estate Club President: @Jamie: We had 100% of the RE students placed in internships last year, and are on track to have great placement again this year. The full-time job search did spill over to the summer for a few folks last year, but the large majority was placed before graduation.

Jamie: jessica, do you know where you will be interning this summer?

Jessica Fields_1st Yr Student: Jamie - I have yet to commit to an offer.

Jamie: great! thank you caitlin and jessica :)

Joe Plumb: @Julie Wiley - Echoing Jamie's concern, it seems like UNC has a lower percentages of graduating students with job offers than other schools (I'm looking at ~50% in 2009)- why do you believe that is?

Lisa Beisser: Joe - I wasn't under the impression that our offer rate at graduation was lower than other schools. Although 2009 was a pretty tough year for all schools. I know this year's 2nd year class is at 60% job offers so far...and it's only January

KFBSAdmissionsJulieWiley: Joe, the numbers have changed dramatically since then. 2011's numbers are posted on our website now and are close to 90%. We have a fantastic Director of CMC now in her second year making grade strides with recruiters and students to create better results with career results.

KFBSAdmissionsJulieWiley: Joe: meant better results with career offers.

Joe Plumb: @Lisa and Julie - Okay, thanks, that makes sense! Forgive me, I still have old data from when I first started looking at schools

KFBSAdmissionsJulieWiley: Joe, I think you'd be really impressed by our CMC. Take a look at the Career Management webinar posted on our website at the same link that you accessed this chat.

Joe Plumb: @Julie - Thanks, I'll take a look now. I'm very interested in KF, but the idea of going through 2 years of school and not finding a job is still a little frightening

KFBSAdmissionsJulieWiley: Joe, of course, I understand. Hopefully this chat will reassure you that the Real Estate Club and network here is very strong, together with the support you would get with CMC, to support the skills from the Program, in order for you to find the job you would want.

Joe Plumb: @Julie - Thanks

Lisa Beisser: Julie brings up a good point about the recent CMC webinar. Amy Wittmayer is terrific and provides a lot of stats and insights by industry. Here is the link <http://connectpro57802119.adobeconnect.com/p5y50xorly8/>

Chris Mieczkowski: @ Julie Wiley – Can you briefly comment on applicant volume relative to the previous couple years at KFBS? Thanks.

KFBSAdmissionsJulieWiley: Chris, we are at roughly the same volume as we were last year.

Yinka Oyelaran: Prof Hartzell: What are sample courses or steps taken by UNC to prepare candidates for RE on an international level

Prof Dave Hartzell: Yinka - We have two specific things and several more general. My friend Andrew Baum comes over from Cambridge to teach an outstanding course on International Real Estate Finance and Investments in the fall semester of the second year. I also lead a global immersion elective each year, and this year we go to Panama and Cuba. In my first year class, we have a more general focus, with frequent conversations about international property markets.

Imran Aukhil: Current Students: Are any of you currently involved with the Sustainable Enterprise enrichment concentration? If so, how has that impacted your experience at KF?

Kristi Nootens_2nd year student: @Imran - None of us on the chat are involved in the Sustainable Enterprise program but I do know several classmates that are. You can check the MBA Ambassadors website to find a current student who is part of that program and reach out to them to learn about their experience.

Imran Aukhil: @Kristi Thanks!

Ned Munson: Caitlin/Jessica/Kristi -- Have you all participated in the Real Estate Development Challenge? Can you give me an example of a prior challenge and how work is divided among teammates?

Caitlin Leary_Real Estate Club President: @Ned: the real estate development challenge is usually reserved for 2nd years so we haven't experienced it just yet. I will note that our team won the Texas case competition this year, which we're very proud of. The case topics range for UNC, but are always development related (sometimes local, sometimes international), and student teams conquer the case over a few, very intense days. The club puts on a 1st year case competition for the RE students to give them some experience prior to their 2nd year, and that is very well received. Jessica was on the winning team this year!

Ned Munson: Caitlin -- Thanks very much

Aisha Humphries: To the admissions officers: if an applicant is interested in development, is it more important to have very defined idea of what type of company and / or which region you would like to work in, or can it be an advantage to be open to opportunities within a more generally defined framework?

KFBSAdmissionsJulieWiley: Aisha, you do not have to be that specific with your goals when you apply. In fact, not only would Admissions prefer your flexibility, but so would the Career Management Center!

KFBSAdmissionsJulieWiley: Aisha, more seriously, you can define your short term goals but you do not have to say in xyz city or for xyz company.

Aisha Humphries: Thank you Julie. I know many students come in with strong ideas of what they want. However, it also appears (to your point about Career Management) that you have to be open to opportunities presented, and flexible (and aggressive) enough to be able to pursue them independently if need be. I appreciate your time; thanks!

KFBSAdmissionsJulieWiley: Aisha - yes, I think our Career Management Center has made the point that if students can come in with a somewhat open mind (not: "I want to work only for Nike!") they will be in a much better position. As I just mentioned to Joe, there is a great CMC webinar now posted on our website that gives great information about the services they provide to our students if you'd like to take a look.

Aisha Humphries: @Julie - I agree. Thanks for your insight!

Josh Bradshaw: It seems like most real estate students go into investment/fund management. Do some also go into the actual property management?

Kristi Nootens_2nd year student: @Josh Bradshaw - I worked in property management before coming to UNC, and it is not a career which typically requires an MBA.

Kristi Nootens_2nd year student: @ Josh Bradshaw - however, if you are looking to go into a strategy/operations management role at an executive level, or an asset management role, and MBA is definitely valuable

Josh Bradshaw: Sorry, I should have clarified on property management. I mean in senior leadership positions at companies like Cushman & Wakefield, CBRE, Greystar, BRE. Does UNC prepare one for leadership in that role?

Kristi Nootens_2nd year student: @Josh Bradshaw - Yes, we have several alumni in executive levels at companies such as Avalon Bay, Greystar, and Starwood.

Joe Zakierski: When does interviewing start for the different RE positions (investment, brokerage, development etc...) for summer internships?

Jessica Fields_1st Yr Student: Joe Zakierski - interviewing for RE investment banking starts essentially in September, when the first companies come to campus. Those actual interviews are held in late December and run through January. If you are seeking an internship at a real estate company, recruiting for those positions generally begin right now. Over the next month or so, we will be seeing a bunch of developers and other real estate companies coming to school for presentations and on campus interviews.

Joe Zakierski: @Jessica Fields - thanks!

SeanO: @current students, are you planning on participating in this year's GIE to Panama/Cuba? Professor Hartzell, any thoughts on where the GIE might take you in the future?

Hagood Morrison: Professor Hartzell, Could you touch more on the global immersion elective?

Prof Dave Hartzell: Hagood - this is the tenth one that i have led, and it is truly a pure real estate immersion. We go to different markets and meet everyone from local planners and govt agencies, investors, developers, lenders and pretty much anyone who touches real estate in that country. It's a great real estate experience, and also a whole lot of fun for me and the students.

Hagood Morrison: Thanks again Professor Hartzell

Chris Mieczkowski: @Jessica Fields - How would you describe the school's social scene? Do professors and students often interact outside the classroom? Thanks.

Jessica Fields_1st Yr Student: Chris Mieczkowski - this school has an excellent social atmosphere, with a lot of camaraderie built around the sports scene. Dave Hartzell is one of the professors who often grabs a drink with students. It depends on the professor. I've had

some come with me to various bars across the whole night! It's a great mix of education and relationship building.

Chris Mieczkowski: @Jessica - Thanks for the insight

David Arza: Any specific class or discussions on distressed RE and distressed RE loan portfolio??

Doug Gardner: Prof. Hartzell - extrapolating David Arza's question - any bankruptcy / restructuring-specific courses?

Prof Dave Hartzell: David - Absolutely. I wrote a case with an alum from Northwood this year on a distressed office loan purchase in DC. My first three lectures are based on several chapters from my new book based on the reasons behind the crisis, and how we are evolving out of it. Clearly, working through the extended loans is a critical part of what our students will be doing over the next several years.

David Arza: Prof Hartzell, can you please send me your case, i would love to read it. my email arzad@aol.com

Prof Dave Hartzell: Doug - Restructuring of deals goes on daily, as does restructuring of partnerships. We've particularly seen it on deals that have been presented to the PE fund that our students manage. In terms of corporate restructuring, we probably don't specifically address that given the preponderance of ownership in partnership form.

Doug Gardner: Thanks Prof. Hartzell.

Adebola: JulieWiley: Are there anyone from the CMC on this chat?

KFBSAdmissionsJulieWiley: Adebola, there is not anyone from CMC on this chat today.

Adebola: ok, thanks Julie

Joe Plumb: @Julie - Are there other characteristics you've seen in students that increase their potential in career placement?

KFBSAdmissionsJulieWiley: Joe: I have seen the strong leadership skills accomplished through our Leadership Initiative and roles through student clubs, financial skills achieved through the Capital Markets Lab and student run funds, overall collaborative culture and strong communication skills developed leads to "roll up your sleeves" attitude that employers appreciate.

Joe Plumb: @Julie - Thanks, I can appreciate how those characteristics would be enhanced. Let me ask you this - UNC has stood out for me as the school that has students that are very collaborative and open to sharing - even with prospective students. They don't seem to be

grade-grubbing, instead they understand that helping each other will help themselves down the line. Why do you think UNC has that type of students? (IE: Nature vs Nurture?)

KFBSAdmissionsJulieWiley: Joe, it could be partly the location of the school, more in a college town/south than city locale to tip it off, then as you recruit that kind of student it kind of builds off of it each year and becomes what we're looking for - will that person make a good teammate kind of thing.

Joe Plumb: @Julie - Thank you! I really appreciate it!

KFBSAdmissionsJulieWiley: You're welcome!

Lisa Beisser: Joe - A little bit of both! We admit people who seem to be collaborative by nature, yet very smart and accomplished. But the two year team-based environment certainly enhances the sense of community and collaboration

Joe Plumb: @Lisa - yes, that's the sense I've gotten, and it's nice to see that a school sets that as a priority

Josh Bradshaw: what is the breakdown in applicants between unemployed, employed PT and employed FT?

Joe Plumb: @Josh - good question (I hope they can answer it)

Lisa Beisser: Josh - Yes, virtually all our applicants are employed. Of course, with the economy a handful may be unemployed due to layoffs. But still pretty uncommon.

KFBSAdmissionsJulieWiley: Josh: I of course don't have numbers in front of me to answer your question! But we do receive applications from unemployed applicants, as well as PT and FT employed.

Jamie: Julie, i work and live very close to USC. and i was wondering just for comparison purposes, teh tuition rate will be more or less tha same; between UNC and USC, do you have any specific points of differentiation between the two schools that can help me?

Doug Gardner: Jamie - Fight On Trojans! (I'm undergrad alum)

Jessica Fields_1st Yr Student: Doug - Fight on! Me too!

Jamie: @ doug awesome! i am too :)

Jessica Fields_1st Yr Student: Jamie & Doug - so excited for football next year! Go Trojans.

KFBSAdmissionsJulieWiley: Jamie, I am not familiar with USC to do a comparison for you. Can only point out the great qualities of UNC: great culture of the school here, strong faculty, international opportunities, leadership initiative, incredible real estate program/network/Prof. Hartzell, etc.

Doug Gardner: Jamie - I've done some research on your question: email me ggardner0@yahoo.com

Jamie: thanks doug i will email you!

Steven Wescott: Anyone - What has been your best experience as a UNC student?

Caitlin Leary_Real Estate Club President: @Steven: I could not be more pleased with my decision to come to UNC. I think my favorite part thus far has been the network I've built with classmates and faculty. I plan to be a Tar Heel for life now. I will say the internship was an amazing experience as well.

Jessica Fields_1st Yr Student: Steven Wescott - ASW II. Excellent way to get re-adjusted to school life and such a great time to hang out with your classmates in a more laidback setting.

Kristi Nootens_2nd year student: @Steven - I would say that my best experiences have been the connections I have made with my classmates, professors and alumni. The program does a really great job of admitting people who fit in with the amazing, friendly, collaborative culture here

Enyong Tang: @Professor Hartzell- Will there be cases used in the courses from the emerging market, such as mainland China, where the RE has been experiencing pretty dramatic change now?

Prof Dave Hartzell: Enyong - I have several former students that now work in China and while we talk about their experiences in my class, we haven't written a case yet. One is developing multifamily in Beijing for Century Bridge Capital out of Dallas, and the head of RE for Century Bridge has been in class several times to discuss his experiences. Creating an international PE fund is discussed in Prof. Baum's and includes investments in Asia and China.

Greg: @ Caitlin Leary: Have there been any organized trips that have helped in becoming educated in Real Estate?

Caitlin Leary_Real Estate Club President: Greg: Yes, we send students on the career treks which are extremely informative, but also send students to conferences (ULI, NAIOP, etc). The opportunities to learn on the road are plentiful

Greg: Thanks for the response, Caitlin

Prof Dave Hartzell: Greg - we also do a global immersion elective to every year, which is a great experience.

Lisa Beisser: Any last questions, we only have a couple minutes left in the chat

Ned Munson: @Julie and @Lisa -- How would you say KFBS compares to other schools in terms of how much or little you want to hear from waitlisted applicants?

Lisa Beisser: Ned - Really don't know what other schools are thinking in terms of communication from waitlisted applicants. We want to hear from folks on the waitlist IF they have something new to report (promotion, new test scores, etc.).

KFBSAdmissionsJulieWiley: Ned, we do want to hear from waitlisted applicants - updates on what you are doing in terms of your jobs, as well as your interest in KF.

Doug Gardner: Thanks Caitlin, Jessica, Julie, Kristi, Lisa, Dave!

Josh Bradshaw: Will real estate students be traveling to the West Coast anytime this year?

Prof Dave Hartzell: Josh - Not in a formal way, but many students are interviewing out there. We also have a lot of alums on the west coast who could perhaps give you more info on their experiences.

Greg: Are there several students who come to study Real Estate with the mindset of expanding a family business, which would integrate a bit of entrepreneurship?

Jessica Fields_1st Yr Student: Greg - my family is in real estate, so I can answer your question with a firm yes. There are 3 family business courses that I will be taking that handle that aspect.

Greg: Thanks for the reply, Jessica! That's good to know.

A. Tyler Colpini: Prof. Hartzell - Is Tom Delatour an alum of KFBS?

David Arza: @Julie: Can you please comment on what is the rationale in letting applicants schedule their own interview vs. you selecting applicants to interview?

Lisa Beisser: Thanks everyone for participating!

Caitlin Leary_Real Estate Club President: Thanks for all of your questions everyone. Good luck with the application process, and we hope to see you sometime in the near future!

Enyong Tang: @Prof Hartzell - Thank you, professor!

Prof Dave Hartzell: Thanks to everyone on the chat today. Let us know if you have any questions, and hopefully we'll see you here next summer.

Jessica Fields_1st Yr Student: Thanks for coming out, everyone! If you have further questions, please feel free to reach out to any of our MBA Ambassadors - their contact information is listed on KFBS's website. Good luck with everything!

Joe Plumb: @Prof Hartzell - Thanks for being on this! Your input was very helpful!

Steven Wescott: Thanks all

Adebola: Thanks everyone on the KFBS side. I learnt so much on this chat. Thanks again

A. Tyler Colpini: Thank you for answering all the questions.

Stuart Harness: Thank you.

Ned Munson: Thanks Julie and Lisa

Josh Bradshaw: Thanks everyone and best of luck. Real estate is a small world and I'm sure some of our paths will cross again.

Kristi Nootens_2nd year student: Thank you very much for joining our chat today. We hope that we have answered all of your questions, but if we have not, please feel free to reach out to "mba_info@unc.edu" or visit <http://www.kenan-flagler.unc.edu/admissions/mba/mba-ambassadors> to reach out to a current MBA student. Visit <http://www.kenan-flagler.unc.edu/admissions/mba/admissions-events/online-chats> for the transcript of this and all previous chats