

**Transcript from the January 21, 2009 UNC's Kenan-Flagler Business School Real Estate
Development and Finance Chat**

William_KFBS2010: Welcome! I want to thank all of you for joining us today for the Kenan-Flagler Business School chat for Real Estate Development and Finance. We have several distinguished alumni, faculty, and current students joining us. I will ask that they introduce themselves now.

D H.: Hello All. Dave Hartzell here. I am a faculty member at KFBS, and the director of our real estate program. Thanks for coming to the chat.

SCumbie F.: This is Steve Cumbie, the Executive Director of the Center for Real Estate Development. I'm a 1973 MBA graduate from UNC and have been in the development business for 35 years; the last 30 years of which has been as a principal in group of companies in the Washington, D.C. area.

Peggy T.: Welcome to today's chat. I'm Peggy Tate from the Admissions office.

Jeff_KFBS1999: I graduated from KFBS in '99 and took a job at Boston Properties in their Boston office as a Project Manager. Almost 10 years later, I am still here at BP, now as a VP-Development - current development project is a 1 million sf, 32-story mixed use project (office, residential, retail and garage) on Boston's waterfront called Russia Wharf, under construction and scheduled to be delivered in early 2011.

Matt_KFBS2009: My name is Matt Klinger. I'm a second year at KFBS and am a member of UNC's Real Estate Private Equity Fund.

William_KFBS2010: Also, I am a first-year at Kenan-Flagler and am pursuing the Real Estate/Finance concentration. I most recently moved to Chapel Hill from Washington, DC, where I worked in the acquisitions and asset management department at a multi-family REIT.

Travis_KFBS2006: This is Travis Pritchett. I graduated from Davidson College with a degree in Biology. Graduated from KFBS in 2006. At KFBS I focused on real estate and finance. I also completed a joint masters program with Duke University's Nicholas School of the Environment. Currently I work for a real estate private equity firm.

TravisS_KFBS2010: Hi, I'm Travis Smith, a current first year at Kenan-Flagler. I'm concentrating in Real Estate and Finance.

William_KFBS2010: So, we are here to answer your questions about Real Estate and anything pertaining to the KFBS program. Please let us know if you any specific questions or topics you'd like to discuss

Ran S.: how is the real situation of America's property market right now?

Ran S.: is it really that horrible as the media describe ?

D H.: Ran, things are obviously tough out there. The credit market crisis has cut off nearly all financing to real estate and that should continue for a while. Prices should go down, and will, until debt comes back into the market.

D H.: Due to this, it will be a great time to be in business school for two years!

Ran S.: thanx D H.

Matt L.: Nice to meet everyone.

Chip S.: Jeff, how do you feel KFBS prepared you for your responsibilities both analytically and leadership role at Boston Properties?

Jeff_KFBS1999: Chip, the KFBS experience was instrumental in preparing me for my career - I did not have a background in real estate so the tools, etc learned were invaluable. Getting all the typical tools of a B-school coupled with a program that focuses on real estate was perfect for me.

Chip S.: Thanks Jeff

Brad M.: Does the RD concentration focus more on commercial than residential? Or is it pretty even?

D H.: Brad, we are primarily a commercial real estate program, and that's where most of our grads work after school. We have placed some students through the years at national homebuilding companies, but that has obviously slowed considerably.

Brad M.: Thanks, Professor Hartzell.

Rob C.: Thanks very much to all the faculty, students and alums that made the time for this - it's very helpful to applicants like myself.

Rohan S.: 1. To Prof. Hartzell, current students and faculty: Based on your experience with KFBS's Real Estate program, what distinguishing attributes of the KFBS Program do you value over other top competing Real Estate programs. What were the key drivers that made you select UNC over other Real Estate Programs?

D H.: Rohan, we are the only top 20 school that has a focus on real estate development. Other than the excellent MBA education you get here, you will also be exposed to all aspects of the real estate world. We have been in existence since 1976, which gives us a large and tremendously loyal alumni base.

Rohan S.: That is great, thanks Prof. Hartzell

Mike B.: Hi, thanks to all for chatting. Can you talk a little about the KF real estate case competition? How you get on the team, what the case involves, how many schools compete, etc?

Matt_KFBS2009: Mike, our case competition is a ton of fun! We have about a dozen schools come to Chapel Hill to compete. The team is chosen by the students themselves. The case is given out a few days before the case, so it isn't terribly grueling. It is an outstanding way to gain exposure to alumni and other students.

Ryan S.: As part of a Real Estate Finance and Development Concentration, what kind of exposure do students get to areas like architecture, construction management and urban planning?

TravisS_KFBS2010: Ryan - Since the real estate industry is so broad, you really get a pretty wide perspective on all of the aspects. Maybe a little more so in development, but you'll definitely get exposure to architects, general contractors, etc. Your second year in the program you do a development project that gets you involved in all aspects.

Ryan S.: Thanks Travis

Jon D.: Could some of the alumni talk a little on their return on investment concerning their education? I'm still in sticker shock from the price of tuition, and concerned about the health of the real estate sector concerning salaries coming out of school. Thanks.

Jeff_KFBS1999: Jon D, I found that getting both the tools from B-school as well as networking opportunities paid huge dividends -

Jon D.: Thanks Jeff.

Robert L.: For the guys in Real Estate PE; what was your background before school and how did the KFBS prepare you for those roles. Both from a networking and education standpoint.

Travis_KFBS2006: Robert L - Before school I worked as an analyst for a bank and then briefly for an economist. KFBS prepared me for the career change into real estate with classes focused specifically on real estate valuation as well as development. In terms of networking, the track record of real estate alumni provides an outstanding network of principal real estate investors to reach out to.

Robert L.: Thanks Travis. Are most RE PE shops part of a larger PE company or are there many "stand-alone" RE PE companies? Also, is it as competitive as all other PE jobs and, if so, what types of backgrounds/people get the best jobs?

Travis_KFBS2006: Robert L - It really is a cross section from the largest billion dollar funds to family offices with \$50 million funds. Obviously most of these funds will be competitive if only because of the small number of positions. I think a strong finance background as well as "fit" within the group is important.

Robert L.: Thanks again Travis. Prof. Hartzell: is there a list of the companies who have hired graduates in the past as there is for the KFBS as a whole?

Robert L.: Sorry, I mean list specific to the RE concentration.

Amrinder_KFBS2009: Robert L.: We have a general list of hiring companies on our website: [http://www.kenan-flagler.unc.edu/Programs/...](http://www.kenan-flagler.unc.edu/Programs/)

Robert L.: Thanks Amrinder. Is that the general list or is that list specific to the real estate concentration? I forgot to include that I meant a real estate-specific list in my initial question.

Amrinder_KFBS2009: Robert L: It's a general list for all the companies. I'm not aware if there's a link for companies hiring RE specifically.

Robert L. : Thanks Amrinder.

Chris O.: Has the downturn in the real estate sector affected the presence of real estate companies on campus in terms of recruiting?

D H.: Chris, It has affected those who come on campus, and we have a different group coming as well. The focus this year is on asset management, special servicers, corporate real estate and consulting, all of which will be great experience until the development market comes back.

Mark P.: I'm also curious how the current market environment has impacted (or is projected to impact) the internship and F/T placement opportunities w/ recruiters.

William_KFBS2010: Mark P. - While the current situation has impacted the numbers of positions available for internship and f/t work, there has not been a major reduction in the number of firms visiting campus for interviews. This means as the number of people interested in RE declines b/c of the market, there are still a number of good opportunities for those still interested in RE.

Knightm: Steve C, it is nice to see a working professional involved with academic studies at UNC...what emphasis are you teaching students at UNC in preparation to succeed in the RE markets today?

SCumbie F.: knightm- My broad mission to be the connection between the academic and real worlds. I do this by co-teaching the development course with Hartzell, taking students to the industry trade conferences, connecting the students with executives in the industry, etc.

John G.: I have a question for the current students.

John G.: Along with financial feasibility, deal structuring, and market research, do you feel as though UNC MBA in real estate development has prepared you to tackle social issues of development such as NIMBY, sustainability, and environmental impact?

Craig M.: To faculty members and alumni: I would like to make a career change and move into real estate development, specifically destination resort development. My background is management consulting. I have received advice from numerous sources that I should first start in real estate finance to learn the analytical skills necessary to succeed in real estate. I am curious to see if members of the Kenan-Flagler community agree with this notion. Or do you think I can move directly into development.

D H.: Craig, historically we have a large percentage of our students who are career changers. Starting in finance is good, as most developers now have strong finance skills. We do have career changers who go directly into development as well, though, and it will depend on market opportunities when you graduate.

Craig M.: Thank you Prof Hartzell

Tony: Thanks to all KFBS students and faculty. What types of RE/F positions and companies do RE/F students, without RE/F experience, tend to find job placement?

Matt_KFBS2009: Tony – that is not an issue at all. Only a fraction of the real estate concentrators every year have direct real estate backgrounds.

Tony: Thanks Matt_KFBS2009!

Jon L.: I would like to hear from the current students what the work load is like. When does the real estate emphasis come into the curriculum? I believe it starts the second year but I was wondering if during your first year you were able to take some real estate classes to position yourself for internships for the summer between year 1 and year 2

Adam H: Matt,

Adam H.: Can you talk a little about the PE Fund?

Matt_KFBS2009: Adam, the Fund is one of the most unique experiences at KFBS. As far as we are aware, it is the only fund of its kind. The Fund partners with other alumni and friends of the program to invest in opportunistic projects. It is a great way to gain experience and exposure to the industry.

Adam H.: Thanks, Matt.

Jeremy B.: Matt, what fund are you referring to? The other link was broken and many of us may have just arrived.

Meagan W.: Matt, I work for a bank that was recently contacted by the Fund with interest in buying a certain property. Does the fund normally purchase properties?

Kari P.: Prof Hartzell, where do you think the Kenan-Flagler RE concentration has the most room to grow?

Matt L.: To the current students - Did you have a background in Real Estate prior to KFBS? Or just a general interest?

TravisS_KFBS2010: Matt L. - I think that the guys on the chat today all had real estate backgrounds prior to school. That being said, there are probably about 30% of people that do end up doing the concentration that have literally no RE background.

Ran S.: Is there any course related to the technology real estate business?

D H.: Ran, what are you referring to? Technology for analysis, or tech projects?

Ran S.: tech projects, like data centre?

Ran S.: since i am working on a similar project in HK right now

Ran S.: and i find it quite different from the traditional commercial real estate

D H.: Ran, our program is designed to make students familiar with all project types, and while we don't do a specific case on data centres, it could be your second year development project, or a topic of an independent study or practicum.

Ran S.: Thanks D H.

Rohan S.: I have a question for the current students

Rohan S.: For those of you from other various backgrounds that have decided to pursue a focus on Real Estate, how difficult did you find the transition and what resources did you utilize to develop a solid foundation to build upon prior to your start KFBS?

Robert S.: Prof. Hartzell: Given the current state of the market and program focus/strengths, in what areas (Development, Investment Management, Capital Markets, etc.) do you foresee the greatest opportunities for RE Program graduates in the next 5 years?

D H.: Robert, I don't think we'll see many development jobs in the near future, and the investment banking side is going to be weak for a while too. We will see jobs in asset management, consulting and other areas for a while. For example, BofA's corporate workplace group is hiring four or more of our students this year to help to more effectively manage their 115 million square feet of office space. Investment management will also be fairly strong.

Robert S.: Thank you Prof Hartzell

Aaron K.: What internships are the first year students facing and any insight on the type of projects they will be working on during these internships?

William_KFBS2010: Aaron K. - There are a number of different positions that first-year students can enter into internships (finance, development, capital markets, inv. banking). Generally, RE Development recruiting comes later in the second semester than the banking and capital markets jobs, so I can't really say what kind of development positions will be available later this year.

Aaron K.: William thanks for the feedback.

Matt L.: Jeff - I'm from Boston and know Boston Properties. Are you originally from Boston? And if so, what attracted you to NC and KFSB?

Jeff_KFBS1999: Matt L, I am not from Boston (Minnesota) - I was attracted to NC for the concentration to real estate - also I wanted a small college town (and weather and golf didn't hurt either). I didn't know Boston that well when I took the position, but loved Boston Properties' strategy for long term ownership and the walkability nature of Boston - so far so good.

Matt L.: Jeff- Quick follow-up question. Did Boston Properties recruit on campus?

Jeff_KFBS1999: Matt L, Boston Properties' DC office has typically recruited on campus. We recruit at some of the campuses up here but if anyone expresses an interest in a market, our DC guys will contact us.

Matt L.: jeff - thanks!

Ryan S.: What are some Real Estate companies that recruit out of this program?

Amrinder_KFBS2009: Real Career Placement link can be found here: <http://www.kenan-flagler.unc.edu/Programs/...>

Kari P.: S Cumbie, Regarding your comment about the conferences- I heard UNC MBA's students are one of the few attending the National Multifamily Conference in California this week- approx how many of these kind of RE events does the RE students participate in/ year and how do you determine which students can attend?

SCumbie F.: Kari P -we encourage the first year students to attend ULI and then take groups of 2nd year students to NAIOP, NMHC and ICSC both to job network and promote the KF real estate program.

Kari P.: Thank you Steve!

James A.: Have students with backgrounds in civil engineering and construction management adapted well to the transition to the development side?

Knightm: Dave H, I am assuming there is an increase in apps this year for the MBA program...is the RE Class size determined by the MBA limits, or is there a set count for the RE concentration?

Peggy T.: knightm, we do not have a preset number in each class for any of our concentrations, including Real Estate. Our goal is to bring in the most qualified applicants, regardless of concentration.

Ryan S.: What does KFBS do to prepare its students for LEED and sustainable development?

Matt_KFBS2009: Ryan - We have multiple students every year who apply to become LEED accredited. Sustainable development is looked at very strongly here at KFBS beyond just the real estate classes. All current trends in real estate, of which sustainable development is no exception, are discussed on a real time basis.

James A.: to piggy back on Ryan's question, the development in style right now seems to be sustainable and of low impact, does UNC encourage its development students to become LEED certified?

D H.: James, we do encourage LEED certification, and are planning to have classes to do just that. We do provide for ARGUS training. With that said, though, we do have several students who have gotten LEED certified while in school.

James A.: Are there any other certifications or licenses you would recommend to work toward prior/during/after B-school?

SCumbie F.: James A. - We offer an ARGUS certification course which we think is particularly important in this climate; many of the jobs over the next few years will be as analysts with opportunity firms and other investors who all use ARGUS. We are investigating doing a similar program with LEED.

James A.: Thanks, also have people entered the MBA program and then decided to go for the dual degree in Master of Planning after the first year? How effective is the dual degree in the workplace right now?

Aaron K.: I also was wondering if someone could speak on their feelings of the importance of entrepreneurship in the real estate concentration and beyond.

John M.: To current students, grads and faculty - I currently work as a tax accountant specializing in real estate and low income housing credit in Detroit. The real estate market has pretty much collapsed in Detroit. What areas within the real estate industry (development,

private equity, management, etc.) are you currently seeing the best opportunities for careers, and in what locations?

TravisS_KFBS2010: John M. - Obviously there are a decent number of areas that have been hard hit (like Detroit, SoCal, Las Vegas, etc.). There will be some opportunities there for people trying to unwind bad investments, etc., but other than that, there probably isn't one area that is significantly better than others.

John M. : Thanks Travis. Which area do you think will be the first to recover?

TravisS_KFBS2010: John M. - Probably the first area to recover will be management. Most of the properties will still need management, so that hasn't suffered badly. The companies that succeed will be the ones that can out-manage and out-lease their competitors. Transactions won't start happening again at the level they will until credit markets ease.

John M.: Thanks again Travis. Are there any study abroad programs specifically for real estate students? If so, how many people participate in these programs?

Amrinder_KFBS2009: John M: Last spring we did have a Global Immersion Program on real estate, if I'm not mistaken done in Dubai.

John M.: Thanks Amrinder. Do many people find jobs through the Global Immersion Program? Do many graduates work overseas or do work internationally?

Amrinder_KFBS2009: John M: The program is a very short term (1-2 weeks program) is mainly about learning about cultural, business and many other aspects about a certain country / emerging market. I'm not aware if any of my classmates got a job through the program since it's such a short term program.

John M. : Thanks Amrinder. Have you accepted a job yet? If not, what are your most promising opportunities?

Amrinder_KFBS2009: John M: Not yet. I'm interested in marketing and supply chain:))

Rob C.: Sorry for the previous typo/premature submittal; I meant to also ask a question to Travis Pritchett: Travis, can you talk about 1) how separate/integrated your program with Nicholas was with your RE studies at KFBS, and 2) how the "environmental" perspective you gained through Nicholas has helped your career to date in RE PE, if at all? Thanks very much.

Travis_KFBS2006: Rob C - The two programs can become as integrated as you would like for them to be. KFBS and the Nicholas School worked with me to make sure that I did not have any overlap and I was able to complete several projects for credits at both schools. In terms of my current position, I don't spend a lot of time addressing environmental issues but several funds exist that would fully integrate both disciplines.

Rob C.: Thanks very much, Travis P.

Graham W.: Dave H, How do you anticipate the curriculum for the Real Estate Concentration to incorporate the recent shift in the credit markets?

D H.: Graham, We focus much more on what's going on in the current market, and what that means for participants in the industry. In my opinion, much of what has happened is a result of participants forgetting the tried and true valuation methods that we've used for many years, so the focus on the fundamentals will always be a strong part of our program.

Graham W.: Thanks Dave!

Tony: How are first year students selected to participate in the REIF?

Matt_KFBS2009: Tony - First years apply to the fund by submitting their resume and an application to the second year members and the board of directors. Then, the top 5 or 6 are interviewed. Usually three students are taken each round, but that can vary based on deal flow.

Tony: Is it possible/likely for FYs without RE experience to join the REIF?

Matt_KFBS2009: Tony - Yes it is possible. I would encourage a student with little real estate experience to speak to as many alumni and current students as possible to gain an understanding of the market. Also, joining real estate organizations will help a lot too, like ULI.

Tony: Thanks Matt_KFBS2009!

Eugene: Hello all, are there any special electives at KFBS geared towards REIT management and the unique set of challenges it poses?

TravisS_KFBS2010: Eugene - Most of the courses incorporate the wider market, so even in the broad courses we talk about REITs and their challenges.

Eugene: Thank you Travis

Mark P.: Are there opportunities for RED MBAs to be involved in the Kenan Inst. Center for RED? I'm curious how KFBS and K.I. are inter-related in this field, if at all.

SCumbie F.: Mark P - There is much interface between KF and KI. For example, the Center is working on a joint venture with the KI to stimulate recreationally oriented development along the "Inner Banks" in Eastern NC.

matthew s.: Matt, as a follow up question about UNC's RE Private Equity Fund. How does one get involved and what kind of experience might one take away from their involvement?

Matt_KFBS2009: Matthew s. - The experience is invaluable. This is definitely one of the things that separates KFBS from other programs. The managers end up contacting dozens and dozens of developers and real estate funds to source deals. The information you can garner from those meetings is incredible.

matthew s. : Thank you Matt. So would one participate in the fund in addition to course work or is it considered credit?

Jon D.: Question for Profs. Cumbie and Hartzel: Do any of the real estate projects undertaken in the development practicum by students make it all the way through to a finished product? Also, is there any history of individuals with an architecture background applying to the program, if so, what have been your experiences with these people?

Lei L.: Hi, Dave. I am working in a company focusing on industrial real estate in Asia. I am really interested in the business pattern for the industrial real estate sector in US. Could you give me a brief introduction?

Churchill B.: Question for Dr. Hartzell and/or any KFBS grads: Are developers, REITs, etc. recruiting on campus or do students in the RE concentration find they have to actively seek out opportunities for themselves? How difficult is the job market for current students in the concentration considering the economic downturn? Thanks.

Adam H.: Can some of the current students (or faculty) speak a bit about the Capstone course? That seems fairly unique to UNC, especially the chance to pitch an idea to equity investors.

Matt_KFBS2009: Adam - The development class is VERY unique indeed. I am currently working on a development deal with three other second years. It truly gives you the tools to do your own deal if that is what you are looking to do. The speakers who come to class are amazing.

Will B.: Hello to everyone

WmcAdams: Hi everyone. Wes McAdams from DC here. I've got a two-parter - how often, if ever, do students start their own ventures while still in school or straight out of school, and are there any mechanisms in place in the program to help students incubate their business ideas while in school? And second, I've heard anecdotally that some students have been able to take the project that they conceived and worked on in the development capstone from concept to reality, is this true and can you cite an example or two of such a project?

D H.: Students in our capstone course come up with their own idea for a development project and during school work it all the way through to raising equity. about 1 in 7 actually becomes a real deal, sometimes with students on their own or sometimes working for companies that they "sell" the idea to. We also have lots of students come up with other ideas, which they vent with our faculty and alums.

WmcAdams: That's exciting to hear, and encouraging for us dreamers, thanks Dr. Hartzell.

Rohan S.: To Prof. Hartzell: With so many foreclosures set to hit the market, do you see foresee the market becoming flooded with these foreclosed properties and investors no longer able to sit on the sidelines with prices so low? Will this eventually drive up the prices in the housing market?

William_KFBS2010: Rohan - I can kind of answer this for Prof Hartzell. While we certainly expect to see financial distress among properties in the near term, yes, the market will be cyclical and as investors start entering market again, prices will indeed increase. It is unclear whether they will reach previous levels quickly, though.

Rohan S.: Thanks William_KFBS2010

Craig M. : To any first year students: My apologies if this question was already asked, chat window is scrolling very fast. Based on Prof. Hartzell's comments it looks as if opportunities in investment banking and development are limited right now. Are you seeing a decent supply of internships in other areas (e.g. asset management, consulting, etc.)?

TravisS_KFBS2010: Craig M. - A lot of the internship hunt for first years is a pretty organic, self-starting process. This is primarily due to the nature of the industry, as developers that only have 10-15 people aren't likely to spend the resources to recruit on campus. That being said, it may be a little more legwork this spring, but there are still companies coming to campus, and still places hiring. People just need to be prepared to network a little more.

Craig M.: Thanks Travis - are 1st years getting creative in attaining internships (e.g. forgoing compensation)?

Craig M.: Travis - I ask because I have already started networking with several development firms in Charlotte and I routinely here the same thing, "we are not bringing anyone one right now".

TravisS_KFBS2010: Craig M. - I think the creativity is more expanding your network, talking to more people, etc. No one at this point is talking about forgoing compensation.

Craig M.: Thanks Travis

Ran S.: How about the study on Asia markets?

Ran S.: Is there any programme for Asia's real estate business?

D H.: Ran, we take the notion that supply and demand works the same in most markets, and try to do cases for transactions around the world to show how things may differ. From here, it's hard to capture the essence of all markets, but we try to give the skills necessary

to succeed. Another outlet is our Global Immersion Elective, which has been to shanghai and bangkok, as well as Australia and NZ. This year we're going to Dubai and Greece.

Ran S.: Thanks D H.

Knightm: Is the Real Estate Center planning any upcoming events or open houses over the next month or so? I am planning on visiting the campus shortly...

SCumbie F.: knightm- We have an annual Real Estate Conference on February 19th featuring some of the luminaries in the industry including Ethan Penner and John Levy.

D H.: Knightm, we are closely affiliated with the local district council of the ULI, and send a large contingent of students to the national meeting every year. We have six students at the National Multi housing council meetings in CA at the moment, and we sent several to the NAIOP meetings in Vegas in late fall. In general, we have some relationship with most of the major industry groups.

Kari P.: To any students or faculty, do the students concentrating in RE participate in events outside the classroom as a group(volunteering, socials, etc)? Is this organized by those involved in the RE Club, CRED or on a one-off basis?

SCumbie F.: Kari P - There are numerous social events that the students can address; but others include career treks to DC, Atlanta, NY, etc., GIE trips with Hartzell to developing

Kari P: Thanks again Steve – do you have any specific thoughts as to where the Kenan-Flagler RE concentration and platform has the most room to grow?

SCumbie F.: Kari P – One of my focus areas is expanding our “brand awareness” among employers in the southwest and west. We are well known in the southeast, mid-Atlantic and northeast. We are beginning to get more hiring outside out traditional areas.

Kari P.: That is good to hear, with the strong alumni and presence at these events that should only get better!

Tony: How beneficial is obtaining a CFA to the RE finance and the RE Dev. industries?

Travis_KFBS2006: Tony - I think the CFA can be very valuable in the RE Finance world and probably less so in the RE Development world. CFA Level 1 and your first two mods at KFBS have significant overlap but I think both are valuable.

Matt_KFBS2009: Tony - A CFA is more valuable if you are on the finance side of things. I think a CFA is less applicable in real estate then some other applications. That being said, it can never heard and I have a few friends here at school who are in the real estate concentration and have a CFA.

Will B.: Are the majority of electives one module classes or are they two module courses like Real Estate Development Process and Real Estate Capital Markets?

William_KFBS2010: Will B. - The majority are two-mod classes.

Will B.: Thanks William. Is that just for Real Estate or for all concentrations? I ask because I am interested in doing the real estate development concentration along with the entrepreneurship concentration.

William_KFBS2010: Will B- I would say that most of the entrepreneurship classes are 1 mod classes. Pretty much the finance (inv. mgmt/real estate) classes are 2 mod classes, though.

Will B.: Thank you William.

Mike A.: Dr. Hartzell, as certain types of institutional investors reduce their exposure to real estate, are you seeing a shift in hiring from employers such as TIAA to other types of investors (ie opportunity funds)?

D H.: Mike, We're seeing interest from a lot of the larger institutional investors, as well as some smaller ones. We've placed several people at TIAA-CREF, for example, in their NY, Charlotte and LA offices in the past couple of years, and I expect that to continue. We also place at PE firms, like Harbert, but they're also in a bit of a hold pattern at the moment. We have placed at morgan stanley, JP morgan and other PE funds at IB firms, and hope they continue to be interested in hiring our students.

Mike A.: Interesting, thanks D H

WmcAdams: Travis - do students ever work on their CFA concurrently while enrolled in the MBA program?

TravisS_KFBS2010: WMcAdams - There are a good number of students who study for CFA Level 1 during their first year here. Not unusual at all.

Jeremy B.: Can someone clarify what a CFA is?

Ran S.: charter financial analyst

Amrinder_KFBS2009: Jeremy B: Chartered Financial Analyst

Aaron K.: Can you share your thoughts on the importance of entrepreneurship within the concentration and if it is stressed as you progress through the program.

Matt_KFBS2009: Aaron - Entrepreneurship is definitely key, especially if you are interested in development. It takes a creative, entrepreneurial person to succeed in real estate. The program definitely fosters this attitude.

Aaron K.: Matt, thanks for the reply. Does the real estate concentration work with other concentrations, especially the entrepreneurship concentration, to enrich projects.

Rohan S.: To current students: My apologies if this was already addressed, can any of you suggest or recommend resources (i.e., books, publications, online, etc.) to learn more about the real estate industry?

William_KFBS2010: Rohan S. - One thing that has been particularly helpful to my experience in learning about RE was joining ULI(prior to school) and NAIOP(upon arrival). Both of these professional organizations provide a plethora publications and information about the RE markets and should give you a really good background into what's going on.

Rohan S.: Great, thanks again William_KFBS2010

John C.: Do any of the classes take a broader CRE perspective and offer comparative lectures on the different characteristics of CRE investment options? For example how to compare an equity REIT investment strategy, to a direct investment in an office building, to a AAA CMBS bond? Or the advantages/disadvantages to investing in CRE equity (REITs), debt (CMBS Bonds), or directly in properties (office buildings, etc)?

D H.: John, Understanding public and private debt and equity markets is critical. We have a full class on RE capital markets that covers REITs, CMBS and institutional investment. In our first year class, we cover valuation from the bottom up, looking more at valuing individual properties based on the nature of the bidder (e.g. public,private).

John C.: Great, thank you

Tony: In term of the Finance concentration, what is more valuable to RE, Corp. Fin. or Investment Mngment?

Matt_KFBS2009: Tony - It definitely depends what aspect of real estate you are interested in. If you are looking to work for a private equity company then investment management would be more applicable. If you are looking towards a REIT, corp. fin. might be more applicable.

Alan G.: Hi everyone. I'm interested in focusing on urban real estate development. Are there any projects in the neighboring areas that current or former UNC students are working on?

D H.: Alan, two good local examples are Greenfire Development and Scientific Properties in Durham. Both are run by MBAs who graduated several years ago, and they're redeveloping downtown Durham. Another example is Empire Properties in Raleigh, which has hired other alums. Check out their websites to see what they're doing. They also each hire a few interns and second years.

Alan G.: Thanks a lot!

James A.: Are any of you planning on attending the Triangle Commercial Real Estate Conference today and how do you see the direction of the market for the RTP?

Adam H.: Matt, I assume the answer is yes, but do a lot of people double-concentrate in RE and entrepreneurship?

Jeremy B.: Piggyback on Adam H.'s question: is a double concentration commonplace?

Matt_KFBS2009: Adam & Aaron - Most people choose to do real estate and finance, because the real estate classes count as finance electives. Its just easy to do. Most real estate concentrators take a lot of Eship classes, but don't necessarily "concentrate" in Eship.

Adam H.: Thanks, Matt.

James A.: and further piggy back on adam and aaron's questions is it realistic to go for the dual degree in Master of Planning after the first year? How effective is the dual degree in the workplace right now?

D H.: James, we do have students pursue the MRP after their first year, and apply over there. I think the general consensus though if you're interested in doing that is to do the MRP core first year first, then the first year core at KFBS, then a full third year of electives.

James A.: Thanks Dave, What major development firms do you see that, due to their relationship with the government, are going to benefit from added funding for infrastructure work?

SCumbie F.: James A. - There are a number of firms in the Washington area orienting toward GSA deals. including Boston Properties, Hines, JBG. We have multiple graduates at all of them.

Akash A.: Matt_KFBS2009, in regards to your response to Adam and Aaron... how does Sustainable Enterprise gel with the RE concentration?

Matt_KFBS2009: Akash - Sustainable Enterprise gels very easily with R/E. I have a couple friends who are concentrating in both. Given the way the market has changed and sustainable development has been a hot topic, a lot of Sustainability classes use R/E examples.

Akash A.: Thanks Matt_KFBS2009

matthew s.: Matt- i have working in banking for 5 years (lev. debt and traditional equity) but primarily for tech companies. I am one of those students that will be making the industry jump

from tech to RE and am looking to get as much hands on experience inside the program as possible. Aside from the PE fund, case comp and RE club, could you recommend participation in other programs or projects that i might not be aware of? thanks.

Ran S.: During the study, do i have an opportunity to work on a real project?

William_KFBS2010: Ran S. - There are a couple of ways you can get involved with real projects. 1. The student run RE Inv. Fund works on investment in live deals. 2. Some second years who have found practical projects for development in the RE development class have continued with their projects after school. In a sense it's a real deal if they find money to continue with the investment.

Ran S.: Thanks William_KFBS2010

Prithviraj M.: William, which firms hire students who look at real estate finance. Do they end up in an associate in IB or join

William_KFBS2010: Prithviraj - Obviously there has been some great turmoil with the Inv Banks recently, but historically the firms include: JP Morgan, Barclays(Lehman), Bank of America, and Morgan Stanley. Most students would start out as associates in the banking side or private equity side.

Prithviraj M.: Thanks William

Tony: Do many companies/positions recruit from DC (ie JBG or larger companies that have DC offices such as CBRE)?

Jeff_KFBS1999: Tony, Boston Properties' DC office recruit at KFBS and have hired grads

Tony: Thanks Jeff_KFBS1999!

D H.: Tony, DC has one of our strongest cohort of alums. Many of them are in development (JPI, JBG, Boston Props, Peterson Cos, etc.).

Tony: Thanks D.H.!

Knightm: In evaluating applicants...what percentage of the committee is "real estate" based evaluators? If the applicant is specifically targeting the RE concentration, how flexible is the committee in allowing the RE department heads in determining the verdict?

D H.: Knightm, we don't specifically screen for real estate in the admissions process, although we are in contact with them all of the time. In general, I think, the real estate applicants are among the strongest, as evidenced by the large number of MBA fellowship recipients through the years.

Rohan S.: To current students: I am a Consultant with plenty of experience in Healthcare and looking to transition into Real Estate, for those of you from other various backgrounds, like myself, that have decided to pursue a focus on Real Estate, how difficult did you find the transition

TravisS_KFBS2010: Rohan - There may be some small advantage to having a RE background, but really most companies are looking for an ability to manage uncertainty and projects in general. Certainly the alums from the past can attest to the fact there anyone who wants to get a RE concentration here will have a good job when they graduate.

Rohan S.: Thanks TravisS_KFBS2010

WmcAdams: To Professors Cumbie & Hartzell - how dramatically do the orientation of the real estate courses you teach change based on where we are in the current business cycle? I.e. would the next two years theoretically be oriented more towards down-market investment and development concepts than in the past few years? Or are the cases and coursework relatively static irrespective of where we are in the cycle?

D H.: Wes - the fundamentals of real estate remain the same, except that sometimes the participants forget that. With that said, we will always have a primary focus on success drivers in all aspects of the industry. Clearly though, asset management will take a larger role in our curriculum (as it did in the early 1990s) as it will take on more importance as we roll through this down part of the cycle.

WmcAdams: Great, thanks.

SCumbie F.: WmcAdams – Though we attempt to teach the basics of development we do reflect the times in our courses. For example, in the development course this year, we have done segments on marketing and leasing in difficult markets, creditor protection, etc.

WmcAdams: Thanks Mr. Cumbie.

matthew s.: Amrinder - As a follow up question. For someone who is interested in global opportunities in RE, would you recommend participating in one of UNC's international or global work exchange programs? Can one focus in real estate through these?

William_KFBS2010: Matthew S - I'll answer for Amrinder. Definitely going on the GIE would give you a great frame of reference for the Global RE environment and introduce to you many employers in those locations. For example, this year the group is going to Dubai and Greece...

matthew s.: William - thanks. Can one choose the location he/she wishes to work in?

William_KFBS2010: Matthew S. - Sure you can always choose where you want to work. There are not always positions where you want to be, though, so it's a trade-off depending where you want to be.

Aaron K.: Do any of the students or professors have any predictions that they will share regarding the next couple of years in the real estate market and the credit crunch?

Travis_KFBS2006: Aaron - Its anyone's guess but my sense is that 2009 will continue to be tough. Job losses and credit issues will directly impact real estate fundamentals as well as transaction activity.

D H.: Aaron, We will see real estate markets return to "normal," in that valuations relative to income will return to more of their long term levels. Right now sellers are still asking too much for their projects, and bidders who have to put more equity into deals just can't pay the ask price. Because of that, the volume of transactions has declined immensely. Until the transaction gridlock breaks, we won't be able to get back to normal. This will only come with distress or a liquidity event (e.g. like the RTC in the 1990s). Most distress starts coming in 2010 with loan rollovers.

Aaron K: Travis and D.H., thanks for the feedback. Going along with the predictions, do you think that financing sources are going to get more creative to meet the needs of the recovering market in the coming years or will the market revert back to traditional ways of financing.

Travis_KFBS2006: Aaron K – The market will likely have to come up with some creative solutions to work its way through the credit issues in the near term. From a long terms perspective, the market should return to reasonable standard of underwriting and associated debt instruments.

Tony: I currently work in the Emerging Markets department of a consulting firm. How difficult is it to domestic RE companies that have international positions or focus?

WmcAdams: Piggybacking on an earlier question about dual concentrations, are there any non-real estate concentrations that are NOT compatible with the real estate concentration from a course scheduling standpoint?

TravisS_KFBS2010: WMcAdams - Class schedules are so flexible, especially during your second year, that you won't have any trouble matching any other concentration with RE.

WmcAdams: Thanks Travis.

Craig M.: Prof Cumbie, to piggy-back on your last comment, how are students helping you expand KF's brand awareness? I ask because several of the development firms that I would be interested in working for are located outside the southeast. I think helping you reach out to them would help expand my network.

SCumbie F.: Craig M. - we are definitely utilizing the students to help expand or brand awareness among employers outside the southeast. Participation in the industry trade association conferences is one main way. We are also planning events in their local markets to be hosted by prominent grads, e.g. Tom Lewis, a large private homebuilder in Phoenix and will take students interested in those markets.

Craig M.: Thank you Prof Cumbie.

James A.: Thanks SC, are you seeing an increased presence from these firms on campus recruiting currently?

SCumbie F.: James A. – yes, although the counter trend right now is the market. We are utilizing this slow period to work hard on brand awareness which I think will pay dividends when the market firms up. Meanwhile, we and the students are being more proactive in reaching out to our existing relationships and programs that prepare for the times, e.g. the ARGUS certification.

Jon L.: travis, i know KFBS has a strong emphasis on teamwork but outside of the specific RE projects and student groups does the teamwork emphasis have any influence in the classroom and with the coursework?

TravisS_KFBS2010: Jon L. - We are assigned study groups for the first two modules, where you do a lot of the problems sets, case write-ups, etc., so I would say there is a pretty heavy teamwork focus at KFBS in general, not just RE.

Daniel W.: There seems to be a large focus on development and investment banking, approx what percent of RE concentrators go into direct investments upon graduation?

Matt_KFBS2009: Daniel - Real Estate concentrators take numerous types of opportunities ranging from IB, development, private equity, property management, brokerage, capital markets etc.

Knightm: Any class interactions with professional organizations such as the National Homebuilders Association, (NAHB), in Washington DC, or others?

Ben M.: How much of a focus in the RE classes is on residential real estate as opposed to commercial real estate or industrial real estate?

D.H.: Ben, we mostly focus on commercial income-producing property, although many students through the years have taken jobs with national home builders given the strong general mgmt skills they get here at KFBS.

Ben M.: thank you

matthew s.: William - I have been living in Argentina for the past 2 years and would like to leverage my experience and contacts in s. america. Can that be done through GIE or is it a set planned destination each year?

William_KFBS2010: Matthew S. - The GIE location is determined by the Intl Studies dept every year, but that doesn't mean you won't be able to use your Argentinian contacts in job search, etc. down the road. There is a possibility that the GIE will go to S. America when you are here, too!

matthew s.: William - thank you

Ran S.: Besides the fundamental course, will the RE concentration make some change according to the climate of the market?

D H.: Ran, clearly the capital markets course that all real estate concentrators take has become extremely interesting these days, and has adapted to the current environment. Also, our real estate development projects in our capstone class all take into consideration the recent events, as this has affected their ability to raise debt and equity. In that sense, it's been a lot of fun as they've looked outside of the usual, plain vanilla projects.

Ran S.: Thanks D H.

John C.: Are there any other specific designations outside of the CFA that many student also receive while attending KFBS (such as CCIM, etc)?

Matt_KFBS2009 John C. - With respect to Real Estate, the main designation is the Argus Certification. Argus is the main valuation software used for real estate valuation.

John C.: Thanks Matt

WmcAdams: Does Professor Hamner have any formal or direct involvement in the real estate program other than through his entrepreneurship courses and participation in the equity fund?

Matt_KFBS2009: WMcAdams - Dr. Hamner is one of the Board Members for the UNC Real Estate Investment Fund. He also discusses some real estate related issues in his private equity classes. He currently does not teach a focused real estate class.

WmcAdams: Good to know, thanks Matt.

chad b.: Where does UNC stand nationally in regards to Real Estate MBAs? Internationally?

D H.: Chad, Our alums compete with students from all of the top programs in the country, and I believe that our curriculum is second to none in terms of depth, breadth and exposure. In addition, ours is the only top 20 program with a specific focus on real estate development.

Jeremy B.: Piggyback on Chad's question: how would a RE concentrated MBA from KFBS compare to someone who has a masters in real estate from a school like Cornell or Wisconsin, where their degree is solely focused on real estate?

Jeremy B. : *their degree

D H.: Jeremy, Our MBAs get a broad set of skills that recruiters tend to like. They have great general management skills, and exposure to all functional areas of business. Plus, they get strong exposure to everything real estate, from capital markets, to development, both nationally and globally.

Tony: How difficult is it to obtain positions in REPE without RE or IB experience?

William_KFBS2010: Tony - It is very competitive for PERE positions out of school without any RE or IB experience, however, KFBS prepares you for those positions such that if you perform your job search right (using KFBS alumni) it is definitely possible to get a job in that arena.

Tony: Thanks William_KFBS2010!

James A.: Dave, thanks for the news to look forward to 2010 for the distress, should time perfectly for this years incoming class...how do you see the local RTP market fairing? Better than most?

TravisS_KFBS2010: James A. - The RTP market will definitely hold up better than most (3 research universities, lots of solid businesses, etc.).

Churchill B.: James - From my perspective as broker in the market, leasing is still pretty steady in the area. Landlords are getting much more aggressive to lure and retain tenants, but deals are being done. Vacancies aren't skyrocketing like they were in 2001 either and the increases we are seeing seem more the result of new construction coming on line than anything else. Financing is very difficult for developers right now and many projects seem to be on hold.

James A.: Churchill, thanks. SC, looking for further clarification on the ARGUS certification, it is a software certification, and that software is used at the school for development projects and school work, and also utilized by development companies?

Knightm: Current Students: what has been your biggest surprise and most satisfactory experience in the RE concentration, to date?

Matt_KFBS2009: knightm - The biggest surprise/satisfaction in the RE concentration is the degree to which the classes are taught in real time. That really goes for all of the classes here, but especially the RE classes. The classes truly take into account the most recent info in the market / economy.

Adam H.: And piggybacking on knightm's question - would you change anything about the curriculum / RE program?

matthew s.: Dave - in regards to the Capstone class projects and others like it, are the projects domestically or globally focused?

D H.: Matthew, since the students have to work on the projects from here in Chapel Hill, and given the intensity of the experience, most are within a few hours drive of here. We do have a project in connecticut this year, and have had them in other places (e.g. houston, florida), but it's harder on the student team to do that given the need to speak with local planning departments, and to get a great feel for the local market.

matthew s.: D.H. - understandable. thank you

John G.: D.H. - in current development slow down what number of RED graduates do you see looking to public companies?

D H.: John, The public companies are also slowing down, given the uncertainty of where capital is going to come from. Therefore, I don't think they'll expand hiring, and indeed, many of them are looking carefully at G&A expenses, and paring staff.

John G.: Thank you Prof Hartzell

Matt B.: Given the current RE market, how do you think the prospects are looking for internship opportunities with REITs or PERE companies for next summer?

TravisS_KFBS2010: Matt B. - I think that there will be solid opportunities for people looking at REITs and PE. It should be better next summer as well.

Matt B.: Thanks Travis!

Meagan W.: Matt- A student with the REIF at UNC has been in contact with us regarding the purchase of a bank owned property. Does the REIF typically attempt to purchase properties? Also, considering the times is the REIF attempting to purchase distressed debt?

Matt_KFBS2009: Meagan - The REIF isn't positioned to purchase properties without a sponsor. That being said, if we found a property we wanted to purchase, we could find a sponsor to investor with us and operate the property.

Daniel B.: Are there any certain real estate sectors in which KFBS is especially strong (i.e. hospitality, industrial, office...)

William_KFBS2010: Daniel B. - The program is for all general commercial real estate, so I wouldn't say it focuses on one product type. We have alumni in all areas of RE.

Daniel B. : William - Thanks/DB

Rohan S.: To current students and alum: Can anyone expand upon KFBS's Leadership Initiative as it relates to the real estate program?

Amrinder_KFBS2009: Rohan S: We have a leadership chat tomorrow from 12.45-1.45 EST. Feel free to join us tomorrow.

Rohan S.: Thanks Amrinder_KFBS2009, I look forward to it

chad b.: What type of international study/internships are available for those focusing on RED?

D H.: Chad, we have had several international internships through theyears and a number of students working abroad. We have found that it's difficult for an MBA from the US to be valued as a member of a development team abroad, so many of the jobs that students have taken are in PE, or IB. We do int'l cases in our classes, and do a real estate GIE every year - this year to Dubai and Greece.

Knightm: Matt_KFB: Briefly, what is your background?...are there current students with a residential, single-family home-community development background?

Matt_KFBS2009: knightm - I have a capital markets background. I traded real estate backed securities prior to school. There are definitely people with resi backgrounds.

Robert L.: If you don't have a finance background, is the CCIM designation a good supplement pre-business school? What about finance classes at a local school?

TravisS_KFBS2010 : Robert L. - KFBS has an Analytical Skills Workshop in the summer to brush up (or learn for the first time) skills in finance, accounting, statistics, etc., so while it may get you back in the learning mode, you'll be fine if you do ASW.

Robert L.: Thanks Travis. As a follow-up, do you find RE employers assigning any value to a CCIM designation?

TravisS_KFBS2010: Robert L. - The better value would probably be to you, and any networking advantages that you can get out of it. I don't think that any recruiters specifically say that they won't hire without the CCIM.

Robert L.: OK, thanks again Travis.

Prithviraj M.: Does GE real estate hire from UNC?

Matt_KFBS2009: Prithviraj - Yes, GE hires through UNC.

D H.: Prithviraj, yes GE was actually here recruiting yesterday. One of our alums is moving into their real estate group, after doing their rotation.

William_KFBS2010: Everyone - We have 15 mins left in the chat. We can answer any further questions you have now, but always feel free to look at the chat transcript that will be posted in about a week.

WmcAdams: I understand a majority of the students in the real estate program end up in major markets up and down the Atlantic seaboard, but how many would you estimate stay in the immediate RTP area? Charlotte?

TravisS_KFBS2010: WMcAdams - Not sure that I can put an exact percentage (and it changes year to year), but maybe about 20% stay in the RTP area, and 30% in Charlotte, and the balance everywhere else. That's just a guess, but it's probably pretty close.

WmcAdams: As a local boy that's encouraging to hear. Thanks.

D.H.: Wes, we have a lot of local alums in the local market, which provides good hiring opportunities. Many come down to school, and like the area so much they'd like to stay. While it's not a huge market (as you know), we do have a lot of good representation in the RTP.

Craig M.: I leave the chat room now and run to a meeting. I would like to thank the faculty, alumni and students for giving their time and thank other perspective students for asking great questions. I do have further questions, and will send these directly to the faculty. Thank you!

Ran S.: I am gonna to sleep now, thank you every one, great to talk to you guys !

Jeremy B.: Current students, do you find that there are companies across the country (large and smaller cities) that hire RE MBA's or is this type of degree/job mainly located in the large metropolitan areas (DC, NY, Chicago, LA etc.)?

William_KFBS2010: Jeremy B. - Yes, there are companies across the country that hire for RE Dev MBA's, however, not all of them come to campus. The ones that are based in major markets do come to campus more often for recruiting purposes.

Jeremy B.: Thanks William. How many students are currently in the RE concentration?

TravisS_KFBS2010: Jeremy B. - Maybe 40-50 people in each class, 15-20 percent.

Ben M.: Have national homebuilders recruited on campus in the past or were those jobs sought out by the student or CMC?

D H.: Ben, several years ago we had a really nice run with the national homebuilders (pulte, centex, toll brothers, etc.), but they are pretty much out of the hiring mode given what's happening in the credit markets and the housing markets. I would say that they probably hired 15 to 20% of our students in the early part of this decade. They like our

students' general management skills, and will be back in the market for KFBS grads when things settle down, i'm sure.

chad b.: What is KF doing to better prepare RE focused students for a down

chad b.: scratch that

chad b.: What is KF doing to better prepare RE focused RE students for a poor hiring market?

Rohan S.: To Current Students and Alumni: I understand that UNC has a substantial and influential alumni base, what area of the country tends to attract the most KFBS Real Estate alumni? Is there one company in particular that actively recruits KFBS Real Estate MBA's?

Matt_KFBS2009: Rohan - Due to our location in the southeast, i think a lot of people stay here. That being said, we have alumni all across the country as well as internationally. I wouldn't say there is any one company that dominates the RE recruiting here though.

Rohan S.: Thanx Matt_KFBS2009

Aaron K.: Any preparation advice for prospective MBA students. Either for the overall MBA but more specifically the real estate concentration.

Matt_KFBS2009: Aaron - The best advice i can give you is to talk to as many alumni who are working in your prospective field as possible. The more knowledgeable you can be about your field, the better.

chad b.: To add to Aaron's question, what type of networking/mentoring services does the school provide/support?

SCumbie F.: chad b. - we're focusing on subjects that will both prepare students and be impressive on resumes', e.g the ARGUS certification program. Also, we're taking the students to where the employers are, e.g. career treks to the major markets (NY, Washington, Atlanta, Charlotte, etc.) and attendance at the major industry association annual conferences i.e. NAIOP, NMHC, and ICSC. We are also inviting a large number of major employers to our annual conference here on campus on February 19th.

Amrinder_KFBS2009: Chad B.: We have career fairs, company presentations, networking skills workshops / speakers among others to improve our skills.

Jon L.: prof Hartzell, on the Global Immersion Elective this march to Dubai what type of interaction will you have with Dubai development firms? Obviously Dubai is one of the largest emerging real estate markets in the world but what type of connection or knowledge do you think you will gain from investigating these over the top hospitality type projects? and what is the overall emphasis of the GIE trips?

D H.: Jon, we're meeting with several developers while there, including residential developers (1000 unit resort in Sports City), marina developers, retail and hotel developers, and the developers of the islands out in the gulf. The emphasis is to get as much knowledge in doing business abroad as possible. The only hospitality project we're seeing is the Burj al Arab hotel (which is over the top), but we have a relationship with them that gets us a much more detailed tour than others would get.

Will B.: Does the program work with the area's Habitat for Humanity, particularly the Re-Use Store in Raleigh?

TravisS_KFBS2010: Will B. - KFBS builds a HFH house every year. Not positive of our involvement with the Re-Use Store, but would imagine we are.

Daniel W.: Does CBRE Investors recruit from KFBS?

William_KFBS2010: Daniel W. - While I'm not certain if they actually come to campus, I believe that we have alumni at CBRE.

James A. : Also, with respect to working on improving the brand awareness, is there a heavy marketing emphasis in the classroom, and is networking becoming more and more encouraged?

Matt_KFBS2009: James - Networking is always strongly encouraged in general. Marketing is still discussed a great deal, however i don't think its changing more or less.

Knightm: Is is possible to contact any alum on the West Coast/Intermountain West? Would the RE office be able to provide that information?

William_KFBS2010: knightm - There are several alumni that students can contact. If you email the Adm. Committee they will send me the email and we can try and put you in contact with a WC RE person.

Adam H.: Have current students found alumni fairly open to informational interviews / vistic?

Travis_KFBS2006: Adam H - As an alumni, I am always open for informational interviews. This was an important part of my job search when I was in school and I, like other alums, am happy to meet with students anytime.

Adam H.: Thanks, Travis.

Tony: Does JBG come to campus to recruit?

D H.: Tony - JBG won't be here this year, but we have five alums up there. Given the apartment and condo market slowdown, they're not in a hiring mode this year. I'm confident they'll be back when the market returns.

Tony: Thanks DH.!

matthew s.: D H. - could you discuss a bit about the types of creative valuation tools one would learn in the program (ie Monte Carlo simulations, BDT models etc...)? Also, what opportunities do students have to take part in the creation of faculty research in these technical areas?

Matt_KFBS2009: matthew - there are multiple "modeling" types of classes available. We have used Crystal Ball in multiple classes to run simulations. We will soon have Argus available as well.

matthew s.: Matt - these are classes that one learns the use of standalone models, right? How about the creation and development of non-conventional models?

Matt_KFBS2009: matthew s - do you mean specifically real estate models?

matthew s.: Matt - yes

matthew s.: Matt - pricing models, prepayment or behavioral models,

Matt_KFBS2009: matthew s - the RE Process class which is taken in the first year covers models for multiple product types in depth. most are created from scratch with guidance.

John G.: D. Hartzell you mentioned earlier that a number of alumni work in the local market. Does KFBS have any relations with Struever Bros. Eccles & Rouse?

D H.: John, Struever brothers is working in durham, and they are a skeleton shop over there. We don't have anyone currently there, but have lots of folks working for other shops in durham.

Prithviraj M.: What would be more beneficial for a AMC/PE/IB job specializing real estate finance? Working for 4 months in PE buy side research or real estate development firm.

Travis_KFBS2006: Prithviraj M. - I think it depends on your existing skill set. Most firms will probably look at your total tool box and if you already have strong finance/valuation experience you may get more out of spending time with a real estate firm. If not, you may be better off working for a buy side firm not specifically focused in RE.

WmcAdams: Are there many alumni or KFBS-friendly locally-based commercial shops in Wilmington or elsewhere in Eastern NC? Aside from Cameron Management, who are some of the largest and most progressive development groups based down there? I think that's going to be an interesting growth market during our careers (see PPD, national homebuilders etc as early movers) and wonder what type of relationships currently exist within the KFBS family in that area at this point in time.

D H.: Wes, we do have some alums down there but as you know it's not a huge market. they have had some growth, especially with PPD, and there have been some really nice

mixed use development (mayfaire). We do have some folks with tricoastal properties, but not a strong contingent of alums there (yet).

WmcAdams: Thanks DH. Will try to help change that in future.

Daniel B.: Are there opportunities to learn about sustainable real estate and its future?

TravisS_KFBS2010: Daniel B. - There is actually a sustainability career fair this Friday recruiting interns and full-times. Net Impact Club is also involved in getting speakers on campus, and there are several classes that focus on it.

James A.: Travis, where is the career fair being held at UNC? or RBC?

TravisS_KFBS2010: At the Carolina Club on campus. It's a joint fair for Duke and UNC grad students.

William_KFBS2010: Just a couple more minutes left. Any final questions?

D. B.: Will UNC beat Clemson tonight?

D H.: DB, while we have a pretty strong record against clemson in the past 53 years, we will do our best tonight.

James A.: Would it be allowable to drop by and check out the spread?

D H.: james, give me unc and 20.

Tony: When going on a "trek" do you meet with companies in their respective offices?

Matt_KFBS2009: Tony - Sometimes we meet with companies in their offices and sometimes we meet them onsite at one of their projects.

Tony: Thanks Matt_KFBS2009!

John G.: DH - I find myself interested in urban redevelopment and mixed-use. Do you believe the program at KFBS will accommodate this interest? I apologize if a similar question has been asked before.

D H.: John, no worries. i did answer something similar above, and you can check that afterward. We have some strong local presence in urban redevelopment companies (greenfire, scientific properties, empire) and they are frequent speakers in our classes, and we do a lot of site visits to discuss specific problems and opportunities with urban redevelopment and development.

Daniel B.: Thanks to TS and all students/faculty/alums.

Aaron K.: Thank you to all the students, professors, and other faculty for their time and knowledge. I look forward to visiting the campus and interviewing for admission in 2009.

Matt B.: Dr H - with my background in property management would it be practical (or even possible) to take on a second concentration in perhaps corporate finance in order to shore up my finance credentials for real estate investment....of will I be fully prepared by the RE fiannce/investment track?

D H.: matt, absolutely.. Many of our students do a joint concentration, and the corp fin one is popular, as is the entrepreneurship concentration.

Jon D.: Thanks everyone for your time, very informative

Kari P.: Thank you for hosting this chat- it has been extremely informative!

Churchill B.: Thanks everyone - very informative!

Ryan S.: Thanks for your time.

Matt B.: D H - thank you!

Adam H.: Thanks a lot, everyone. Appreciate all of you taking the time to chat with us today.

Rohan S.: Thanks to Prof. Hartzell, current students and alumni for your time and insights on the KFBS Real Estate Program and your knowledge about the industry. Very informative!

D. B.: Thanks everyone! This was very helpful -- especially understanding the types of hiring taking place right now.

Tony: Thanks to everyone for making this an informative session! I hope to see you in August.

William_KFBS2010: We are now out of time. I want to thank everyone for joining us today and hope that we have provided some insight into the RE Development and Finance program at KFBS. As I mentioned the transcript will be posted in about a week and if you have other questions please email admissions_mba@unc.edu. Thank you all and good luck!!!

matthew s.: Thank you all.

James A.: Thank you for the Q & A.

Akash A.: Thank you for your time everyone...

John G.: Dr. Hartzell thank you for your time and knowledge, I hope to speak with you again.

Alan G.: Thanks!

Robert S.: Very informative. Thank you professors, current students & fellow applicants.

Robert L.: Thanks!

Prithviraj M.: Thank u everyone

WmcAdams: Thanks Profs Hartzell & Cumbie and everyone else, this has been great. Didn't think I could be more excited for next year, but I am.