

# PROFILE



# MBA Real Estate: At A Glance

# 10%

OF ALL UNC MBA GRADUATES ENTER REAL ESTATE

### 2016 MBA COMPENSATION

	Mean	Median
BASE SALARY	\$111,922	\$110,000
SIGNING BONUS	\$24,441	\$22,500

### CAREER PATHS

DEVELOPMENT	37%
INVESTMENT MANAGEMENT	25%
INVESTMENT BANKING	18%
OTHER (REITS)	20%

( PAST 7 YEARS )

- DEVELOPMENT
- INVESTMENT MANAGEMENT/ PRIVATE EQUITY
- INVESTMENT BANKING
- REAL ESTATE INVESTMENT TRUSTS
- FINANCE (LENDING)
- FINANCE (CMBS)
- CORPORATE REAL ESTATE
- CONSULTING
- ASSET MANAGEMENT

### SELECT EMPLOYERS

- ALLIANCE RESIDENTIAL
- AVALONBAY COMMUNITIES
- BOFA MERRILL LYNCH
- BOSTON PROPERTIES
- EASTDIL SECURED
- EDENS
- GREYSTAR
- HINES
- JBG
- JP MORGAN
- METLIFE
- MORGAN STANLEY
- PRUDENTIAL
- RELATED COMPANIES
- TISHMAN SPEYER
- USAA REAL ESTATE
- WELLTOWER
- WOOD PARTNERS

The UNC Kenan-Flagler MBA Real Estate program delivers a “Real-World Real Estate” experience to our students. Leveraging innovative programming including our student-managed real estate private equity fund and hands-on capstone development course, invested faculty and staff, and engaged alumni across the nation, we prepare graduates for a wide array of real estate positions in nearly every corner of the industry.

### CLASSES OFFERED

- ▶ Real Estate Process
- ▶ Real Estate Development Process (includes capstone project)
- ▶ Financing Real Estate in Today's Capital Markets
- ▶ Real Estate Macroeconomics and Securities Markets
- ▶ Real Estate Fund Management
- ▶ International Real Estate Investment
- ▶ Real Estate Law
- ▶ Real Property Decisions
- ▶ Real Estate Finance

### KEY RESOURCES

#### UNC REAL ESTATE CONFERENCE

This annual conference is organized by the Wood Center for Real Estate Studies and brings industry leaders to Chapel Hill for a lively discussion of current real estate trends.

#### UNC REAL ESTATE DEVELOPMENT CASE CHALLENGE

UNC Kenan-Flagler Business School hosts a spring Case Challenge for 16 of the top MBA programs from around the world. Our students also participate in case competitions around the nation.

#### REAL ESTATE STUDENT INVESTMENT FUNDS

Tenure as a manager on the Funds provides select students with hands-on experience in the operation of a private investment fund with the opportunity to establish personal and professional relationships with national real estate developers and investors.

#### REAL ESTATE CAREER DEVELOPMENT PROGRAM

A progressive series developed by the MBA Career Management Center and MBA Real Estate Club to enhance our student job search outcomes. Covering both technical industry training as well as job search strategies, the series is delivered by a mix of faculty, staff, alumni and fellow students.



### FULL-TIME EMPLOYMENT LOCATIONS

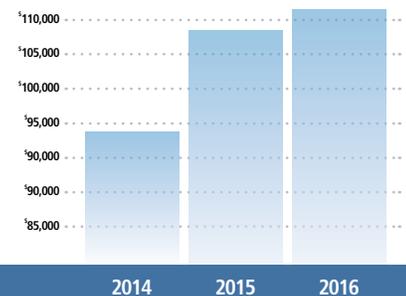
2012 - PRESENT

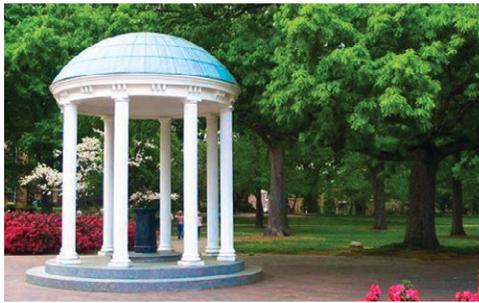


**LARGEST MARKETS:**  
ATLANTA, CHARLOTTE, DC,  
NYC, RALEIGH-DURHAM

**RISING MARKETS:**  
BOSTON, CHICAGO, DALLAS, DENVER,  
LOS ANGELES, MIAMI, NASHVILLE,  
SAN FRANCISCO, SEATTLE

### AVERAGE REAL ESTATE BASE SALARY





## PROFESSIONAL DEVELOPMENT AND EXPERIENTIAL LEARNING OPPORTUNITIES

**CAREER TREKS** - Coordinating with academic coursework, career treks offered throughout the year to multiple cities give access to top real estate employers and projects. Recent cities include Atlanta, Charlotte, Dallas, Houston, Miami, Nashville, New York City, Philadelphia, Raleigh-Durham, San Francisco and Washington, D.C.

**REAL ESTATE GLOBAL IMMERSION ELECTIVE** - Offered most years, this for-credit elective provides our real estate students with a global perspective of real estate markets beyond our borders. Recent visits include Brazil, Cuba, Chile, Panama, Russia and the UK.

**MENTORING** - From peer to peer counseling to UNC Real Estate alumni, our students have extraordinary access to mentors. Each incoming real estate student will be matched with both a senior real estate alum as well as a second-year real estate student, providing plenty of opportunity for mentoring and growth.

**FINANCIAL MODELING** - To kick-start our students' real estate acuity in Excel modeling, a day of real estate modeling is organized by the Wood Center for first-year students.

**ARGUS CERTIFICATION** - Each year this real estate software company is brought to campus to provide a rigorous multiday class leading to certification.

**INDUSTRY ASSOCIATION INVOLVEMENT** - The Wood Center provides funding for each real estate student to join those real estate associations the student feels will provide him/her the most access to industry meetings and conferences.

**FUNDING FOR STUDENT DEVELOPMENT PROJECTS** - The Wood Center and UNC Kenan-Flagler provide funding for both project expenses and earnest money deposits in the program's capstone development class, making for a real-world learning experience.

**SPEAKER SERIES** - With access to a large and high-level real estate alumni group and industry leaders, a speakers series is developed each year to showcase speakers who can provide an informative viewpoint on current real estate topics.

**BROWN BAG LUNCHES** - Organized by the MBA Real Estate Club and the real estate faculty and staff, time between classes is used to present real estate topics in a speaker or open discussion format.

**SPEED NETWORKING** - The MBA Real Estate Club organizes an annual event to further develop and refine quintessential networking skills.

**UNC REAL ESTATE ALUMNI NETWORK** - As one of the School's most engaged alumni networks, the community actively organizes multiple events across major geographies. In addition, members share job openings, news and relevant information through various social media platforms.

LEARN MORE ABOUT THE  
UNC KENAN-FLAGLER MBA REAL ESTATE PROGRAM  
[WWW.REALESTATE.UNC.EDU](http://WWW.REALESTATE.UNC.EDU)

The Leonard W. Wood Center for Real Estate Studies exists to enrich the real estate experience at UNC Kenan-Flagler for our students, faculty, alumni and employers.

The Wood Center and its advisory board focus on the overall strategy of the program and curriculum issues to ensure that students are learning state-of-the-art analytical techniques and applications. In addition, the Wood Center helps students in their internship and career searches.

*"To stay on top of changes in the real estate industry, our curriculum is continuously changing. We focus on the practical by offering students increasing levels of real-world exposure to the real estate industry and its issues."*

**- Dr. David Hartzell**  
Steven D. Bell and Leonard W. Wood  
Distinguished Professor in Real Estate  
Director of the Leonard W. Wood  
Center for Real Estate Studies



**UNC**  
KENAN-FLAGLER  
BUSINESS SCHOOL

Shaping Leaders & Driving Results®

### Leonard W. Wood Center for Real Estate Studies

UNC Kenan-Flagler Business School  
Campus Box 3440, The Kenan Center, Suite 401  
Chapel Hill, NC 27599-3440 USA

[realestate@unc.edu](mailto:realestate@unc.edu)

P | 919-962-3219

F | 919-843-9178

 @UNCREALESTATE