

# REAL ESTATE

Develop your career from the ground up.

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.

## EDUCATIONAL RESOURCES

### UNC Real Estate Conference

Organized by the Wood Center for Real Estate Studies, the conference brings industry leaders to Chapel Hill for a lively discussion of current real estate trends.

### Real Estate Career Development Program

A progressive series developed by the MBA Career & Leadership team and MBA Real Estate Club to enhance 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.

“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.”

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



## EXPERIENTIAL LEARNING

### UNC Real Estate Development Case Challenge

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



### 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 Global Immersion Elective

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, Colombia, Dubai, Israel, Panama, Russia and the UK.

## SELECT COURSES OFFERED

- » Cases in Real Estate
- » Construction
- » Financing Real Estate in Today's Capital Markets
- » International Real Estate Investment
- » Real Estate Development Process (and capstone project)
- » Real Estate Finance
- » Real Estate Fund Management
- » Real Estate Law
- » Real Estate Modeling
- » Real Estate Process



## PROFESSIONAL AND CAREER DEVELOPMENT

### Career Treks

Coordinated with academic coursework, career treks give students 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.

### 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.

### Argus Certification

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 professionals.

### Speaker Series

With access to a large and high-level real estate alumni group and industry leaders, a speaker series showcases experts who provide informative viewpoints 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.

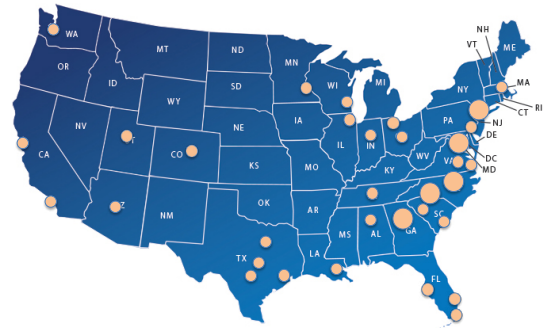
### Speed Networking

The MBA Real Estate Club organizes this event to further develop and refine quintessential networking skills.

### 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.

## Full-Time Employment Locations (2012 - Present)



**Largest Markets:** Atlanta, Charlotte, New York City, Raleigh-Durham, Washington, D.C.

**Rising Markets:** Boston, Chicago, Dallas, Denver, Los Angeles, Miami, Nashville, San Francisco

## CAREER PATHS IN REAL ESTATE

- » Asset Management
- » Consulting
- » Corporate Real Estate
- » Development
- » Finance (CMBS)
- » Finance (Lending)
- » Investment Banking
- » Investment Management/Private Equity
- » Real Estate Investment Trusts

## KEY EMPLOYERS

- |                         |                          |
|-------------------------|--------------------------|
| » AvalonBay Communities | » JBG-Smith              |
| » Bank of America       | » JPMorgan               |
| » Barings               | » KKR                    |
| » Boston Properties     | » Morgan Stanley         |
| » Cousins Properties    | » Nuveen                 |
| » Credit Suisse         | » USAA Real Estate       |
| » Goldman Sachs         | » Wells Fargo Securities |
| » Greystar              | » Welltower              |
| » Hines                 | » Wood Partners          |

## COMPENSATION\*

BASE SALARY	SIGNING BONUS	TOTAL
\$125,687	+ \$29,751	= \$155,438

\*Mean compensation in 2021 for UNC Kenan-Flagler Full-Time MBA graduates