

# 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,  
Faculty Founder of the Leonard W. Wood Center for Real Estate Studies



## EXPERIENTIAL LEARNING

### UNC Real Estate Development Case Challenge

The Wood Center for Real Estate Studies hosts a spring Case Challenge, sponsored by Hines, for 16 top U.S. MBA programs. 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 Argentina, Brazil, Cuba, Chile, Colombia, Dubai, Israel, Panama and Uruguay.

## SELECT COURSES OFFERED

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



## PROFESSIONAL AND CAREER DEVELOPMENT

### Wood Center for Real Estate Studies

The Wood Center supports the student journey by coordinating the academic, career, co-curricular and social opportunities, offering real estate concentrators the most comprehensive level of engagement and stewardship within the rigorous full-time MBA program.

### Career Treks

Coordinated with academic coursework, career treks give students access to top real estate employers and projects. Recent cities include Atlanta, Charleston, Charlotte, Dallas, Miami, Nashville, New York City, 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 a senior real estate alum as well as a second-year real estate student, providing plenty of opportunity for mentoring and growth.

### Argus Certification

Argus offers an elective weekend training course and certification opportunity to students at a reduced rate.

### Industry Association Involvement

The Wood Center provides funding for each concentrator to join the real estate associations most applicable to their career growth, including ULI, NAIOP, ICSC and others.

### 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.

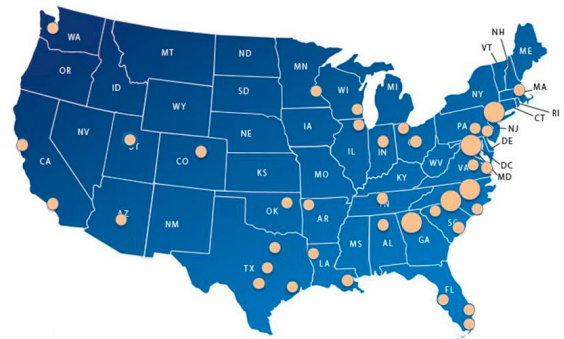
### Executives in Residence Program

Senior C-Suite executives from development, REIT, investment, and asset management firms provide one on one advice and guidance for students.

### Alumni Network

As one of the School's most engaged alumni networks, Tar Heel real estate professionals actively organize multiple events across major geographies, expanding the reach of our UNC community. In addition, alumni enthusiastically mentor, advise and hire current students.

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



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

## 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

- |                         |                             |
|-------------------------|-----------------------------|
| » Affinius Capital      | » Morgan Stanley            |
| » AvalonBay Communities | » Nuveen                    |
| » Bank of America       | » Prologis                  |
| » BXP                   | » Rangewater                |
| » Crescent Communities  | » The Johnson Group         |
| » Greystar              | » Trammell Crow Company     |
| » Hines                 | » Trammell Crow Residential |
| » Invesco               | » Wells Fargo Securities    |
| » JBG-Smith             | » Welltower                 |
| » JPMorgan              | » Wood Partners             |

## COMPENSATION\*

BASE SALARY	SIGNING BONUS	TOTAL
\$146,779	+ \$34,555	= \$181,334

\*Mean compensation in 2023 for UNC Kenan-Flagler Full-Time MBA graduates