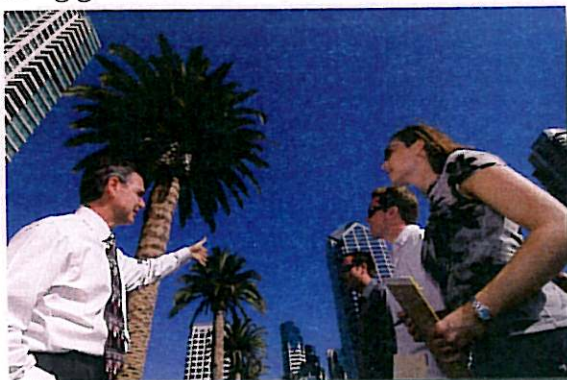


Whatever area you're interested in, you'll have access to these unique University of San Diego real estate assets:

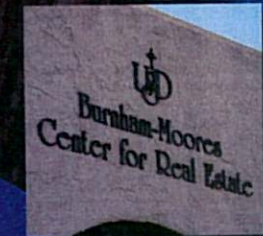
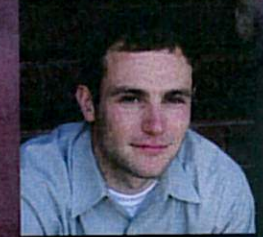
Burnham-Moores Center for Real Estate: As a Center of Excellence within USD's School of Business Administration, the Burnham-Moores Center's mission is to deliver outstanding education, industry outreach, career services and cutting-edge research to advance socially responsible leadership in real estate. The center has several industry committees of real estate executives who have a vested interest in helping you become a successful real estate professional.

Real Estate Society: Students who are interested in studying real estate are welcome to join the Real Estate Society, a 200-plus member student organization that provides resources and information to students on real estate careers. Meetings are held once a month and feature real estate professionals who share their industry experience and insight with students.

Sustainable Real Estate Research: As a real estate student, you will gain in-depth exposure to the rapidly developing field of sustainable real estate. USD's real estate professors are some of the leading experts in the nation on this topic and are eager to share their knowledge and enthusiasm with you for doing well by doing good.



Is A Real Estate Major For You?



For more information on the
University of San Diego
Real Estate Major
or Real Estate Minor, contact us at:
realestate@sandiego.edu
or 619-260-8803

Burnham-Moores Center
for Real Estate
School of Business Administration
University of San Diego
5998 Alcalá Park
San Diego, Calif. 92110
www.usdrealstate.com

BURNHAM-MOORES
CENTER FOR REAL ESTATE
UNIVERSITY OF SAN DIEGO


University
of San Diego

Is A Real Estate Major For You?

Like many people, when you hear the phrase “real estate careers,” you may think of real estate agents who help people buy and sell homes. In fact, this is just one option in the field of real estate, which encompasses a broad range of exciting and diverse career paths.

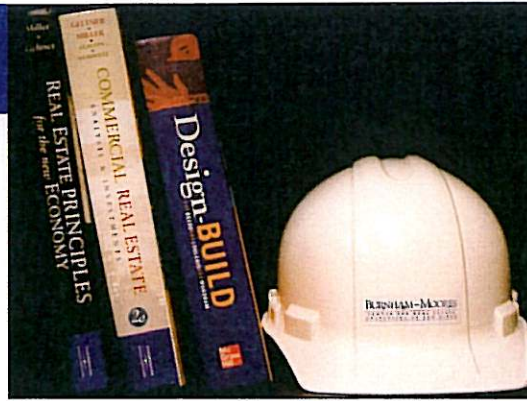
To be successful in these careers, you must be able to analyze, negotiate, plan and market. People skills and a proficiency in technology are also important. While the work is demanding, the pay-off in this dynamic field can be huge since your accomplishments and earnings are often limited only by what you are willing to put into your work.

By pursuing a Real Estate Major through the University of San Diego’s School of Business Administration, you will have a number of rewarding career options available to you when you graduate.

Commercial Investment and Financing

Because large amounts of capital are usually

involved in the acquisition of commercial real estate, investors and lenders conduct a thorough analysis before making their decisions.



Real estate finance professionals may work for a variety of institutions, as lenders, investors, consultants, or for their own portfolios. This career path requires strong analytical skills and a broad understanding of investment markets.

Development

Development is one of the most entrepreneurial career paths in real estate. Developers acquire land, or existing property in need of rehabilitation to create economic, community and social value. Successful developers need to have a high tolerance for risk, strong self-motivation, exceptional creativity and an unshakable work ethic.

Commercial Brokerage and Leasing

Commercial real estate brokers represent buyers, sellers, owners and tenants and must be licensed in the states they do business in. Successful commercial agents can earn executive-level compensation. Commercial brokerage requires a high level of technical knowledge, as well as strong negotiation and people skills.

Property Management

Property managers represent property owners and are charged with maximizing the revenues and productivity of property by controlling rental flows, retaining tenants and managing and contracting all property operations including maintenance and repair.

Property managers must have excellent communication and organizational skills.

Residential Brokerage and Lending

Realtors help people buy and sell homes, and mortgage bankers/brokers help homebuyers obtain financing for their purchases. These professionals need to have a broad knowledge of the local community and neighborhoods; a basic understanding of residential mortgage instruments and legal documents; and the ability to work well with people.

Appraisal

Appraisers are paid to determine the value of property for tax or financing purposes, among other reasons. Their responsibilities include gathering and evaluating all available facts that affect the value of a given property. Appraisers must have excellent analytical and mathematical skills, as well as strong attention to detail.



For more information, visit
www.usdrealstate.com