

MAJOR TO CAREER GUIDE

Real Estate

Lee Business School

Mission of the Lee Business School

To advance the knowledge and practice of business, develop business leaders, and foster intellectual and economic vitality through the creation and dissemination of knowledge and outreach.

Visit this site for more information:

<http://business.unlv.edu/>

About the Real Estate Career

Today's real estate professionals must have a strong understanding of how the business world operates along with specialized skills in real estate valuation, development, financing and investment, and feasibility. The goal of the undergraduate program in Real Estate is to provide an environment in which students will be well trained in all aspects of the real estate industry. The Real Estate curriculum allows students to concentrate their studies on real estate development or finance and investments.

Value of Real Estate Major

Value of Major to the Career: A minimum BSBA majoring in Real Estate is necessary to a successful progression in the Real Estate career field. It is essential preparation for careers in RE development, brokerage and finance.

Organizations Hiring Real Estate Majors

- Development Companies
- Banks
- Brokerage Companies
- Real Estate Finance Companies
- RE Investment Service Consulting

UNLV Academic Advising for Real Estate Majors:

Academic Advisors meet with students about their academic goals and assist in constructing a plan for graduation. Advisors can also help students understand how their experiences at UNLV can lead to a career in their desired field.

Lee Business School Advising Center

Phone: 702-895-3363

Campus Location: BEH 100

<http://business.unlv.edu/LBS-Advising/>

Real Estate Career Options

- RE Research Analyst
- RE Appraiser
- Commercial Banking Associate
- Commercial RE Agent
- Development Associate
- Investment Analyst
- Property Tax Consultant
- RE Agent/Broker
- Risk Analyst
- Site Location/Acquisition Specialist

UNLV Student Organization: Real Estate & Business Society (REBS)

Student Organization supporting the Real Estate career:

The Real Estate & Business Society (REBS) is a professional group dedicated to the enhancement and success of UNLV students. The purpose is to introduce students to business, real estate and its related fields. REBS is made up of motivated individuals who want to make a difference. Viewed as a recruitment ground for young professionals, REBS builds relationships that last a lifetime.

Faculty Advisor: Marcus Conklin
(702) 895-4824 marcus.conklin@unlv.edu

Graduate Program: MBA

Since 1968, the UNLV MBA Programs offer a rich variety of opportunities for anyone interested in the demanding world of business. Technology has changed the structure of how people communicate and interact, and the business world is no different. The MBA Programs provide students with the skills and knowledge necessary to succeed in the fast-paced, always changing world of business through innovative and dynamic programs and courses. The faculty and staff at UNLV are very proud to be your partners in building a successful career. The program is designed to provide a breadth of management and business skills, knowledge and tools to become visionary and creative leaders.

<http://business.unlv.edu/mba>

Helpful Career Information

Employers rate candidate soft skills/qualities in order of importance

- 1 Ability to verbally communicate with persons inside and outside the organization
- 2 Ability to work in a team structure
- 3 Ability to make decisions and solve problems
- 4 Ability to plan, organize and prioritize work
- 5 Ability to obtain and process information
- 6 Ability to analyze quantitative data
- 7 Technical knowledge related to the job
- 8 Proficiency with computer software programs
- 9 Ability to create and/or edit written reports
- 10 Ability to sell or influence others

Source: Job Outlook 2013

Courtesy of the National Association of Colleges and Employers

Visit the Career Occupational Handbook to learn more about a specific occupation:

<http://www.bls.gov/ooh/>

The OCH covers hundreds of occupations and describes: What They Do, Work Environment, How to Become One, Pay, and more. Each profile also includes BLS employment projections for the 2010–20 decade.

Career Exploration/Planning

FOCUS 2: UNLV's computerized assessment that profiles your interests, abilities, and values and helps you find a career that's right for you.

<http://hire.unlv.edu/careerAssessment.html>

Myers-Briggs Type Indicator (MBTI): Assessment designed to identify how you are energized, how you take in information, how you make decisions, and how you approach life.

<http://hire.unlv.edu/careerAssessmentMBTI.html>

Lee Business School Career Services: Provides opportunities for students to gain access to a range of employers, employment information, job search strategies, career planning and coaching.

Location: BEH 210

Phone: 702-895-1139

UNLV Career Services

Career Services encourages ALL UNLV students to take advantage of their services, which include:

- Assistance with developing a career plan and choosing a major
- Career counseling and guidance on building a RESUME
- Preparing for an interview, assistance with job searching and networking.

Phone: 702-895-3495

Campus Location: SSC-A 2nd Floor

<http://hire.unlv.edu/>

Internship Opportunities

Real Estate Internships: The Department of Real Estate seeks to prepare students with the knowledge and skills required for success in business and to promote interaction of faculty and students with the business and academic communities. To accomplish this goal, we arrange internships to provide professional training not available through normal classroom settings. These experiences aid in developing skills, gaining relevant work experience and becoming acquainted with business professionals. Internships are primarily in the industry. See this site for more information:

www.business.unlv.edu/internships

MEDIAN SALARIES BY DISCIPLINE 2010

Career	Salary Range	Median Salary
Real Estate Brokers	\$25,550-\$161,820	\$54,910
Real Estate Sales Agents	\$20,460-\$95,220	\$40,030
Real Estate Appraisers/Assessors	\$25,920-\$90,650	\$48,500
Property, RE & Comm. Assoc. Mgrs.	\$26,180-\$111,320	\$51,840
Construction Mgt.	\$50,240-\$150,250	\$83,860
All Occupations	N/A	\$33,840

Bureau of Labor Statistics, U.S. Department of Labor, *Occupational Outlook Handbook, 2012-13 Edition*, <http://www.bls.gov/ooh/>

UNLV | ACADEMIC
ADVISING
Collaborate to Graduate