

REAL ESTATE

MULTIDISCIPLINARY CONCENTRATION GUIDE

Real Estate is a multidisciplinary concentration which means it must be paired with any functional concentration of your choosing.

A multidisciplinary concentration provides a breadth of exposure regarding a particular industrial sector or an area of business through related courses from within Questrom and across the University. Students interested in Real Estate may be interested in careers in that specific industry. However, this multidisciplinary concentration can also encompass a wide range of areas including: finance, marketing, management, construction, and sales. Having a multidisciplinary concentration allows you to pair your industry interest and knowledge with combined skills to compete in a specific area within the larger Real Estate sector.

A multidisciplinary concentration in Real Estate can lead to a variety of career paths. As such, students are encouraged to select a Functional Concentration that pairs with their area of additional interest. The choices with the more common pairings are Finance, Marketing, Information Systems, and Entrepreneurship & Innovation.

For more information on required courses and to contact a Concentration Faculty Advisor, please visit [here](#).

CORPORATE REAL ESTATE & DEVELOPMENT

Corporate Real Estate professionals are experts in a wide range of disciplines including acquisitions, leasing, dispositions, facilities management, workspace design, finance, among others. The types of companies that hire corporate real estate professionals are generally large corporations with extensive real estate holdings. They include publicly traded companies and large privately-owned companies, both domestic and international. Corporate real estate professionals must learn to adapt what they've learned about real estate to the specific needs and interests of their company. Real estate professionals who can identify value unique to a specific company are highly sought after in corporate real estate.

Careers Include: Real Estate Analyst, Client Manager, Real Estate Specialist, Cost Manager, Acquisitions Manager

INSURANCE & LENDING

When someone wants to purchase a home, they go to a mortgage lender. When a person or entity wants to purchase property considered "commercial," they typically seek out a lending company that has expertise in that particular type of property. Mortgage brokers act on behalf of clients to find them the best interest rate and terms for a mortgage, either on a private residence or a commercial property. When an individual or business entity seeks funding for a real estate project or purchase, the loan request is reviewed by an underwriter to determine how much risk the lender is willing to accept.

Careers Include: Property Underwriter, Commercial Lending Officer, Real Estate Analyst, Commercial Property Adjuster, Credit Risk Analyst

FINANCING VENTURES

Real Estate venture capital is a growing industry that invests in a variety of asset classes including commercial real estate, residential real estate, and real estate technology. Venture capitalists and angel investors invest money in young, privately-held companies which show promise of becoming very big and very valuable. Venture capitalists look for a strong management team, a large potential market, and a unique product or service with a strong competitive advantage. They also look to own a large percentage of the company so that they can influence its direction. Early stage investors typically take a very active role in helping the company grow in an effort to increase the value of their investments.

Careers Include: Venture Capital Analyst, Private Equity Analyst, Portfolio Manager, Investor Relations Associate, Property Sales Professional, Operational Due Diligence Associate

BANKING

Real Estate Investment Banking (REIB) is a specialized division within an investment bank that advises clients on mergers and acquisitions, divestitures, and capital raising services. These firms provide clients with crucial risk analysis, underwrite deals, assist in property sales, and may provide budgeting or market analysis as part of the advisory service. Clients are primarily real estate companies and firms categorized as Home Builders, Lodging, Gaming, and Real Estate Investment Trusts (REITs). This competitive career path seeks new professionals with strong analytical and interpersonal skill sets that can thrive in fast-paced, entrepreneurial environments.

Careers Include: Investment Banking Analyst, Investment Banking Associate, Project Analyst, Finance Analyst, Client Manager

APPRAISAL & MARKET ANALYSIS

Real Estate Appraisal and Market Analysis are property valuation methods necessary when considering commercial or residential property investment. Real Estate market analysis, also known as comparative market analysis, compares specific property features to comparable properties that allows the investor to develop target pricing. Appraisal is a second form of valuation conducted by a licensed, objective appraiser that is often required by lenders in order to determine the maximum loan amount for the property. Both valuation methods are important when buying and selling real estate.

Careers Include: Real Estate Valuation Analyst, Valuation Consultant, Appraisal Analyst, Market Research Analyst, Real Estate Broker

CLASSES TO CAREER GRID

Interested in seeing how different career paths connect back to the classes you take? Take a look at the grid below to help you strategize which classes will help you build the skills and knowledge you need to meet your career goals.

CLASS	CORPORATE REAL ESTATE & DEVELOPMENT	INSURANCE & LENDING	FINANCING VENTURES	BANKING	APPRAISAL & MARKET ANALYSIS
QST FE 469 Real Estate Finance	×	×	×	×	×
QST SI 469 Real Estate Development	×		×		×
QST LA 360 Real Estate Law	×	×	×	×	
CAS AH 201 Understanding Architecture	×		×		×
CAS AH 387 Boston Architecture & Urbanism			×		×
CAS AH 399 History of Landscape Architecture	×				
CAS AH 309 Boston: An Ethnographic Approach	×	×			
CAS SO 306 Boston's People & Neighborhoods	×	×	×	×	
CAS GE 201 Economic Geography		×	×	×	×
CAS GE/IR 304 Sustainable Development			×	×	×
CAS GE 309 Intermediate Environmental Analysis		×	×		
CAS GE 475 Urban Ecology		×	×	×	×
ENG EK 225 Intro to Energy Conservation			×	×	×
SHA HF 314 Hospitality Market Feasibility	×	×		×	×
SHA HF 315 Fundamentals of Hotel RE Deals	×	×		×	×

INTERNSHIP AND JOB SEARCH RESOURCES

- [Vault](#)
- [Pardee Library](#)
- [Indeed.com](#)
- [Simply Hired](#)
- [Internships](#)
- [Glassdoor](#)
- [Property, Real Estate, Community Association Managers](#)
- [Real Estate Brokers](#)
- [Real Estate Agents](#)
- [REFA](#)
- [Urban Land Institute](#)
- [Select Leaders](#)

POPULAR EMPLOYERS

Accredited Home Lenders

High Street Partners

Bank of America

Jones Lang Lasalle (JLL)

Boston Properties

Liberty Mutual

Cabot Properties

Marcus & Millchap

CBRE

Newman Knight Frank

Colliers International

T.R. Engel Group, LLC

Cushman & Wakefield

Wells Fargo

GID

Grubb & Ellis

The HYM Investment Group

NEXT STEPS

QUESTROM/BU CLUBS

Joining clubs is a great way to gain experience and build your professional network. Below is a specific club within Questrom for those interested in Real Estate.

For a complete list of business specific Questrom Clubs, please visit [here](#) and for a list of BU wide clubs that offer organizations across larger interest areas ranging from health to nonprofits, please visit [here](#).

- Real Estate Club
Email burealestateclub@gmail.com for more information

PROFESSIONAL ASSOCIATIONS

Professional Associations exist on the regional and national level. They host national conferences discussing relevant topics, networking events and training and professional development opportunities.

If you are interested in careers in Real Estate here are some professional associations, you may want to consider joining:

- [National Association of Realtors](#)
- [National Association of Real Estate Brokers](#)
- [Greater Boston Real Estate Board](#)
- [Urban Land Institute](#)
- [National Association of Industrial and Office Properties \(NAIOP\)](#)
- [Real Estate Finance Association \(REFA\)](#)
- [Corporate Real Estate Network \(CoreNet\)](#)

LINKEDIN GROUPS

LinkedIn is a crucial part of anyone's job search and networking strategy, and one of the most underutilized pieces are groups. On LinkedIn groups you can develop more targeted networks on various criteria including location, industry, function and more!

Below is a list of sample LinkedIn groups Real Estate concentrators may want to consider, for more assistance on using this feature please make an appointment with a UDC Career Advisor at bu.joinhandshake.com:

- The Real Estate Networking Group
- Real Estate Professionals Group
- Real Estate Investment Group
- Real Estate Professionals and Vendor Network