



What to do with your major in Real Estate...

Not sure what to do with your major? No worries! Linking a major to a career is a challenging process for many undergraduate students. Below you will find information to help you start the process.



Typical Entry-level Job Titles

- Real Estate Agent
- Mortgage Analyst
- Market Specialist
- Investment Analyst
- Securities Lending Specialist
- Lease Administrator

Jobs for Graduates with Experience

- Asset/Portfolio Manager
- Investment Banker
- Property Manager
- Associate Investment Consultant
- Acquisitions Director
- Real Estate Broker



Overview of Typical Career Paths

Corporate Real Estate

Corporate real estate management involves maximizing the firm's value of resources devoted to space needs. In addition, corporate real estate heads often deal with site analysis, buy versus lease decisions, acquisition and disposition, portfolio refinancing and sale leaseback arrangements, property tax appeals and a host of facility management decisions.



Brokerage and Leasing

The outlook for residential brokers and agents is positive, thanks to use of internet and intranet technology in marketing to buyers and sellers. Commercial brokerage requires people skills and a higher level of technical business knowledge. Most successful commercial agents need at least an undergraduate education and many have graduate degrees in business. Continued education is available through a variety of trade associations. They must closely watch markets to anticipate economic trends affecting the real estate industry

Mortgage and Construction Lending

Mortgage lenders specialize by size of loan and property types, like developers or commercial brokers. Primary lenders for residential single family include mortgage companies that resale loans in the secondary mortgage market, as well as commercial banks, savings institutions and credit unions.



ENTRY-LEVEL JOB TITLES of RECENT FOX SCHOOL UNDERGRADUATE REAL ESTATE MAJORS

Accounting Manager
Accounting Representative
Assistant Management Accountant
Assistant Buyer
Associate Financial Planner
Billing Coordinator
Business and Finance Assistant
Business Assistant
Client Delivery/Operations Analyst
Commercial Banking Analyst
Commercial Real Estate Appraiser
Commercial Underwriter
Configuration Analyst
Cost and Billing Analyst
Credit Manager
Customer Marketing Coordinator
Finance Professional
Finance Services Associate
Finance Services Representative
Financial Advisor
Financial Examiner
Financial Reconciliation Analyst
Financial Representative
Financial Services/Planning
Fund Accounting Associate
HR Coordinator
Insurance Underwriter/Service Coordinator

International Trade Associate
Investment Analyst
Investment Banking Operations Analyst
Investment Service Advisor
Jr. Loan Officer
Junior Financial Analyst
Lease Administrator
Lending Specialist
Management Services Analyst
Management Trainee
Market Risk Analyst
Market Specialist
Marketing Associate
Mortgage Analyst
Mutual Fund Tracking Analyst
Operations Analyst
Practice Manager
Professional Development Program
Program Control Analyst
Real Estate Agent
Real Estate Financial Analyst
Reality Specialist
Research Analyst
Residential Real Estate Agent
Retail Leadership Development Program
Securities Lending Operations Specialist
Senior Pharmacy Technician
Technician Aide

EMPLOYERS THAT HAVE HIRED FOX SCHOOL UNDERGRADUATE REAL ESTATE MAJORS

Acre Mortgage
American Financial Realty Trust
ARAMARK Corporation
AXA Advisors, LLC
Bank of America
Bearoff & Company
Brandywine Construction & Management, Inc
Capmark Finance, Inc.
Citi
Coldwell Banker
Comcast Corporation
Creative Financial Group
Cushman & Wakefield, Inc.
Drug Enforcement Administration
Enterprise Holdings
Equity One
First Investors Corporation
GlaxoSmithKline
GMAC Mortgage
Grosvenor Investment Management
GSA (U.S. General Services Administration)
Hitt Contracting
ING Financial Partners
Johnson & Johnson Family of Companies
JPMorgan Chase
Keller Williams Real Estate
KPMG
LaFrance Corporation
Leroy Kean Real Estate Corporation
Lincoln Financial Group
Llenrock Group
Lockheed Martin
MacKee Inc.
Manhattan Apts. Leasing Agency
Merrill Lynch
MetLife
Morgan Stanley

Nationwide Insurance
Northrop Grumman
Northwestern Mutual Financial Network
NWJ Companies
O'Neill Properties Group
PernaFederick Commercial Real Estate
Philadelphia District Attorney's Office
Philadelphia Housing Authority
Philadelphia Orchestra
Philadelphia School District
Pocono Motor Sports - Yamaha
PricewaterhouseCoopers
Prudential Financial
Prudential Fox & Roach Realtors
Raytheon Company
RealWinWin, Inc.
RollIRA
RTD Financial Advisors, Inc.
SallieMae
SEI
Selective Insurance Group
Stanley Laman Group
Temple University Health System
Terry Realty Inc.
TGM Associates
The Galman Group
The Louis Berger Group
The Temple News
Toppers Spa Salon
Tullett Prebon
U.S. Department of Commerce
Verizon Wireless
Wachovia Securities
Walgreens
Wawa Inc.
Wells Fargo
Wolfington Network

Professional Real Estate Associations

Rho Epsilon - Temple Real Estate Fraternity

National Association of Realtors

Pennsylvania Residential Owners Association (PROA)

Diversified Real Estate Investors Group (DIG)

Central Pennsylvania Landlord Association (CPLA)

Capital Area Rental Property Owners Association (CARPOA)

National Association Independent Real Estate Brokers

National Real Estate Investors Association

National Association of Real Estate Brokers

Extra Real Estate Links

[American School of Real Estate Express](#)

[Bureau of Labor Statistics - Real Estate](#)

[Century 21 - Real Estate Careers](#)

[Prudential - Real Estate Careers](#)

[RE/MAX - Real Estate Jobs](#)

[GMAC - Starting a Real Estate Career](#)



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