

## Real Estate Employment Report 2017

The USC Price School offers two highly distinguished degrees in real estate:

- Dollinger Master of Real Estate Development (MRED): A one-year, full-time graduate degree preparing students for key positions in real estate development and investment.
- Bachelor of Science in Real Estate Development (BRED): A broad-based undergraduate degree with marketable skills in real estate principles, real estate finance and investment, market analysis, underwriting, land use policy, and design.

The USC Price School offers a comprehensive set of professional development activities to engage our students with the real estate industry. These efforts help our students make better-informed decisions about their career interests and take advantage of opportunities leading to internships and full-time employment.

This report summarizes salaries and placement for our 2016-17 graduates.

### Full-time Employment: Average Salaries and Real Estate Sector Distribution

#### *Dollinger Master of Real Estate Development*

Sector	Number	% of Class	Annual Salary Range	Average Salary	Average Annual Bonus
Asset Management /Investment	5	19%	\$90,000 - \$150,000	\$115,000	\$49,000
Development	15	55%	\$85,000 - \$150,000	\$106,000	\$25,000
Finance	2	7%	Unreported	-	-
Unreported/Other	5	19%			

#### *Bachelor of Science in Real Estate Development*

Sector	Number	% of Class	Annual Salary Range	Average Salary	Average Annual Bonus
Asset Management /Investment	4	20%	\$50,000 - \$65,000	\$58,250	\$14,700
Development	1	5%	\$50,000	\$50,000	\$5,000
Finance	2	10%	\$50,000 - \$65,000	\$57,500	\$23,000
Services: Brokerage	4	20%	\$40,000 - \$62,000	\$54,000	\$10,000
Other: Grad School Non-Real Estate	4	20%			
Unreported	5	25%			

## Undergraduate Internships: Summer 2017

BRED students are required to complete at least one internship during their undergraduate studies at USC. We encourage our students to complete additional real estate internships to gain wider exposure to the profession and apply skills learned in the classroom across various real estate sectors.

Summer 2017 marked the end of the second year for the BRED program's existence. We conducted an initial survey of our students to learn more about their summer internship experience.

<b>Sector</b>	<b>Number</b>	<b>% Paid Internships</b>	<b>Average Hourly Pay Rate</b>
Asset Management/Investment	14	92%	\$16.90
Development	17	76%	\$15.75
Finance	8	100%	\$17.45
Services: Brokerage, Consulting	22	80%	\$14.73
Other: Non-Real Estate	8	75%	\$12.70

## Firms Recruiting/Hired Through USC Price School

AECOM Capital	DLJ Real Estate Capital Partners	Meritage Homes
AEW Capital Management	Douglas Emmett	Mesa West Capital
AKT Investments, Inc.	Dunbar Investments	MetLife Real Estate Investors
AMCAL Multi	Eastdil secured	Natixis
American General Services Group	Ecklin Development	The Olson Company
American Realty Advisors	Emerald Fund	OpusBank
Ampert Development	Empire Property Group	Pacific Urban Residential
Ascentris	Equity Office	PacificWest Asset Management
Bank of America	The Ezralow Company	Paragon Commercial Group
Bank of Hawaii	Fifteen Group Capital	Phoenix Realty Group
Bank of the Ozarks	FivePoint Holdings	Primestor Development
Bellwether Asset Management	FTI Consulting	Princeton Holdings
Berkeley Point Capital	Green Street Advisors	Prologis
Berkshire Hathaway Home Services	Greystar	Proper Hospitality
BRC Advisors	Guggenheim Partners	The Ratkovich Company
Brookfield Property Partners	Hackman Capital	Regency Centers
Brookfield Residential	Harsch Investment Properties	Rialto Capital Management
California Home Builders	HFF	Ridge Development
Calmwater Capital	Hogan Associates Real Estate	Rising Realty Partners
Camden Property Trust	Holland Partner Group	Rockwood Capital
Canfield Development	Houlihan Lokey	Rosano Partners
Caruso	ICO Group of Companies	The Ruth Group
CBRE	IDS Real Estate Group	Sands Investment Group
CBRE Global Investors	Intercontinental Real Estate Corporation	Sares-Regis Group
CIM Group	JLL	Skya Ventures
CIT Bank	Johnson Development Associates	SummerHill Apartment Communities
citizenM Hotels	Karlin Real Estate	Sweetgreen
City Ventures	Kearny Real Estate Company	Thorofare Capital
Clippinger Investment Properties	Kennedy Wilson	Toll Brothers
Colliers International	Kilroy Realty	TRC
Colony NorthStar	Korda Group	TruAmerica Multifamily
CommonWealth Partners	Landsea USA	U.S. Bank
CrossHarbor Capital Partners	Lee & Associates	UBS Realty Investors
DCT Industrial Trust	Lincoln Property Company	Urban Commons
Dedeaux Properties	Macerich	Urban Offerings
Dekel Capital	Majestic Realty	Walker & Dunlop
Descansando Properties	Marcus & Millichap	Watt Companies
Deutsche Bank Securities	Marcus & Millichap Company	Wells Fargo
The Dinerstein Companies	Matthews Real Estate Investment Services	Westbrook Partners
		Westport Capital Partners
		Wood Partners
		Xebec Realty Partners

## Student Resources

### Graduate Real Estate Association

The Graduate Real Estate Association (GREA) is a forum to provide students with exposure to different careers and opportunities in real estate, link members with real estate professionals, and educate students on market trends. Activities include: Alumni Career Panels; site visits to development projects; and networking events with real estate students and alumni.

### Trojan Real Estate Association

The Trojan Real Estate Association (TREA) is an undergraduate student association at USC devoted to the field of real estate. Activities include: Alumni Career Panels; site visits to development projects; Spring Break Career Trek; and networking events with real estate students and alumni.

### Lusk Center Real Estate Industry Night

This annual event—the most significant of its kind in the U.S.—serves as a networking and information gathering session for real estate students from throughout USC. Between 60-80 firms from a wide range of real estate sectors attend, including asset management, banking, brokerage, development, finance, and investment firms. Student members from either the Trojan Real Estate Association or the Graduate Real Estate Association are eligible to participate.

### Real Estate Resume Books

Each year, the Lusk Center publishes and distributes a Resume Book providing information on graduate and undergraduate real estate students who are seeking careers in the real estate industry. The Real Estate Resume Book is circulated to a wide audience in the real estate community and is distributed at Industry Night.

### Lusk Speaker Series

Throughout the academic year, students have the chance to hear from prominent real estate professionals and alumni in an informal seminar setting. These speakers are the key decision-makers in their respective companies and bring the real life perspective to what students learn in the classroom. Although this program is intended to meet educational objectives, these events have given prospective employers a view of our programs and our students.

### Internship Program

Undergraduate students seek to complete internships during the summer or as a part-time position during the school year. These experiences provide valuable on-the-job training.

### Resume Preparation/Career Advising

For MRED and BRED students academic and career advising is provided in tandem, allowing for better coordination between course selection and professional interests.

### For More Information Contact:

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