

Real Estate Employment Report 2021

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 2020-21 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	7	26%	\$100,000 - \$175,000	\$130,800	\$38,300
Development	17	63%	\$94,000 - \$150,000	\$117,300	\$31,300
Other: Planning, Law	3	11%	NA	NA	NA

Knowledge rate: 93%

Bachelor of Science in Real Estate Development

Sector	Number	% of Class	Annual Salary Range	Average Salary	Average Annual Bonus
Asset Management /Investment	8	11%	\$65,000 - \$85,000	\$75,200	\$12,800
Development	12	16%	\$60,000 - \$82,000	\$72,900	\$15,400
Finance	6	8%	\$50,000 - \$80,000	\$66,250	\$20,700
Services: Brokerage, Capital Advisory, Construction, Consulting	28	38%	\$40,000 - \$80,000	\$62,600	\$11,700
Grad School	7	9%			
Non-Real Estate	13	18%			

Knowledge rate: 63%

Undergraduate Internships: Summer 2021

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.

BRED students pursue internships throughout the school year. This report summarizes internships and salaries for Summer 2021.

Sector	Number	% Paid Internships	Average Hourly Pay Rate
Asset Management/Investment	19	79%	\$21.50
Development	18	61%	\$18.40
Finance	2	100%	\$18.00
Services: Brokerage, Consulting	35	60%	\$19.00
Other: Non-Real Estate	13	84%	\$22.00

Firms Recruiting/Hired Through USC Price School

AEW
 American Realty Advisors
 Arch Companies
 Avison Young
 Balboa Retail Partners
 Bellwether Asset Management
 BentallGreenOak
 Berkadia
 Black Creek Group
 The Blackstone Group
 CBRE
 Centre Urban Partners
 City Ventures
 Clarion Partners
 Colliers International
 Cushman & Wakefield

Cypress Office Properties
 DB Capital Management
 Empire Communities
 Ernst & Young
 Goldman Sachs
 Greenlaw Partners
 Greystar
 Hines
 Holland Partners
 Houlihan Lokey
 Hudson Pacific Properties
 IHP Capital
 Irvine Company
 J.P. Morgan Chase & Co.
 JLL
 KB Home
 Kimco Realty Corporation

Link Logistics Real Estate
 Marcus & Millichap
 Mathews Real Estate
 Investment Services
 New Urban West
 Newmark Knight Frank
 NorthMarq
 Overton Moore Properties
 SoLa Impact
 Starwood Capital Group
 TA Partners
 TIAA-Nuveen
 Trammell Crow Company
 Walker and Dunlop
 Watt Investment Partners
 Wood 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.

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. Active members from either the Trojan Real Estate Association and the Graduate Real Estate Association are eligible to participate.

Real Estate 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.

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