

## Real Estate Employment Report 2018

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 2017-18 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	10	30%	\$90,000 - \$125,000	\$109,000	\$26,000
Development	19	57%	\$75,000 - \$145,000	\$105,000	\$28,000
Finance	3	10%	Unreported	-	-
Services: Law	1	3%	Unreported	-	-

Knowledge rate: 84%

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

Sector	Number	% of Class	Annual Salary Range	Average Salary	Average Annual Bonus
Asset Management /Investment	5	10%	\$60,000 - \$85,000	\$70,000	\$17,500
Development	3	6%	\$65,000 - \$75,000	\$68,700	\$10,000
Finance	8	16%	\$55,000 - \$80,000	\$66,000	\$14,800
Services: Brokerage, Construction, Consulting	16	33%	\$40,000 - \$80,000	\$62,800	\$25,000
Grad School	3	6%			
Non-Real Estate	14	29%			

Knowledge rate: 78%

## Undergraduate Internships: Summer 2018

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 2018.

<b>Sector</b>	<b>Number</b>	<b>% Paid Internships</b>	<b>Average Hourly Pay Rate</b>
Asset Management/Investment	16	81%	\$15.90
Development	25	76%	\$16.20
Finance	3	100%	\$25.00
Services: Brokerage, Consulting	44	75%	\$15.90
Other: Non-Real Estate	13	77%	\$14.40

## Firms Recruiting/Hired Through USC Price School

AEW Capital Management  
American Realty Advisors  
Arc Capital Partners  
Ascentris  
Bank of America Merrill Lynch  
Barings  
Beach City Capital  
Bellwether Asset Management  
Brookfield Properties Development  
Brookfield Residential  
Calmwater Capital  
CBRE  
CBRE Global Investors  
CenterCal Properties  
CIM Group  
CIT Bank  
City Ventures  
CityView  
Clarion Partners  
Colliers International  
Colony Capital  
Cushman & Wakefield  
Dekel Capital  
DivcoWest  
Douglas Emmett  
Eastdil Secured  
Emmes  
Equity Office  
Five Point Holdings  
George Smith Partners  
Green Street Advisors  
Greystar

Haven Realty Capital  
HFF  
Hines  
Holland Partner Group  
HR&A Advisors  
Industrial Realty Group  
Irongate  
Irvine Company  
J.P. Morgan  
JLL  
Johnson Development Associates  
KB Home  
Kennedy Wilson  
Kilroy Realty  
Lendlease  
Lennar  
Lincoln Property Company  
Lyon Living  
Mack Real Estate Development  
Majestic Realty  
Marcus & Millichap  
Matthews Real Estate Investment Services  
Melia Homes  
Meritage Homes  
Metlife Real Estate  
Union Bank  
NAI Capital  
New Urban West  
Newmark Knight Frank  
Newport Pacific Land  
Oak Road Capital  
The Olson Company

Orrick, Herrington & Sutcliffe  
Pacific Urban Residential  
Paragon Commercial Group  
Pardee Homes  
Pendulum Property Partners  
PNC  
QIC Global Real Estate  
QuadReal  
RedBridge Capital  
Regency Centers  
Related Companies  
Rexford Industrial  
Rising Realty Partners  
RobertDouglas  
Rockwood Capital  
The Roxborough Group  
SARES•REGIS Group  
Starwood Capital Group  
Stockdale Capital Partners  
TA Realty  
Thorofare Capital  
Toll Brothers  
Trammell Crow Company  
TRC Retail  
TRI Pointe Homes  
TruAmerica Multifamily  
Tutor Perini  
U.S. Bank  
Watt Companies  
Wells Fargo  
Westar Associates  
Westfield  
Xebec Realty Partners  
Zions Bancorporation

## 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:

Sonia Savoulian  
Associate Director, Programs in Real Estate  
USC Price School  
[sonias@usc.edu](mailto:sonias@usc.edu)

Russ Sommer  
Program Administrator, Programs in Real Estate  
USC Price School  
[rdsommer@usc.edu](mailto:rdsommer@usc.edu)