REAL ESTATE
CROSS FUNCTIONAL CONCENTRATION

Real Estate is a cross functional concentration which means it must be paired with a functional concentration of your choosing. A cross functional 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 cross functional concentration can also encompass a wide range of areas including: finance, marketing, management, construction, and sales. Being a cross functional 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 cross functional 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, Management Information Systems, and Entrepreneurship.

For more information on required courses to complete a Real Estate cross functional concentration please visit HERE.

CORPORATE REAL ESTATE AND 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 are able to identify value unique to a specific company are highly sought after in corporate real estate. Career opportunities include Real Estate Investment Trust’s Operations, Development, Real Estate Appraisal, Real Estate Specialist.

INSURANCE AND 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. Career opportunities include Property Underwriting, Insurance Risk Management, and Commercial and Residential Lending.

FINANCING VENTURES

Venture capitalists and angel investors both invest money in young, privately-held companies which show promise of getting very big and becoming 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 for opportunities in industries that they are familiar with, and the chance 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, so as to increase the value of their investments. Career Opportunities include Venture Capital or Private Equity analyst, Brokerage Investment and Property Sales, Portfolio Management and Financial Analyst.
POPULAR CAREER PATHS

Many graduates choose typical career paths associated with this major. However, some graduates choose unrelated careers that utilize skills and experiences developed during their time in college. Some fields may require further training or study. Below are a small sample of career paths, but is not a comprehensive list of all the options.

It is important to remember that Healthcare and the Life Sciences can have a variety of different positions within the industry. Everything from Finance to Human Resources positions are available and it is important to consider what function you’d most like to pursue within the industry.

- Brokers/Agents/Sales
- Commercial lending/Financial analysts
- Property management
- Property Underwriting
- Real estate appraisal
- Real estate management
- Rotational or Leadership Development Programs
  - EX: Commercial Real Estate Analyst Program

**Rotational and Leadership Development programs are usually 2-3 year training programs that can be valuable for undergraduates to launch into their career. More information about the types of programs and the industries they are available in can be found on the Feld Center’s site [HERE](#).

INTERNSHIP AND JOB SEARCH RESOURCES

- Vault
- Pardee Library
- Indeed
- Simply Hired
- Internships
- Glassdoor

Career Descriptions

- Property, Real Estate, Community Association Managers
- Real Estate Brokers
- Real Estate Agents

POPULAR EMPLOYERS

You can use your accounting degree in a number of different industries, below is a list of sample employers that recruit at Questrom and are looking for students who concentrated in finance:

- Accredited Home Lenders
- Grubb & Ellis
- T.R. Engel Group, LLC
- Bank of America
- Liberty Mutual
**Questrom/BU Clubs:** Joining clubs is a great way to gain experience and build your professional network. Below are specific club(s) 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

Faculty Concentration Liaison: [Keith Munsell](#)

**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

**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