

*Explore Business Careers*

# REAL ESTATE

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*Office of Career Management*



THE OHIO STATE UNIVERSITY

FISHER COLLEGE OF BUSINESS

# What is Real Estate?

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- Managing, buying, selling, and renting commercial and residential property
- Dealing with the physical environment and its effect on the shape of communities we live in, policies and their impact on economic development of a region, design, and financial products



# Day in the Life

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- [Real Estate Agent](#)
- [Property and Community Association Managers](#)

- *Sourced from CareerOneStop*



# Sample Real Estate Roles

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## Brokerage & Appraisal

- Facilitating and coordinating buying, selling, or leasing real estate

## Consulting

- Supporting corporate clients on issues including portfolio advisory services, valuation services, transaction due diligence, underwriting complex real estate transactions, and lease analyses

## Corporate Real Estate

- Evaluating real estate properties to support a company's core business

## Development & Construction

- Envisioning real estate and partnering with construction to build the desired structure(s)

## Investment & Financing

- Preparing detailed financial analysis of real estate properties and designing financial models

## Real Estate Management

- Managing assets, portfolios, and/or properties



# Characteristics for Success

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Attention to detail

Communication and negotiation skills

Excellent networking abilities

Interest in researching trends and forecasting

Project management experience

Relationship focused



# Sample Employers

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Colliers International

PNC Bank

Huntington National  
Bank

Ross Stores Inc.

Jones Lang LaSalle

T & R Properties

KeyBank

The NRP Group

ORIX USA, Red  
Capital Group

Washington Prime  
Group



# Salary Information

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## Fisher College of Business

### Average Real Estate Salaries (2022-2023)

Full-time	\$59,277 annually
Intern	\$19 hourly



# Job Outlook

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- Employment of property appraisers and assessors is projected to grow 5 percent from 2022 to 2032, as fast as the average for all occupations. Employment opportunities should be best in areas with active real estate markets.
- Overall employment of real estate brokers and sales agents is projected to grow 3 percent from 2022 to 2032, as fast as the average for all occupations. Demand for these workers will continue, because people turn to real estate brokers and sales agents when looking for a home, such as to buy a larger home or to relocate for a job.
- Employment of property, real estate, and community association managers is projected to grow 5 percent from 2022 to 2032, slower than the average for all occupations. Job opportunities should be best for those with a college degree in business administration or real estate and for those who obtain professional credentials.
- See the Occupational Outlook Handbook for additional information:  
<https://www.bls.gov/ooh/>





# Fisher Resources

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## Academic Information

- [Finance Department](#)
- [Real Estate Specialization Course Information](#)
- [Ohio State Center for Real Estate](#)

## Extracurricular Information

- [Fisher Real Estate Society](#)





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