

# Finance – Real Estate

Are you interested in a role that is essential to our economy? A role in real estate may be for you! Opportunities in the real estate industry include more than just selling property. There are opportunities in title insurance, construction, mortgage banking, property management, and more. Many real estate opportunities are closely tied to other fields such as insurance and commercial banking, as real estate professionals apply their knowledge of law and tax regulations to complete transactions. In each respective field, individuals utilize transferrable skills such as quantitative and analytical skills, communication skills, and interpersonal skills. These skills help individuals obtain higher level positions and increased responsibilities.



The real estate industry can be loosely divided into several fields, such as: sales, management, development, and acquisition and analysis. Each field has career paths that play a pivotal role in the real estate market. The real estate industry allows individuals to make an impact on the community and leave their legacy.

*Source: IREM Careers in Real Estate Management*

## Average Salary & Trajectory\*

### Entry-Level

**\$63,000** annually

- Appraiser
- Commercial Loan Officer
- Real Estate Agent
- Jr. Leasing Agent

### Mid-Level

**\$77,000** annually

- Leasing Manager
- Property Acquisition Manager
- Real Estate Broker
- Property Manager
- Sr. Commercial Loan Officer

### Senior-Level

**\$127,000** annually

- Senior Property Manager
- Appraisal Manager
- Financial Branch Manager
- Senior Leasing Executive

## Learn More With O\*Net

Visit O\*Net Online to explore the sample roles in real estate. The database provides career exploration tools to the public at no cost and is continually updated by surveying a broad range of workers from each occupation. Learn about the knowledge, skills, tasks, and activities required for each occupation, as well as median wages and employment trends reported by the Bureau of Labor Statistics and other federal agencies.

01

Visit O\*Net Online at [www.onetonline.org](http://www.onetonline.org)

02

Refer to the sample job titles listed in the "O\*Net Keywords" section below

03

Enter phrase into O\*Net's "Occupation Search" to explore sample roles

### O\*Net Keywords:

- Commercial/Residential
- Real Estate
- Appraisal
- Leasing

### Roles:

- Broker Associate
- Property Manager
- Certified Real Estate Appraiser

\*Note: Salaries are highly dependent on location, company type, and candidate experience/education. For the purposes of this guide we are providing average starting salaries as determined by the National Association of Colleges and Employers (NACE), overall average salaries as determined by the U.S Bureau of Labor Statistics (BLS), as well as supplemental information found from various industry-specific sources.

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## **Skills/Experience Suggested:**

- Negotiation skills
- Ability to read, interpret and analyze investment-related documents
- Financial analysis software (CPR Visual Estimate, Real Estate Center Corporate Calculator)
- Excellent interpersonal communication and customer service skills with the ability to multi-task in a fast-paced environment
- Judgement and decision making
- Knowledge of building and construction
- Highly organized and ability to prioritize tasks
- Analytical and teamwork skills

## **Advanced Degrees:**

- Master of Science in Finance
- Master of Business Administration

## **Professional Certifications:**

- Accredited Rural Appraiser
- Certified Appraiser Reviewer
- SRA Designation
- Commercial Certified Mortgage Consultant
- Global Mobility Consultant

## **Professional Associations:**

- National Association of Realtors
- [CoreNet Global](#)

## **Campus Resources:**

- Real Estate Association
- Finance Association
- Center for Real Estate (SGMH 2306E)

## **Industry Research & Tools:**

- Realestatefinanceinvestment.com
- Fullerton.firsthand.co – Login with your CSUF email

## **Job & Internship Search Sites:**

- Ziprecruiter.com
- Indeed.com
- Fullerton.joinhandshake.com
- Internships.com
- LinkedIn.com
- Fullerton.firsthand.co
- Titan Connection

## **Employers Hiring CSUF Business Graduates:**

