

Finance – Real Estate

A specialized area within finance focused on the investment, development, valuation, and management of real estate assets. Professionals in this field analyze property markets, assess financial risk, and structure deals for commercial, residential, or industrial properties. Core activities include real estate investment analysis, mortgage lending, property development, asset management, and financial modeling.

Careers in this sector often involve working with banks, investment firms, real estate development companies, REITs (Real Estate Investment Trusts), and government agencies. Success in real estate finance requires strong skills in market research, financial forecasting, negotiation, and understanding legal and regulatory frameworks related to property ownership and transactions.



Source: Job Search Tech

Average Salary & Trajectory*

Entry-Level

\$77,000 annually

- Real Estate Analyst
- Financial Analyst (Real Estate)
- Underwriting Analyst (Mortgage/RE)
- Acquisitions Analyst (Junior)
- Property Financial Assistant
- Investment Sales Analyst
- Commercial Real Estate Assistant
- Real Estate Credit Analyst

Mid-Level

\$113,000 annually

- Real Estate Investment Associate
- Real Estate Manager
- Commercial Loan Officer
- Underwriting Manager (Commercial RE)
- Acquisitions Associate
- Portfolio Manager (RE Assets)

Senior-Level

\$248,000 annually

- VP of Real Estate Finance
- Director of Acquisitions
- Senior Asset Manager
- Head of Real Estate Investment
- Real Estate Fund Manager
- Chief Investment Officer (CIO)
- Managing Director (RE or REIT)

Learn More With O*Net

Visit O*Net Online to explore the sample roles in entertainment and hospitality. 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

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:

Real Estate
Mortgage Loan
REIT Analyst
Property Management
Financial Analyst Real Estate

Roles:

Financial Analysts
Credit Analysts
Loan Officers
Real Estate (Brokers, Sales Agents)
Appraisers & Assessors of Real Estate

Finance – Real Estate

Skills/Experience Suggested:

- Real estate financial modeling (Excel, ARGUS)
- Market analysis & cash flow projections (DCF, IRR, ROI)
- Real estate valuation methods (income, sales, cost approach)
- Lease analysis & rent roll interpretation
- Familiarity with REITs, commercial lending, and property law
- Negotiation & deal structuring
- Project management (especially for developing roles)
- Client communication and relationship building
- Report writing & presentations for investors or stakeholders

Advanced Degrees:

- MBA – Real Estate or Finance Concentration
- Master of Science in Real Estate (MSRE/MRED)
- Master of Science in Finance (MSF)
- Master of Urban Planning (MUP) or Real Estate Development (MRED)
- JD (Juris Doctor) - with Real Estate Law Focus
- Master of Public Administration (MPA) / Public Policy (MPP)

Professional Certifications:

- CCIM (Certified Commercial Investment Member)
- CPA (Chartered Financial Analyst)
- ARGUS Certification (ARGUS Enterprise Certified User)
- CRE (Counselor of Real Estate)
- CPM (Certified Property Manager)
- Leed AP (Accredited Professional)

Professional Associations:

- National Association of Real Estate Investment Trusts (Nareit)
- CCIM Institute (Certified Commercial Investment Member)
- Institute of Real Estate Management (IREM)
- National Multifamily Housing Council (NMHC)

Campus Resources:

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

Industry Research & Tools:

- [CoStar](#)
- [National Associations of Realtors \(NAR\)](#)
- [Green Street Advisors](#)
- [ARGUS Enterprise](#)
- [Yardi & RealPage](#)
- [IBISWorld](#)
- [Statista](#)
- [ULI \(Urban Land Institute\) Careers](#)

Job & Internship Search Sites:

- [Handshake](#)
- [WayUp](#)
- [SelectLeaders Real Estate Job Network](#)
- [NAIOP Job Board](#)
- [CCIM](#)
- [Nareit](#)
- [LinkedIn Jobs](#)

Employers Hiring CSUF Business Graduates:

