



Real Estate and the Built Environment Careers

Why major in REBE?

The built environment is all around you. Nothing exists without it.

If you are fascinated by real estate, property development or construction management, Daniels offers a major that includes all of these areas. Through the program you can prepare for careers in real estate covering development, property management, appraisal and assessment, leasing and brokerage, project management, corporate real estate, acquisitions, finance, and investment fund/asset management. With a construction focus, you could prepare for work as a design builder, estimator, project engineer, general contractor, facilities manager, or project manager. Throughout the four-year program each week there are local and national real estate and construction firms that conduct information sessions for students who are seeking internships or PT/FT employment. The Burns School has one of the few programs in the country that recognizes the need to integrate the business side and the built side of the real estate equation. We provide a multi-disciplinary perspective on the business of the built environment. Both real estate and construction management careers are rapidly changing and both demand that professionals bring something to the table other than a single discipline real estate or construction management perspective. Burns is ahead of the curve on this integrated model of education—and this is what the market demands.

Career Tracks:

Financial Market Analysis

This area focuses on improving the financial status of companies by analyzing results; monitoring variances; identifying trends; recommending actions to management. Identify financial status by comparing and analyzing actual results with plans and forecasts.

Real Estate Brokerage

Commercial property brokerage offices use sales associates who market office buildings, hotels and many other types of commercial real estate for brokers. Commercial real estate sales people usually specialize in a particular property type such as apartments, retail, office, hospitality, shopping centers and industrial plants. Most of the large commercial brokerage companies in the United States provide a great deal of local market data and research in order to be able to service a cadre of sophisticated clients who are making multi-million dollar investment decisions.

Property Appraisal

Real estate appraisers provide unbiased estimates of a property's value and quality. Appraisers usually work for banks or for appraiser firms and will normally value properties by finding comparable sales in an area or by estimating the discounted value of cash flows expected from a property.

Property Management

Leading real estate owners require professional property managers. Managers are responsible for negotiating leases, ensuring that tenants are satisfied, that rent is paid and that rents reflect market conditions. The career of property manager requires good interpersonal and analytical skills and a fair amount of negotiating prowess. This job is personally rewarding and allows you to really learn the real estate markets should you wish to embark in business on your own.

Investment Strategy

Many investment banks have groups dedicated to real estate, particularly the repackaging of mortgages into residential mortgage-backed securities (MBS), collateralized mortgage obligations (CMOs) and commercial mortgage-backed securities (CMBS). Other popular areas include the REIT stock, bond and preferred stock origination business, lodging investment banking, principal investing in real estate and synthetic lease origination.

Real Estate Development

Are you willing to work hard and take risks to develop new properties? Then a career in real estate development may be for you. You can enter this business working for another developer, moving up to construction manager, or you can strike out on your own, starting with some smaller transactions. Good developers are results-oriented and know how to get work on time which involves managing labor, establishing time estimates, getting appropriate equipment operators and construction crews.

Construction Project Management

Construction Managers plan and coordinate the construction of projects from their inception to their completion. They are responsible for budgeting and supervising the projects as well. Although many Construction Managers work at an office, most of them also do field work and have to make important decisions concerning the projects they are responsible for overseeing. For particularly large projects, several Construction Managers may supervise different aspects of the project and have to coordinate all their efforts together toward a common goal.

Integrated Project Leadership

An integrated Project Leader is charged with supporting the team in its efforts to achieve an integrated, comprehensive solution that meets or exceeds the owner's expectations. This individual (or very small cohesive team of individuals) is embedded in the process of producing a construction project, possessing knowledge, experience, and skills that promote the improved performance and processes of the design and construction efforts of a project. Much like the central cog of a wheel, an IPL is positioned to interface with the critical members of any project and embodies industry expertise as well as management and people skills to enhance the overall experience and final product.

Sustainability Management

For businesses, being green is the hot, new thing— small-carbon-footprint, and good-for-the-environment. Sustainability managers are responsible for ensuring that their company does all it can for the environment, at the best price for the organization. As a sustainability manager, you can get a job at a number of different places, from a large corporation to a university. Even entire cities are looking at ways to go green. Lots of creativity and good communication skills are required to be a successful sustainability manager.

Common Job Titles:

Real Estate

Real Estate Broker, REIT Manager, Land Property Appraiser, Market Risk Manager

Property Development

Financial Analyst, Construction Operations Manager, Land Acquisition Manager, Purchasing Agent

Construction Management

Project Manager, General Contractor, Design Phase Manager, Integrated Project Leader

Key Skills/Competencies

Key skills for real estate careers include both hard and soft-skills. While many firms now focus on soft-skills and cultural fit, do not be misled into thinking that hard technical skills are not a primary advantage.

Hard Skills	Soft Skills
• Accounting/Planning/Budgeting	• Communication
• Quantitative & Technical Analysis	• Relationship Management
• Research & Analysis	• Marketing and Persuasive Sales
• Data Presentation	• Decision Making and Problem Solving
• Project Management & Organization	• Flexibility/Adaptability/Focus
• Advanced Excel and PowerPoint	• Tenacity and Ethics

Real Estate Associations:

NAIOP Colorado
Colorado Association of Real Estate Investors CAREI

Denver Commercial Association of Realtors DMCAR
Certified Commercial Investment Member CCIM

Construction Management Associations:

Design Build Institute of America DBIA
Construction Management of America CMAA

National Association of Home Builders NAHB
Associated General Contractors of America AGC