

Real Estate Employment Report 2019

The USC Price School offers two highly distinguished degrees in real estate:

- Dollinger Master of Real Estate Development (MRED): A one-year, full-time graduate degree preparing students for key positions in real estate development and investment.
- Bachelor of Science in Real Estate Development (BRED): A broad-based undergraduate degree with marketable skills in real estate principles, real estate finance and investment, market analysis, underwriting, land use policy, and design.

The USC Price School offers a comprehensive set of professional development activities to engage our students with the real estate industry. These efforts help our students make better-informed decisions about their career interests and take advantage of opportunities leading to internships and full-time employment.

This report summarizes salaries and placement for our 2018-19 graduates.

Full-time Employment: Average Salaries and Real Estate Sector Distribution

Dollinger Master of Real Estate Development

Sector	Number	% of Class	Annual Salary Range	Average Salary	Average Annual Bonus
Asset Management /Investment	7	26%	\$90,000 - \$150,000	\$120,600	\$31,500
Development	17	63%	\$80,000 - \$175,000	\$125,800	\$22,000
Finance	2	7%	\$80,000 - \$110,000	\$95,000	\$29,000
Other: Politics	1	4%			

Knowledge rate: 93%

Bachelor of Science in Real Estate Development

Sector	Number	% of Class	Annual Salary Range	Average Salary	Average Annual Bonus
Asset Management /Investment	11	14%	\$55,000 - \$80,000	\$68,800	\$10,500
Development	7	9%	\$60,000 - \$72,000	\$67,400	\$7,500
Finance	6	7%	\$55,000 - \$75,000	\$63,400	\$14,700
Services: Brokerage, Construction, Consulting	29	37%	\$60,000 - \$80,000	\$71,000	\$25,000
Grad School	7	9%			
Non-Real Estate	19	24%			

Knowledge rate: 75%

Undergraduate Internships: Summer 2019

BRED students are required to complete at least one internship during their undergraduate studies at USC. We encourage our students to complete additional real estate internships to gain wider exposure to the profession and apply skills learned in the classroom across various real estate sectors.

BRED students pursue internships throughout the school year. This report summarizes internships and salaries for Summer 2019.

Sector	Number	% Paid Internships	Average Hourly Pay Rate
Asset Management/Investment	20	80%	\$19.70
Development	30	63%	\$16.25
Finance	7	86%	\$20.50
Services: Brokerage, Consulting	40	77%	\$14.75
Other: Non-Real Estate	18	55%	\$17.00

Firms Recruiting/Hired Through USC Price School

Alliance Residential
 Amcal
 American Realty Advisors
 Barker Pacific Group
 Benedict Canyon Equities
 Boston Properties
 Buchanan Street Partners
 Canfield Development
 Caruso
 CBRE
 City Ventures
 Clarion Partners
 Colliers International
 Colony Capital
 Coretrust Capital Partners
 Corevest
 Cushman & Wakefield
 Dekel Capital
 Eastdil Secured
 Essex Property Trust

Fairfield Residential
 Greenlaw Partners
 Greystar
 Holland Partner Group
 Houlihan Lokey
 Industrial Realty Group
 Integrated Capital
 Management
 Irvine Company
 JLL
 JP Morgan
 KB Home
 Kennedy Wilson
 Lee and Associates
 Lincoln Property Company
 Mack Real Estate Group
 Majestic Realty Co
 Marcus & Millichap
 Matthews Real Estate
 Investment Services

Murfey Company
 NAI Capital
 Newmark Knight Frank
 Onni Group
 Pacific Development Partners
 PGIM Real Estate
 Prologis
 QuadReal Property Group
 Real Estate Development
 Associates
 RedCar Properties
 Rising Realty Partners
 The Ruth Group
 TA Partners
 Time Equities
 Unibail-Rodamco-Westfield
 Walker & Dunlop
 Wells Fargo Bank

Student Resources

Graduate Real Estate Association

The Graduate Real Estate Association (GREA) is a forum to provide students with exposure to different careers and opportunities in real estate, link members with real estate professionals, and educate students on market trends. Activities include: Alumni Career Panels; site visits to development projects; and networking events with real estate students and alumni.

Trojan Real Estate Association

The Trojan Real Estate Association (TREA) is an undergraduate student association at USC devoted to the field of real estate. Activities include: Alumni Career Panels; site visits to development projects; Spring Break Career Trek; and networking events with real estate students and alumni.

Real Estate Industry Night

This annual event—the most significant of its kind in the U.S.—serves as a networking and information gathering session for real estate students from throughout USC. Between 60-80 firms from a wide range of real estate sectors attend, including asset management, banking, brokerage, development, finance, and investment firms. Student members from either the Trojan Real Estate Association or the Graduate Real Estate Association are eligible to participate.

Real Estate Resume Books

Each year, the Lusk Center publishes and distributes a Resume Book providing information on graduate and undergraduate real estate students who are seeking careers in the real estate industry. The Real Estate Resume Book is circulated to a wide audience in the real estate community and is distributed at Industry Night.

Real Estate Speaker Series

Throughout the academic year, students have the chance to hear from prominent real estate professionals and alumni in an informal seminar setting. These speakers are the key decision-makers in their respective companies and bring the real life perspective to what students learn in the classroom. Although this program is intended to meet educational objectives, these events have given prospective employers a view of our programs and our students.

Internship Program

Undergraduate students seek to complete internships during the summer or as a part-time position during the school year. These experiences provide valuable on-the-job training.

Resume Preparation/Career Advising

For MRED and BRED students academic and career advising is provided in tandem, allowing for better coordination between course selection and professional interests.

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