



| Commercial Real Estate (CRE) Career Path |                                              |                                             |                                                |             |                                                           |                                     |
|------------------------------------------|----------------------------------------------|---------------------------------------------|------------------------------------------------|-------------|-----------------------------------------------------------|-------------------------------------|
| Semesters Until Grad.                    | 4                                            | 3                                           | 2                                              |             | 1                                                         | 0                                   |
| Typically                                | 2 <sup>nd</sup> Sem. SO (or earlier)         | 1 <sup>st</sup> Sem. JR                     | 2 <sup>nd</sup> Sem. JR                        |             | 1 <sup>st</sup> Sem. SR (or GRAD)                         | 2 <sup>nd</sup> Sem. SR (or GRAD)   |
| Academics                                | • Meet advisor<br>• CREL enroll<br>• FIN3320 | • FIN3332<br>• Meet RE profs<br>• Meet CMC  | Analyst (A)                                    | RE elective | FIN4333                                                   | FIN4335                             |
|                                          |                                              |                                             | Broker (B)                                     | RE elective | FIN3393                                                   | FIN4336                             |
| Extra-curricular                         | • Join REO<br>• CRE vocab.<br>• AI           | • Active in REO<br>• Excel                  | • A.CRE<br>• RE modeling                       |             | • REO officer<br>• Industry trip<br>• RE modeling (again) | • ARGUS (A)<br>• RE license (B)     |
| Professional                             | Any experience                               | • Career fair<br>• CRE summer intern search | • Expand network<br>• CRE summer intern search |             | • FT CRE job search<br>• Industry org.                    | • FT CRE job search<br>• Case comp. |

| <b>Commercial Real Estate (CRE) Student Habits</b>                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
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| <b>Daily</b>                                                                                                                                                                                                                                                                                                                                                                                                                             | <b>Weekly</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | <b>Monthly</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | <b>Semesterly</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| <ul style="list-style-type: none"> <li>Review national news headlines</li> <li>Check major market activity</li> <li>Follow one (1) publicly traded REIT</li> <li>Review CRE news headlines</li> <li>Read one (1) complete CRE article</li> <li>Browse CRE social media (max 30 minutes)</li> <li>Check new CRE listings in (1) your college town, (2) your hometown, and (3) your target job market</li> <li>Check your email</li> </ul> | <ul style="list-style-type: none"> <li>Write one (1) handwritten note to a professional connection</li> <li>Read three (3) CRE market reports: (a) one (1) for each of your top (2) target geographic job markets and (b) one (1) for your target asset class</li> <li>Figure out exactly what one (1) CRE company does</li> <li>Listen to one (1) episode of a CRE podcast</li> <li>Expand your CRE industry vocabulary by three (3) new terms</li> <li>Practice real estate financial modeling (1 hour)</li> <li>Read or watch one (1) CRE skills resource</li> <li>Participate in one (1) phone or virtual call with a CRE professional</li> <li>Schedule one (1) phone or virtual call with a CRE professional</li> <li>Check CRE job postings in your top two (2) target geographic job markets</li> <li>Update your job search tracking tool</li> <li>Find and review an OM for one (1) CRE property</li> <li>Practice becoming "AI Native" (1 hour)</li> </ul> | <ul style="list-style-type: none"> <li>Learn one (1) new skill, software product, or app to a level that you could talk about in an interview</li> <li>Update your resume</li> <li>Search and apply for two (2) CRE learning or scholarship opportunities</li> <li>Check the website of one (1) CRE industry organization</li> <li>Attend one (1) CRE-focused club or industry event for students</li> <li>Practice analyzing one (1) CRE investment</li> <li>Participate in one (1) face-to-face meeting with a CRE professional</li> <li>Schedule one (1) face-to-face meeting with a CRE professional</li> <li>Write or meaningfully comment on one (1) CRE social media post</li> </ul> | <ul style="list-style-type: none"> <li>Have one (1) conversation with a real estate professor about your job status</li> <li>Have one (1) conversation with your college career services office about your job status</li> <li>Have one (1) conversation with an academic advisor about your degree progress</li> <li>Learn about one (1) real estate graduate program</li> <li>Learn about one (1) private CRE industry skills program</li> <li>Attend one (1) career fair</li> <li>Read one (1) classic CRE book</li> <li>Participate in a multiple-session training for a CRE certification, license, or software product</li> <li>Conduct a SWOT analysis on your career progress</li> <li>Shadow a CRE professional for one (1) day</li> <li>Join the student division of one (1) new CRE industry organization</li> </ul> |
| <b>Yearly</b>                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| <ul style="list-style-type: none"> <li>Join one (1) new college student organization</li> <li>Participate in one (1) academic CRE competition</li> <li>Obtain one (1) industry-recognized digital badge or certificate in a skill or software product</li> <li>Develop one (1) new creative, artistic, intellectual, or cultural interest</li> <li>Take a career assessment</li> </ul>                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
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