

The Real Estate Profession

Sample Occupations

Apartment Manager
Asset Manager
Closing Agent
Commercial Property Manager
Community Development Planner
Developer – Residential, Commercial,
Retail and/or Multi-use
Educator
Franchise Owner/Operator
Investment Broker
Investment Sales Associate
Investor
Land planner
Corporate Real Estate Lawyer
Management Company Executive
Mortgage Banker

Mortgage Broker
Mortgage Officer
Mortgage Underwriter
Portfolio Manager
Project Manager
Real Estate Appraiser
Real Estate Finance Manager
Real Estate Financial Analyst
Real Estate Sales Agent
Real Estate Sales Broker
Residential Property Manager
Researcher
Site Manager
Title Examiner
Valuation

Sample Work Settings

Banks
Construction Companies
Consulting Firms
Corporations
Financial Institutions
Higher Education Institutions
Hotels/Motels, Resorts, Clubs
Insurance Company
International Companies

Investment Firms
Law Firm
Local, State, & Federal Government
Non-profits: Housing & Special Needs
Professional Associations
Real Estate Agencies
Small Businesses
Casinos

Sample Skills and Qualities of Real Estate Professionals

Analyze and interpret data
Communication
Computer literacy
Critical thinking
Cross-cultural skills
Decision-making
Directing activities and people

Flexibility
Interpersonal skills
Leadership
Planning
Problem solving
Team player