

Bachelor of Commerce

Real Estate & Housing



ABOUT THE PROGRAM

The Real Estate and Housing major in the Bachelor of Commerce program is one of only a few undergraduate programs in Canada that specializes in the real estate sector. As a student in this major, you'll focus on developing analytical, conceptual, and management skills required for a professional career in the field of commercial or residential real estate. Your studies will include a core business curriculum, supplemented by real estate courses including appraisal, real estate finance, real estate law, property management, urban economics, real estate market analysis, planning and development. Graduates can be exempted from many of the courses to complete the Accredited Appraiser Canadian Institute (AACI) and Certified Property Manager (CPM) designations, as well as some Ontario Real Estate Association licensing courses.

WHY CO-OP?

As a co-op student, you will gain relevant work experience, build professional networks and develop essential transferable skills needed to succeed in the workplace, all while getting paid and earning your university degree. Guelph's co-op program is unique due to the exceptional level of support provided, including an in-class preparatory course, a personal connection with a Co-op Co-ordinator to assist you during the employment process, and access to senior student mentors.

COURSE SEQUENCING

In the Real Estate & Housing co-op program, you will participate in five co-op work terms in addition to eight academic semesters throughout your five years at the University of Guelph. This sequencing is viewable below:

YEAR	FALL	WINTER	SUMMER
ONE	Academic	Academic	Off
TWO	Academic	Academic	Work
THREE	Work	Academic	Work
FOUR	Academic	Work	Work
FIVE	Academic	Academic	



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SAMPLE JOBS

Below are some examples of past Real Estate & Housing co-op positions.

Junior Analyst

Under the supervision of a senior analyst or director, you will assist with research and data collection. Using an internal database and third party sources, you will gather information relating to various market measures of interest to the company. In this role, you will demonstrate superior quantitative and analytical skills, as well as gain experience in the commercial real estate industry.

Valuation and Customer Relations Co-op

Explore your interest in the valuation of real property in a project-based role that gives insight into the world of property assessment and appraisal. You will complete on-site inspections, conduct building permit reviews, review sales documents and more. Effective customer service and communication skills will lead to success in this role.

Property Management Intern

Support a team of real estate specialists by completing a variety of activities related to property accounting, administration and budgeting. You will also assist with tenant liaison, sustainability program management and provide exemplary service to clients to ensure the organization's success. In this role, you will exhibit a high level of professionalism and develop strong project management abilities.

Additional Sample Jobs: Research Intern, Strategic Initiatives Student, Property Appraisal Assistant, Policy Advisor.

SAMPLE EMPLOYERS

- CBRE
- Colliers International
- Municipal Property Assessment Corporation (MPAC)

*This shows a sample of recent co-op employers, and will vary depending on employer recruitment needs. During a job search, students are encouraged to be actively engaged and are supported in establishing and maintaining their own personal contacts.

SALARY INFORMATION Average Weekly Salary Range: \$607 - \$703*

*Salary ranges are shown as rates before deductions. Statistics are based on jobs held by co-op students in 2016. These ranges may fluctuate on an annual basis in response to economic conditions.

SKILLS & KNOWLEDGE ACQUIRED

Real Estate & Housing co-op students exhibit strengths in the following key areas, developed through the combination of educational, extra-curricular and work experiences:

- Strong analytical skills
- Exceptional leadership and organizational skills
- Well-developed written and verbal communication and interpersonal competencies
- Advanced skills in presentation delivery
- Experience utilizing industry-specific technology and software



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