

# REAL ESTATE @ ANDERSON

## » ACADEMICS

Students interested in **Real Estate** will learn about real estate financing and investing, as well as entrepreneurial real estate development. Due to the interdisciplinary nature of the field, students are also encouraged to take courses in taxation and law, as well as classes in related departments at UCLA, such as Law, Urban Planning, Public Policy, Architecture and Civil Engineering.

*Specializations: Real Estate, Global Management*

### SAMPLE ELECTIVES

- Urban Real Estate Finance & Investment
- Cases in Real Estate Development
- Entrepreneurial Real Estate Development
- Real Estate Economics, Capital Markets, & Securitization
- Affordable Housing Development
- Business Law
- Fixed Income Markets
- Real Estate Law and Taxation
- Price Policies

*Additional Real Estate courses are available to MBA students at the School of Law, including:*

- Environmental Law
- Urban Housing & Community Development
- Real Estate Transactions
- Real Estate Financial Analysis

## » CAREER

The following are some of the hiring organizations for UCLA Anderson MBA students in Real Estate (both full-time employment and summer internships):



*The specific functions UCLA Anderson MBA students enter in the Real Estate industry include:*

- Development
- Strategic Planning & Analysis
- Investments
- Operations
- Finance

## » CAPSTONE: APPLIED MANAGEMENT RESEARCH (AMR) - SAMPLE PROJECTS

- Evaluated the impact of an agricultural initiative on a real estate investment firm focused on acquiring domestic and international farmland
- Developed a business plan for a top US medical center on the funding for the construction of a simulation space near the hospital, along with a strategy to drive customers to this space
- Examined the opportunity for a real estate investment firm focused on farmland to vertically integrate, enter into joint ventures and/or acquire packers and distributors

## » RESOURCES

- Anderson Real Estate Association
- Ziman Center for Real Estate
- Dinner for Eights (D48s) with Real Estate industry leaders
- Real Estate Case Competitions
- Real Estate Mentor Program
- Site Visits & Field Studies
- Real Estate Industry Night

*Information subject to change.*

[bit.ly/uclamba-realestate](http://bit.ly/uclamba-realestate)

# REAL ESTATE @ ANDERSON



AREA provides programming, educational opportunities, and networking events for students interested in every facet of Real Estate. Whether you are pursuing real estate full-time after graduation, considering it as one of your options, or looking to learn about investing in real estate on the side, AREA is the club for you. Signature events include Industry Night, financial modeling classes, site visits, and Real Estate 101s. AREA also manages the real estate Days on the Job, ACT team, Real Estate IPT, and all real estate related case competitions. AREA covers all aspects of the real estate industry, including but not limited to, development, investment, brokerage, asset management, and the built environment.



## **Gus Avarello** – *President*

*Hometown: San Diego, California*

*Pre-MBA: Manager, Real Estate Valuation – KPMG*

*Summer Internship: Development Intern – Trammell Crow Companies*

*Post-MBA Goals: Associate – Real Estate Investment*

*Anderson Highlight: National Real Estate Challenge*

*Ask Me About: AREA and LA's best breakfast burritos*

*Contact Me: [gus.avarello.2023@anderson.ucla.edu](mailto:gus.avarello.2023@anderson.ucla.edu)*



## **Eli Wilson** – *Vice President of Alumni and Community*

*Hometown: Indianola, Washington*

*Pre-MBA: Designer – CallisonRTKL Architects*

*Summer Internship: Development Intern – AvalonBay Communities*

*Post-MBA Goals: Associate – Real Estate Development*

*Anderson Highlight: Real Estate Challenge, Catalina Island camping trip*

*Ask Me About: Hiking in LA and anything sports related*

*Contact Me: [eli.wilson.2023@anderson.ucla.edu](mailto:eli.wilson.2023@anderson.ucla.edu)*



## **Mike Morgan** – *Vice President of Admissions*

*Hometown: Greenwich, Connecticut*

*Pre-MBA: Consulting Manager – FactSet Research Systems*

*Summer Internship: Capital Deployment Intern – Prologis*

*Post-MBA Goals: Associate – Real Estate Investment*

*Anderson Highlight: Watching UCLA Football at the Rose Bowl*

*Ask Me About: Pivoting careers, Anderson Orientation, living on the beach*

*Contact Me: [michael.morgan.2023@anderson.ucla.edu](mailto:michael.morgan.2023@anderson.ucla.edu)*