USC LUSK CENTER FOR REAL ESTATE

Real Estate Employment Report 2012

FOR MORE INFORMATION ON USC REAL ESTATE PROGRAMS AND EMPLOYMENT, CONTACT:

SONIA SAVOULIAN

Managing Director

USC LUSK CENTER FOR REAL ESTATE

RALPH AND GOLDY LEWIS HALL, ROOM 331

650 CHILDS WAY

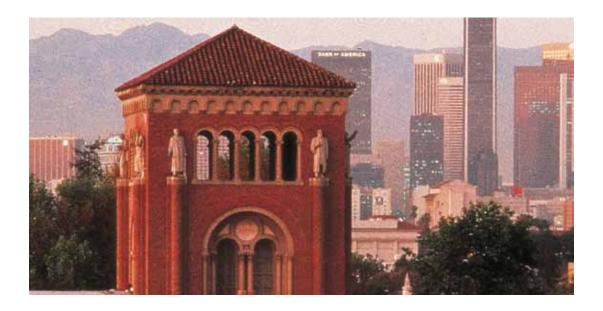
Los Angeles, California 90089-0626

Tel: 213.740.7779

Fax: 213.740.3699

Email: sonias@usc.edu

www.usc.edu/lusk



M Message from the Directors

We are very pleased to present the 2012 Lusk Center Real Estate Employment Report summarizing the placement of USC real estate graduates, their average salary ranges, and the companies who hired from our talent pool. The Lusk Center is committed to supporting the professional development of USC real estate students. Our success in this area has garnered significant attention from the real estate industry and also from student applicants to USC's real estate degree programs.

The Lusk Center's position as a university-wide organized research unit enables us to serve as the focal point for real estate activity at USC. For firms looking to hire full-time employees and interns, the Lusk Center is a centralized conduit to access real estate students from throughout the USC campus. With the generous support of Lusk Center members, USC alumni, and professionals throughout from the country, the Lusk Center provides a host of programs to introduce prospective employers to our students. Our professional development activities are augmented by the USC Career Planning and Placement Center, the Marshall School of Business Career Resource Center, and the Sol Price School of Public Policy Office of Career Services.

We look forward to the coming year and appreciate your efforts to further our endeavors.

Stan Ross Chairman of the Board Richard K. Green Director

LUSK CENTER CAREER SERVICES

The USC Lusk Center hosts a number of programs to aid students in their job search efforts. These are detailed at the end of this document in Appendix II.

A significant component of our career development efforts is directed towards educating our students on the unique recruitment and hiring process within the real estate profession

2012 GRADUATES
INCLUDED IN REPORT
MBA • 6
MRED • 24
Dual MBA/MRED • 10

which can prove to be challenging for young professionals. Due to the nature of the industry, real estate employers are typically unable to anticipate their hiring needs far in advance. New hires are tied to the status of a project or the closure of a transaction and therefore real estate firms hire as needs arise on a year-round basis. USC students graduating in May typically begin a concerted job search process in the Spring semester. Most job offers are made as early as March and continue through the Summer. Some students with focused career interests continue their job search through the Fall. An added factor for students is that few real estate companies

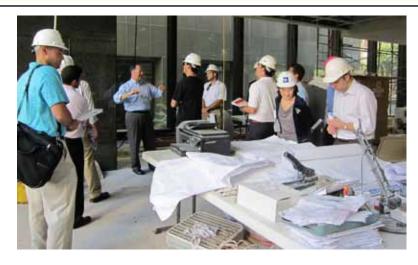
have structured recruiting programs. In the real estate industry most jobs are the outcome of networking and the establishment of professional relationships. To that end, the Lusk Center places emphasis on helping students to foster contacts and parlaying their network into employment opportunities.

SALARIES AND REAL ESTATE SECTOR DISTRIBUTION

MASTERS-LEVEL EMPLOYMENT

(SALARIES ARE FOR GRADUATES FROM THE MASTER OF REAL ESTATE DEVELOPMENT (MRED) AND MBA REAL ESTATE CONCENTRATION)

| Sector | Number | Percent | Annual Salary Range | Average Salary | Average Annual Bonus |
|--|--------|---------|------------------------|----------------|-------------------------|
| Asset Management/ Investment | 13 | 32% | \$60,000 – 105,000 | \$87,500 | \$28,000 |
| Development | 16 | 40% | \$65,000 – 120,000 | \$95,500 | \$20,000 |
| Finance | 5 | 13% | \$90,000 - 125,000 | \$115,000 | \$28,000 |
| Other – Brokerage, Consulting, Planning | 2 | 5% | \$70,000 – 120,000 | \$85,000 | \$13,000 |
| Unreported/Other | 4 | 10% | | | |



Appendix I Firms Recruiting Through the Lusk Center/ Hired 2012 Graduates

Adler Realty Investments AEW Capital Management Alvarez & Marsal Capital Real

Estate

Alvarez & Marsal Real Estate

Advisory Services American Realty Advisors Angelo, Gordon & Co.

Apple

Arch Bay Capital Archstone Arden Realty

AREA Property Partners Avalon Investment Company

B&A Capital Partners Bank of America

Bank of New York Mellon Barker Pacific Group Bentall Kennedy Bentley Forbes Brookfield Homes Camden Property Trust Canfield Development Caruso Affiliated

Catellus Development Corp.

CBRE

Chandler Pratt & Partners

City Ventures CityView

Clarett West Development

Clarion Partners

Colliers
Colony Capital

Commonwealth Partners
Community Dynamics

Cornerstone Real Estate Advisors

Cushman & Wakefield Danbe Partners Deutsche Bank

DLJ Real Estate Capital Partners

Douglas Emmett
Downtown Properties
Eastdil Secured
Equity Office
Ernst & Young

Everest Realty Management Evergreen Development Company Federal Realty Investment Trust

Festival Companies Forest City Enterprises GE Capital Real Estate General Growth Properties George Smith Partners Goodman Birtcher Gramercy Capital Corp.

Grosvenor

Hanley Investment Group

HFF

Holland Partners

Greenlaw Partners

The Howard Hughes Corporation

Hutton Companies
IDS Real Estate Group
IHP Capital Partners
Industrial Income Trust
Industry Partners
INVESCO Real Estate
IRA Realty Capital
JADE Enterprises
Jay Paul Company
JCR Capital
Johnson Capital

JP Morgan Asset Management JRK Property Holdings Karlin Real Estate Group Kearny Real Estate Company

Kilroy Realty Corporation Kosmont Companies

Jones Lang LaSalle

L&S Realty

Lewis Group of Companies

Lowe Enterprises Lucent Capital Macerich

MacFarlane Partners
Marcus & Millichap
Mark IV Capital
McCarthy Cook
Merlone Geier Partners
Mesa West Capital

MetLife Real Estate Investments

MIG Real Estate Group
MJW Investments
Montecito Corporation
Moss Adams Capital
MPG Office Trust

MPM NAI Capital New Urban West Newland Real Estate Group **NewMark Merrill Companies**

OneWest Bank Onni Group

Pacific Urban Residential Palm Desert Development

Company PCCP

Pendo Investments PM Realty Group Primestor Development

ProLogis

QVT Mount Auburn Capital

Raintree Partners The Ratkovich Company

RCLCO

Related California The Reliant Group Resmark Equity Partners

Rialto Capital

Rising Realty Partners

Roanoke Capital Management

Rockwood Capital

ROEM Development Corporation

Sares Regis Group Shea Properties

Sonnenblick-Eichner Company Standard Pacific Corporation

Step Up on Second

SunAmerica Affordable Housing

Partners

Sunbrook Partners
TA Associates Realty
Thomas Safran & Associates

Thomas Safran & Associates Trammell Crow Company Transwestern Investment

Company

TRI Pointe Homes Union Bank

Urban Development Partners Urdang Capital Management

US Bank

Velocity Commercial Capital

Ventas

The Walt Disney Company

Watt Companies Wells Fargo Bank Westfield Group

Westport Capital Partners

Wood Partners

Woodridge Capital Partners Xebec Realty Partners

Appendix II Lusk Center Career Services Programs

MENTOR PROGRAM

The Lusk Center Mentor Program is highly regarded by our students and is frequently cited as the highlight of their experience at USC. Many prospective applicants cite the Lusk Mentor Program as a key component of reason for their attraction to USC. Mentors are recruited from the membership of the Lusk Center Executive, Advisory, and Leadership Boards along with other senior level real estate professionals. Mentors are typically executives at the President, Chief Executive Officer, or Senior Vice President level.

SPEAKER SERIES

Throughout the academic year, students have the chance to hear from prominent developers, financiers, and other industry leaders 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.

IOB ANNOUNCEMENTS

The Lusk Center serves as a conduit to disseminate job opening announcements. Job descriptions submitted by employers are made available to current USC real estate students at both the graduate and undergraduate level and to our recent alumni.

INTERNSHIP PROGRAM

Students on both the graduate and undergraduate level 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.

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. Each year over 150 students participate from nine different USC degree programs. Some 60 firms typically attend representing a wide range of industry sectors.

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 made available at Real Estate Industry Night and mailed nationwide to real estate companies.

GRADUATE **R**EAL **E**STATE **A**SSOCIATION

The Graduate Real Estate Association (GREA) is a forum for learning about the real estate industry and making connections with professionals. Its members include graduate students from the Schools of Business; Policy, Planning, and Development; Architecture; Law; and Engineering.

Trojan Real Estate Association

The Trojan Real Estate Association (TREA) is an undergraduate student association at USC devoted to the field of real estate. TREA's membership encompasses several different degree programs including the Bachelor of Science in Business Administration and the Bachelor of Science in Policy, Planning, and Management.











Marshall School of Business Sol Price School of Public Policy

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Ralph and Goldy Lewis Hall, Room 331 650 Childs Way Los Angeles, California 90089-0626

Tel: 213-740-5000 Fax: 213-740-6170 www.usc.edu/lusk