

THE UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL'S

# Kenan-Flagler Business School

UNC's Kenan-Flagler Business School offers an MBA concentration in Real Estate to prepare students for careers in all sectors of the industry. The required courses in the concentration are designed to develop exposure, intuition, and technical ability that can be applied to a wide array of real estate decision making. A premier program, our students average over four years of industry experience at admission to our program and form the largest real estate specific class in the country <sup>1</sup>. To better suit the changing industry, the concentration offers two distinct program tracks: a Development Track and an Investments and Finance Track.

"Prudential Real Estate Investors has enjoyed a long history with the MBA real estate program at UNC Kenan-Flagler that dates back more than 30 years. The school puts a particularly strong emphasis on real estate development and fund management, providing their graduates with a comprehensive perspective of the real estate world. I have also found that the mindset of their students is quite open to partnering and relationship development, which I believe are critical qualities for success in today's economic environment."

> Roger Pratt (MBA '82, MRP '76) Chief Risk and Investment Officer, Americas Prudential Real Estate Investors

# DEVELOPMENT TRACK

- The Development track focuses on real estate development issues such as siting, permitting, design, equity and debt financing, and exit strategy.
- A project in the capstone course allows students with an interest in real estate development to assume full responsibility for managing the development process from idea to the asset management stage.

## INVESTMENTS and FINANCE TRACK

- The Investments and Finance track focuses on real estate finance, investment analysis, financial modeling and capital markets.
- This track is distinguished by our student-managed real estate private equity funds, the only funds investing in private real estate transactions managed in a university setting by students.

 $^1$  John A. Byrne, "Where MBAs go to Work" , Poets & Quants, 11/28/2011 http://poetsandquants.com/2011/11/28/where-mbas-go-to-work

# UNC Kenan-Flagler Alumni

#### **Bill Alsup**

Sr Managing Director *Hines* 

## **Keith Anderson**

Chief Investment Officer *Equity Office* 

## Weston Andress

CEO

Carr Properties

## **Charlie Brindell**

Chairman & CEO Mill Creek Property Trust

## Ryan Dearborn

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Wood Partners

#### Chuck DiGiovanna

Vice President *Macy's* 

## **Ed Fritsch**

CEO

Highwoods Properties

## Eric Gaaserud

Managing Director
Bank of America Merrill Lynch

## **Rob Greer**

Managing Director Clarion Partners

#### Kent Griffin

President & COO BioMed Realty Trust

#### **Jeff Harris**

Executive Vice President *Post Properties* 

#### **John Harrison**

Senior Vice President Cole Real Estate Funds

#### Leo Horev

Chief Administrative Officer AvalonBay Communities

#### John McColl

Senior Vice President
Cousins Properties

## Web Neighbor

CFO Archstone

#### Pete Otteni

Vice President Boston Properties

## **Roger Pratt**

Chief Risk and Investment Officer Prudential Real Estate Investors

## Tom Regnell

Senior Vice President Washington Real Estate Investment Trust

## **Robert Shinn**

Senior Vice President Starwood Hotels

#### Chuck Spetka

President & CEO CWCapital

## **Leonard Wood**

Founder - Retired Wood Partners

"UNC Kenan-Flagler heightened my business acumen and gave me the analytical skills that allowed me to succeed in the real estate development industry. I have continually been impressed by UNC Kenan-Flagler graduates and their work ethic, leadership skills, and ability to handle complex issues."

Bill Alsup (MBA '73) Senior Managing Director Hines

# Real Estate Beyond the Classroom

# The Center for Real Estate Development

The Center for Real Estate Development and its Advisory Board focus on the overall strategy of the program and curriculum development to ensure that students are learning state of the art analytical techniques and applications. In addition, the Center helps students in their internship and career searches, and serves as a bridge between current and former students. Alumni involvement and interaction is an essential part of the MBA experience, and our alumni provide guidance regarding career interests and the job search, as well as sharing other aspects of their real estate experiences through a wide variety of events.

Visit www.kenan-flagler.unc.edu/real-estate-development

# Real Estate Annual Conference

The Annual UNC Real Estate Conference is organized by the Center for Real Estate Development. This event brings hundreds of industry leaders to Chapel Hill every year for a lively discussion of current real estate trends.

# Real Estate Club

The UNC Real Estate Club provides MBA students with a schedule of events that examine different aspects of the real estate industry, as well as educational and career opportunities designed to extend the curriculum. The Real Estate Club is one of UNC Kenan-Flagler's most active clubs.

Visit http://specials.kenan-flagler.unc.edu/MBAclubs/realestate

# Companies Recruiting

# UNC Kenan-Flagler MBA Real Estate Students

Archstone Lancaster Pollard
AvalonBay Communities Morgan Stanley

Cole Real Estate Capital The JBG Companies

Fastdil Secured Trammell Crow Company

dens IIB

Grubb Properties USAA Real Estate Compan

Highwoods Properties Wood Partners

Jefferies & Company

# Real Estate Investment Funds

Established in 2007, the KFBSF Real Estate Investment Funds provide student managers with hands-on experience in all aspects of the operation of a private equity fund. Student manager responsibilities include capital raising, developing investment strategy, due diligence and feasibility analysis, negotiating partnership documents, deal closing, asset management, investor reporting and other fund management tasks.

The student fund managers work closely with the real estate faculty, alumni and friends of UNC's Kenan-Flagler Business School to identify and evaluate investment opportunities for the Real Estate Investment Funds. In addition, student managers receive a unique opportunity to establish personal and professional relationships with national real estate developers and investors.

# Real Estate Case Challenge

The UNC Real Estate Development Challenge is an annual case competition hosted by the Center for Real Estate Development at UNC's Kenan-Flagler Business School. Sixteen teams from top-20 MBA programs in the US and Europe convene in Chapel Hill to compete in the Challenge, which is the first business school case competition to focus exclusively on real estate development.

# Real Estate Alumni Club

The Real Estate Alumni Club provides an opportunity for our real estate graduates to maintain contact with the Real Estate Program, and to connect with fellow alumni. The Alumni Club also helps alumni connect with current students through an active mentor program.

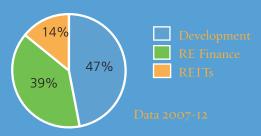
Visit www.uncreac.org

# Our Real Estate Recruiting Staff

Our Career Management Center staff will work with you to design a recruiting program customized to meet your needs, preferences and budget. To post a full time or internship position at your company, visit www.hirembas.unc.edu or contact our staff below.

Jim Spaeth Associate Director Jim\_Spaeth@unc.edu

# % by Job Placement



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