

# Let's Talk Business

## For Ted Rogers School Students

These reports describe industry sectors and career paths of interest to Ted Rogers School students and Alumni. Each report leverages BCH employment data and the expertise of our staff. This collaborative effort engages staff, students, alumni and the University Business Librarian.

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## What Can I Do with My Real Estate (REM) Major?

Real estate propels the local and national economy, and the REM major provides you the expertise to excel in this bustling arena on both the housing and the commercial property side. You will study core subjects such as **real estate finance**, **property development**, **economics**, **sustainability**, and **real estate law**. This flexible program allows you to customize your experience according to your own interests and career aspirations in real estate management.<sup>1</sup>

Non Co-op and Co-op options are offered. Students interested in the Co-op program must apply at the end of 2nd year.

## This Degree Focuses More On Commercial Real Estate

When you think “Real Estate”, you might think of realtors helping people buy and sell homes. The REM major at the Ted Rogers School, however, prepares students for opportunities outside of this scope. **This program does not help you become a realtor, rather it teaches you about all the different aspects of real estate, focusing mainly on commercial real estate.**

The most common entry-level opportunities that students pursue upon graduation are:

- Property Analyst
- Leasing Analyst
- Property Management Assistant
- Market Analyst
- Research Analyst
- Valuation Analyst
- Commercial Brokerage Analyst



Get Hired

The Business Career Hub (BCH) has scraped data from our job portal, from 2017 to 2024, and identified the following employers who hired the most students from the REM program.



The Real Estate Sector is Significant <sup>2,3</sup>

DID YOU KNOW?

That Canada accounts for 6.7% of the total sales involving real estate in North America?

Employees in the Real Estate Industry have an **average salary of \$70,000**



**243,550**  
Employed in Industry

**346,421**  
Real Estate Companies

**\$309B**  
USD Turnover

## The Industry Outlook

- The adoption of remote work during the pandemic reduced the demand and value of nonresidential markets. However, as we see a return to normalcy, the nonresidential market is positioned for growth as businesses resume expansion and investment in new properties. <sup>4</sup>
- Revenue generated by the corporate sector has increased, driven by the growth in corporate profits and nonresidential construction activity in recent years. <sup>3</sup>
- The corporate sector, business investment and increased consumer spending influence recovery in nonresidential markets. <sup>4</sup>



## Did You Know?

- ARGUS Enterprise is the industry-leading commercial property valuation and asset management software that **enables real estate companies to value and manage the performance of their real estate assets throughout the investment life cycle.**



Knowing the ARGUS technical platform may make you stand out as a candidate to real estate employers. ICSC offers discounted ARGUS training to student members.

[Sign up to become a student member with ICSC](#) & take advantage of this opportunity!

- Automated services associated with accounts receivable have improved collectivity rates and reduced costs associated with processing payments and analyzing data. This trend is expected to continue as technology continues to change.<sup>4</sup>

## Ted Rogers Real Estate is Here to Support You!



The Ted Rogers Real Estate Association (TRREA) is the official course union for Ted Rogers students studying real estate. They act as a liaison between students & industry by hosting events in order to meet and advance their respective interests. To explore further, visit their [LinkedIn](#).

## Get Certified

- [Real Property Administrator Designation](#) (RPM) for commercial and retail property management
- [Registered Condominium Manager](#) (RCM) for condo property management
- [Accredited Appraiser Canadian Institute](#) (AACI) for valuation and consulting services on all real estate properties
- [Canadian Residential Appraiser](#) (CRA) for residential appraising
- [Chartered Financial Analyst](#) (CFA) for real estate finance
- [Real Estate Salesperson Program](#) by the [Ontario Real Estate Association](#) (OREA)
- [Real Estate License](#)
  - Other designations through the Real Estate Institute of Canada (REIC) such as: Leasing, Property Management, Reserve Funding, Underwriting



## Professional Associations

- [International Council of Shopping Centers](#) (ICSC) offers a Student Membership with various benefits including networking events, mentorship programs, internship & scholarship opportunities
- [NAIOP Commercial Real Estate Development Association](#) focuses on commercial real estate in the GTA and hosts an annual development challenge open to students
- [BOMA Canada](#) supports emerging leaders of the Canadian commercial real-estate industry through experience and industry knowledge
- [Urban Land Institute](#) (ULI) brings the city building industry to students through initiatives including Student Committees, Mentorship Programs, and their Young Leaders Group
- [Toronto CREW](#) awards scholarships to deserving female students enrolled in a post-secondary program specializing in real estate
- [CoreNet Global](#) is the global association for corporate real estate



## Advice From our Students!



5th-Year REM Co-op  
Student  
**JENNY PAO**



*"My REM major helped me gain an edge as my educational background was directly relevant to my career aspirations in Commercial Real Estate. If you are curious about commercial real estate, this is the major for you - there is a large variety of courses available to you, all of which will strengthen your understanding of this sector and the exciting opportunities within."*

## Meet A Ted Rogers Alum!



Real Estate Analyst,  
Deloitte  
**ASMETHA KUMARASOTHY**



*"The REM program helped me realize that Real Estate is not just about becoming an Agent but about so many other opportunities in a growing sector. From courses on Sustainability to Valuations, I have been able to take bits and pieces of what I've learned and apply them in my career."*

## Learn More for Free



### Fit for Business

FFB's 'Discover the Majors' annual event helps you decide on which major is best for you- it also offers you a networking opportunity with upper-year BTM students. To learn more about FFB, click [here](#)!



### CBRE 2024 Market Outlook

Download [CBRE's 2024 Canadian Market Outlook](#) for insight into the trends shaping the Real Estate market in 14 Canadian cities



### Ted Rogers Real Estate Association

TRREA educates students on the careers in Real Estate, through offering events, workshops & networking opportunities. Learn more [here](#).



### ICSC

[ICSC](#) offers a free student membership with various benefits, including networking opportunities, mentorship opportunities, and in-depth studies from ISCS's Research D





## Visit the Business Career Hub

### Employer Events

The BCH hosts several employer events to prepare you for your professional career. Refer to your weekly 'BCH Careers Newsletter' for a list of upcoming [events](#).

### Bootcamps/Prep Programs

Advance your technical and soft skills, earn digital badges, and gain an advantage in today's workforce through bootcamps. Click here to [register](#) for current bootcamps.

### Coaching & Mock Interview

For career coaching, interview prep and more, [schedule a 1:1 appointment](#) with a Career Consultant or a Co-op Coordinator.



[TedRogersBCH](#)



[Business Career Hub Website](#)



[TedRogersBCH](#)



### Career Consultant Contributor Tania Rasie

Tania is a Career Consultant and a graduate of the Ted Rogers Co-op program. She has experience in campus and early talent recruitment within the IT industry. She aims to assist students in uncovering their career passions while leveraging their unique strengths.



### Student Contributor Alia Khan

Alia is a 3rd Year Global Management Studies student working part-time at the BCH. She is a Top 200 student, Co-President of Enactus TMU, and is passionate about developing social ventures.

## References

1. TMU (2022). [Real Estate Management](#)
2. Passport (2023). [Real Estate Activities Canada](#)
3. IBISWorld (2023). [Canadian Real Estate Asset Management and Consulting Sector Report](#)