

Let's Talk Business

For TRSM Students

These reports describe industry sectors and career paths of interest to TRSM 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.

Real Estate Sector is Expected To Grow!

From now until 2025, an anticipated increase in disposable income will continue to bolster residential real estate demand, particularly in major cities such as Toronto and Montreal. The Real Estate Sales and Brokerage industry in Canada is expected to continue growing consistently over the next five years as the economy and housing market recover from the COVID-19.¹



+4.7%

annual growth rate for Real Estate Sales until 2025 ²



+3.9%

annual employment growth for the Real Estate Sales sector until 2025.³



35.8%

of all establishments in Canada are in the GTA.⁴

What is the Difference Between Residential & Commercial?

Residential

Most industry operators help consumers buy and sell homes. As a result, factors that affect existing home sales or the volume of home transactions, such as disposable income levels, consumer access to credit and prevailing mortgage rates, heavily influence industry demand.

Commercial

Within the commercial market, industry revenue is generated from a variety of different sectors and industries, including industrial buildings, apartment buildings, retail space and office towers. To learn more about commercial real estate, read [this paper](#) by Deloitte.

Lets Talk About The Money!

An entry level Real Estate Analyst salary varies from firm to firm - the maximum annual salary will be about \$78,000 with an average of \$56,000.⁵

Click to the right to explore current career opportunities at Altus Group, a Toronto-based real estate software company.



Innovative Real Estate Companies In Canada!

KPMG published the annual [Real Estate Innovations Overview](#) in 2020, which highlighted some of the most innovative companies in this space. Below are some of the Canadian companies that are specialized in parts of the Value Chain Segment.⁶





Joist develops and offers a mobile app on iOS and Android platforms for industrial contractors to make estimates of costs and invoices.

11- 20 2011

Sourcing

Agent Matching

www.joist.com



Stambol offers a AR/VR studio creating hyper-realistic immersive experiences. They provide visualization services, allowing clients to judge their homes before construction.

11- 20 2016

Design & Planning

Virtual Viewing

stambol.com



DIRTT creates customizable, prefabricated interior wall and millwork systems. Solutions are powered by proprietary platforms, patents, manufacturing plants and partners.

>500 2005

Construction

Building Design

www.dirtt.com



Lane offers a platform for property owners, focusing on digitizing offices. Lane aims on changing the way people interact with the places they work and the people they work with.

21-50 2014

Property and facilities mgmt.

Tenant Services

joinlane.com



SmartPixel offers interactive presentation tools, focused on graphics and interactive strategy. It features solutions for real estate such as, finding units based on search criteria.

100-200 2008

Transaction and Leasing

Tech broker

smartpixel.com



Finneo offers a cloud based SaaS debt management and placement software solution designed for Property owners, developers, REITS and pension plans.

11- 20 2019

Investing & Financing

Investment Platforms

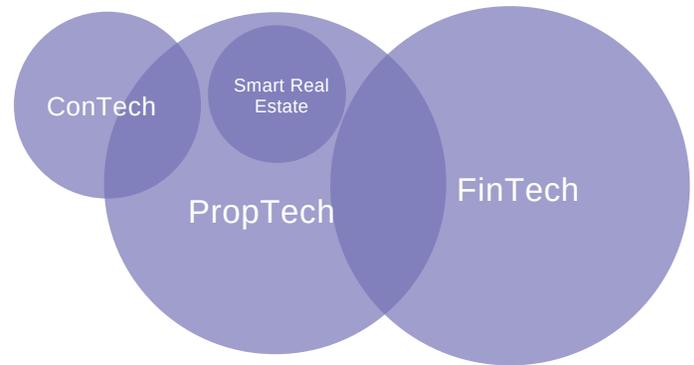
finneotech.com

What is PropTech?

According to KPMG's publication on the [Innovations in Real Estate in 2020](#), PropTech has grown by 766% in funding since 2014 and is expected to continue to grow!⁷

So what is PropTech? It is a collective term used to define start-ups offering technologically innovative products or new business models for the real estate markets. To learn more about PropTech, read this report, by Deloitte, on [PropTech: A Disruptive Force In Real Estate?](#)

PropTech Market



PropTech - Real Estate Start-Ups
Smart Real Estate - Intelligent Cities And Buildings
ConTech - Construction Start-Ups
FinTech - Finance Start-Ups

Realtors, Agents, and Brokers - Defined

Real Estate Agent

Agents work with a brokerage to practice their profession. All deals go through the brokerage they work for. To become an Agent they must be licensed by the Real Estate Council of Ontario (RECO).⁸

Real Estate Broker

A Real Estate Broker is a professional who manages or owns a brokerage firm and is responsible for supervising all Agents within the brokerage and overseeing all deals that come through.⁹

Realtor®

Realtors are Agents who are *also* members of the [Canadian Real Estate Association \(CREA\)](#). They are expected to meet certain ethical guidelines and PD requirements. They can then hold out the Realtor® title.¹⁰

Argus Real Estate Software

Argus, a software platform owned by Altus Group, is primarily designed for professionals in the Real Estate Industry. It provides asset and portfolio management that helps manage property valuations, investments, portfolio and budgeting. A lot of our alumni and students have reported using Argus software while working in industry.

Argus hosts an Annual University Case Challenge with prizes up to \$15,000. Want to see a few of the winning submissions? [Click here](#) to view.

Meet Our Alum



Property Administrator,
Allied Properties REIT
(March-October 2021)

MARIA NETKAL



Meet Maria, a TRSM Alum who graduated in 2020 with a Co-op Major in Law and Business, and a Minor in Real Estate. Maria is currently employed at Allied Properties REIT, a real estate investment fund where she works as a property administrator. As a property administrator she is responsible for tenant relations, payment collections, coordinating work with trades, controlling purchase orders, reconciling tenant accounts, obtaining insurances, assisting with budget preparations, land lord work and capital projects.

Maria's #1 piece of advice in the industry is, "Making mistakes is normal so don't dwell on failures, reflect and move on."

Want to Learn More For Free?

CBRE

Canada's Market Outlook 2022

Download [CBRE's 2022 Canadian Market Outlook](#) for insight into the trends shaping the Real Estate market in 14 Canadian cities.

Ryerson Library

For more information on the Real Estate industry and to learn more about top employers, visit this [IBISWorld](#) report. Additional resources are available on [this page](#). To contact the library [click here](#).

Haider-Moranis Bulletin

This Bulletin is produced by Murtaza Haider, a Professor of Real Estate at TRSM. He collaborates with Stephen Moranis, an experienced Real Estate professional. Through the use of data and analysis, they focus on trends in the industry. Learn the latest by [clicking here](#).



Real Estate Ryerson (RER) represents and educates students on the careers in Real Estate, through offering events, workshops and the networking opportunities. To learn more about RER click [here](#):



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.



Career Consultant Contributor

Tanya Skydan

Tanya is a Career Consultant with 5+ years of campus recruitment experience. Tanya is a TRSM alumni who is passionate about providing students the tools needed to be successful in the workplace today and the future.



Student Contributor

Huzaifa Memon

Huzaifa is a 4th year Retail Management co-op student who has completed work terms at Staples in Retail Technology and Operations, and worked at BCH as a Digital Publishing Project Coordinator.

Data Sources

1-4 Lucie, C. (2020, August) IBISWorld Industry Report: Real Estate Sales & Brokerage in Canada 5 Glassdoor. (2021, April) Real Estate Analyst Salaries 6-7 Andrew, W. (2020, January) KPMG, Real Estate Innovations Overview 8-10 Lisa, R. (2019, Apr) Storeys, What's the Difference Between Realtors, Agents and Brokers?