Fulltime MSc Real Estate Programme: An Introduction
Why Study Real Estate at Reading?

• A European Market Leader in Real Estate Education and Research
  – Largest full-time real estate related faculty in Europe
  – Widest real estate knowledge base in Europe
  – Teaching underpinned by research
    • Access to latest thinking and best practice
Why Study Real Estate at Reading?

- Very close industry linkage
  - MSc programmes accredited by Royal Institution of Chartered Surveyors (RICS)
  - The ‘Reading Network’ – Reading Real Estate Foundation (RREF)
  - Visiting speakers, Field Trips, Industry Challenge
  - Every student on the programme gets an industry mentor

- An unparalleled track record of employability
  - 100% of Graduates from the MSc enter relevant employment within 6 months of graduation
  - 90% have secured relevant employment before they finish the programme
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University of Reading
Henley Business School

- One of the UK’s leading business schools
- Home to over 1,800 full-time students
- Students from more than 50 countries
- Merger with Henley Management College, creating a new world-class business school
New Business School : Opened Summer 2009
The Reading Ethos

- The programmes are designed to be industry facing and deliver a mixture of academic rigor and practical application.
- They build on the skills and knowledge acquired and developed in your first degree.
- Graduates are equipped to deal with the full spectrum of real estate activities, from direct to indirect, national to international.
- Global relevance as a key principal of curriculum design
The MSc Real Estate Programme

• A demanding and intense programme
  – Up to 20 hours of direct contact per week
• You need to apply yourself fully from day one
• Everybody will experience highs and lows
  – Strong emphasis on pastoral care
• You will be supported throughout by the programmes team.
• Special language and study skills support for international students
• Your classmates – your future ‘social’ and ‘professional’ network
• 2016/17 – 180 Students – 25 Nationalities!
The MSc Real Estate Programme – Structure

Core Term (Common 60 Credits) → Specialised Term (Streams + Electives 80 Credits) → Capstone Term (Common + Specialism 40 Credits)
PROGRAMME STRUCTURE

- Autumn Term: Core Knowledge (60 Credits)
  - Induction and Foundation
  - Real Estate Economics (20 Credits),
  - Introduction to Real Estate Finance (10 Credits),
  - Investment Appraisal and Valuation (20 Credits),
  - Business and Professional Values (10 Credits)
PROGRAMME STRUCTURE

• Spring Term: Specialised Knowledge (80 Credits)
  – Valuation and Asset Management Stream
    • Valuation, Asset Management + Two Electives
  – Development Stream
    • Development Processes, Practices and Appraisal, Planning Policy and Practice (10) Understanding Construction: Procurement and Project Delivery (10) + Two Electives
  – Fund Management Stream
    • Real Estate Securities, Portfolio Management + Two Electives
  – Electives choice of Two (all 20 Credits):
    – Asset Management, International Markets, Landlord & Tenant, Housing Economics, Cities -Regions and Strategic Governance, Institutions, Land and Property Rights, Sustainability and Real Estate, Dissertation (40 Credits)
PROGRAMME STRUCTURE

• Summer Term: ‘Capstone’ – Integration and Application of Core and Specialised Knowledge (40 Credits)
  – Real Estate Opportunities (20 Credits)
  • Opportunities Seminar, Industry Challenge, European Field Trip, Real Estate Game
    – Final Project in chosen specialism (20 Credits)
    Or
  – Dissertation (40 Credits)
Induction and Foundation

- Careers
- Maths for Finance
- Intro to Planning
- Into to Buildings
- Intro to Law
- Intro to Markets
Final Projects

- Prerequisites: Relevant Spring Term Core or Elective Modules
  - Valuation and Investment Appraisal
  - Development
  - Asset Management
  - Markets
  - Fund Management
  - Housing
  - Sustainability
  - Land and Governance
Field Trips

- London
- Manchester (3 days) week 6 Autumn Term
- Europe (6 days) week 5 Summer Term
  - Lisbon (2009)
  - Budapest (2010)
  - Istanbul (2011)
  - Paris (2012)
  - Milan (2013)
  - Madrid (2014)
  - Athens (2015)
  - Warsaw (2016)
  - Helsinki (2017)
- Many programme events sponsored by the industry.
Real Estate Careers

• Real Estate a Professional Business Service - People as the Competitive Advantage
  – Real Estate is a people skills business

• Internationalisation – Creation of Global Delivery Platforms in Real Estate Services

• Shift to higher value added activities
  – Shift from transactions to consultancy services
  – Expansion of the indirect market – A whole new skill set!

• Changing skill base - Emphasis on business skills
The Market for Graduates

- The ‘right’ individual rather than the specific academic background or career experiences
  - The maturity of the individual an important consideration
- Emphasis on personnel transferable skills
- An increasingly competitive job market
  - A degree from Reading will open doors but ultimately it is the individual which counts.
  - Most firms are looking for a portfolio of people
Principal Employer Categories

- Real Estate Service Firms
  - International
  - Domestic
- Property Companies (Developer - Investors)
- Institutional Investors and Investment Vehicles
- Professional and Financial Service firms
- Specialist Real Estate Analysts
- Real Estate Boutiques
- Corporates
- Local Authorities
- But also further study as a career option – PhD Programme
JLL –
Key characteristics we are looking for

• Academic Level (One year post-graduate after a non-cognate undergraduate degree)
• Team Players
• Problem Solvers
• Original Thinkers
• Language Skills
• People who are:
  • Naturally conceptual & analytical
  • Possess enquiring minds & thrive on pressure
• + excellent communication & interpersonal skills, integrity & tenacity
• “We are a people business so relationship building is integral to our success’
Recent MSc Students were employed by ........
A Clear Focus on Employability in the Programme

- Support with CV Creation and Covering Letters
- Mock-Assessment day run in conjunction with the heads of Graduate Recruitment from the Leading Firms in the Industry.
- Reading Real Estate Foundation Annual Careers Fair and Mentoring Scheme – Every Student on the Programme gets an Industry Mentor
- Verbal and Numerical Testing
- Direct contact with the leading employers in the industry
The RICS – The Royal Institution of Chartered Surveyors

With over 120,000 members operating out of 146 countries RICS is the leading organisation of its kind in the world for professionals in property, land, construction and related environmental issues. RICS membership is only awarded to individuals who meet and maintain the most rigorous standards to the public advantage.

The key roles of RICS are to:

– Regulate and promote the profession
– Maintain the highest educational and professional standards
– Protect clients and consumers through a strict code of ethics
– Provide impartial advice, analysis and guidance
APC (Assessment of Professional Competence)

- practical training and experience which, when added to your full-time study and learning received at university, leads to your RICS membership. It is the process by which RICS ensures you are competent to practice as a chartered surveyor.
  - a minimum of 24 months' training
  - a minimum of 400 days' relevant practical experience
  - final written submissions including log book, reports and assessment forms
- an assessment interview after 24 months, making a presentation at an assessment center.

- RICS Futures
  - [www.youtube.com/watch?v=t6hPnE3giXw](https://www.youtube.com/watch?v=t6hPnE3giXw)
Student Representation

- Student/Staff Liaison Committee (SSC)
  - A very important role in shaping programme delivery

Two Primary Functions:

(1) To provide a formal channel for students to meet with staff to discuss issues such as teaching and learning and student support

(2) To get you involved in the planning, organisation and delivery of a variety of programme events, in particular, Fieldtrips, Career Events, Sporting Events and Social/Charitable Events
Students Abseiling ‘The Blade’ for Charity
Entry Requirements and Fees 2017

- Minimum 2.1 (or equivalent)
- For MSc RE degree subject area not a big issue but grade and the quality of the institution are the key considerations
- Relevant Work Experience a big plus but not essential!
- Quality of ‘Personal Statement’ very important - motivation
- References also important
- IELTS 7.0 for international applicants

Fees (2017/18) MSc RE Home/EU £17,500 International £20,500 (Including all field trips)

For more information visit www.reading.ac.uk/rep or e-mail pgrep@reading.ac.uk
Any Questions?

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