

HAMPDEN- SYDNEY COLLEGE

Tiger Tracks

Studies and career options for
Hampden-Sydney students
interested in real estate

*“Real estate firms,
like businesses, can equip
their employees with many
of the functional tools required
to do their daily work,
but the foundational experience
and broad perspective a
good Hampden-Sydney man
brings to the table is really
the secret sauce in real estate.
The ability to analyze complex
issues, understand society,
articulate a vision, lead teams,
communicate, relate, and
adapt—all are essential skills
in the real estate business and
all are fundamental to the
Hampden-Sydney experience.”*

MICHAEL BLACKWELL '01

Mid-Atlantic Region Development Manager,
Crescent Communities, LLC
Charlotte, North Carolina

PREPARING FOR A CAREER IN Real Estate

MINDSET

- Real estate offers a wide array of career opportunities.
- Real estate requires patience, innovation, diligence, trustworthiness, interpersonal skills, and business acumen.
- It is important for you to determine what aspects of real estate appeal to you and what route is best to achieve your objectives.
- Acquiring an internship can greatly aid in the development of your understanding of real estate
- Establishing relationships with working real estate professionals is a vital experience to launching a successful career.

COURSEWORK:

Effective communication skills and an understanding of business concepts and models are essential if you are interested in a career in real estate. Your coursework at Hampden-Sydney will provide preparation for a career in real estate regardless of your major. Although there is no single course of study that is absolutely essential for someone interested in real estate, the Economics and Business programs at Hampden-Sydney are, in general, specifically advantageous platforms from which to begin a career in real estate. The following are suggested courses:

- *Economics & Business courses:* Money & Banking; Financial/Managerial Accounting; Nature, Management, and Environment of Business; Urban and Regional Economics; Economic Forecasting; Corporate Finance
- *Elective Courses:* Public Speaking (Rhetoric); Statistics & Calculus (Mathematics)

FIELDS OF REAL ESTATE:

Do research on the different fields of real estate, and determine which field sparks your interest:

- Appraisal: the process of placing value on a property
- Brokerage Sales: playing an intermediary role between buyers and sellers of properties
- Development: the development of new land or the redevelopment of existing projects
- Finance: mortgage and equity financing of new and existing properties
- Investment: ownership, leasing, management, and disposition of real estate properties
- Property Management: overseeing and managing real estate assets

GRADUATE STUDY & CERTIFICATION TESTS

- The MBA: a highly respected degree for any field of business
- Master of Science in Real Estate: strategically prepares you to concentrate in real estate by focusing on the more technical aspects of the real estate process, such as principles of development, market analysis, and real estate finance.
- State Approved Real Estate License: Each state has unique real estate laws, so to provide real estate services, one must pass a state approved exam. In certain states, commercial and residential laws vary which may require you to take a separate licensing exam depending on your industry of choice. While there is no class required before taking a state-approved exam, many preparation classes are offered.
- Specialized designations are also a way to demonstrate proven success in Real Estate, some nationally recognized designations include Certified Commercial Investment Member (CCIM), Society of Industrial and Office Realtors (SIOR), Certified Leasing Specialist (CLS), LEED Certification (LEED), and Multi-Family Accelerated (MAP)

PROGRAMS AND EXTRACURRICULAR ACTIVITIES:

- The Career Education and Vocational Reflection Office helps you negotiate the challenging internship search by offering lessons in résumé and cover letter writing, networking, and interview preparation.
- The Center for Entrepreneurship and Political Economy provides you the experience, connections, and skills to help you bring your businesses to market. Furthermore, it shines light on the role that government plays in the marketplace.
- On-Campus Speakers - Hampden-Sydney attracts many speakers from all backgrounds. Attending these talks will expand your breadth of knowledge and can provide networking opportunities with individuals practicing real estate.
- The Tiger Fund: Student Managed Investment Fund - For those interested in real estate investment or finance, the Tiger Fund provides a competitive opportunity to practice the valuation and market analysis techniques learned in class by managing a portion of the school's endowment.

RECOMMENDED READING

Wall St. Journal; *Shock Exchange*, Ralph Baker '89; *The Snowball*, Warren Buffett; *Buy, Rent, and Sell: How to Profit by Investing in Residential Real Estate*, Robert Irwin; *How to Win Friends and Influence People*, Dale Carnegie; *The Big Short*, Michael Lewis

HAMPDEN- SYDNEY COLLEGE

Forming good
men and
good citizens
since 1776



HOMETOWN REALTY
*Real estate sales, resale,
and development,
Richmond, Virginia*

Founded in 1988 by Mike Chenault '88 and Todd Rogers, father of H-SC alumnus Ben Rogers '12, Hometown Realty offers real estate sales as well as building, development, mortgage, rental, and closing services. They have ten offices throughout Richmond and Central Virginia. Eleven Hampden-Sydney men work on the Hometown team: Geordie Breidenbach '10, Deane Cheatham '88, Mike Chenault '88 (Principal Broker), Jayson Collier '98, Mark Meitz '95, Ken Pritchett '64, Benjamin Rogers '12, Shawn Shurm '05, Josh Simpson '09, Adrian Spears '01, and Ben Winters '02.

JIM ASHBY '99

Vice President, Thalhimer, Cushman & Wakefield, Richmond, Virginia

At Hampden-Sydney, Jim was a head resident advisor, an honor court investigator, and vice president of Kappa Sigma fraternity. Jim first became involved in commercial real estate with Grubb & Ellis|Harrison & Bates in 2002. In 2004 he joined Thalhimer, Cushman & Wakefield and is now a vice president specializing in the retail sector. He represents a host of landlords and tenants throughout the state and has emerged as an industry expert, specializing in leasing, user sales, investment sales, development, and acquisitions.



SEAN LITTON '96

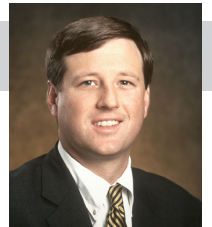
President/Broker-in-Charge, The Peninsula Company, Charleston, South Carolina

Sean graduated with a degree in biology and managerial economics. He is the founder and president of the Peninsula Company LLC, a real estate brokerage and development firm in downtown Charleston. In addition to sales, Peninsula develops residential neighborhoods, condominiums, and office and commercial buildings.

GEORGE DEWEY IV '94

President, Aston Properties, Charlotte, North Carolina

George majored in economics and was a member of the SAE fraternity. George worked for The Bissell Companies from 1994 to 1997. He continued his career at Aston Properties, where he specializes in developing, leasing, managing, and acquiring shopping centers and retail facilities throughout the Southeast.



BILLY REID '91

Manager, Moseley Flint Schools of Real Estate & Cape School, Inc., Richmond, Virginia

At Hampden-Sydney, Billy studied history and political science, played football, and was a brother of the Kappa Alpha Order. He then worked for U.S. Congressman Tom Bliley and Virginia Governors George Allen and Jim Gilmore. Currently Billy manages the real estate education programs for Moseley Flint Schools of Real Estate and Cape School, which offer real estate, insurance, and mortgage licensing courses.

JOHN GIBSON '82

Executive Vice President, Ellis-Gibson Development Group, Virginia Beach, Virginia

John majored in economics, was a four-year starter on the lacrosse team (holding school records for most career goals and most career points), and was inducted into the H-SC Athletic Hall of Fame in 1994. Before embarking on a career in real estate, John worked as a pricing analyst for a government contractor in Norfolk. He now operates Ellis-Gibson Development Group, a property management and real estate development firm located in Virginia Beach.



JUDD MCADAMS '77

Managing Partner, RED Partners, Charlotte, North Carolina

Judd graduated in 1977 as a member of the Lambda Chi fraternity. Judd now works with RED Partners, focusing on commercial development including neighborhood and community retail centers, medical offices, historic rehabilitation, and build-to-suit properties.

DAVID MIZE '89

Associate Broker, Long & Foster Real Estate Inc., Richmond, Virginia

David graduated with a B.A. in history. As a student, he was treasurer for the Pi Kappa Alpha fraternity and Secretary Treasurer of the Student Government. He was listed in *Who's Who in American Colleges and Universities* and elected to Omicron Delta Kappa leadership Honor Society. In his 20 years as a residential real estate broker in Richmond, David has been named a top-producing agent by the Richmond Association of Realtors. Additionally, David has been a top-producing Realtor for Long & Foster's Richmond Region for 12 years and has earned both CRS and GRI designations.

