

Cornell Baker Program in Real Estate

Post Graduate and Post Summer Report

Baker Program in Real Estate
Class of 2015

Career Management in the Office of Student Services
School of Hotel Administration
Cornell University

Full-time Base Salaries

Mean	Median	Range	Mean of Relocation/Signing Bonus	Mean of Annual Bonus
\$103,333	\$105,000	\$50,000 – \$125,000	\$12,500	\$42,857

- 89% of respondents' salaries are within the range of \$95,000 - \$125,000
- 22% of respondents reported receiving a relocation and/or signing bonus
- 78% of respondents reported receiving a compensation package that includes an annual bonus

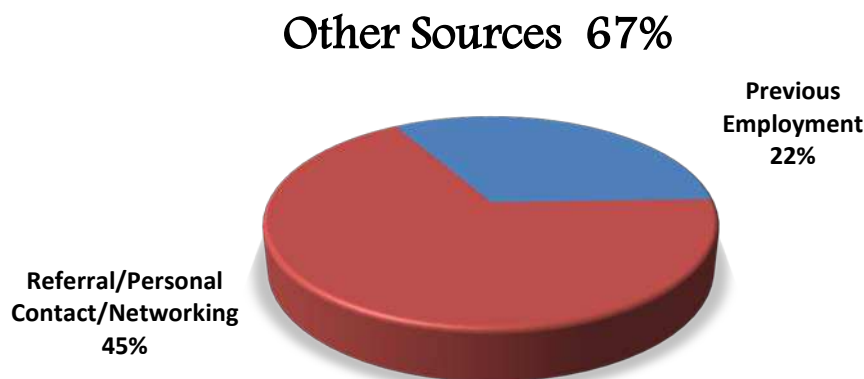
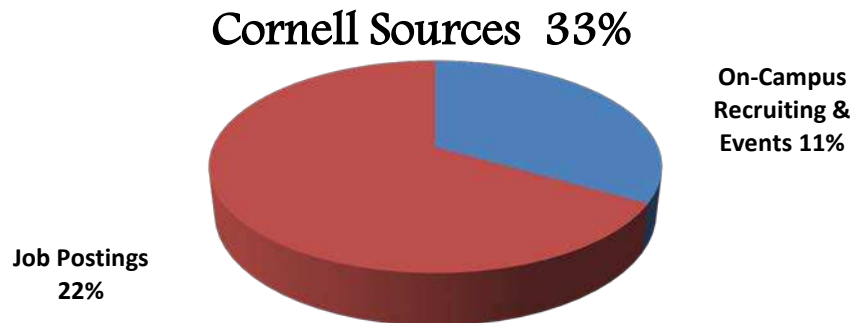
Base Salaries by Industry Segment

Industry Segment	Mean	Median	Range	Mean of Annual Bonus
Development	\$95,000	\$110,000	\$50,000 – \$125,000	\$81,750
Acquisitions	\$100,000	\$100,000	\$95,000 – \$105,000	\$27,167
Asset Management	\$108,333	\$105,000	\$95,000 – \$125,000	\$38,250
Other:	\$120,000	\$120,000	\$120,000 – \$120,000	\$25,000

- Positions that included both acquisitions and asset management roles were included in both categories' calculations

Source of Full-time Accepted Offers

Cornell Sources	33%	Other Sources	67%
On-Campus Recruiting & Events	11%	Previous Employment	22%
Job Postings	22%	Referral/Personal Contact/Networking	45%



Note: All statistics in this report are based on the students who responded to each section of the survey.

2015 Hiring Companies (Full-Time and Internship)

AEW Acquisitions Intern	LCS Senior Living Finance Manager (Asset Management)	Starwood Hotels & Resorts Worldwide Associate
Brickman Associates Summer Associate	Mapletree Investments Associate	Tishman Speyer Associate
Citi Community Capital Assistant Vice President	Maroon Capital Group Summer Associate	Tamares Real Estate Investors Associate
Chartres Lodging Summer Acquisitions and Asset Management Intern	MetLife Real Estate Investors Summer Associate	Urban American Summer Associate
China CITIC Bank International Associate	MetLife Agricultural and Real Estate Investors Summer Associate	United Realty Advisors Summer Associate
Clearview Hotel Capital Associate	Northwestern Mutual Real Estate Investments* Associate Summer Associate	Washington Street Partners Associate
Company Confidential (Ultra High Net Worth Family Office) Summer Real Estate Intern	Oaktree Capital Management - Europe Summer Associate	Welltower (formerly Healthcare REIT) Real Estate Investment Associate
Federal Home Loan Bank of Boston Summer Intern	Pacific Cascade Group Summer Associate	Workforce Summer Associate
Grubb Properties Development Associate	Prudential Real Estate Investors – Latin America Summer Investment Associate	
Hodes Weill Intern	Related Companies Development Associate	
HR&A Advisors Summer Fellow	Skanska USA Commercial Development Development Manager	
ICBC Associate	Starwood Capital Group Associate	
Intelli-Stay Hospitality Summer Associate		

Career Management in the Office of Student Services

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Cornell University

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