

# Cornell Baker Program in Real Estate

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## Post Graduate and Post Summer Report

Baker Program in Real Estate  
Class of 2016

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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
\$95,091	\$100,000	\$26,000 – \$120,000	\$9,000	\$30,000

- 82% of respondents' salaries are within the range of \$85,000 - \$120,000
- 22% of respondents reported receiving a relocation and/or signing bonus
- 78% of respondents reported receiving a compensation package that includes an annual bonus

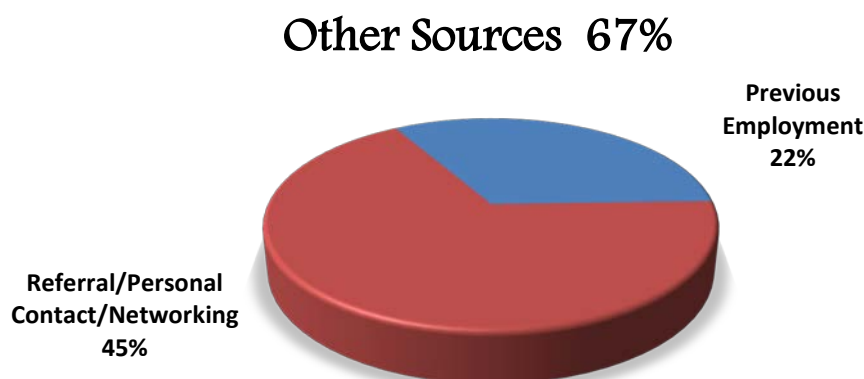
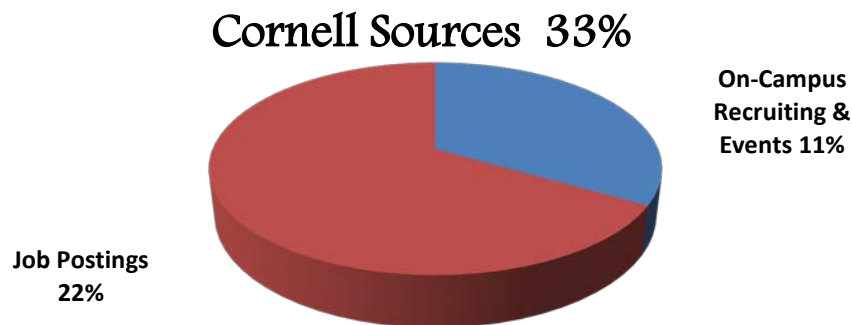
## Base Salaries by Industry Segment

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:	\$0,000	\$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.

## 2016 Hiring Companies (Full-Time and Internship)

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

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