

# MASTER OF REAL ESTATE

## STUDENTS RECEIVE TRAVEL GRANTS

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Economic trends in travel may be at a record low, but for MRE students it was way up this year!

First semester students Natalie Davis and Courtney Malley received the ICSC grant and attended the Global Retail Real Estate Conference in Las Vegas in May.

Ms. Davis and Ms. Malley had the chance to investigate the many prospects coming up in retail real estate as well as network with industry leaders and attend a few educational sessions.

They attended the Women in Real Estate Breakfast and were able to meet other CREW (Commercial Real Estate Women) members at the conference.

“At first, the leasing mall exhibit was very overwhelming with its fast paced environment and over the top company booths, but with our personalities, we fit right in” Courtney shared.

“I liked hearing a positive response to our current economy and how developers are taking advantage of it,” Davis said, regarding a session they attended titled “Surviving & Thriving: Development Strategies for Challenging Times.”

Other students were given travel awards as well and had the opportunity to meet and network with real estate professionals in the industry.

Kevin McCune and Austin Wolfe attended the Student Housing Conference while Kevin Birkel, Zach Brown, James Mayo and Preston Yaggi all attended the National Storage Convention and Eric Bishop-Berry and Blake Schroeder attended the Spring ULI meeting.

These student travel grants are essential in aiding our students by exposing them to industry issues, the importance of critical thinking, oral communication and decision-making skills. Thanks again to our donors and the Real Estate Roundtable for making this a possibility!

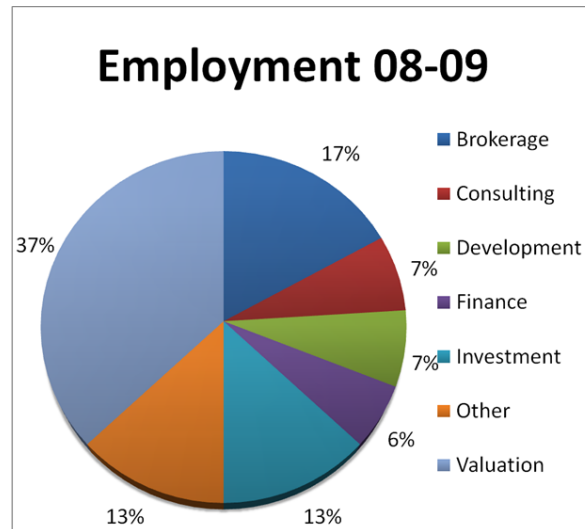


**For more information about the Real Estate Roundtable, please visit our Website at:**  
<http://mays.tamu.edu/mre/>  
 In the photo Natalie Davis (left) and Courtney Malley (right)

## GRADUATE EMPLOYMENT

December 2008 graduating students were 88 % employed within 90 days of graduation. The vast majority of them moved to Houston due to the relative strength of its economy. However, Master of Real Estate graduates relocated across the United States from Salt Lake City, Utah to Ft. Lauderdale, Florida. The employment distribution by job category is displayed in the chart to the right.

We successfully placed 100% of our students in internships for the summer.



## ANOTHER RECORD YEAR FOR SCHOLARSHIPS AWARDED

### Alvin B. Wooten Scholarship—

- Austin Wolfe
- Erin Burleson
- Carrie Marek
- Laura Somers

### Houston Gulf Coast Chapter of SIOR

- Greg Collins
- James Harris
- Rachel Schneider

### SIOR Foundation/Majestic Realty Educational Scholarship

- Matt Long

### CCIM—Houston/Gulf Coast Chapter

- Nadiya Nichols
- Greg Collins (07')

### David B. Hendricks II Foundation Scholarship

- Erin Burleson
- Hall Henderson

### Valero Energy Corporation Endowed Scholarship

- Casey Blacketer
- Joshua Canafax
- Ashley Sawyer
- Rachel Schneider
- Freddy Tsai

### Dr. Ivan and Luann Schmedemann Endowed Scholarship

- Jon Harmon

### Appraisal Institute Minorities & Women Education Scholarship

- Kristen Scott

### Steven Long III Memorial Scholarship

- Kelly Beevers
- Joshua Canafax

### State of Texas Good Neighbor Scholarship

- Freddy Tsai

### Student Travel Grants

- ICSC Conference

- Natalie Davis
- Courtney Malley

- Student Housing Conference

- Austin Wolfe
- Kevin McCune

- National Storage Convention

- Kevin Birkel
- Zach Brown
- James Mayo
- Preston Yaggi

- ULI Spring Conference

- Eric Bishop-Berry
- Blake Schroeder

## SEVERAL STUDENTS COMPETE IN REAL ESTATE COMPETITIONS

**George Washington University**—In March of this year, an interdisciplinary team of students from the Master of Real Estate program, the MBA and the Master of Land Development programs were selected to advance to the finals of the annual Real Estate Investment and Development (REIDO) Case Competition, hosted by George Washington University. Students were charged to create a “vision” for a large and extremely challenging site, involving a 28-acre parcel of land west of Gallaudet University in Washington, DC.

The development plan proposed by the Texas A&M team was SoNYA [soh-nyuh] - an acronym for South of New York Avenue, soon to be come Washington D.C.’s fictional, yet paramount landmark for international culture and culinary arts.

The students conducted a market analysis of the area, highlighting the office, industrial, hotel and retail development potentials.

Although SoNYA’s urban revitalization project idea did not place in the finals, the team members involved were extremely pleased with their presentation and overall project and are eager to mentor next years group.

This year’s team included 1 MBA student, 1 Land Development student, one studying Landscape Design and 4 MRE students, pictured below.

**ULI**—MRE students Patricia Saldarelli & Rachel Schneider, and an MSLD student from Texas A&M University united with two Masters in Architecture students from the University of Houston to participate in the annual ULI Competition. To our knowl-

edge this is one of the few times the team was both interdisciplinary and intercollegiate.

**Texas Shoot-Out**—Our students once again competed in the Texas Shoot-out-Real Estate Challenge. Teams attempt to solve real-world commercial real estate challenges and present their solutions. This years event was held at The Dallas Country Club and is sponsored by NAIOP North Texas.

**ARGUS**—New to competition this year was the ARGUS Software University Challenge. This was a first-time competition offered by ARGUS Software and enabled real estate students to gain real-world experience as well as utilize their knowledge of commercial real estate by solving for real-world investment analysis scenarios.

Judge Michael Sorich, of Orlando-based Tropical Realty Advisers said “The ARGUS College Challenge provides a competitive environment, allowing students to apply practical real estate solutions by using the software in a case study format. I am amazed at how well the students grasped the variety of issues set forth, applied solutions, and explained their results.”

Students participating in the ARGUS Challenge were Kevin Birkel, Natalie Davis, Ricky Goings and Clay Roper.



Pictured from L-R: Jon Harmon, Joshua Canafax, Juan Maldonado (MSLD), Adam Freund (MBA), Freddy Tsai, Erin Burleson, Mike Wilson (LAND)

**REIDO**—“As for your team—they were brilliant, the best on all features and should have taken first prize. The graphics and personal presentation were great. Secondly, they had excellent analysis, both financial and planning.”  
Event Attendee

# REAL ESTATE SWEEPS INTRAMURALS

Master of Real Estate students boast many talented athletes, and have spent the past year sweeping Texas A&M REC Sports Intramurals with their goal-sticking, rebound-picking competitiveness.

Intramural chair, Blake Farrar shared his thoughts on this years intramurals. "Whenever I am asked why I like our program so much I've always simply said, *the people*. Intramurals has proven time and again a way to get to know these incredible people outside of the everyday class scene. Over the last

two semesters we had students not only participating, but winning championships in co-rec indoor soccer, 'A League' co-rec basketball, and 'A League' men's basketball. Everyone will agree that it was great to get away from the everyday group project norm and just have fun playing ball. (the championships didn't hurt either) Our relationships built in class undoubtedly helped us on and off the court, but the teamwork we developed throughout the year will pay dividends in the long run. I think I speak for the rest of the

class when I say I look forward to seeing what the fall has to offer for us."

Hall Henderson, 2009 Spring MRE President says "Not only were we the smartest kids in the school, but we were feared on the soccer field and untouchable on the basketball court."

I think you'll join us in congratulating these kids for taking part in extracurricular activities and still maintaining their studies.

Hats off!

"Our relationships built in class undoubtedly helped us on and off the court." ~ **Blake Farrar**

Top Row, L-R, Daniel Barnett, Travis Denson, Joshua Canafax, Hall Henderson, Matthew Long, Nathan Gaines, Kevin McCune  
Bottom Row, L-R, MRE Friend, Melissa Dippo, Lacey Blau, Erin Burleson and Jaclyn Golden



Top Row, L-R, Hall Henderson, Lacey Blau, Blake Farrar, Travis Denson and Tyler Wall.  
Bottom, L-R, Chris Farrar, Jaclyn Golden and Erin Burleson

# REAL ESTATE ROUNDTABLE SPEAKER SERIES LUNCHEON



Keynote speaker Dr. Mark Dotzour pauses to answer questions from attendees.



Scott Williams and Gary Maler



We had another well received Houston event with over 350 attendees. Students pose with MRE Director Cydney Donnell and luncheon sponsor Malcolm Stewart of Camden Property Trust. Back row, L-R: Tyler Wall & Freddy Tsai. Front Row, L-R: Cydney Donnell, Rachel Schneider, Tish Saldarelli and Malcolm Stewart

## CREW NETWORK CONVENTION

Students attend the 2008 CREW Network Convention and Marketplace.

Pictured, top row, L-R, Rachel Schneider, Laura Somers, Melissa Dippo, Lacey Blau, Erin Burleson, Tish Saldarelli. Front row, L-R, applicant Kaily Chapman and Jaclyn Golden.



Master of Real Estate  
Program

**Cydney Donnell**  
Program Director

**Lois Carter**  
Assistant Program  
Director

**Angie Degelman**  
Program Coordinator

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## HELEN AND O.N. MITCHELL FELLOWSHIP IN REAL ESTATE AWARDED TO DR. CHARLES GILLILAND

Excerpted from Mays News article By Chrystal Houston, Mays Staff Writer

Charles Gilliland '83, a research economist with the Texas Real Estate Center at Texas A&M University's Mays Business School, has been appointed to the Helen and O.N. Mitchell Fellowship in Real Estate. As a researcher with the center since 1977, Gilliland has dedicated 32 years to the study of the Texas real estate market, as well as to the teaching of related subjects in the business school.

The Mitchell Fellowship supports a faculty member's teaching, research and professional development. It is also meant to encourage cooperation with the Mitchell Master Builder Chair and the Mitchell Professorships in Construction Science, Land Development and Real Estate, both in the College of Architecture, as well as other faculty with a teaching focus on residential development, construction and design. The Mitchell family, founders and owners of History Maker Homes, funded the fellowship.

Congratulations Dr. Gilliland!

## LOIS CARTER PRESENTED WITH TEXAS A&M UNIVERSITY 2008 PRESIDENT'S MERITORIOUS SERVICE AWARD

In December 2009, Lois Carter '01 was presented with the President's Meritorious Service Award.

"Not only does [Lois] efficiently work two different jobs at Texas A&M, her passion for assisting students is obvious and contagious. She takes the time to understand each student's individual learning style and to tailor success strategies around those styles. She is friendly, witty, intelligent, and caring to all and is a wonderful example of a person who is willing to go above and beyond her job responsibilities to make a difference in students' lives."

The President of Texas A&M University presents these prestigious awards to staff for their meritorious service to the university. Each individual recipient receives a cash award, a commemorative plaque, and a lapel pin. These awards are sponsored by the Office of the President and The Association of Former Students.

For additional information  
on any items mentioned in this  
report, please refer to our  
website:

[http://mays.tamu.edu/grad/  
masters/realstate/index.htm](http://mays.tamu.edu/grad/masters/realstate/index.htm)

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## FALL 2009 INCOMING CLASS

We are pleased to be expecting 28 incoming students. These students are as academically strong as prior classes and continue to be predominately TAMU business majors. The percentage of female students has gone up from 24% to 33%. The applicant pool is stronger than ever, as most students know that the program has high expectations from its classes.

We are striving to continually improve the program with a goal of national prominence. As always we are grateful to the faculty and staff of the Mays Business School and to our many industry supporters who provide time and funding support.

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