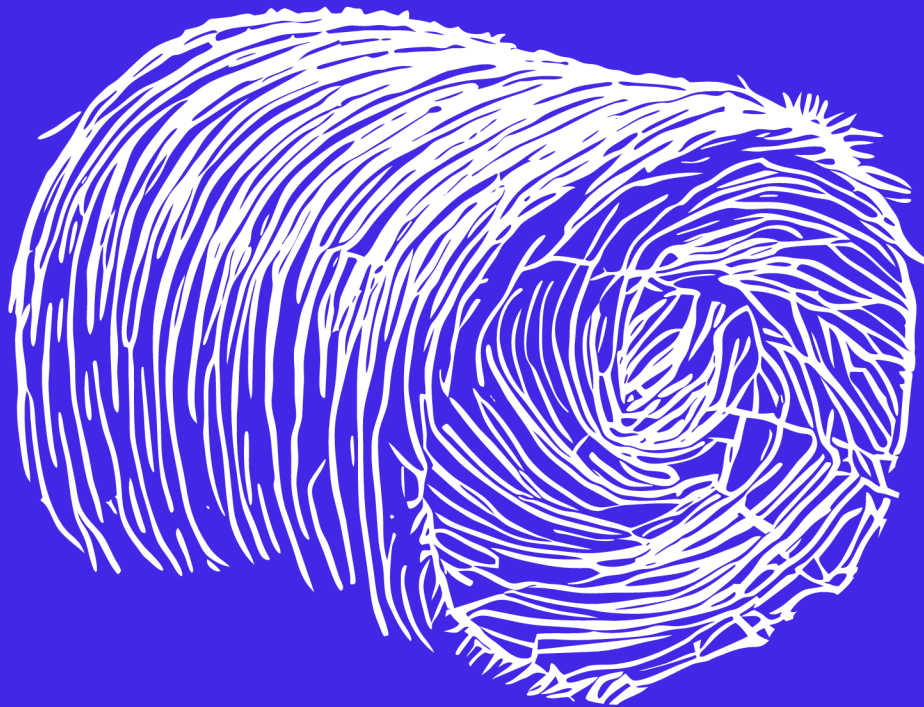




CRE
ANALYST

Real estate job seekers



Real estate jobs



Cracking the code →



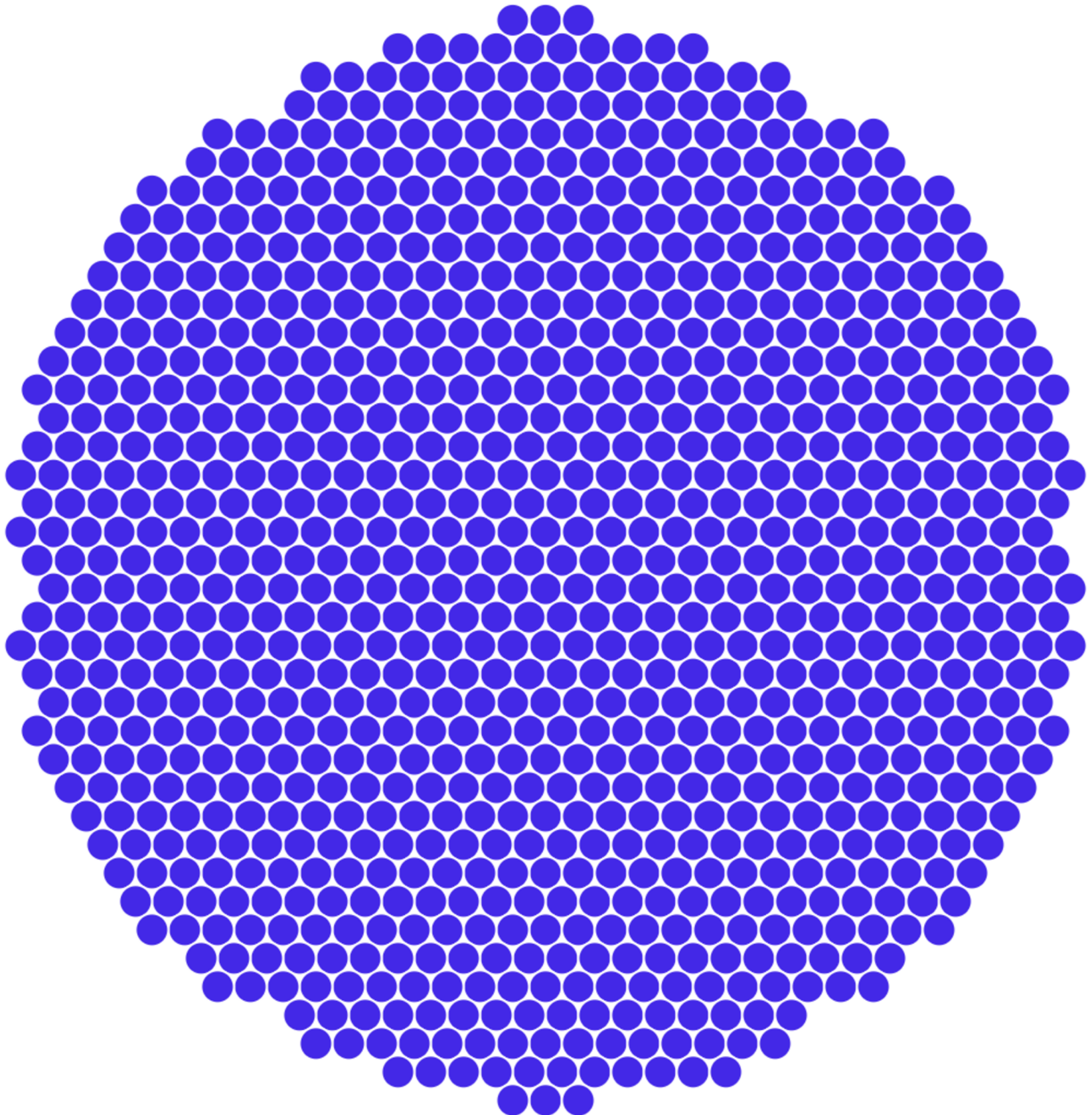
CRE
ANALYST

**Statistics from
3 analyst/associate
placements over
the last 90 days**



CRE
ANALYST

Job Applicants



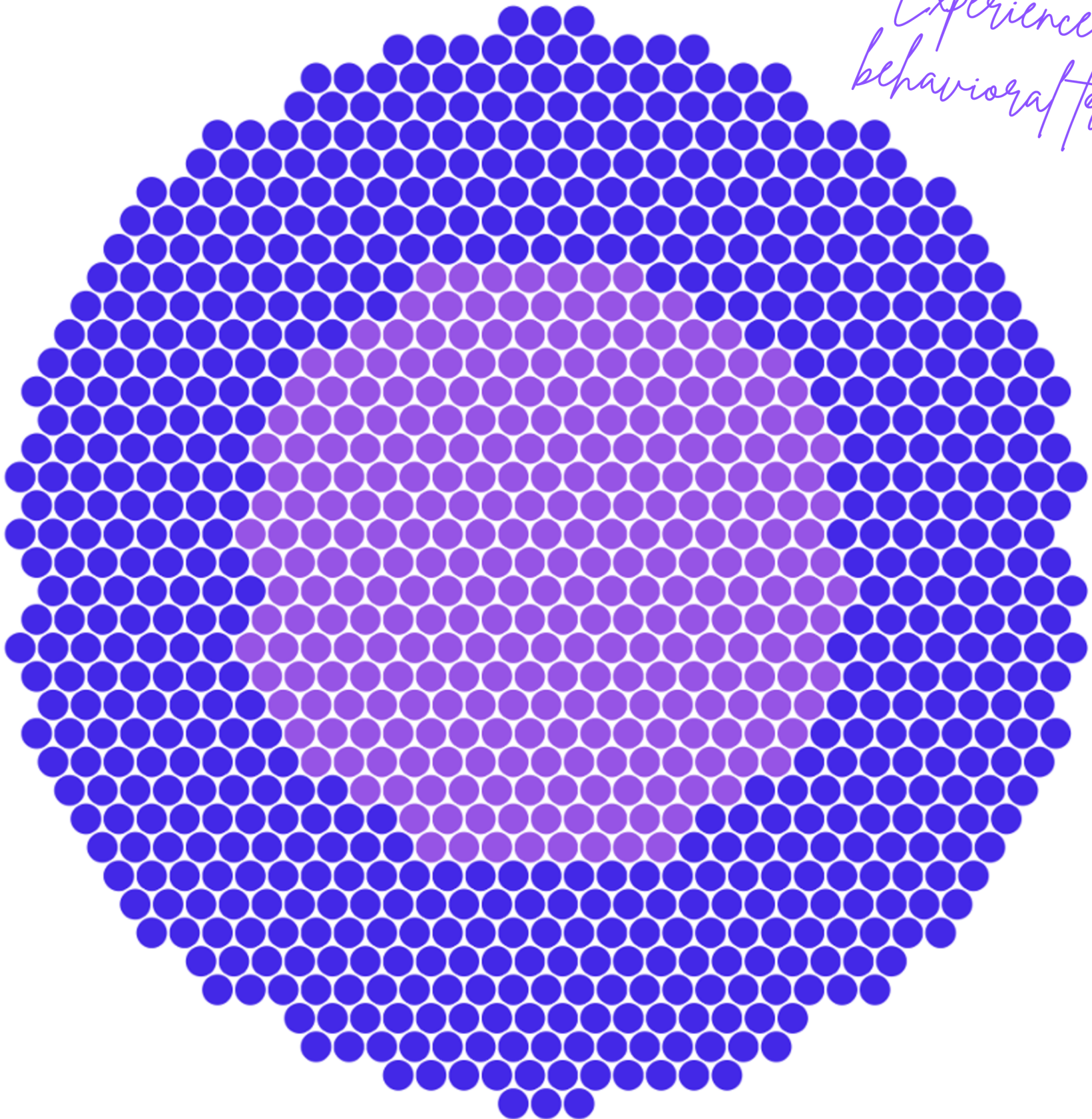
983 (100%)



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Selected for Phase II

*Experience and
behavioral traits*



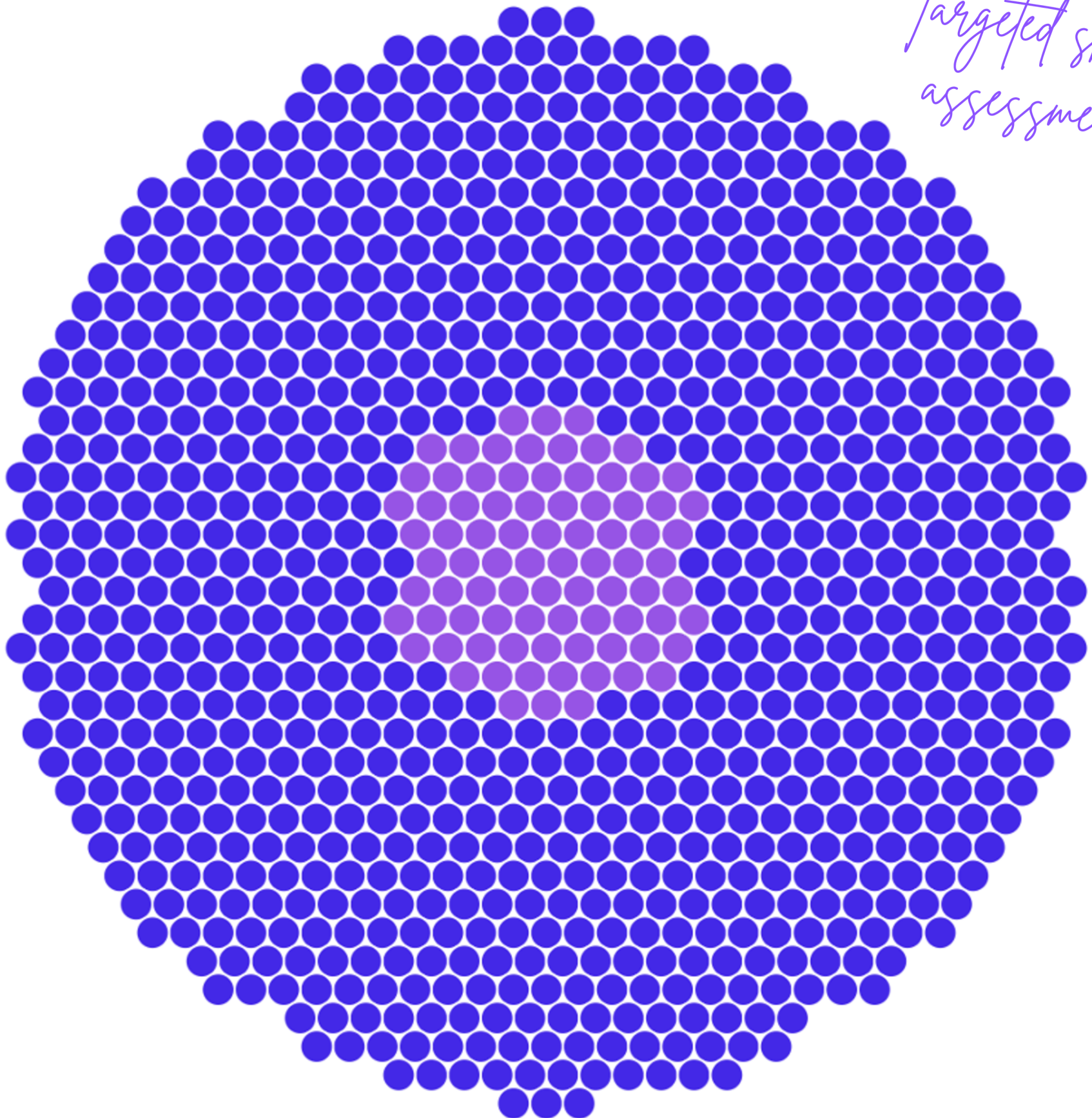
314 (32%)



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Selected for Phase III

*Targeted skills
assessment*



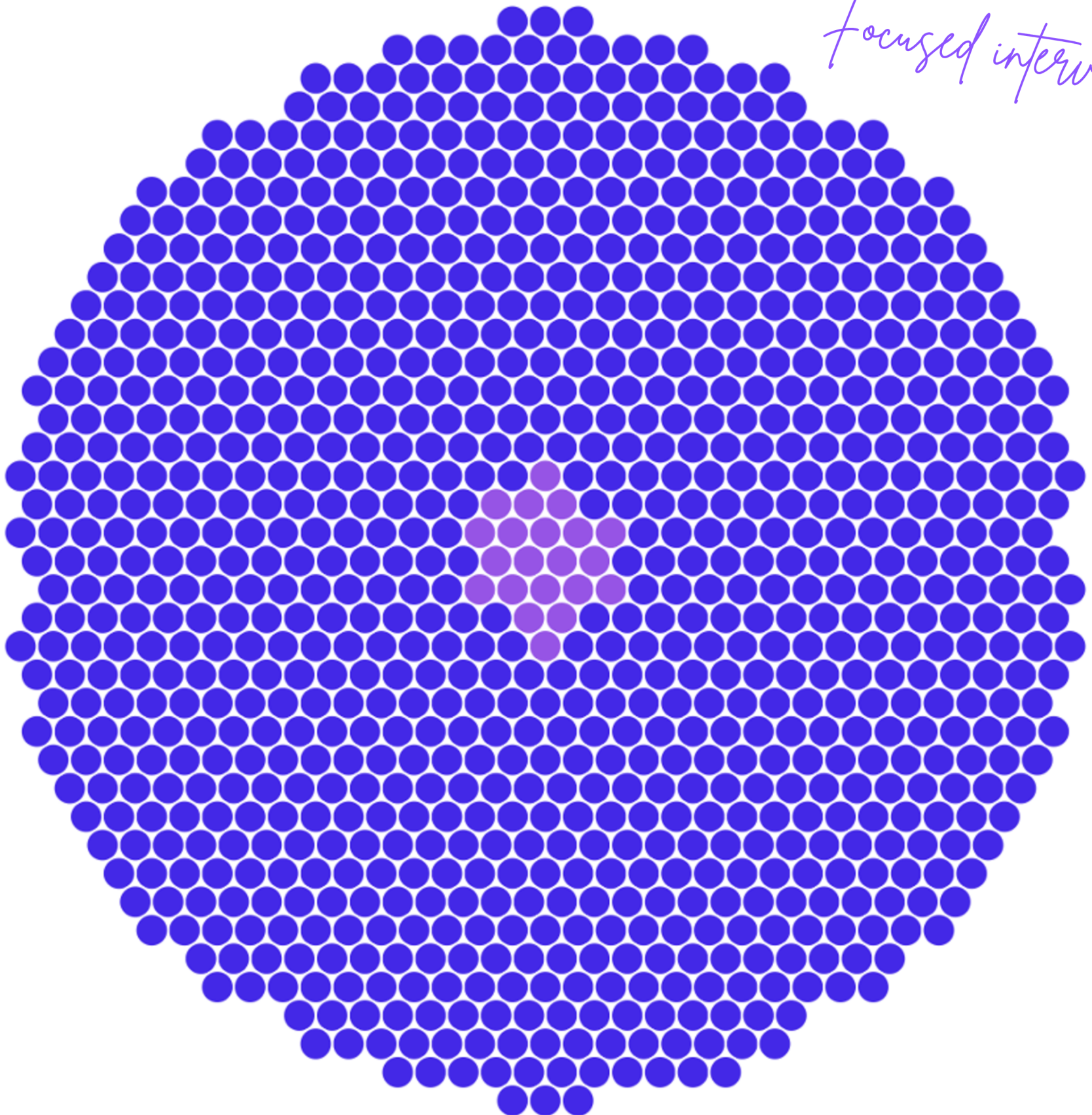
84 (9%)



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Interviewed

Focused interviews



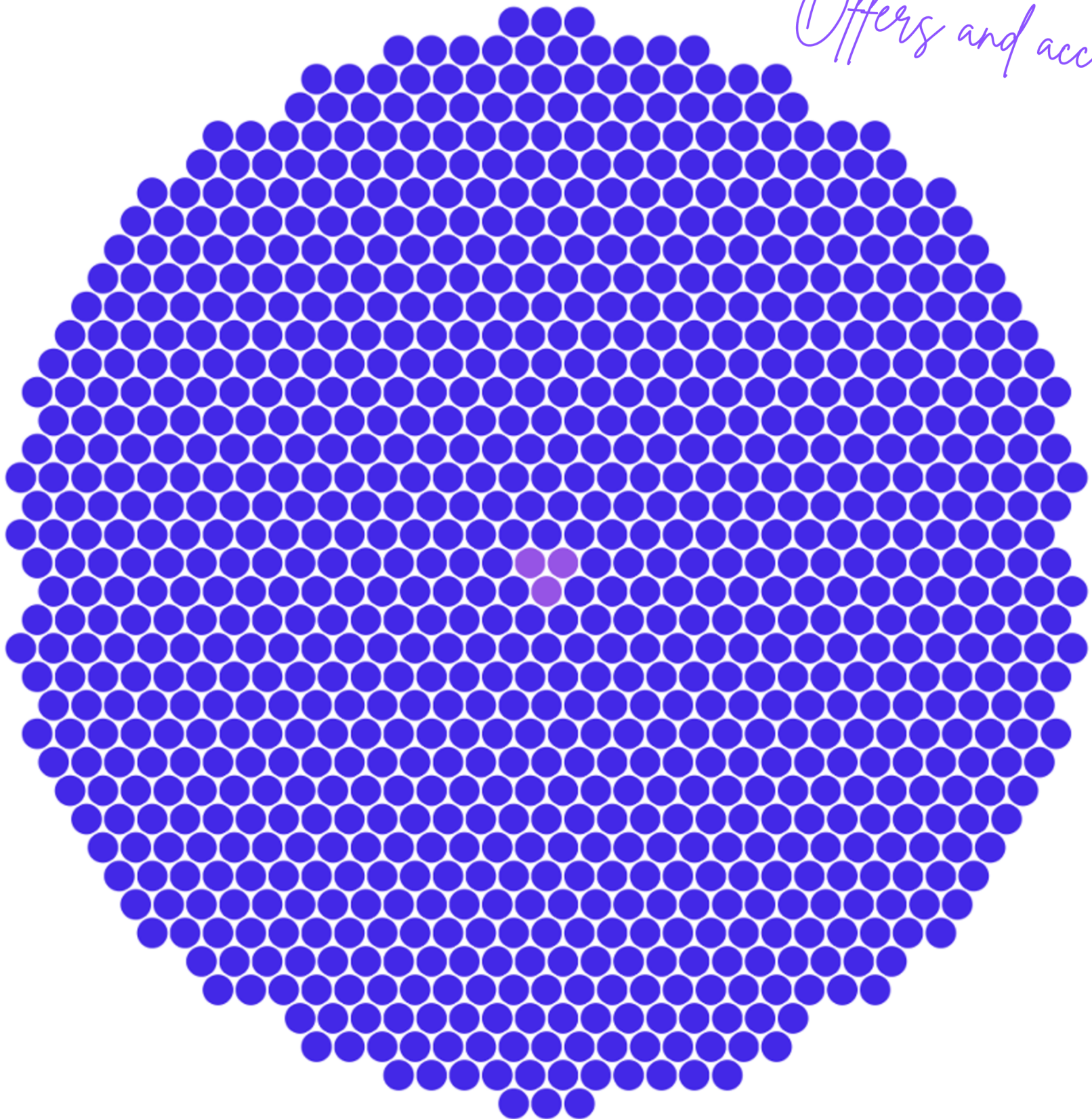
21 (2%)



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Hired

Offers and accepts



3 (0.3%)

**Critical Real Estate Knowledge and Skills
As Scored by FastTrack Team Leaders**



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Category	Knowledge / Skill	Average Importance Score (1-10)
Fundamentals	Property valuation	10.0
	Real estate roles and system	9.6
	Real estate capital markets	9.4
	Real estate pro formas	9.3
	Real estate trends	9.0
	Commercial leases	8.9
	Discounting, PV, and FV	8.9
	Lending and leverage	8.9
	Market analysis	8.7
	Joint ventures and waterfalls	8.6
	Sale transactions	8.4
	Real estate development	7.4
Modeling	Sources and uses	9.1
	Acquisition modeling	8.7
	Hold sell modeling	8.1
	Development modeling	8.0
	Lease modeling	8.0
	Waterfall modeling	7.6
	ARGUS valuation	7.1
	Renovation modeling	7.1
	Variance analysis	7.0
	Excel shortcuts and hotkeys	6.0
Other	Your network	8.9
	Presentation skills	8.6
	Location (where you live)	8.4
	Writing skills	8.4
	Graphic presentation skills	3.6

Landing a real estate job isn't random.



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Invest in yourself.