

# Let's Talk Business

## For Ted Rogers School Students

These reports describe industry sectors and career paths of interest to Ted Rogers School of Management students and alumni. Each report leverages BCH employment data and the expertise of our staff. This collaborative effort engages staff, students, alumni, and the University Business Librarian.

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## Certifications & Softwares in the Real Estate Industry

As a Real Estate Management student, you will take courses in Real Estate Finance, Sustainability in Real Estate, Real Estate Valuation and Real Estate Development. These courses will prepare you for opportunities within the industry - examples include as Housing and Commercial Property, Real Estate Finance, Property Development, Economics, Sustainability and Real Estate Law.

Many of these courses talk about software platforms and Certifications used in the industry including Microsoft Excel, LEED, Simply Analytics, and the Altus Group Guide.



Understanding these platforms and how to use them will become part of you value proposition to employers in this sector.

In this Hub Insights report, we will walk you through three Industry Certifications and Software Platforms that are commonly used.

## Leadership in Energy and Environmental Design (LEED)



LEED sets the standards for sustainable construction and operation of buildings. It assesses various aspects of a building's design, construction, and operations, encouraging real estate developers to adopt environmentally friendly practices.

The LEED Certification promotes green and energy efficient buildings reducing carbon footprint and cutting energy costs.

It is a globally recognized and widely used rating system developed by the United States Green Building Council (USGBC), which focuses on designing, constructing, operating and providing certifications to buildings that focus strongly on sustainability, energy efficiency and the environment.

Within the Real Estate industry, LEED is a very important concept and below are several reasons why.



**Sustainability** - LEED promotes environmentally friendly practices such as renewable energy, water conservation, waste management and use of sustainable materials. Through LEED, many buildings have reduced their carbon footprint.



**Energy Efficiency** - LEED promotes strong energy efficiency and operation which has led to lower consumption of energy, reduced greenhouse gas emissions which has significantly reduced the costs of building and occupants.



**Promotion of Health and Well-being** - LEED certified buildings focus on providing indoor environmental quality such as natural lighting, better air quality and spaces for occupants, leading to higher productivity, and improved health and wellbeing for individuals in these spaces.

## Simply Analytics



This is a web-based data visualization and mapping platform that allows users to access and explore a wide range of demographic, business, and geographic data.

This software was studied in REM500 to assist with market analysis of a geographical area such as Toronto to help determine if a project is feasible or not.

## Altus Group Canadian Construction Cost Guide



The Altus Group is a global real estate advisory firm that provides a wide range of services and solutions to the real estate industry including data analytics, advisory and valuation.

The *Canadian Construction Cost Guide* assists professionals, developers in Real Estate Development and Construction industries and provides cost estimations for projects.

It includes data for industries such as Residential, Commercial, Industrial and Institutional developments

## Argus Enterprise



Argus Enterprise is a cutting edge software that has revolutionized the real estate industry and provides a platform that enables financial modeling, valuation and measures performance for a wide range of property types including Retail, Office, Industrial and more.

Argus features include:



**Advanced Financial Modeling:** Argus Enterprise has the ability to create financial models that incorporate many factors such as income, operating expenses, lease terms, market trends, capital to help the user forecast cash flow and investment on the property.



**Portfolio Management:** Many Real Estate professionals use Argus Enterprise to assist with analyzing multiple properties within a single portfolio to help with decision making across their assets.



**Scenario Planning:** Users of Argus Enterprise can gain insights into different investment techniques, and view economic conditions and fluctuations within a market to help optimize their portfolios.

## Our Top Employer Partners in this Industry



## Learn More for Free



### Sustainable Biz Canada

Sustainable Biz Canada is an online Canadian news service, which talks about environmental, social and governance issues in Canada.



### Canada Canada Mortgage & Housing Corporation

CMHC is the national housing agency of Canada which provides federal funding to home buyers, renters, the federal government and mortgage insurance. To learn more about the housing market, visit their website.



### Altus Group

Altus Group is a Canadian provider for software data solutions and advisory services within global real estate. Altus Group also provides data analytics related to market trends, construction costs, and investment trends.

## Visit the Business Career Hub

### Employer Events

The BCH hosts several employer events to prepare you for your professional career. Refer to your weekly 'BCH Careers Newsletter' for a list of upcoming [events](#).

### Bootcamps/Prep Programs

Advance your technical and soft skills, earn digital badges, and gain an advantage in today's workforce through Bootcamps. [Click here to register for current bootcamps](#).

### Coaching & Mock Interview

For career coaching, interview prep and more, [schedule a 1:1 appointment](#) with a Career Consultant or a Co-op Coordinator.



### Staff Contributor Madhavi Mason

Madhavi is a Strategic Manager of Corporate Partnerships and a TRSM Alumni with 4+ years of experience working career services for students and the private sector. She is passionate about providing students with the tools to succeed in their professional career.



### Student Contributor Gordon Sing

Gordon is a 4th Year Real Estate Management student at TRSM who will be starting his 2nd work term this Fall with Dream Unlimited. He is passionate about working in this exciting industry.