Executive Summary:

This summer, I participated in an internship with Alamo City Brokers based out of San Antonio, Texas. During my time there, I shadowed the principal broker by going to show different houses, seeing how different houses are staged, and even participating in an open house. While I held an inactive license the entire time I was with Alamo City Brokers, it was essential for me to earn it just in case someone wanted me to help them buy or sell a house. If that were the case, I would have to pay the fees to both TREC and the MLS. I also was in charge of the company's bookkeeping and accounting during my time there. It was then decided that after my internship that I stay in charge of the company's social networking ventures as an independent contractor.

Prior to this, I needed to obtain my real estate license, which involved taking 180 hours in 6 different classes. The first two classes, Principles of Real Estate parts I and II, were taught together as a bundled class and accounted for 80 hours. These classes mainly focused on the pre-license laws, meaning the implications of practicing without a license. The third class that was taught was the Law of Agency. This class mainly dealt with important routine real estate work operations, such as disclosure, an agents responsibility, and rules of agency. The fourth class concerns the Law of Contracts. This unit teaches contract terms, different contracts, TREC forms and TAR forms. The fifth class that was instructed was real estate finance. This class taught me about different types of titles, different types of mortgages and the many loans that are available. The sixth and final class that I took involves TREC
promulgated forms. A promulgated form is a form made by the Texas Real Estate Commission in order to make it more readily available for use by all real estate agents.

**Organizational Structure:**

The organizational structure of Alamo City Brokers is based around the principal broker, his listings, and his clients. The main times I was working with him was when he had appointments with clients to either show houses, or to get a house ready to be shown. The other main times I worked with the principal broker was when he showed me what he does during an open house and why it is important. An open house, while having the appearance of trying to sell the house, is mainly for the benefit of the broker or real estate agent. Customers coming in for the open house to see it are usually there because something about the outside caught their eye, or because they want to “keep up with the Joneses,” not necessarily because they want to buy the house. In these terms, an open house is the best way to acquire new clients if you are a broker or an agent. One of my main responsibilities was to keep track of the company’s books and even some of the accounting.

**Preplanned Objectives:**

I had a couple of preplanned objectives that I achieved during my internship. The first was to obtain my real estate license. The second objective I had during the internship was to see how the multiple listing services works. The third and final preplanned objective that I had been to see exactly how the real estate works from the inside out. I feel like I was able to achieve these during my time at Alamo City
Brokers, and that the internship gave me some insight that I could not achieve otherwise.

**Internship Program Appraisal:**

In relation to my major and area of expertise, this internship has provided me with a plethora of good experience. While not an agricultural job, it is a job that is directly involved with my major, Agricultural Economics: Finance and Real Estate. It was very interesting to see how the broker conducted his work on a daily basis. Seeing how the broker spoke to clients and customers is just something that cannot be taught from a book.

My duties mainly consisted of shadowing the broker, which means I follow him to see what he does on a daily basis. It’s enough to think about the job that realtors do, but going through the motions of a realtor in his daily life has really been eye opening. Another duty I had at the office was bookkeeping, meaning I kept the company’s checkbook in balance, along with some accounting work. While not directly part of my major, it has sparked an interest in me, and I am now considering getting my Masters of Accounting. Along with this, I also am responsible for the company’s social media websites. I mainly post interesting and lighthearted facts and tidbits about real estate. I’m fairly interested in social media, in fact, I have made some money in a previous venture I had on a website called youtube.com.

In relation to my career goals and interests, I found that I really liked the type of work the broker did. I also liked how it wasn’t exactly a 9-5-desk job, and that’s not to say that it is not working all day. I’m trying to convey that it is a different type of work, meaning lots of interaction with different people. I do like interacting with
people, so it is a job I would highly consider. The accounting aspect of the job was also interesting. The broker is a Certified Public Accountant and has a vast amount of knowledge in the field. He has conveyed much of his knowledge that you just cannot learn unless you have hands on experience.

In terms of how this internship supplements classes I’ve already taken, I think the class that is most relevant was AGEC 422: Land Economics with Jason Jones. That class taught me a great deal about different types of lands, contracts, and some real estate principles. An example of one of the real estate principles is the zoning laws and rules that are used to determine the type and size of certain buildings in different areas.

**Internship Advice:**

As far as advice for people who would possibly work for a real estate agency, I would have to say to go in with an open mind. As previously stated, this is not a desk job, it is much more interesting than that. You meet new people every day. You see new places every day. The days never really blend together because every day is so different and new. I would also say be open to new things and tasks to be done. If this person ends up doing the bookkeeping it is more on the accounting side and less real estate. That experience could be quite valuable if you decide to start a company.

**Planned Changes:**

Having a real estate license is a big step in deciding what I want to do as a career. I now have the hands-on experience of what a realtor does on a day-to-day basis and as such I can compare that with other possible career choices. The
problem that I keep coming across in my mind is that income comes somewhat sporadically and is influenced by time of year and the housing market. As stated previously, I really did enjoy the accounting work I did for the company. While that may not have been what my internship was intended for, it definitely was a cool look on how a company is run.

My internship was successful in giving me an inside look at the world of real estate. I received hands on experience on how the industry is run and more importantly how a company is run. The other unexpected experience I received was in accounting and bookkeeping for the company. I rather enjoyed the entire internship experience, however I did find the accounting portion of the internship more interesting for me. For this reason I’m highly considering getting my master’s degree in accounting to become a Certified Public Accountant.
Works Cited
