



# ***The Real Estate Club AUB***



**Charbel Kozaily**  
*President*



**Diar Turkamni**  
*Vice - President*



**Jude Fakih**  
*Club Rep*



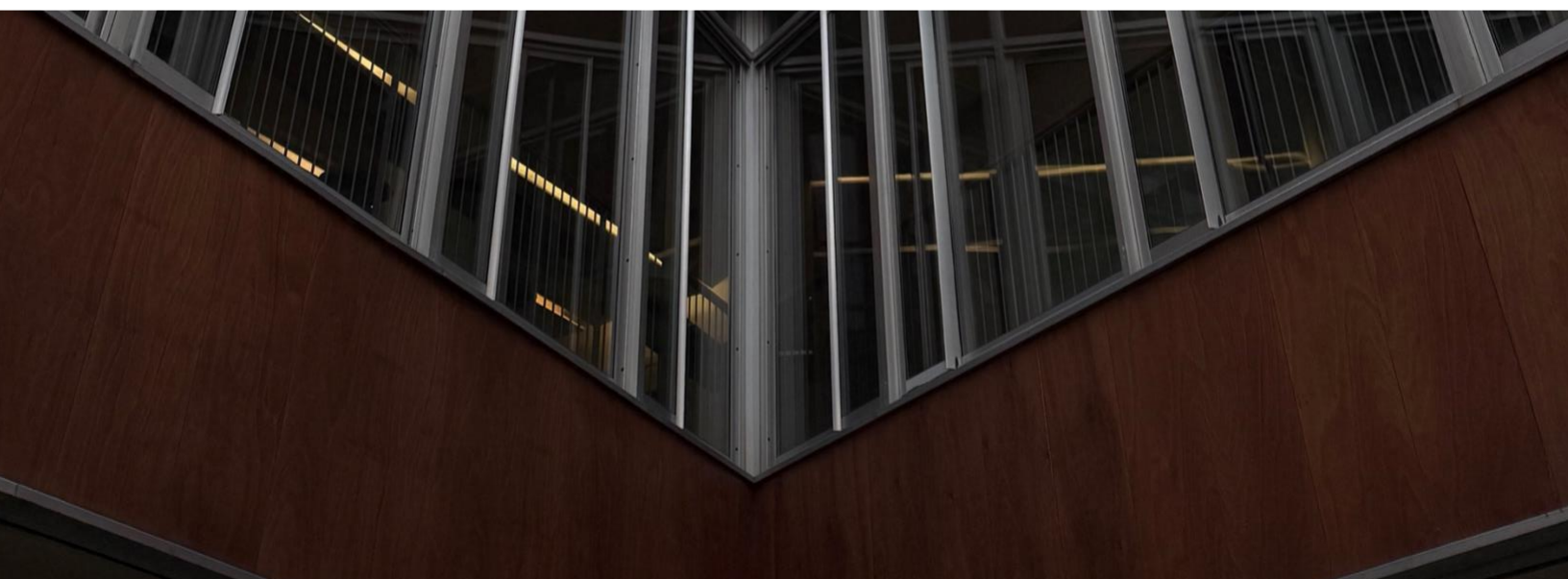
**Paul Faddoul**  
*Head of Logistics*



**Rim Osseiran**  
*Head of Marketing*



**Christa Maria Bou Raad**  
*Treasurer*



## ***“Foundations of the Future: The Rise of the AUB Real Estate Club”***

The AUB Real Estate Club (REC) has written a new chapter in campus history, evolving from modest beginnings into one of AUB’s largest and most dynamic student organizations. Today, it stands as one of the biggest club at the American University of Beirut out of 89 other clubs—a record untouched since 2017.

But the real story lies deeper: how a small, committed group of students turned a vision into a legacy.

*Le Royal Dbayeh – Cabinet 23/24 Photo*



*Careers in Real Estate Conference*



Founded in 2017 with just 40 members, the club’s early days were humble. Back in 2021, *during events*, it was just the cabinet attending. Everything began in 2023.

When the 2023 academic year began, REC had only around 80 registered members and fewer than 200 students in its WhatsApp group. We had no background, no real advertising, no previous events to build on. We gathered the cabinet, held long meetings across several weeks, and visualized our growth in the future, building a top corporate club at the university, a club that prepares students for real opportunities.

Armed with a vision and unwavering belief, the Real Estate Club launched into action.

Following a successful appearance at the AUB Career Fair, REC's social media following grew to over *500 students* on our WhatsApp group and more than a thousand *followers* on our insta page. Soon after, the club secured its first major partnership with Excelsa, a leading private equity real estate firm. Workshops, panel discussions, and networking sessions followed, tapping into a growing student interest in real estate—a field that bridges diverse majors and professional interests.

Recognizing the opportunity, and after a series of successful events, the club set its sights even higher. In late 2023, REC launched **the Real Estate Community Lebanon**, creating real estate clubs across five leading Lebanese universities: LAU, USEK, USJ, UOB, and NDU. The inauguration event at Le Royal Dbayeh drew over 500 live attendees, a milestone that marked the true beginning of the REC movement.



After that event, the LinkedIn inbox of AUBREC's President, Charbel Kozaily, exploded.



Momentum built rapidly. We partnered with some of the most prestigious firms in the world, organizing major events such as:

- JLL x REC Recruiting Event with Jones Lang Lasalle
- Commercial Bank of Qatar Real Estate Session
- Confidence Real Estate Exclusive Workshop

Yet, the year wasn't without challenges. After founding the 2024 cabinet, after the start of fall 24 and due to the regional war, AUB canceled the Club Fair—a critical event for recruiting new members, in addition to all the events on campus. Despite the obstacles, we made sure to adapt. The team launched online workshops, created the REC Resource **Folder** filled with free CV templates, cover letter guides, and real estate books, and kept the community active and prepared for a strong comeback in spring. We launched the AUB real estate club website as well and the real estate club membership card, one of the first among the clubs at the university.

When spring semester arrived, the Real Estate Club seized the moment. In a series of landmark events, REC hosted the following:

- Goldman Sachs Real Estate Panel
- McKinsey & Company Real Estate Session
- Allegiance Dubai Market Insights
- KSA Real Estate Market Overview with Arrab Tayyan
- Real Estate CEOs Conference featuring four leading CEOs from the Lebanese real estate industry, gathering over 400 live attendees.

Every event was totally successful and reached full capacity.

Our vision never wavered. We believed in it from the start. We built a community from scratch, and today it has over *1,350 active members*, more than *800 students* in our WhatsApp group, and 320 registered on AUB's SIS system.

Beyond the numbers, the club made a tangible impact: opening career doors, inspiring future leaders, and giving students a real platform to grow.

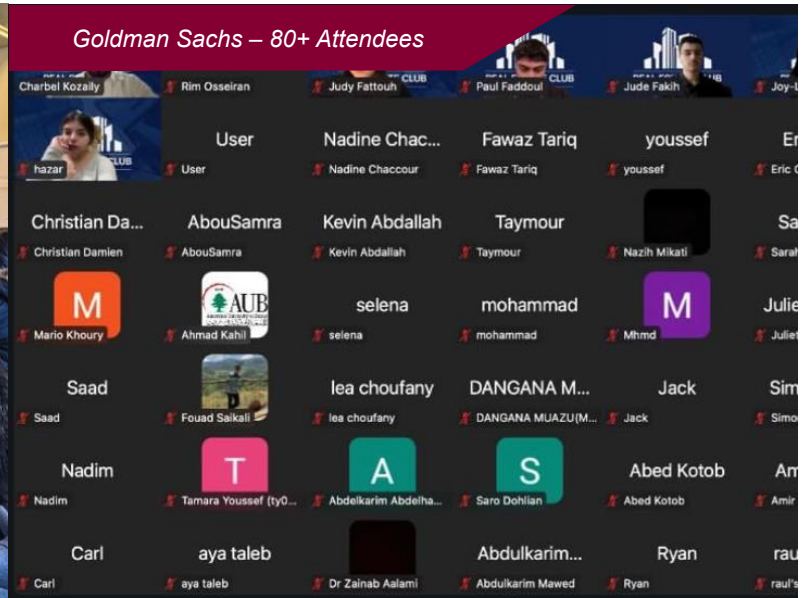
At the heart of AUB's dynamic campus, the Real Estate Club stands not just as a student organization—but as a living example of vision, resilience, and the power of believing in the future.

## A few shots of our events this year...

Tayyan Real Estate – 50+ Attendees



Goldman Sachs – 80+ Attendees



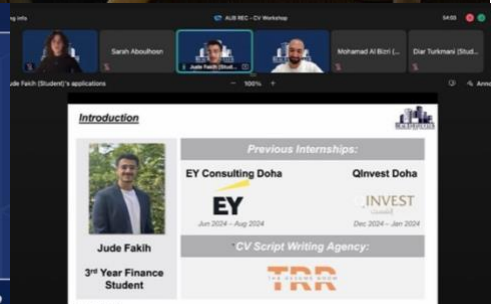
Careers in Real Estate – 80+ Attendees



Eligiance Real Estate – 50+ Attendees



REC Membership Cards



CV Workshop – 45+ Attendees