REAL ESTATE DEVELOPMENT (REAL)

500 Level Courses

REAL 500: Real Estate Development Fundamentals. 3 credits.
A comprehensive study of the main elements of the real estate development process. Examines the intricacies between residential, commercial and mixed-use development, and approaches to optimizing each. The value of market research and analysis, determining value propositions of prospective deals, zoning considerations, design and construction issues, and asset management will also be examined. Offered by School of Business. May not be repeated for credit.

Registration Restrictions:
Enrollment limited to students with a class of Advanced to Candidacy, Graduate, Non Degree or Senior Plus.
Enrollment is limited to Graduate, Non-Degree or Undergraduate level students.
Students in a Non-Degree Undergraduate degree may not enroll.

Schedule Type: Lecture

REAL 502: Real Estate Client Leadership and Project Management. 3 credits.
A study of the challenges faced by developers, both in terms of client (owner) challenges as well as project challenges. Examines assessment approaches and frameworks to assess clients, including analyzing the maturity of a representative client and identify key approaches to optimizing the relationship of that client. Examines specific project challenges-project assessment frameworks, and improvement approaches. Offered by School of Business. May not be repeated for credit.

Recommended Prerequisite: REAL 500 (or CEIE 580), or permission of the program director.

Registration Restrictions:
Enrollment limited to students with a class of Advanced to Candidacy, Graduate, Non Degree or Senior Plus.
Enrollment is limited to Graduate, Non-Degree or Undergraduate level students.
Students in a Non-Degree Undergraduate degree may not enroll.

Schedule Type: Lecture

600 Level Courses

REAL 610: Management of Real Estate Design and Development. 3 credits.
Course develops a framework for understanding and managing processes associated with design and construction of real estate assets. Course focuses on the specific phases comprising a real estate development project and integration of these elements to achieve success. Topics include developing and coordinating service providers relationships, managing stages involved in the development cycle, understanding and controlling risks, and resolving disputes. Offered by School of Business. May not be repeated for credit.

Recommended Prerequisite: Admission to the MSREAL Program or permission of the program director.

Registration Restrictions:
Enrollment limited to students with a class of Advanced to Candidacy, Graduate, Non Degree or Senior Plus.
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Schedule Type: Lecture

REAL 615: Real Estate Market Analysis and Research. 3 credits.
The course will provide an introduction to the methods used in analyzing real estate markets from the perspective of decision-makers who are considering potential development, investment, or financing decisions. The courses will focus on sources and analysis of data for examining project feasibility and scope, timing and phasing of development, and communicating with prospective financial partners. Offered by School of Business. May not be repeated for credit.

Recommended Prerequisite: Admission to the MSREAL Program or permission of the program director.

Registration Restrictions:
Enrollment limited to students with a class of Advanced to Candidacy, Graduate, Non Degree or Senior Plus.
Enrollment is limited to Graduate, Non-Degree or Undergraduate level students.
Students in a Non-Degree Undergraduate degree may not enroll.

Schedule Type: Lecture

REAL 620: Real Estate Entrepreneurship. 3 credits.
This course explores real estate development from an applied, entrepreneurial perspective. Emphasis is placed on understanding the unique challenges, risks, and opportunities faced by entrepreneurial developers as opposed to those operating in a larger, institutional context. Students explore strategies to evaluate opportunities, successfully structure deals, harness entrepreneurial competitive advantages such as flexibility and innovation, and ultimately create wealth through development. Offered by School of Business. May not be repeated for credit.

Recommended Prerequisite: Admission to MS-BU-REAL program.

Registration Restrictions:
Enrollment limited to students with a class of Advanced to Candidacy, Graduate, Non Degree or Senior Plus.
Enrollment is limited to Graduate, Non-Degree or Undergraduate level students.
Students in a Non-Degree Undergraduate degree may not enroll.

Schedule Type: Lecture

REAL 630: Innovative Land Use, Approvals and Real Estate Development. 3 credits.
Examines the challenges in designing innovative uses for land and balancing those prospective uses with local urban policies and the land development/zoning process. Introduces the entitlements process, the legal considerations of planning and zoning in America, and the language
of zoning. Explores the impacts of the different forms of government on the entitlement process. Offered by School of Business. May not be repeated for credit.

**Recommended Prerequisite:** Admissions to the MSRED program or permission of the program director.

**Registration Restrictions:**
Enrollment limited to students with a class of Advanced to Candidacy, Graduate, Non Degree or Senior Plus.

Enrollment is limited to Graduate, Non-Degree or Undergraduate level students.

Students in a Non-Degree Undergraduate degree may **not** enroll.

**Schedule Type:** Lecture

**REAL 690: Topics in Real Estate Development.** 1-6 credits.
Explores contemporary issues and challenges in the management and development of real estate. Topics not covered in the regular real estate development offerings. Course content may vary each semester. Course may be repeated with change in topic. Offered by School of Business. May be repeated within the term for a maximum 6 credits.

**Recommended Prerequisite:** Admissions to the MSRED program or permission of the program director.

**Registration Restrictions:**
Enrollment limited to students with a class of Advanced to Candidacy, Graduate, Non Degree or Senior Plus.

Enrollment is limited to Graduate, Non-Degree or Undergraduate level students.

Students in a Non-Degree Undergraduate degree may **not** enroll.

**Schedule Type:** Lecture

**700 Level Courses**

**REAL 750: MSRED Capstone.** 3 credits.
The Capstone Project will be the culmination of the master’s program, offered at the end of the program. The course will combine the theoretical teachings from the program with real world, practical situations. Students will apply concepts learned to current development and construction projects in the Washington, D.C. metropolitan area. One of the sample cases involves the potential future uses of a plot of land in the metro area, a mixed-use high-density area that is slated to undergo significant transformation. The case will request project teams to explore the various options, employing a decision-tree approach to fully analyze the options, and examining the SWOT, local urban management policies, future valuation streams, and environmental impacts of each. A site visit will be required, as well as visits to various developers engaged in similar projects. Offered by School of Business. May not be repeated for credit.

**Recommended Prerequisite:** Admissions to the MSRED program or permission of the program director.

**Registration Restrictions:**
Enrollment limited to students with a class of Graduate or Non Degree.

Students in a Non-Degree Undergraduate degree may **not** enroll.

**Schedule Type:** Lecture

**REAL 796: Directed Reading.** 1-6 credits.
Admission to the MSRED program or permission of the program director. Offered by School of Business. May be repeated within the degree for a maximum 12 credits.

**Recommended Prerequisite:** Admission to the MSRED program or permission of the program director.

**Registration Restrictions:**
Enrollment is limited to Graduate or Non-Degree level students.

Students in a Non-Degree Undergraduate degree may **not** enroll.

**Schedule Type:** Lecture