

REAL ESTATE DEVELOPMENT (REAL)

600 Level Courses

REAL 605: *Policy and Planning of the Built Environment*. 3 credits.

This class takes a holistic approach to examining the complex environment in which all development occurs. Students will be introduced to the public policy, social considerations, and infrastructure involved in creating and supporting the built environment. Emphasis will be placed on evaluating what constitutes "good development" and how enacted public policies impact decision making at the individual project level and on the overall development of communities. Offered by School of Business. May not be repeated for credit.

Registration Restrictions:

Enrollment is limited to Graduate level students.

Schedule Type: Lecture

Grading:

This course is graded on the Graduate Regular scale.

REAL 615: *Brokerage and Market Analysis*. 3 credits.

Students will learn how to analyze market data, evaluate sites in the context of the market, and work with brokerage professionals to maximize sales and/or leasing opportunities. The data component of the class will focus on using industry market analytics resources to identify and interpret trends in the real estate market life cycle. 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 students with a major in Real Estate Development.

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

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

Schedule Type: Lecture

Grading:

This course is graded on the Graduate Regular scale.

REAL 625: *Financial Analysis and Valuation*. 3 credits.

Teaches key financial concepts necessary to evaluate real estate investment and development opportunities, such as: cash flow analysis, project financing options, and basic asset valuation. Various quantitative techniques for evaluating project returns, including proforma modelling, will be presented with emphasis placed on understanding the time value of money and the relationships between money, time, and risk. Explores the risks and rewards of using financial leverage and the consequences of default. Considers the economic consequences of public-sector policy and regulation of the real estate and finance industries. Offered by School of Business. May not be repeated for credit.

Registration Restrictions:

Enrollment is limited to Graduate level students.

Schedule Type: Lecture

Grading:

This course is graded on the Graduate Regular scale.

REAL 635: *The Development Process*. 3 credits.

Outlines the development process and the interrelated activities of the key disciplines involved. Introduces students to vocabulary and concepts from multiple industry sectors and teaches them how each respective sector can influence project outcomes. The role of the developer as a leader and coordinator of both the project and development team is stressed. Various product types are considered, including: office, multifamily, retail, and industrial properties. In their final project, students will make portfolio recommendations by analyzing different development scenarios and examining critical decisions at each project stage and the resulting impact on project costs and outcomes. Offered by School of Business. May not be repeated for credit.

Registration Restrictions:

Required Prerequisite: REAL 625^{*B-}.

* May be taken concurrently.

^{B-} Requires minimum grade of B-.

Enrollment limited to students with a class of Advanced to Candidacy, Graduate or Non-Degree.

Enrollment is limited to students with a major in Real Estate Development.

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

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

Schedule Type: Lecture

Grading:

This course is graded on the Graduate Regular scale.

REAL 645: *Law and Entitlements*. 3 credits.

Provides students with a basic understanding of the relevant law and legal concepts involved in real estate development. Addresses legal issues through the life cycle of a real estate development, including: acquisition, entitlement, construction, leasing, and disposition. Offered by School of Business. May not be repeated for credit.

Registration Restrictions:

Required Prerequisites: REAL 605^C and 635^C.

^C Requires minimum grade of C.

Enrollment limited to students with a class of Advanced to Candidacy, Graduate or Non-Degree.

Enrollment is limited to students with a major in Real Estate Development.

Enrollment is limited to Graduate level students.

Schedule Type: Lecture

Grading:

This course is graded on the Graduate Regular scale.

REAL 655: *Design and Construction*. 3 credits.

Introduces the principles of site and building design and the basic technical aspects of construction. The design portion of the class includes both site and building layouts and challenges students

to consider the relationship between design, function, and cost. The construction component features both horizontal and vertical construction challenges. Throughout the course, students will analyze how related decisions impact project costs/viability. Offered by School of Business. May not be repeated for credit.

Registration Restrictions:

Required Prerequisites: REAL 605^C and 635^C.
^C Requires minimum grade of C.

Enrollment limited to students with a class of Advanced to Candidacy, Graduate or Non-Degree.

Enrollment is limited to students with a major in Real Estate Development.

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

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

Schedule Type: Lecture

Grading:

This course is graded on the Graduate Regular scale.

700 Level Courses

REAL 710: Real Estate Entrepreneurship. 3 credits.

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. Offered by School of Business. May not be repeated for credit.

Registration Restrictions:

Required Prerequisites: REAL 615^C and 625^C.
^C Requires minimum grade of C.

Enrollment limited to students with a class of Advanced to Candidacy, Graduate or Non-Degree.

Enrollment is limited to students with a major in Real Estate Development.

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

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

Schedule Type: Lecture

Grading:

This course is graded on the Graduate Regular scale.

REAL 720: Real Estate Leadership and Project Management. 3 credits.

Focuses on the differences, similarities, and applications of both Leadership and Management in the context of the real estate industry. Students will study characteristics of industry leaders, both historical and contemporary, to assess different leadership styles and how to effectively manage organizations. Emphasis will be placed on different organization structures and organizational management theories including their applications, risks, effectiveness, and best practices. Offered by School of Business. May not be repeated for credit.

Registration Restrictions:

Enrollment is limited to Graduate level students.

Schedule Type: Lecture

Grading:

This course is graded on the Graduate Regular scale.

REAL 730: Financing Real Estate Projects. 3 credits.

Students will study the key drivers of successful real estate capital deals from the perspectives of both suppliers and users of funds. Emphasis will be placed on exploring the intricacies of financing alternatives, primary and secondary markets, and evaluating the impact of different financing scenarios on project returns. Offered by School of Business. May not be repeated for credit.

Registration Restrictions:

Required Prerequisite: REAL 625^C.
^C Requires minimum grade of C.

Enrollment is limited to Graduate level students.

Schedule Type: Lecture

Grading:

This course is graded on the Graduate Regular scale.

REAL 740: Real Estate Investments. 3 credits.

Focuses on the analysis of complex real estate investment opportunities with an emphasis on evaluating investment feasibility. Students will be provided with case study materials for actual commercial real estate offerings in the greater Washington, DC metropolitan area over the past decade. Offered by School of Business. May not be repeated for credit.

Registration Restrictions:

Required Prerequisites: REAL 615^C, 625^C, 635^C and 645^C.
^C Requires minimum grade of C.

Enrollment is limited to Graduate level students.

Schedule Type: Lecture

Grading:

This course is graded on the Graduate Regular scale.

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.

Registration Restrictions:

Required Prerequisites: REAL 605^C, 615^C, 625^C, 635^C, 645^C and 655^C.
^C Requires minimum grade of C.

Enrollment limited to students with a class of Graduate or Non-Degree.

Enrollment is limited to students with a major in Real Estate Development.

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

Schedule Type: Lecture

Grading:

This course is graded on the Graduate Regular scale.

REAL 790: *Special Topics in Real Estate*. 3 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 may be repeated with change in topic. Offered by School of Business. May be repeated within the term for a maximum 15 credits.

Registration Restrictions:

Enrollment limited to students with a class of Advanced to Candidacy, Graduate or Non-Degree.

Enrollment is limited to students with a major in Real Estate Development.

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

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

Schedule Type: Lecture

Grading:

This course is graded on the Graduate Regular scale.

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

Grading:

This course is graded on the Graduate Regular scale.