

MRED+U

Curriculum Requirements

	Title	Credit Hours
RED 601	Introduction to Real Estate Development and Urbanism	3
RED 608	Finance Bootcamp ¹	2
RED 610	Financing Urban Real Estate Development	3
RED 612	Applied Real Estate Finance and Investments: I	2
RED 630	Real Estate Economics and Market Analysis	3
RED 660	Urban Redevelopment	3
RED 670	Construction and Project Management ²	2+
RED 680	Entrepreneurship in Real Estate Development ³	3
RED 690	Case Studies in Real Estate Development	3
RED 699	Capstone: Real Estate Development and Urbanism Charrette	3
BSL 694	Real Estate Law ⁵	2+
	Electives ⁴	5-9
	Required Internship/Practical Training ⁷	
Total Credit Hours		36

Suggested Plan of Study - FALL START

	Title	Credit Hours
SUMMER 1		
RED 608	Finance Bootcamp ¹	2
FALL 1		
RED 601	Introduction to Real Estate Development and Urbanism	3
RED 610	Financing Urban Real Estate Development	3
BSL 694	Real Estate Law ⁵	2
RED 630	Real Estate Economics and Market Analysis	3
	Electives ⁴	3-4
SPRING 1		
RED 612	Applied Real Estate Finance and Investments: I	2
RED 660	Urban Redevelopment	3
CMA 630	Construction Contract Documents ²	2
RED 680	Entrepreneurship in Real Estate Development ³	3
	Electives ⁴	4-5
SUMMER 2		
RED 690	Case Studies in Real Estate Development	3
RED 699	Capstone: Real Estate Development and Urbanism Charrette	3
	Electives ⁴	0-1
	Required Internship/Practical Training ⁷	
Total Credit Hours		36

Suggested Plan of Study - SPRING START

	Title	Credit Hours
SPRING 1		
RED 610	Financing Urban Real Estate Development	3
RED 630	Real Estate Economics and Market Analysis	3
RED 660	Urban Redevelopment	3
RED 670	Construction and Project Management ²	2-3
	Electives ⁴	4-5
SUMMER 1 ⁶		
RED 690	Case Studies in Real Estate Development	3
RED 699	Capstone: Real Estate Development and Urbanism Charrette	3
	Electives ⁴	0-1
FALL 1		
RED 601	Introduction to Real Estate Development and Urbanism	3
RED 612	Applied Real Estate Finance and Investments: I	2
BSL 694	Real Estate Law ⁵	2
RED 670	Construction and Project Management ²	2-3
	Electives ⁴	0-1
SPRING 2		
RED 614	Applied Real Estate Finance and Investments: II	2
RED 680	Entrepreneurship in Real Estate Development ³	3
	Electives ⁴	4
	Required Internship/Practical Training ⁷	
Total Credit Hours		36

1 Students will be required to complete a Summer B Online Finance Bootcamp (RED608) if they:

- don't have a professional background in real estate, finance or development
- have less than 6 months experience
- don't have an academic background in the same
- have less than 6 credits of business, finance or real estate
- have not successfully completed any of the more popular 3rd party courses (REFM, A.CRE, BreakingInto, certificate programs, etc.)

2 Students must complete a minimum of 2 credits in a construction course. Students may take CMA or CAE courses with prior approval from course faculty and program director. Construction course may be completed in Spring or Fall.

3 Students may choose to complete RED650 as an alternative to RED680.

4 Elective credits can be fulfilled from one, two or three credit course offerings over the three semesters including study abroad courses involving MRED+U faculty (or approved by the Director). Students may take courses in Law, or Business, or Engineering with prior approval from course faculty and program director.

5 Students must complete a minimum of 2 credits in a law course. Students may take BSL or RPD courses with prior approval from course faculty and program director.

6 Summer courses may be completed in Summer 1, Summer 2 or split between the two. To be eligible to participate in Summer 1, successful completion of RED660, RED610 and RED630 in Spring 1 is required.

7 Internship is recommended during semester 2 or 3. Internships can not be done for academic credit.

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
				9:00AM-12:00PM Intro to RED+U
	12:30PM-1:50PM Affordable Housing * Sept 3-Oct 29			
	2:00PM-4:45PM Houses & Housing Oct 8-Dec 3		2:00PM-4:45PM Hotels Aug 22-Oct 3 Adaptive Re-Use Oct 10-Nov 21	2:00PM-3:30PM MRED+U Site Visits Hold this time for Site Visits
3:30PM-5:20PM Securitization * Sept 8-Dec 3	3:30PM-5:45PM Real Estate Law T+R Aug 19-Oct 4		3:30PM-5:45PM Real Estate Law T+R Aug 19-Oct 4	
5:05PM-6:20PM Applied Fin I (M/W) Aug 19-Oct 7 Applied Fin II (M/W) Oct 9-Dec 2		5:05PM-6:20PM Applied Fin I (M/W) Aug 19-Oct 7 Applied Fin II (M/W) Oct 9-Dec 2		
6:35PM-9:20PM Retail Aug 19-Oct 7 Prop Tech Nov 4-Dec 2	6:35PM-9:20PM Market Analysis	6:35PM-9:20PM Finance	6:35PM-9:20PM Applied Design Aug 22-Oct 3 Zoning 10/10-11/21 (No Class 10/31) Construction Mgmt	

Core/Required

--- SEMESTER 1 ---

- RED601-7A (3) Intro to Real Estate Development + Urbanism | Charles Bohl + Tim Hernandez | F 9:00AM-12:00PM | Glasgow Hall
- RED610-4K (3) Financing Urban Real Estate Development | Alex Morcate | W 6:35PM-9:20PM | A48 320
- RED630-1U (3) Real Estate Economics and Market Analysis | Mark Troen | T 6:35PM-9:20PM | Rinker 130
- BSL694-57 (2) Real Estate Law | Alexandros Platon Alexandrakis | T/R 3:30PM-4:45PM | Rinker 130 | [Aug 19-Oct 4](#)

--- SEMESTER 2 ---

- RED601-7A (3) Intro to Real Estate Development + Urbanism | Charles Bohl + Tim Hernandez | F 9:00AM-12:00PM | Glasgow Hall
- BSL694-57 (2) Real Estate Law | Alexandros Platon Alexandrakis | T/R 3:30PM-4:45PM | Rinker 130 | [Aug 19-Oct 4](#)
- RED612-J (2) Applied Real Estate Finance And Investments I | Alex Morcate | M/W 5:05PM-6:20PM | A48 320 | [Aug 21-Oct 4](#)

Recommended Electives

---The number of elective credits will vary for each student. This will be discussed in Advising---

- RED640-6T (1) Applied Design for Real Estate Developers | Victor Dover | R 6:35PM-9:20PM | Rinker Classroom | [Aug 22-Oct 3](#)
- ARC681-6K (1) Retail Placemaking | Emran Ally | M 6:35PM-9:20PM | A48 120 | [Aug 19-Oct 7](#)
- ARC681-7K (1) Prop Tech | Tigre Weinrich | M 6:35PM-9:20PM | A48 120 | [Nov 4-Dec 2](#)
- ARC681-8U (1) Zoning and the Shaping of Cities | Elizabeth Plater-Zyberk | R 6:35PM-9:20PM | Rinker 130 | [Oct 10-Nov 21](#)
- ARC681-5R (2) Houses and Housing | Jaime Correa | T 2:00PM-4:45PM | A48 120 | [Oct 8-Dec 3](#)
- CMA601-5U (3) Fundamentals of Construction Management | Brandon Moore | R 6:35PM-9:20PM | Glasgow Hall
- * A minimum of one construction course (min 2 credits) is required for graduation. The following courses could count towards that requirement.
- RED614-J* (2) Applied Real Estate Finance and Investments: Level II | Alex Morcate | M/W 5:05PM-6:20PM | A48 320 | [Oct 9-Dec 2](#)
- * completion of RED612 required

Additional Elective Options

ARC, MHBS (FIN, MGT), LAW (RPD) Electives (1-3) may be an option upon request. First research in Bulletin and CaneLink. Then discuss with program office to get approval from program directors. The following have been pre-approved by the MRED+U program. Additional approval will be required from the RPD Director.

- RED621-AS (1) (RPD921) Negotiation Skills | Matthew Saiontz | Times TBD
- RED623-AA (1) (RPD935) Developing Affordable Housing | Shahrzad Emami | T 12:30PM-1:50PM | TBD | [Sept 3-Oct 29](#)
- RED624-AA (1) (RPD956) Securitization of Real Estate | Thomas Nealon | M 3:30PM-5:20PM | TBD | [Sept 8-Dec 3](#)
- ARC681-6R (1) Intro to Development and Design of Hotels | Steven Miller | R 2:00-4:45PM | Cox Science 166 | [Aug 22-Oct 3](#)
- ARC681-7R (1) Adaptive Reuse | Steven Miller | R 2:00-4:45PM | Cox Science 166 | [Oct 10-Nov 2](#)

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
				<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> 9:05AM-12:00PM RED660: Urban Redev </div>
				<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> 12:00PM-1:00PM MRED+U Lecture Series </div>
			<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> 2:00PM-4:45PM RED650: Complex Trans+ </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> 2:00PM-3:30PM MRED+U Site Visits Hold this time for Site Visits </div>
<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> 5:05PM-6:20PM RED612: Applied FIN I M+W Jan 16-Mar 4 Only </div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> RED614: Applied FIN II M+W Mar 6-Apr 29 Only </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> 3:30PM-5:30PM RED618: Basic ARGUS Jan 30-March 5 *ONL Hospitality Mar 19-Apr 23 </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> 5:05PM-6:20PM RED612: Applied FIN I M+W Jan 16-Mar 4 Only </div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> RED614: Applied FIN II M+W Mar 6-Apr 29 Only </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> 5:05PM-7:50PM RED630: Market Analysis </div>	
<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> 6:35PM-8:35PM RED644: Art of Approval Jan 29-Mar 4 </div> <div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> RED644: Family Succession Mar 18-Apr 22 </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> 6:35PM-7:50PM CMA630: Construction </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> 6:35PM-9:20PM RED610: Finance RED680: Entrepreneurship+ </div>	<div style="border: 1px solid black; padding: 5px; margin-bottom: 5px;"> 6:35PM-9:20PM Adaptation to Climate Change Financial Modeling </div>	

Core/Required: FALL Start

- RED660-7A (3) Urban Redevelopment | Charles Bohl / Tim Hernandez | F 9:05A-12:00P
- RED612-J (2) Applied Real Estate Finance And Investments I | Alex Morcate | M/W 5:05P-6:20P | First 7 Weeks
- CMA630-U (2) Contract Documents | Johnathan Hrasar | T 6:35P-7:50P * or an approved CMA course
- RED680-4K+ (3) Entrepreneurship: Building a Real Estate Development Company | Muayad Abbas | W 6:35P-9:20P
- RED650-5R+ (3) Complex Real Estate Transactions | Mark Troen | R 2:00P-4:45P * or an approved elective

Core/Required: SPRING Start

- Depending on # of credits, this is the order of priority
- RED610-4K (3) Financing Urban Real Estate Development | Alex Morcate | W 6:35P-9:20P
 - RED630-5T (3) Real Estate Economics and Market Analysis | Mark Troen | R 5:05P-7:50P
 - RED660-7A (3) Urban Redevelopment | Charles Bohl / Tim Hernandez | F 9:05A-12:00P
 - CMA630-U (2) Contract Documents | Johnathan Hrasar | T 6:35P-7:50P * or an approved CMA course

Recommended Electives

- RED614-J (2) Applied Real Estate Finance and Investments II | Alex Morcate | M/W 5:05P-6:20P | Second 7 Weeks
* completion of RED612 required
- RED618-Y (0-1) Technologies and Tools for Commercial Real Estate: ARGUS Basic | Todd Adams | T 3:30P-5:30P | Jan 30-Mar 5 * online only
- RED644-01 (1) Art of Approval | Steve Wernick | M 6:35P-8:30P | Jan 29-Mar 4
- RED644-02 (1) Family Succession in Real Estate | M 6:35P-8:30P | Mar 18-Apr 22
- RED644-03 (1) TBD | T 3:30P-5:30P | Mar 19-Apr 23
- ARC623-AB (3) Urban Design Competition | Veruska Vasconez | Jan 8-22 | Registration Required by November 17
- ARC639-5U (3) Adaptation to Climate Change | Elizabeth Plater-Zyberk | R 6:35P-9:20P

Additional Elective Options

Must be pre-approved by directors from each program. Browse CaneLink for additional elective options. Discuss with MRED+U office to get approval from program director.

ARC Electives

MHBS Electives

- FIN645 (3) Real Estate Finance | Andrea Heuson | R 6:35P-9:20P
- FIN659 (2) Real Estate Capital Markets | Prof TBD | T/R 8:00A-10:15A | Mar 18-May 3

RPD Electives

+ You may choose to take either Entrepreneurship (RED680-3 credits) or Complex Transactions (RED650-3 credits), or you may take both.

Course Schedule Summer 24

SUBJECT TO CHANGE / DRAFT 11/27/23

Not all electives are available every semester or academic year.

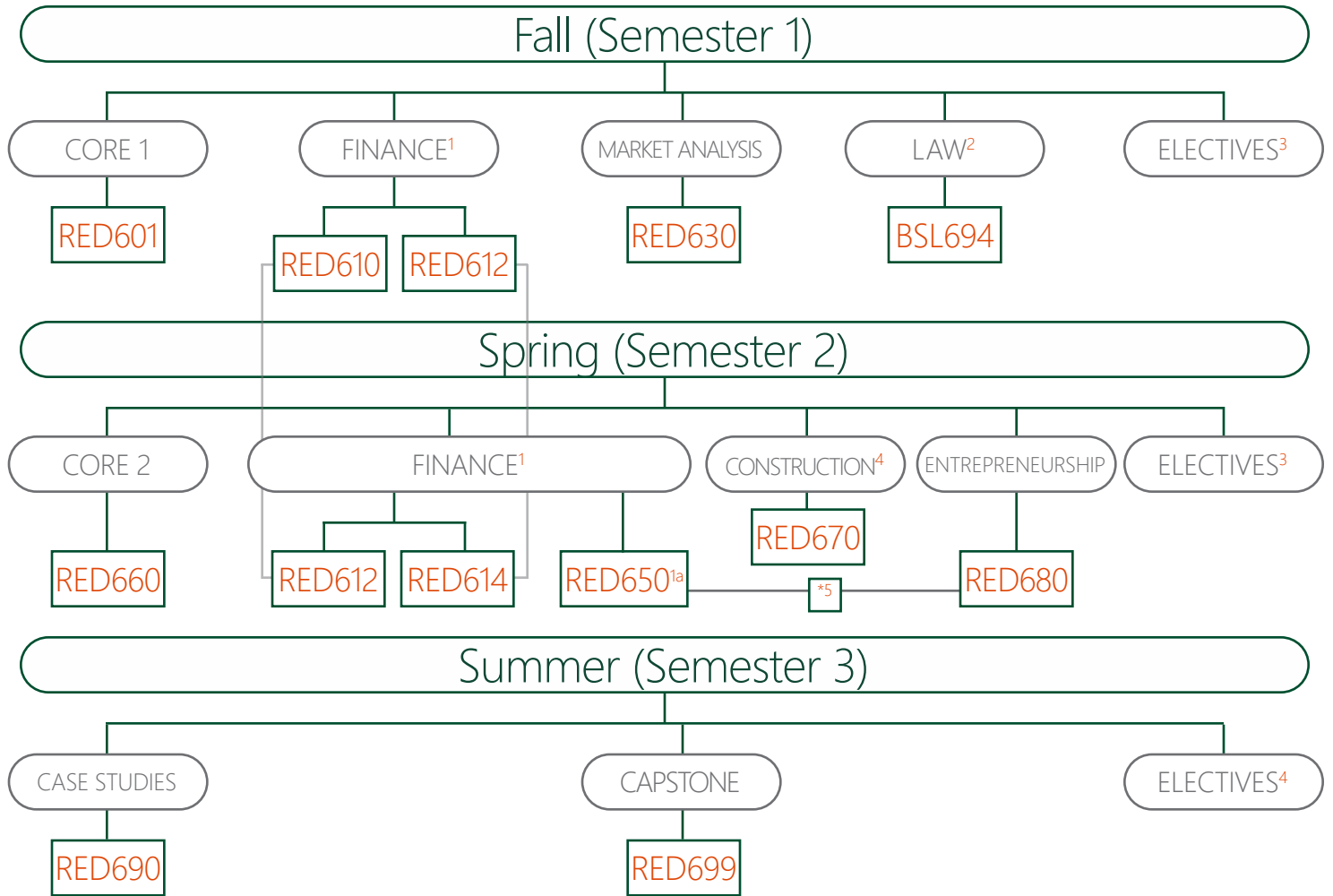
SUMMER A: May 13- June 12 | Finals: June 14

SUMMER B: June 17 - July 17 | Finals: July 19

MRED+U Celebration: June 12 (Subject to change)

This is an interactive page. Turn on and off layers to view course options.

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<p>9:00AM-12:15PM</p> <p>Capstone (M-R)</p>	<p>9:00AM-12:15PM</p> <p>Capstone (M-R)</p>	<p>9:00AM-12:15PM</p> <p>Capstone (M-R)</p>	<p>9:00AM-12:15PM</p> <p>Capstone (M-R)</p>	
<p>3:10PM-6:15PM</p> <p>Finance Bootcamp (M+W)</p>	<p>3:10PM-6:15PM</p> <p>Case Studies (T/R)</p>	<p>3:10PM-6:15PM</p> <p>Advanced Argus ^{+ ONL}</p> <p>Finance Bootcamp (M+W)</p>	<p>3:10PM-6:15PM</p> <p>Case Studies (T/R)^{+ ONL}</p>	
<p style="text-align: center;">Core/Required</p> <p>---SUMMER A: Students that started the program in Spring not typically eligible for summer Core courses. To request an exemption, please contact MRED+U office ---</p> <p>RED690-A (3) Case Studies in Real Estate Development Tim Hernandez T 3:10PM-6:15PM (IN PERSON) + R 3:10PM-6:15PM (ONLINE)</p> <p>RED699-A12 (3) Capstone: Real Estate Development and Urbanism Charrette Charles Bohl Arranged</p> <p>* the capstone will take place during the full Summer A semester. Students will be placed on a team and meet with faculty either M/W or T/R, either (approx) 9-10:30 or 11:00-12:30. Students are also expected to meet with their teams outside of these times to complete assignments.</p>				
<p>SUMMER B / FALL START: Required as listed in your acceptance letter ---</p> <p>RED608 (2) Finance Bootcamp Alex Morcate M + W 3:10PM-6:15PM (ONLINE)</p>				
<p style="text-align: center;">Electives</p> <p>--- SUMMER A: If you are still in need of elective credits, you may browse CaneLink for additional elective options. Discuss with MRED+U office to get approval from program director. ---</p> <p>RED618-A (0-1) Technologies and Tools for Commercial Real Estate: ARGUS Advanced Todd Adams W 3:10PM-6:15PM ^{* online only}</p> <p>* Completion of Basic Argus required</p>				



NOTES

1 FINANCE: With professor approval, students with finance experience may request to test out of RED610. Two courses total required. RED614 may be taken as an elective after successful completion of RED610 and RED612.

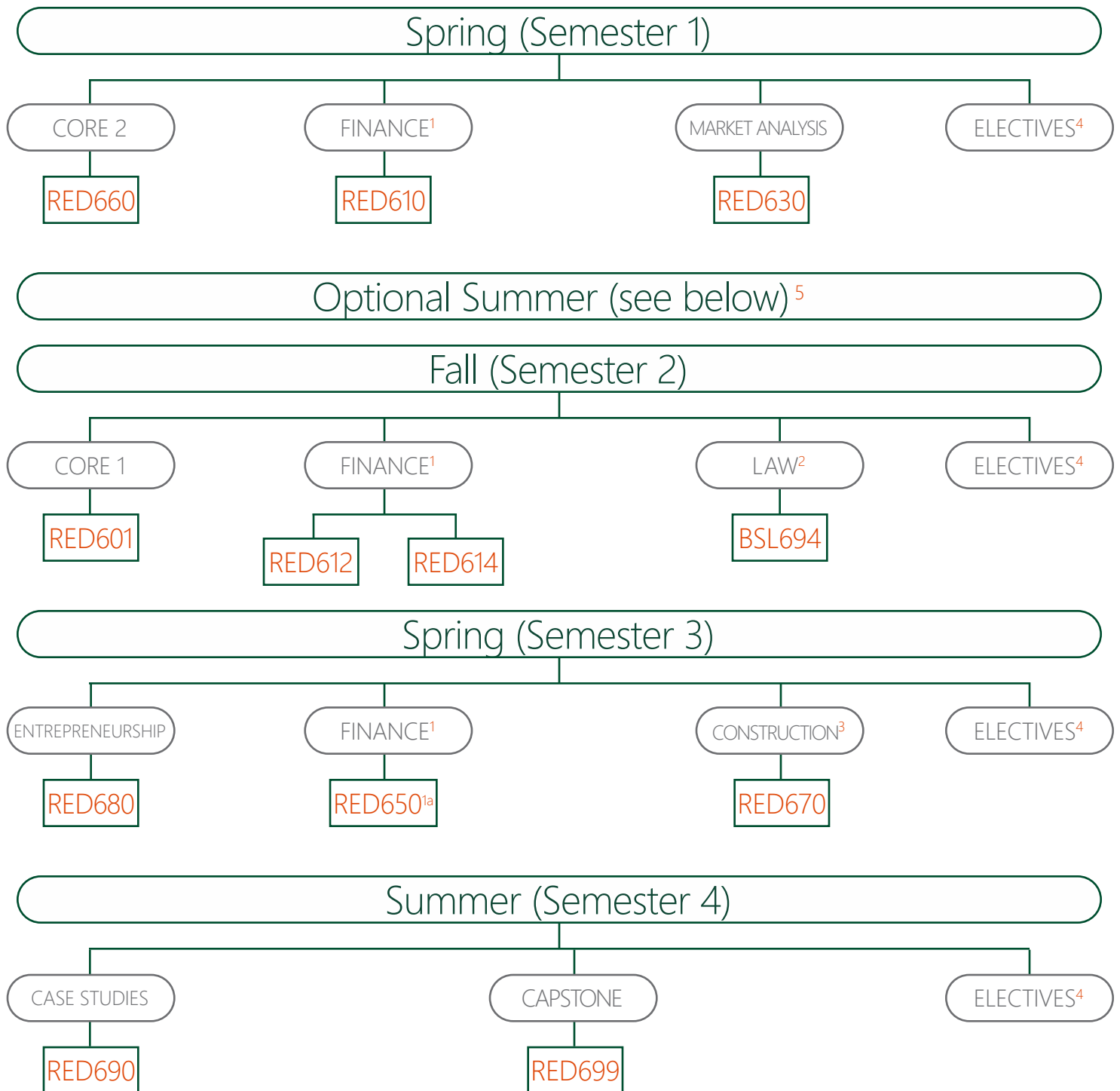
1a waivers requests must be approved by program director

2 LAW: Students may request an alternative Law course with Director approval. One course (2 credits min) required.

3 ELECTIVES: Electives vary each semester and year. Elective credits can be fulfilled from one, two and three credit course offerings over the three semesters including study abroad courses involving MRED+U faculty (or approved by the Director). At least 3 elective credits must be ARC or Urban Design credits.

4 CONSTRUCTION: Students may complete RED670 or a 2-3 credit CMA course. One course total required.

5 ENTREPRENEURSHIP: You may choose to take either Entrepreneurship (RED680-3 credits) or Complex Transactions (RED650-2 or 3 credits), or you may take both.



NOTES

1 FINANCE: With professor approval, students with finance experience may request to test out of RED610. Two courses total required. RED614 may be taken as an elective after successful completion of RED610 and RED612.

1a waivers requests must be approved by program director

2 LAW: Students may request an alternative Law course with Director approval. One course (2 credits min) required.

3 CONSTRUCTION: Students may complete RED670 or a 2-3 credit CMA course. One course total required.

4 ELECTIVES: Electives vary each semester and year. Elective credits can be fulfilled from one, two and three credit course offerings over the three semesters including study abroad courses involving MRED+U faculty (or approved by the Director). At least 3 elective credits must be ARC or Urban Design credits.

5 RED690 may be available during your first summer on a case-by-case basis with professor and Director approval, depending on experience and previous coursework. Minimum requirements to complete during first summer:

1. Completion of either RED 601 or 660
2. Completion of any approved finance course and
3. Completion of at least 9 credits of coursework (equivalent of 1 FT semester load)
4. No outstanding incomplete grades
5. In good academic standing (3.0 gpa min.)



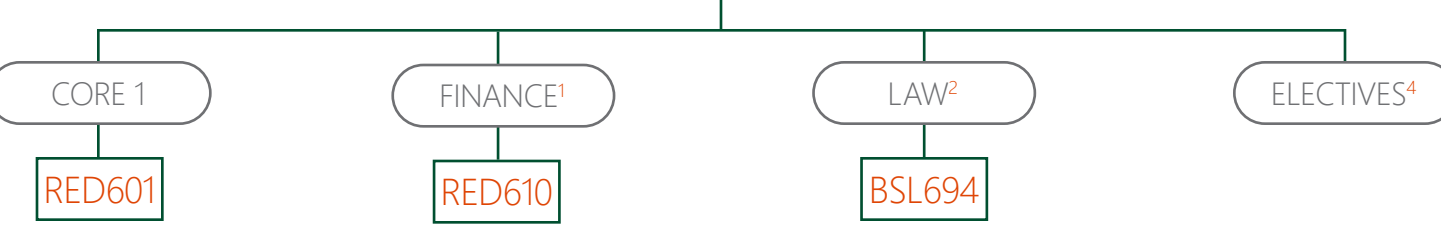
MRED+U

Advisement Guide

Course Matrix

Part-time (Fall Start, 4 Semesters)

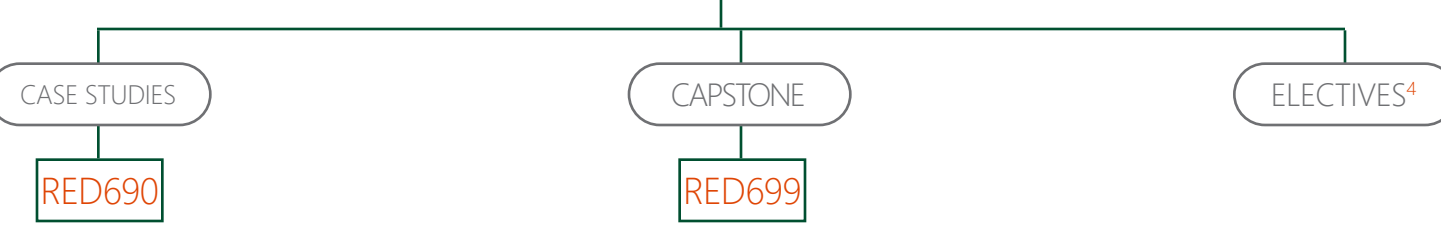
Fall (Semester 1)



Spring (Semester 2)



Summer (Semester 3)



Fall (Semester 4)



NOTES

1 FINANCE: With professor approval, students with finance experience may request to test out of RED610. Part-time students will be required to complete RED614 in the Semester 4 (Fall).

2 LAW: Students may request an alternative Law course with Director approval. One course (2 credits min) required. Law requirement may be completed in either Fall semester.

3 CONSTRUCTION: Students may complete RED670, CMA601 or a 2-3 credit CMA course. One course total required. Construction requirement may be completed in any semester.

4 ELECTIVES: Electives vary each semester and year. Elective credits can be fulfilled from one, two and three credit course offerings over the three semesters including study abroad courses involving MRED+U faculty (or approved by the Director). At least 3 elective credits must be ARC or Urban Design credits.

RED 601. Introduction to Real Estate Development and Urbanism

Fundamentals of real estate development of urban places, including the many challenges of the development process such as analyzing market sectors and development opportunities, comprehending the development context of regulation, public policy and politics, raising investment capital, assembling land, program formulation, building types, construction management, marketing, and sales.

Typically Offered: Fall

Credits: 3

Prerequisite: None

RED 610. Financing Urban Real Estate Development

Concepts and techniques for analyzing financial decisions in property development and investment including: real estate economics and investment performance measurement, leasing and property income streams, pro forma analysis, basics of equity and debt valuation, income tax and leverage considerations, mortgages, and deal structures. Emphasis financing individual projects.

Typically Offered: Fall and Spring

Credits: 3

Prerequisite: None

RED612. Applied Real Estate Finance and Investments: Level I

This course builds a foundation for further study of real estate investments and development. This course provides for advanced application of theory and techniques for the analysis of horizontal and vertical development. Discounted cash flow models are developed and enhanced to address topics including multiple property types, staggered sellouts, and condominiums. Emphasis is placed on analysis where extreme data poverty or uncertainty exist.

Typically Offered: Fall and Spring

Credits: 2

Prerequisite: RED610 or Approval from Professor

RED 620/BSL694. Real Estate Law

Fundamentals of law and the entitlement process, including contractual aspects of real estate development, finance, management and ethical issues and a real-world overview of the review and approvals process.

Typically Offered: Fall

Credits: 2

Prerequisite: None

RED 630. Real Estate Market Analysis. 3 Credit Hours.

Identification of critical market factors that determine development opportunities. Topics include business and construction cycles, regional and urban growth trends, commercial and industrial location theories, and advanced demographic analysis and projection techniques to project and analyze occupancy, rental growth, absorption, and competitive supply.

Typically Offered: Fall and Spring

Credits: 3

Prerequisite: None

RED 650. Complex Urban Real Estate Transactions

Real estate transactions and deal structuring from the development perspective. Using the case study method, the course explores the key components and the disciplines needed for successful real estate transactions and projects.

Typically Offered: Spring

Credits: 3

Prerequisite: At least one full semester of MRED+U curriculum

RED 660. Urban Development

Urban Redevelopment builds students' competencies for infill and redevelopment practice focusing on: mixed-use development, transit oriented development, barriers and solutions for urban infill development, urban site analysis, repositioning of urban land, vacant and underutilized properties, long-term land leases, tax incentives, historic preservation, public-private partnerships, business improvement districts, tax increment financing, community (re)development districts, parking strategies, urban housing types, and the public process for urban redevelopment projects.

Typically Offered: Spring

Credits: 3

Prerequisite: RED601 or Approval from Professor

RED 670. Construction and Project Management

Management of construction projects including legal considerations and techniques of management science applied to construction. Includes engineering methods of cost and time estimating, and exercises in applications of engineering economics, flow charts, tracking progress, construction contracts, indemnity agreements, and network planning techniques including CPM and PERT.

Typically Offered: Fall and Spring

Credits: 3

Prerequisite: None

RED 680. Entrepreneurship in Real Estate Development

Focuses on management and business practices for building new urban real estate firms capable of leading the industry and assuming competitive advantages over conventional models.

Typically Offered: Spring

Credits: 3

Prerequisite: At least one full semester of MRED+U curriculum

RED 690. Case Studies in Real Estate Development

Students integrate and apply their learning and skills to complex problem-solving involving a series of intensive real world cases of urban real estate development. Focuses on project feasibility and helps hone the required set of development skills.

Typically Offered: Summer

Credits: 3

Prerequisite: Final semester or Approval from Professor

RED 699. Capstone: Real Estate Development and Urbanism Charrette

An intensive real estate development and urban design studio in which students are part of a multi-disciplinary team on an urban development project. Focuses on comprehensive analysis, project planning, feasibility and program development through the application of advanced development skills in an urban context.

Typically Offered: Summer

Credits: 1-3

Prerequisite: Final semester or Approval from Director

Electives

Not all electives are available every semester or academic year. Please see your advisor for current list of electives.

RED 614. Applied Real Estate Finance and Investments: Level II

This course builds a foundation for further study of real estate investments and development. This course provides for advanced application of theory and techniques at the entity and deal-level. Discounted cash flow models are developed and enhanced to address topics including partnerships and waterfalls, income tax considerations and a greater exploration of a variety of public and private debt instruments. Emphasis is placed on analyzing the performance of a prospective development across the entire capital stack.

Typically Offered: Fall and Spring

Credits: 2

Prerequisite: RED610, RED612 and/or Approval from Professor

RED 640. Applied Design Skills for Developers

This course provides developers with essential knowledge in urban design and architecture, emphasizing the creation of economically, environmentally, and socially valuable projects through master planning, street design, and individual lot development, with a focus on walkable, car-optional spaces. Students will learn urban design principles, form-based codes, and the design process to enhance their vision for a site and facilitate communication with design professionals, culminating in the creation of a conceptual neighborhood, streets, and building design.

Typically Offered: Fall

Credits: 0-1

Prerequisite: None

RED 642. Urbanismus Practicum

This course was developed specifically as an introduction to architecture and urbanism for MRED+U students. Introduction to the lexicon of urbanism; review of greatest intellectual traditions in city design; survey of urban design techniques; inspection of global state of contemporary urbanism and sub-urbanism; review of pertinent literature; examination of case-studies in urbanism and sustainability; exploration and critique of contemporary alternatives; introductory survey course for students with no urban design experience.

Typically Offered: Fall

Credits: 2

Prerequisite: None

Zoning and the Shaping of Cities

This course introduces students to the history and contemporary significance of zoning regulations, emphasizing their impact on urban form, public space quality, and land valuation. Through presentations, readings, assignments, and discussions, students will explore zoning's role in shaping communities and its potential for promoting affordability, inclusion, and sustainability in urban development.

Typically Offered: Fall

Credits: 1

Prerequisite: None

Retail Placemaking

This course provides an introduction to placemaking with a focus on retail real estate and its impact on communities. Development, architecture, and urban design are all critical elements and will be discussed in the class and evaluated in the field. The course will also identify leadership roles and participants in placemaking, which include developers and investors, architects and urban planners, tenants, and customers. A developer who can match the right concept with the right location can generate substantial profits. Similarly, a well-executed placemaking plan creates value for all the participants in a community. The class will investigate the science of retail leasing and designing an executable placemaking plan.

Typically Offered: Fall

Credits: 1

Prerequisite: None

PropTech

This course will survey the latest technologies being developed for use across the major sectors of real estate (single family residential, multifamily residential, commercial, design, construction, etc) and will provide an overview of the entrepreneurial process, with a focus on venture-backed startups. During the course, students will be asked to come up with a new business idea and develop it into a short investor pitch during the final session.

Typically Offered: Fall

Credits: 1

Prerequisite: None

Advocacy for Architects: The Art of Approval

This is a multi-disciplinary course intended to prepare practitioners in the real estate development industry with a legal framework of the local government development approval process and the essential tools for developers, architects, and other design professionals to successfully present projects and secure entitlements within the regulatory and design approval process. The course will start with an overview of the legal principles animating the government's regulation of the use and development of land, including federal, state and local laws. The course will introduce students to the elements of successful advocacy, including effective communication with local government staff, preparation for public hearing presentations, public speaking, cross-examination, and emerging trends including impacts of new technology. Steve Wernick is a practicing attorney (Wernick & Co) who teaches this course on the entitlement process for RED and works with major developers throughout South Florida.

Typically Offered: Spring

Credits: 1

Prerequisite: None

RED 618. Technologies and Tools for Commercial Real Estate

Students in the Technologies and Tools for Commercial Real Estate will learn basic skills for ARGUS Enterprise, REIS, Co-Star, Real Capital Analytics and/or the latest in Real Estate Technology and Tools. Students will be introduced to concepts of entering leases, budgets, market assumptions or valuation and yield parameters on a repetitive basis. The modules that are covered in the course include Valuation-Cash Flow, Portfolio Level Reporting and Sensitivity. Courses concentrate on practical applications of software and tools through interactive examples and case studies. Participants are exposed to a large cross section of software capabilities, fundamentals and unique nuances.

Typically Offered: Spring

Credits: 0-1

Prerequisite: None

Approved CMA or ARC Electives (1-3 Credits)**Approved MBS or LAW Elective (1-3 Credits)**