

MRED+U

Curriculum Requirements

Title		Credit Hours
CORE		14
RED 601	Introduction to Real Estate Development and Urbanism	3
RED 660	Urban Redevelopment	3
RED 630	Real Estate Economics and Market Analysis	3
BSL 694	Real Estate Law <sup>1</sup>	2+
RED 690	Case Studies in Real Estate Development	3
FINANCE (Minimum of one per semester)		5+
RED 608	Finance Bootcamp <sup>2</sup>	2
RED 610	Financing Urban Real Estate Development	3
RED 612	Applied Real Estate Finance and Investments: I	2
CONSTRUCTION (Choose one or more) <sup>3</sup>		3
CMA 601	Construction and Project Management	3
TRACK (Choose one) <sup>4</sup>		3
RED 650	Complex Transactions	3
RED 680	Entrepreneurship in Real Estate Development	3
OTHER REQUIREMENTS		
Electives <sup>5</sup>		5-11
Required Internship/Practical Training <sup>7</sup>		
Total Credit Hours		36

- 1** Students must complete a minimum of one 2-credit law course. Students may take BSL or RPD courses with prior approval from course faculty and program director.

**2** Students will be required to complete an 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.)

**3** Students must complete a minimum of one 2- or 3-credit 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.

**4** Students may choose to complete either RED650 or RED680.

**5** 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.

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

**7** Students beginning in the Spring may choose to complete Summer courses in Summer 1, Summer 2 or split between the two. To be eligible to participate in Summer 1, successfull completion of RED660, RED610 and RED630 in Spring 1 is required.

Suggested Plan of Study - FALL START

Title		Credit Hours
FALL 1		14-15
RED 608	Finance Bootcamp <sup>2</sup>	2
RED 601	Introduction to Real Estate Development and Urbanism	3
RED 610	Financing Urban Real Estate Development	3
BSL 694	Real Estate Law <sup>1</sup>	2
RED 630	Real Estate Economics and Market Analysis	3
Electives <sup>5</sup>		3-4
SPRING 1		14-15
RED 612	Applied Real Estate Finance and Investments: I	2
RED 660	Urban Redevelopment	3
CMA 630	Construction Contract Documents <sup>3</sup>	2
RED 680	Entrepreneurship in Real Estate Development <sup>4</sup>	3
Electives <sup>5</sup>		4-5
SUMMER 2		6
RED 690	Case Studies in Real Estate Development	3
Electives <sup>5</sup>		3
Required Internship/Practical Training <sup>7</sup>		
Total Credit Hours		36

Suggested Plan of Study - SPRING START

Title		Credit Hours
SPRING 1		10
RED 610	Financing Urban Real Estate Development	3
RED 630	Real Estate Economics and Market Analysis	3
RED 660	Urban Redevelopment	3
Electives <sup>5</sup>		1
SUMMER 1 <sup>7</sup>		6
RED 690	Case Studies in Real Estate Development	3
Electives <sup>4</sup>		0-3
FALL 1		10
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 <sup>1</sup>	2
CMA 601	Construction and Project Management <sup>3</sup>	3
SPRING 2		10
RED 614	Applied Real Estate Finance and Investments: II	2
RED 680	Entrepreneurship in Real Estate Development <sup>4</sup>	3
Electives <sup>5</sup>		4-5
Required Internship/Practical Training <sup>7</sup>		
Total Credit Hours		36

MRED+U

Finance Bootcamp: August 4-14 5-7:30 PM Zoom

Orientation: August 11-14 (Refer to Student webpage for Schedule)

Classes: August 18-December 2 | Fall Recess: October 13-14

Women in Real Estate: TBD | ULI Fall Meeting: Nov 3-6

Thanksgiving Recess: Nov 25-30 (Nov 24 Remote) | Final Exams: December 4-10

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
				<div>9:00AM-12:00PM</div> <div>RED601</div> <div>Intro to RED+U</div>
				<div>12:00PM-2:00PM</div> <div>MRED+U Lecture Series</div> <div>Most lectures will take place during the final hour of RED601, but please hold just in case.</div>
	<div>2:00PM-4:45PM</div> <div>Houses &amp; Housing</div> <div>Oct 7-Dec 2</div>			<div>2:00PM-3:30PM</div> <div>MRED+U Site Visits</div> <div>Hold this time for Site Visits</div>
	<div>3:30PM-5:45PM</div> <div>BSL694: RE Law</div> <div>Tu +Th Aug 18-Oct 3</div> <div>BSL698: RE Law II</div> <div>Oct 13-Dec 5</div>		<div>3:30PM-5:45PM</div> <div>BSL694: RE Law</div> <div>Tu +Th Aug 18-Oct 3</div> <div>BSL698: RE Law II</div> <div>Oct 13-Dec 5</div>	
<div>5:05PM-6:20PM</div> <div>RED612: Applied Fin I</div> <div>Mon + Wed Aug 18-Oct 6</div> <div>RED614: Applied Fin I I</div> <div>Mon + Wed Oct 8-Dec 2</div>		<div>5:05PM-6:20PM</div> <div>RED612: Applied Fin I</div> <div>Mon + Wed Aug 18-Oct 6</div> <div>RED614: Applied Fin I I</div> <div>Mon + Wed Oct 8-Dec 2</div>		
<div>6:35PM-9:20PM</div> <div>ARC681-6K: PPP</div> <div>Aug 18-Sept 29 (No Class 9/1)</div> <div>ARC681-7K: Retail</div> <div>Oct 20-Dec 2 (No Class 11/3)</div>	<div>6:35PM-9:20PM</div> <div>RED630: Market Analysis</div> <div>CAE762: Construction Proj Mgmt</div> <div>ONLINE</div>	<div>6:35PM-9:20PM</div> <div>RED610: Finance</div>	<div>6:35PM-9:20PM</div> <div>RED640: Applied Design</div> <div>Aug 18-Oct 2</div> <div>CMA601: Construction Mgmt</div>	
Core/Required				
--- INCOMING STUDENTS / Refer to page one for curriculum requirements ---				
RED601-7A (3) Intro to Real Estate Development + Urbanism   Charles Bohl + Tim Hernandez   F 9:00AM-12:00PM				
RED608-01 (2) Finance Bootcamp   Alex Morcate   August 4-15   Details to follow   Required as listed in your acceptance letter				
RED610-4K (3) Financing Urban Real Estate Development   Alex Morcate   W 6:35PM-9:20PM				
RED630-1U (3) Real Estate Economics and Market Analysis   Mark Troen   T 6:35PM-9:20PM				
BSL694-57 (2) Real Estate Law   Alexandros Platon Alexandrakis   T+Th 3:30-5:45PM   Aug 18-Oct 3				
--- RETURNING STUDENTS / Refer to page one for curriculum requirements ---				
RED601-7A (3) Intro to Real Estate Development + Urbanism   Charles Bohl + Tim Hernandez   F 9:00AM-12:00PM				
BSL694-57 (2) Real Estate Law   Alexandros Platon Alexandrakis   T+Th 3:30-5:45PM   Aug 18-Oct 3				
RED612-J (2) Applied Real Estate Finance And Investments I   Alex Morcate   M+W 5:05P-6:20PM   Aug 18-Oct 6				
Elective Options				
MRED+U 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				
RED640-6T (1) Applied Design for Real Estate Developers   Victor Dover   Th 6:35PM-9:20PM   Aug 18-Oct 2				
ARC681-6K (1) Public Private Partnerships   Andrew Frey + Michael Steinbaum   M 6:35PM-9:20PM   Aug 18-Sept 29 (No Class Sept 1)				
ARC681-7K (1) Retail Placemaking   Emran Ally   M 6:35PM-9:20PM   Oct 20-Dec 2 (No Class Nov 3)				
ARC681-5R (2) Houses and Housing   Jaime Correa   T 2:00PM-4:45PM   Oct 8-Dec 3				
BSL698-57 (2) Real Estate Law: Advanced Topics   JAlexandros Platon Alexandrakis   T+Th 3:30-5:45PM   Oct 13-Dec 5 (Note Start and End Dates)				
CMA Electives * A minimum of one construction course (2+ credits) is required for graduation. The following courses could count towards that requirement.				
CAE762-UV (3) Construction Project Management   Thomas Koulouris   T 6:35PM-9:20PM ONLINE				
* This class is intended for students with construction experience or who have successfully completed a construction class.				
CMA601-5U (3) Fundamentals of Construction Management   Thomas Koulouris   Th 6:35PM-9:20PM				
ARC / CMA / CAE / FIN Electives * Permission Required				
If you find alternative architecture, construction, engineering or finance courses that interest you, please contact the MRED+U office to discuss.				

MRED+U

Classes: January 13-April 28

Real Estate Impact Conference: Feb 7 | Spring Recess: March 8-16

Final Exams: April 30-May 7 | Commencement Ceremony: May 8

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
				<div>9:05AM-12:00PM</div> <div>RED660: Urban Redev</div>
				<div>12:15PM-2:00PM</div> <div>TO BE CONFIRMED Negotiations</div>
			<div>2:00PM-4:45PM</div> <div>RED650: Complex Trans+</div>	<div>2:00PM-3:30PM</div> <div>MRED+U Site Visits Hold this time for Site Visits</div>
<div>5:05PM-6:20PM</div> <div>RED612: Applied FIN I M+W Jan 13-Mar 3 Only</div> <div>RED614: Applied FIN II M+W Mar 5-Apr 28 Only</div>	<div>3:30PM-5:30PM</div> <div>RED618: Basic ARGUS Jan 14-Feb 25 *ONL</div> <div>Affordable Housing Mar 18-Apr 22</div>	<div>5:05PM-6:20PM</div> <div>RED612: Applied FIN I M+W Jan 13-Mar 3 Only</div> <div>RED614: Applied FIN II M+W Mar 5-Apr 28 OnlyT</div>	<div>5:05PM-7:50PM</div> <div>RED630: Market Analysis</div>	
<div>6:35PM-8:35PM</div> <div>RED644: Art of Approval Jan 27-Mar 3</div>	<div>6:35PM-7:50PM</div> <div>CMA630: Construction</div>	<div>6:35PM-9:20PM</div> <div>RED610: Finance</div> <div>RED680: Entrepreneurship+</div>	<div>6:35PM-8:30PM</div> <div>Financial Modeling</div>	
<div>Core/Required</div> <div>--- Refer to page one for curriculum requirements ---</div> <div>RED610-4K (3) Financing Urban Real Estate Development   Alex Morcate   W 6:35P-9:20P</div> <div>RED612-J (2) Applied Real Estate Finance And Investments I   Alex Morcate   M/W 5:05P-6:20P   First 7 Weeks * completion of RED610 required</div> <div>RED630-5T (3) Real Estate Economics and Market Analysis   Mark Troen   R 5:05P-7:50P</div> <div>RED660-7A (3) Urban Redevelopment   Charles Bohl / Tim Hernandez   F 9:05A-12:00P</div> <div>CMA630-U (2) Contract Documents   Tom Koulouris   T 6:35P-7:50P * or an approved CMA course.</div> <div>Choose One:</div> <div>Entrepreneurship: RED680-4K+ (3) Real Estate Entrepreneurship Practicum   Muayad Abbas   W 6:35P-9:20P</div> <div>Deal Making: RED650-5R+ (3) Complex Real Estate Transactions   Mark Troen   R 2:00P-4:45P</div>				
<div>Elective Options</div> <div>MRED+U Electives</div> <div>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</div> <div>RED644-01 (1) Art of Approval   Steve Wernick   M 6:35P-8:30P   Jan 27-Mar 3</div> <div>RED618-Y (1) Technologies and Tools for Commercial Real Estate: ARGUS Basic   Todd Adams   T 3:30P-5:30P   Jan 14-Feb 25 * online only</div> <div>* completion of RED610 required. Registration required by December 14th.</div> <div>RED644-04 (1) Negotiations   A. Platon Alexandrakis   F 12:15P-2:00P   Jan 17-Feb 28 * To be confirmed</div> <div>RED644-05 (1) Affordable Housing   Sydne Garchick   T 3:30P-5:30P   Mar 18-Apr 22</div> <div>RED644-06 (2) Financial Modeling   Alex Morcate / Jorge Espinal   Th 6:35-8:30P * completion of RED610 required</div> <div>ARC Electives</div> <div>ARC639-5U (3) Adaptation to Climate Change   Elizabeth Plater-Zyberk   Th 6:35P-9:20P</div> <div>MHBS Electives * Permission Required</div> <div>FIN645-1K (3) Real Estate Finance   Andrea Heuson   M 6:35P-9:20P</div> <div>FIN659-50 (2) Real Estate Capital Markets   David Eyzenberg   T/R 8:00A-10:15A   Mar 17-May 2</div> <div>CMA Electives * To be confirmed</div> <div>CAE660-T (3) Sustainable Construction   Esber Andiroglu   TR 5:05P-6:20P</div> <div>CAE665-1K (3) Facilities Operation and Management   Jason Grant   M 6:35P-9:20P</div> <div>CAE765-V (3) Construction Accounting and Finance   Annette Rivas-Vasquez   TR 8:05P-9:20P</div> <div>CMA636 (3) Legal Issues in Building Construction   Kesang Chin, Gary Stein   W 6:35P-9:20P</div> <div>RPD Electives * Permission Required</div> <div>RED628 (2) RPD963-A   Distressed Property Workouts   Thomas Nealon   Th 3:30PM-5:30PM</div> <div>RED627 (2) RPD926-A   Problem Solving in Real Property Development   Anthony De Yurre, Betsy McCoy   Mo 7:50PM-9:50PM</div> <div>RED622 (1) RPD920-A   Hospitality   Suzanne Amaducci-Adams   F 2/28 1PM-4PM, Sa 3/1 10AM-1PM, F 3/21 1PM-4PM, Sa 3/22 10AM-1PM</div>				

SUMMER A: May 12- June 11 | Finals: June 13  
MRED+U Celebration: June 5 (Subject to change)

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>9:00AM-10:00AM</div> <div>Capstone (TEAM 1)</div>	<div>9:00AM-10:00AM</div> <div>Capstone (TEAM 4)</div>	<div>9:00AM-10:00AM</div> <div>Capstone (TEAM 1)</div>	<div>9:00AM-10:00AM</div> <div>Capstone (TEAM 4)</div>	
<div>10:00AM-11:00AM</div> <div>Capstone (TEAM 2)</div>	<div>10:00AM-11:00AM</div> <div>Capstone (TEAM 5)</div>	<div>10:00AM-11:00AM</div> <div>Capstone (TEAM 2)</div>	<div>10:00AM-11:00AM</div> <div>Capstone (TEAM 5)</div>	
<div>11:00AM-12:00PM</div> <div>Capstone (TEAM 3)</div>	<div>11:00AM-12:00PM</div> <div>Capstone (TEAM 6)</div>	<div>11:00AM-12:00PM</div> <div>Capstone (TEAM 3)</div>	<div>11:00AM-12:00PM</div> <div>Capstone (TEAM 6)</div>	
	<div>3:10PM-6:15PM</div> <div>Case Studies (T/R)</div>	<div>3:10PM-6:15PM</div> <div>Advanced Argus * <small>ONL</small></div>	<div>3:10PM-6:15PM</div> <div>Case Studies (T/R)* <small>ONL</small></div>	
<div>Core/Required</div> <div>---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 ---</div> <div>RED690-A (3) Case Studies in Real Estate Development   Tim Hernandez   T 3:10PM-6:15PM (IN PERSON) + R 3:10PM-6:15PM (ONLINE)</div> <div>RED699-A12 (3) Capstone: Real Estate Development and Urbanism Charrette   Charles Bohl   Arranged</div> <div>* 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.</div>				
<div>Electives</div> <div>--- 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. ---</div> <div>RED618-A (0-1) Technologies and Tools for Commercial Real Estate: ARGUS Advanced   Todd Adams   W 3:10PM-6:15PM * <small>online only</small></div> <div>* Completion of Basic Argus required</div>				

## MRED+U

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

**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 608. Finance Bootcamp.**

The finance bootcamp course is designed to provide students with a comprehensive overview of the key concepts and tools of real estate finance. This course is an introduction to fundamental topics in finance and real estate. Students will learn about cornerstone topics including time value of money, loans, valuation methodologies and an introduction to discounted cash flow analysis. The course is a prerequisite for students who do not have a professional or academic background in real estate, finance, or development, or who have not successfully completed any of the more popular 3rd party courses. This requirement ensures that all students have a common level of financial literacy and competence before entering the MRED+U program. The course will prepare students for the more advanced and specialized courses in the program, such as real estate economics, real estate finance and investment, real estate development, and real estate law. The course will also enhance students' career prospects and opportunities in the real estate industry, as finance is a vital and versatile skill that is highly valued by employers and clients. Emphasis will be placed on introductory topics in finance and how they are applied in real estate investing and development.

*Typically Offered: Fall / Pre-Orientation*

*Credits: 2*

*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: RED608 or Preapproved finance course/experience*

**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 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*

*Students may choose this or RED680*

**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 680. Entrepreneurship in Real Estate: Practicum**

Founded in 2009 in response to the Global Financial Crisis, this course is designed to provide students with the entrepreneurial skills necessary to identify, assess, and execute real estate development or investment opportunities. Entrepreneurship is something that is experienced, not taught, and this course emphasizes real-world application over theory.

Structured like an investment committee, the first half of the semester allows students to pitch potential deals, with one selected by midterm. In the second half, students will work individually and in one-on-one sessions with the professor to complete an offering memorandum for the chosen opportunity. To further enhance the experience, the course is supplemented with 2-3 guest speakers, offering insights on corporate structures, capital markets, and sharing their personal experiences navigating the industry.

*Typically Offered: Spring*

*Credits: 3*

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

*Students may choose this or RED650*

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

**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: 3*

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

**BSL694. Real Estate Law**

Real Estate Law focuses on the U.S. legal system as it relates to the buying, selling, and financing of real property. In addition to traditional text material, the analysis of U.S. court cases is used to detail the legal factors of ownership rights and liabilities, specific interests in real property, contracting issues related to the purchase and sale of real property, as well as financing and closing the real estate transaction. The course provides a problem-solving experience, which is intended to develop graduate students' critical thinking process as well as their skills in oral and written communication.

*Typically Offered: Fall*

*Credits: 2*

*Prerequisite: None*

**CMA 630. Contract Documents.**

Students in this class will gain a basic knowledge of construction contract documents including agreements, contracts, drawings and specifications, requests for information, change orders, and other documents that make up the body of Contract Documents associated with a given project. The course focuses on understanding the relationship between, contract documents and the construction process, as influenced by Project Delivery Methods We will explore contractual relationships, legal roles and responsibilities, and contract types.

*Typically Offered: Spring*

*Credits: 2*

*Prerequisite: None*

*Or approved CMA/CAE course*



# Course Descriptions

## Electives: Fall 25

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

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##### 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 + 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: 1  
Prerequisite: None

##### ARC681. Zoning and the Shaping of Cities

//See current semester schedule for section number.// 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

##### ARC681. Retail Placemaking

//See current semester schedule for section number.// 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 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

##### ARC681. Public Private Partnerships

//See current semester schedule for section number.// Description coming soon.

Typically Offered: Fall Credits: 1  
Prerequisite: None

##### ARC681. Houses and Housing

//See current semester schedule for section number.// From a practical standpoint, the course offers a grasp of the philosophy and global history of houses and housing. It rejects the conventional "Big Data" approach to the real estate market, which relies solely on statistics and neo-liberal definitions of potential users and markets to inform decisions; the course will demonstrate that such an approach is devoid of imagination, narrative, design sensibility, and community values. This problematic condition is addressed by the course, which is offered as a survey of the fundamental theory and history of dwelling design from Mohenjo-Daro (or pre-history) to the present day. The ultimate objective is to provide students with a range of historic paradigms and a knowledge of the current state of the global housing market. The course concludes with a series of practical lectures on design strategies for the modern housing market: examples of affordable housing, co-housing, simple living, adaptive reuse and building retrofits, self-sufficient housing, net-zero housing, hybrid housing types, etc.

Typically Offered: Fall Credits: 1  
Prerequisite: None

##### BSL698. Real Estate Law: Advanced Topics

//See current semester schedule for section number.// Description coming soon.

Typically Offered: Fall Credits: 2  
Prerequisite: None

#### Architecture

##### ARC621. Housing, Infrastructure and Transportation

Description coming soon.

Typically Offered: Spring Credits: 3 Prerequisite: None

#### Construction

##### CMA601/CAE762.

This course is designed to provide a practical background and working knowledge of how the Design and Construction Industry operates as well as how Construction Programs are developed and managed through professional Program Management and Project Management. This includes the role of the Owner, Architect, and Contractor. Elements consisting of Program Organization, Program and Project conception, Project and Development, Business planning, Scoping, Effective project communication strategies, budgeting, scheduling, cost controls, resource and cost management, and behaviors of the Program Manager and Project Manager to lead. Key leadership skills and managerial styles needed to effectively build, manage, and lead a successful project team are developed. Key concepts and leadership skills needed to become an effective and successful Project Construction Industry Professional. Public speaking is a requirement for this course.

Typically Offered: Spring Credits: 3 Prerequisite: None

##### CMA701. Operating and Managing a Construction Organization

Successfully managing a construction company is a multifaceted undertaking that requires knowledge of common business practices, accounting principles, regional economic conditions and expertise in the building process. This course leads students through the how-to's of running a successful, large, complex construction company. It analyzes how the industry actually works, including contractual relationships with clients in all types of projects from design/build to privatization. It covers the business fundamentals of running a construction company, including issues such as surety and insurance: various types of construction organizations, domestic and international; and company culture - inner-workings of a business that can mean the differences between success and failure.

Typically Offered: Spring Credits: 3 Prerequisite: None

MRED+U

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 + SpringCredits: 2

Prerequisite: RED610, RED612 and/or Approval from Professor

RED 618-Y. Technologies and Tools for Commercial Real Estate: Basic ARGUS

Primary Class Goal: Our main objective is to understand the concepts necessary and the process required to model cash flows and determine values of commercial property for: 1. a single year or “in-place”, 2. multiple years or “discounted cash flow” / “DCF”

ARGUS Enterprise (AE): 1.Is the industry standard software for the valuation of Retail, Office, and Industrial property types, 2. AE is rarely used for hospitality (hotel) or multifamily (apartments). Those property types are typically modeled using Excel.

Typically Offered: SpringCredits: 1Prerequisite: None

RED644-01. 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: SpringCredits: 1Prerequisite: None

RED644-04. Negotiations

TBD

Typically Offered: SpringCredits: 1Prerequisite: None

RED644-05. Housing for All: Reimagining Affordable Living in the 21st Century

This dynamic six-session lecture series explores the multifaceted challenges and innovative solutions surrounding affordable housing today. Students will dive deep into the history of housing policy, the financial mechanisms behind development, and the intersection of design and community building. Through interactive design challenges, real-world simulations, and a focus on housing justice, the course empowers students to tackle future innovations in affordable living. The series emphasizes hands-on learning, creative problem-solving, and a forward-thinking approach to shaping housing's future.

Typically Offered: SpringCredits: 1Prerequisite: None

RED644-06. Financial Modeling

This course will walk students through how to build, from scratch, a back of napkin model and a full development model. The course will segment the model into three (3) parts, Revenue Drivers, Development Costs, and Financial Engineering. Ultimately, the aim of the course is to give students the ability to answer intelligently, “how much would you pay for that land based on your investment parameters?”

The primary objective of the course is to help students understand how to properly underwrite a development opportunity and properly assess how much they should be willing to pay for such opportunity based on their targeted return metrics.

Typically Offered: SpringCredits: 2Prerequisite: RED 610.

Architecture

ARC639. Adaptation to Climate Change

This elective seminar introduces students to the topic of climate change with a focus on adaptive response. The course reviews current scientific evidence, the contradictions that stymie effective mitigation, and the adaptations of the built environment required by accelerating change.

While scientists study evolving conditions with a steady rate of benchmark announcements, for non-scientist observers, the information may seem confusing and the prospects overwhelming. It is difficult to assess one's own role or potential response.

This course provides students with a foundation of basic knowledge as a framework for personal and professional response to the evolving conditions that threaten quality of life and, in certain cases, the ultimate viability of human habitation.

The course will include readings, guest speakers, a visit to a local site of recent adaptation, and student presentations that include creative proposals for adaptation to climate change impacts.

Typically Offered: SpringCredits: 3Prerequisite: None

Finance

FIN 645-1K. Real Estate Finance.

This course will introduce students to the theoretical concepts and analytical techniques used to make a decision to loan money for the purchase or development of a commercial real estate project. Students will complete projects that require them to evaluate the financing and investment potential of a small commercial site of their choice and to evaluate a lease vs. buy decision using a plot of land in Miami-Dade County from the perspective of a publicly-traded corporation.

Typically Offered: Spring.Credits: 3Prerequisite: Professor Permission.

FIN 659-50. Real Estate Capital Markets.

The first portion of this class is devoted to granular analysis, proforma building and derivations of return on an unlevered basis. Heavy emphasis is placed on understanding long term structured leases found in office, retail & industrial properties. The second half focuses on structuring, analyzing and modeling the capital stack; ground lease, debt, structured capital & equity.

Typically Offered: Spring.Credits: 3Prerequisite: Professor Permission.

## Construction

### CAE 660. Sustainable Construction.

Drivers and foundations of sustainable construction. Principles of sustainable construction: integrated planning and design, life-cycle view of projects, resource selection and optimization, protection of the natural environment, toxics and pollutants elimination, durability and quality. Green building assessment initiatives, green building policies, and code impacts. Evaluation of the environmental impacts of construction operations. Innovative design and construction practices. Economic viability. Subtropical and coastal issue and opportunities. Case studies.

*Typically Offered: Spring. Credits: 3 Prerequisite: Professor Permission.*

### CAE 665. Facilities Operation and Management.

Facilities management topics based on core concepts of International Facility Management Association (IFMA) involving management of corporate needs, health, safety, security, operation and maintenance of physical facilities. This course will focus on development and understanding of sustainable facilities management responsibilities involving the building envelope, preventative maintenance, system operational efficiencies, data analytics and intelligent building systems, building security, maintenance staffing, infrastructure utility requirements as well as holistically integrated assets, people, corporate strategic planning and technology. Additionally development of skills to engage in facilities management functions which include EPA environmental / waste disposal, fleet management and statutory regulations as well as emergency management

*Typically Offered: Spring. Credits: 3 Prerequisite: Professor Permission.*

### CAE 765. Construction Accounting and Finance.

This course will Investigate the theory and practice of financing large projects. Insights into the logic of capital structure decisions – the mix of debt and equity, the choices among debt alternatives, private/public partnerships - will require an understanding of financial theory and an investigation of the relevant literature will be conducted. Accounting techniques will be reviewed that will provide students with a toolset for performing financial analyses in the construction industry. Finally, case projects will be evaluated by the class and decisions made regarding project viability using the tools presented during the course. on development and understanding of sustainable facilities management responsibilities involving the building envelope, preventative maintenance, system operational efficiencies, data analytics and intelligent building systems, building security, maintenance staffing, infrastructure utility requirements as well as holistically integrated assets, people, corporate strategic planning and technology. Additionally development of skills to engage in facilities management functions which include EPA environmental / waste disposal, fleet management and statutory regulations as well as emergency management

*Typically Offered: Spring. Credits: 3 Prerequisite: Professor Permission.*

### CAE 636. Legal Issues in Building Construction.

This course examines problems that can arise during the course of construction due to different interpretations by various project team members of contract document provisions and communications. These problems can significantly affect the risk, schedule and cost of a project. Students will be encouraged to work in small groups to identify, and to recommend specific actions to avoid and to minimize adverse impacts of, ambiguous contract provisions and project communications.

*Typically Offered: Spring. Credits: 3 Prerequisite: Professor Permission.*