

## **Real Estate and Urban Development Concentration**

Advisors: Richard Peiser and Bing Wang

Email: [rpeiser@gsd.harvard.edu](mailto:rpeiser@gsd.harvard.edu) and [bwang@gsd.harvard.edu](mailto:bwang@gsd.harvard.edu)

### **Fall 2016 – Spring 2017**

The Area of Concentration courses for Real Estate and Urban Development may be divided into four main parts:

- Development analysis
- Physical planning, design, and construction
- Finance and deal structuring
- Implementation

These areas have many subareas, including among others the following:

#### **Urban Analysis**

Market Analysis

Urban Economics

Environmental Analysis

Legal Analysis

Social Analysis

Political Analysis

#### **Physical Planning, Design, and Construction**

Site planning

Planning and Design typologies (standards and rules of thumb for major product types)

Construction management

Design laboratory

#### **Finance and Deal Structuring**

Real Estate Finance

Capital Markets

Public-Private Partnerships

Public Finance

#### **Implementation**

Development Approval Process

Public Participation

Negotiation

Urban Politics, Planning, and Development

**Please note that course offerings often change, and new courses may be offered while these recommended courses may not be offered each year. This memo is subject to change depending on the availability of courses. Other courses may be approved with the permission of one of the Concentration Advisors.**

**Recommended basic courses:**

The following courses are recommended to those interested in the concentration. They are introductory level courses that give a good overview of the topics and subject matter covered in more depth by other courses in the concentration:

- GSD 5495 Market Analysis and Urban Economics
- GSD 5204 Real Estate Finance and Development **OR**
- GSD 5492 Real Estate Finance and Development Fundamentals

**Approved courses include:**

**URBAN ANALYSIS**

**Fall**

**At the Graduate School of Design:**

- |   |                    |
|---|--------------------|
| GSD 5206 Land-Use and Environmental Law*                | Kayden             |
| GSD 5326 Housing and Urbanization in the United States* | Stockard, Molinsky |
| GSD 5407 Spatial Analytics of the Built Environment*    | Sevtsuk            |
| GSD 5495 Market Analysis and Urban Economics            | Torto              |

*\*Only if not taken to satisfy methods requirement or other*

**At the Law School:**

- |                   |             |
|-------------------|-------------|
| HLS 1004 Property | Stilt, Mann |
|-------------------|-------------|

**At MIT (Massachusetts Institute of Technology):**

- |                                   |         |
|-----------------------------------|---------|
| MIT 11.433J Real Estate Economics | Wheaton |
|-----------------------------------|---------|

**Spring**

(Note that Spring course listings will be updated once the catalog is completed)

**At the Graduate School of Design:**

- |  |         |
|--|---------|
| GSD 5201 Urban Politics, Planning and Development (at HKS) | Mayne   |
| GSD 5367 U.S. Housing Markets, Problems, and Policy        | Herbert |

**At the Law School:**

- |                                   |            |
|-----------------------------------|------------|
| HLS 2218 Real Estate Transactions | Abromowitz |
| HLS 2181 Local Government Law     | Barron     |

**At MIT (Massachusetts Institute of Technology):**

- |  |      |
|--|------|
| MIT 11.355 International Housing Economics and Finance | Saiz |
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## PHYSICAL PLANNING, DESIGN, AND CONSTRUCTION

### Fall

#### **At the Graduate School of Design:**

GSD 5212 Field Studies in Real Estate, Urban Planning and Design	Peiser
GSD 6121M1 Construction Lab	Craig
GSD 9127 Real Estate and City Making in China	Wang
GSD 5431 Design of Real Estate	Wang, Gamble

#### **At MIT (Massachusetts Institute of Technology):**

MIT 11.354 Real Estate Development Products	Roth
MIT 11.435 Mixed-Income Housing Development	Roth
MIT 11.S969 Real Estate Development Building Systems	Tsipsis

### Spring

(Note that Spring course listings will be updated once the catalog is completed)

#### **At the Graduate School of Design:**

GSD 5431 The Design of Real Estate	TBD
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#### **At MIT (Massachusetts Institute of Technology):**

MIT 11.303J Real Estate Development Studio: Complex Urban Projects	Frenchman, Roth
MIT 11.434J Tools for Analysis: Design for Real Estate and Infrastructure Development	Geltner

## FINANCE AND DEAL STRUCTURING

### Fall

#### **At the Graduate School of Design:**

GSD 5204 Real Estate Finance and Development	Peiser
GSD 5492 Real Estate Finance and Development Fundamentals	TBD

#### **At the Kennedy School of Government:**

HKS API-141 Finance	Deep
HKS PED-210 Public Finance Theory and Practice	Rosengard

#### **At the Business School:**

HBS 1684 Real Property	Segel
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**At MIT (Massachusetts Institute of Technology):**

MIT 11.345J Entrepreneurship in Construction and Real Estate Development	Kennedy
MIT 11.351 Real Estate Ventures I: Negotiating Development-Phase Agreements	McGrath
MIT 11.431J Real Estate Finance and Investment	Geltner

**Spring**

(Note that Spring course listings will be updated once the catalog is completed)

**At the Graduate School of Design:**

GSD 5275 [M3] Advanced Real Estate Finance	Apeseche
GSD 5276 [M4] Building and Learning Real Estate Enterprises and Entrepreneurship	Apeseche
GSD 5490 Affordable and Mixed-Income Housing Development, Finance, and Management (at HKS)	Marchant

**At the Business School:**

HBS 1484 Real Estate Private Equity	Lietz
HBS 1462 Real Estate in Frontier Markets	Retsinas

**At MIT (Massachusetts Institute of Technology):**

MIT 11.432 Real Estate Capital Markets	Geltner
MIT 11.352J Real Estate Ventures II: Negotiating Leases, Financings and Restructurings	McGrath

**IMPLEMENTATION**

**Fall**

**At the Graduate School of Design:**

GSD 5212 Field Studies in Real Estate, Urban Planning and Design	Peiser
GSD 5405 Global Leadership in Real Estate and Design	Wang, Kohn
GSD 5490 Affordable and Mixed-Income Housing Development, Finance, and Management (at HKS)	Marchant

**At MIT (Massachusetts Institute of Technology):**

MIT 11.430J Leadership in Real Estate	Schuck
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**At the Business School:**

HBS 2240 Negotiation	John, Mohan, Wasynczuk
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## **Spring**

(Note that Spring course listings will be updated once the catalog is completed)

### **At the Business School:**

HBS 2240 Negotiation

Beshears, Brooks  
Exley, Schwartzstein  
Wheeler, Mohan

HBS 2240 Negotiation

## **Not Currently Offered**

GSD 5201 Urban Politics, Planning and Development\*

Mayne

GSD 5303 Advanced Real Estate Development and Finance

Peiser, Apeseche

GSD 5403 [M3] Building Design Typologies and Operational  
Principles of Real Estate

Wang

GSD 5405 Global Leadership in Real Estate and Design

Wang