Real Estate and Urban Development Concentration
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Fall 2015 – Spring 2016
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

For a listing of these and other courses with times and descriptions, visit the REAI website: www.reai.harvard.edu/students/gsd_courses.html. 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* Karnovsky
(Formerly 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 Implementation Methods Requirement

At the Law School:
HLS 1004 Property Stilt
(Formerly Mann)
HLS 2181 Local Government Law Su

At MIT (Massachusetts Institute of Technology):
MIT 11.433J Real Estate Economics Wheaton
MIT 11.355 International Housing Economics and Finance Saiz

Spring
At the Law School:
HLS 2218 Real Estate Transactions Abromowitz
(Formerly Mechanic)
HLS 2181 Local Government Law Frug
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

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
At the Graduate School of Design:
GSD 5431 The Design of Real Estate  TBA

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  Marchant

At the Kennedy School of Government:
HKS API-141 Finance  Deep
HKS PED-210 Public Finance Theory and Practice  Rosengard
HKS SUP-655 Real Estate Finance and Development Fundamentals for Public and Private Participants  Marchant

At the Business School:
HBS 1684 Real Property  Segel
At MIT (Massachusetts Institute of Technology):
MIT 11.345J Entrepreneurship in Construction and Real Estate Development
MIT 11.351 Real Estate Ventures I: Negotiating Development-Phase Agreements
MIT 11.431J Real Estate Finance and Investment
Kennedy
McGrath
Geltner

Spring
At the Graduate School of Design:
GSD 5275 [M3] Advanced Real Estate Finance
GSD 5276 [M4] Building and Learning Real Estate Enterprises and Entrepreneurship
Apeseche
(fmr. Peiser)
Apeseche

At the Business School:
HBS 1484 Real Estate Private Equity
Lietz

At MIT (Massachusetts Institute of Technology):
MIT 11.432 Real Estate Capital Markets
MIT 11.352J Real Estate Ventures II: Negotiating Leases, Financings and Restructurings
Geltner
McGrath

IMPLEMENTATION
Fall
At MIT (Massachusetts Institute of Technology):
MIT 11.430J Leadership in Real Estate
Schuck

At the Business School:
HBS 2240 Negotiation
John, Mohan, Wasyngczuk

Spring
At the Business School:
HBS 2240 Negotiation
Beshears, Brooks
Exley, Schwartzstein
Wheeler, Mohan
## Not Currently Offered

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<th>Course Number</th>
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<td>Urban Politics, Planning and Development*</td>
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<td>Field Studies in Real Estate, Urban Planning and Design</td>
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<td>GSD 5303</td>
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<td>GSD 5403 [M3]</td>
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<td>GSD 5405</td>
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<td>GSD 5473</td>
<td>Housing Policy in the United States:</td>
<td>Belsky</td>
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<td></td>
<td>The Intersection of the Public and Private Sectors</td>
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<td>GSD 5476</td>
<td>Housing Delivery Systems in the United States</td>
<td>Stockard</td>
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<td>GSD 5489 [M3]</td>
<td>Real Estate in Frontier Markets</td>
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<td>GSD 9127</td>
<td>Real Estate and City Making in China</td>
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<tr>
<td>HKS API-142</td>
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<td>HKS MLD-221</td>
<td>Introduction to Negotiation Analysis</td>
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<td>HBS 1415</td>
<td>Management of Real Estate Investment Portfolios</td>
<td>Lietz</td>
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