Real Estate and Urban Development Concentration

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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 2129 Spatial Analysis and the Built Environment* Sevtsuk
GSD 5364 Sustainable Real Estate Keenan

*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
MIT 11.403 China Urban and Real Estate Research Seminar Zheng

**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
GSD 5495 Market Analysis and Urban Economics* Torto

*Only if not taken to satisfy methods requirement or other

**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 TBD
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 9127 Real Estate and City Making in China Wang

At MIT (Massachusetts Institute of Technology):
MIT 11.354 Real Estate Development Products Cookke
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

At MIT (Massachusetts Institute of Technology):
MIT 11.303J Real Estate Development Studio: Complex Urban Projects TBD
MIT 11.434J Tools for Analysis: Design for Real Estate and Infrastructure Development TBD

FINANCE AND DEAL STRUCTURING

Fall

At the Graduate School of Design:
GSD 5204 Real Estate Finance and Development Peiser, Hamilton
GSD 5492 Real Estate Finance and Development Fundamentals Marchant

At the Kennedy School of Government:
HKS API-141 Finance Deep
HKS DEV-210 Public Finance Theory and Practice Rosengard
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
MIT 11.45 Financial Decision Making in Real Estate and Other Markets  
Torus
MIT 11.463J Structuring Low-Income Housing Projects in Developing Countries  
Goethert

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 Investing in Frontier Markets  
Yog
HBS 1487 Building Sustainable Cities and Infrastructure  
Macomber

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 5405 Global Leadership in Real Estate and Design  
Wang, Kohn

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

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

Updated: September 20, 2017
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  Wang
  Principles of Real Estate
GSD 6121M1 Construction Lab  Craig
HBS 1684 Real Property  Segel