Real Estate and Urban Development Concentration
Advisors: Richard Peiser and Bing Wang
Email: rpeiser@gsd.harvard.edu and 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

*Updated: August 3, 2016*
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 11.5969 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  
  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

*Updated: August 3, 2016*
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

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

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