Real Estate and Urban Development Concentration

Advisors: Richard Peiser and Bing Wang
Email: rpeiser@gsd.harvard.edu and bwang@gsd.harvard.edu

Other Concentration Faculty:
Frank Apeseche, Chris Herbert, Jerold S. Kayden, Alex Krieger, Andres Sevtsuk, Ray Torto

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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
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 5434: Creating Real Estate Ventures: A Legal Perspective Haroz
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 Mechanic
HLS 2181: Local Government Law Frug

At MIT (Massachusetts Institute of Technology):
MIT 11.355: International Housing Economics and Finance Saiz
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 11.5969: Real Estate Development Building Systems Tsipisis

**Spring**
**At the Graduate School of Design:**
GSD 5201: Urban Politics, Planning and Development* Mayne

**At MIT (Massachusetts Institute of Technology):**
MIT 11.303J: Real Estate Development Studio Frenchman, Shen  
MIT 11.434J: Tools for Analysis: Design for Real Estate and Infrastructure Development Galther, de Neufville

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 Torous  
MIT 11.463J: Structuring Low-Income Housing Projects in Developing Countries Goethert
Spring
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 1487: Building Sustainable Cities and Infrastructure Macomber

At MIT (Massachusetts Institute of Technology):
MIT 11.432: Real Estate Capital Markets Geltner
MIT 11.352: 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, Wasynzczuk

Spring
At the Business School:
HBS 2240: Negotiation Coffman, John, Whillans, Exley, Schwartzstein Wasynzczuk, Mohan

Not Currently Offered
GSD 5431: The Design of Real Estate TBD
GSD 5303: Advanced Real Estate Development and Finance Peiser, Apeseche
GSD 5403 [M3]: Building Design Typologies and Operational Principles of Real Estate Wang
GSD 6121 [M1]: Construction Lab Craig
HBS 1462: Investing in Emerging Markets  TBA
HBS 1684: Real Property  Segel