



MIT Center for Real Estate Competition  
Hosted by Boston Properties

March 31, 2011- A team of students representing Cornell University has won The Case 2011, the MIT Center for Real Estate's annual graduate school real estate case competition. The Cornell team was selected as the winner from among sixteen teams comprised of some of the brightest students from graduate schools across the U.S. and Canada who traveled to Boston on March 31st to present their strategies for redeveloping One Franklin or the "Filene's Site". Following the team presentations, John Hynes, CEO & Managing Partner of Boston Global Investors and one of the developers of One Franklin spoke to the audience about his experience with the site and his perspective on the competition.

Winning second place was a team from the Massachusetts Institute of Technology and third place was awarded to Columbia University. Honorable mentions went to Babson University, Texas Christian University and Northwestern University.

Teams composed of three to four graduate students received a stylized case study placing them in the shoes of an associate of a private real estate firm seeking to acquire the site for redevelopment. Students had five days to create a strategy to redevelop the site and submit a development proposal and excel-based financial model.

Over sixteen judges helped select the finalists and the event was made possible through the generous support of Boston Properties, Alexander & Baldwin Inc, Ropes and Gray, Marcus Partners, Colliers International, REFM and the Winn Companies. The finalist judging panel included Bill McLaughlin, Executive VP of Development and Construction, Avalon Bay; Paul Marcus, Founder & CEO, Marcus Partners; Stephen St. Thomas, Senior Managing Director, Wells Fargo Real Estate Capital Investments; Heather Hohenthal, Partner, TA Associates Realty; and Bryan Koop, Senior VP & Regional Manager, Boston Properties.

The Case is an annual real estate case competition which provides the real estate graduate student community an opportunity to compete, showcase their knowledge, and learn from each other through the analysis of a complex real world development site. Unlike other competitions, The Case focuses on real estate acquisition and development financial underwriting at the asset level. The competition mimics the professional circumstances and assignments that students interested in real estate finance, acquisitions and development are likely to encounter after graduation.

For more information, about the event and to see the winning team's proposal please visit: [www.mitcrealumni.org/thecase](http://www.mitcrealumni.org/thecase).

