

COURSE SCHEDULE

Real Estate Development - FALL 2007

Class #	Date	Day	Class Topic (4:00 - 5:30)	Led by	Recitation Topic (5:30 - 7:00)	Led by
1	Orientation		Course Introduction/Intro to Project 1	Tony Ciochetti		
	Orientation		Team Dynamics	Gloria		
2	6-Sep	Thur	Intro - Understanding Real Estate Markets	Andreas Calianos	Product Types - Residential	Yanni Tsipis
3	11-Sep	Tues	Markets - Supply & Demand	Andreas Calianos	Creating a Market Study - Gathering Data and What it Means	Andreas Calianos
4	13-Sep	Thur	Case Study - Market Studies For Different Product Types	Pam McKinney	Product Types - Office	Yanni Tsipis
5	18-Sep	Tues	Case Study - Costco Alaska	Tony Ciochetti	Negotiations	Larry Susskind
6	20-Sep	Thur	Case Study - Costco Alaska	Tony Ciochetti	Product Types - Retail, hotel	Yanni Tsipis
7	25-Sep	Tues	RE Law - Entity Structure, Acquisition & Contracts	Elliot Surkin	RE Law - Entity Structure, Acquisition & Contracts	Elliot Surkin
8	27-Sep	Thur	Presentation Skills	Nick Washienko	Building Systems 1 - Foundations	Yanni Tsipis
9	2-Oct	Tues	Project 1 Group Presentations - Markets		Project 1 Group Presentations - Markets	
10	4-Oct	Thur	Intro to Highest & Best Use/As-of-Rights- Project 2	Tony Ciochetti	Intro to the Project Sites	Tony Ciochetti
11	9-Oct	Tues	HOLIDAY - No Class			
12	11-Oct	Thur	Intro - Zoning, Entitlements & Approvals	Greg Bialecki	Building Systems 2 - Structures Part A	Yanni Tsipis
13	16-Oct	Tues	Zoning & Entitlements - Overview	BRA	Zoning & Entitlements - Project Sites	BRA
14	18-Oct	Thur	Site Planning	Eran Ben-Joseph	Building Systems 3 - Structures Part B	Yanni Tsipis
15	23-Oct	Tues	Design Process & Culture	Scott Pollack	Plans & Specs	Scott Pollack
16	25-Oct	Thur	Field Trip - ULI Las Vegas		Field Trip - ULI Las Vegas	
17	30-Oct	Tues	Project Delivery	Maureen McDonough	Group Study	
18	1-Nov	Thur	Capital Budgeting	Mark Baranski	Building Systems 4 - Envelope	Yanni Tsipis
19	6-Nov	Tues	Project 2 Group Presentations - Highest & Best Use		Project 2 Group Presentations - Highest & Best Use	
20	8-Nov	Thur	Intro to Final Feasibility/Probable Use - Project 3	Tony Ciochetti	Building Systems 5 - MEP/FP	Yanni Tsipis
21	13-Nov	Tues	Capital Structure	Jane Sieden	Contracts	Doug Burton

22	15-Nov	Thur	Deal Structure	Tony Ciocchetti	Building Systems 6 - Interiors, Finishes, etc.	Yanni Tsipis
23	20-Nov	Tues	RE Law	Lynn Fisher	RE Law	Lynn Fisher
24	22-Nov	Thur	HOLIDAY - No Class			
25	27-Nov	Tues	Deal Structure Presentations		Deal Structure Presentations	
26	29-Nov	Thur	Other Product Types - Case Study	Bob Simha	BONUS TOPIC TBD	
27	4-Dec	Tues	Term Quiz			
28	6-Dec	Thur	Project 3 Group Presentations - Final Feasibility		Project 3 Group Presentations - Final Feasibility	
29	11-Dec	Tues	Project 3 Group Presentations - Final Feasibility		Project 3 Group Presentations - Final Feasibility	
30	18-Dec	Tues	Final Proposal Written Report Due			
	20-Dec	Thur				

Bonus Topics

Suburban Retail, Residential, Office
Mixed Use & Transit Oriented Development
Environmental Law & Brownfields Redevelopment
Affordable/Workforce Housing
Redeveloping Existing Structures