Course Description:
The metropolitan economies in the US have grown during the last several decades. Since the economic meltdown of the US economy during mid-2000s the real estate sector has been picking up growth as vacancy across different property types are decreasing and median price for homes are increasing. Given this trend how would land developers efficiently utilize the various factors of production (land, labor, capital, management and entrepreneurship) to transform the scarce urban space into a livable built space? Is there a model of development that can guide developers in becoming successful builders? The course examines an eight-stage model to understand the real estate development process and focus upon: creation of ideas, market and feasibility, finance, contracts, and construction through marketing and asset management. The course discusses problems of development geographic information systems (GIS) to gain and experience in problem solving. The ArcGIS and Business Analyst software will be utilized to spatially visualize the causal relationships among factors affecting real estate development. 
This course will be useful for students of real estate, marketing, finance, urban economics, and urban planning in broadening their understanding of urban land development processes. The course will utilize case studies, and examples to follow through the various stages of land development.

Pre-requisite: Fin 351 or Instructor Consent
Date and Time: Tuesday 7:00-9:45 pm, SGMH-1117