LDEV 667 – Design and Development Economy *(Intro to Development)*

The course covers key aspects of real estate development processes, including architectural and engineering collaborations, civil engineering, property management, and working with local government officials. The course also aims to highlight the challenges of real estate development, from financial and legal aspects to sustainability and team collaboration.

Learning Objectives:

* **Understand the Current Real Estate Market**: Analyze the current real estate environment and its influencing factors, such as economic trends and the effects of global events like COVID-19.
* **Explore Key Real Estate Asset Classes**: Learn the differences between lease vs. for-sale models, as well as horizontal vs. vertical developments.
* **Study the Role of a Developer**: Gain insights into the responsibilities of a developer and the habits that contribute to success in the industry.
* **Form and Manage Development Teams**: Understand how to form effective development teams, including the roles of various participants, team dynamics, and collaboration.
* **Incorporate Sustainability in Development**: Learn about the importance of sustainability and its role in modern real estate development.
* **Master Planned Communities and Site Plans**: Explore the process of planning large-scale developments and the key elements of master-planned communities.
* **Analyze Financial Markets and Their Impact**: Understand how financial markets influence real estate development projects, including funding strategies and market fluctuations.
* **Learn Deal Structuring and Legal Processes**: Study the process of structuring real estate deals and the essential legal considerations in development.
* **Marketing and Consumer Behavior in Real Estate**: Recognize the role of marketing in real estate and how consumer choices affect product success.
* **Public-Private Partnerships (PPP)**: Analyze the benefits and impacts of public-private partnerships in real estate development.
* **Pitch and Asset Monetization**: Develop the ability to create and present real estate pitches and explore strategies for monetizing assets.
* **Financial and Legal Analysis**: Gain expertise in reviewing financial models, legal memos, and other documentation essential to real estate development.

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