

USD Continuing Education

Certificate in Real Estate Finance, Investments and Development offered by the Burnham -Moores Center for Real Estate and the Office of Corporate & Professional Education

Real Estate Development Process

taught by David Malmuth

Course Description

This course will address the fundamentals of the real estate development process from the perspective of the developer. Utilizing real-life lessons from a broad range of commercial and residential projects, the instructor and invited guests will communicate the essential elements of the development process. Emphasis will be placed on understanding the components of a successful development concept, as well as the key steps in executing a complex development process. The class will provide extensive opportunities to learn from the experience of the instructor, guests, and classmates.

Topics include:

- Land assemblage
- Entitlement process
- Design considerations
- Construction Delivery methods
- Market feasibility
- Project pro forma, capital and financing structures
- Dealing with governmental agencies
- Contracts with partners and external parties
- Structuring Joint Ventures
- Marketing and leasing
- Negotiation Strategy and practice
- Community groups

Ethics, values and social responsibility will be promoted throughout this program.

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