

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

Urban Development

taught by Jeff W. Graham, Assistant Vice President - Redevelopment

As an Assistant Vice President at the Centre City Development Corporation (CCDC), a national model agency for urban redevelopment, **Jeff Graham** negotiates public / private partnerships for the most prominent and complex redevelopment projects in the downtown San Diego district. Leading the corporation's redevelopment division, Jeff and his staff solicit and evaluate potential development plans for opportunity sites, evaluate project financial feasibility, assess market potential, and enforce 'best practices' in modern urban planning and design standards.



Jeff W. Graham

Jeff's professional experience in real estate spans more than 20 years and includes significant expertise on diverse projects ranging from modest affordable housing, retail and industrial projects to massive waterfront developments, urban parks and district-wide master planning. Mr. Graham's career in real estate began as Director of Financial Planning and Analysis for Rancon Financial Corporation, a syndicator of large real estate portfolios, investing in a diverse array of residential and commercial projects. In his position, Jeff managed real estate assets valued at more than \$1.5 billion and secured acquisition, construction and permanent financing totaling more than \$500 million.

More recently in his career, Jeff advised public and private sector clients as a real estate consultant. As Director of Real Estate Economics at Gafcon Consulting, Mr. Graham performed highest-and-best use studies, affordable housing analysis, adaptive reuse assessments, deal negotiation, disposition valuations, economic impact studies, and evaluations of financing alternatives.

Education

Jeff received a Bachelor of Arts Degree in Urban Economics and Political Science from the University of Pittsburgh and earned a Masters in Business Administration from San Diego State University. His specialized education has included coursework in Public Finance, Urban Planning, Real Estate Market Analysis, Public / Private Partnerships, Mixed-Use Development, and Economic Development.

Mr. Graham is a frequent speaker on topics ranging from public / private partnerships and localized real estate forecasts to urban mixed-use and affordable housing development.

Representative Expertise

- San Diego Civic Center Complex
- Ten Fifty B Affordable Housing
- Ballpark Village Master Plan

- Cedar Gateway Supportive Housing
- City Heights Urban Village
- Horton Plaza Redevelopment Plan
- Tianjin Urban Master Plan - Tianjin, China
- 700 W. Broadway
- Seventh and Market Mixed-Use
- Ninth & Broadway Supportive Housing
- Downtown San Diego Retail Study
- The Orange County Great Park
- Palos Verdes Urban Village
- Smart Corner Transit-Oriented Development
- The Los Angeles Waterfront
- Flower Hill Mall
- 777 Beech
- Monaco Mixed-Use
- Navy Broadway Complex
- C Street Transit Corridor and Retail Study
- Morena Vista Transit-Oriented Development

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