

## 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

### Introduction to Real Estate, Investments and Development

taught by Gary H. London, President  
THE LONDON GROUP Realty Advisors, Inc.

**Gary H. London** is a strategic consultant and real estate economist whose clients include real estate developers, investors, corporations, financial institutions, businesses and public agencies. Project assignments span all real estate sectors including residential developments, office buildings, industrial, hotels retail and mixed-use projects.

Projects include financial feasibility and market economic analysis for acquisition and disposition, strategic and business planning, portfolio analysis, mixed use assessment, litigation consulting and workout programs, deal and lease negotiations.

Prior to forming his own firm in 1991, Mr. London was Western Region Director of the Price Waterhouse Real Estate Consulting Group. Prior to that he was Executive Vice President of The Goodkin Group, an international real estate consulting firm.

Mr. London is an Adjunct Professor at the University of San Diego's Burnham-Moores Center for Real Estate, and an instructor at the University of California, San Diego extension. He is a columnist with San Diego Metropolitan Magazine. He has published numerous articles and is widely quoted.

Mr. London was honored by San Diego Business Journal "Who's Who In Real estate", Dec. 1995; awarded Lambda Alpha International (San Diego Chapter) "Member Of The Year" Feb. 1996.

Mr. London has testified before the U.S. House of Representatives, Committee of Banking, Finance and Urban Affairs. He was featured on the "Eye On America" segment of the CBS Evening News. His speaking engagements have included the Urban Land Institute, National Association of Home Builders, Western Builders Conference, International Council of Shopping Centers, National Association of Industrial and Office Parks, Industrial Development Research Council, UCLA Extension Courses, numerous real estate and building industry functions and service clubs.

He received his Master of City Planning degree from San Diego State University in 1976; BA in Political Science/Economics in 1974 from the University of California-Berkeley.