

# Master of Real Estate Development

The nine-month W. P. Carey Master of Real Estate Development (MRED) program prepares you to lead real estate development projects that are environmentally respectful, socially responsible, and artfully designed.

The MRED program is a transdisciplinary partnership between four highly regarded schools within Arizona State University:

- The W. P. Carey School of Business
- The Sandra Day O'Connor College of Law
- The Herberger Institute for Design and the Arts
- The Del E. Webb School of Construction



“ This will be my fifth year attending ASU – undergrad through grad school. The MRED program is truly in line with the overall theme of ASU – they give you the resources and connections to succeed; it’s up to you what you do with them. ”

Nick Affronti, MRED 2019

# Acquire critical real estate development skills and new expertise.

## 66%

of MRED alumni make more than \$90K per year

– MRED alumni survey, 2018

## 98%

of MRED alumni are satisfied or very satisfied with the program

– MRED alumni survey, 2018

## Best jobs in America

No. 15 Real estate development manager

Quality of life grade	
<b>A</b>	Personal satisfaction
<b>B</b>	Benefit to society
<b>B</b>	Low stress

– CNN Money, 2017



**U.S. News & World Report**  
No. 1 Most innovative schools

# Master of Real Estate Development curriculum

Develop your critical thinking about real estate development. In the nine-month Master of Real Estate Development (MRED) program, you'll learn side-by-side with peers from various backgrounds, deepening your understanding of the development process.

## Urban Economic and Real Estate Development Principles

Explore urban economic theory, location analysis, and the impact of location on use and land value.

## Real Estate Valuation and Finance

Apply financial models, risk analysis, and measures of financial performance.

## Real Estate Market Analysis

Analyze markets and data gathering methods, means, and techniques to develop successful development strategies.

## Real Estate Site Analysis, Master Planning, and Design

Analyze a physical property and understand the planning and design process.

## Land Use Law and Public Entitlement Process

Study U.S. land use law and how property rights and entitlements are acquired.

## Real Estate Law for Development

Learn about statutes and ordinances dealing with real estate, real property, property rights and interests, and buying and selling real property.

## Capital Markets

Examine capital markets on a macro level, with an emphasis on real estate, focusing on how real estate space markets interact with real estate capital markets.

## Synthesis Project #1: Residential Land Development

### Advanced Financial Analysis for Commercial Real Estate

Analyze income-producing property and how to build relevant financial models.

## Real Estate Development Business and Project Management

Examine ownership structures, strategic positioning, company structure, investor relations, ethics, and community-focused real estate development.

## Design of the Built Environment

Discover how the built environment impacts the creation of places, market positioning, capturing value and the importance of good design.

## Advanced Real Estate Law for Development

Continue evaluation of principles studied in the fall semester.

## Advanced Real Estate Engineering and Construction

Continue evaluation of principles studied in the fall semester.

## Financial Decision-making

Consider the meaning and measurement of uncertainty and risk in the context of real estate investment and development, and their impact on decisions.

## Synthesis Project #2: Income-producing properties

## Synthesis Project #3: Capstone

## Real-world application

Three formal MRED synthesis projects cover the entire spectrum of development:

- Land value/residential
- Income-producing properties
- High-density mixed-use and public-private partnership

Synthesis projects are presented to MRED faculty and a panel of industry leaders, who will critically evaluate your work.

## Mentorship

The MRED Alumni Mentor Program cultivates meaningful, professional relationships between the school's accomplished alumni and current students, providing valuable support and guidance as they navigate their careers.

## Companies that hire MRED graduates

- Arizona State Land Department
- Communities Southwest
- DPR Commercial
- First Solar
- Greystar Real Estate Partners
- Hines
- Jones Lang LaSalle
- K Hovnanian Homes
- Land Advisors Organization
- Macerich
- Meritage Homes
- Metrostudy
- Mortenson Development
- Salt River Project
- Shea Homes
- Sperry Commercial
- Sperry Van Ness
- Stearns Bank
- Toll Brothers
- Walton Development & Management
- Wood Partners