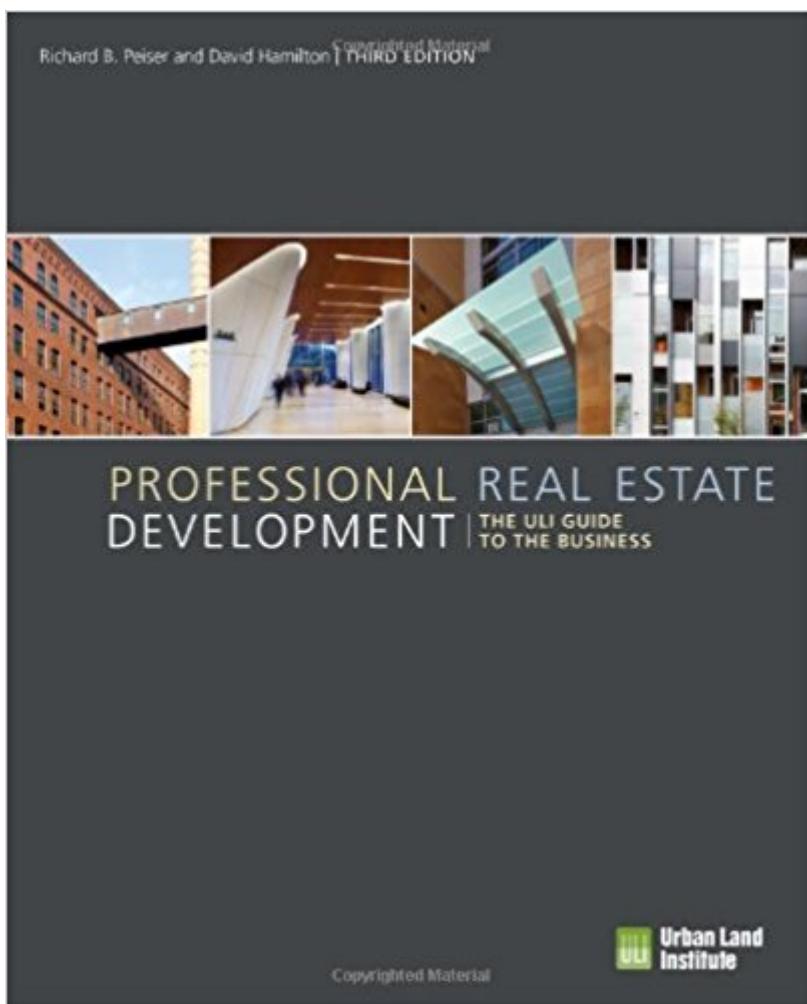


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# Professional Real Estate Development: The ULI Guide To The Business, 3rd Edition



## **Synopsis**

This basic primer covers the nuts and bolts of developing all types of real estate, including multifamily, office, retail, and industrial projects. Thoroughly updated, this new edition includes numerous case studies of actual projects as well as small-scale examples that are ideal for anyone new to real estate development.

## **Book Information**

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Average Customer Review: 4.2 out of 5 stars 31 customer reviews

Best Sellers Rank: #21,112 in Books (See Top 100 in Books) #3 in Books > Arts & Photography > Architecture > Project Planning & Management #7 in Books > Textbooks > Business & Finance > Real Estate #41 in Books > Textbooks > Humanities > Architecture

## **Customer Reviews**

"Lots of great detail here, enlightening information about the development process. I enjoyed the case studies, especially the experience gained and the problems solved." —National Association of Real Estate Editors, Bruss Award judges

Richard Peiser was appointed the first Michael D. Spear Professor of Real Estate Development in the department of urban planning and design at Harvard University. He is a former professor at the University of Southern California and the author of Reducing Crime Through Real Estate Development and Regenerating Older Suburbs. He lives in Cambridge, Massachusetts. David Hamilton is a professor of real estate finance and development at Harvard University's Graduate School of Design and the chief operating officer of Geobarns. He lives in Middlebury, Vermont.

This is an outstanding review of the real estate development industry. It is aimed slightly toward smaller and entrepreneurial developers, but there is lots of relevant information for anyone in the

industry. It is comprehensive and walks you through everything. This 3rd Edition was released after the real estate crash and recession of 2008 and onwards, so the new capital market and lending realities are incorporated into the text. The 2nd Edition does not have that crucial update.

This guide is the best next thing to actually learning the trade by experience. I have been developing real estate for 10 years, building everything from single family houses to office buildings and residential highrises, mainly in Mexico. I had to buy this book for a real estate certificate at NYU and I've read thru half of it. Buy it before you start, or if you are like me, in order to learn the complete package. Not cheap, but will last a lifetime.

I read this book in my MSRE - found it to be uninsightful at best. Essentially says - go work for a developer because RE is capital intensive then runs through a laundry list of obvious "steps" for development. Author gives thanks to his students for 'assistance' in writing this text. Appears they did most of the 'heavy lifting'. Boilerplate, padded, and uninspiring. My opinion. Don't waste your money.

The amount and degree of detail this book goes into is marvelous. Super all encompassing, well written and edited. Just cannot recommend it enough. Totally worth it. Didn't expect anything going in, but surprised as a result

I am a newbie to the real estate development industry with finance background. This book helps me a lot to get my foot into the door of professional development. Easy to follow even for person like me, with no real estate/construction background. Highly recommend!

There are many suggestions for those getting started and tips for success. I'm a real estate agent looking to expand from resale homes to new home communities and this has been a helpful resource.

Real Estate Development Canon.

The language is easy to understand and is a good reference material for both beginners and advanced real estate practitioners. Really helpful charts and content.

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