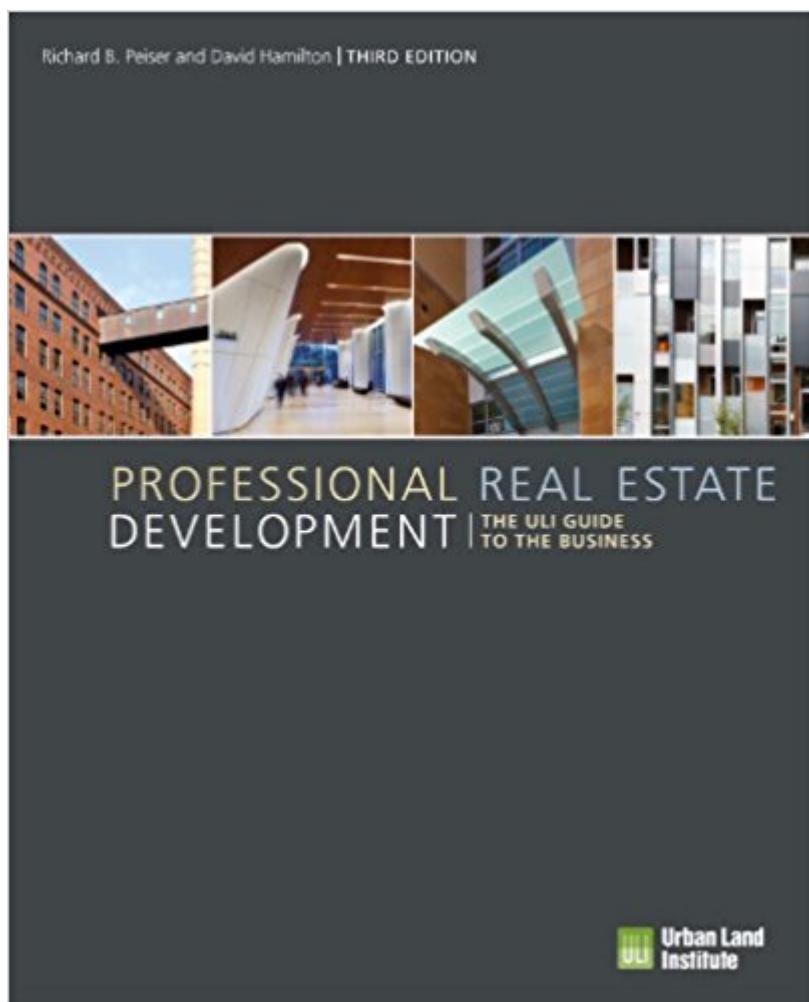


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# Professional Real Estate Development: The ULI Guide To The Business



## **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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## **Customer Reviews**

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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