

## Professional Real Estate Development The Uli Guide

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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.

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Richard Peiser is the Michael D. Spear Professor of Real Estate Development in the department of urban planning and design at Harvard University. Peiser has blended his academic career with professional real estate experience. He has engaged in residential development as well as large scale land development and management.

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Evaluating financial feasibility for income property development involves five stages of analysis, each more detailed than the previous one. These stages are: Stage 1: Simple Capitalization; Stage 2: Discounted Cash Flow Analysis; Stage 3: Combined Analysis of the Development and Operating Periods;

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Every development professional needs to be well rounded, as real estate development is extremely complex and requires analytical, financial, marketing, interpersonal and organizational skills. This is especially true with financial skills—developers need these in order to make the right choices when purchasing, financing, developing, and then selling or leasing properties.

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Professionals who work in estate companies and concentrate on development projects understand the value of rigorous market research, competitor analysis and their customers ' expectations. As the market diversifies, expands or oscillates, they need to be prepared to intervene so that the value of their portfolio maintains its edge over other competitors.

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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.

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"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

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First, the taxpayers must establish that they qualify as real estate professionals to avoid the general rule that all rental activity is per se passive. 24 Second, if the taxpayer qualifies as a real estate professional, the taxpayer must establish that the taxpayer materially participated in the rental real estate activity. 25 If the taxpayer does not meet both of these requirements, any losses that arise from the rental activity will be considered passive and will be subject to the passive ...

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Commercial Real Estate Development Association (NAIOP) is a leading organization for developers, owners and professionals in office, industrial, retail and mixed-use real estate. International Association of Real Estate Professionals (IARP) is a multi-purpose platform serving to advance the careers of real estate professionals worldwide.

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The Real Estate Development Matrix In this paper, the real estate development process is organized around a 56-cell, stage-task matrix, which describes the entire real estate development process in seven stages from the land banking stage to the redevelopment stage. In each stage, there are eight categories of tasks that need to be addressed.

### ~~The Real Estate Development Matrix - CCIM Foundation~~

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