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2021–2022

ULI COLLEGE TEXTBOOKS CATALOG

- MARKET ANALYSIS
- URBAN PLANNING & DESIGN
- REAL ESTATE DEVELOPMENT
- FINANCE & INVESTMENT



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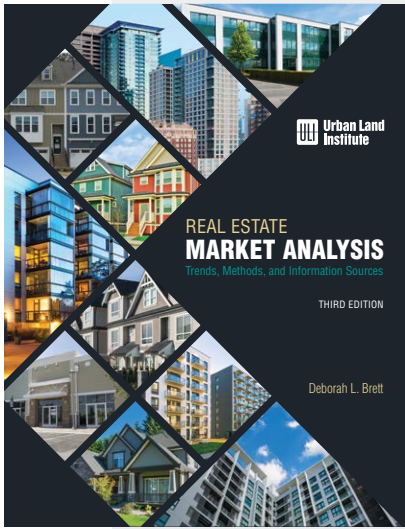
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Real Estate Market Analysis

Trends, Methods, and Information Sources

THIRD EDITION

Deborah L. Brett

The industry-standard introductory guide on analyzing real estate markets, the third edition of *Real Estate Market Analysis* provides a comprehensive update of previous editions. It offers practical “how-to” methods for evaluating several property types. In addition to highlighting demographic trends and

explaining recognized research and analysis methods, the third edition provides updated and expanded guides to information sources, both national and local. It captures a transformative decade’s worth of market changes, allowing students, practicing real estate professionals, and government officials to understand how to inspect proposed development sites, evaluate competitive properties, conduct interviews, and find relevant data.

Available in eBook formats.

2019/250 pages/Paperback/Color/ISBN 978-0-87420-428-5

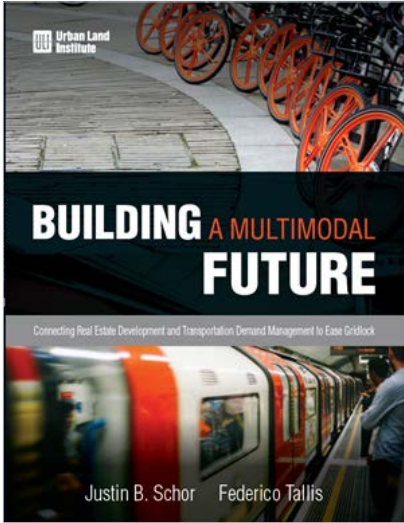
• \$129.95

TOPICS COVERED INCLUDE:

- The purpose, content, and users of market analysis.
- Defining market areas.
- How to analyze demand and supply.
- Finding, interpreting, and presenting economic and demographic data.
- Understanding the characteristics of several property types.

Highlights of the Third Edition

- Increased attention paid to industrial property types, in response to the growing warehousing and e-commerce demand.
- Ways to find information on employment, labor force, and population/household trends.
- Perspectives on property supply/demand trends available from an expanded variety of sources.
- Examples (tables and charts) illustrating ways to organize and present information.
- Comments on trends affecting the need for residential space, new hotels that cater to millennials, shifts in retail sales and their effect on demand for distribution space, and other specialty products.



Building a Multimodal Future: Connecting Real Estate Development and Transportation Demand Management to Ease Gridlock

Justin B. Schor and Federico Tallis

Building a Multimodal Future shows students and young professionals how planning land uses and transportation together with transportation demand management (TDM) policies creates safer, more walkable environments. Authors Schor and Tallis explore the origin, implementation, best practices, and results of TDM policies from 10 distinctive communities across the United States. Uniquely, it includes the perspectives of those who implement these policies and those who are affected by them, including property owners, developers, managers, and other professionals who work with TDM policies.

Available in eBook formats.

2019/85 pages/Paperback/Color/ISBN 978-0-87420-426-1

• \$44.95

BUILDING EQUITABLE CITIES

HOW TO DRIVE ECONOMIC MOBILITY AND REGIONAL GROWTH

Janis Bowdler | Henry Cisneros | Jeffrey Lubell
Foreword by Patrick L. Phillips



Building Equitable Cities: How to Drive Economic Mobility and Regional Growth

Janis Bowdler, Henry Cisneros, and
Jeffrey Lubell

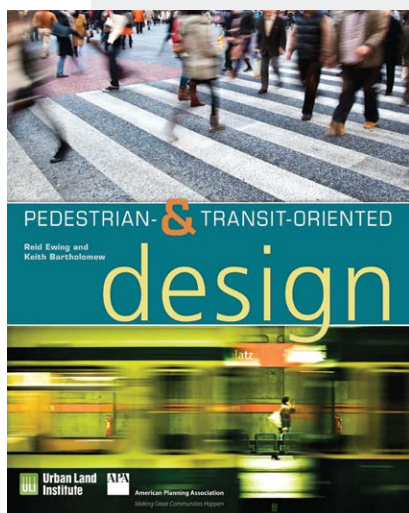
Foreword by Patrick L. Phillips

How can cities promote economic mobility, advance equity, and drive growth? Through this book's analysis of best practices, proven policies, and case study examples, students will get practical insights into how their communities can expand opportunity for more citizens and boost economic growth. The book offers real-world

examples of both place-based and people-based strategies that are being used successfully to provide more equitable outcomes.

2017/180 pages/Paperback/B&W/ISBN 978-0-87420-269-4

• \$17.95



Pedestrian- & Transit-Oriented Design

Reid Ewing and Keith Bartholomew

Written by noted experts on pedestrian design and planning, this book is an ideal resource to help you explain to your students how to design and develop places that are more conducive to pedestrian activity and transit use. It explains the nuts and bolts of how to design public places that accommodate the needs of pedestrians and transit users. It is organized around checklists of 28 prioritized features that should be considered when planning for pedestrians: essential features,

highly desirable features, and features worth having but not essential. Richly illustrated with hundreds of photographs and diagrams, the book demonstrates the right and wrong ways that cities have planned sidewalks, street crossings, and transit stops, as well as the overall streetscape. Highlighted throughout the book are examples of zoning codes from localities across the United States that help encourage creation of better places for pedestrians.

Available in eBook format only.

2013/125 pages/Paperback/Color/ISBN 978-0-87420-269-4

• \$59.99

Highlights

- **Offers evidence-based** recommendations for pedestrian- and transit-oriented design.
- **Breaks down complex concepts** into bite-sized pieces.
- **Provides local code examples** for pedestrian-oriented policies.
- **Provides an order of priority** for design features: essential, highly desirable, and worthwhile, but not essential.
- **Packed** with high-quality, color photos and diagrams.
- **Website with appendixes** available.

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FOREWORD

- Janette Sadik-Khan, Commissioner, New York City Department of Transportation, and President, National Association of City Transportation Officials

1. INTRODUCTION

- Demand for Walkable, Transit-Oriented Development
- Even More So in the Future
- The Market Begins to Respond
- Resources and Appendixes

2. URBAN DESIGN QUALITIES

- Imageability
- Enclosure
- Human Scale
- Transparency
- Complexity
- Coherence
- Legibility
- Linkage
- Conclusion

3. CHECKLIST OF ESSENTIAL FEATURES

- Medium-to-High Densities
- Fine-Grained Mix of Land Uses
- Short- to Medium-Length Blocks
- Transit Routes Every Half Mile or Closer
- Two- to Four-Lane Streets (with Rare Exceptions)
- Continuous Sidewalks Appropriately Scaled
- Safe Crossings
- Appropriate Buffering from Traffic
- Street-Oriented Buildings
- Comfortable and Safe Places to Wait

4. CHECKLIST OF HIGHLY DESIRABLE FEATURES

- Supportive Commercial Uses
- Grid-Like Street Networks
- Traffic Calming
- Closely Spaced Shade Trees
- Little Dead Space
- Nearby Parks and Other Public Spaces
- Small-Scale Buildings (or Articulated Larger Ones)
- Pedestrian-Scale Lighting
- Attractive Transit Facilities

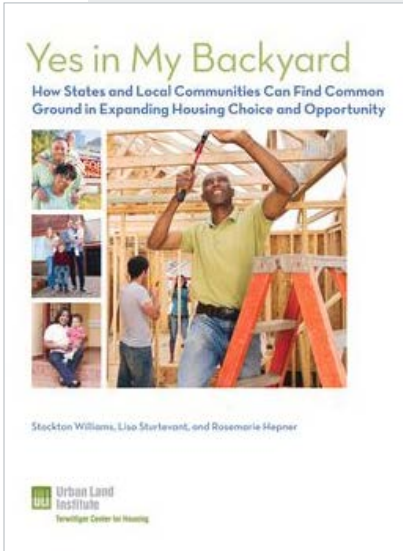
5. CHECKLIST OF WORTHWHILE ADDITIONS

- Landmarks
- Street Walls
- Functional Street Furniture
- Coherent, Small-Scale Signage
- Special Pavement
- Public Art
- Water Features
- Outdoor Dining
- Underground Utilities

6. CONCLUSION

- References

APPENDIXES



Yes in My Backyard: How States and Local Communities Can Find Common Ground in Expanding Housing Choice and Opportunity

Stockton Williams, Lisa Sturtevant, and
Rosemarie Hepner

This report from the ULI Terwilliger Center for Housing shows how state and local governments can create more of the housing options communities increasingly need through smarter

local land use policies and incentives.

The report provides students and other real estate leaders with actionable advice on how their states and cities can create a better policy environment for housing development, with real examples from states around the country. It outlines five specific ways that states can help cities and counties promote the development of sufficient housing supply, based on existing efforts in California, Connecticut, Massachusetts, Minnesota, Texas, Utah, and Virginia.

In addition to case studies of states that have successfully used these approaches, the report provides broad-based insights to help inform others, and includes a comprehensive set of resources for communities interested in taking action.

2017/32 pages/Paperback/Color/ISBN 978-0-87420-407-0

• \$12.95



Shared Parking

THIRD EDITION

Mary S. Smith (ULI, NPA, and ICSC)

Available Now!

The third edition of *Shared Parking*, along with a new and enhanced Excel model, contains the updated information students and professionals need to estimate parking requirements for mixed-use projects. New land uses in this edition include supermarkets, pharmacies, discount superstores, home improvement stores, daycare centers, and more. Land uses included in past editions have also

been updated based on the fifth edition of the *Parking Generation Manual*. This thoroughly updated version of *Shared Parking* will allow you to facilitate the right amount of parking supply for mixed-use projects being developed in the foreseeable future.

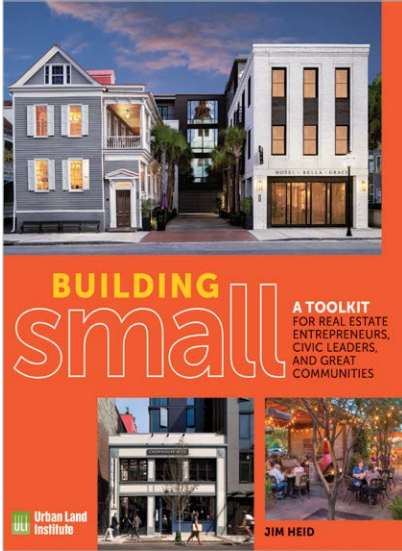
Available in eBook formats.

2019/209 pages/Paperback/Color/ISBN 978-0-87420-427-8

- \$155.95
- With Excel model: \$649.95

Highlights of the Third Edition

- Inclusion of more land uses—32, up from 20—for which recommended parking ratios and adjustment factors are presented.
- An additional chapter on regional variations in parking demand, as well as future projections based on expected mobility changes due to TNCs and autonomous vehicles.
- A new subroutine in the accompanied Excel model that automatically calculates noncaptive ratios based on the presence of employees, hotel guests, and residents who will patronize the various project uses.



Building Small: A Toolkit for Real Estate Entrepreneurs, Civic Leaders, and Great Communities

Jim Heid (FASLA)

Available Now!

Small-scale, incremental real estate development is gaining momentum as an alternative to more conventional, master-plan approaches. Small-scale development helps create authentic places, acts as a magnet for new investment, and helps attract talent-based employment, all while

fostering a more resilient local economy. Despite those virtues, new and entrepreneurial developers working to “build small” face jurisdictional and capital barriers that impede bringing this approach to scale. Students will benefit from the extensive research and case studies, interviews with over 100 developers, and firsthand knowledge gained from tours of several U.S. cities outlined in this book. The book articulates for students what small-scale development means, why it is essential to communities of every size and in every location, and the role of entrepreneurial developers and community leaders in removing obstacles to small-scale development—delivering successful projects and resulting in a better approach to building community.

Author Jim Heid is available for speaking engagements.

Available in eBook formats.

2021/Paperback/Color/ISBN 978-0-87420-468-1

eBook ISBN 978-0-87420-469-8

• \$49.95

Highlights of *Building Small*

- Exclusively focused on small-scale development.
- Case studies and stories of successful projects.
- Examples of incremental development as a tool for economic resilience.
- Urban planning best practices.

CONTENTS

FOREWORD: A Few Small Words

PREFACE: Why This Book?

HOW TO USE THIS BOOK

PART I: THE WHAT AND WHY OF SMALL

- What Is *Small*?
- Why Build *Small*? Answers for Developers, Civic Leaders, and Communities

PART II: THE HOW OF SMALL: THE TOOLKIT

- Getting Started
- Site Control and Project Feasibility
- What to Build: *Small* Uses That Work
- Protecting Yourself: Legal Basics
- Financing *Small*
- Assessing Market Potential
- Winning *Small*: Agency and Neighbor Approvals
- Managing the Design and Construction Process
- *Small* in Your Community: Tips for Regulators and Civic Leaders

PART III: THE PROJECTS AND PEOPLE BUILDING SMALL

SMALL SUCCESS STORIES

- Keeping It *Small*: Guerrilla Development, Portland, Oregon
- Building a Firm: Pivot Project, Oklahoma City, Oklahoma
- Regulatory Change: Office of Customer Advocacy, Phoenix, Arizona
- The Nonprofit Entrepreneur: Midtown Detroit, Detroit, Michigan
- Big Agency Embraces *Small*: MassDevelopment, Boston, Massachusetts
- Funding *Small*: Small Change, Pittsburgh, Pennsylvania

SMALL CASE STUDIES

- Rethinking Residence: Oslo, Washington, DC
- Granular Infill: Chophouse Row, Seattle, WA
- Cultural Icon Reborn: The Newton, Phoenix, AZ
- Financing Adaptation: AF Bornot Dye Works, Philadelphia, PA
- Innovation Catalyst: Tomorrow Building, Chattanooga, TN

NOTES

EPILOGUE: SMALL AND THE PANDEMIC OF 2020

ACKNOWLEDGMENTS

RESOURCES AND REFERENCES ABOUT THE AUTHOR

Real Estate Development: Principles and Process

FIFTH EDITION

Mike E. Miles, Laurence M. Netherton, and Adrienne Schmitz

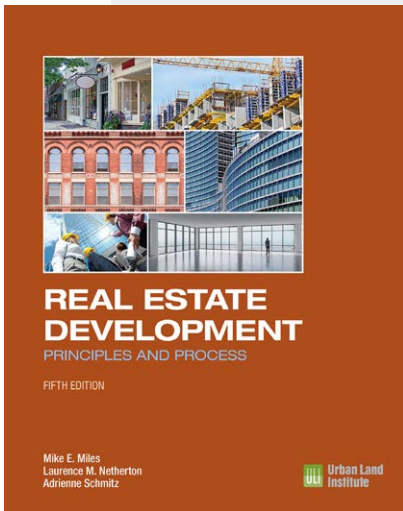
Since the first edition was published in 1991, *Real Estate Development: Principles and Process* has been one of ULI's most widely distributed publications worldwide. Based on an eight-stage model, this book will help you explain the nuts and bolts of real

estate—everything from idea inception, feasibility, contracts, and construction through asset and portfolio management. This is a solid reference book for real estate development students, as well as students of urban planning, architecture, and finance who will work with real estate developers.

Available in eBook formats.

2015/400 pages/Hardcover/B&W/ISBN 978-0-87420-343-1

• \$124.95



Highlights of the Fifth Edition

- **Comprehensive finance chapter** covering where the money comes from, how to do financial calculations relevant to development, and how development financing has changed since the Great Recession.
- **Profiles** of developers and other professionals in real estate development.
- **Streamlined language and consolidated chapters** making the text more readable and useful.
- **Relevant information** reflecting the changing global economy, including additional topics such as sustainability and green building.
- **Two additional case studies:**
 - Shortbread Lofts: Student housing development in Chapel Hill, North Carolina.
 - Irvine Tech Center: Business Park Development in Irvine, California.

PART 1: INTRODUCTION

Chapter 1: Introduction to the Real Estate Development Process

Defining Real Estate Development
 The Eight-Stage Model
 Characterizing Developers
 Reputation of the Industry
 The Development Team
 The Public Sector
 Market and Feasibility Studies
 Design
 Evolutionary Changes

Chapter 2: The Raw Material: Land and Demographics in the United States

Population Growth
 Employment Growth and Economic Cycles
 Land Supply
 Real Estate, GDP, Wealth, and Employment

Chapter 3: Developers and Their Partners

The Major Players
 Property Types

PART 2: THE HISTORY OF REAL ESTATE DEVELOPMENT IN THE UNITED STATES

Chapter 4: The Colonial Period to the Late 1800s

Land Subdivision and the Growth of Cities
 The Role of Railroads

Chapter 5: The Late 1800s to World War II

The Great Depression
 World War II
 Housing after the Great Depression

Chapter 6: The Modern Era: World War II to the Present

Suburbanization and the Postwar Boom
 The Urban Crisis
 Downtown Revivals
 Planned Communities
 Edge Cities
 The Cyclical Nature of Real Estate
 Planning Movements

PART 3: THE PUBLIC INTEREST

Chapter 7: The Role of the Regulatory Sector

The Allocation of Power
 Property Rights and Entitlements
 Local and State-Mandated Regulation
 Federal Regulation
 Packaging the Entitlements
 The Importance of Negotiation

Chapter 8: Decision Makers and Stakeholders

Managing Change
 Public Outreach
 Planning Theory and Entitlements
 Public/Private Partnerships
 Practical Problems and Policy Issues
 Sports Facilities

PART 4: IDEAS

Chapter 9: Stage One of the Development Process: Idea Inception

The Back-of-the-Envelope Pro Forma
 Idea Inception in the Corporate Context
 Techniques for Generating Ideas

PART 5: FINANCING THE PROJECT

Chapter 10: Real Estate Finance—Background

Space Market and Capital Markets
 Expected Rate of Return
 Risk Premium
 Capital Market Segments
 Real Estate Cycles
 The Real Estate Finance Process
 Regulatory Changes Resulting from the Great Recession

Chapter 11: Real Estate Finance—The Basic Tools

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 Property Cash Flow
 Estimating Value Using Cap Rates
 Capital Structure
 Industry Tools for Project Underwriting

PART 6: PROVING THE CONCEPT

Chapter 12: Stage Two: Idea Refinement

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 Urban Growth Models
 Choosing the Site
 Negotiating for the Site
 Financial Feasibility

Chapter 13: Stage Three: The Feasibility Study

Feasibility Studies
 Entitlements and Other Government Considerations

PART 7: MAKING IT HAPPEN

Chapter 14: Stages Four and Five: Contract Negotiation and Formal Commitment

Decisions about Financing
 Working Environmental Reviews into Contract Negotiations
 Design and Contractors
 Major Tenants
 Signing Contracts and Initiating Construction

Chapter 15: Stage Six: Construction

The Major Players
 Building the Structure
 Leasing Space and Building Out Tenant Space
 Landscaping and Exterior Construction

Chapter 16: Marketing, Sales, and Leasing

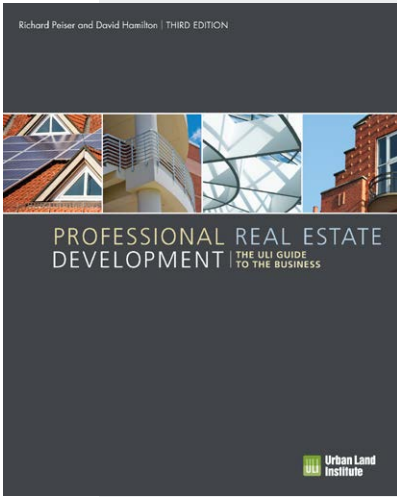
The Promotional (Soft) Side of Marketing
 The Contractual (Hard) Side of Marketing

Chapter 17: Stage Eight: Property, Asset, and Portfolio Management

The Enterprise Concept
 The Real Estate Management Triad
 Transitioning from Development to Operations
 Strategic Planning
 The Corporate Real Estate Director
 The Influence of the Public Sector
 Globalization and Real Estate

Chapter 18: Preparing for the Future

Learning From the Past
 Trends and Issues
 Eternal Issues for Real Estate Developers



Professional Real Estate Development

The ULI Guide to the Business

THIRD EDITION

Richard B. Peiser and David Hamilton

The third edition of *Professional Real Estate Development* is an ideal resource to help you explain the smallest of details of the real estate development industry to your students. The book describes the details of land development and how to develop and manage four types of real estate products: residential, office,

industrial, and retail. Focusing on small-scale projects, the authors offer practical methods for developing each major type of real estate, covering feasibility analysis, design and construction, financing, marketing, and management. Photos, diagrams, spreadsheets, and case studies provide examples of actual projects and how the process works. Information is specific and detailed, with costs, rents, and financing information included by product type.

Available in eBook formats.

2012/400 pages/Softcover/B&W/ISBN 978-0-87420-432-2

• \$99.95

Highlights of the Third Edition

- **The real estate development industry** presented through the lens of a post-financial crisis economic environment.
- **Information** on the increasing importance of sustainability and related certification programs.
- **Case studies** and examples.
- **A complimentary website** featuring spreadsheets.

CONTENTS

1. INTRODUCTION: What Is a Developer?

- The Book's Approach and Objectives
- Requirements for Success
- Paths for Entering the Development Field
- Finding the First Deal
- A Use Looking for a Site
- A Site Looking for a Use
- Improving the Chances of Successful Development
- Managing the Development Process
- Real Estate Cycles
- Getting Started
- Stages of Development
- Conclusion

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- The Firm's Organization and Management
- Forming Partnerships
- Organizational Life Cycles
- Organizational Structure
- Compensation
- Strategic Planning
- Choosing Consultants and Contractors

- Locating a Consultant
- Selecting a Consultant
- Rates
- Working with Consultants
- The Design/Construction Team
- Architects
- Landscape Architects
- Land Planners
- Engineers
- Soils Engineers
- Environmental Consultants
- Surveyors
- Parking Consultants
- Asbestos Abatement Professionals
- Construction Contractors
- Real Estate Service Firms
- Market Consultants
- Appraisers
- Attorneys
- Title Companies
- Surety Companies
- Brokers/Leasing Agents
- Public Relations/Advertising Agencies
- Property Management
- Lenders
- Working with Lenders
- Sources of Financing for Real Estate Projects
- Conclusion

3. LAND DEVELOPMENT:

Overview • Subdividing Land • Land Development versus Building Development • Project Feasibility • Market Analysis before Site Selection • Site Selection and Acquisition • Market Analysis after Site Selection • Regulatory Process • Financial Feasibility Analysis • Design and Site Planning • Evolution of Subdivision Design • Sensitivity to Design Issues • Cluster Development, New Urbanist Plans, and PUDs • Site Planning Process • Site Information • Streets and Street Hierarchy • Site Engineering • Platting • Higher Densities • Financing • Obtaining Financing • Joint Ventures • Construction • Marketing • Marketing to Homebuilders • Marketing Larger Parcels • Direct Marketing to the Public • Merchandising and Advertising • Internet and Interstate Marketing • Development Maintenance after Completion • Protective Covenants • Community and Condominium Associations • General Advice • Conclusion

4. MULTIFAMILY RESIDENTIAL

DEVELOPMENT • Project Feasibility • Market Analysis • Site Selection • Financial Feasibility Analysis • Design • Unit Mix • Site Design • Exterior Design • Interior Design • Design Issues • Design Process • Financing • Construction Loans • Permanent Financing • Financing Issues • Government Programs and Working with Nonprofit Organizations • Construction • Managing and Scheduling the Job • Inspections • Subcontractors and Draws • Insurance • Marketing • Developing a Market Strategy • Public Relations • Advertising • Operations and Management • Hiring Staff • Turnover • Selling the Property • Conclusion

5. OFFICE DEVELOPMENT: Overview

• Categorizing Office Development • Trends in Office Building Development • Project Feasibility • Market Analysis • Site Selection • Regulatory Issues • Financial Feasibility • Design and Construction • General Principles • Site Planning • Exterior Design • Interior Design • Tenant Leasehold Improvements • Pitfalls and Suggestions • Financing • Construction Loans • Permanent Loans • Lease Requirements • Mortgage Options • Standby and Forward Commitments • Equity • Marketing and Leasing • Marketing Strategy • Brokers • Types of Leases • Lease Rates and Terms • Operations and Management • Budgeting and Accounting • Keeping Tenants Satisfied • Selling the Completed Project • Conclusion

6. INDUSTRIAL DEVELOPMENT:

Overview • Product Types • Building Categories • Categories of Business Parks • Rehabilitation and Adaptive Use • Project Feasibility • Market Analysis before Site Selection • Site Selection • Market Analysis after Site Selection • Regulatory Issues • Financial Feasibility • Design and Construction • Site Design • Building Design and Construction • General Advice • Financing • Construction and Permanent Loans • Equity Structure • Dealing with Institutional Investors • Joint Venture Deal Points • Negotiating Risk • Marketing • Marketing Strategy • Marketing Materials • Brokers • Leasing • Property Management • Stage 1: Development • Stage 2: Lease-Up • Stage 3: Stabilized Operations • Selling the Project • Conclusion

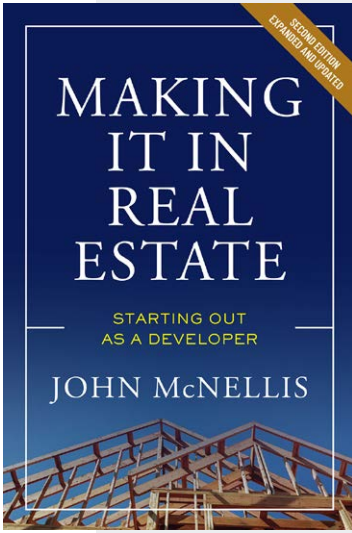
7. RETAIL DEVELOPMENT: Overview

• Standard Shopping Center Categories • Specialty Centers • Project Feasibility • Market Analysis • Site Selection • Regulatory Issues • Financial Feasibility • Design and Construction • Site Plan and Building Configuration • Parking, Circulation, and Access • Site Engineering and Landscaping • Outparcel Development • Building Structure and Shell • Interior Design • Construction • Financing • Marketing • Leasing • The Lease • Organizing the Leasing Program • Postconstruction Marketing and Promotion • Operations and Management • Management Approaches • Security • Financial Records and Control • Maintenance and Housekeeping • Conclusion

8. TRENDS AND ISSUES: Looking at the

Past and to the Future • Changing Market Factors • Industry Restructuring in the 1990s • The Crisis of 2008–2009 • The Demise of Small Developers? • Financing • Paying for Infrastructure • Regulatory Changes and The Erosion of Development Rights • The Technological Revolution • Trends • New Demographics • Changing Lifestyles • Cities versus Suburbs • Development Issues • Smart Growth • Place Making • Environmental Concerns • The Need for Open Space • Transportation and Congestion • Social Responsibility • The Developer's Public Image • Gaining Community Support • Personal Integrity • Conclusion

APPENDICES



Making It in Real Estate: Starting Out as a Developer

SECOND EDITION

John McNellis

Available Now!

The newest edition of *Making It in Real Estate* is now expanded and updated with 20 new chapters about leadership, investment decisions, and the regulatory environment, plus guidance on how to survive an economic downturn. With over 35 years in commercial real estate, author John McNellis has taken the best-selling first edition and included new content, market-specific solutions, and real-life strategies to start and grow

a real estate portfolio. Like a meeting over coffee with a mentor, McNellis entertains with witty anecdotes and wisdom on how to take advantage of opportunities and avoid pitfalls. Students will learn the ins and outs of financing; how to work with architects, brokers, and other professionals; and how to make a good deal and win approval for a project. At many universities across the nation, this book is listed as required reading for students majoring in real estate. Readers are calling it “the best book on development . . . that accurately describes the true upside, downside, and work involved” in commercial real estate.

Author John McNellis is available for speaking engagements.

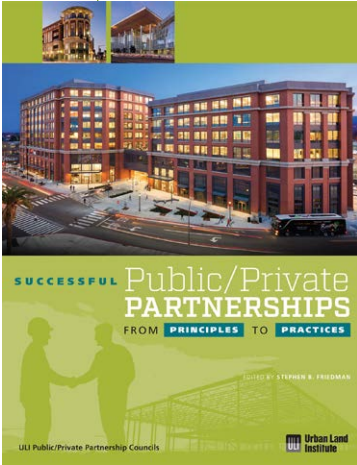
Available in eBook formats.

2020/180 pages/Paperback/Color/ISBN 978-0-87420-457-5

• \$19.95

Successful Public/Private Partnerships: From Principles to Practices

Stephen B. Friedman, et al.



Available in eBook formats.

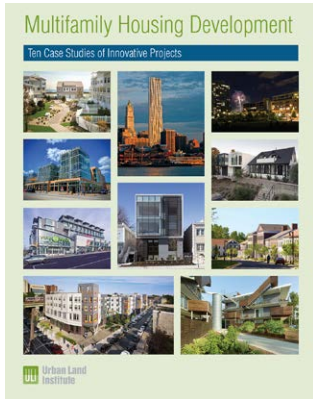
In a time of diminished resources, the public sector is facing increasing challenges—ranging from meeting the needs of aging baby boomers and the massive millennial generation to coping with a national infrastructure deficit.

Public/private partnerships (PPPs) in development, infrastructure, and public facilities are ever more essential. This book will arm students with an understanding of the obstacles and opportunities inherent in PPPs, as well as provide a toolkit of best practices and lessons learned for the creation of effective PPPs. The material in this book is designed to help members of the public and private sectors understand each other's needs, expectations, and resources.

2016/66 pages/ISBN 978-0-87420-378-3

• \$19.95

REAL-WORLD CASE STUDIES

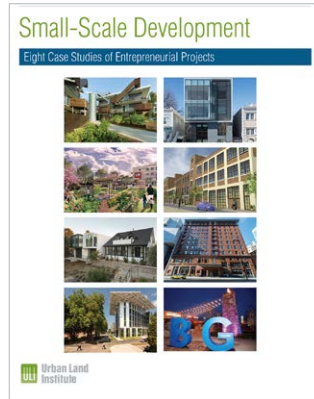


Multifamily Housing Development: Ten Case Studies of Innovative Projects

Dean Schwanke

2016/ISBN 978-0-87420-384-4

• eBook: \$59.99

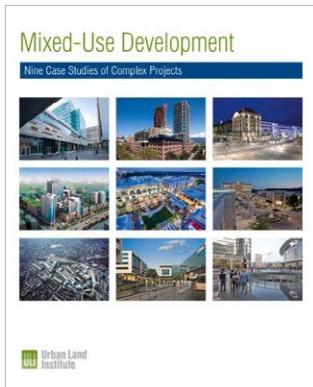


Small-Scale Development: Eight Case Studies of Entrepreneurial Projects

Dean Schwanke

2016/ISBN 978-0-87420-379-0

• eBook: \$59.99



Mixed-Use Development: Nine Case Studies of Complex Projects

Dean Schwanke

2016/ISBN 978-0-87420-401-8

• eBook: \$59.99

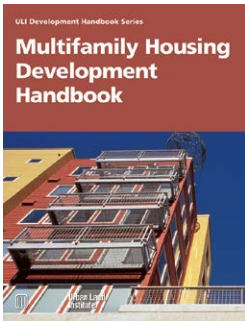
SEE THE STORY BEHIND THE DEVELOPMENT

The ULI Case Studies site, a ULI member-only benefit, showcases real projects, real deals, and real lessons learned from more than 500 real estate developments around the world. Dive into timelines, site plans, photos, financials, building data, developer comments, and much more.

casestudies.uli.org

ULI Development Handbook Series

Highly regarded for comprehensiveness and quality, the ULI development handbooks provide real estate students and professionals with practical advice and authoritative information on development processes. All of the Institute's development handbooks are rich with color photos, examples, and case studies, and include real-life experiences and strategies of seasoned developers, planners, and architects. These handbooks are ideal for real estate development students as well as students of urban planning, architecture, and finance who would like to delve deeper into a specific development type.



Multifamily Housing Development Handbook

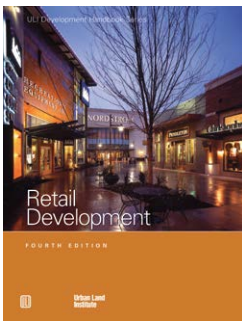
FIRST EDITION

Adrienne Schmitz, et al.

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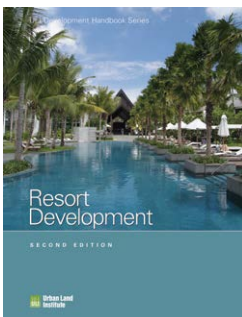
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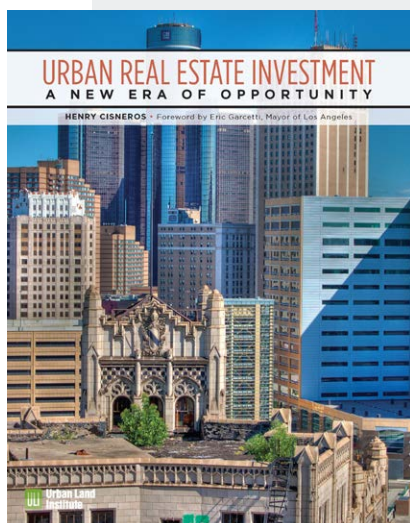
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Urban Real Estate Investment: A New Era of Opportunity

Henry Cisneros

Foreword by Eric Garcetti,
Mayor of Los Angeles

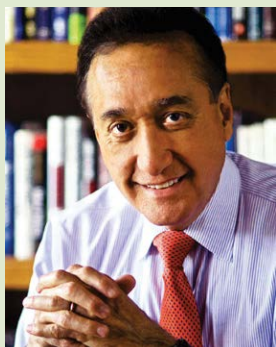
Written by former HUD Secretary Henry Cisneros, this book explains America's urban renaissance and establishes a framework in which to understand and capitalize on the range of real estate opportunities available in cities across the country. It provides students with the big-picture view of urban America and

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ABOUT THE AUTHOR

Henry Cisneros writes from both sides: as a public official and a private-sector developer and investor. He understands what makes cities work—and how investors can succeed and contribute to their vitality.

Cisneros helped lay the foundation for this new era in American cities. As the mayor of San Antonio, he helped his city garner national recognition for sound planning and powerful infrastructure investments. As secretary of the U.S. Department of Housing and Urban Development, he visited every state in his work to apply new urbanist principles to transform public housing. Today, as a private real estate professional, Cisneros is tackling one of urban America's most pressing issues: how to build housing for middle-income residents in cities.

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MBA STUDENT, UNIVERSITY OF CALGARY