



School of Architecture and Planning
University at Buffalo, The State University of New York
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B/a+p

Real Estate Development

Real Estate Development Curriculum

At UB, we're preparing the next-generation real estate developer with a curriculum that cuts across the disciplines of architecture, urban planning and design, finance, and construction.

Semester 1: Fall

END 500	Processes of Real Estate Development	4
END 525	Financing Development Projects 1	3
ARC 543	Construction Management	3
	Elective	3
	Elective	3

Semester 2: Spring

END 526	Financing Development Projects 2	3
ARC 581	Market Analysis	3
END 521	Technology Colloquium	1
END 504	Structuring Deals and Transactions	3
ARC 631	Design for Development	3
	Elective	3

Semester 3: Fall

END 593	Capstone	7
ARC 544	Building Technology	3
ARC 646	City and Environment in Real Estate Development	3
	Elective	3

*curriculum is a sample and is subject to change

Build better communities, Buffalo and beyond.

It's an exciting—and provocative—time to be in real estate development, the industry that shapes the environments in which we live, work, and play. Today's professional needs comprehensive, hands-on skills in diverse areas, including design and finance, and creativity in applying those skills in a complex world characterized by climate change, urbanization, economic uncertainty, and rapid technological evolution.

The University at Buffalo's Master of Science in Real Estate Development balances theory and practice to prepare the aspiring or advancing real estate professional for success. Students explore complex trends in this rapidly evolving industry, including place-making and urban design, mixed-income housing and community development, suburban transformation, sustainable development, energy innovation, and the effects of technological changes in the workplace.

Situated within UB's School of Architecture and Planning, the multidisciplinary course of study spans the fields of architecture, urban planning, economic development, business management, law, and investment. Courses closely engage the resurgent City of Buffalo, a vibrant laboratory for applied study in proximity to global financial and employment centers in New York, Boston, and Toronto.

The University at Buffalo offers the only graduate course of study in real estate development in the SUNY system—and the only such program at a public university in the Northeast. Make a smart investment in your future; study real estate development at UB.



Real Estate Development at UB

- ✦ The only degree in real estate development offered in the State University of New York (SUNY) system
- ✦ Focused curriculum that combines "learning" with "doing"
- ✦ Faculty of thought leaders, business executives, and entrepreneurs: experts with real-world experience
- ✦ Affordable graduate education with an outstanding educational return on investment
- ✦ Deep industry relationships that help you maximize your potential

Our Curriculum: Focused, Practical, Relevant

The MS in Real Estate Development is a three-semester, 48-credit-hour program. Flexible part-time study is available, as are possibilities to combine with master's degrees in architecture, urban planning, management, and law.

A core of 36 credit hours includes courses in financial analysis and modeling, market analysis, construction management, building technologies, structuring deals and transactions, and architectural design. Twelve elective credit hours allow students to develop specialized expertise in sustainability, historic preservation, inclusive design, and entrepreneurship. An intensive, final semester capstone course organizes multidisciplinary student teams on a complex, semester-long project involving a real site, for a real client, in real time.

All of this takes place in the best of physical learning environments. The School of Architecture and Planning occupies state-of-the-art facilities in the historic and newly renovated Hayes Hall, UB's iconic building located on the university's South Campus.

"What we do here shows up in the real world. Our students get out there, handle negotiations, and make significant decisions along the way."

– Ernest Sternberg, PhD
Chair, Department of Urban and Regional Planning

Our People: Thought Leaders, Experts, Dealmakers

Faculty include academic thought leaders, entrepreneurs, and executives with decades of experience in the industry. The program is supported by an advisory board of real estate leaders who also serve as student mentors and career advocates. Rich peer learning opportunities are afforded by our own students—your future colleagues—who come to our program with diverse backgrounds and a shared passion for the field. Some already have their own development start-ups.

Our Career Services: Diverse and Deep Industry Relationships

Employment opportunities in real estate are diverse. Graduates of our program can contribute right away to large institutions or boutique development companies, appraisal and consulting firms, banks and financial institutions, real estate investment trusts, or economic development agencies.

At UB, you will build a network of relationships with industry executives, guest speakers, and mentors from these fields. Paid and academic-credit internships put coursework in context of real-world applications and foster important industry connections.

In the real estate industry, there is a "looming shortage of qualified and experienced talent and leadership. [...] the demand is accelerating for trained college graduates with degrees in real estate."

– Christopher E. Lee, CEL & Associates