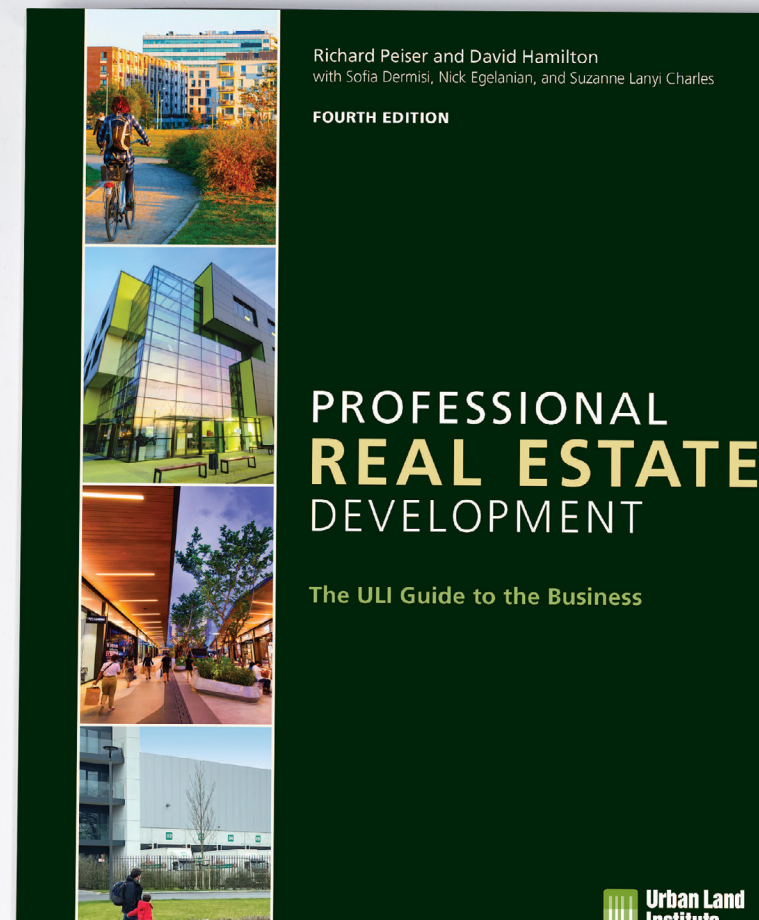
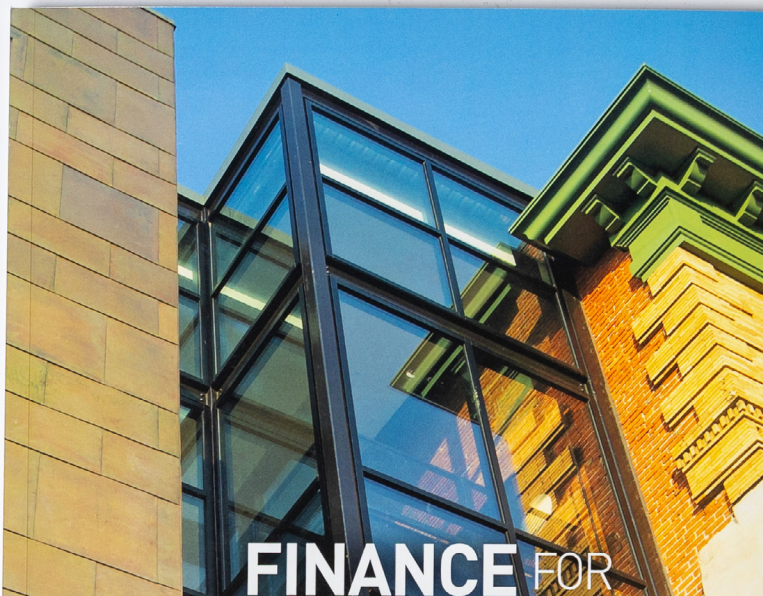
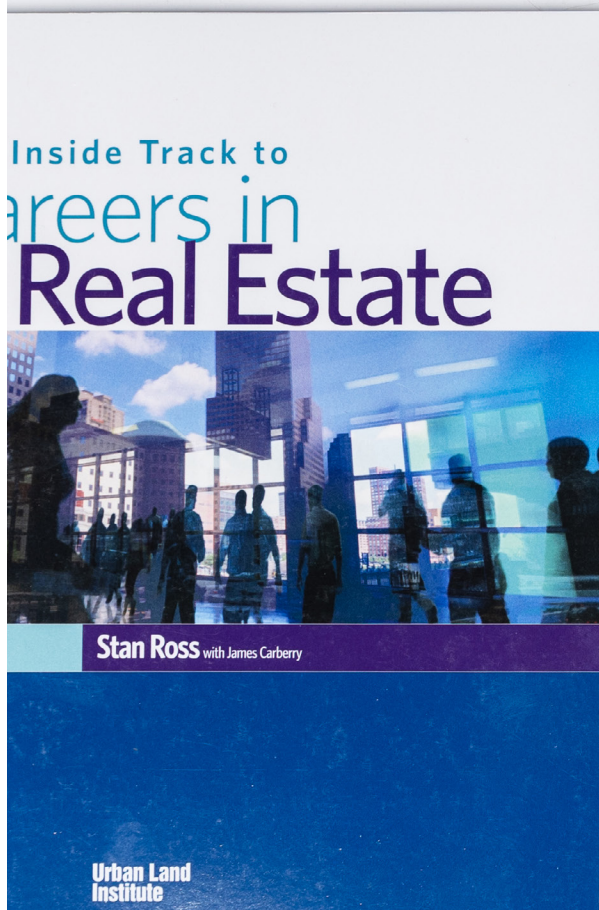
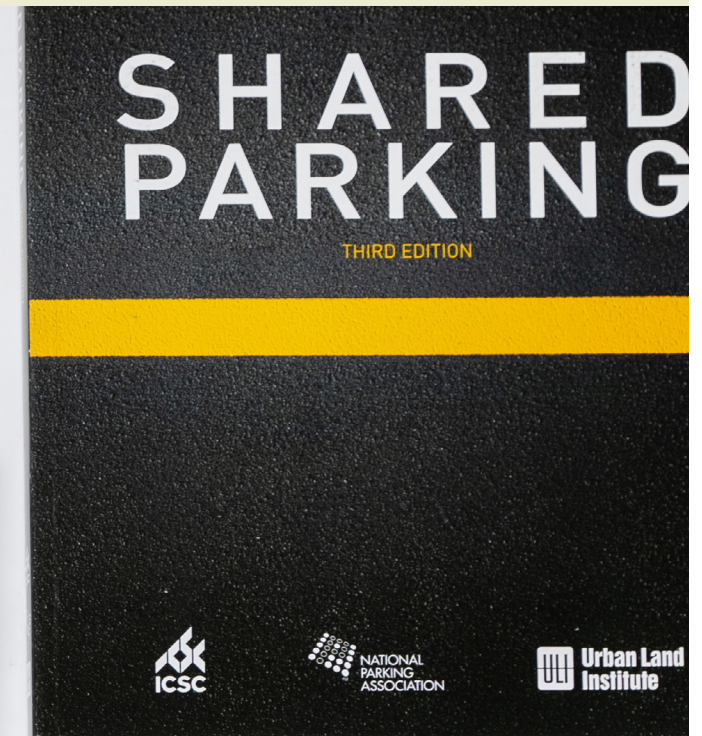
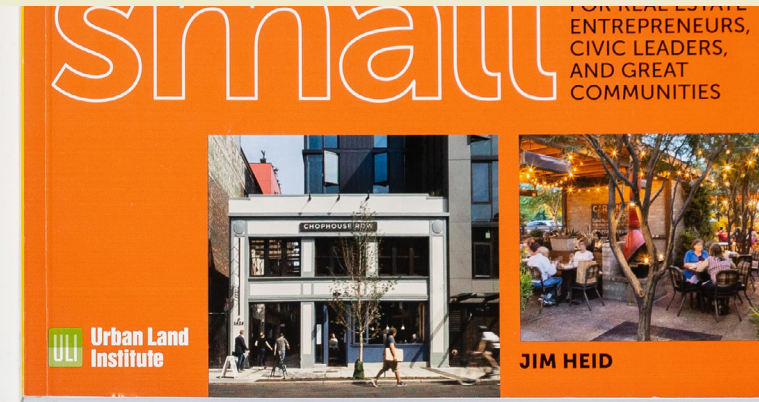
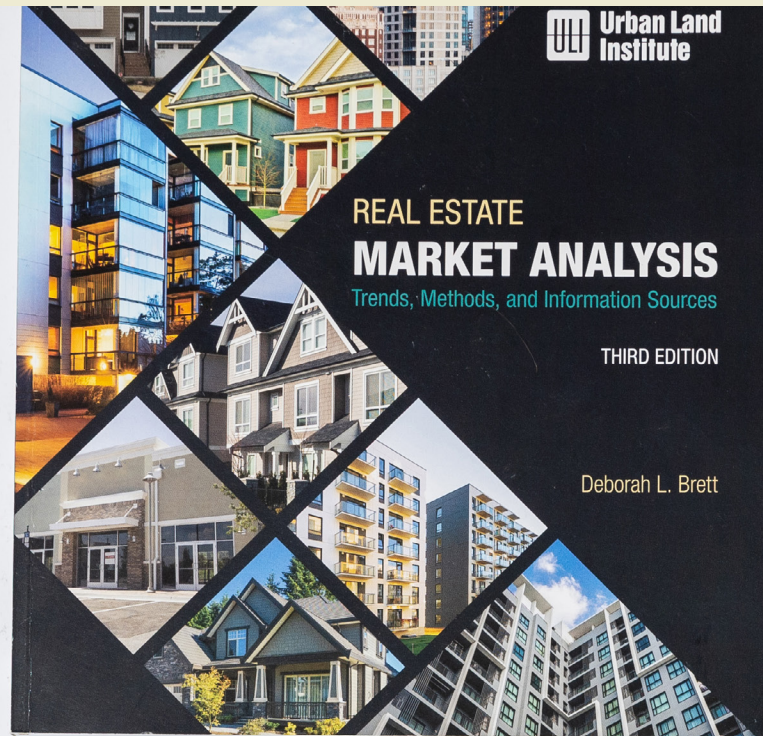


2024–2025

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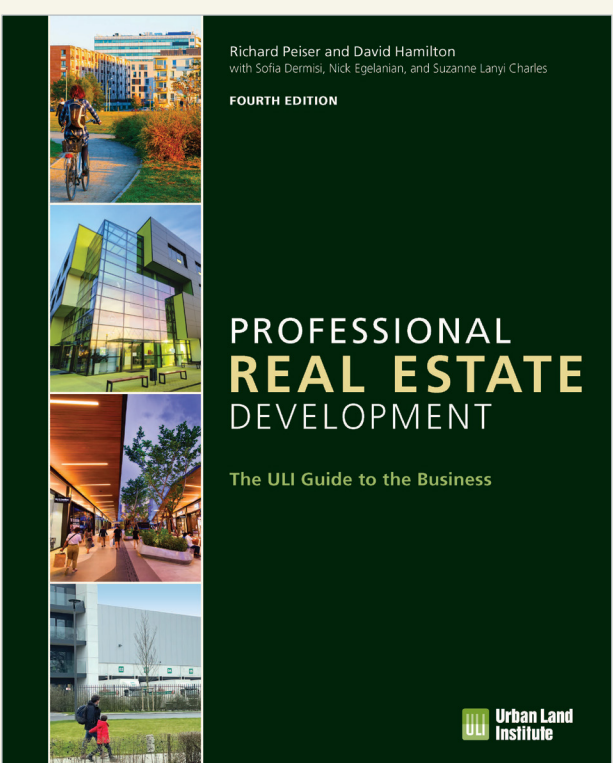


CONTENTS



REAL ESTATE DEVELOPMENT

OUR LATEST RELEASE!



Professional Real Estate Development

The ULI Guide to the Business
Fourth Edition

Richard Peiser and David Hamilton with Sofia Dermisi, Nick Egelanian, and Suzanne Lanyi Charles

Ideal for those new to development, the fourth edition of *Professional Real Estate Development* has been thoroughly updated, explaining the latest on how to develop multifamily, office, industrial, and retail projects. Focusing on small-scale development, the authors provide practical information to students on feasibility analysis, design and construction, financing, marketing, and management. Tips and advice from more than 200 industry leaders help you learn the ropes and avoid mistakes. 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. Charts and diagrams are also available on the companion website.

Available in eBook formats.

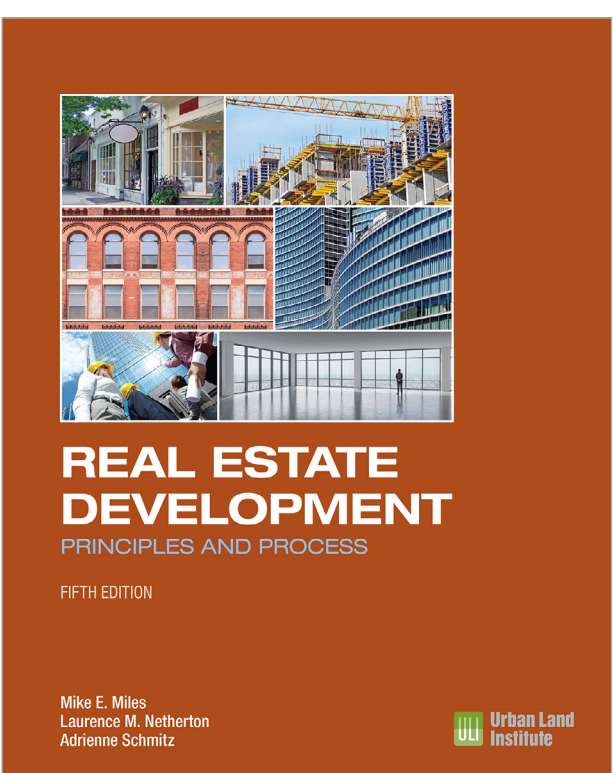
[Visit the companion website.](#)

2022/404 pages/Paperback/Color/ISBN 978-0-87420-477-3

\$129.95

Highlights of the Fourth Edition

- Includes new trends, case studies, and expert advice
- Explains how to assemble and manage a project team, with updates on new technologies and approaches to coordinate important stakeholders
- Shares approaches from planning and development professionals on new issues in land development, and how to reconcile project vision with community engagement
- Covers the many changes in apartment development, including new technology that is affecting how apartments are designed, financed, marketed, and managed
- Provides perspectives from diverse professionals on developing office buildings that push structural sustainability boundaries, promote occupant health and well-being, and embrace alternative ways of working
- Addresses the impact on industrial real estate of trends in consumer behavior, which accelerated during the pandemic and led to soaring demand and the emergence of new types of facilities
- Describes the evolution of retail and new development opportunities resulting from continuing declines in U.S. regional mall viability, and the rise of e-commerce and its impact on brick-and-mortar retail



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 understand 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.

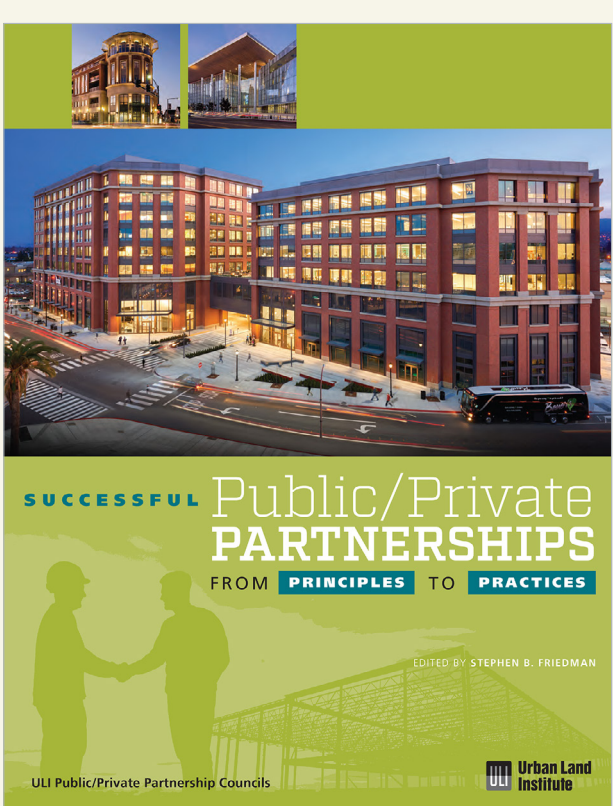
Available in eBook formats.

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

\$124.95

Highlights

- 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 approachable 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



Successful Public/Private Partnerships

From Principles to Practices

Stephen B. Friedman, et al.

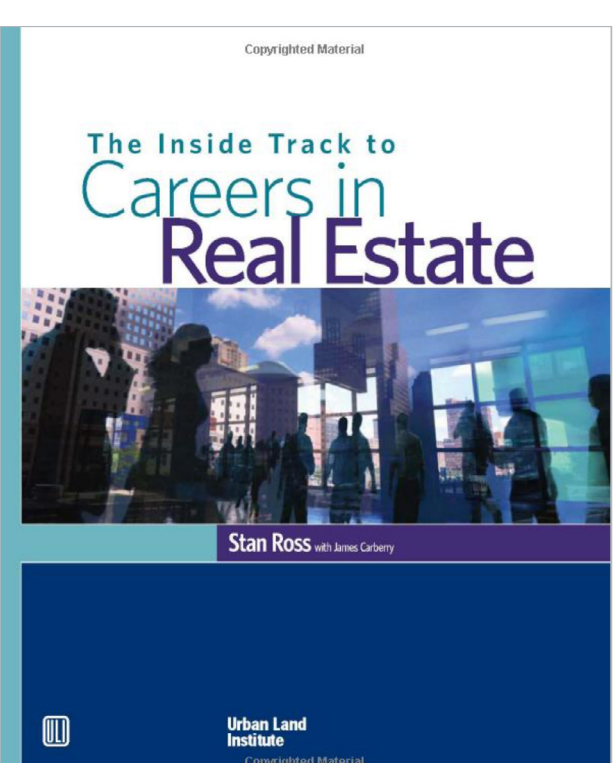
In a time of diminished resources, the public sector is facing increasing challenges—ranging from meeting the needs of aging baby boomers and the massive millennial generation to coping with a national infrastructure deficit.

Public/private partnerships (P3s) 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 P3s, as well as provide a toolkit of best practices and lessons learned for the creation of effective P3s. The material in this book is also designed to help members of the public and private sectors understand each other's needs, expectations, and resources.

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

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The Inside Track to Careers in Real Estate

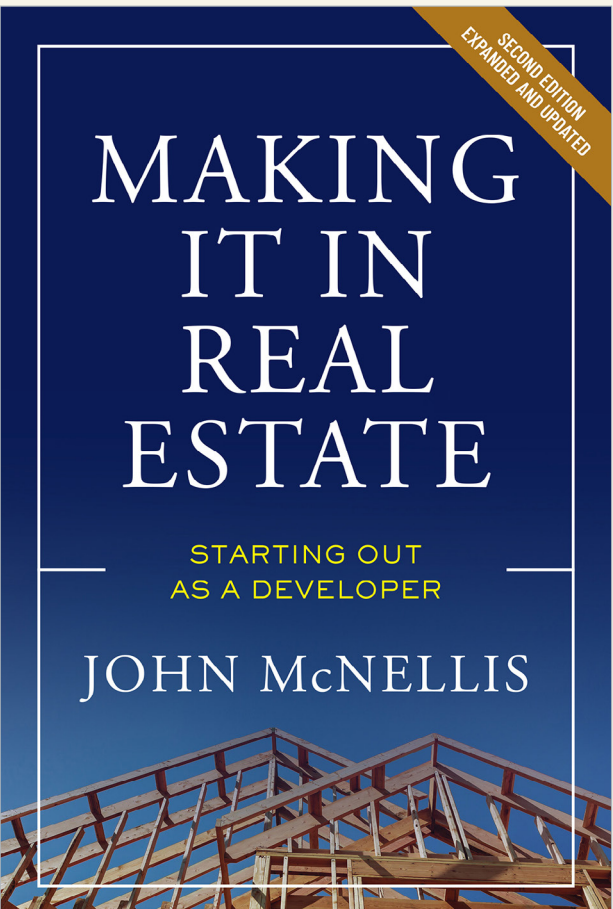
Stan Ross with James Carberry

This book will help students determine whether a career in real estate is the right choice for their future. Providing popular and essential reading on the lucrative industry of real estate, *The Inside Track to Careers in Real Estate* reveals how to get started in the field and covers high-paying, professional opportunities in commercial real estate.

Available in eBook formats.

2006/182 pages/Paperback/B&W/ISBN 978-0-87420-184-0

\$19.95



Making It in Real Estate

Starting Out as a Developer
Second Edition

John McNellis

The newest edition of *Making It in Real Estate* contains 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 bestselling 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.

Available in eBook formats.

2020/180 pages/Paperback/B&W/ISBN 978-0-87420-457-5

\$19.95

About the Author

John McNellis is a principal with McNellis Partners, a commercial development firm he cofounded in the mid-1980s in Northern California. After graduating from the University of California, Berkeley, and the University of California Hastings College of the Law, McNellis began his career as a lawyer in San Francisco. Always more interested in business than in law, he started fixing up houses in his spare time and gradually worked his way up to more complicated projects. At 28, he formed his first partnership with a client and began his career as a retail developer.

Author John McNellis is available for speaking engagements virtually and in person.

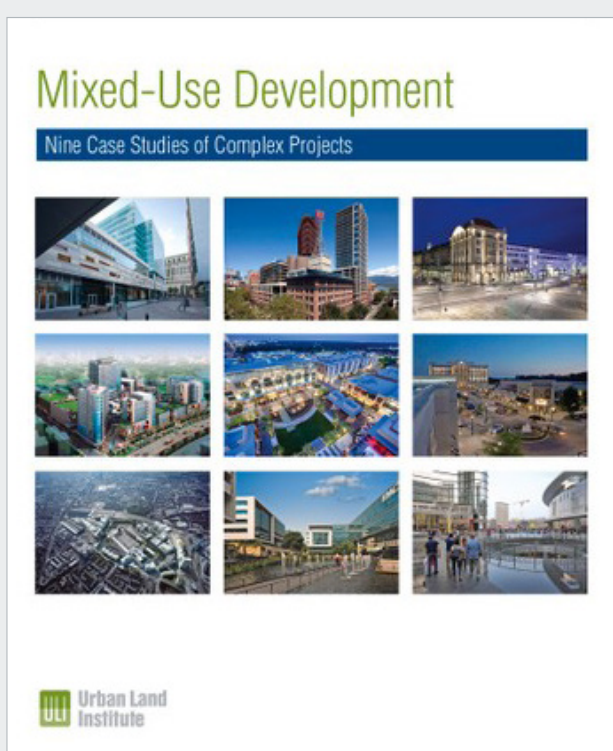
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The ULI Case Studies site, a ULI member-only benefit, showcases real projects, real deals, and real lessons learned from more than 500 real estate developments around the world. Dive into timelines, site plans, photos, financials, building data, developer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

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Mixed-Use Development

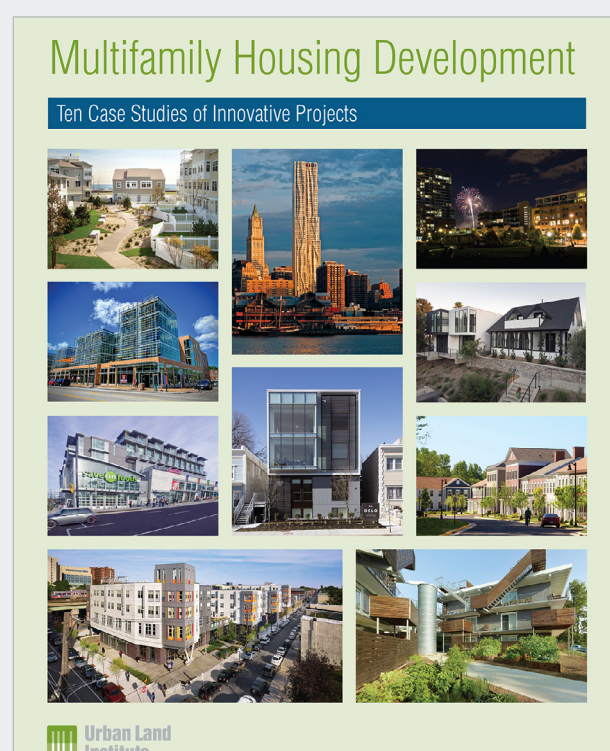
Nine Case Studies of Complex Projects

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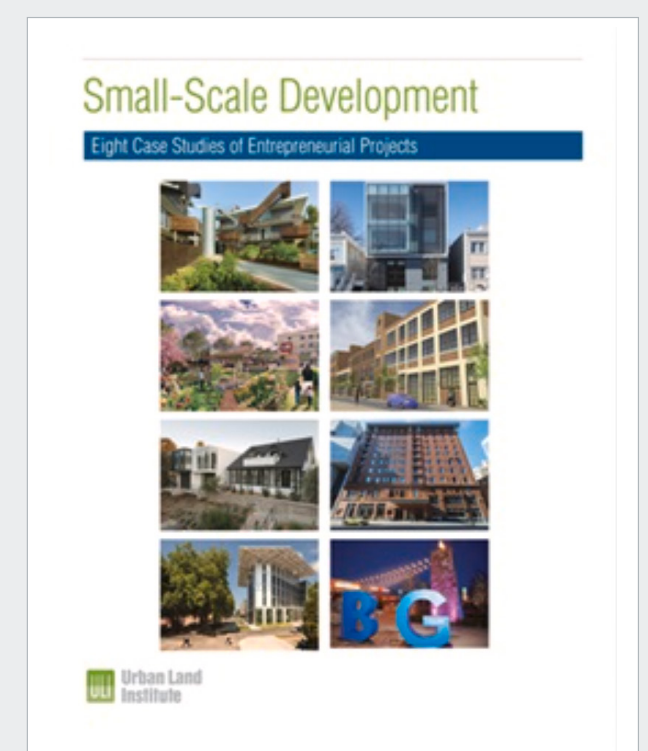
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Small-Scale Development

Eight Case Studies of Entrepreneurial Projects

Dean Schwanke

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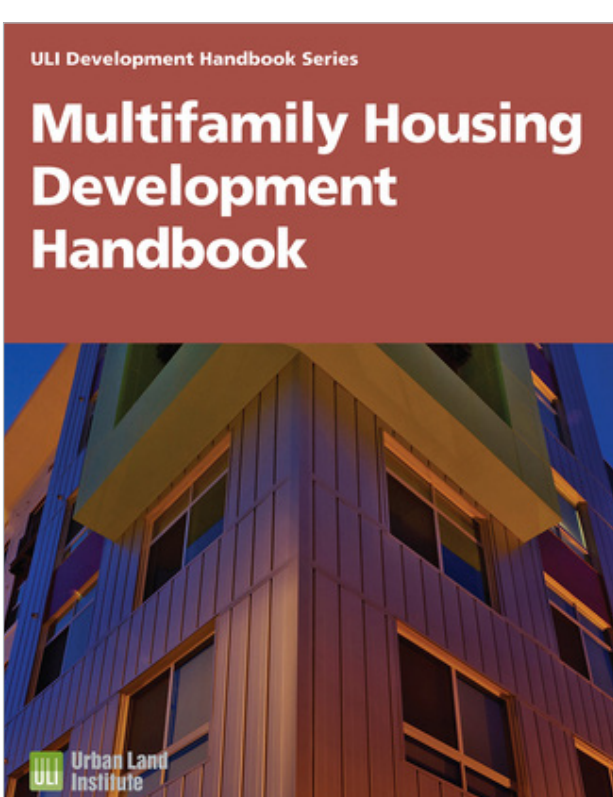
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Highly regarded for comprehensiveness and quality, the ULI development handbooks provide real estate students and professionals with practical advice and authoritative information on development processes. All of ULI's development handbooks are rich 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.

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Multifamily Housing Development Handbook

Adrienne Schmitz, et al.

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ISBN 978-0-87420-352-3

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Resort Development

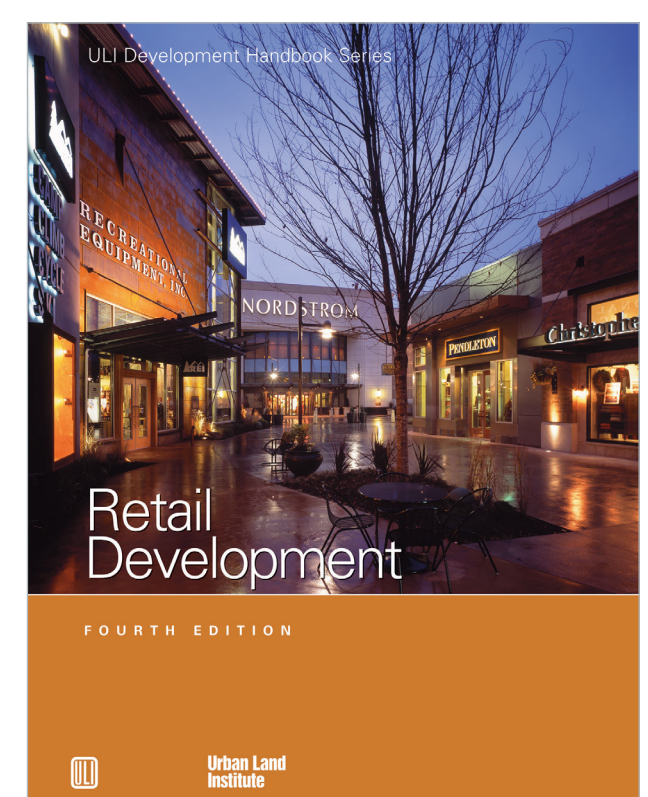
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Urban Land Institute

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2008/400 pages/Hardcover/Color/
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\$112.95



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Fourth Edition

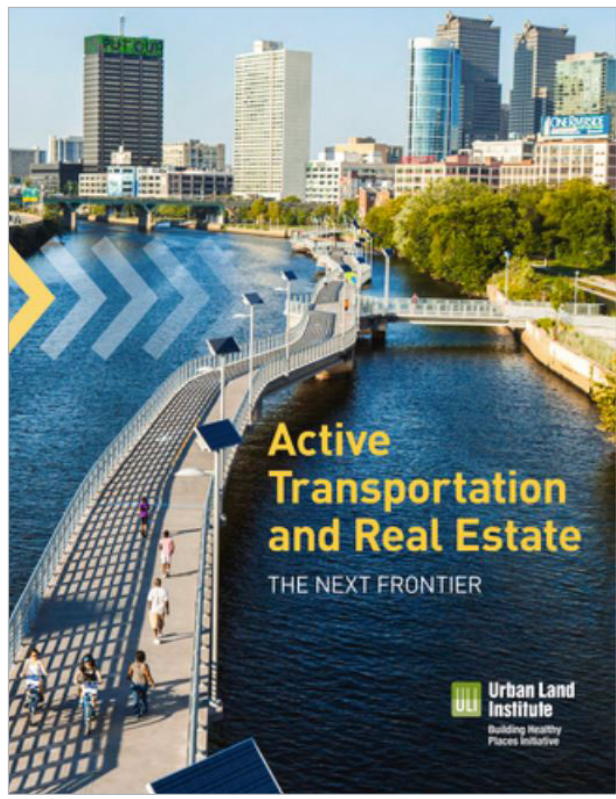
Anita Kramer, et al.

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\$112.95

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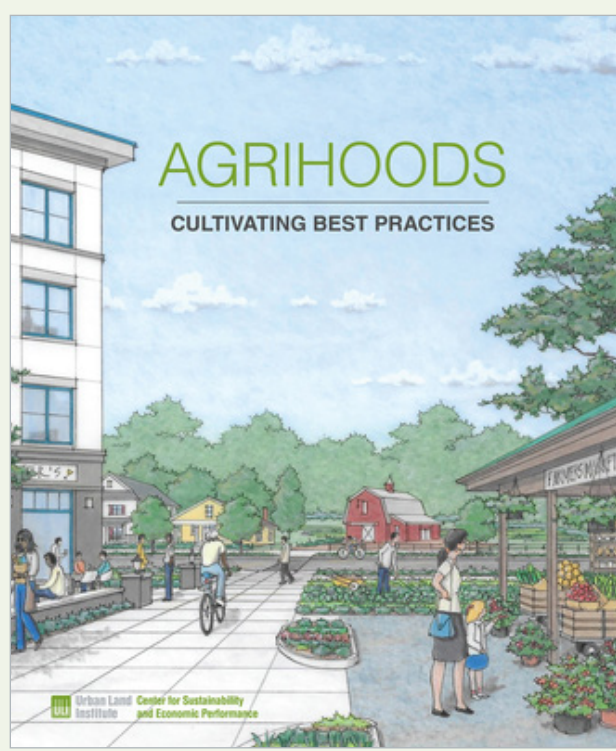
Rachel MacCleery, Edward T. McMahon, and Matthew Norris

Students will discover how investments in bicycle and pedestrian infrastructure are generating economic development and increasing real estate value. Learn what innovative developers and communities are doing to support walking and biking, how bike/pedestrian infrastructure is stimulating adjacent development, and about market demand and best practices.

Available in paperback only.

2016/66 pages/Paperback/Color/ISBN 978-0-87420-362-2

\$19.95



Agrihoods

Cultivating Best Practices

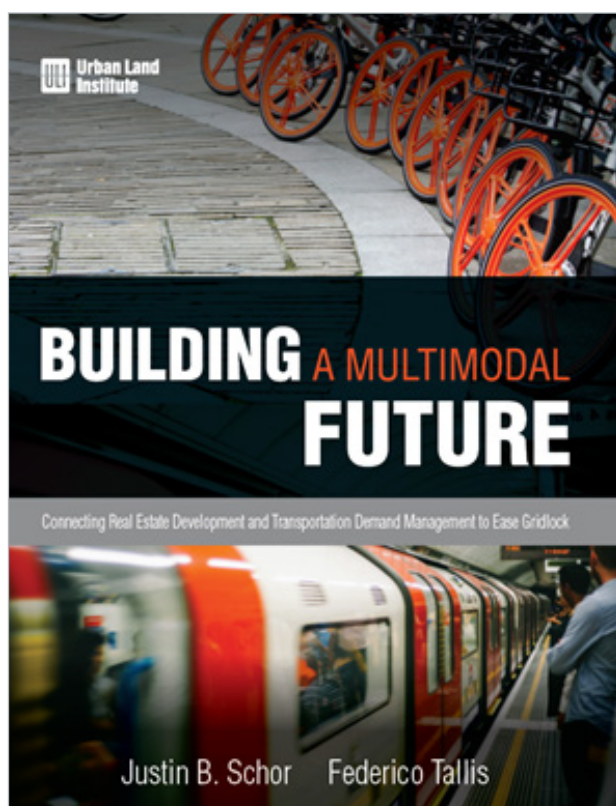
Matthew Norris

Strategies for creating successful residential and mixed-use projects centered on farms or community gardens are illustrated in this publication.

Available in paperback only.

2019/53 pages/Paperback/Color/ISBN 978-0-87420-421-6

\$14.95



Building a Multimodal Future

Connecting Real Estate Development and Transportation Demand Management to Ease Gridlock

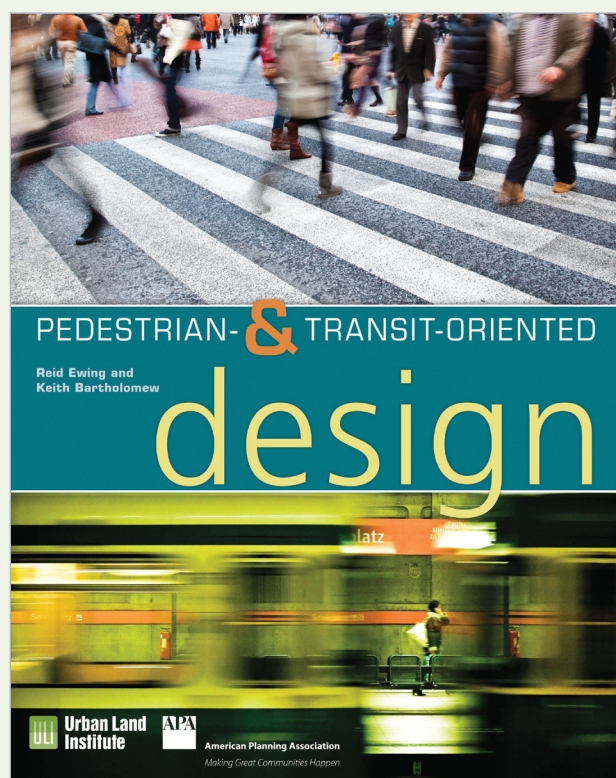
Justin B. Schor and Federico Tallis

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



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 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. Examples of zoning codes from localities across the United States that help encourage creation of better places for pedestrians are highlighted throughout the book.

Available in eBook formats.

2013/125 pages/eBook only/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

Author Reid Ewing is available for speaking engagements virtually and in person.

Contact bookstore@uli.org.



Shared Parking

Third Edition

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

The third edition of *Shared Parking*, along with an updated and enhanced Excel model, contains the information students and professionals need to estimate parking requirements for mixed-use projects. Updated 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 revised 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.

2020/209 pages/Paperback/Color/ISBN 978-0-87420-427-8

\$155.95

With [Excel](#) model: ISBN 978-0-87420-443-8

\$649.95

Highlights

- Inclusion of additional 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 transportation network companies (Uber, Lyft) and autonomous vehicles
- A new subroutine in the accompanying Excel model that automatically calculates noncaptive ratios based on the presence of employees, hotel guests, and residents who will patronize the various project uses



The Case for Open Space

Why the Real Estate Industry Should Invest in Parks and Open Spaces

By Chris Dunn, James F. Lima, Matthew Norris, Elizabeth Shreeve, and Reema Singh

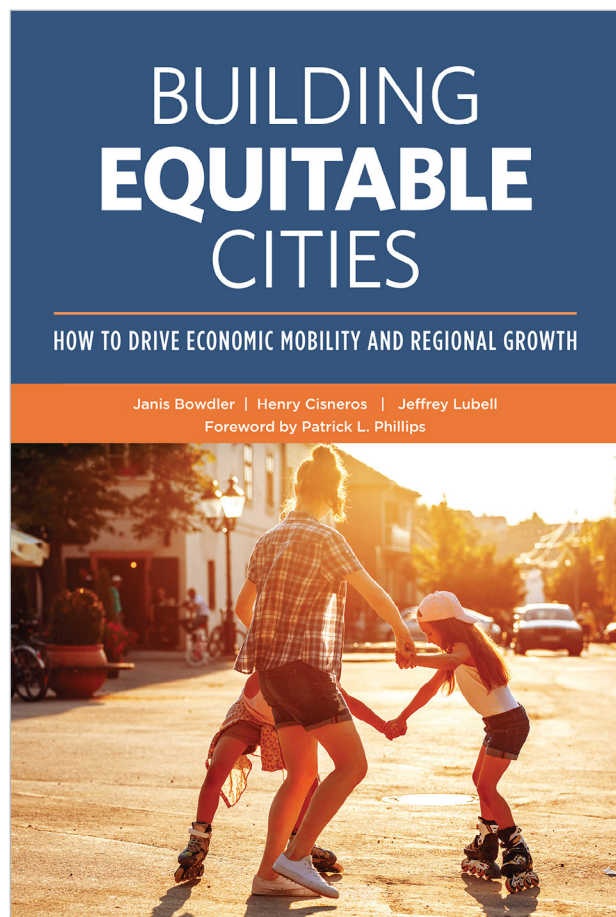
Students will explore the benefits of creating, maintaining, operating, and programming parks and open spaces—ranging from enhanced returns for developers that include open space in their projects to improved community health outcomes.

Available in paperback only.

2019/43 pages/Paperback/Color/ISBN 978-0-87420-419-3

\$12.95

COMMUNITY DEVELOPMENT



Building Equitable Cities

How to Drive Economic Mobility and Regional Growth

Janis Bowdler, Henry Cisneros, and Jeffrey Lubell

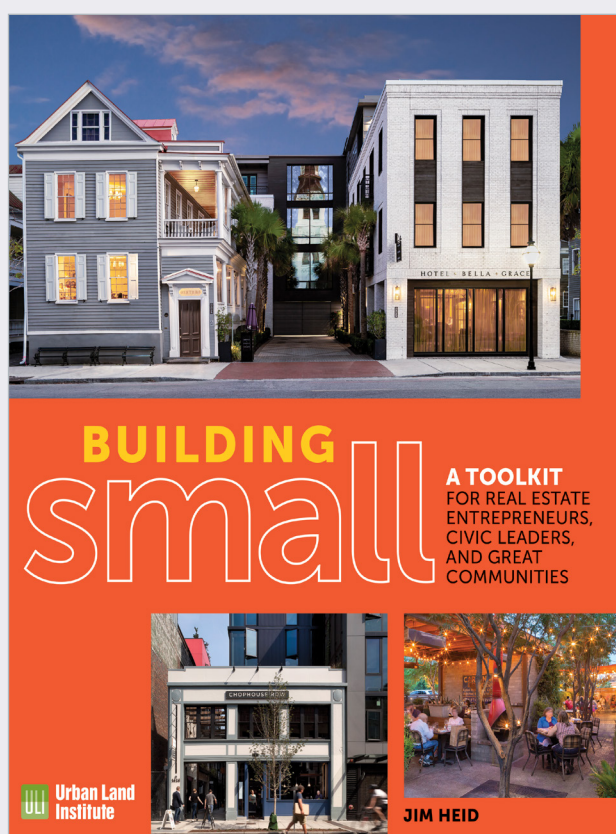
Foreword by Patrick L. Phillips

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.

Available in paperback only.

2018/180 pages/Paperback/B&W/ISBN 978-0-87420-411-7

\$17.95



Building Small

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

Jim Heid

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 presented in this book, as well as interviews with over 100 developers and firsthand knowledge gained from tours of projects in several U.S. cities. 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.

 **Available in eBook formats.**

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

\$49.95

Highlights

- Exclusive focus 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

"Building Small is the best resource on incremental infill development that I assign; not only to my Real Estate Development students, but also to my Architecture and Urban Design students. There is nothing else like it. Up close and personal by the author who is a designer and a developer, this is a great guide to the nuts-and-bolts of entrepreneurial, small-scale development, and even more inspiring as a sourcebook for creative design and innovative project precedents."

—Christopher Calott, AIA, LF '12

Lalanne Chair of Real Estate Development, Architecture, and Urbanism
Founding Faculty Director, Master of Real Estate Development + Design Program
Chair, Master of Urban Design Program

"This book captures a profound truth about placemaking: that Building Small can foster economic prosperity without sacrificing human vitality. By focusing on context and on incremental, varied, and fine-grained development, Building Small allows places to evolve over time..."

—Mark Elison Hoversten, PhD, FASLA, AICP,

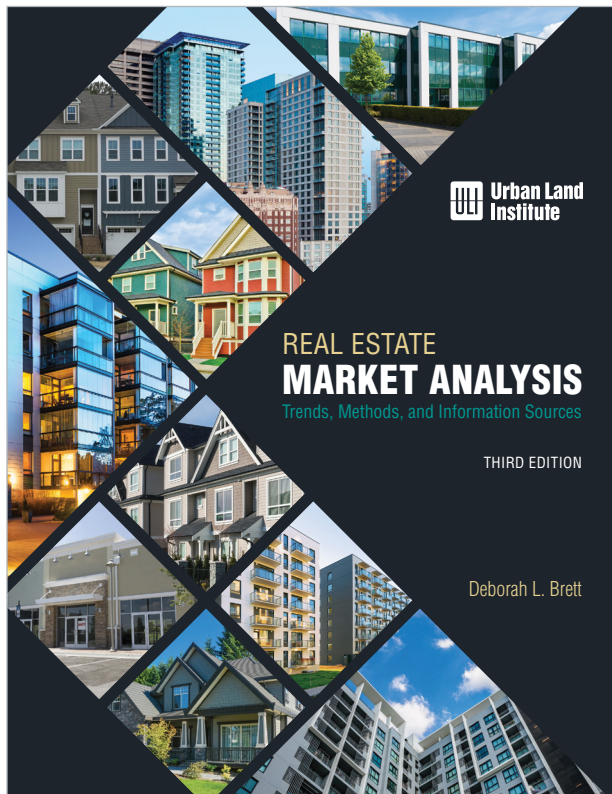
Dean of the College of Design, North Carolina State University

Jim Heid, FASLA, is a real estate developer and strategic real estate adviser focused on the tools and techniques that lead to a more sustainable built environment. For more than 30 years he has advised cities, NGOs, legacy landowners, and private developers on more positive ways to build community. In 2017, he founded CRAFT, a real estate company focused on incremental development and intentional place building.

Author Jim Heid is available for speaking engagements virtually and in person.

Contact Jim today!

MARKET ANALYSIS



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 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.**

2019/255 pages/Paperback/Color/ISBN 978-0-87420-428-5

\$129.95

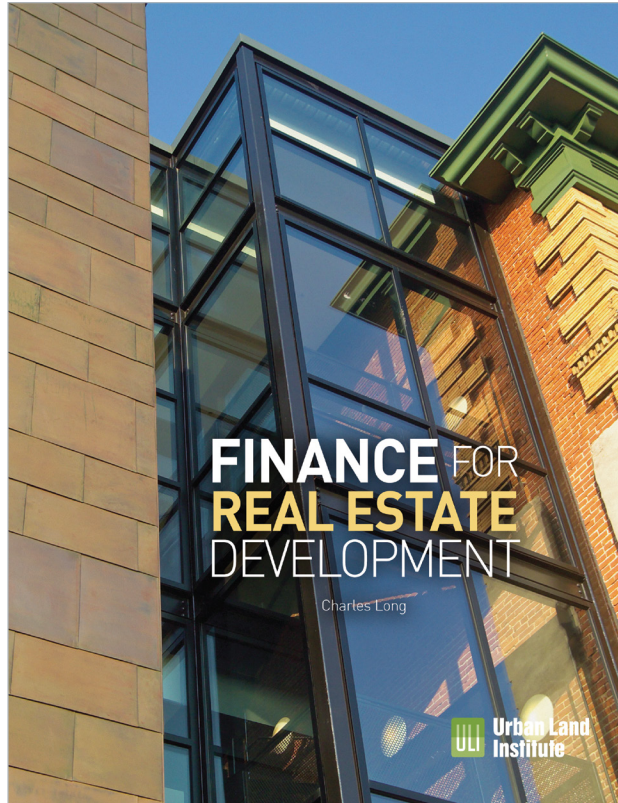
Topics covered include:

- The purpose, content, and users of market analysis
- Defining market areas and 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

FINANCE & INVESTMENT



Finance for Real Estate Development

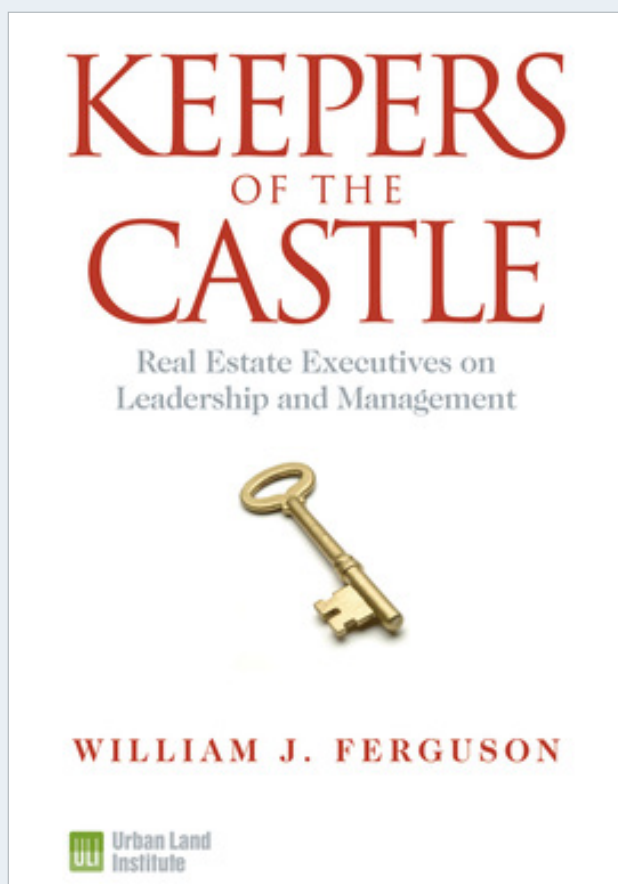
Charles Long

This real estate finance textbook, written by seasoned practitioner Charles Long, offers practical information that every future professional in the real estate development industry needs to know. The book lays out the basics of finance and land valuation as the foundation for successful development. Covering each stage of the development process, it explains how finances drive a project and how decisions at each juncture play a role in ultimately achieving financial viability. An ideal textbook for graduate real estate development programs and related studies such as real estate law, finance, architecture, and planning, this book will teach your students the complexities developers face and how to reconcile conflicting elements to ultimately achieve a successful project. Concise, relevant, real-world examples are interwoven throughout the text.

[Available in eBook formats.](#)

2019/216 pages/Paperback/B&W/ISBN 978-0-87420-430-8

\$94.95



Keepers of the Castle

Real Estate Executives on Leadership and Management

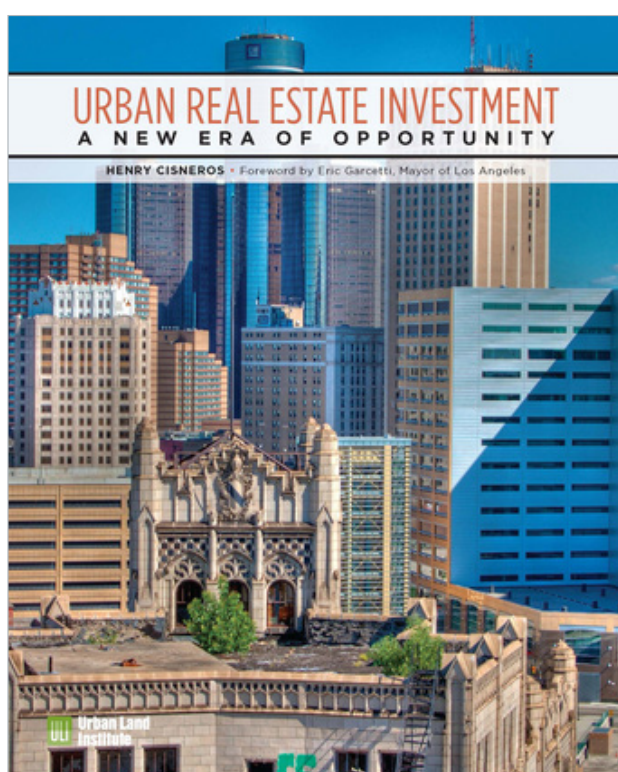
William J. Ferguson

It's never too early for students to begin learning about leadership in the real estate industry. Examining what has always been America's largest industry, this helpful handbook analyzes the transformation of real estate investment and identifies the leadership attributes necessary for executives and board chairs as they guide their businesses through profound change.

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2013/300 pages/Paperback/B&W/ISBN 978-0-87420-272-4

\$26.95



Urban Real Estate Investment

A New Era of Opportunity

Henry Cisneros

The basic forces that drive societal change—from demographic shifts to advances in technology and transitions in economic functions—have influenced the shape of cities throughout history. This book explains America's urban renaissance to students and establishes a framework to understand and capitalize on the range of real estate opportunities available in cities across the country. The result of the analysis is an important and inspiring conclusion that goes to the heart of this book: that every American city, irrespective of its economy, market dynamic, and geography, has unique real estate opportunities and potential for progress. A big-picture view of urban America, it covers prospects for each major urban property type. It analyzes four key categories of cities and discusses specific metropolitan areas in terms of their real estate investment potential. Students will learn about investment strategies and capital sources, 13 trends that are converging to create a paradigm shift in urban America, and real-world case studies that demonstrate how to make forward-thinking real estate decisions.

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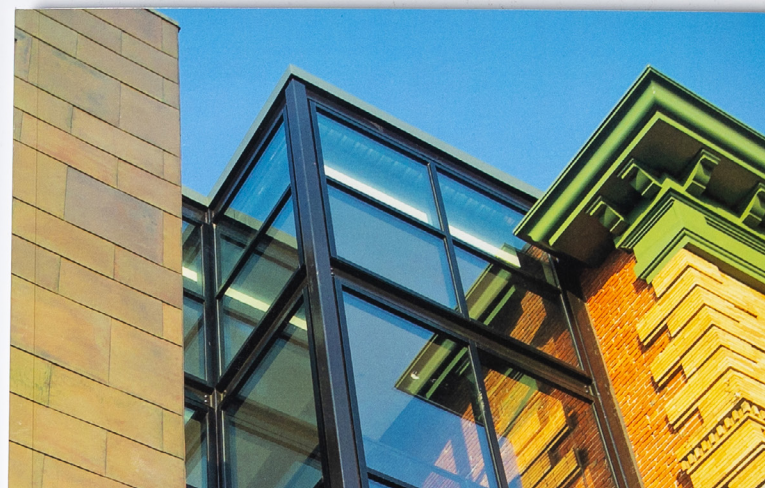
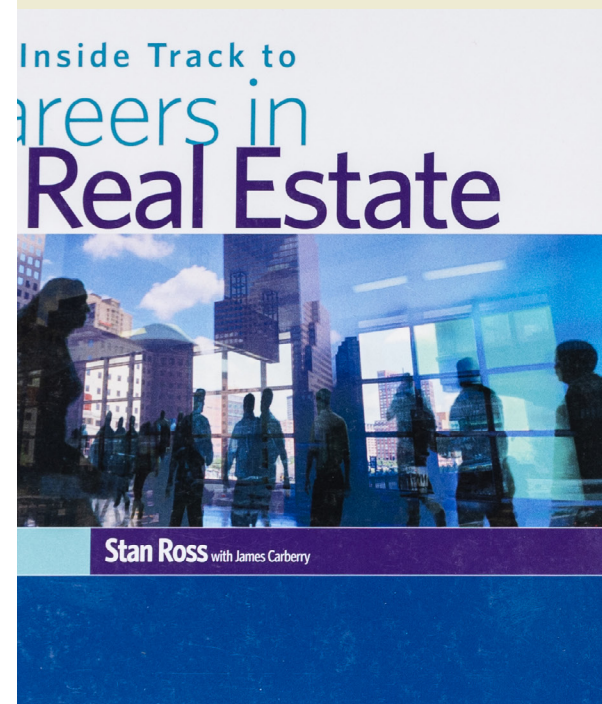
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The ULI Guide to the Business

