2019-2020

ULI COLLEGE TEXTBOOKS CATALOG

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

Real Estate Market Analysis ......................... 3
  Real Estate Market Analysis, Third Edition ..................... 3

Urban Planning and Design ....................... 4
  Shared Parking, Third Edition ......................... 4
  Building Equitable Cities:
    How to Drive Economic Mobility and Regional Growth ............... 5
  Pedestrian- and Transit-Oriented Design .................... 6
  Yes in My Backyard: How States and Cities Can Find Common Ground in Expanding Housing Choice and Opportunity .................. 8
  Building a Multimodal Future: Connecting Real Estate Development and Transportation Demand Management to Ease Gridlock ...................... 9

Real Estate Development .................. 10
  Real Estate Development: Principles and Process ................. 10
  Professional Real Estate Development .......................... 12
  Making It in Real Estate: Starting Out as a Developer ............ 14
  Successful Public/Private Partnerships: From Principles to Practices .......... 14

Real Estate Finance & Investment ........... 17
  The Investor’s Guide to Commercial Real Estate .................. 17
  Finance for Real Estate Development ......................... 18
  Urban Real Estate Investment: A New Era of Opportunity ............ 20

Real Estate Market Analysis
Trends, Methods, and Information Sources
THIRD EDITION
Deborah L. Brett
Available Now!
The industry-standard introductory guide on analyzing real estate markets, the new 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 9780874204285
• $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.
• New 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.
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.

2019/Paperback/Color
ISBN: 9780874204278
Price: TBA

Highlights of the third edition
• Inclusion of more land uses—from 20 to 32—for which recommended parking ratios and adjustment factors are presented.
• A new 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 Equitable Cities: How to Drive Economic Mobility and Regional Growth
Janis Bowdler, Henry Cisneros, 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.

October 2017/180 pages/Paperback/B&W/ISBN 9780874204117
• $17.95
Pedestrian- and Transit-Oriented Design

Reid Ewing
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 9780874202694
• $59.99

Highlights
• Offers Evidence-based recommendations for pedestrian- and transit-oriented design.
• Breaks down complex concepts into bite-size 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.

CONTENTS

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
• 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 Cities Can Find Common Ground in Expanding Housing Choice and Opportunity

Rosie Hepner, Lisa Sturtevant, and Stockton Williams

A new 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 underway 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.

October 2017/32 pages/Paperback/Color/ISBN 9780874204070
$12.95

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

Justin Schor and Federico Tallis

Building a Multimodal Future shows 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 US. 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.

May 2019/85 pages/Paperback/Color/ISBN 9780874204261
$44.95
Real Estate Development: Principles and Process

FIFTH EDITION
Mike E. Miles, Laurence M. Netherton, 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.
- June 2015/400 pages/Hardcover/B&W/ISBN 9780874203431
- $124.95

Highlights of the Fifth Edition

- **Updated information** reflecting the changing global economy, including new topics such as sustainability and green building.
- **Two new case studies:**
  - Shortbread Lofts: Student housing development in Chapel Hill, North Carolina.
  - Irvine Tech Center: Business Park Development in Irvine, California.
- **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.

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

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
- The Components of Net Operating Income
- 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
- Governments and Competitors
- 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 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 9780874204322

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

2. ORGANIZING FOR DEVELOPMENT:
The Firm’s Organization and Management
• Forming Partnerships
• Organizational Life Cycles
• Organizational Structure
• Compensation
• Strategic Planning

ChoosingConsultants 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: Overview
• 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 Leasing
• 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
• 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

APPENDIXES
Making It in Real Estate: Starting Out as a Developer

John McNellis

What does it take to be a successful real estate developer? Author John McNellis tells you, sharing practical tips and advice from his wealth of experience gained over 35 years in real estate development. Like a mentor sharing insights over coffee, McNellis entertains with wit and wisdom on how to take advantage of opportunities and avoid pitfalls. Offering humorous anecdotes, the book covers the ins and outs of how to get financing; working with architects, brokers, and other professionals; and how to make a good deal and win approval for your project.

October 2016/100 pages/Paperback/B&W/ISBN 978-0874203837
• $19.95

Successful Public/Private Partnerships: From Principles to Practices

Stephen B. Friedman, et al.

In a time of diminished resources, the public sector is facing new 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 others' needs, expectations, and resources.

• $19.95

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.
Available in eBook formats.
• $112.95

Retail Development

FOURTH EDITION
Anita Kramer, et al.
Available in eBook formats.
2008/400 pages/Hardcover/Color/ISBN 9780874209792
• $112.95

Resort Development

SECOND EDITION
Urban Land Institute
Available in eBook formats.
2008/400 pages/Hardcover/Color/ISBN 9780874200997
• $112.95
REAL-WORLD CASE STUDIES

Multifamily Housing Development: Ten Case Studies of Innovative Projects
Dean Schwanke
November 2016/ISBN 9780874203844
eBook: $59.99

Small-Scale Development: Eight CaseStudies of Entrepreneurial Projects
Dean Schwanke
September 2016/ISBN 9780874203790
eBook: $59.99

Mixed-Use Development: Nine Case Studies of Complex Projects
Dean Schwanke
May 2016/ISBN 9780874204018
eBook: $59.99

SEE THE STORY BEHIND THE DEVELOPMENT

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

The Investor’s Guide to Commercial Real Estate
Edited By David J. Lynn, Ph.D.
Take a deep dive into commercial real estate and its multiple components and investment options in The Investor’s Guide to Commercial Real Estate. Commercial real estate has increasingly become an attractive asset class for institutional investors because of its high cash flow stream, diversification benefits, and potential to hedge inflation. This book breaks down the various ways to invest in real estate and how each method varies greatly in terms of its key drivers and risk/return profile. Written by noted professionals and academics in the field, this detailed book filled with color graphs and charts provides an invaluable resource for investors entering the world of commercial real estate investment, as well as students at all levels who want to learn about the field.
October 2014/380 pages/Paperback/Color/ISBN 9780874203493
• $124.95
Finance for Real Estate Development
Charles Long
This real estate finance textbook, written by a seasoned practitioner, offers practical information that a 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 to explain the principles necessary to effectively manage a project.

Available in eBook formats.
• $94.95

CONTENTS
1. THE DEVELOPMENT PROCESS
   Real Estate Overview
   The Development Process and Risk
   Stages of Development
   Four Dimensions of Successful Development
   Skills of a Successful Developer
   Development Sectors
   Customer Issues
   Return, Absorption, and Risk
   Case Study
2. THE BASICS OF REAL ESTATE FINANCE
   Basic Debt and Equity Structure
   Project Valuation
   Capitalization Rates
   Measuring Project Return
   Financial Structuring for a Hypothetical Project
3. LAND VALUATION FOR ACQUISITION
   Determining a Valid Hurdle Rate for Evaluating Project Viability
   Calculating the Supported Investment and Residual Land Value
   Disciplined Acquisition: Site Selection, Negotiation, and Due Diligence
   Example: Simple Pro Forma for a Mixed-Use Project
4. TASK MANAGEMENT AND BUDGETING
   Task Management to Achieve Financial Viability
   Task Funding
   Example: Sources of Funds and Their Application to Development Tasks
5. CAPITAL MARKETS FOR REAL ESTATE
   Capital Market Conditions
   Capital Sources
   Fiduciary Principles
   Investment Strategies
   Property Characteristics
   Capital Markets and the Risk-Reward Evaluation
6. OBTAINING FINANCING FOR DEVELOPMENT
   Market Conditions
   Connecting with Capital Sources
   Presenting to Financing Sources
   Conclusion
7. THE DEVELOPMENT ENTITY, JOINT VENTURES, AND THE FINANCING STRUCTURE
   Real Estate Entities
   Elements of a Joint Venture
   Profit Distribution to the Development Entity
   Example: Profit Distribution within a Development Entity
8. MANAGING THE ENTITLEMENT PROCESS FOR FINANCIAL VIABILITY
   Mapping the Process
   Managing Project Economics during Entitlement
   Managing the Process
   Conclusion
9. PUBLIC/PRIVATE PARTNERSHIPS
   Application
   Community Preparation
   How Communities and Developers Work Together
   Public/Private Financing Tools
   Deal Standards
10. HOW DEVELOPERS GET CAPITAL
    Getting Started
    Building Relationships
    Skills for Acquiring Capital in the 2010s
BIOGRAPHIES OF INTERVIEWEES
GLOSSARY
INDEX
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 new 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 identifies areas where there is potential real estate investment. Filled with color images, charts, and detailed case studies, this book is ideal for students in real estate development, finance, urban planning, and design programs.

Available in eBook formats.
April 2015/120 pages/Paperback/Color; ISBN 9780874203585
• $59.95

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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