

LAND TRANSACTIONS, FINANCE AND DEVELOPMENT, Spring 2020

Professor Marc Mihaly

Class meets once per week in a double session

Fridays, in the Map Room

9:55 a.m. to 12:35p.m.

ASSIGNMENT FOR THE FIRST CLASS

Class 1 (Wednesday, January 15). History of Land Disposition and Development. This class examines the history of land development in the United States from the Colonial period to the present time. This essential background serves to introduce the precursors of the modern built environment in which we live. The reading also includes a brief introduction to real estate sales and useful definitions. Total 92 relatively easy pages.

- *ULI Development*, Ch. 4: “The Colonial Period to the Late 1800’s”
- *ULI Development*, Ch. 5: “The Late 1800’s to World War II”
- *ULI Development*, Ch. 6: “Post- WW II to the Present”
- *ULI Development*, Ch. 3: “Developers and Their Partners,” but just pp. 39-53.
- *Lefcoe*, Ch. 1: “Buying and Selling Real Estate in the United States,” pp. 1-7. (Real Estate Sales, Useful Definitions)

Note that the texts are:

- George Lefcoe’s multidisciplinary text, *REAL ESTATE TRANSACTIONS*, Sixth Edition, LexisNexis, 2009, cited as “*Lefcoe*.”
- A Course Pack with excerpts from Miles *et al*, *REAL ESTATE DEVELOPMENT: PRINCIPLES AND PROCESS*, Urban Land Institute, 4th Ed. 2009. This work is cited as “*ULI Development*.”