

**LAND TRANSACTIONS, FINANCE AND DEVELOPMENT**  
**Spring 2020**  
Professor Marc Mihaly

Class meets once per week in a double session via Zoom  
Fridays 9:55 a.m. to 12:35p.m.

The Learning Management System is Canvas  
All students will be contacted with log on information for both the Zoom  
class sessions and Canvas

**ASSIGNMENT FOR THE FIRST CLASS**

**Week 1 (Class Session Friday, 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. This material is from the course pack and is referred to here as “*ULI Development.*”

**Reading:**

- *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. We’ll cover the other players in this chapter later in the class.
- *Lefcoe*, Ch. 1: “Buying and Selling Real Estate in the United States,” pp. 1-7. (Real Estate Sales, Useful Definitions)

Total: 92 easy pages

- Please download from Canvas and review the excerpts from the U.S. Constitution and questions I’ve asked. You’ll find this in the module for Week 1.

Note that the text and course pack are available in the book store. If you are remote from SoRo, they will mail to you. The text and course pack 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, 4<sup>th</sup> Ed. 2009. This work is cited as "*ULI Development.*"