LAND TRANSACTIONS, FINANCE AND DEVELOPMENT  
Spring 2022  
Professor Marc Mihaly

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

The Learning Management System is Canvas  
Log on information for both the Canvas LMS and any Zoom class sessions will be posted.

ASSIGNMENT FOR THE FIRST CLASS

Week 1 (Class Session on Friday, January 21 and is virtual)

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. The text and course pack are:


- 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.”