

2018

M.S. in Real Estate Development 2018-2019

Nova Southeastern University

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M.S. In Real Estate Development 2018-2019

CONTACT US

Graduate Admissions

(954) 262-5168
800-672-7223 ext. 25168
hcbeinfo@nova.edu

TERRY W. STILES SCHOOL OF REAL ESTATE DEVELOPMENT

The Terry W. Stiles School of Real Estate Development was formed to honor the memory and the legacy of Terry Stiles as a visionary real estate developer and Broward County business leader. He was instrumental in developing the curriculum, served as a member of the MSRED Advisory Board, and regularly participated in program related events, classes, site tours, competitions, and guest lectures. He also provided ongoing guidance and financial support to the program. Students and faculty found him to be a ready resource by serving as a personal and professional mentor to numerous students. Many of these NSU graduates remark that he helped guide them far beyond graduation.

A permanent endowment fund has been created to be used for scholarships that will be awarded to top performing students in the Master of Science in Real Estate Development Program.

Admissions Deadlines:

Winter I 2019: December 21, 2018
Winter II 2019: March 4, 2019
Summer 2019: April 22, 2019
Fall I 2019: August 5, 2019
Fall II 2019: October 7, 2019

Why Study at NSU?

WHY STUDY AT NSU?

Real estate markets are complex, dynamic, constantly evolving, local and increasingly global. Success demands leaders who understand all the facets of commercial real estate, are knowledgeable, skilled and ethical professionals who can create value by visioning new opportunities that are financially, socially, and environmentally sustainable.

NSU's program is one of the country's most comprehensive master's level real estate university programs. The program offers the essential courses in real estate so students gain an in-depth understanding and learn the skills required for success and leadership in the industry. Unlike M.B.A. degrees which offer real estate concentrations, NSU's program is focused exclusively on core courses, real world learning and projects that develop the industry's future leaders.

NSU's M.S. in Real Estate Development (M.S.R.E.D.) program prepares graduates to undertake mid and senior level responsibility in development, management, investment and sales and marketing firms. Graduates enter the industry as emerging leaders knowing how to locate and analyze the diverse aspects of real estate from legal, economic and financial considerations to political and regulatory requirements. The rigorous program is taught in an "Executive" format. The full immersion curriculum is taught by highly experienced leaders with in-depth knowledge gained from years of actual experience. Classes, in-field case studies and real world projects from noted professionals

focus on providing hands-on applications of practical knowledge that can be immediately used. Program graduates provide significant added value to their companies.

The Master of Science in Real Estate Development is one of the innovative professional programs taught by Nova Southeastern University's H. Wayne Huizenga College of Business in Fort Lauderdale.

Graduates enter careers in development, entrepreneurship, finance, investment, banking, asset management and other fields within the industry. The program emphasizes the cornerstone disciplines finance and investment with particular focus on:

- Urban and suburban redevelopment
- Economical and Environmentally sustainable real estate
- Entrepreneurship in small/mid-sized real estate companies

Overview

NSU's M.S. in Real Estate Development program builds industry leaders by preparing graduates with the multidisciplinary knowledge and tools to succeed in real estate development, investment, finance, management and marketing. Graduates learn core knowledge and advanced application skills to locate and analyze property, determine the physical, market, legal and political parameters and create viable financial, development and management structures. The program knits a close relationship between students and industry leaders at regional and national levels, through executive mentorships, participation in professional programs and networking.

Graduates can expect to build an extensive network of regional and national professional contacts within the industry among other students, alumni and professional networks. Students come to NSU from across the nation, the Caribbean, Latin America and Europe.

- [Careers](#)
- [Internships](#)
- [Recruiting](#)
- [Field Studies](#)
- [Executive Mentor Program](#)
- [Competitions](#)

South Florida as a Classroom

NSU's master of real estate program immerses students into the profession using South Florida's dynamic market as a living urban laboratory. The program provides in-field studies of developed projects with their developers detailing lessons learned about what worked, what did not, and why. Throughout the degree program, industry leaders in finance, banking, construction, design and development, management and marketing meet with students in class and on-site to talk about the issues and challenges of their specializations - from sustainable "green" development to investment trends and new product opportunities. Learning from leading professionals enables students to clearly understand an industry that is at once local, but essentially the same no matter the location. It also highlights the diversity of career opportunities, specializations and companies available for possible career paths.

Program Features

- Multidisciplinary immersion curriculum

- Faculty who are leaders and highly experienced real world experts
- Hands-on case studies of actual South Florida projects - America's laboratory of innovation in real estate
- Mentorship by NSU's Real Estate Advisory Board of industry leaders
- Training in Geographic Information Systems (GIS), ARGUS, communications and graphics programs
- Advisory Board committed to national program advancement
- MSRED Alumni association
- Study tour
- Certified Commercial Investment Member (CCIM) University Fast-Track Partner

Curriculum Guide

The M.S. in Real Estate Development program's forty-credit (40) curriculum is offered in a lock-step, executive format, designed to accommodate both full-time working professionals, and full-time students.

The M.S.R.E.D. degree at NSU is a 12-month program with tuition costs of approximately \$35,000. The program starts in January or August and classes meet in Fort Lauderdale on all day Saturday.

Class sizes provide the opportunity for one-on-one attention and a high degree of interaction with the faculty and Advisory Board members. Courses stress the importance of both individual and team projects which reflect real-world approaches to business operations, problem solving and solutions. Students take part in diverse project assignments designed to teach and sharpen essential written and oral communications skills, develop concise and impactful visual and media presentations, and develop clear financial analytics. Individual research assignments allow students to explore a wide spectrum of personal interests and leading edge industry trends.

Industry professionals and Advisory Board members actively participate in all classes, presenting case studies of actual projects and serving as panel members evaluating individual and team projects. Both professionals and Advisory Board members guide students by providing feedback on their presentations along with solid "how to" advice.

Schedule of Courses

EACH OF THE FOLLOWING IS REQUIRED (31 TOTAL CREDITS)

REE 5862 Real Estate Market Analysis

- REE 5864 Real Estate Development Software
- REE 5867 Geographic Information Systems
- REE 5868* Real Estate Development e Portfolio
- REE 5878 Real Estate Development Process: Part I
- REE 5879 Real Estate Development Process: Part II
- REE 5880 Real Estate Finance
- REE 5881 Real Estate Law and Ethics
- REE 5882 Land Use Planning & Project Design
- REE 5887 Real Estate Investments
- REE 5895 Real Estate Financial Modeling

* REE 5868 is not financial aid eligible when taken by itself.

CHOOSE THREE FROM THE FOLLOWING (9 TOTAL CREDITS)

- REE 5865 Real Estate Construction Principles
- REE 5866 Real Estate Special Topics
- REE 5884 Land Use Regulation
- REE 5891 Real Estate Financial Concepts and Analysis
- REE 5899 Real Estate Development Internship

Additional Work:

- Argus Enterprise Training
- ArcGIS Software Training
- ESRI Business Analyst Training

Course Descriptions

Full-Time professionals are available to discuss the M.S. in Real Estate Development curriculum with you in greater detail. Simply call 800.672.7223 Ext. 25168 or contact our Enrollment Services Staff.

COURSE DESCRIPTIONS

- REE 5862** Real Estate Market Analysis (3.00 cr.)

The course provides an introduction and knowledge of the functioning of various urban real estate markets, land development, residential single and multifamily, office, retail, industrial, and resort-recreational properties. Students are introduced to the use of research, techniques and quantitative methodologies for accurate measurement of demand for real estate products and specific projects. The course provides students with current approaches to performing sophisticated real estate market studies by acquainting them with standard practice modern market research methodologies and computerized market analysis packages for site and project-specific levels.

REE 5864 Real Estate Development Software (3.00 cr.)

Students will be trained to use ARGUS Enterprise software which is used by appraisers, brokers, developers, managers, investors, lenders and other real estate professionals to make better and more informed decisions. The software uses a lease by lease approach to building cash flows and valuations so that property models have greater precision and clarity. Students will also be trained to use ARGUS Developer which is an established real estate feasibility software program in use by thousands of owners, commercial developers, home builders, land developers, agents and financial institutions throughout the world. It combines feasibility with sensitivity analysis and a powerful discounted cash flow model that is a flexible, consistent and stable platform. Executive level views of single and multi-phased projects allow changes to be assessed instantly. The finance component provides for detailed debt and equity financing and advanced waterfall profits for precise deal structuring.

REE 5865 Real Estate Construction Principles (3.00 cr.)

This course examines topics related to commercial construction materials and methods, green buildings, and project management for commercial investment real estate.

REE 5867 Geographic Information Systems (3.00 cr.)

This course will cover the basics of GIS and how they apply to land use planning, real estate development and related issues/disciplines. This includes setup of GIS tasks and processes with mapping & visualization of demographic, economic, or real estate related information. It addresses the wide variety of issues and advantages associated with GIS and the benefits to the user. Students will gain a fundamental understanding of GIS aiming on desktop and web based solutions. Students are tested in a 100% applied environment and create their own GIS project (own idea, guided process, implementation, presentation) as final element in this course via ArcMap and/or with ArcGIS online/ Business Analyst Online.

REE 5868 Real Estate Development ePortfolio (1.00 cr.)

The collection of electronic artifacts assembled and managed by MSRED students and placed on the Web. Such electronic artifacts may include class projects, term papers, spreadsheets, images, multimedia, blog entries, and hyperlinks. E-portfolios are both demonstrations of MSRED student's coursework and abilities that can be maintained dynamically over time.

REE 5878 Real Estate Development Process: Part I (3.00 cr.)

This course focuses on the initial stages of the real estate development process. Course materials, lectures, and cases provide a comprehensive examination of the nature and current state of the development process including market analysis, acquisitions, discounted cash flow analysis, financial feasibility, pro forma building, the use of debt and equity, site selection, due diligence, and interrelationships of the functional components of the process to each other.

REE 5879 Real Estate Development Process: Part II (3.00 cr.)

This course focuses on to the remaining stages of the real estate development process. Course materials, lectures, and cases provide a comprehensive examination of the nature and current state of the development process including advanced pro forma analysis, land development, land use regulation, dealing with the public sector and the community interests, planning and design, construction management, and the life cycle of projects.

REE 5880 Real Estate Finance (3.00 cr.)

This course provides an introduction to real estate financing principles and practices. The class begins with an introduction to time value of money and discounted cash flow techniques. The course reviews the financing of income-producing properties and real estate construction and development projects. Sources of financing and financing techniques are presented along with mortgage underwriting and lending. The course concludes with an introduction to alternative financing methods, including joint ventures, private placements, and mezzanine structures.

REE 5881 Real Estate Law and Ethics (3.00 cr.)

This course focuses on the legal aspects of real estate development, including real and personal property, land, air, and water rights, forms of ownership of land, leases and landlord-tenant relationships, business organizations, purchase agreements and closing transactions, mortgages and other liens, transfer of title, legal instruments, and governmental regulation of real estate development. This course will examine ethical ramifications of Real Estate Development.

REE 5882 Land Use Planning and Project Design (3.00 cr.)

This course examines the role of planning and design in the development process as the key stage between acquisition and permitting, and its importance in the overall real estate development process. This course is designed to facilitate an understanding of the importance of site planning and product design. Project planning and design combines art and science for arranging uses of parcels of land to achieve their highest and best operational character and profitability. These disciplines involve the efforts of architects, planners, designers, landscape architects, and others in a coordinated effort.

REE 5884 Land Use Regulation (3.00 cr.)

This course discusses the legal and regulatory requirements of the entitlement and development approval or permitting process. This includes discussion of laws pertaining to wetlands, endangered species, historical and archaeological sites, air and water quality, hazardous wastes and toxic substances, as well as the purpose, content, and use of environmental impact statements. Issues of Smart Growth and sustainable development are covered. Also covered is the impact on private property rights of land use regulation and growth management through developments of regional impact, comprehensive planning laws, adequate public facilities requirements, concurrency requirements, zoning, and impact fees and other exactions. The course emphasizes strategic thinking and creative approaches to navigating the labyrinth of federal, state, and local laws, rules, and regulations. Primary attention will be focused on growth management and development controls in Florida, but not to the exclusion of other states.

REE 5887 Real Estate Investments (3.00 cr.)

This course is an introduction to the fundamental concepts, principles, analytical methods and tools used for making real estate investment decisions. The course will focus primarily on income producing real estate, including commercial properties (office, retail, industrial) and apartment communities. One weekend session will be dedicated to development properties. The objective of this course is to develop an analytical framework by which students can make sound real estate investment decisions. The course examines the analysis of real estate investments from the point of view of investors and developers. Economic and financial concepts are applied to real estate analysis with the objective of building a solid foundation in the fundamentals of property analysis, valuation and deal structuring.

REE 5891 Financial Concepts and Analysis for Real Estate (3.00 cr.)

This course provides an introduction to real estate accounting, financial reporting and managerial level financial analysis techniques used in the real estate industry. Real estate assets have unique features that affect the way real estate transactions are structured, accounted for and reported. The course examines financial reporting from the perspective of the real estate developer and

investor and will review accounting principles and analytical methods utilized for investment properties (commercial and residential), land development and construction projects. The objectives of this course are to provide students with an understanding of how real estate transactions are accounted for and reported utilizing generally accepted accounting principles and to facilitate the review of financial reports that can be used to aid in decision making. The course addresses the areas of acquisition, development and construction of real estate; the holding, operating, and (possible) write-down of real estate assets; sales and transfers of real estate and techniques and principles used for estimating the fair value of real estate assets. The course addresses the interpretation and analysis of income and expense statements, balance sheets and credit information for underwriting tenants and leases. This course also provides a foundation for how real estate practitioners analyze information to make informed property, asset and market analysis decisions for commercial investments. The course introduces the basic components, principles and standards of due diligence used and required by property owners, developers, investors and lenders when underwriting for acquisitions, dispositions and financing of real estate and building improvements. The main emphases of the course are on principles, concept building and practical applications. The course will combine lectures with student discussions, case studies, article reviews and presentations by real estate professionals. Certain case studies will be based on actual transactions.

REE 5895 Real Estate Financial Modelling (3.00 cr.)

This course is an introduction to the fundamental concepts, principles, analytical methods and tools used in planning and modeling real estate investment decisions. The course will focus on income producing real estate, including commercial properties (office, retail, industrial, multifamily and hospitality) as well as on the development of these asset classes. The objective of this course is to develop an analytical framework by which students can make sound real estate investment decisions. The course focuses on the analysis of real estate from the point of view of investors and developers. Economic and financial concepts will be applied to real estate analysis with the objective of building a solid foundation in the fundamentals of planning and modeling development costs and property level operating results so as to assist in valuation and deal structuring. As a starting point, the course will also offer students a thorough refresh of Excel basics, with a special focus on time value of money concepts and the commonly used financial functions which facilitate the planning and forecasting of expected real estate cash flows and which assist in the valuation process. Whilst the course will emphasize theory and concept building in the areas of financial planning and modeling, there will be a focus on the practical application of learned competencies.

Admissions

Admission to the M.S. in Real Estate Development program is competitive and the number of students enrolled is limited to ensure that each student receives personal attention. Admission is selective and based on work experience and academic record. Work experience in real estate is preferred, but not essential.

The program considers motivation, work experience, professional activities and academic background. Applicants are encouraged to interview with the program director and visit the campus, if possible.

Students with varying backgrounds and undergraduate or graduate studies in finance, real estate, architecture, engineering, management, marketing, law, hospitality and business have successfully completed the Program. Most students have business or professional experience and have familiarity with the real estate industry.

Tuition and Fees

A detailed overview of M.S.R.E.D. tuition and fees can be found [here](#).

Additional Fees and Costs

Books are not covered in the price of tuition.

Financial Support

The Huizenga College of Business offers several scholarships to admitted students. Visit our [Scholarships Page](#) for additional information. Additional real estate scholarships can be found in the scholarship section below. All admitted students are encouraged to immediately apply for Financial Aid regardless of need and other general scholarships available at the Huizenga College of Business. For questions regarding financial aid, contact NSU's [Financial Aid Office](#).

Application Requirements

- A conferred bachelor's degree from a regionally accredited U.S. institution or an equivalent degree for international applicants is required.
- An overall undergraduate GPA of 3.10 or greater on a 4.00 scale as reflected on official, final transcripts from all undergraduate institutions attended will automatically be admitted. Applicants will automatically be admitted if their undergraduate GPA in the final 60 hours of their enrollment is a 3.10 or greater on a 4.00 scale.
- For applicants who have earned less than a 3.10 cumulative undergraduate GPA or in the last 60 hours of their undergraduate program, a minimum GMAT (Graduate Management Admission Test) score of 540 or an equivalent GRE (Graduate Record Examination) score may be required.
- Applicants that have earned a graduate degree from a regionally accredited institution with an overall GPA of a 3.10 or greater will be considered for admission.
- Work experience will receive favorable consideration and may waive GMAT/GRE requirement for a GPA less than 3.10.
- Two letters of recommendation from undergraduate faculty familiar with academic work or from employers knowledgeable with professional work experience are optional, but will strengthen your application.
- An essay of at least 500 words related to career goals and how the M.S.R.E.D. Program is envisioned to further those goals is optional, but will strengthen your application.
- Phone or in person interview with Director (or Associate Director) of Master of Science in Real Estate Development Program is optional, but will strengthen your application

Required Documentation

1. Completed [Master's Application for Admission](#) and non-refundable \$50 application fee.
2. Official transcripts from all colleges and universities previously attended. The applicant's bachelor degree transcript must show degree conferral date in order to be evaluated for

admission consideration. If graduate degree has been earned, the transcript must show degree conferral date in order to be evaluated for admission consideration. Electronic transcripts can be sent to electronictranscript@nova.edu or by mail at:

Nova Southeastern University
Enrollment Processing Services (EPS)
Attn: H. Wayne Huizenga College of Business and Entrepreneurship
3301 College Avenue
PO Box 299000
Fort Lauderdale-Davie, Florida 33329-9905

3. Other admission documentation may be required, please continue to read below.

International Applicants

To be considered for acceptance into the M.S.R.E.D. program, international applicants must fulfill [additional admission criteria](#).

Admissions FAQ

1. **Are references required?**
References are not required to be admitted to this program but can help strengthen ones application. If an applicant chooses to submit references they should submit two references from credible sources.
2. **What is considered to be "work experience?"**
Work experience means full time employment experiences, preferably in the real estate industry. Experience in finance, sales and marketing, construction, planning, design, development, or law is a plus. A minimum of two years prior work experience is highly desirable and will receive favorable consideration in application review to the M.S.R.E.D. program.
3. **Is the work experience required to be in the real estate industry?**
Not necessarily. Candidates admitted to the M.S.R.E.D. program come from a variety of professional backgrounds and disciplines. The M.S.R.E.D. curriculum is built upon several disciplines, and the scope and dynamic of classroom experience benefits from student diversity.
4. **How are interviews scheduled?**
Candidates will be notified by the Admissions Office when all application requirements other than the interview have been met. If selected for an interview, candidates will be given three specific dates from which to select an interview.
5. **What does the M.S.R.E.D. admissions process seek in an applicant?**
The application process is competitive and based on a thorough review of undergraduate preparation and performance, intellectual vitality, professional promise, work experience, and personal characteristics. Candidates from diverse backgrounds are sought whose past achievements demonstrate creative approaches to addressing professional challenges. Because real estate development is a collaborative and dynamic process, candidates are expected to be innovative and entrepreneurial thinkers.
6. **How do I know that my application has been received and I met all the application requirements?**

Applicants will be notified via email about the status of their application by the M.S.R.E.D. program in the weeks following the application deadline.

7. **Where are application materials such as letters of recommendation and transcripts to be sent?**

When mailing, please send all documents to:

Nova Southeastern University
Enrollment Processing Services (EPS)
ATTN: H. Wayne Huizenga College of Business & Entrepreneurship
3301 College Avenue
P.O. Box 299000
Fort Lauderdale, FL 33329-9905

Scholarships

Welcome to the M.S.R.E.D. Scholarships/Awards section. The purpose of this section is to inform prospective/current students of the various scholarships/awards that are available to them to help them financially to achieve their goals of obtaining an M.S.R.E.D. from Nova Southeastern University. The scholarships sections are broken down into three sections. Scholarships/Awards that are only available to M.S.R.E.D. students, Scholarships/Awards that are available to Huizenga College of Business & Entrepreneurship students and Real Estate Industry Scholarships/Awards that are available to students pursuing a graduate degree in real estate.

* Please note that that these scholarships/awards have been compiled from various sources and in the event that the source page conflicts with the M.S.R.E.D. Scholarship/Awards page the source page will take precedence with eligibility of the scholarship/Awards.

NSU M.S.R.E.D. Scholarships/Awards

Lori & Seth Wise/BBX Scholarship (BSWE)

Scholarship Amount: \$1,000 one-time award

Requirements

- Must be a graduate student currently enrolled at the HSBE pursuing an M.S.R.E.D. degree.
- Graduate GPA of 3.0 on a 4.0 scale
- Demonstration of financial need through FAFSA
- Open to international student (FAFSA not application to international students)
- Deadline is April 1st

Contact the ESS Scholarship Dept at 954-262-3380

HSBE Scholarships/Awards

NSU Alumni Tuition Award

Scholarship Amount: An award amount of \$147.50 per credit from published tuition rates

Requirements

- Graduate students enrolled in business program at the HSBE

- Completed Bachelor's degree at NSU
- Begin master program at HSBE no later than one term after students completed final class for Bachelor's degree
- At least one course every term for the duration of the Master degree
- Maintain good academic standing in graduate program
- Scholarship is awarded every term
- Please submit information to your academic advisor
- Open to international students

Contact Wendy Penha, Admissions & Corporate Relations Representative at penha@nova.edu

Graduate Business Student Tuition Award

Scholarship Amount: Up to \$6,200 toward graduate tuition

Requirements

- Completed [Scholarship Application](#)
- Scholarship will be awarded to first time enrolled HSBE graduate students only
- Scholarship is based on a student's undergraduate performance. Student must have a cumulative GPA of a 3.25 or higher (on a 4.0) scale.
- Submission of the 500 word essay describing how a graduate business degree will be an asset to you both personal and professional
- GMAT or GRE preferred
- Two(2) signed letters of recommendation (1) Personal or Professional and (1) Academic

Contact Wendy Penha, Admissions & Corporate Relations Representative at penha@nova.edu

Real Estate Industry Scholarship Awards

Decisions for these scholarships are made by committee run by each separate organization.

Commercial Real Estate Women (CREW)

[CREW- Miami Real Estate Scholarship \\$1,000-2,500](#)

Pension Real Estate Association (PREA)

[Graduate Student Awards totaling \\$20,000](#)

[Robert A Toigo Foundation totaling \\$10,000](#)

Society of Industrial & Office Realtors

[SIOR Scholarship \\$6,000](#)

Florida Real Estate Commission Education & Research Scholarship

[Graduate Scholarship \\$2,500](#)

Global Diversity Summit

[Graduate Scholarship \\$5,000](#)

Appraisal Institute Education Trust (AIET)

[AIET Graduate Scholarship \\$2,000](#)

[AIET Minorities and Women Education Scholarship \\$1,000](#)

Welcome from the Director

Welcome to NSU's M.S. in Real Estate Development program, a master's level degree offered by the H. Wayne Huizenga College of Business and Entrepreneurship.

Our Real Estate program offers an intensive immersion in the core knowledge and skills required for success and leadership in the real estate industry. The Program is focused on applied real-world learning using South Florida's dynamic urban markets in Miami, Ft. Lauderdale and Palm Beach as laboratories of product innovation, inventiveness in design, financing, sustainability and marketing.

NSU's M.S.R.E.D. graduates offer immediate added value to their current firms or those that hire them. The program's practical approach to learning delivers immediately applicable knowledge and skills. Learning based on real-world experiences, with faculty and advisors who are current leaders in the industry who do for their companies every day what they teach in the classroom or in the field. We offer mentorships from renowned industry leaders, networking with a well-organized real estate alumni association, strong connections and immediate immersion into industry organizations such as ULI, NAIOP, and ICSC.

Courses are taught in Fort Lauderdale and on project sites with their developers. Students are active members of ULI, NAIOP and ICSC where they attend a national ULI Fall Meeting and participate in ULI District Council events as well as NAIOP and ICSC programs. The program seeks to match students with value-added internships that enhance knowledge and skills with hands-on application.

We are committed to assisting students succeed in the industry. The program is structured to provide each student with an Executive Mentor for a one-on-one mentorship. Mentors are senior real estate executives who guide mentees with aspects of their personal and professional development.

NSU graduates typically find positions in real estate finance, investment, asset management, development, and consulting with private firms, institutions and government. The program actively seeks employers for student, graduate and alumni recruiting and communicates extensively about the availability of positions. The Alumni Association is also an invaluable network resource.

Graduates arrive at their companies ready and able to make immediate and meaningful contributions. They share an enthusiasm and understanding for the real estate industry based on their core knowledge and skills demanded by today's challenging markets. Their preparation for, and understanding of, the business makes them valuable additions to their organizations. They are the future real estate industry leaders.

We encourage you to learn more about the M.S. in Real Estate Development Program by contacting me or our admissions office to schedule a visit to meet our faculty and students or sit-in on our classes to see if our program is right for you.

Fred A. Forgey, Ph.D.

Director

fforgey@nova.edu

Advisory Board

MESSAGE FROM THE ADVISORY BOARD CHAIR

NSU's M.S.R.E.D. Advisory Board is committed to advancing the university's real estate education programs and serve as active participants in students educational and career development. The Board is comprised and led by acclaimed national and regional real estate industry leaders who are dedicated to making the program one of the top tier graduate real estate degree programs. It advises the Huizenga College on the content and direction of its Real Estate Program, augments the curriculum content and provides career guidance that produces graduates fully and immediately capable of meeting a variety of professional and leadership roles.

The Advisory Board is comprised of two distinct sets of advisory members; the Statewide Advisory Board and the National Advisory Board. Although serving similar roles each board provides the program with distinctly different perspectives - one regional and the other national - to assist the program in attracting and serving students. Both advisory boards support the program with mentorships, real life experiences and access to jobs that successfully transition students to industry.

As industry leaders, board members present seminars discussing important current issues and innovative developments in their fields, as well as provide topical in-field case studies where students can learn and see a diversity of product types first-hand.

Board Members serve as year-long executive mentors to guide and assist students with career advice, help with networking, interviewing and job search skills. Both boards work to provide regional and national job placement assistance, with exceptional results.

As Chairman of both the *Advisory Steering Committee* and the *National Advisory Board*, I want to assure all past, current and future students that both boards are dedicated to the success of Nova Southeastern University's Master of Science in Real Estate Development Program.

Our Boards are comprised of successful, experienced professionals from all segments of the real estate industry. These dedicated members draw from their industry experience to provide the Program and its curriculum with overview and guidance. Students have exceptional opportunities to interact and network with board members in the classroom, at industry trade events, during field visits to various real estate projects and on an individual basis as part of the executive mentorship program.

We view the program as a special venue for the development of tomorrow's real estate industry leaders. Graduates clearly understand the personal ethics and professionalism required to become industry leaders. Whether selecting a road of entrepreneurship or a role as a corporate executive, NSU's M.S.R.E.D. program provides graduates with the essential tools and skills necessary to achieve life-long successes.

Sincerely,



Anthony J. Trella

ADVISORY BOARD DESCRIPTION

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ADVISORY BOARD COMMITTEE

Advisory Steering Committee

- Chair Anthony J. Trella*
- Vice Chair Mark Peterson*
- Gene Berman*
- Gloria Fernandez
- Fred Forgey
- Kona A. Gray
- Steven Guasch
- Jesse Holshouser
- Jessica E. Joly
- Glen Mowatt
- Debbie Orshefsky*
- Craig S. Perry
- Harry Posin*
- Andrew Remick
- John N. Ropes
- Pike Rowley
- Kenneth Stiles
- Eric D. Swanson
- Patricia Werhahn
- Ken Wurtenberger

* Also a member of the National Advisory Board

National Advisory Board

- Merrie Frankel
- Teri Frankiewicz
- Lewis Goodkin
- James Motta