**MSRED FAST FACTS**

- 25–30 men and women; average age of 31
- Geographically diverse, 30–60% international
- Diverse professional backgrounds
- 1-year real estate focused program with a 16 month option
- Cambridge & Boston: outstanding educational, social and cultural environments
- MIT reputation and education
- Take courses throughout MIT and Harvard University

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**Our Potential Candidates Have**

- Substantial real estate-related work experience (3 years minimum preferred)
- Well-focused career objectives
- Course work in micro-economics and accounting (applicants may be admitted provisionally without this coursework)

**Our Admissions Timeline + Process**

- Online application opens September 1
- Application deadline is January 15
- Applications are evaluated by a committee of faculty
- The Admission Committee meets in early March to select the class
- Decision letters are mailed in mid March

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**A Complete Application Consists of**

- Online MIT graduate application and supporting forms. Apply online at mitcre.mit.edu/masters-program/admissions/application
- Three letters of recommendation
- Official copies of college/university transcripts
- A current (within 5 years) GMAT/GRE score (average GMAT is 700, GRE 160)
- A current TOEFL(100+)/IELTS (7.5+) for international applications
- A statement of objectives
- Application fee of $75
- Resume

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**Estimated Costs**

- Tuition for 2017-2018 is $72,644 (fall, spring, and summer terms)
- Estimated living costs for a single student are approximately $18,000+
- Fellow Programs and Fellowships are available

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**THE MASTER’S DEGREE PROGRAM AT THE MIT CENTER FOR REAL ESTATE OFFERS THOSE IN THE REAL ESTATE PROFESSION AN UNPARALLELED EDUCATIONAL OPPORTUNITY.**

**Young Leaders Candidates**

- Are exceptionally accomplished academically and often professionally
- Focused career aspirations
- Coursework in microeconomics and accounting (applicants may be admitted provisionally without this coursework)
- 2 Academic and 1 professional recommendation is required
- Indicate your candidacy for the Young Leaders Program in your Statement of Objectives
MSRED CORE COURSES

FALL

Real Estate Economics
Professor Emeritus William Wheaton
Focuses on developing an understanding of the economic factors that shape and influence the markets for real property. Includes an analysis of housing as well as commercial real estate. Covers demographic analysis, regional growth, construction cycles, urban land markets and location theory. Exercises and modeling techniques for measuring and predicting property demand, supply, vacancy and prices.

Real Estate Finance and Investment
Professor David Geltner
Concepts and techniques for analyzing financial decisions in property development and investment. Topics include basic real estate economics and investment performance measurement, leasing and property income streams, pro forma analysis, basics of equity and debt valuation, income tax and leverage considerations and mortgages. First of a two-course sequence: This course focuses on basic topics and the micro-level (individual properties and deals).

Real Estate Products Development
Lecturer Jen Cooke
This course examines the fundamentals of real estate development products, including residential, hotel, office, R&D/lab, and retail uses. Faculty lectures will be combined with guest presentations and field trips to local case study projects. The class is a core requirement for MSRED candidates and is designed to prepare you for the spring Real Estate Development Studio.

Real Estate Building Systems
Lecturer Yanni Tsipis
This seminar provides students with a concise overview of the range of building systems that are encountered in professional commercial real estate development practice in the USA. The course focuses on the relationship between real estate product types, building systems and the factors that real estate development professionals must consider when evaluating these products and systems for a specific development project. The course surveys commercial building technology including Foundation, Structural, MEP/FP, Envelope, and Interiors systems and analyzes the factors that lead development professionals to select specific systems for specific product types. One or more field trips to active construction sites may be scheduled.

Required Elective Course
One elective course is required in the fall semester. Students must choose one of the following courses:

- Real Estate Ventures I: Negotiating Development—Phase Agreements (12 Units)
- Introduction to Urban Design and Development (12 Units)
• Leadership in Real Estate (6 Units)
• Entrepreneurship in Construction and Real Estate Development (6 Units)
• Financial Decision Making in Real Estate and Other Markets (9 Units)

**SPRING**

**Real Estate Development Studio: Complex Urban Projects**  
Professor Dennis Frenchman & Lecturer Kairos Shen  
Focuses on development programming, design and the integration of marketing and finance with physical planning. Studio projects are interspersed with lectures, field trips and short sketch problems. This course offers students a perspective on the role of the architectural designer in the development process.

**Real Estate Capital Markets**  
Professor David Geltner  
Introduces real estate capital markets for institutional investors. Topics include real estate investment trusts (REIT), commercial mortgage-backed securities (CMBS), and private equity. Concepts and techniques for investment analysis include portfolio theory and equilibrium asset pricing. Additional topics may include price indexing and derivatives.

**Thesis Preparation Course**  
Helps prepare students for the rigors of writing a masters thesis. Type, development, structure and requirements of an MIT thesis are discussed. Students are expected to complete a number of assignments in preparation for the thesis, including a thesis proposal.

**Required Elective Course**  
Two elective courses are required for the spring (minimum of 24 credits), at least 15 units of which must come from the list below:

• Real Estate Ventures II: Negotiating Leases, Financings and Restructurings (12 Units)
• International Housing Economics and Finance (9 Units)
• Mortgage Securitization and other Assets (9 Units)
• Tools for Analysis: Design for Real Estate and Infrastructure Development (6 Units)
• Innovative Project Delivery (6 Units)
• Urban Design Seminar (9 Units)
• DesignX Accelerator (12 units)
• Mixed-Income Housing and Development (9 Units)

**SUMMER**

**Thesis**  
Although the thesis requirement is typically completed during the Summer term, students can defer completing the thesis to the following Fall term.
CAREER DEVELOPMENT

With more than a 1,000-member community of alumni professionals in real estate, the MIT CRE has abundant opportunities for engagement between students and industry professionals. As an integrative practice, the CRE welcomes the professional community to campus for special presentations, to serve as guest lecturers and in panel discussions. Even more, through both our experiential learning model and professional networking sessions, students gain a competitive advantage and valuable insight into career building opportunities.

Experiential Learning

CRE, through its professional partnerships, has a robust program offering of quality experiential learning opportunities. Graduate student participate in experiential learning in the following three forms.

- Winter externships; short term, fulltime work assignments, typically lasting 4-weeks beginning in January of each academic year during the Independent Activities Period
- Summer internships; fulltime work assignments, typically lasting 8-10 weeks, starting in June of each academic year
- Project-based learning; an increasingly popular practice used by colleges and universities in partnership with business professionals to expose students to actual industry-related work projects

Project-based learning is offered on a limited basis to students, as presented by industry partners.

Professional Networking

The CRE bridges theoretical concepts with industry practices by inviting professionals to visit the campus in high-quality, interactive presentations and networking opportunities. Our goal is to provide degree candidates and students in our professional education program with valuable career development resources and opportunities to increase their competitive advantage.

A sampling of professional networking opportunities offered by CRE:

- Annual real estate career conference
- Industry presentations across the real estate platform
- Improvement workshops sponsored by MIT Global Education & Career Development
- Access to CRE alums through the Alumni Association of the Center for Real Estate (AACRE)
- Professional promotion through the class resume book
- Employer-in-Residence

Contact Us

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Career Development

For information about Career Development programming and opportunities, please contact:

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