VISIT THE ULI BOOKSTORE AT **BOOKSTORE.ULI.ORG**

ULI COLLEGE TEXTBOOKS CATALOG

- REAL ESTATE DEVELOPMENT
- URBAN PLANNING
- FINANCE
- ARCHITECTURE

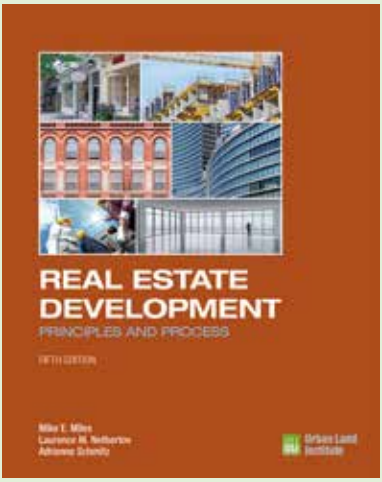
Urban Land Institute

uli.org

Real Estate Development: Principles and Process

FIFTH EDITION

Mike E. Miles, Laurence M. Netherton, Adrienne Schmitz



Since the first edition was published in 1991, *Real Estate Development: Principles and Process* has been one of ULI's most widely-distributed publications worldwide. Based on an eight-stage model, this book will help you explain the nuts and bolts of real estate—everything from idea inception, feasibility, contracts, and construction through asset and portfolio management. This is a solid reference book for real estate development students, as well as students of urban planning, architecture, and finance who will work with real estate developers.

Available in eBook formats.

- *June 2015/390 page/hardcover/B&W/ISBN 9780874203431*
- *$124.95*

Highlights of the Fifth Edition:

- **New comprehensive finance chapter** covering where the money comes from, how to do financial calculations relevant to development, and interpret results.
- **Updated profiles** of developers and other professionals in real estate development.
- **Streamlined language and consolidated chapters** making the text more readable and useful.
- **Updated information** reflecting the changing global economy and the way real estate practice has evolved
- **Two New Case Studies:**
  - ▷ Shortbread Lofts: Student housing development in Chapel Hill, North Carolina.
  - ▷ Irvine Tech Center: Business Park Development in Irvine, CA.

VISIT **BOOKSTORE.ULI.ORG** TO REQUEST A DESK COPY

PART 1: INTRODUCTION

Chapter 1: Introduction to the Real Estate Development Process

Defining Real Estate Development
The Eight-Stage Model
Characterizing Developers
Reputation of the Industry
The Development Team
The Public Sector
Market and Feasibility Studies
Design
Evolutionary Changes

Chapter 2: The Raw Material: Land and Demographics in the United States

Population Growth
Employment Growth and Economic Cycles
Land Supply
Real Estate, GDP, Wealth, and Employment

Chapter 3: Developers and Their Partners

The Major Players
Property Types

PART 2: THE HISTORY OF REAL ESTATE DEVELOPMENT IN THE UNITED STATES

Chapter 4: The Colonial Period to the Late 1800s

Land Subdivision and the Growth of Cities
The Role of Railroads

Chapter 5: The Late 1800s to World War II

The Great Depression
World War II
Housing after the Great Depression

Chapter 6: The Modern Era: World War II to the Present

Suburbanization and the Postwar Boom
The Urban Crisis
Downtown Revivals
Planned Communities
Edge Cities
The Cyclical Nature of Real Estate
Planning Movements

PART 3: THE PUBLIC INTEREST

Chapter 7: The Role of the Regulatory Sector

The Allocation of Power
Property Rights and Entitlements
Local and State-Mandated Regulation
Federal Regulation
Packaging the Entitlements
The Importance of Negotiation

Chapter 8: Decision Makers and Stakeholders

Managing Change
Public Outreach
Planning Theory and Entitlements
Public/Private Partnerships
Practical Problems and Policy Issues
Sports Facilities

PART 4: IDEAS

Chapter 9: Stage One of the Development Process: Idea Inception

The Back-of-the-Envelope Pro Forma
Idea Inception in the Corporate Context
Techniques for Generating Ideas

PART 5: FINANCING THE PROJECT

Chapter 10: Real Estate Finance—Background

Space Market and Capital Markets
Expected Rate of Return
Risk Premium
Capital Market Segments
Real Estate Cycles
The Real Estate Finance Process
Regulatory Changes Resulting from the Great Recession

Chapter 11: Real Estate Finance—The Basic Tools

The Components of Net Operating Income
Property Cash Flow
Estimating Value Using Cap Rates
Capital Structure
Industry Tools for Project Underwriting

PART 6: PROVING THE CONCEPT

Chapter 12: Stage Two: Idea Refinement

Governments and Competitors
Urban Growth Models
Choosing the Site
Negotiating for the Site
Financial Feasibility

Chapter 13: Stage 3: The Feasibility Study

Feasibility Studies
Entitlements and Other Government Considerations

PART 7: MAKING IT HAPPEN

Chapter 14: Stages Four and Five: Contract Negotiation and Formal Commitment

Decisions About Financing
Working Environmental Reviews into Contract Negotiations
Design and Contractors
Major Tenants
Signing Contracts and Initiating Construction

Chapter 15: Stage Six: Construction

The Major Players
Building the Structure
Leasing Space and Building Out Tenant Space
Landscaping and Exterior Construction

Chapter 16: Marketing, Sales, and Leasing

The Promotional (Soft) Side of Marketing
The Contractual (Hard) Side of Marketing

Chapter 17: Stage Eight: Property, Asset, and Portfolio Management

The Enterprise Concept
The Real Estate Management Triad
Transitioning from Development to Operations
Strategic Planning
The Corporate Real Estate Director
The Influence of the Public Sector
Globalization and Real Estate

Chapter 18: Preparing for the Future

Learning From the Past
Trends and Issues
Eternal Issues for Real Estate Developers

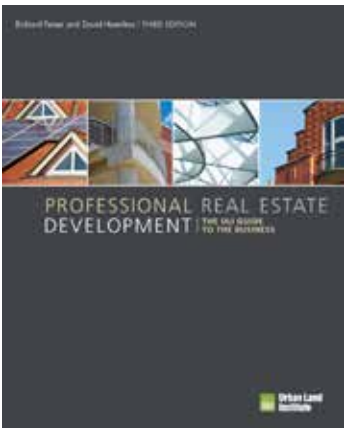
Professional Real Estate Development

The ULI Guide to the Business

THIRD EDITION

Richard B. Peiser and
David Hamilton

Thoroughly updated, the third edition of *Professional Real Estate Development* is an ideal resource to help you explain the nuts and bolts of the real estate development industry to your students. The book describes the details of land development and how to develop and manage four types of real estate products: residential, office, industrial, and retail uses. Focusing on small-scale projects, the authors offer practical methods for developing each major type of real estate, covering feasibility analysis, design and construction, financing, marketing, and management. Photos, diagrams, spreadsheets, and case studies provide examples of actual projects and how the process works. Information is specific and detailed, with costs, rents, and financing information included by product type.



Available in eBook formats.

2012/400 pages/hardcover/B&W/
ISBN 9780874201635

• $99.95

CONTENTS

1. INTRODUCTION: What Is a Developer? • The Book's Approach and Objectives • Requirements for Success • Paths for Entering the Development Field • Finding the First Deal • A Use Looking for a Site • A Site Looking for a Use • Improving the Chances of Successful Development • Managing the Development Process • Real Estate Cycles • Getting Started • Stages of Development • Conclusion

2. ORGANIZING FOR DEVELOPMENT: The Firm's Organization and Management • Forming Partnerships • Organizational Life Cycles • Organizational Structure • Compensation • Strategic Planning • Choosing Consultants and Contractors • Locating a Consultant • Selecting a Consultant • Rates • Working with Consultants • The Design/Construction Team • Architects • Landscape Architects • Land Planners • Engineers • Soils Engineers • Environmental Consultants • Surveyors • Parking Consultants • Asbestos Abatement Professionals • Construction Contractors • Real Estate Service Firms • Market Consultants • Appraisers • Attorneys • Title Companies • Surety Companies

HIGHLIGHTS OF THE THIRD EDITION

- **PRESENTS** the real estate development industry through the lens of a post–financial crisis economic environment.
- **NEW INFORMATION** on the increasing importance of sustainability and related certification programs.
- **ALL-NEW CASE STUDIES** and examples.
- **EXTENSIVE DISCUSSIONS** on the financial meltdown of 2007–2010 and the implications for real estate development.
- **A COMPLIMENTARY WEBSITE** featuring spreadsheets included.

VISIT **BOOKSTORE.ULI.ORG** TO REQUEST A DESK COPY

• Brokers/Leasing Agents • Public Relations/ Advertising Agencies • Property Management • Lenders • Working with Lenders • Sources of Financing for Real Estate Projects • Conclusion

3. **LAND DEVELOPMENT:** Overview • Subdividing Land • Land Development versus Building Development • Project Feasibility • Market Analysis before Site Selection • Site Selection and Acquisition • Market Analysis after Site Selection • Regulatory Process • Financial Feasibility Analysis • Design and Site Planning • Evolution of Subdivision Design • Sensitivity to Design Issues • Cluster Development, New Urbanist Plans, and PUDs • Site Planning Process • Site Information • Streets and Street Hierarchy • Site Engineering • Platting • Higher Densities • Financing • Obtaining Financing • Joint Ventures • Construction • Marketing • Marketing to Homebuilders • Marketing Larger Parcels • Direct Marketing to the Public • Merchandising and Advertising • Internet and Interstate Marketing • Development Maintenance after Completion • Protective Covenants • Community and Condominium Associations • General Advice • Conclusion

4. **MULTIFAMILY RESIDENTIAL DEVELOPMENT** • Project Feasibility • Market Analysis • Site Selection • Financial Feasibility Analysis • Design • Unit Mix • Site Design • Exterior Design • Interior Design • Design Issues • Design Process • Financing • Construction Loans • Permanent Financing • Financing Issues • Government Programs and Working with Nonprofit Organizations • Construction • Managing and Scheduling the Job • Inspections • Subcontractors and Draws • Insurance • Marketing • Developing a Market Strategy • Public Relations • Advertising • Operations and Management • Hiring Staff • Turnover • Selling the Property • Conclusion

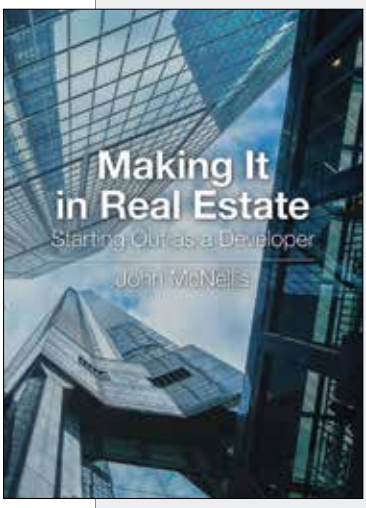
5. **OFFICE DEVELOPMENT:** Overview • Categorizing Office Development • Trends in Office Building Development • Project Feasibility • Market Analysis • Site Selection • Regulatory Issues • Financial Feasibility • Design and Construction • General Principles • Site Planning • Exterior Design • Interior Design • Tenant Leasehold Improvements • Pitfalls and Suggestions • Financing • Construction Loans • Permanent Loans • Lease Requirements • Mortgage Options • Standby and Forward Commitments • Equity • Marketing and Leasing • Marketing Strategy • Brokers • Types of Leases • Lease Rates and Terms • Operations and Management • Budgeting and Accounting • Keeping Tenants Satisfied • Selling the Completed Project • Conclusion

6. **INDUSTRIAL DEVELOPMENT:** Overview • Product Types • Building Categories • Categories of Business Parks • Rehabilitation and Adaptive Use • Project Feasibility • Market Analysis before Site Selection • Site Selection • Market Analysis after Site Selection • Regulatory Issues • Financial Feasibility • Design and Construction • Site Design • Building Design and Construction • General Advice • Financing • Construction and Permanent Loans • Equity Structure • Dealing with Institutional Investors • Joint Venture Deal Points • Negotiating Risk • Marketing • Marketing Strategy • Marketing Materials • Brokers • Leasing • Property Management • Stage 1: Development • Stage 2: Lease-Up • Stage 3: Stabilized Operations • Selling the Project • Conclusion

7. **RETAIL DEVELOPMENT:** Overview • Standard Shopping Center Categories • Specialty Centers • Project Feasibility • Market Analysis • Site Selection • Regulatory Issues • Financial Feasibility • Design and Construction • Site Plan and Building Configuration • Parking, Circulation, and Access • Site Engineering and Landscaping • Outparcel Development • Building Structure and Shell • Interior Design • Construction • Financing • Marketing • Leasing • The Lease • Organizing the Leasing Program • Postconstruction Marketing and Promotion • Operations and Management • Management Approaches • Security • Financial Records and Control • Maintenance and Housekeeping • Conclusion

8. **TRENDS AND ISSUES:** Looking at the Past and to the Future • Changing Market Factors • Industry Restructuring in the 1990s • The Crisis of 2008–2009 • The Demise of Small Developers? • Financing • Paying for Infrastructure • Regulatory Changes and The Erosion of Development Rights • The Technological Revolution • Trends • New Demographics • Changing Lifestyles • Cities versus Suburbs • Development Issues • Smart Growth • Place Making • Environmental Concerns • The Need for Open Space • Transportation and Congestion • Social Responsibility • The Developer's Public Image • Gaining Community Support • Personal Integrity • Conclusion

APPENDIXES



Making it in Real Estate: Starting Out as a Developer

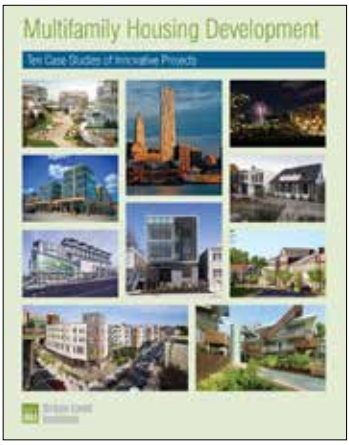
John MCNellis

What does it take to be a successful real estate developer? Author John McNellis tells you how, sharing practical tips and advice from his wealth of experience over 35 years in real estate development. Like meeting with a mentor over coffee, McNellis entertains with witty anecdotes, and wisdom on how to take advantage of opportunities and avoid pitfalls. Offering humorous insights, the book covers the ins and outs of how to get financing, working with architects, brokers, and other professionals, how to make a good deal, and win approval for your project.

October 2016/ISBN 978-0874203837

• $19.95

Real World Case Studies

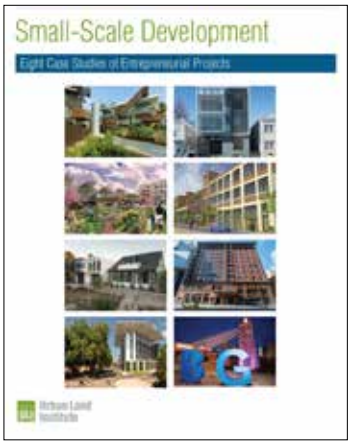


Multifamily Housing Development: Ten Case Studies of Innovative Projects

Dean Schwanke

November 2016/ISBN 9780874203844

eBook: $59.99



Small-Scale Development: Eight Case Studies of Entrepreneurial Projects

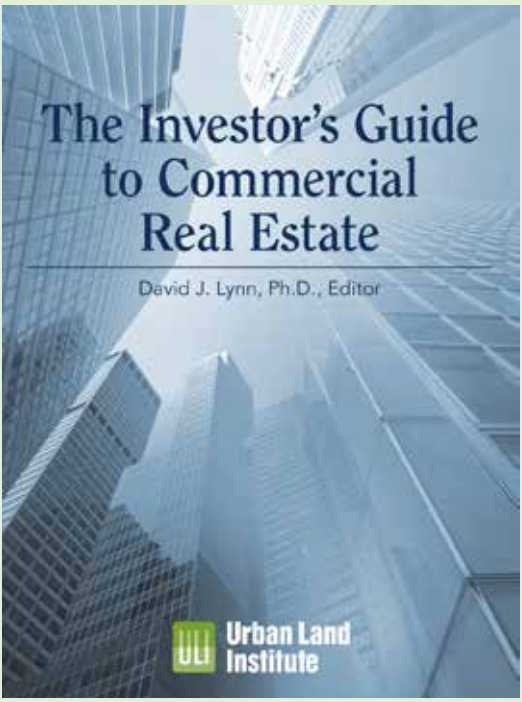
Dean Schwanke

September 2016/ISBN 9780874203790

eBook: $59.99

The Investor's Guide to Commercial Real Estate

Edited By David J. Lynn, Ph.D.



Take a deep dive into commercial real estate and its multiple components and investment options in *The Investor's Guide to Commercial Real Estate*. Commercial real estate has increasingly become an attractive asset class for institutional investors because of its high cash flow stream, diversification benefits, and potential to hedge inflation. This book breaks down the various ways to invest in real estate and how each method varies greatly in terms of their key drivers and their risk/return profile. Written by noted professionals and academics in the field, this detailed book filled with colored graphs and charts provides an invaluable resource for investors entering the world of commercial real estate investment as well as for students on all levels who want to learn about the field.

October 2014/380 pages/paperback/color/ISBN 9780874203493

• $124.95

Pedestrian- and Transit-Oriented Design

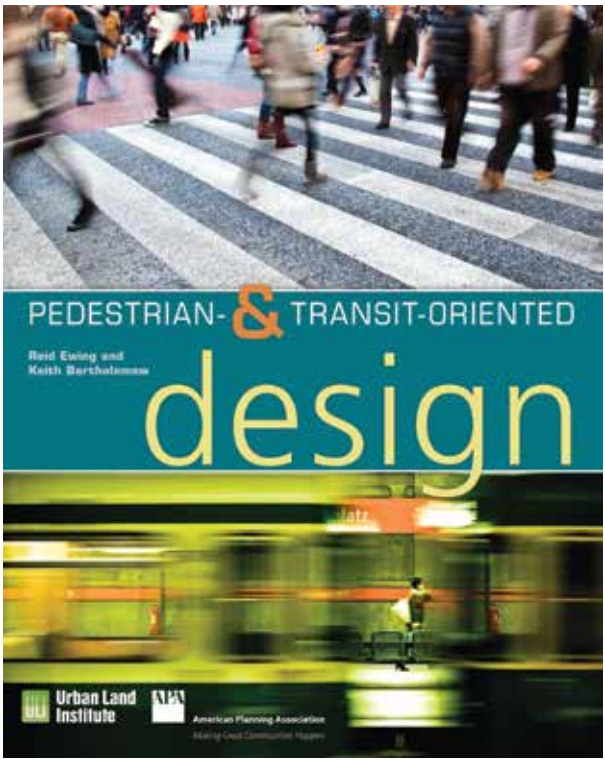
Reid Ewing
Keith Bartholomew

Written by noted experts on pedestrian design and planning, this book is an ideal resource to help you explain to your students how to design and develop places that are more conducive to pedestrian activity and transit use. It explains the nuts and bolts of how to design public places that accommodate the needs of pedestrians and transit users. It is organized around checklists of 28 prioritized features that should be considered when planning for pedestrians: essential features, highly desirable features, and features worth having but not essential. Richly illustrated with hundreds of photographs and diagrams, the book demonstrates the right and wrong ways that cities have planned sidewalks, street crossings, and transit stops, as well as the overall streetscape. Highlighted throughout the book are examples of zoning codes from localities across the United States that help encourage creation of better places for pedestrians.

2013/118 pages/paperback/color/ISBN 9780874202014

• $59.95

Available in eBook formats.



VISIT **BOOKSTORE.ULI.ORG** TO REQUEST A DESK COPY

CONTENTS

FOREWORD • Janette Sadik-Khan, Commissioner, New York City Department of Transportation and President, National Association of City Transportation Officials.

1. INTRODUCTION

- Demand for Walkable, Transit-Oriented Development
- Even More So in the Future
- The Market Begins to Respond
- Resources and Appendixes

2. URBAN DESIGN QUALITIES

- Imageability
- Enclosure
- Human Scale
- Transparency
- Complexity
- Coherence
- Legibility
- Linkage
- Conclusion

3. CHECKLIST OF ESSENTIAL FEATURES

- Medium-to-High Densities
- Fine-Grained Mix of Land Uses
- Short- to Medium-Length Blocks
- Transit Routes Every Half Mile or Closer
- Two- to Four-Lane Streets (with Rare Exceptions)
- Continuous Sidewalks Appropriately Scaled
- Safe Crossings
- Appropriate Buffering from Traffic
- Street-Oriented Buildings
- Comfortable and Safe Places to Wait

4. CHECKLIST OF HIGHLY DESIRABLE FEATURES

- Supportive Commercial Uses
- Grid-Like Street Networks
- Traffic Calming
- Closely Spaced Shade Trees
- Little Dead Space
- Nearby Parks and Other Public Spaces
- Small-Scale Buildings (or Articulated Larger Ones)
- Pedestrian-Scale Lighting
- Attractive Transit Facilities

5. CHECKLIST OF WORTHWHILE ADDITIONS

- Landmarks
- Street Walls
- Functional Street Furniture
- Coherent, Small-Scale Signage
- Special Pavement
- Public Art
- Water Features
- Outdoor Dining
- Underground Utilities

6. CONCLUSION

References

APPENDIXES

HIGHLIGHTS

▷ **EVIDENCE-BASED** recommendations for pedestrian- and transit-oriented design.

▷ **BREAKS DOWN COMPLEX CONCEPTS** into bite-size pieces.

▷ **PROVIDES LOCAL CODE EXAMPLES** for pedestrian-oriented policies.

▷ **PROVIDES AN ORDER OF PRIORITY** for design features: essential, highly desirable, and worthwhile, but not essential.

▷ **PACKED** with high-quality, color photos and diagrams.

▷ **WEBSITE** with appendixes available.

Finance for Real Estate Development

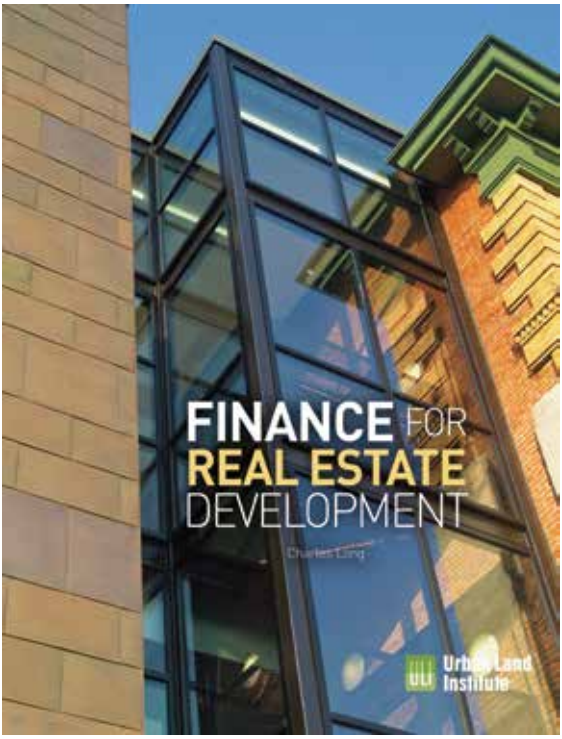
Charles Long

This real estate finance textbook, written by a seasoned practitioner, offers practical information that a future professional in the real estate development industry needs to know. The book lays out the basics of finance and land valuation as the foundation for successful development. Covering each stage of the development process, it explains how finances drive a project and how each decision at each juncture plays a role in ultimately achieving financial viability. An ideal textbook for graduate real estate development programs and related studies such as real estate law, finance, architecture, and planning, this book will teach your students the complexities developers face and how to reconcile conflicting elements to ultimately achieve a successful project. Concise, relevant, real-world examples are interwoven to explain the principles necessary to effectively manage a project in today's challenging financial landscape.

2011/216 pages/hardcover/B&W/ISBN 9780874201574

- $94.95

Available in eBook formats.



CONTENTS

1. THE DEVELOPMENT PROCESS
- Real Estate Overview
- The Development Process and Risk
- Stages of Development
- Four Dimensions of Successful Development
- Skills of a Successful Developer
- Development Sectors
- Customer Issues
- Return, Absorption, and Risk
- Case Study

2. THE BASICS OF REAL ESTATE FINANCE
- Basic Debt and Equity Structure
- Project Valuation
- Capitalization Rates
- Measuring Project Return
- Financial Structuring for a Hypothetical Project

3. LAND VALUATION FOR ACQUISITION
- Determining a Valid Hurdle Rate for Evaluating Project Viability
- Calculating the Supported Investment and Residual Land Value
- Disciplined Acquisition: Site Selection, Negotiation, and Due Diligence
- Example: Simple Pro Forma for a Mixed-Use Project

4. TASK MANAGEMENT AND BUDGETING
- Task Management to Achieve Financial Viability
- Task Funding
- Example: Sources of Funds and Their Application to Development Tasks

5. CAPITAL MARKETS FOR REAL ESTATE
- Capital Market Conditions
- Capital Sources
- Fiduciary Principles
- Investment Strategies
- Property Characteristics
- Capital Markets and the Risk-Reward Evaluation

6. OBTAINING FINANCING FOR DEVELOPMENT
- Market Conditions
- Connecting with Capital Sources
- Presenting to Financing Sources
- Conclusion

7. THE DEVELOPMENT ENTITY, JOINT VENTURES, AND THE FINANCING STRUCTURE
- Real Estate Entities
- Elements of a Joint Venture
- Profit Distribution to the Development Entity
- Example: Profit Distribution within a Development Entity

8. MANAGING THE ENTITLEMENT PROCESS FOR FINANCIAL VIABILITY
- Mapping the Process
- Managing Project Economics during Entitlement
- Managing the Process
- Conclusion

9. PUBLIC/PRIVATE PARTNERSHIPS
- Application
- Community Preparation
- How Communities and Developers Work Together
- Public/Private Financing Tools
- Deal Standards

10. HOW DEVELOPERS GET CAPITAL
- Getting Started
- Building Relationships
- Skills for Acquiring Capital in the 2010s

BIOGRAPHIES OF INTERVIEWEES

GLOSSARY

INDEX

Real Estate Market Analysis

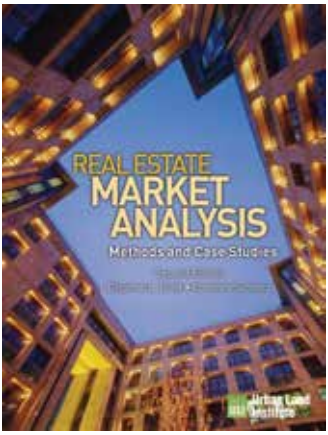
Methods and Case Studies

SECOND EDITION

Deborah L. Brett
Adrienne Schmitz

Now thoroughly updated, the second edition maintains the same focus as the original: providing practical how-to information on analyzing real estate markets. Introduce your students to the tools they will need to evaluate trends and understand the key factors affecting real estate markets. This book explains how to get started, where to get information, and how to apply the basic techniques to a variety of development types.

Available in eBook formats.



2009/271pages/paperback/B&W
ISBN 9780874201369

• $99.95

TOPICS COVERED INCLUDE:

• how to define market or trade areas • how to find, organize, and present economic and demographic data • the importance of field work • using consumer surveys • how to evaluate marketwide supply/demand balance • information needed from competitive properties, existing and proposed.

HIGHLIGHTS OF THE SECOND EDITION

▷ **EXTENSIVE** (and updated) discussion of product types and development trends for residential, commercial, and industrial uses.

▷ **NEW** information on statistics and analysis available from government agencies, trade and professional associations, real estate companies, and private vendors.

▷ **ALL-NEW** tables and graphics illustrating ways to present information on supply and demand.

▷ **NINE** new case studies covering a wide variety of land uses, geographic regions, and methods of analysis. Case studies are condensed versions of actual market studies, covering new construction and acquisition of existing properties.

▷ **A NEW** webliography feature, listing up-to-date sources of information available on the internet.

VISIT **BOOKSTORE.ULI.ORG** TO REQUEST A DESK COPY

CONTENTS

1. UNDERSTANDING REAL ESTATE MARKET ANALYSIS
- What Is Real Estate Market Analysis?
- Why Do a Market Analysis?
- How Does Market Analysis Fit Into the Development Process?
- Who Uses Market Analysis?
- Who Does Market Analyses?
- Factors Affecting the Cost of a Market Study
- Summary and Book Outline

2. BASIC APPROACH TO REAL ESTATE MARKET STUDIES
- Describing the Regional or Metropolitan Setting
- Defining the Market Area
- Demand Analysis
- Supply Analysis
- Reconciling Demand and Supply Recommendations
- The Importance of Illustrations
- Providing an Executive Summary

3. ANALYZING DEMAND AND SUPPLY
- Economic Indicators
- Documenting Historical Supply Trends and Current Conditions
- The Importance of Fieldwork
- Documenting Historical and Future Construction Activity
- Presenting Findings

4. RESIDENTIAL
- Product and Community Types
- Characteristics of Single-Family Homes
- Characteristics of Units in Multifamily Buildings
- Housing Tenure
- Demographic Trends Affecting U.S. Housing Markets
- Preparing a Housing Market Study
- Recommendations and Monitoring
- Data Sources
- Overview of Case Studies
  - CASE STUDIES: Mixed-Income For-Sale Townhouses: Mount Ephraim, New Jersey
  - Rental Apartments: Alameda, California
  - Second-Home Resort Development: Costa Rica

5. RETAIL
- Retail Sectors
- Why Do a Retail Market Study?
- Trends in Shopping and Spending
- Types of Shopping Centers
- Trends in Shopping Center Supply and New Construction
- Preparing a Retail Market Study
- Putting It All Together
- Data Sources
- Overview of Case Studies
  - CASE STUDIES: Retail Center: Fremont, California
  - Downtown Retail: Tennessee City

6. OFFICE AND INDUSTRIAL
- Characteristics of Office Buildings
- Characteristics of Industrial and Warehouse Buildings
- Using Office and Industrial Market Studies
- Preparing an Office or Industrial Market Study
- Putting It All Together
- Data Sources
- Overview of Case Studies
  - CASE STUDIES: Trophy Office Building: Rosslyn, Virginia
  - Warehouse: Minneapolis, Minnesota

7. HOTELS AND RESORTS
- Hotels as Real Estate
- Product Types
- Preparing the Market Study
- Data Sources
- Overview of Case Study
  - CASE STUDY: New Hotel: Downtown Austin, Texas

8. MIXED USE
- Background
- Analyzing Market Potential of Mixed-Use Projects
- Overview of Case Study
  - CASE STUDY: Mixed-Use: Uptown Park Ridge, Illinois

APPENDIXES
- Webliography
- Glossary

ULI's Real Estate Development Handbooks

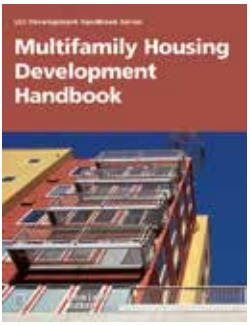
Highly regarded for comprehensiveness and quality, ULI's development handbooks provide real estate professionals with practical advice and authoritative information on development processes. All of ULI's development handbooks are rich with color photos, examples, case studies and include real-life experiences and strategies of seasoned developers, planners, and architects. These handbooks are ideal for real estate development students, as well as students of urban planning, architecture, and finance that would like delve deeper into a specific development type.

Mixed-Use Development Handbook

SECOND EDITION
Dean Schwanke et al.

2003/414 Pages/Hardcover/Color
ISBN 9780874208887

• $112.95



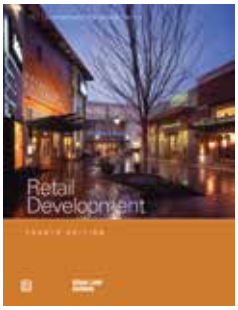
Multifamily Housing Development Handbook

FIRST EDITION
Adrienne Schmitz et al.

Available in eBook formats.

2000/367 Pages/Hardcover/Color
ISBN 9780874208696

• $112.95



Retail Development

FOURTH EDITION

Anita Kramer et al.

Available in eBook formats.

2008/400 Pages/Hardcover/Color/ISBN 9780874209792

• $112.95

Resort Development

SECOND EDITION

Urban Land Institute

Available in eBook formats.

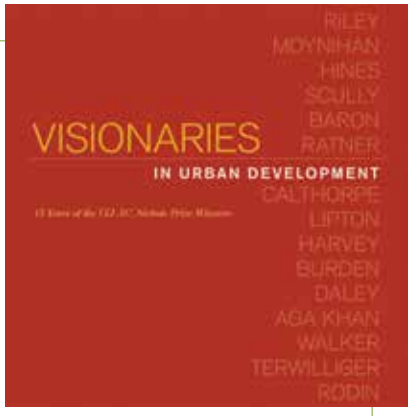
2008/400 Pages/Hardcover/Color/ISBN 9780874200997

• $112.95

Visionaries in Urban Development

15 Years of the ULI J.C. Nichols Prize Winners

Trish Riggs et al.



November 2014/152 pages/Hardcover/Color/ISBN 9780874203486

• $59.95

For each of the past 15 years, the prestigious J.C. Nichols Prize for Visionaries in Urban Development has recognized an individual whose career demonstrated a commitment to the highest standards of responsible urban development. While each laureate's areas of expertise varies—from urban planning, design, and development, to teaching and governing—all are driven a deep and passionate belief in the value of cities and the knowledge that great cities are made not of bricks and mortar, but of experiences and civic pride. This book tells the story of each of these 15 visionary leaders and profiles their contributions to the built environment at the time of receiving the prize as well as what they have accomplished since and the legacies they have left.

Featured Visionaries Include

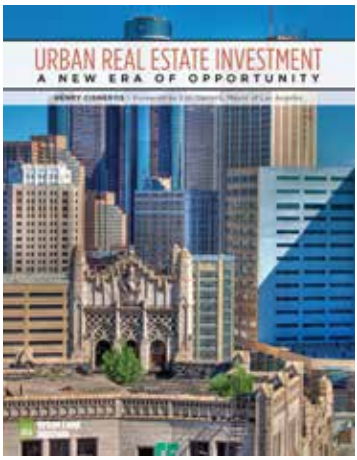
• Joseph P. Riley, Jr. • Daniel Patrick Moynihan • Gerald D. Hines • Vincent Scully • Richard Baron • Albert Ratner • Peter Calthorpe • Sir Stuart Lipton • F. Barton Harvey • Amanda M. Burden • Richard M. Daley • The Aga Khan IV • Peter Walker • J. Ronald Terwilliger • Dr. Judith Rodin.

Urban Real Estate Investment: A New Era of Opportunity

Henry Cisneros

Foreword By Eric Garcetti, Mayor of Los Angeles

Written by former HUD Secretary Henry Cisneros, this new book explains America's urban renaissance and establishes a framework in which to understand and capitalize on the range of real estate opportunities available in cities across the country. It provides students with the big picture view of urban America and identifies areas where there is potential real estate investment. Filled with color images, charts, and detailed case studies, this book is ideal for students in real estate development, finance, urban planning, and design programs.

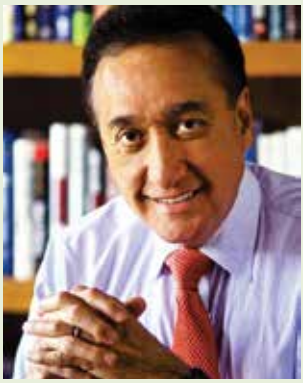


Available in eBook formats.

April 2015/120 page/paperback/color

ISBN 9780874203585

• $59.95



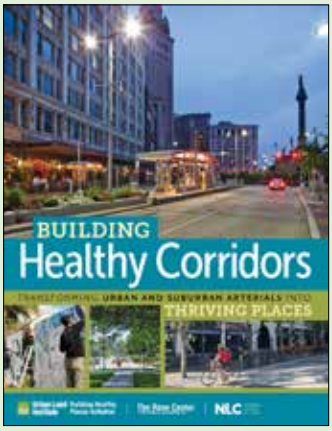
ABOUT THE AUTHOR

Henry Cisneros writes from both sides: as a public official and a private sector developer and investor. He understands what makes cities work—and how investors can succeed and contribute to their vitality.

Cisneros helped lay the foundation for this new era in American cities. As the young mayor of San Antonio, he helped his city garner national recognition for sound planning and powerful infrastructure investments. As secretary of the U.S. Department of Housing and Urban Development, he visited every state in his work to apply new urbanist principles to transform public housing. Today, as a private real estate professional, Cisneros is tackling one of urban America's most pressing issues: how to build housing for middle-income residents in cities.

VISIT **BOOKSTORE.ULI.ORG** TO REQUEST A DESK COPY

Building Healthy Corridors: Transforming Urban and Suburban Arterials into Thriving Places



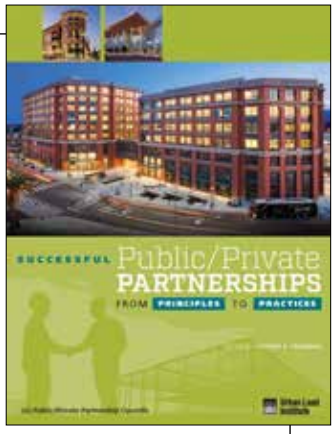
Sara Hammerschmidt

The healthy corridors approach and other approaches to redeveloping commercial corridors looks beyond the street and considers how the street supports the daily needs of all who live, work, and travel along it. This report considers how the corridor contributes to the overall health of the surrounding community, including community members' opportunities to be physically active. It also considers safety, housing affordability, transportation options, environmental sustainability, and social cohesion as well as modifications that would improve connections to jobs and adjacent parts of the community.

November 2016/ISBN 9780874203936

• $19.95

Successful Public/Private Partnerships: From Principles to Practices



Stephen B. Friedman, et al.

Public private partnerships (PPPs) in development, infrastructure, and public facilities are ever more essential. This book will arm public and private sector representatives with an understanding of the obstacles and opportunities inherent in PPPs, as well as provide a toolkit of best practices and lessons learned for the creation of effective PPPs. The material in this book is designed to help members of the public and private sectors understand each others' needs, expectations, and resources.

November 2016/ISBN 9780874203783

• $19.95

HOW TO ORDER ULI TEXTBOOKS

If you have any questions regarding IPG's review/desk copy policy, please contact IPG Customer Service at frontdesk@ipgbook.com.

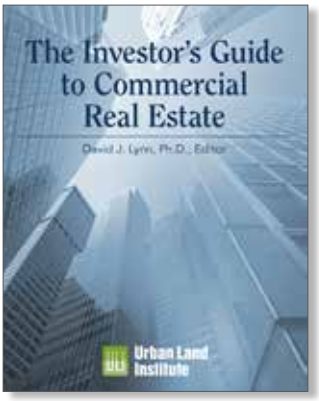
Examination Desk Copy Requests

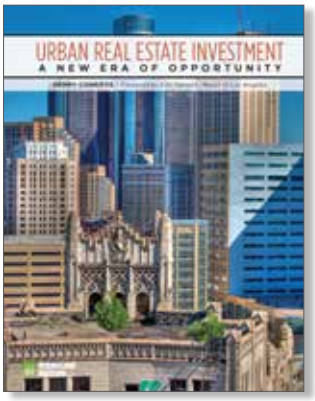
Please contact our distributor, Independent Publishers Group. Review copies are available to professors at 50% off the list price. For more information, visit **on.uli.org/reviewcopy**.

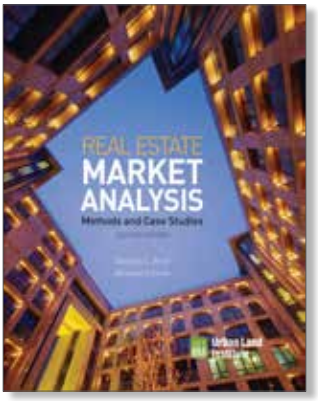
To Order for Your Personal Library

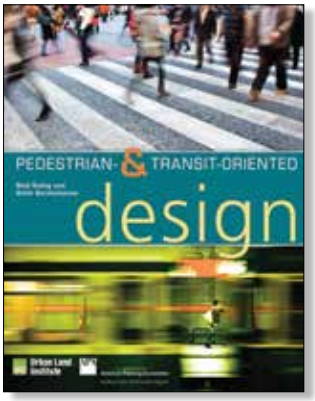
All major credit cards accepted.

Visit **bookstore.uli.org**, call 800-888-4741, or email **orders@ipgbook.com**.









VISIT BOOKSTORE.ULI.ORG TO REQUEST A DESK COPY