Gain the critical skills, leadership capacity, and entrepreneurial spirit necessary to lead the responsible development of vibrant, livable communities. Whether you are in the early stages of your career, looking to advance your position in the industry by filling knowledge gaps, or interested in enhancing personal real estate investments, Mason’s MS in Real Estate Development teaches you to think strategically about the development process.

Along with our faculty, successful professionals from the real estate development community serve as your professors, bringing real-world immediacy to your classes via case studies, site tours, problem-solving simulations, and guest lectures.

**Learn the practical skills to manage every phase of the development process including:**

- Investment Acquisition and Feasibility Analysis
- Market Analysis and Site Selection
- Entitlements and Site Planning
- Construction and Project Management
- Managing Risks in Development
- Disposition/Sales Strategies

Get more than a master’s degree. Get an active and growing network of real estate professionals that you can leverage throughout your career.

“*Mason’s program affords its students the ability to learn from some of the best professionals within the industry who eat, sleep, and breathe real estate.*”

–Samantha Steketee ’14, Land Contracts Manager, PulteGroup

“*Obtaining my masters in real estate not only helped me achieve my career goals, but strategically expanded my professional network as well.*”

–Malcolm Van de Riet ’13, President, White Oak Properties

**Program at a Glance**

- Applied, multi-disciplinary curriculum
- Fall and spring start dates
- Evening classes (typical)
- Classes at Arlington (primary) and Fairfax (some electives) campuses
- Scholarships available
- Unique Capstone class analyzing an actual site for an owner
- Total of 36 credits completed at your own pace (18-36 months)

Our students and alumni represent a broad spectrum of the real estate development community including:

- Avalon
- Buchanan Partners
- Buzzuto
- GSA
- Davis Construction
- Kettler
- Madison Marquette
- Peterson Companies
- Pulte

Visit [realestate.gmu.edu](http://realestate.gmu.edu)  |  Call 703-993-2136  |  Email mred@gmu.edu
Variety & Vibrancy in Classroom Discussions

You will join professionals of all ages and from all sectors of the real estate industry. This means you will not only have peers in your classes but will also be challenged to learn from others who share different experiences and different professional frames of reference.

“Everything I do today for my job—be it running a model, finding a site, feasibility or construction—was first learned through Mason’s program.”

—Paul Apostolakis ’14, Project Manager, Synapse Development Group

“Mason’s program has given me the knowledge and confidence I needed to pursue my goal of someday starting my own real estate development company.”

—Chris Oursler ’14, Project Manager, Ditto Development

“My hope was the program would help me become a better banker. It has also been an invaluable resource in helping me build genuine relationships with leaders and future leaders in the industry.”

—Huong Van ’15, Vice President, First Virginia Community Bank