



Learn the basics of real estate development, finance and public/private partnerships

Real Estate 101 for Public Officials

ULI San Francisco's new 4-hour seminar will:

- Illuminate the basics of the development process, financing, & risks
- Enhance the ability of public agencies to elicit the best quality development from the private sector
- Provide public agencies with tools to evaluate deals & craft public/private partnerships that serve the public interest

OBJECTIVES

- Learn why public/private partnerships are vital to achieve successful contemporary development
- Understand basics of real estate development finance
- Review the development process
- Learn how to assess project viability & residual land value
- Discuss public/private partnership tools
- Employ a case study to apply concepts to a real world scenario

Participants receive financial model spreadsheets & background materials on case studies and presentation materials



TO REQUEST A SEMINAR NEAR YOU

Contact: Xiomara Cisneros, ULI San Francisco

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- Seminars will be scheduled upon request & instructor availability
- Class size will range from 15 – 50 participants each

All seminars will be taught by a multi-disciplinary faculty comprised of experienced professionals in land use and real estate development from both the public & private sectors.