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Welcome

Welcome to the Master of Real Estate Development Program (MRED) in the Department of City Planning and Real Estate Development (CPRED) at Clemson University! We wish you success at every stage of your academic journey.

The design of this handbook is to familiarize you, as a graduate student in the MRED Program, with the requirements, policies, and procedures involved throughout your graduate experience. The rules and regulations provided in this handbook govern our academic programs and describe the duties and responsibilities of graduate students in the program. These rules and regulations, developed in conjunction with the Graduate School, have proven to be beneficial for both students and faculty in the program. In addition, this handbook provides useful information and resources to ease and enhance your experience in the program. Each student is expected to be familiar with the contents of this handbook and the Graduate School Policy Handbook.

Graduate School Website & Policy Handbook—Academic Regulations

The MRED graduate program sequences are guided by Clemson University’s Graduate School policies. Please be aware that the Graduate School Policy Handbook is the most detailed and up-to-date source of information regarding Academic Policies and Regulations for Clemson graduate students. In addition to the Graduate School Policy Handbook, students should also review the Graduate School Checklist.

While this handbook is current at time of print/posting, any changes enacted by the Graduate School will override the information in this handbook; therefore it is always prudent to double check the Graduate School website for academic regulations should you have any concerns and/or for any information not contained as part of the MRED Program Handbook.

Program Overview

The Clemson University professional full time Master of Real Estate Development program creates future development entrepreneurs who will produce innovative, quality projects respecting environmental and economic sustainability, design excellence and financial feasibility within the risk-reward framework. The MRED program focuses on promoting an entire vision for a community through sustainable design, creative financing methods, place making and healthy communities.

We one of a few graduate real estate development programs in the nation that is a joint degree between an architectural and a business college, with required classes in MBA, Finance, Law, Construction Science and Management, Architecture, City Planning and Real Estate Development. Our blending of theory and real-world applications gives you the opportunity to mix with key players in the real estate industry on a regular basis. We have extensive involvement with the development industry through roundtables, tours, and conferences.

This interdisciplinary approach ensures that our graduates become visionaries who guide the multiple perspectives that converge during the development and building process. Our students are able to work in many other aspects of the real estate industry including finance, acquisition, asset management, consultancy, valuation, marketing and property management.
MRED Program Faculty & Staff
Ryan Dietz, Program Director
1 North Main Street, Office #710, Greenville, SC 29601 • rbdietz@clemson.edu • 864-656-2476

Dr. John Gaber, City Planning and Real Estate Development (CPRED) Department Chair
Lee Hall 3-109, Clemson, SC 29634-0511 • jgaber@clemson.edu • 864-656-1208

Amy Matthews Herrick, Assistant Director of Student Services
1 North Main Street, Office #712, Greenville, SC 29601 • matthe3@clemson.edu • 864-656-4257

Whitney Brown, Program Assistant
1 North Main Street, Office #714, Greenville, SC 29601 • wmb@clemson.edu • 864-656-3903

The majority of MRED professors are members of the Clemson University College of Architecture, Arts, and Humanities faculty. In addition, the program draws on the expertise of working professionals in the real estate development industry as lecturers and adjunct instructors. For a complete listing of MRED faculty, see Appendix C or www.clemson.edu/mred/people.

Location–Greenville ONE

The MRED Program is located in downtown Greenville, South Carolina approximately 45 minutes away from the main Clemson University campus. The Greenville campus, known as Greenville ONE, is located on Main Street in downtown Greenville. Address: 1 North Main Street, Greenville, SC 29601.

Greenville ONE Facilities
Greenville ONE offers a range of classroom styles from traditional to beehive in order to accommodate multiple learning approaches. In addition, there are huddle rooms and other student accommodations. Students also have access to lockers located on the sixth floor of the building that are available on a first-come, first-served basis. Wireless internet service through Clemson’s eduroam network is available throughout the building.

Greenville ONE Facility Access
The building is a secure key facility and you will need a security card/fob to gain access. MRED students will receive their access cards during fall orientation. All students should turn in their key fobs to MRED Program staff upon graduation or during any inactive semesters.

Inclement weather
University officials monitor local weather conditions in order to make decisions about class cancellation or closing offices. Since Greenville ONE is located in Greenville, the university will make separate announcements for Greenville ONE classes in case of inclement weather. Greenville ONE follows Greenville County closings. You may check the Clemson University homepage for check local TV and radio stations for information regarding the status of Greenville ONE classes.
Parking

The Richardson Street Parking Garage is located within walking distance from the Greenville ONE building. Students will be given the option of paying monthly or by semester, through a negotiated price with Greenville Parking Services. Students must fill out the Greenville Parking Services application and return to Greenville Parking Services with payment.

Greenville Parking Services will then issue the student an access card that upon payment of the negotiated fees, will allow them access to the garage.

**During major events, access cards may be disabled and event parking fees may apply to gain entry into the parking deck. Please check the Greenville Parking Services website for the most up-to-date event listing.

Smoking

Smoking is not permitted anywhere in the building at any time. Smoking is permitted outside the building and individuals should remain far away from doorways and pedestrian pathways while smoking.

Weapons, Firearms, and Explosive Materials

No student shall unlawfully possess or use firearms, explosive devices or weapons of any kind. Such weapons may include, but are not limited to, guns, BB guns, air pistols, rifles, knives with at least a 2 ½ inch blade, martial art devices, and bows.

Entering the Program

Degree Sequences

The Master of Real Estate Development Graduate Program offers the following (MRED) sequences:

The MRED Program was founded in 2004 as a two-year, full-time degree program. Curriculum changes went into effect in December 2015 that changed the two-year program into either an 18-month Early Career Student sequence or 12-month Experienced Development Professional sequence for students. The last cohort of the two-year, full-time degree program graduated in May 2017. Students in the MRED Program have a variety of backgrounds a includes such undergraduate majors as architecture and architectural studies, art, business, economics, city planning, engineering, industrial design, landscape architecture, literature, psychology, studio arts, and other fields.

18-Month, MRED Early Career Student Sequence

Students in the 18-month Early Career Student sequence complete the full-time 56-credit hour program.
12-Month, MRED Experienced Development Professional Sequence

Students in the 12-month Experienced Development Professional sequence have a minimum of three years, full-time direct experience in the private real estate development process, not just one component of development, e.g. not just construction management function only or basic property management. The intent is to have students by their academic and professional credentials, document their appreciation of, and involvement with, the broad process of development versus a narrow aspect. Students in the Experienced Development Professional sequence have the opportunity to exempt 15 credit hours of the full-time 56-credit hour program through an interview, transfer courses, and portfolio documentation prior to admittance.

Prerequisites

No specific bachelor’s degree from an accredited institution is required for admission to this professional program, although priority will be given to those in related disciplines. Students come from a range of disciplines such as architecture, business, finance, civil engineering, urban affairs/planning, landscape architecture, economics, geography, environmental science, social sciences, accounting, marketing and others. You must present evidence of your bachelor’s degree via transcripts, etc.

General Admission Requirements

Minimum requirements to be considered for admission to study in the Master of Real Estate Development program generally follow those of the Graduate School (see the Graduate School Announcements at www.registrar.clemson.edu/html/catalogGrad.htm).

Minimum requirements include:

- A four-year bachelor’s degree from an institution whose scholastic rating is satisfactory to the University
- Satisfactory scores on the Graduate Management Admissions Test (GMAT), or Graduate Record Exam (GRE).
- Satisfactory TOEFL/IELTS scores for applicants whose native language is not English.
- Portfolio requirement for 12-month sequence. Criteria for portfolio can be found here: https://www.clemson.edu/caah/departments/cpred/real-estate-development/programs/curriculum/criteria.html

Admission to graduate studies in the Master of Real Estate Development Program begins with the submission of an official application to the Clemson University Graduate School: www.grad.clemson.edu/Admission.php.

For more information about Graduate School admissions, see the Graduate School Announcements at www.registrar.clemson.edu/html/catalogGrad.htm.

Applicant admission to the Master of Real Estate Development Program is contingent upon applicants whose academic record indicates a high potential to be successful in graduate studies. This determination is made by an admissions committee consisting of MRED faculty and the assistant director of students services and is affirmed by the Graduate School. Indicators used to arrive at this
determination may include, but are not limited to: previous academic performance, letters of recommendation, standardized test scores, personal interviews, resumes and statement of purpose, portfolio, transcripts, and previous work experience, if any. Prior work experience is not a requirement.

Upon receipt of all admission materials, the admissions committee will review all completed applications. Applicants must meet all admission requirements of the Graduate School, the Department of City Planning and Real Estate Development (CPRED) and the Master of Real Estate Development Program before official acceptance will be granted.

The first round deadline of applications is **November 1** and the second round application deadline is **January 15** for admission. Admission is only offered in the summer session with (online classes) and then full-time face-to face classes the next full academic year beginning in August. See University Academic calendars: [https://www.registrar.clemson.edu/html/Acad_Cal.htm](https://www.registrar.clemson.edu/html/Acad_Cal.htm).

There are no mid-year (spring) admissions for the MRED Program.

**International Student Admissions**

**Application Deadlines**

Please review the international student application deadlines in the [Graduate School Policy Handbook](https://www.registrar.clemson.edu/html/Acad_Cal.htm).

The application deadline for MRED program applications is November 1 for first round consideration; and January 15 for second round consideration.

**Application Requirements**

All general admissions requirements are listed on pg. 8-9 and in the ADMIT application portal.

**US 4.0 GPA**

International applicants must provide an accurate conversion of their grade point average to the US 4.0 system. Applications that do not provide a GPA conversion or provide an inaccurate conversion may be rejected.

**Language Proficiency**

The MRED Program welcomes international applicants with strong English language proficiency. Please review the English language proficiency information in the [Graduate School Policy Handbook](https://www.registrar.clemson.edu/html/Acad_Cal.htm).

**Office of International Affairs**

For general information and information on immigration documentation and processing timelines, visit the [Office of International Affairs](https://www.registrar.clemson.edu/html/Acad_Cal.htm).

**Tuition**

**MRED Program Tuition & Fees**
As approved by the Board of Trustees on July 9, 2004, tuition costs for the MRED program are substantially different from the University’s general cost structure.

For current tuition and fees by sequence, see the semester breakdown on the MRED Tuition & Financial Aid page or view the Graduate School’s Tuition and Fees.

- For 18-month sequence students, the Minimester A course adds an additional $500 for travel costs.
- For 12-month sequence students, participation in the Minimester A course adds up to an additional $2000 for travel costs.

Additional required university fees are not included in the quoted tuition rates.

Appropriate health insurance, calculator, laptop (required due to courses using donated real estate software and access to databases), books and other educational and living costs are additional. Please review the Graduate School website, and Redfern Health Center’s website regarding Health Insurance information.

No graduate assistantships or related tuition reduction is available for this program.

Tuition & Fee Payment

Payment and billing information are available exclusively online through iROAR. Payment methods, due dates, etc. are located here.

For more information about academic costs, financial aid and payment information, contact the Office of Student Financial Aid.

Computer and Technologies Proficiencies

The MRED program has no formal requirements for computer literacy or competency. However, each graduate student is expected to be proficient in the use of computers and various software applications. Use of computers and competency in various software programs will be necessary in many graduate courses and, in most cases, and it is expected that you will acquire whatever skills are needed to use these resources as they are required. Workshops provided by Clemson Computing and Information Technology (CCIT) and throughout the program are periodically made available to help students who need help to gain this competency. Students are required to have a laptop.

Foreign language requirement

The MRED Program does not have a foreign language requirement.

South Carolina residency

The MRED Program is a differential tuition program, which means it does not qualify for in-state tuition. See Tuition above for rates. The tuition rate is set each year by the University Board of Trustees.
Clemson University (CU) Student XID, Username and Tiger 1 Card

**XID**

When you are accepted into the Graduate School, you will be issued a unique student identification number as part of your admissions acceptance packet. Your student ID is a 9-digit number you will use on forms and other official University business. It is often referred to as your CUID number or “XID” number.

**Username**

Also upon acceptance, you will be assigned a Clemson University computer user identification. This is a permanent, unique-to-you identifier that you will use every time you access the Clemson computer network. You may see or hear it referred to as your “username” or “USERID”. Your username is a 4-8 character identification that generally consists of some part of your first and/or last name and designates your official Clemson University email address (for example, Jones2@clemson.edu, where “Jones2” is the username). Your username gives you access to University systems such as iROAR and Canvas. You may also need to use your student username to access department-specific networks and files.

**Tiger 1 Card**

Your [Tiger 1 Card](#) is the official Clemson University ID card for students and employees and serves as an identity tool for the safety and security of campus. See Tiger Card Services for additional card information and features.

You may submit your photo to the Tiger 1 Card office prior to the start of classes. Review the [Tiger One Submission Guidelines](#) and the off-campus student information. Tiger ONE cards are sent to off-campus liaisons twice a month. [Jeremy Kröber](#) is the Greenville ONE off-campus liaison.

**Email**

Your Clemson email account is an official means of communication and the only official email account. Faculty and staff should not be expected to email to any email address except a Clemson account and are not responsible for keeping track of and communicating with you via personal email accounts.

Email is the most common medium used by faculty, the MRED Program, and the University to communicate with you. Many events and information of importance to your success in the MRED Program are announced via email. It is very important that you check your Clemson email account regularly, at least once a day. It you are requested to respond, you should do so in a timely manner.

You should treat email as a professional communication and use professional etiquette. Faculty should be addressed as “Professor,” and those with a doctorate (Ph.D.) as “Dr.”

Email lists should only be used for academic purposes. Take care not to “Reply All” when this would be inappropriate.
Student Computers and IT Assistance

Students are required to have a laptop computer for the MRED Program. We do not have a specific recommended laptop for the MRED Program; however, the University’s laptop recommendations are available online.

We highly recommend that Mac users ensure that their computers have enough space to run Windows for some program software such as ARGUS. Mac/Apple computers may need to install Bootcamp or Parallel.

Printing

There is a PawPrints student printer located in room 612 at Greenville ONE. This printer is available to all Clemson students. Graduate students have a print allotment of 660 black and white pages, or 330 color pages per academic semester. To encourage saving paper, a double-sided (duplex) print only counts as one page.

Please see CCIT Printing and Plotting for information on installing the Greenville ONE Printer.

Requesting IT Help

You can contact the CCIT Call Center at 864.656.3494. They are able to assist with software related questions and other requests such as password resets, Canvas access, Clemson email accounts, etc.

If CCIT is unable to assist you over the phone, CCIT staff will be on-site at Greenville ONE in room 740 Monday-Thursday during normal business hours and Friday until 1pm. Should you need assistance, you can email ITHELP@clemson.edu and be sure to:

- Enter a problem description in the subject line
- Be sure to also CC ONE IT SUPPORT on the email (oneitsupport@clemson.edu)
- Enter your problem description in the body of the email

Software

Clemson University provides licensure for certain pieces of software that are available for you to use. There are software installers for Apple users. Clemson provided software can be reviewed and downloaded at CCIT Web Downloads.

Wireless Internet Access

To get online at Greenville ONE, the facility has the same wireless network that is available on the main campus: Eduroam. This network is an international network allowing ease-of-access across participating institutions. For more information, please visit, Clemson Eduroam wireless access and info.

iROAR and Course Registration

Course registration is conducted entirely online via iROAR. iROAR is your portal to your university account, class schedule, financial aid, grades, course registration, and academic progress. You will also use this system to update your address, make tuition payments, etc. To login, you will use your nine-
digit Clemson University ID number (sent to you by the Graduate School upon acceptance). Your PIN is the last four digits of your social security number. If you do not know your ID number, please contact us (864.656.3903 or wmb@clemson.edu).

Registration Instructions

Specific iROAR registration instructions are available online.

Prior to registration for your first semester of study, you must report to the Assistant Director of Student Services or Program Assistant. They will help guide you on specific courses to register for during your first and subsequent semesters in the MRED Program.

Registration Timeline

Registration typically opens in late March/early April for the following fall semester, and in late October/early November for the following spring and summer semesters. See the current Clemson Academic Calendar for registration dates.

Graduate students do not have a priority schedule—all students may begin registration at 8am on the day registration opens.

Final Grades and Transcript Requests

Final grades are available online at the end of each semester in iROAR.

Official university transcript requests are made here.

Transcript-Registration Hold

A registration hold will be placed on the records of degree seeking graduate students if all final transcripts have not been submitted prior to registration for a student’s second semester (term) of study. The Graduate School will send reminder emails to all new and returning students who still need to submit final transcripts.

Canvas

Canvas is an internet portal to your courses and other university services. See http://www.clemson.edu/canvas/

Textbooks

The University Bookstore is located on the first floor of the Hendrix Student Center on main campus. A list of required textbooks can be found online via the University Bookstore. Enter the term, department, and course number to access the list of required materials. You may purchase your books online from the Clemson University bookstore before each semester or other textbook site of your choice.
Health Insurance

Clemson University recommends that students have health insurance to ensure access to health services and to provide coverage for serious illness or injury that may require hospitalization or specialty care.

Full-time off-campus domestic students are not required to purchase the university-sponsored Student Health Insurance Plan, but they may purchase the plan if they choose to do so. Clemson University requires the following categories of graduate students have comprehensive health insurance:

- Students enrolled in 9 hours on the main campus
- Graduate assistants
- International Students–All full-time international students are required to purchase the plan, and the fee for the insurance is automatically added to tuition bills. The student health insurance plan insures the student against major expenses accompanying an accident, illness, or hospitalization.

For more information on student health insurance, visit the Redfern Health Center Insurance website and review Student Insurance FAQs, as well as the Graduate School Policy Handbook.

Housing and Student Life

Housing

Clemson does not offer student housing in the Greenville area and Clemson University programs are not responsible for student housing. Please research the Greenville area and where you want to live in relation to Clemson’s Greenville location at 1 North Main Street, Greenville, SC 29601.

Students who will be fully dependent on educational loans should select housing options that fit within the Cost of Attendance (COA). The COA is published on the Clemson Financial Aid website each year.

Transportation

Tiger Commute provides travel between Clemson and Greenville with service to Easley and CU-ICAR. Connecting routes at CU-ICAR are also available with service to Greenville ONE, downtown Greenville, and Haywood Mall. See www.clemson.edu/campus-life/parking/transit/tigercommute.html for all transportation routes, services, and additional information.

The Clemson Area Transit Service, known as the CAT Bus, is a free bus service provided by the City of Clemson, which offers routes to/from neighboring towns of Pendleton, Central and Seneca. The free CATbus mobile app allows you to view schedules and routes as well as locate your bus in real-time. For information, visit www.catbus.com.

Local Greenville Amenities

Downtown Greenville offers a variety of retail, restaurant and grocery amenities, within walking distance of the ONE building. The greater Upstate area, including Central, Seneca, Easley and Anderson,
provides even more products and services along CAT Bus routes or for those students with private transportation.

Additional Information

The Graduate School website provides detailed information to help newly admitted students with the transition to graduate school and formally enrolling in the university. As part of the Checklists, you will find extensive information on registering for classes, making travel plans, paying tuition bills, immunizations, etc.

Graduate School and MRED Program Orientation

Graduate School Orientation and International Student Orientation

All graduate students are encouraged to attend the Graduate School Orientation held before classes start in the fall. New international students must also attend the International Graduate Student Orientation, which provides additional information that is important and valuable to those less familiar with the university system. Those orientation sessions are held the week before the start of classes. Check the Graduate School website for the most current orientation information.

Also, review the new (as of Fall 2019) the Graduate School Onboarding Training for additional Clemson and graduate student resources. This training is required.

MRED Graduate Program Orientation

The MRED Program hosts an orientation at the start of each fall semester that students must attend. The date, time, and location of the orientations will be announced by the MRED Program via email and program website. Orientation is typically held the Friday, Monday, or Tuesday before the start of classes begin in August.

Dress Code and Professional Conduct

Dress Code

The dress code at Greenville ONE was established by the Hughes Development Corporation and is written into the building lease. The dress code definition provided to the MRED Program (and applicable to all academic programs in ONE) is business casual for day-to-day classes and activities. No shorts, t-shirts, flip flops, baseball caps, torn jeans, etc.

Professional Conduct

Students are expected to show respect to their peers, the faculty and staff of the MRED program, and members of the business community at all times. During class, students should silence cell phones and keep phones stored. Similarly, laptops should not be used during class for any other purpose other than as specifically instructed by the professor. Students are also expected to show professional courtesy by replying to all invitations from the MRED program or organizations that require an RSVP and then fulfilling such obligations.
Graduate Student Expectations and Responsibilities

The MRED program expects you to approach your graduate study in a professional manner and the expectations of graduate students are substantially higher than for undergraduates. All sequences of the MRED Program can expect a demanding and personally challenging experience in graduate school.

Beyond this, it goes almost without saying that the faculty expects you to approach your graduate study in the most dedicated and professional manner. You should treat your fellow students and your instructors in the most respectful and collegial manner. Real Estate Development is a collaborative practice. You should expect to work closely with fellow students and instructors throughout your years in the graduate program and expect to frequently work in teams. This manner of working will prepare you for similar work in professional practice.

Requirements for the Master’s Degree

Minimum degree requirements for the MRED master’s degree by sequence

<table>
<thead>
<tr>
<th>MRED Program Minimum Degree Requirements By Sequence</th>
<th>18-Month Sequence</th>
<th>12-Month Sequence</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total hours (credits) of course work</td>
<td>56 hours</td>
<td>56 hours with up to 15 credits exempted</td>
</tr>
<tr>
<td>Elective courses required</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Exams</td>
<td>Final Practicum Project</td>
<td>Final Practicum Project</td>
</tr>
</tbody>
</table>

Number of credit hours needed by sequence

- 18-Month Sequence—56 credit hours
- 12-Month Sequence—56 credit hours with up to 15 credits exempted.

*Any exemptions from required classes in the 18 and 12-month sequences must have adequate replacements and/or documentation to obtain the required credit hours.*
### Required MRED Courses by Sequence

<table>
<thead>
<tr>
<th>MRED Program Required Course Listing By Sequence</th>
<th>18-Month</th>
<th>12-Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 RED 8000–RE Development Process</td>
<td>3 credits</td>
<td>3 credits</td>
</tr>
<tr>
<td>2 RED 8890–Intro to Accounting &amp; Finance (online)&lt;sup&gt;1&lt;/sup&gt;</td>
<td>3 credits</td>
<td>See Footnote</td>
</tr>
<tr>
<td>3 CRP 8020–Site Planning and Infrastructure</td>
<td>3 credits</td>
<td>3 credits</td>
</tr>
<tr>
<td>4 MBA 8360–Real Estate Principles</td>
<td>3 credits</td>
<td>Not Required</td>
</tr>
<tr>
<td>5 RED 8010–Real Estate Market Analysis</td>
<td>3 credits</td>
<td>3 credits</td>
</tr>
<tr>
<td>6 RED 8100–Real Estate Seminar Roundtable</td>
<td>1 credit</td>
<td>1 credit</td>
</tr>
<tr>
<td>7 RED 8120–Real Estate Technologies</td>
<td>1 credit</td>
<td>1 credit</td>
</tr>
<tr>
<td>8 ARCH 8200–Build. Design &amp; Const. Principles (online)&lt;sup&gt;2&lt;/sup&gt;</td>
<td>3 credits</td>
<td>3 credits</td>
</tr>
<tr>
<td>9 LAW 8480–Law for Real Estate Professionals</td>
<td>3 credits</td>
<td>3 credits</td>
</tr>
<tr>
<td>10 MBA 8410–RE Finance</td>
<td>3 credits</td>
<td>3 credits</td>
</tr>
<tr>
<td>11 RED 8020–RE Development Field Tour Seminar&lt;sup&gt;3&lt;/sup&gt;</td>
<td>3 credits</td>
<td>Optional</td>
</tr>
<tr>
<td>12 RED 8110–Summer Internship in RE Development</td>
<td>3 credits</td>
<td>Not Required</td>
</tr>
<tr>
<td>13 RED 8030–Public Private Partnership</td>
<td>3 credits</td>
<td>3 credits</td>
</tr>
<tr>
<td>14 MBA 8330—Real Estate Investments</td>
<td>3 credits</td>
<td>3 credits</td>
</tr>
<tr>
<td>15 RED 8040—Practicum in Residential Development</td>
<td>3 credits</td>
<td>3 credits</td>
</tr>
<tr>
<td>16 RED 8050—Practicum in Commercial Development</td>
<td>3 credits</td>
<td>3 credits</td>
</tr>
<tr>
<td>17 RED 8130—Real Estate Strategies</td>
<td>3 credits</td>
<td>Elective</td>
</tr>
<tr>
<td>18 RED 8150–Construction Operations in Real Estate Dev.</td>
<td>3 credits</td>
<td>3 credits</td>
</tr>
</tbody>
</table>

<sup>1</sup>RED 8890–Intro to Accounting and Finance (Selected Topics) was converted to a summer session online course as part of the December 2015 curriculum revisions.

<sup>2</sup>ARCH 8200–Building Design and Construction Principles was converted to a summer session online course as part of the December 2015 curriculum revisions for 12-month sequence students and is offered as a hybrid during the fall semester for 18-month sequence students.

<sup>3</sup>RED 8020–RE Development Field Tour Seminar is optional for a 12-month sequence student and requires an additional fee. See Tuition pg. 10.

See a complete listing of courses offered in the Master of Real Estate Development Program and course descriptions in Appendix A. Current course descriptions can also be found in the current Graduate Catalog.
MRED Program Elective Options

Approved MRED Program Electives by sequence*:

<table>
<thead>
<tr>
<th>MRED Program Approved Electives By Sequence</th>
<th>18-Month</th>
<th>12-Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>RED 8130–RE Strategies</td>
<td>Required</td>
<td>Elective</td>
</tr>
<tr>
<td>RED 8160–RE Preservation Feasibility</td>
<td>Elective</td>
<td>Elective</td>
</tr>
<tr>
<td>RED 8170–RE Mixed Use Seminar</td>
<td>Elective</td>
<td>Elective</td>
</tr>
<tr>
<td>RED 8890–Selected Topics¹</td>
<td>Elective</td>
<td>Elective</td>
</tr>
<tr>
<td>RED 8900–RE Directed Study²</td>
<td>Elective</td>
<td>Elective</td>
</tr>
</tbody>
</table>

¹RED 8890–Selected Topics courses vary by semester. May be repeated for a maximum of nine credits, but only if different topics are covered.

²RED 8900–Directed Study must be approved by MRED Program Director. See process on pg. 21-22.

Students may choose non-MRED program courses as part of the MRED prescribed plan of study as electives in lieu of required courses when the student has taken previous courses that are in the MRED required curriculum. These decisions are normally made with the Program Director or faculty advisor and are designed to enhance your understanding of RED related disciplines. You should consult with and receive approval before taking such classes with the intention of having them count as electives toward a graduate MRED degree.

Internships

As an 18-month sequence student in the Master of Real Estate Development program, you are required to secure and complete a paid or unpaid summer internship in an applied setting. You must enroll in RED 8110 while you are interning during the summer session.

Since the availability of summer internship opportunities depends on factors beyond the control of the program, you are expected to pursue and arrange your own internship with assistance from the MRED program. It is advised that you begin to actively search for an internship as soon as you arrive at Clemson. In addition, the program director and program faculty will also actively assist in helping where possible to secure internship positions.

Previous employers and business contacts are often helpful in locating opportunities. The Program Director and Assistant Director of Student Services have access to information about companies or organizations that have expressed interest in hosting interns from our program or who have done so in the past.

An internship does not create any guarantee or expectation of permanent employment.

Before you confirm your internship, you should consult with MRED faculty members and the Assistant Director of Student Services. You must work with the Program to avoid duplication of contacts with potential internship sites. The Program will determine if a potential field placement site is appropriate for the program. Once you have arranged an approved internship, and before you begin it, you must review the MRED Internship Guidelines.
Your conduct and performance in your internship will be evaluated by both your on-site supervisor(s) and the Program Director. The evaluation typically includes formal job performance evaluations upon the conclusion of your internship.

While participating in an internship, you are representing both Clemson University and the Master of Real Estate Development program, and should conduct yourself accordingly. You are expected to follow the program’s Internship Guidelines. Unethical actions are grounds for disciplinary action, including dismissal from the program. If ethical issues or other problems arise during your summer internship, you should contact the Program Director immediately.

**Practicum Project—Final Capstone**

No thesis is required for the MRED Program; however, candidates for the MRED must pass a final special project called the Practicum, as a final capstone. The Practicum consists of two courses that serve as the culmination of courses and internship experiences from the previous semesters of the MRED program. The purpose of the final capstone classes are to demonstrate advanced skills from the foundation courses with a semester-long project that is in the context of the residential and commercial development typology. Specifically, the class will focus on a comprehensive development proposal with supporting market research, financial analysis, sustainable design and transit-oriented development strategies. Each team (or individual) will prepare a comprehensive development proposal that will consist of a written submission and a formal presentation to a jury. The final written submission should be a professional report that will include a site plan, market documentation, a detailed financial analysis and a thorough description of the project to be undertaken.

**The Plan of Study**

The Plan of Study (sometimes called the “curriculum plan”) outlines the number of credits and the courses that you must take to complete your degree and graduate. It is very important to understand the Plan of Study and to follow it closely based on your sequence as an MRED Program student.

**Course Planning & Timing**

It is very important to follow the Plan of Study. Most MRED courses are sequentially organized (with prerequisites) and most are only offered once a year. For example, if you miss or drop a course offered in the fall, you will have to wait until the following fall, when the course is offered again, to take it. In other words, if you miss, do not complete, or fail a required course, your graduation could be delayed by one year, which will also incur an additional tuition expense.

If you follow the Plan of Study and enroll in the appropriate courses, you will complete the courses and earn the credits required to earn an MRED degree and graduate. If you do not follow the Plan of Study, or do not attend to it, you may delay your graduation.

**GS2 Form (Plan of Study)**

The Graduate School requires graduate students to submit a GS2 Plan of Study Form by the middle of the second semester of study. The MRED Program curriculum is comprised of required courses. Therefore, MRED does have a unique advisory committee to help them develop a unique plan of study;
committee members are City and Real Estate Development Department professors and the MRED program director.

View the full student procedure for the GS2 in the Graduate School Policy Handbook and review form access on the Graduate School’s site.

**Academic Regulations**

Please see the Graduate School Policy Handbook for all current Academic Regulations for Clemson graduate students. The regulations listed below have additional pertinent information for MRED Program students.

**Auditing Courses**

Given the 16 maximum credit hour semesters for MRED students, auditing courses is not typically recommended or possible due to hour restrictions. See the Graduate School Policy Handbook for the full auditing policy and instructions.

**Class Attendance Policies**

University and MRED Program policy specifies that attendance at the first class meeting and all class meeting times at the start of class is expected. Instructors may set their own attendance policies for their courses, including penalties for absences. However, university policy indicates that if you do not attend the first class meeting or contact the instructor by the second meeting, or the last day to add, whichever comes first, the instructor has the option of dropping you from the course. See the Graduate School Policy Handbook for the full policy.

**Continuous enrollment, leave of absence**

All graduate students in the program are expected to maintain continuous enrollment during fall and spring semesters and during the summer between the first and second years in the program.

The MRED Program makes every effort to schedule relevant courses such that students can easily maintain enrollment, but note that courses are only offered once per year.

See the Graduate School Policy Handbook for the full policy.

**Pass/Fail Courses**

There are a few MRED Program courses that are taken on a pass/fail basis. These classes are specified as part of the course description in the Graduate Catalog. Students may not otherwise elect to take courses as Pass/Fail as part of the MRED Program course of study.

**Withdrawing from courses, the program/University**

Dropping an MRED Program required course will delay student graduation by one year since required MRED Program courses offered only once per year.
If you drop an MRED course, you will be required to take additional summer courses since you will not be permitted to enroll in more than 16 credit hours in a semester. See the Graduate School Policy Handbook for additional information.

**Minimum, Standard, and Maximum Enrollment for MRED Graduate Students**

**Normal/Required Enrollment**

The typical and expected enrollment for 18 and 12-month sequence students in the MRED Program is 16 credit hours per semester, depending on the semester. Therefore, if you do not maintain 16 credit hours per semester (fall/spring), you will not graduate on time.

**Maximum Enrollment**

Maximum enrollment for the university is 15 credit hours per semester. While most graduate students are not permitted to enroll in more than 15 credit hours, the MRED Program curriculum has been approved at 16 credit hours per semester for the 18 and 12-month sequences.

Therefore, if you do not successfully complete a required course or if you drop a required course, you may have to wait until the following year to repeat the course (if permitted to do so) and may delay your graduation.

**Minimum Enrollment for Full-Time Graduate Students**

For graduate students, minimum enrollment to maintain full-time student status is 9 credit hours.

**MRED Coursework**

**Course Syllabus**

See the Syllabus policy in the Graduate School Policy Handbook.

**Regarding Courses Listed in the Graduate Catalog**

Please note that not all of the MRED Program courses listed in the Graduate Catalog are currently offered. The Graduate Catalog is an official list of courses that have been taught at Clemson University. From time to time some courses are deleted and some added to the catalog. Some of these courses may not be taught during the time you are enrolled in the Graduate Program and may not be taught again in the future. The catalog includes all courses that have been taught in the past that have not been permanently deleted from the university system.

The Graduate Catalog is updated once a year and curriculum changes may come into effect after the catalog has been finalized for the academic year.

**Online (Distance Learning) Courses**

Curriculum revisions in December 2015 began requiring two online courses as part of the 18 and 12-month sequences for the MRED Program. The online course offerings are subject to change at the program’s discretion. Online classes are offered during the Second Summer Session (SSII) semester only, before face-to-face classes begin in the fall academic semester.
Directed Study (RED 8900)

Students seeking to pursue independent research ("independent study") may be candidates for RED 8900 Directed Studies.

RED 8900 is not a “filler” course or a course with a lighter workload than any other 3 credit hour course. RED 8900 has an Independent Study Outline, syllabus, and contract that must be followed and placed in a student’s file.

Moreover, you must identify a graduate-level faculty member whom is willing to serve as an advisor and instructor of record on top of their normal teaching and administrative responsibilities.

The most appropriate candidates for RED 8900 are those students and faculty who have established a successful line of research in a required or elective course and wish to continue this research together outside of that course.

Requirements for Directed Study (RED 8900)

Directed study is allowed in special circumstances for students whose records indicate that they are already exceptionally well prepared in Real Estate Development topics. In order to take a directed study, you must:

1. Request RED 8900 on or before the dates for preregistration for the semester during which you plan to take the directed study.

2. Present to the Program Director, in consultation with your prospective instructor, a completed directed study proposal form. To complete the form, you will need the following:
   - A typed prospectus of the course, including a description of the topic and the direction or purpose of the study.
   - A bibliography of both primary and secondary readings expected to be read or consulted during the course.
   - A schedule of readings, papers, examinations and conferences (with the understanding that such schedules are subject to occasional alteration).
   - A statement made directly from the instructor to the Program Director that clearly indicates the teacher’s willingness to direct such a course.

Directed studies should also not be used when a similar course is in the catalog.

In some cases, a directed study might best be guided by someone outside the department. In such cases, and only in the event that the proposal itself merits approval, a MRED program director or approved faculty member must serve as liaison for the project. No directed studies credit will be given for courses executed entirely outside the formal supervision of the department.

Approval of directed studies proposals will depend at least in part on the quality of your preceding graduate work.
**Thesis**

There is no thesis requirement and no thesis option in MRED Program sequences. Students complete a comprehensive Practicum Project during their final semester of study in all sequences. Details on the final MRED Practicum were reviewed on page 20.

**Professional Development**

There are a number of opportunities for you to develop professionally in addition to your course work and research as an MRED student. These include attending talks, seminars, or panels at regional and national conferences, becoming a student member of professional organizations, and preparing for your eventual job search.

**Professional memberships and associations**

The MRED program will register students as student members of the Urban Land Institute (ULI), the International Council of Shopping Centers (ICSC), and National Association of Industrial and Office Properties (NAIOP). You are encouraged to actively participate in these national organizations as well as with the local chapters. Additional organizations include but are not limited to:

- US Green Building Council-Student group on Clemson’s campus, the Upstate group, or the national group (USGBC)
- Congress for New Urbanism (CNU)
- Commercial Real Estate Women (CREW)
- CoreNet Global

**Professional certification requirements**

Through specific MRED courses, some students will become certified in the ARGUS Enterprise software package as part of RED 8120–Real Estate Technology. Students will also gain some exposure to other data sets including REIS and Site To Do Business (STDB). LEED Certification is also encouraged. Preparation workshops are typically coordinated with the Clemson-based USGBC chapter.

**Career planning**

The Michelin Career Center provides information about market conditions and gives assistance in acquiring knowledge about your career opportunities and job requirements. The Center hosts career fairs each fall and spring, and offers workshops in a variety of career-related topics. The Center also provides information about internships and part-time and summer work. For more information, see their website at [career.clemson.edu](http://career.clemson.edu) or call (864) 656-6000.

The MRED Program faculty is diverse and dedicated and they help use their expertise and assistance to mentor students and help put them in front of industry professionals who may guide and further their career.
Graduation

Students must submit a final GS-2 Plan of Study outlining the final list of all courses that will be counted toward the MRED degree, a Graduation Application, and diploma order form. GS-2 Form: See Plan of Study, pg. 20-21.

Application for Graduation: Students apply for graduation through their iROAR account. Choose “Apply for Graduation” under the “Student Record” tab. If you have questions or problems applying for graduation, call Enrolled Student Services (864) 656-5539.

The Graduate School sets deadlines for the following items. The specific dates are determined according to the academic calendar for the semester in which you plan to graduate.

Always refer to the Graduate School’s website for current graduate deadlines and forms.

Safety

Safety is everyone’s business. MRED Program graduate students are expected to adhere strictly to all safety regulations and policies on classroom site visits and of the Greenville ONE building.

Hard-hats and/or safety equipment

Hard-hats are required on certain MRED field trips, for specific classes, or for construction visits. In the event students are required to wear hard hats, vests, eyewear or other safety gear, specific equipment will be provided by the MRED Program or site.

Students will also need to have closed toed shoes on certain site visits or program tours. The MRED Program will advise of any footwear requirements in advance of trips and tours.

Student Health and Safety

Accommodations for Students with Disabilities

Student Accessibility Services coordinates the provision of reasonable accommodations for students with physical, emotional, or learning disabilities. Accommodations are individualized, flexible, and confidential and are based on the nature of the disability and the academic environment, in compliance with Section 504 of the Rehabilitation Act of 1973 and the Americans with Disabilities Act of 1990.

Students are encouraged to consult with the Accessibility Services staff early in the semester, preferably prior to the first day of class. Current documentation of a specific disability from a licensed professional is needed. Additional information or appointments are available from Student Accessibility Services, Suite 239 in the Academic Success Center, 656-6848. Details on policies and procedures are available at www.clemson.edu/academics/studentaccess.

University Health Services

The Redfern Student Health Center on campus provides health services to University students. Redfern offers a variety of services including: outpatient ambulatory care for illnesses and injury, health
education on women's health issues, nutritional counseling, dermatology, and orthopedic clinics. Students are seen at Redfern throughout the day by appointment. A walk-in clinic is available to students who do not have an appointment. ASK-A-NURSE telephone services are also available. If you have questions about services provided, call Redfern Health Center at (864) 656-2233; if you would like to schedule an appointment to see a doctor at Redfern, call the appointment line at (864) 656-1541. For service hours or other information, see their website at https://www.clemson.edu/campus-life/student-health/.

Counseling
The demands of graduate school can sometimes seem overwhelming. You will certainly feel some stress during your time as a graduate student. If this becomes too much to bear, and if you feel you could benefit from talking to a counselor — about grad school stress or any other issue — contact the Counseling and Psychological Services program (CAPS), located in Redfern Health Center.

CAPS staff have extensive experience in understanding and helping students whom are experiencing anxiety, depression, and other stress related conditions. You are not alone. They can help you.

To learn about their current programs, visit the CAPS website at https://www.clemson.edu/campus-life/student-health/caps/index.html or call them at (864) 656-2451.

Emergencies
Call 911 for all major emergencies: fire, medical, police.

All MRED students should read and be familiar with the Greenville ONE Safety Manual. All students should understand evacuation procedures for events including: fire, bomb threat, active shooter/active shooter threat, and severe weather (tornado, earthquake, and hurricane).

In the event of certain evacuations such as a fire, exit the building immediately. Use stairwells; do not use the elevator.

Sign up to have Clemson University emergency alerts sent to your phone or mobile device.

For more information about emergency preparedness, see: www.clemson.edu/cusafety/preparedness/
Harassment Policies

Clemson University’s full official Harassment Policy, including reporting and complaint resolution procedures, may be viewed on the University’s website.

The Policy Statement and Definitions sections from this document are copied below.

“POLICY STATEMENT:

Clemson University is committed to offering educational and employment opportunities based on ability and performance, in a productive climate, free from harassment. Accordingly, it is the policy of Clemson University that harassment of any kind, as defined below, by employees, students or non-employees will not be tolerated. It is also the policy of Clemson University that retaliation against any person who has filed a complaint of harassment or who has assisted or participated in any manner in the investigation and resolution of a complaint of harassment is prohibited and subject to disciplinary action.

Clemson University will respond promptly to all complaints of harassment and retaliation. Immediate and appropriate corrective action will be taken when it is determined that harassment has occurred. Violation of this policy can result in personal liability for any perpetrator, as well as any disciplinary action that the University deems appropriate.

DEFINITIONS

**Discrimination:** Discrimination is the denial or exclusion of an individual or group of individuals from participation in or receiving the benefits of any program or activity of the University. Discrimination based on race, color, religion, sex, sexual orientation, gender, pregnancy, national origin, age, disability, veteran’s status, genetic information or protected activity (e.g. opposition to prohibited discrimination or participation in the statutory complaint process, etc.) is prohibited. Examples may include exclusion from employment, benefits, or access to academic programs and opportunities.

**Harassment:** In general, harassment is unwelcome verbal or physical conduct, based upon race, color, religion, sex, sexual orientation, gender, pregnancy, national origin, age, disability, status as a military veteran, genetic information or protected activity (e.g., opposition to prohibited discrimination or participation in the statutory complaint process), that unreasonably interferes with the person’s work or educational performance or creates an intimidating or hostile work or educational environment.

Examples may include, but are not limited to, epithets, slurs, jokes or other verbal, graphic or physical conduct

**Sexual harassment:** Sexual harassment is unwelcome conduct of a sexual nature. It includes unwelcome sexual advances, requests for sexual favors, and other verbal, nonverbal, or physical conduct of a sexual nature including sexual violence. Sexual violence is defined as sexual acts perpetrated against a person’s will or where a person is incapable of giving consent (see definition of consent below).

Unwelcome sexual advances, requests for sexual favors, and other verbal or physical conduct of a sexual nature constitute sexual harassment when any of the following occurs:

1. Submission to such conduct is made explicitly or implicitly a term or condition of an individual’s employment or academic standing;
2. Submission to or rejection of such conduct by an individual is used as a basis for employment or for arriving at academic decisions affecting an individual;
3. Such conduct unreasonably interferes with an individual’s work or academic performance, or creates an intimidating, hostile or offensive working or academic environment.

Sexual harassment of University faculty, staff or students is prohibited and shall subject the offender to dismissal or other sanctions after compliance with procedural due process requirements. In the event a claim of sexual harassment arises, the claimant may use University grievance procedures that have been established for faculty, staff and students as appropriate. This policy also prohibits an employee from sexually harassing a superior and a student from sexually harassing a faculty member.

Standards of Conduct
Clemson University prohibits the illicit or unauthorized manufacture, use, possession, distribution, or dispensation of alcohol or illegal drugs on University property (Greenville ONE) or as part of any University activity. More specifically:

a. No student shall unlawfully manufacture, use, possess, distribute, or dispense any illegal drug, controlled substance or alcohol
b. No student under 21 years of age shall possess, sell, purchase, or consume alcoholic liquor, beer, or wine.
c. No student of legal age shall purchase for, or sell or provide to, a person under 21 years of age any alcoholic liquor, beer or wine
d. No student of legal age shall possess or consume alcoholic liquor, beer, or wine except during special events approved and sponsored by University Academic Programs.

HANDBOOK/POLICY ADMINISTRATION

Process for Departmental Review of Program Requirements
This handbook for the MRED program applies to students at the beginning of their MRED program of study.

In addition to the annual student assessment of the program, the departmental graduate committee and Assistant Director of Student Services will conduct a full program review at least every year. The review will consider the department’s admission policies and criteria, advising policies, curriculum and website. A committee will assess the program, its policies and written documentation with respect to consistency, accuracy, rigor and pertinence.
Acknowledgement of Handbook Contents

MRED students will acknowledge their review of handbook contents at the MRED program orientation each fall semester.
### Appendix A: MRED Curriculum Overview and Course Descriptions

<table>
<thead>
<tr>
<th>Course Number, Name, Credit Hours</th>
<th>Course Descriptions</th>
</tr>
</thead>
<tbody>
<tr>
<td>ARCH 8200—Building Design and Construction Principles (3) <em>Online or Hybrid</em></td>
<td>Essential principles for quality design and construction. Emphasis on design, programming and sustainability issues for different project types. Nature and characteristics of construction materials, equipment and systems used in modern buildings are presented, as well as how they affect function and feasibility.</td>
</tr>
<tr>
<td>RED 8890—Intro to Accounting and Finance (3) <em>Online</em></td>
<td>Topics emphasizing current literature and results of current research. May be repeated for a maximum of nine credits, but only if different topics are covered.</td>
</tr>
<tr>
<td>RED 8000—Real Estate Development Process (3)</td>
<td>Real estate and land development process from the developer’s perspective. Cases and lectures are presented by leading experts in the development industry. Emphasizes participants of the development team and how to become a developer/“master builder” to create a superior built environment.</td>
</tr>
<tr>
<td>RED 8010—Real Estate Market Analysis (3)</td>
<td>Processes and data sources used to analyze the supply and demand for various building types. Explores demographic, technological and economic trends affecting markets. General market analysis supply and demand approaches, including the use of GIS, are developed and applied primarily to residential, retail and office markets at specific sites.</td>
</tr>
<tr>
<td>RED 8100—Real Estate Seminar Roundtable (1)</td>
<td>Weekly course bringing students and premier real estate professionals together through on-site or video sessions. Presentations and discussions on cutting-edge projects and industry issues from around the country and internationally.</td>
</tr>
<tr>
<td>CRP 8020—Site Planning and Infrastructure (3)</td>
<td>Covers the principles and practice of site planning, including site analysis, site design, infrastructure planning; exploration of site planning options for residential, commercial, office, industrial and mixed-use projects; street network, civic space, and open space planning; emphasis on walkable, mixed-use, transit-oriented sustainable development.</td>
</tr>
<tr>
<td>MBA 8360—Real Estate Principles (3)</td>
<td>Advanced survey course to acquaint students with the theories, practices and principles of real estate. Topics include urban economics, real estate law, brokerage, real estate valuation, financial institutions and analysis, tax issues, investment analysis and development.</td>
</tr>
<tr>
<td>MBA 8410—Real Estate Finance (3)</td>
<td>The application of financial analysis and theory to real estate, mortgage credit analysis and current financing techniques for residential and commercial properties is emphasized. Topics include financial institutions, mortgage financing techniques, financial decisions and construction financing.</td>
</tr>
<tr>
<td>Course Number, Name, Credit Hours</td>
<td>Course Descriptions</td>
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</tr>
<tr>
<td>RED 8120—Real Estate Technology (1)</td>
<td>Demonstrates the technology used by the real estate industry pertaining to site analysis and land planning, vertical design, location analysis and market research and feasibility analysis.</td>
</tr>
<tr>
<td>LAW 8480—Law for Real Estate Professionals (3)</td>
<td>Provides the real estate professional with the fundamentals of law as it applies in the real estate arena. Explores the various legal forms of ownership, the form and process of real estate transactions, and governmental regulation of land use.</td>
</tr>
<tr>
<td>RED 8020—Real Estate Development Field Tour Seminar (3)</td>
<td>Course examines the processes of creating quality development within the risk-reward framework focusing on design feasibility from the perspectives of the development team. Approximate ten-day tour of the South Carolina Coast or other environs includes approximately forty developments and the key actors involved.</td>
</tr>
<tr>
<td>RED 8110—Summer Internship in Real Estate Development (3) <em>Required for 18 Month</em></td>
<td>Preplanned, preapproved, faculty-supervised internship designed to give students on-the-job learning in support of classroom education. Internships must be no less than 10 full-time consecutive weeks with the same internship provider. Ancillary study abroad experience or two three-credit classes in place of the internship requirement are possible with approval of MRED director.</td>
</tr>
<tr>
<td>RED 8030—Public Private Partnership (3)</td>
<td>Focuses on public-private partnerships in the structuring, negotiating and implementing the design, development, construction and management of buildings and areas. Emphasis is on redevelopment/rehab and infill development; incentive tools and techniques; and market and feasibility issues for development within the risk-reward framework.</td>
</tr>
<tr>
<td>RED 8150—Contractor Operations in Real Estate Development (3)</td>
<td>Principles of the construction industry and the relationship of the real estate developer with the general contractor.</td>
</tr>
<tr>
<td>MBA 8330—Real Estate Investments (3)</td>
<td>Study of real estate investment analysis and decision making featuring the use of discounted cash flow model and other tools to evaluate investment alternatives from the perspective of an equity real estate investor. Emphasizes market analysis, ownership alternatives and financing considerations.</td>
</tr>
<tr>
<td>RED 8040—Practicum in Residential Development (3)</td>
<td>Exploration of the residential development process. Guest speakers, case studies and field visits are used. Feasibility, market studies with financial analysis for a real world proposed development are completed by diverse student teams.</td>
</tr>
<tr>
<td>Course Number, Name, Credit Hours</td>
<td>Course Descriptions</td>
</tr>
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<td>-----------------------------------</td>
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</tr>
<tr>
<td>RED 8050—Practicum in Commercial Development (3)</td>
<td>Exploration of the commercial development process, especially for office and retail properties. Guest speakers, case studies and field visits are used. Capstone preliminary feasibility analysis is completed by diverse student teams for a real-world proposed development.</td>
</tr>
<tr>
<td>RED 8130—Real Estate Strategies (3) <em>Required for 18 Month</em></td>
<td>Seminar examines the importance of strategy in the success of real estate companies and projects. Leadership, current economic conditions and the real estate cycle are also explored as a way of identifying successful strategies and the role leadership plays in their execution.</td>
</tr>
</tbody>
</table>

**ELECTIVES**

<table>
<thead>
<tr>
<th>Course Number, Name, Credit Hours</th>
<th>Course Descriptions</th>
</tr>
</thead>
<tbody>
<tr>
<td>RED 8130—Real Estate Strategies (3) <em>Elective for 12 Month</em> <em>Required for 18 Month</em></td>
<td>Seminar examines the importance of strategy in the success of real estate companies and projects. Leadership, current economic conditions and the real estate cycle are also explored as a way of identifying successful strategies and the role leadership plays in their execution.</td>
</tr>
<tr>
<td>RED 8160—Preservation Feasibility for Real Estate Professionals (3) General Elective</td>
<td>Students gain familiarity with historic tax incentives, the adaptive use of historic structures and the feasibility of historic rehabilitation projects within the context of contemporary real estate development processes.</td>
</tr>
<tr>
<td>RED 8170—Mixed Use Development Seminar (3) General Elective</td>
<td>Advanced weekly seminar focusing on an in-depth look at several product types in a mixed-use format. The course synthesizes Master of Real Estate Development curriculum knowledge in conjunction with premier developers and their team members, who use case(s) to cover the product type from idea inception to completion.</td>
</tr>
<tr>
<td>RED 8890—Selected Topics (3)</td>
<td>Topics emphasizing current literature and results of current research. May be repeated for a maximum of nine credits, but only if different topics are covered.</td>
</tr>
<tr>
<td>RED 8900—Directed Study (1-3)</td>
<td>Students pursue individual professional interests under guidance of individual faculty as approved by MRED Director. Offered for elective credit for students in the MRED Program. May be repeated for a maximum of six credits.</td>
</tr>
</tbody>
</table>
Appendix B: MRED Electives

All Clemson MRED students admitted into the 18-month curriculum sequence are required to complete two elective courses.

All Clemson MRED students admitted into the 12-month curriculum sequence are required to complete two elective courses.

The list of elective courses that are typically offered are listed in Appendix A. Elective options will vary by semester. Please note that there may be other courses offered by other departments that could substitute for an elective course requirement if approved by the MRED Program Director.

The MRED Program attempts to replicate similar elective offerings each year; however, cannot guarantee the availability of all courses and the exact meeting days and times for all future semesters.

<table>
<thead>
<tr>
<th>ELECTIVE LISTING</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>RED 8130—Selected Topics- Real Estate Strategies (3)</strong></td>
</tr>
<tr>
<td><em>Elective for 12 Month</em></td>
</tr>
<tr>
<td><em>Required for 18 Month</em></td>
</tr>
<tr>
<td>Seminar examines the importance of strategy in the success of real estate companies and projects. Leadership, current economic conditions and the real estate cycle are also explored as a way of identifying successful strategies and the role leadership plays in their execution.</td>
</tr>
<tr>
<td><strong>RED 8160—Preservation Feasibility for Real Estate Professionals(3)</strong></td>
</tr>
<tr>
<td>General Elective</td>
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<tr>
<td>Students gain familiarity with historic tax incentives, the adaptive use of historic structures and the feasibility of historic rehabilitation projects within the context of contemporary real estate development processes.</td>
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<tr>
<td><strong>RED 8170—Mixed Use Development Seminar(3)</strong></td>
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<tr>
<td>General Elective</td>
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<tr>
<td>Advanced weekly seminar focusing on an in-depth look at several product types in a mixed-use format. The course synthesizes Master of Real Estate Development curriculum knowledge in conjunction with premier developers and their team members, who use case(s) to cover the product type from idea inception to completion.</td>
</tr>
<tr>
<td><strong>RED 8890—Selected Topics (3)</strong></td>
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<tr>
<td>General Elective</td>
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<tr>
<td>Topics emphasizing current literature and results of current research. May be repeated for a maximum of nine credits, but only if different topics are covered.</td>
</tr>
<tr>
<td><strong>RED 8900—Directed Study (1-3)</strong></td>
</tr>
<tr>
<td>General Elective</td>
</tr>
<tr>
<td>Students pursue individual professional interests under guidance of individual faculty as approved by MRED Director. Offered for elective credit for students in the MRED Program. May be repeated for a maximum of six credits.</td>
</tr>
</tbody>
</table>
Appendix C: Faculty Information.

Detailed faculty bios are located on the MRED Program website directory.

<table>
<thead>
<tr>
<th>Master of Real Estate Development Program Faculty &amp; Lecturer Listing</th>
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<tbody>
<tr>
<td>Ryan Dietz, <strong>MRED Program Director and Professor of Practice</strong>&lt;br&gt;<em>Courses Taught</em>: RED 8100, RED 8110, MBA 8330, MBA 8410</td>
</tr>
<tr>
<td>Dr. Dennis Bausman, Professor, Construction Science and Management&lt;br&gt;<em>Courses Taught</em>: ARCH 8200 (summer only)</td>
</tr>
<tr>
<td>Dr. Robert Benedict, MRED Professor of Practice&lt;br&gt;<em>Courses Taught</em>: RED 8000, RED 8050, RED 8120, RED 8160</td>
</tr>
<tr>
<td>Michael Brearley, Lecturer, MRED Program&lt;br&gt;<em>Courses Taught</em>: LAW 8480</td>
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<tr>
<td>Dr. Stephen Buckman, MRED Assistant Professor&lt;br&gt;<em>Courses Taught</em>: RED 8020, RED 8030, RED 8170</td>
</tr>
<tr>
<td>Dr. Cliff Ellis, Professor, City Planning&lt;br&gt;<em>Courses Taught</em>: CRP 8020</td>
</tr>
<tr>
<td>Dr. John Gaber, <strong>Department Chair</strong>, City Planning and Real Estate Development</td>
</tr>
<tr>
<td>McFaddin Blanding, Lecturer, MRED Program&lt;br&gt;<em>Courses Taught</em>: RED 8890</td>
</tr>
<tr>
<td>Zack Devier, Lecturer, MRED Program&lt;br&gt;<em>Courses Co-Taught</em>: RED 8890</td>
</tr>
<tr>
<td>Tom Fox, Lecturer, MRED Program&lt;br&gt;<em>Courses Taught</em>: RED 8010</td>
</tr>
<tr>
<td>Brad Harvey, Lecturer, MRED Program&lt;br&gt;<em>Courses Co-Taught</em>: RED 8890</td>
</tr>
<tr>
<td>Kimbrell Hughes, Lecturer, MRED Program&lt;br&gt;<em>Courses Co-Taught</em>: RED 8130</td>
</tr>
<tr>
<td>Phil Hughes, Lecturer, MRED Program&lt;br&gt;<em>Courses Co-Taught</em>: RED 8130</td>
</tr>
<tr>
<td>Kelli McCormick, Lecturer, MRED Program&lt;br&gt;<em>Courses Taught</em>: RED 8040</td>
</tr>
<tr>
<td>Dr. Barry Nocks, MCRP Professor Emeritus&lt;br&gt;<em>Courses Co-Taught</em>: RED 8890</td>
</tr>
<tr>
<td>Taylor Norville, Lecturer, MRED Program&lt;br&gt;<em>Courses Taught</em>: RED 8150</td>
</tr>
<tr>
<td>Andy Sherard, Lecturer, MRED Program&lt;br&gt;<em>Courses Co-Taught</em>: RED 8890</td>
</tr>
<tr>
<td>Tori Wallace-Babcock, Lecturer, MRED Program&lt;br&gt;<em>Courses Taught</em>: ARCH 8200 (fall only)</td>
</tr>
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