



*Department of*  
**CITY PLANNING AND  
REAL ESTATE DEVELOPMENT**  
*Master of Real Estate Development*



## 2021-2022 Handbook

Master of Real Estate Development Program  
Clemson University  
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Greenville, SC 29601  
864-656-4257

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# 1 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 are excited you are here and wish you success at every stage of your academic journey.

This handbook, in conjunction with the [Clemson Graduate School Policy Handbook](#), is designed to familiarize you, as a graduate student, with the requirements, policies, and procedures to assist you throughout your graduate experience. While this handbook covers pertinent information, feel free to contact us at any time for assistance. Mrs. Amy Matthews Herrick is the first point of contact, [matthe3@clemson.edu](mailto:matthe3@clemson.edu) or 864-656-4257, and she can refer you to the best resource based on your question.

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](#).

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.

## 2 General Information

### 2.1 Clemson University

Clemson University was founded in 1889, a legacy of Thomas Green Clemson who willed his Fort Hill plantation to the state of South Carolina to establish a technical and scientific institution.

As a land-grant University, Clemson is engaged in extensive research, extension and service activities to the people of South Carolina. Clemson is dedicated to teaching, research and service. You can access the University's website [here](#).

### 2.2 Greenville Campus

The MRED degree program is located in downtown Greenville, South Carolina, about 45 minutes away from the main University campus. The Greenville campus, known as Greenville ONE, is located on Main Street in downtown Greenville. The Greenville location provides an ideal location for all business and professional degree programs (MBA, accountancy, management, marketing, and finance) and other centers. Our location strategically places college faculty and students at the center of the region's most dynamic business location. In the heart of the Southeast, our location serves as an excellent student laboratory and provides opportunities to work closely and network with the real estate community. Our program emphasizes thorough knowledge of mixed-use, infill and master-planned communities, which have premier examples in the region.

## 2.3 Master of Real Estate Development Program

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.

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 are 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, 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.

### 2.3.1 MRED Program Faculty and Staff

Dr. Dustin Read, Program Director and Professor  
1 North Main Street, Office #710, Greenville, SC 29601 • [dcread@clemson.edu](mailto:dcread@clemson.edu) • 864-656-5270

Dr. John Gaber, City Planning and Real Estate Development (CPRED) Department Chair  
Lee Hall 3-109, Clemson, SC 29634-0511 • [jgaber@clemson.edu](mailto: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](mailto:matthe3@clemson.edu) • 864-656-4257

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 E](#) or [clemson.edu/caah/departments/cpred/real-estate-development/people/index.html](http://clemson.edu/caah/departments/cpred/real-estate-development/people/index.html).

### 2.3.2 COVID-19 Resources

Please see <https://www.clemson.edu/coronavirus/> for the latest university updates and resources on COVID-19.

## 3 Academic Program Overview

The MRED graduate degree at Clemson has been offered for 17 years. Program graduates are employed by full array of firms involved in project development; construction management; financial and investment analysis; asset management and acquisition; sales, marketing and leasing; and portfolio analysis. The program requires 56 credit hours beyond the undergraduate degree and is open to students with all degree backgrounds.

Admission is only offered in the summer session with two 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).

The MRED program is designed as a full-time program and offers the following sequences:

### 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 up to 15 credit hours of the full-time 56-credit hour program through an interview, transfer courses, and [portfolio documentation](#) prior to admittance.

## 3.1 General Admission Requirements

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 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 an admissions requirement.

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. Applications are reviewed periodically on a rolling admissions basis at dates determined by the Committee. Ultimately, the Committee will make

an admission recommendation to the Graduate School. The Graduate School will make the final decision and notify you by letter.

The first round deadline for applications is **November 1** and the second round application deadline is **January 15-May 30** for admission as part of the summer cohort. We have rolling admissions and may admit students until the program reaches capacity. **There are no mid-year (spring) admissions for the MRED Program.**

**International Students:** Typically, the University requests that international students' applications are completed no later than April 15<sup>th</sup> for fall semester enrollment. Given that the MRED Program summer classes begin online, International Student I-20 forms should be issued for fall and not summer. International students must consider that additional steps, including receipt of necessary immigration documentation from the University (DS-2019 or I-20 forms), require that the financial certification process be complete prior to issuance of these forms. Forms I-20 and DS-2019 are normally completed by the Office of International Services by July 1<sup>st</sup>, and October 15<sup>th</sup> for registration in the fall and spring semesters, respectively, to allow the international student adequate time to secure a visa. For general information and information on immigration documentation and processing timelines, visit the [International Services Office](#).

**Minimum requirements include:**

- A four-year bachelor's degree from an institution whose scholastic rating is satisfactory to the University
- While the MRED program no longer maintains minimum GMAT or GRE requirements for admission, it is recommended that students with less than 3.00 (4.0 scale) for their overall grade point average (GPA) submit satisfactory GMAT or GRE scores as part of their application.
- 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](http://www.grad.clemson.edu/Admission.php).

A complete application consists of (1) the application, (2) an \$80 non-refundable application fee (\$90 for international applicants), (3) unofficial copies of transcripts of all college-level work, (4) three letters of recommendation, (5) GRE or GMAT and TOEFL scores (if applicable), (6) a personal statement, (7) a resume, (8) portfolio (if applying for the 12-month sequence) and (9) a personal interview (in person or virtual). Applications may be submitted prior to taking the GMAT and/or obtaining the required letters of reference. However, an applicant's application package will not be considered complete until all items are received.



For more information about Graduate School admissions, see <https://www.clemson.edu/graduate/admissions/index.html>

### 3.2 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. The MRED Program does not have a foreign language requirement.

Additional Graduate School admissions policies can be found on the [Graduate School Policies and Procedures website](#).

### 3.3 Requirements for Master’s Degree Completion

MRED Program Minimum Degree Requirements By Sequence		
	18-Month Sequence	12-Month Sequence
Total hours (credits) of course work	56 hours	56 hours with up to 15 credits exempted
Elective courses required	2	2
Exams	Final Practicum Project	Final Practicum Project

#### 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.
- See all sequence requirements in [Appendix B](#).

A detailed summary of all MRED courses and descriptions is in [Appendix A](#), elective information is in [Appendix C](#). 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.

### 3.4 Forms

Every degree-seeking student must file a Plan of Study (Form GS2) with the Office of Enrolled Student Services. The Plan of Study must be filed by the middle of their second semester of study. You can access instructions to completing the GS2 form from the Graduate School’s [website](#). MRED students also must apply for graduation and file a GS7M form. A formal application for a diploma is completed by the student when they file for graduation. The MRED Program will assist with the GS7M form filing following completion of practicum requirements.

Failure to file the GS2 and apply for graduation by the deadlines set by the Graduate School will result in late fee assessment. Adherence to published Graduate School deadlines are the student's responsibility.

## 4 Academic Regulations

The Graduate School website is the most detailed and up-to-date source of information regarding Academic Policies for Clemson graduate students (grievance, integrity, probation, continuous enrollment, etc.). Please see the [Graduate School Policy Handbook](#) for all current Academic Regulations for Clemson graduate students.

## 5 Tuition and Financial Aid

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. The MRED Program is a Premier program with differential tuition. *Additional required university fees are not included in the tuition rates.*

Appropriate health insurance, calculator, laptop, books and other educational and living costs are additional. Please review [Redfern Health Center](#) regarding Health Insurance information.

### 5.1 Tuition Rates by Sequence

For all 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](#).

- The academic tuition and fees for 2021-2022 is \$55,000 for the 18-month sequence.
- The academic tuition and fees for 2021-2022 is \$49,000 for the 12-month sequence.
- 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 \$2,000 for travel costs.

### 5.2 Fellowships and Assistantships

We have a differential tuition from the rest of Clemson University graduate education. Our tuition is the same for in-state and out-state students and varies based on the 18-month or 12-month sequence.

The MRED Program does have several fellowships that are awarded by the Program from the Advancement Board for Real Estate Development (ABRED) and other contributors. Those fellowships are awarded through Clemson's Office of Financial Aid and the Graduate School. Fellowship amounts vary by year. The fellowship amounts vary by year and are limited and would not cover tuition or living expenses.

**No graduate assistantships or related tuition reduction from our program or any other program at Clemson is allowed with the MRED program at this time.**

## 5.3 Financial Aid

Students in the MRED program are eligible to borrow from the Federal Stafford Loan and the Graduate PLUS Loan programs. Loans require special handling because MRED students pay differential tuition and are not eligible for a graduate assistant waiver of tuition. Since the program starts Summer II, please contact [Clemson's Office of Student Financial Aid](#) for all financial aid related questions.

## 6 Course Registration and Enrollment

### 6.1 Academic Calendars and Class Schedule

Students can view Clemson University Academic Calendars [here](#). MRED class schedules will be provided to students in advance of each semester. Prior to registration for your first semester of study, you must report to Amy Matthews Herrick, the Assistant Director of Student Services, to help guide you on specific courses to register for during your first and subsequent semesters in the MRED Program.

### 6.2 Course Planning and Timing

It is very important to follow the Plan of Study (GS2). 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.

### 6.3 iROAR

iROAR is your portal to your university account, class schedule, financial aid, final grades, course registration, tuition payments, and academic progress. You will also use this system to update your address, make tuition payments, etc. Course registration is conducted entirely online via iROAR. Access iROAR [here](#).

### 6.4 Registration Instructions

Specific [iROAR registration instructions](#) are available online. 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.

**Requesting Course Access or Registration Errors:** If you attempt to register and receive a message that the class is full or receive an error message, you should contact Amy Matthews Herrick for assistance.

**Auditing Courses:** Given the 16 maximum credit hour semesters for MRED students, auditing courses is not typically recommended or possible due to hour maximums.

**Dropping a Class:** Please see the note above re: Course Planning & Timing. Dropping a class (without re-adding a course replacement) will likely delay a student's time to degree in the program. Note that students will not be automatically dropped if they stop attending a class and will receive a grade of "F" unless you officially drop the class within set university deadlines.

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.

**Registration Holds:** Registration holds will be placed on the records of degree seeking graduate students for a variety of reasons such as non-payment, immunization records missing, and if all final transcripts have not been submitted. Note: Final transcripts must be submitted prior to registration for a student's second semester (term) of study. For any hold on your account, please contact the appropriate office to provide necessary documentation or information to release the registration hold.

See the [Graduate School Policy Handbook](#) for complete registration policies and procedures.

## 6.5 Enrollment Information 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.

## 6.6 Tuition and Fee Payment

Payment and billing information are available exclusively online through iROAR on the Student Financial Services Tab. 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](#) or 864-656-5592.

## **7 MRED Coursework**

### **7.1 Internships**

18-month sequence students in the Master of Real Estate Development program 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, faculty, 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.

### **7.2 Practicum Project—Final Capstone Classes**

No thesis is required for the MRED Program; however, candidates for the MRED must pass a final special project called the Practicum, as final capstone classes. The Practicum consists of two courses (RED 8040 and RED 8050) 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 classes 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.

### **7.3 Online 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.

### **7.4 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. See [Appendix D](#) for Directed Study Requirements.

### **7.5 Site Visits | Safety Equipment**

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

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.

## **8 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 is understood that the faculty expect 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 to work frequently in teams. This manner of working will prepare you for similar work in professional practice.

## **8.1 Orientation**

### **8.1.1 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 [New Student Orientation website](#) for the most current orientation information.

Also, review the Graduate School Onboarding Training for additional Clemson and graduate student resources. This training is required.

### **8.1.2 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 orientation will be announced by the MRED Program via email and program website. Orientation is typically held several days prior to the start of the fall semester.

## **8.2 Dress Code and Professional Conduct**

### **8.2.1 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.

### **8.2.2 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.

### **8.2.3 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. Students who cannot attend the first class are responsible for contacting the instructor to indicate their intent to remain in the class. If a student does 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.

Instructors may set their own attendance policies for their courses, including penalties for absences. See the [Graduate School Policy Handbook](#) for the full policy.

### **8.3 Email**

Following acceptance into the Clemson MRED Program, we will communicate with you only through your Clemson email address. Your Clemson email account is an official means of communication and the only official email account. Faculty and staff will respond to a message received from another email account will reply to that message so it is not necessary to log into your personal email account to communicate with us. However, faculty and staff will not be expected to provide course or program communication to personal accounts. It is very important that you check your Clemson email account regularly, at least once a day. If you are requested to respond, you should do so in a timely manner. If you prefer to have your Clemson e-mail forwarded to another e-mail account, you will find the instructions [here](#).

### **8.4 Student Computers and Software**

#### **8.4.1 Laptops**

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.

#### **8.4.2 Software**

The MRED Program will purchase real estate specific software for students as part of the curriculum.

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](#).

### **8.5 Textbooks**

Students may purchase books online from the Clemson University bookstore each semester. The Clemson University Bookstore is located on the first floor of the Hendrix Student Center on main campus and the online bookstore can be accessed [here](#). A list of required course 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 another vendor of your choice.

### **8.6 Canvas**

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



## **9 Career Planning & Professional Development**

### **9.1 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.

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.

### **9.2 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 the 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:

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

### **9.3 Professional certifications**

Through specific MRED courses, some students may 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, REFM, and Site To Do Business (STDB). LEED Certification is also encouraged. Preparation workshops are typically coordinated with the Clemson-based USGBC chapter.

## 10 Greenville ONE Facilities

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. MRED Program offices are located on the 7<sup>th</sup> Floor of Greenville ONE.

### 10.1 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.

### 10.2 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. Your card/fob allows you access to the building from outside, internal stairwells, and operates the elevator. Please keep your fob with you at all times within the building.

Fob & Access Information:

- Entrance for students is via the door on Main Street
- You have 24/7 access to the 5<sup>th</sup> and 6<sup>th</sup> floors
- You have direct access to the 7<sup>th</sup> and 8<sup>th</sup> floors (staff offices) 8 am – 10 pm Monday – Friday only.
- To operate the elevators, wave your fob in front of the control panel. The floors you have access to will populate the screen and you can select where you want to go.
- Note: On the elevator panel the 5<sup>th</sup> floor does not have a button that says "5." Don't worry – the 5<sup>th</sup> floor isn't missing – you access it using the large button that says "Clemson University"
- If you use any of the building staircases with doors you will need your fob to regain entry on any floor other than street level.
- Replacement key fobs are \$25 (price subject to change) and may take up to a day to be activated. Please contact Jeremy Kröber ([jmonday@clemson.edu](mailto:jmonday@clemson.edu)) if you lose your card/fob.

#### 10.2.1 Conference Room Policy

There are 12 conference rooms with capacity ranging from 4 – 12 people available on the 5<sup>th</sup> and 6<sup>th</sup> floors. To ensure fairness to all, these rooms are only to be used for groups of 2 or more people with the exception of 5B and 5C, which are designed for video practice and may be booked individually.

Each room must be reserved **as a group** for up to two hours. You cannot have multiple students book 2 hour blocks individually to lock down the space for extended periods. If at the end of your allotted time the space is not reserved you may book up to two more hours at that time. To reserve a space, please email Jeremy Kröber at ([jmonday@clemson.edu](mailto:jmonday@clemson.edu)). Please choose a room appropriate to your group size whenever possible.

Conference rooms are designed to be used for projects which require privacy. If you do not require privacy please utilize one of the numerous open group spaces to make the rooms available for students who need them.

These policies are to ensure fairness to all of the students from various disciplines who will be working in this space along with outside groups who will be renting our space periodically and are subject to change as we learn the use patterns and needs of various groups over time.

### **10.2.2 Open Gathering/Study Spaces**

There are large “lobby” spaces available at the front of the building on the 5<sup>th</sup>, 6<sup>th</sup>, and 7<sup>th</sup> floors that are perfect for informal gathering, as well as the 5<sup>th</sup> floor roof terrace. Numerous outlets are available for plugging in electronic devices and the entire building is Wi-Fi equipped with the exception of the roof terrace. We encourage you to study and meet in these spaces whenever you like. In addition, the hallways have numerous group work stations and gathering spots – some equipped with technology – which are available on a first-come first-serve basis.

### **10.2.3 Quiet Zones**

The 5<sup>th</sup> floor auditorium is available for quiet study when not in use for events (glass doors will be installed soon). Also, there is a small reception area on the 8<sup>th</sup> floor outside the executive board room which you may use for quiet study as long as there are no meetings taking place. Signs will be posted if the quiet zones will be in use for other activities.

### **10.2.4. Student Break Room**

The student break room is at the rear of the building on the 6<sup>th</sup> floors and is equipped with vending machines which accept cash or credit/debit cards and a free coffee/cappuccino machine for your convenience. There is also a bank of lockers available – they are first-come first served and you must provide your own lock.

### **10.2.5 Print Lab**

The print lab is located on the 6<sup>th</sup> floor in room 612. There are two computers in the lab for your convenience, but keep in mind you can print to the lab from anywhere in the building via wi-fi and pick up the prints when they are ready. Visit [download.clemson.edu](http://download.clemson.edu) and download the [PaperCut](#) print driver. For assistance with setup please contact CCIT ([ITHelp@clemson.edu](mailto:ITHelp@clemson.edu)).

## **10.3 Other Building Rules**

The building owners have a few rules and regulations that we ask you to comply with:

- Please do not attach anything to any exterior window of the building or write on any exterior glass. The building owner wants to preserve a clean look from the exterior.
- There is 24 hour security in the building and we are asked to comply with any requests they have. For the most part they will not question anyone, but they are here for your safety and security so please comply with anything they ask of you. They will patrol our four floors after 9:00 PM and throughout the night but otherwise are stationed in the first floor lobby.

- Outside visitors are welcome but must remain with you – please do not let people in and let them wander in the building unescorted.
- If you need to direct someone to the building to meet staff or for other appointments please ask them to go to the main reception desk on the 5<sup>th</sup> floor. Anyone without a key fob can access the 5<sup>th</sup> floor during regular business hours of 8 AM – 4:30 PM Monday – Friday.

#### **10.4 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 or check local TV and radio stations for information regarding the status of Greenville ONE classes.

#### **10.5 Parking**

The Richardson Street Parking Garage is located within walking distance from the Greenville ONE building. Students may purchase parking at the Richardson Street Garage through our contract with the city. The negotiated price with Greenville Parking Services for the Richardson Street Garage is \$40 per month. To participate in this parking option, students must fill out an application via the Greenville Parking Services portal and remit payment. The parking office is located at 516 Rutherford Street, Greenville. 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. All monthly payments are due to the City of Greenville.

\*\*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.

Park and ride options are available from the CU-ICAR facility via the Greenlink bus. Parking at CU-ICAR and riding the bus are free. Information on the bus route can be found on Greenlink's [website](#).

In addition to these options, there are also several other garages and lots in downtown that offer parking for purchase.

#### **10.6 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.

#### **10.7 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.

#### **10.8 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/](http://www.clemson.edu/cusafety/preparedness/)

## **Appendix A: MRED Curriculum Overview and Course Descriptions**

*Courses are listed in alphabetical order. See the [Graduate School Course Catalog](#) for all course information.*

### **ARCH 8200—Building Design and Construction Principles (3) Online**

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.

### **CRP 8020—Place Making for the Built Environment (3)**

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.

### **LAW 8480—Law for Real Estate Professionals (3)**

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.

### **MBA 8330—Real Estate Investments (3)**

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.

### **MBA 8360—Real Estate Principles (3)**

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.

### **MBA 8410—Real Estate Finance (3)**

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.

### **RED 8000—Real Estate Development Process (3)**

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.

**RED 8010—Real Estate Market Analysis (3)**

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.

**RED 8020—Real Estate Development Field Tour Seminar (3)**

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.

**RED 8030—Public Private Partnership (2)**

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.

**RED 8040—Practicum in Residential Development (3)**

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.

**RED 8050—Practicum in Commercial Development (3)**

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.

**RED 8100—Real Estate Seminar Roundtable (1)**

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.

**RED 8110—Summer Internship in Real Estate Development (3)**

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.

**RED 8120—Real Estate Technology (2)**

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.

**RED 8130—Real Estate Strategies (3)**

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.

**RED 8150—Contractor Operations in Real Estate Development (3)**

Principles of the construction industry and the relationship of the real estate developer with the general contractor.

**RED 8160—Preservation Feasibility for Real Estate Professionals (3), General Elective**

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.

**RED 8170—Mixed Use Development Seminar (3), General Elective**

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.

**RED 8890—Intro to Accounting and Finance (3) *Online***

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.

**RED 8890—Selected Topics (3)**

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.

**RED 8900—Directed Study (1-3)**

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.



## Appendix B: Required MRED Courses by Sequence

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

<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.

<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](#) information.

See a complete listing of courses offered in the Master of Real Estate Development Program and course descriptions in Appendix A. Course descriptions can also be found in the current [Graduate Catalog](#).

## Appendix C: MRED Program Elective Options by Sequence

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.

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.

<b>MRED Program Approved Electives By Sequence</b>	<b>18-Month</b>	<b>12-Month</b>
RED 8130–RE Strategies	Required	Elective
RED 8160–RE Preservation Feasibility	Elective	Elective
RED 8170–RE Mixed Use Seminar	Elective	Elective
RED 8180–Entitlements and the Pre-Development Process	Elective	Elective
RED 8890–Selected Topics <sup>1</sup>	Elective	Elective
RED 8900–RE Directed Study <sup>2</sup>	Elective	Elective

<sup>1</sup>RED 8890–Selected Topics courses vary by semester. May be repeated for a maximum of nine credits, but only if different topics are covered. Previous topics include: Advanced Financial Modeling.

<sup>2</sup>RED 8900–Directed Study must be approved by MRED Program Director. See [Appendix D](#) for Directed Study procedure.

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.

## **Appendix D: 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.

## Appendix E: Faculty Information

Detailed faculty bios are also located on the MRED Program website [directory](#). The faculty list below is for academic year 2021-22.

### Full-time Faculty

Dr. Dustin Read, MRED Program Director and Professor

*Courses Taught:* RED 8030, RED 8040, RED 8110

Dr. Robert Benedict, MRED Professor of Practice

*Courses Taught:* RED 8000, RED 8010, RED 8050, RED 8120, RED 8160, RED 8900, MBA 8410

Dr. Stephen Buckman, MRED Assistant Professor

*Courses Taught:* RED 8020, RED 8030, RED 8040, RED 8170, RED 8180, RED 8900

Dr. Barry Nocks, Professor Emeritus, City Planning

*Courses Taught:* RED 8890

### Lecturers | Graduate Teacher of Record

Michael Brearley, Lecturer, MRED Program

*Courses Taught:* LAW 8480

McFaddin Blanding, Lecturer, MRED Program

*Courses Taught:* RED 8890

Zack Devier, Lecturer, MRED Program

*Courses Taught:* MBA 8330, MBA 8410

Dan Ford, Lecturer, MRED Program

*Courses-Taught:* CRP 8020

Tom Fox, Lecturer, MRED Program

*Courses Co-Taught:* RED 8010

Brad Harvey, Lecturer, MRED Program

*Courses Taught:* RED 8890

Phil Hughes, Lecturer, MRED Program

*Courses Co-Taught:* RED 8130

Rivers Hughes, Lecturer, MRED Program

*Courses Co-Taught:* RED 8130

Gail DePriest, Senior Lecturer, MBA Program

*Courses Co-Taught:* RED 8100

Brian Reed, Lecturer, MRED Program

*Courses Co-Taught:* RED 8010

Todd Usher, GTR, PDBE Ph.D. Candidate

*Courses Taught:* ARCH 8200, RED 8150

Knox White, Lecturer, MRED Program

*Courses Co-Taught:* RED 8100