MS in Real Estate Development

College of Architecture & the Built Environment
Welcome!

- Program Description
- Plan of Study
- Sample Student Work
- Careers
- Professional Associations
- Student Profile
- Faculty Profile
- Alumni Profile

Tanery Flats, Onion Flats & Core Realty, 2013-
Mixed Use & Mixed Income Community
Dr. Suzanne Singletary
ASSOCIATE DEAN, NEW ACADEMIC INITIATIVES & GRADUATE STUDIES
INTERIM DIRECTOR, M.S. REAL ESTATE DEVELOPMENT

Suzanne.Singletary@jefferson.edu
215-951-2794
Jefferson’s MS Real Estate Development—

Core Values

Quadruple Bottom Line

- Environmental Sustainability
- Economic Viability
- Social Responsibility
- Beautiful Place-making
GET READY FOR 21st CENTURY DEVELOPMENT

- Urban Regeneration & Sustainable Development—Macro Scale of Master Planning
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- Adaptive Reuse & Environmental Sustainability—Micro Scale of a Building

Urban Outfitters Headquarters, Philadelphia Navy Yard
—Before and After
GET READY FOR 21st CENTURY DEVELOPMENT

- Sustainable Affordable Housing and Transit-Oriented Neighborhoods

Five88, David Baker Architects, San Francisco, 2010
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- Historic Neighborhoods—Create Healthy Places to “Live, Work, & Play”

Van Alen Institute and the City Parks Association of Philadelphia
GET READY FOR 21st CENTURY DEVELOPMENT

PHILADELPHIA—A LIVING LABORATORY OF REAL WORLD PROJECTS
GET READY FOR 21st CENTURY DEVELOPMENT

- Economic, environmental and social impacts
- Public-Private Partnerships
- Key Issues—Market Forces, Ethics, Density
- Walkable Urbanism, Smart Growth, Brownfield Redevelopment
- Commercial, industrial, institutional and residential, mixed-use & mixed-income development
GET READY FOR 21st CENTURY DEVELOPMENT

COURSES BUILD CRITICAL PROBLEM-SOLVING SKILLS

- The Sustainable Development Process
- Internet GIS for Development
- Public-Private Partnerships
- Real Estate Law & Ethical Practices
- Urban Regeneration, Adaptive Reuse & Historic Neighborhoods
- Estimating & Scheduling
- Sustainable Affordable Housing
- Sustainable Design Methodologies
- Real Estate Finance & Investments
- Market Analysis & Valuation
- Capstone Project

37 Total Credits
Capstone Project

**Quick Facts**

**Location:** Historic Burlington City, New Jersey

**Site Size:** .11 Acres (45x193)

**Land Use:** Commercial

**Project Type:** Shared Office

**Address:** 354 High Street, Burlington, NJ

**Advisors:**
- Greg Reaves
- Mosaic Development Partnership
- Howard Ways
- Thomas Jefferson University

**Interior Designer:** Christina Ford

**Developer:** Aaron Rowlett MS, Real Estate Development

**Think Bank Coworks** is the proposed adaptive reuse of a 3-story 11,000 sq. ft. historic bank building located in the Burlington City Historic District, a downtown urban setting. After the building’s years of vacancy, coupled with a neighborhood that has struggled to rebound after tough economic times, the project’s plan will be the adaptation of the building into a coworking office/innovation hub that will have a community focus. In order to achieve this feat, the project will include and promote the components of collaboration, the sharing economy, affordability, sustainability and education. Collaboration is key in succeeding with this project and will be embodied in the forms of financing, design, community creation and local community input. This small-scale impact development project will offer a unique product and an example of what can be achieved through strategic and thoughtful implementation and an extra push of thinking outside of the box when it comes to real estate development.
Trends in the real estate development sector suggest a growing need for real estate developers with complex and interdisciplinary skill sets. According to Hanover Research market analysis, as the real estate industry evolves to account for new demands in sustainable development, global growth, diversifying investments, and integrated “live work play” environments, real estate development education will expand to provide complex interdisciplinary training to current real estate professionals and recent graduates.

Demand is increasing for real estate professionals with broad experience and training in development, design, finance, and negotiation skills.
PROFESSIONAL ASSOCIATIONS

• Urban Land Institute (ULI)
• International Council of Shopping Centers (ICSC)
• CCIM Institute (CCIM)
• NAIOP, Commercial Real Estate Development Association
• National Multi-Housing Council (NMHC)
• U.S. Green Building Council (USGBC)
• CREW Network (Commercial Real Estate Women)
• American Senior Housing Association
Kenny Seagren
DOYLESTOWN, PA
CLASS OF 2021

Kenny has an undergraduate degree in Financial Economics and previously worked in real estate leasing and property management in New York. From a connection for a class assignment, he works now as a development assistant at PRDC Properties in Philadelphia.

“Learning about and working in real estate development has been a life-transforming experience that inspires me to help improve the lives of everyone around me.”

The Real Estate Development program encourages students to embrace their creativity and pursue their exciting ideas with an abundance of support from professors and fellow classmates.
Troy Hannigan, Assoc. AIA, SEED
MS IN REAL ESTATE DEVELOPMENT, ADJUNCT PROFESSOR

B.Arch from Philadelphia University
M.A. in Urban Studies from Eastern University

Troy Hannigan is program director at Community Ventures, a non-profit real estate developer with the mission to work in partnership with neighborhood-based organizations to improve communities and to increase the supply of affordable housing. Throughout his career, Troy has worked in various aspects of architecture, construction, real estate and community development.

COURSES

- MRE-601 - SUSTAINABLE REAL ESTATE DEVELOPMENT PROCESS
- MRE-620 - CASE STUDY STUDIO: URBAN REVITALIZATION, ADAPTIVE REUSE AND HISTORIC NEIGHBORHOODS
- MRE-640 - CAPSTONE PROJECT
Troy Hannigan, Assoc. AIA, SEED  
MS IN REAL ESTATE DEVELOPMENT, ADJUNCT PROFESSOR

Troy’s career has focused on sustainability, affordability, accessibility, and community. He has managed single-family developments and complex mixed-use, multi-family housing developments from conception through occupancy with budgets ranging from $140,000 to $21 million. Troy received the 2014 PACDC’s Rising Star Award, the 2015 Philadelphia University Young Alumni Achievement Award, the 2015 AIA Pennsylvania Associate Award and 2018 AIA Philadelphia Volunteer of the Year Award. He is an active member of the local Philadelphia architecture, sustainability and community development communities.

“I believe Real Estate Development must address the quadruple bottom line (people, planet, profit, and placemaking), which is only achieved by working with communities, understanding project finance, high-quality and sustainable design and collaboration between public and private sectors.”

The real estate development industry is diverse and students learn from those diverse perspectives and examples through case studies, guest speakers, and real-world projects. This is only feasible through the Nexus Learning approach that Jefferson has embodied and that is core to the MS in Real Estate Development program.
Aaron Rowlett
MANAGING PRINCIPAL, CHARLES DEAN GROUP
PROGRAM ASSISTANT, COMMUNITY VENTURES
EAST ORANGE, NJ (hometown)
BURLINGTON TWP, NJ (current)
CLASS OF 2019

I ultimately chose Jefferson MSRED due to its focus on sustainability, social equity, and local community economic improvement. While many real estate programs are taught solely on the financial aspect of the business, Jefferson’s vision of creating developers who look beyond the single bottom line approach sealed the deal for me.

“As real estate developers, it is our duty to ensure that what we leave in a community will not only benefit today, but future generations. Be impactful, be the example.”

Involve curiosity in all that you do as a student and a professional. History happens outside of the box.
Jefferson’s MS Real Estate Development

BECOME A LEADER IN 21st CENTURY DEVELOPMENT