

**Real Estate Development Cases**  
**FIN 6248**  
**Spring Break 2015**

Students will either go for three days to Amsterdam (The Netherlands) or three days to Berlin (Germany).

**Amsterdam:**

- Stay in a budget hotel near the University of Amsterdam (UvA) campus.
- Receive a number of lectures on the UvA campus by a mixture of university faculty as well as from local practitioner specialists so the students understand
  - Economic market conditions,
  - Legal framework,
  - Social environment in which the project takes place,
  - Financing structure, and
  - Marketing activities.
- Visit:
  - One or more real estate projects with one or more representatives of the developer.
  - Real Estate Capital provider, e.g. bank or institutional investor.

**Berlin:**

- Stay in a budget hotel near the Technical University of Berlin (TUB) campus.
- Receive a number of lectures on the TUB campus by a mixture of university faculty as well as from local practitioner specialists so the students understand
  - Economic market conditions,
  - Legal framework,
  - Social environment in which the project takes place,
  - Financing structure, and
  - Marketing activities.
- Visit:
  - One or more real estate projects with one or more representatives of the developer.
  - Real Estate Capital provider, e.g. bank or institutional investor.

For both trips there will be a closing dinner with the presenters and the students as a networking event and to taste the local cuisine