



BUILD YOUR FUTURE San Diego Real Estate



University of San Diego
SCHOOL OF BUSINESS

BURNHAM-MOORES
CENTER FOR REAL ESTATE
UNIVERSITY OF SAN DIEGO SCHOOL OF BUSINESS

MASTER OF SCIENCE IN REAL ESTATE





ALUMNISPOTLIGHT

JAMAS GWILLIAM '06

- Vice president of development at Merlone Geier Partners
- Board member of the USD Burnham-Moores Center for Real Estate, NAIOP San Diego and San Diego Regional Economic Development Corporation
- While a senior vice president for Kilroy Realty Corporation, was responsible for 2.8 million square-foot development pipeline in San Diego, including the entitled 1.1 million square-foot One Paseo project in Del Mar Heights
- After graduating from the MSRE program, worked in multifamily/affordable housing development and acquisitions, shopping center acquisitions, medical facility development and institutional office investment/development
- At Kilroy involved in acquisition of \$1.5B of Class A office assets in Seattle, San Francisco Bay Area, Los Angeles and San Diego
- Development lead on the acquisition and execution of the \$450 million full city block Columbia Square mixed-use project in Hollywood

“The Master of Science in Real Estate program at the University of San Diego School of Business allowed me to focus my expertise and propel my real estate career.”



Master of Science in Real Estate

Surround yourself with some of the best and brightest minds in real estate in one of the nation's strongest real estate markets. The Master of Science in Real Estate (MSRE) program is an unparalleled learning experience that will help propel your career in real estate by preparing you to compete in a dynamic industry whether you aspire to be a real estate entrepreneur or to work for a large institution.

Value Proposition

- Enjoy small class sizes and a student-centric mission
- Challenge yourself with an intellectually demanding curriculum
- Receive hands-on instruction from nationally renowned faculty
- Develop life-long camaraderie and a network from each cohort
- Apply knowledge and skills to real-life real estate projects, supplementing your academic education
- Graduate with a values-based perspective and with an emphasis on a high sense of integrity



FACULTY SPOTLIGHT

NORM MILLER

Hahn Chair of Real Estate Finance

- Expert in real estate trends, valuation, housing price forecasting and sustainability
- Co-author of *Commercial Real Estate Analysis and Investment*, the leading graduate level real estate textbook, and founder of the *Journal of Sustainable Real Estate*
- Past president of the American Real Estate Society (ARES), recipient of the 2015 ARES Grasskamp Award and honored by ARES in 2013 with The Richard Ratcliff Award
- Faculty member at the Homer Hoyt Institute, an independent, nonprofit research and educational foundation dedicated to improving the quality of decisions regarding land use
- Named to NAIOP's first class of Distinguished Fellows in 2001 and re-appointed in 2008
- Received the NAIOP "Impact" Award in 2004 and the University Professor Award in 2013



"MSRE students consider a wide-range of real estate issues worldwide. The program offers both a macro and micro view of real estate. Students investigate and gain insight into global and regional trends affecting commercial real estate, cost of capital, tax laws, economic trends and much more."

Enhance Your Real Estate Skills and Knowledge Through Real Estate Competitions

EMPLOYERS HIRE STUDENTS who harness the skills and knowledge they acquire in the classroom and translate those skills into real estate projects. Our MSRE program offers several opportunities to do just that through a variety of real estate competitions to challenge your mind and skillset. Opportunities include:

- ARGUS Software University Challenge, a financial analysis competition
- The Real Confidence University Portfolio Challenge,[™] a global real portfolio asset (investment) competition
- Urban Land Institute's (ULI) Student Healthy Places Design and Development Competition



Student Competitions

Join our five-time winning ARGUS University Challenge team in one of the most competitive university team competitions. Through this challenge, students create real-world investment strategies through informed decisions using ARGUS solutions.

The MSRE Curriculum

Advance your skills and knowledge with our academically rigorous curriculum taught by highly-regarded real estate faculty, including Norm Miller, the Hahn Chair of Real Estate Finance and Charles Tu, the Daniel F. Mulvihill Professor of Commercial Real Estate. Real estate leaders from the industry serve as adjuncts in the program. Alumni and employers provide us with excellent feedback on the relevancy of the coursework to real-world application.

As a result, the MSRE program offers the right balance between theory and practice and its curriculum is

current, relevant and competitive with accelerated real estate programs nationwide. MSRE students are also on a fast-track toward professional designations, including Certified Commercial Investment Member (CCIM), the American Appraisers Corporation's MAI certificate, and the Institute of Real Estate Management's (IREM) Certified Property Management (CPM) license.

Aside from rigorous courses, MSRE students enjoy other learning opportunities, including: guest speakers, company and site visits, conferences, case studies and real estate competitions.

ALUMNISPOTLIGHT

“Uncompromising ethics, tenacious resolve, reputation and top-tier performance are integral to my approach in representing companies during commercial real estate transactions. I attribute this to my military career and my MSRE training at USD.”

NICK NORRIS '13

- President of The Irving Group, a real estate brokerage firm in San Diego
- 2015 Recipient of the Daniel B. Woodruff Memorial Scholarship
- United States Naval Academy Graduate and former Navy SEAL Officer
- CEO and co-founder of Predator Warpaint and Apexx Suncare. Apexx is introducing Transparent Zinc Oxide Sunscreen products that represent the future of sun protection technology
- Involved with a number of nonprofit organizations, including The Naval Special Warfare Family Foundation, SEAL Kids and The Rosie Network
- Actively involved in the entrepreneurial community in San Diego through Entrepreneur Organization (EO) San Diego and as an advocate for veteran entrepreneurship




ALUMNISPOTLIGHT

“Deciding to go back to school after 20 years was intimidating, and I overcame it quickly with the support of the Burnham-Moores Center team. Upon graduation, I got the job I had envisioned for myself.”

MICHELLE MUÑIZ '16

- Project Management Assistant at Affirmed Housing Group
- Wife of military veteran and mother of three who was interested in a career transition to commercial real estate
- Acted as a team blogger at the annual MIPIM conference in Cannes, France, which equipped her with critical skills for career placement
- 2016 recipient of the Daniel B. Woodruff Memorial Scholarship
- While an MSRE student, was a team member of the Real Confidence University Real Estate Portfolio Challenge II and interned at the San Diego Housing Commission
- Established the Khalid Mohammed Memorial Scholarship at USD, an annual award for women pursuing a career in commercial real estate
- Member of the San Diego Military Family Collaborative (SDMFC), Urban Land Institute's (ULI) women's leadership initiative, Commercial Real Estate Development Association (NAIOP), Institute of Real Estate Management (IREM), San Diego Housing Federation (SDHF) and Building Industry Association (BIA)





Travel Abroad with Us...and Learn About Global Real Estate

The MSRE program offers students the opportunity to become globally minded in real estate. More than half of the MSRE cohort travels overseas during the program to obtain an international perspective of commercial real estate. International learning opportunities include:

- **TRAVEL TO HONG KONG** to gain exposure to major trends, meet global investors and learn about investment criteria, deal structures and capital sources (both debt and equity). In Hong Kong, you'll analyze roles of traditional sources of real estate capital, as well as the proliferation of newer financial products, with a focus on the risk and return parameters for the various sources of capital.
- **BECOME AN OFFICIAL REAL ESTATE BLOGGER** in Cannes, France, at the annual MIPIM conference. MIPIM gathers the most influential real estate leaders from all sectors of the international property industry for four days of networking, learning and transactions.
- **CONNECT WITH MSRE ALUMNI** residing in China, Hong Kong, Taiwan, Japan, India, Thailand, the United Kingdom, Italy, Portugal, Canada, Mexico and Brazil.



Your Gateway into the Real Estate Industry

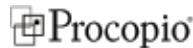
REAL ESTATE ISN'T JUST ABOUT LOCATION. It's about relationships and the Burnham-Moores Center (BMC) for Real Estate is here to help you build them. The BMC is your gateway into the real estate industry. We offer insider access to the local and national real estate community, bringing you a complete network of connections and support. **IT'S ALL PART OF OUR MISSION** to recruit, educate and mentor real estate students and to facilitate their career pursuits in a socially responsible manner and with a global perspective. The real estate program at the University of San Diego was founded in 1993. A \$5 million gift named and endowed the Burnham-Moores Center for Real Estate in 2004.

Industry Outreach and Academic Advancement

The Burnham-Moores Center has a dedicated team of industry professionals who meet with you one-on-one to encourage, mentor and help you to decide which sub-specialty of real estate to pursue. The BMC offers programs and educational support including:

- Personalized support for the Master of Science in Real Estate (MSRE) and undergraduate real estate programs
- Connections and access to real estate trade organizations in San Diego
- More than 30 real estate scholarships
- Prestigious policy advisory board and real estate committee comprised of real estate industry leaders
- One-on-one career counseling, career profile assessment and assistance with career opportunities
- Mentorships and internships opportunities
- Participation in the annual BMC Real Estate Career Expo
- Annual real estate conferences to enhance education and networking
- Site visits with leading real estate companies
- Continuing executive education in real estate

INDUSTRY PARTNERS





Real Estate Industry Conferences

One of the greatest benefits of the MSRE program is the networking opportunities offered through the Burnham-Moores Center's highly regarded conferences and events. The BMC's conferences draw audiences ranging from 250-750, representing the "who's-who" of real estate executives in the region. These events attract nationally recognized speakers and bring together academic, industry and civic professionals for timely and relevant topics and networking opportunities. Our conferences include:

- Annual Real Estate Conference
- Breakfast at the BMC Distinguished Lecture Series
- Women in Real Estate Conference
- Residential Real Estate Outlook Conference



Apply to the MSRE Program
sandiego.edu/msre



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