



Professional Real Estate Development: The ULI Guide to the Business

Richard Peiser , David Hamilton

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This basic primer covers the nuts and bolts of developing all types of real estate, including multifamily, office, retail, and industrial projects. Thoroughly updated, this new edition includes numerous case studies of actual projects as well as small-scale examples that are ideal for anyone new to real estate development.

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1st Read (09.06.2015): Perhaps a bit wonky or niche for general readers, but an incredibly important reference book for people in my career. I read a 2003 version. I'm sure some of the financing sections have changed considerably since the Great Recession.

2nd Read (12.07.2017): Still an important reference book. Less interesting to read all the way through the second time. I'm more attuned that important information is missing or glossed over for a developer. The focus is on finance and management rather than the actual process of building. In my job as a City Planner, I wish the developers would care more about the actual building than the finance.
