



MASTER IN REAL ESTATE DEVELOPMENT



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worldwide

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Dear Prospective Student,

Real estate development and cities are the main catalysts of growth and social development, as they continue to bring people and businesses together and form communities. At the same time, they create the most significant environmental impacts related to climate change.

Throughout the world, we are witnessing an unprecedented speed and scale of urbanization, which is often fueled by real estate development. A majority of the world's population is living in urban areas, where demographic trends and social inequality need to be understood and addressed if our cities are to be livable, healthy and sustainable.

Investment environments are now global and becoming more complex; new governance models will encourage us to rethink the way we build, manage, and live in cities to create more competitive urban centers.

Everywhere we are witnessing a technological revolution. This is happening in our cities, in the tools and techniques we employ and it is also impacting the professional real estate sector. New opportunities will be created and new professionals, if creative and able to embrace change, will be able to successfully address emerging challenges.

With this in mind, IE School of Architecture and Design launched the Master in Real Estate Development. This program expands the boundaries of traditional approaches to development. It explores the multifaceted sectors of real estate development, in order to create more competitive territories with cutting-edge solutions.

This program provides a 360° understanding of real estate development. Students gain a solid foundation in the economic, financial, strategic, and legal dimensions of real estate development throughout the world. Taught by professors that hold executive positions in Real Estate leading companies, our students will be exposed to intellectual diversity, different perspectives and practical insights as well as academic rigor.

The Master in Real Estate Development offers a unique, holistic approach to understanding international real estate, global competition and the development of cities. Our students will be able to propose and evaluate long-term plans and exciting sustainable & innovative projects, taking into account economic, social and environmental factors.

It is therefore our pleasure to invite you to explore this prospectus and apply to join this groundbreaking program.

Warmest regards,

Flavio Tejada

Director of the Master
in Real Estate Development /
Strategic Advisory Leader
City and Property Markets at Arup

01

Why Study This Master?

The Master in Real Estate Development is designed for the next generation of real estate leaders. Individuals who will decide the form and impact of the built environment of the future, who are passionate about the development process and possess the broadest possible perspective of the industry.

Program Information



DURATION

10 Months

Intake: October - July

LOCATION

Madrid

LANGUAGE

English

FORMAT

Full-time Madrid

AGE RANGE

24-34 years

WORK EXPERIENCE

1 to 8 years

DIRECTOR

Flavio Tejada

Director of the Master in Real Estate Development /
Strategic Advisory Leader City and Property Markets at Arup

FACULTY

Outstanding professors from IE School of Architecture
& Design, IE Business School, and top-notch
professionals from international companies.



The Royal Institution of Chartered Surveyors (RICS) accredits the IE Master in Real Estate Development, enabling graduates to enter the RICS Assessment of Professional Competence (APC). RICS delivers confidence through respected global standards, adopted and enforced by over 134,000 qualified and trainee professionals across the built and natural environment.

Why Study this Master

1

IMMERSE YOURSELF IN URBAN DEVELOPMENT

The Master in Real Estate Development offers study trips to the most influential and vibrant cities in Europe. Visit some of the latest regeneration developments in the world to see cutting-edge processes and techniques firsthand.

2

LEARN HANDS-ON AND INNOVATE FROM THE START

This is a practical program from the beginning. A project-focused approach culminates in the multi-faceted Capstone Project, an intellectual and academic assignment presented to a panel of industry experts at the end of the program.

4

FOCUS ON THE BUSINESS OF REAL ESTATE

To identify sustainable, profitable development opportunities, a holistic vision of the sector is required. The Master in Real Estate Development imparts the skills and knowledge to define financial structures, undertake feasibility studies and maximize profits within a sustainable framework.

3

PLACE YOURSELF ON THE CUTTING EDGE

This program explores the latest changes affecting the industry, examines new sustainable financing tools and assesses how globalization is changing markets. Prepare yourself for emerging scenarios and get to grips with the newest technologies that are reshaping the sector.

5

GAIN ACCESS TO THE RICS APC

The Master in Real Estate Development is accredited by the Royal Institution of Chartered Surveyors. Graduates will therefore be able to enter the RICS Assessment of Professional Competence, with the opportunity to become chartered and the professional advantages that confers.

Who Should Join this Program

This is a program for the sector leaders of tomorrow. Visionaries whose experience and passion for cities and the built environment drives them to shape the urban future. They are looking to gain a complete view of the industry to advance their careers within it, and make a real impact in the field.

“Real estate has become even more dynamic as it adapts to a networked world. Everything is connected to everything else...”

Urban Land Institute and PWC

“Large international funds are increasingly more committed to capitalising on the residential development sector, it requires the knowledge of local experts.”

CBRE



Where Our Students Come From

The typical candidate for the Master in Real Estate Development is passionate about the built environment and looking to gain a multifaceted perspective on the industry.

They are generally ambitious, innovative real estate professionals, with a background in architecture, engineering, business, finance, project management, urban planning or law. With at least three years' experience, their entrepreneurial spirit drives them to lead the future of real estate.

Class Profile MRED 2021

51

STUDENTS

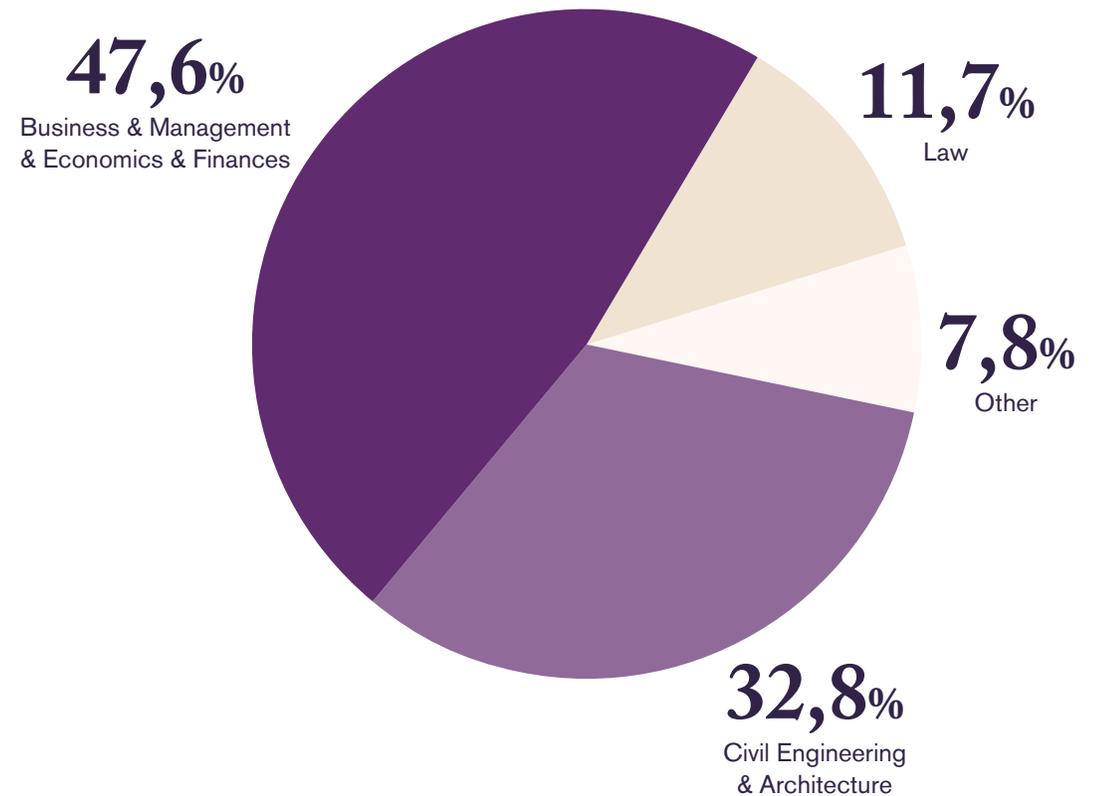
25,8

AVERAGE AGE
(YEARS)

22

NATIONALITIES

Intake Profile MRED 2019/2020/2021



If you would like to get more information on each intake class profile, please contact our admissions team

02

Program Content

Discover the relationship between real estate, digital innovation and the making of a city—and how they can apply to existing complex real-estate projects. In order to become leading professionals of the future, students must stay up-to-date on the latest trends, apply innovative digital tools and have a sustainable, holistic understanding of current Real Estate factors.

The Master in Real Estate Development seeks to present a comprehensive view of the real estate development process.

Beginning with a kick-off week to learn soft skills and the case study method, the first term looks at the development process in terms of land development and regeneration processes. The building blocks of economics, finance, law, and the city lead the way to the second term.

The second term focuses on property development and new buildings for city making.

The third term concentrates on real estate asset and project management and investment. Capstone projects are developed throughout the third term and are presented before a panel of experts in July. Classes take place on Monday through Fridays.

Certain dates are reserved for guest lecturers, special projects and events. Guest lecturers are professionals from around the world who share their experience and knowledge candidly with students. The Q&A period with these experts is key to understanding the diverse roles and viewpoints of our professional guests.

Study trips to Barcelona, Hamburg and Berlin will take place throughout the program. Visiting real developments and companies and speaking with professionals and stakeholders in different cities provides an invaluable learning experience and connects the classroom to the real world.

Study Plan



T1 | Urban Development and Regeneration

- MODULE 1 Economics**
- Real Estate Investments
 - Economics, Real Estate & The City
 - Real Estate Finance I

- MODULE 2 Strategic**
- Management Skills
 - Business Valuations

- MODULE 3 The City**
- City Context
 - Urban Development & Land Regeneration

- MODULE 4 Legal**
- Urban & Environment Legal Frameworks

- Soft Skills Lab**
- Term 1

Capstone Project

- Study Trips**
- Barcelona (November)

T2 | Property Development and New Building Construction

- Real Estate Products
- Real Estate Finance II

- Strategic Real Estate Management

- New Construction. Design & Development

- Framework & Strategy for Development
- Social & Affordable Housing
- International Legal Principles

T3 | Real Estate Management

- Property Practice & Corporate Real Estate
- Project Management

- Sustainable Building Repositioning
- Digital Trends & Tools for the City

- Comparative Principles and Policies

- Capstone Project

- Hamburg and Berlin (Spring)

Modules

The program follows a well-rounded structure developed with the student in mind and designed to give them an in-depth vision of the sector.

Its four modules combine with field trips to Barcelona, Hamburg and Berlin, building toward a final Capstone Project that brings the entire program's learnings into a multifaceted assignment.



MODULE 1 Economics, Capital Markets & Finance

Capital markets will be analyzed, along with how they influence the definition of various real estate products. Theoretical financial knowledge will be acquired while developing cutting-edge modeling tools for real estate transactions. Techniques will be presented to analyze both the global and urban economy, as well as the real estate industry.

MODULE 2 Strategic Management

This module will enable students to acquire a strategic vision of real estate strategic management, for corporates and projects and programmes. It will provide both management skills, based on principles of project management (PMP principles), and RICS (Royal Institute of Chartered Surveyors) accreditation along with general management techniques to work with organizations involved in property development and take specific actions.

MODULE 3 Technology And The City

Throughout this module, real estate activity will be understood within its urban context, analyzing both the synergies and impacts on our cities. This module will enable an understanding of the architectural & urban design, as well as latest techniques and technologies (smart cities, bid data, digital twin, etc) within real estate practice, with strong emphasis on the sustainable development.

MODULE 4 Legal Frameworks

Relying on faculty from IE Law School together with legal experts with international experience, our students will gain an understanding of the international legal framework that governs property development. The goal of this module is to acquire the key legal instruments for the analysis, acquisition, development and building of real estate assets, ranging from urban and environmental regulations to building and construction legislation.

Terms

T1 | Urban Development And Regeneration

The first term of the MRED will lay the foundations of a thorough understanding of the real estate development process within the urban environment it belongs to. Most courses at this stage will provide the fundamental urban & environmental parameters upon which a solid real estate development must be built.

Learning objectives:

1. Understand the fundamentals of Real Estate Finance
2. Internalize clear frameworks for Urban Development & Land Regeneration best practices
3. Learn the legal intricacies of the Urban & Environmental Legal Frameworks
4. Explore the interrelation of urbanism & architecture in real estate development.

SUBJECTS

Real Estate Investments

The objective is to lay the foundation of Capital Markets and to learn about different financing methods, as well as the development instruments used for real estate investment at a global level

Management Skills

Management and negotiation skills, fundamental principles of business strategy and effective communication and marketing tools are essential skills for a successful professional in real estate practice.

City Context

Most of the real estate investments and developments are concentrate in urban centers or cities. Understanding urban historical evolution and analyzing its possible future development is essential in the viability of development investments. estate practice.

Economics, Real Estate & The City

Real Estate assets represent the physical support of a city's economic activities. Understanding the connection between the economic and physical environments allows us to design more viable development projects and more competitive urban environments.

Urban Development & Land Regeneration

New developments & regeneration of cities involves new building, as well as retrofitting existing ones. Coordination with city infrastructure & sustainability concerns must be taken into account. Understanding the complex process from vision to its implementation is key.

Urban & Environment Legal Frameworks

Laws and guidelines regulating urban area and governing sustainability and the built environment vary from country to country and even city to city. These parameters determine how construction activities are carried out and shape strategies for real estate developments

Real Estate Finance I

Financial concepts and tools are an essential part of real estate development. Designing a financial strategy and structure, knowing how interpret financial outcomes, and drawing valid business conclusions are day-to-day real estate investment tools.

Business Valuations

Transactions are fundamental components of real estate activities in both the public and private sectors. Principles of valuation and understanding the appraisal process are addressed, using recognized international standards set by RICS (Royal Institution of Chartered Surveyors). Professional business valuations form the basis of performance analysis, financing decisions, transactional or development advice, dispute resolution, taxation and other applications.

*Pre-Finance Training + Pre-program the foundations of the economy

Should you not be fluent with finance and economics, you will have the opportunity of getting a beginners boost during the "preparatory week" of the MRED program.

TERMS

Soft Skills Lab - Kick-Off Week**Leadership & Coaching**

Learning how to lead and coach others in order to attain the best from team members, employees and colleagues is increasingly important. Different styles of leadership and different techniques are explored, all with the goal of collaboratively seeking results.

Presentation & Communication

Students will learn effective communication skills, an important component of success. Good ideas are not enough, but must be accompanied by convincing presentation techniques, positive interpersonal skills and clear written expression.

Teamwork

Turning a group of people into a wellperforming team is not an easy feat to accomplish. Even in the best of scenarios, numerous and pervasive challenges must be overcome. This workshop is designed to provide theory and practice on building and leading winning teams.

T2 | Property Development

In this term, the program's focus will be property development and new building constructions. Students will learn how to create real estate products that add value to investors, developers, and final users within a complex ecosystem such as the modern city.

Learning objectives:

1. Understand the Real Estate product suite
2. Learn the full new building construction cycle
3. Explore alternative ways of building (social & Affordable housing)
4. Internalize the best strategic frameworks for the successful management of real estate principles.

SUBJECTS**Real Estate Products**

Each type of Real Estate has a different set of drivers influencing its performance. There are four broad types of income-producing real estate properties: offices, retail, industrial & residential. There are many other less common such as; hotels, mini-storage, parking lots & seniors care housing.

New Construction. Design & Development

How does architecture add value to a development project? Is sustainability a competitive factor in an investment? Future developments will need to assume design, quality, and socioenvironmental responsibility.

Real Estate Finance II

Real Estate companies are responsible for the implementation of projects. Understanding the nature of mergers and acquisitions, financing and refinancing of investment projects, structuring joint ventures and strategic alliances are fundamental.

Framework & Strategy For Development

Solid development and management strategies are crucial for real estate activities. Different financing models, such as a private financing initiatives (PFI) and public private partnerships (PPP) models are explored in order to evaluate options and maximize successful outcomes.

Social & Affordable Housing

Meeting the needs of all city dwellers, providing diverse housing options and creating vibrant neighborhoods are paramount for all cities. Various models for housing development and financing are explored.

Strategic Real Estate Management

Strategic management is key to the viability and robustness of development projects over time. It is based on business plans and KPIs, as well as identifying the stakeholders' interests and socio-economic impacts that are generated.

TERMS

T3 | Real Estate Management

In the final term of the program, the focus will be the management, positioning and leverage of the built environment. Students will explore digital tools and trends as well as comparative principles and policies that serve modern asset managers expand the possibilities of the buildings under management. Additionally, the last month of the program will be devoted to the Capstone Project. Students will crystallize their learnings into an ambitious urban proposal that a high-profile jury will judge.

Learning objectives:

1. Explore new digital trends and tools shaping the modern urban environment.
2. Understand how property managers unlock and enhance value.
3. Learn how project management works and why it matters.

SUBJECTS

Property Practice & Corporate Real Estate

Property practice aims to maximize the value of the existing real estate assets and help to make strategic decisions. The goal is to manage a portfolio more efficiently, legally, financially and technically.

Digital Trends & Tools

Disruptive technologies such as big data, smart cities, digital twins, GIS and others are transforming many aspects of city management and real estate investment. They can also improve the decision making process and can contribute to a more holistic design.

Project Management

Integrated project management procurements and execution of work in keeping with international standards (such as Project Management Professional -PMP) are key to ensure quality and guarantee project delivery on time and on budget.

Comparative Principles & Policies

Real Estate development is increasingly becoming a global activity. It requires an understanding of regulatory policies and that may affect development decisions. It is important to know that building regulations vary from place to place and must always be considered.

Sustainable Building Repositioning

Retrofitting existing real estate assets is addressed with an integrated approach. Considerations such as sustainable design, technology, new ideas for functional spaces are part of the analysis, in addition to the expected return.

Capstone Project

MRED capstone project is a multifaceted assignment that serves as a culminating academic and intellectual experience for students at the end of the academic program.

Students will develop a proposal for a real estate project, with the support of a tutor, that will demonstrate learning acquired and an appreciation for tackling complex problems. A presentation of the capstone project is made before a panel of experts, MRED members and external professionals who collectively evaluate the quality, coherence, feasibility, sustainability, and innovative aspects of the project.



Image: Capstone project "La Milla Verde"

What Makes Our Program Unique

Beyond the Terms
and Modules



CASE STUDY LEARNING APPROACH

Case studies are drawn from real-world examples of projects or initiatives that present challenges representative of today's sector. By engaging with these practical cases in all three terms, students are able to develop holistic, problem-solving mindsets, while understanding the relationship between all course subjects.

REAL ESTATE SECTOR ON THE SPOT

Students will have the opportunity to attend guest lectures given by leading sector professionals. They will share their experiences working with projects in Real Estate, investment, cities and public-private collaborations.

INDIVIDUAL FEEDBACK SESSIONS

Two times per term, students will receive individual feedback sessions provided by our world-class faculty. Using their insights, students will be better able to make the most of the program offering, while enhancing their personal skill set.

Faculty

Flavio Tejada Gorraiz
Director of the Master in Real Estate Development, Europe City. European Strategic Advisory Leader for City and Property Markets at Arup.

Flavio's innovative vision has been focused on strategic design and urban real estate projects for the 21st century challenges. Over the past 20 years, Flavio has designed some of the major transformational urban developments working in Europe, the Middle East, LATAM and the United States. Recently, he has led Barcelona El Prat Airport Real Estate Development, Madrid Nuevo Norte or the decarbonization of MADBiT in Madrid, Khalifa Avenue in Qatar or Santos Waterfront Regeneration in Brazil.

Horacio Fernandez del Castillo
Academic Coordinator, Master in Real Estate Development. CEO at Selfmastered.

Horacio's career so far sits at the intersection between real estate, investing (PE/VC) and education. He has gained global experience through studying, working and giving lectures in different parts of the world such as Europe, Asia and South America. Immediately before becoming an entrepreneur, Horacio has mostly been an executive within the private equity real estate & venture capital industries in Madrid and London, with a strong focus on new technologies applied to the built environment (Proptech) and education (Edtech).

Adolfo Ramírez-Escudero de la Miyar
Capital Markets & Finance Advisor. CBRE Chairman of Capital Markets in Continental Europe and CEO in Spain.

Paloma Relinque
Real Estate Investment Professor. CBRE Senior Director. Head of Madrid.

Juan Portilla Sebastián de Erice
Real Estate Investment Professor. Managing Director at MABEL CAPITAL.

Rafael Powley
Real Estate Products Professor. Head of Strategic Consultancy at JLL.

Helena Burstedt
Real Estate Product Professor. Head of Aliseda, Hotel portfolio.

Vanessa Gelado
Real Estate Products Professor. Senior Managing Director at Hines.

Enrique Used Alonso
Real Estate Finance I Professor. General Manager at Aliseda Inmobiliaria.

Alejandro Moya
Real Estate Finance I Professor. Partner at Incus Capital.

Marta Colas
Urban Development and Land Regeneration Professor. Cities business leader -Arup Spain.

Gayle Allard
Economics, Real Estate & The City Professor. PhD in Economics, University of California at Davis, USA.

Cristina García-Peri
Strategic Real Estate Module Advisor Azora/Hispania.

Juan Velayos
Strategic Real Estate Management Professor. JV20 Founder

Jorge Pérez de Leza Eguiguren
Strategic Real Estate Management Professor. CEO Metrovacesa.

Carl Krohmer
Strategic Real Estate Management Professor. Chief Corporate Development Office Colonial.

Carl Kock
Management Skills Professor. PhD in Management, Wharton, University of Pennsylvania.

Leticia Ponz Belenguer
Property Practice Professor. Union Investment Real Estate, GmbH. Head of representative office in Spain.

Fernando De Roda
Corporate Real Estate Professor. Cofunder and Managing Partner at Greenward Partners

Jeffrey Sújar
Project Management Professor. Managing Partner Alternative Investment Urbana.

Jorge Sena Ponce
Business Valuation Professor. Knight Frank Partner, Head of Commercial.

Simon Smithson
The City Advisor. Partner, Rogers Stirk Harbour + Partners LLP.

Rebecca Fanger
Leadership and Coaching Professor. Associate Coach and Leadership Facilitator, Center for Creative Leadership.

Daniel Mayoral
Personal Strategy Professor. Founder, PDM Consultores.

Lola Martínez
Presentation & Communication Professor. Consultant, Coach and Lecturer, Communication and Interpersonal Skills.

David Martínez Montero
Urban Development & Land Regeneration Professor. CEO at AEDAS Homes.

Daniel Fletcher
Digital Trends and Tools for The City Professor. Chief Innovation & Business Development Officer at Primavera Sound Group.

Juan Álvaro Alayo Azcárate
City Context Professor. Advisor Distrito Tec Committee.

Faculty

Manuel Perez Romero

City Context Professor.
Ph.D. in Architecture.
M.Arch., MUP, member
COAM & Intl.Assoc.
AIA. Founding Partner
nodo 17 group.

Cristina Sanjuan Guaita

New Construction. Design
and Development Professor.
PHD in Energy Engineering
Associate at Arup.

Manuel Alvarez Cervell

Framework & Strategy for
Development Professor
Framework & Strategy for
Development.

Patrizia Laplana Bigott

Sustainable Building
Repositioning Professor.
Founder and Director of Asla
Green Solutions S.L.

Alfonso Benavides

Legal Frameworks Advisor.
International Legal
Principles Professor.
Independent Strategic Advisor,
JLL Spain.

David Elshorst

Urban & Environment Legal
Frameworks Professor.
PhD University of Bayreuth.
Clifford Chance Partner.

Vicente Estebanz

Frameworks & Strategy for
Development Professor.
Independent Lawyer Expert
in Urban Planning & Real
Estate.

Beatriz Corredor Sierra

Social & Affordable
Housing Professor.
Chairwoman of the Red
Eléctrica Group & Former
Minister of Housing.
Government of Spain.

Silvia López Jiménez

Comparative Principles &
Policies Professor.
Partner of the Real
Estate and Construction
Department at Roca
Junyent. Secretary of the
Board of Directors of Neinor
Homes

Susana Rodríguez Garcia

Sustainable Building
Retrofit Professor.
Executive Director at
Savills Aguirre Newman.

Martin Murphy

Project Management
Professor.
Director at Hill
International.

Fermin Vazquez

New Construction Design
and Development Professor.
B720 Fermin Vazquez
Architects.

Iñigo Laspiur

Real Estate Finance II
Professor.
Senior Director and Co-Head
of Real Estate Investment
Banking CBRE, Spain.

Pablo Callejo

Real Estate Finance II
Professor.
National Director CBRE.

Helena Beunza

Social Affordable
Housing Professor.
General Director of
EVHA, Founder of Beunza
Legal. Spain's General
Secretary of Housing &
Urban Development.

Carmen Panadero

Sustainable Building
Retrofit Professor.
Presidente de WIRES,
Miembro del Consejo
de Administración de
PRIMAFRIO, Comité
Ejecutivo ULI, Co-Founder
and Director MRED until
2020.



03

The Experience

In Madrid, fast-paced urban change is taking place with a host of tech startups transforming the sector. Immersed in IE University's campus environment, you will become part of the momentum of this dynamic city. Each term, students will get the chance to learn about large developments and speak with stakeholders in Europe outside the classroom. This program offers the opportunity to visit three different cities; Barcelona, Hamburg and Berlin.



“The Master’s in Real Estate Development trained and strengthened my confidence, shaping my future involvement in leadership roles outside my comfort zone, and taught me how to best communicate and engage with the key stakeholders involved in citymaking.”

SIMON ABOUD
(FRANCE)

Madrid

Madrid is an open and vibrant city, and the location of the IE University academic headquarters, as well as the IE School of Architecture and Design. This is where you'll meet your fellow master's students, connect with professors and discover all the opportunities the university offers.

The city itself is an up-and-coming entrepreneurial ecosystem with a dynamic culture and leisure scene. In the last decade the availability of space, affordable cost of living and active Spanish mindset have contributed to an entrepreneurial boom—and IE University is a major player in this scene.

In your free time, there are a wide range of high-quality cultural offerings, both on campus and off. From talks, theaters and concerts to museums, sports and gastronomical delights, there's always something to do.



Barcelona

MANDATORY

Barcelona's topography has had a big impact on the structure and patterns of growth of the city and metropolitan area. Its gridded urban structure, designed by Ildefons Cerdà, took about a hundred years to become filled in.

After the Olympic Games, Barcelona growth model has been based on regenerating of existing areas, instead of occupying new spaces, generating that has been called the "Barcelona Model".

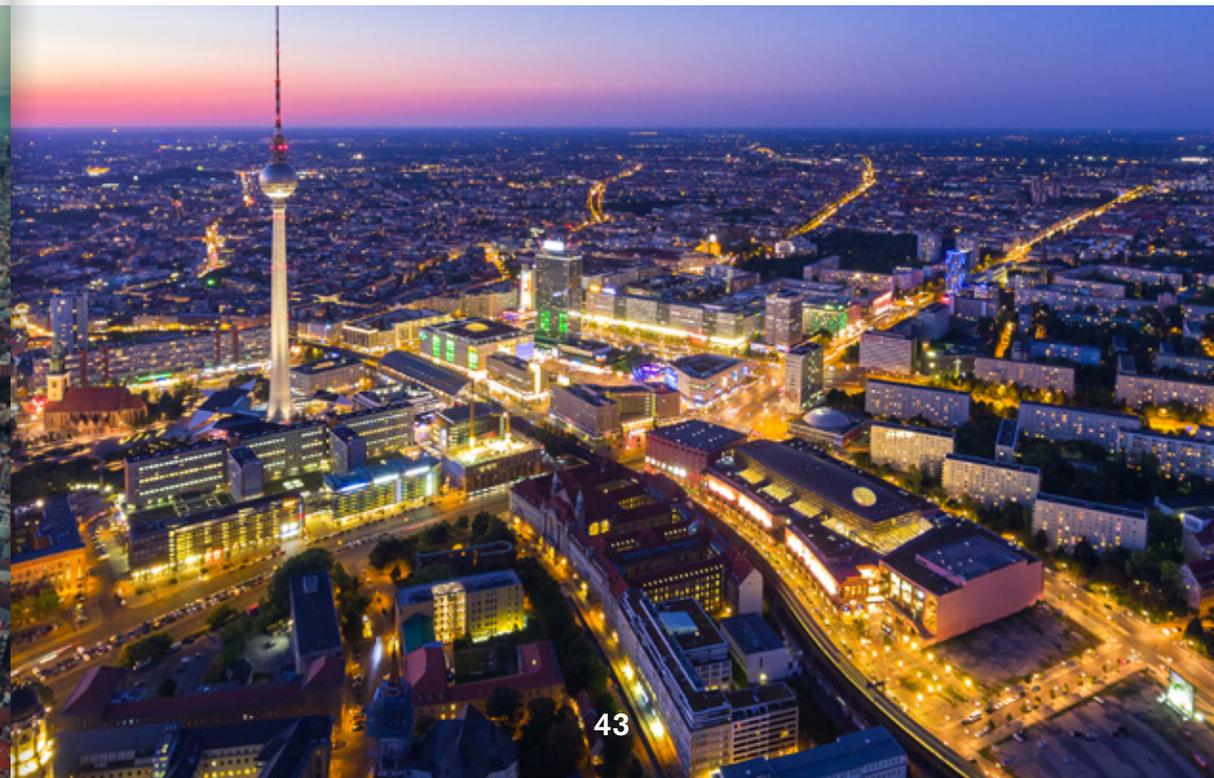


Hamburg-Berlin

OPTIONAL

This is an optional trip, where you will have the chance to learn about some of the largest regeneration developments in Europe, and meet with the key stakeholders and decision makers, from the public sector as well as the private sector, including top managers at real estate development corporations and international funds. Based on the "Emerging Trends in Real Estate® Creating an impact Europe 2019

(ULI | Pwc) Berlin and Hamburg remain as one of the Europe's 10 most active markets. German cities still dominate Emerging Trends Europe's top 10 for 2019. At number 2, Berlin has many devoted fans: "Everybody wants to be there, and rents are going through the roof," says a pan-European investor. Frankfurt and Hamburg follow Berlin in popularity, at numbers 5 and 7 respectively.



“This wasn’t my first time in Barcelona, but this was a completely different visit. Before this program, I didn’t look at the buildings as I look at them now.””

MASAYO MARIA VALASCO
(SPAIN)

Being Part of the IE Community

When you join IE University's School of Architecture & Design, you become part of something more. Our ecosystem stretches far beyond the classroom environment, providing a whole host of clubs, networking opportunities and on-campus groups and activities for you to take part in. Learning can take place when you least expect it, so we provide an environment for innovative minds to thrive.

The IE Community experience moves seamlessly from online to on-campus.

Across our Madrid and Segovia campuses, there are over 6,000 students from 130 different countries taking part in over 100 clubs and 1,500 events every year. This diverse, entrepreneurial environment with dedicated labs and expert-led talks allows students to build connections and unleash their potential.

But the campus experience only represents part of what makes the IE Community so special. With access to online resources, virtual events and a 60,000-plus strong lifelong alumni network, the diverse community extends to anyone—no matter where in the world they are.

Capstone Projects

Practical experience, with real challenges.

This program's capstone project is a multifaceted assignment that serves as a culminating academic and intellectual experience for students at the end of the academic program.

Students will develop a proposal for a real estate project, with the support of a tutor, that will demonstrate learning acquired and an appreciation for tackling complex problems. A presentation of the capstone project is made in July before a panel of experts, program members and external professionals who collectively evaluate the quality, coherence, feasibility, sustainability, and innovative aspects of the project.

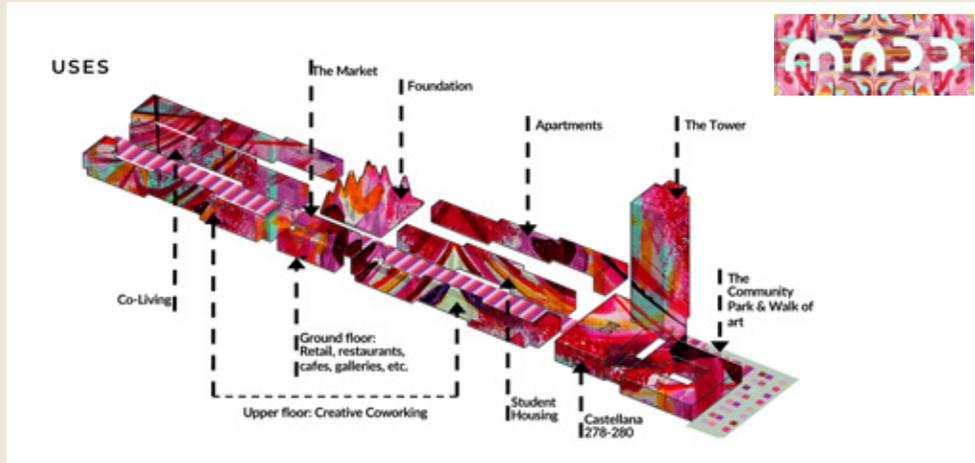


LA MILLA VERDE

Students: Alexandre Giorgetti, Samuel de Jonge, Oscar Albert, Christiaan de Haes, Alfredo Sucre and Laura Jimenez

The *Milla Verde* will serve as a mixed use development site, harnessing a creative mixture of asset typologies all of which will work in conjunction with one another to create a truly vibrant community. Within this framework and taking advantage of our uniquely strategic location, we will create a hub for business, while generating a place making hotspot to encourage tourism and the fostering of community. Accessibility for all will be a value of this new area.

With a strong focus on sustainability, innovative design ideas, and a creative implementation of digital technologies *Milla Verde* will act as a powerful driver enabling Madrid to successfully compete as a top international destination. Our project will be the first of a series of milestones in the greater Castellana del Norte vision, acting as a business and commercial centre piece for the Madrid of the future.



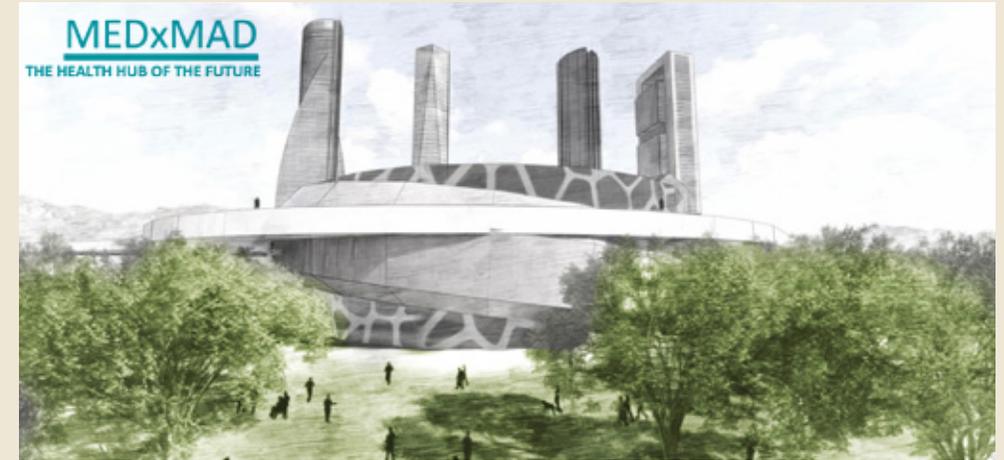
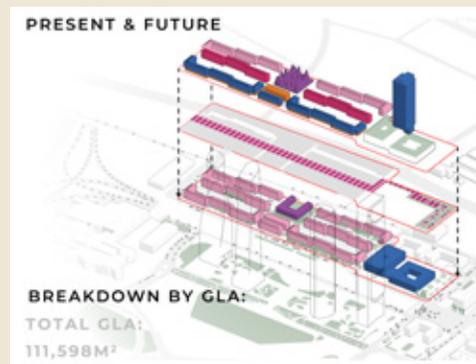
MADD

Students: Jaime Andrés Gómez, Natalia Fernández, María Madrazo, Masayo María Velazco

A Self Sustaining Project that Harmoniously Blends with Madrid's Future, Promoting Art and a Sense of Community and A Leisure and Cultural Destination.

With Co-working spaces, a new community park, that will act as a link between the office complex and MADD, along with a significant number of retail spaces which will be comprised of a mix of restaurants, coffee shops, concept stores and art galleries located on the ground floor of the front row of the buildings and an Urban Food Market in the center of the Colony; The objective is to create a vibrant neighborhood, full of life, art, cultural events and enjoyment, that eventually will transform the life of all the neighbors. We intend to pour art into the streets of Madrid.

Environmental Impact: +15,000 m² green open spaces + Lower energy and water consumption
Economic Impact: 5,150 m² Retail and Restaurants + Lower energy and water consumption
Social Impact: Pedestrian oriented development fulfilling the local and neighboring area's necessities



MEDxMAD

Students: Chaza Chouman, Ghita Janedouby, Etienne Colak, Paul Walter and Halim Alexandre Kurban

MEDxMAD is the new healthy city concept. With a track record of 10+ projects transforming greenfield plots incorporating existing social infrastructure and following our success in Copenhagen, Seattle, Milan, Lisbon and Paris, we would like to present our latest proposal to develop a health-oriented district.

The plot in question is located behind the Cuatro Torres Business District in the North of Madrid. With 70,000 sqm of land and a buildability of almost 170,000 sqm.

Our mission is to create a medical hub, combining different sectors of the market and creating synergies between them. By offering a diverse base, potential tenants can maximize value and efficiency, while making use of the given social and economic environment. This environment consists of a variety of hospitals and medical research facilities. Connecting those facilities, with the business district of Cuatro Torres, as well as social residential units, the MEDxMAD hub will serve as an interconnected network for all players in the neighborhood.

04

The Future: Your Career

The MRED puts you in control of your career path with a comprehensive study plan covering Development, Investment, Management, Sustainability, Public-Private Partnerships and your own Capstone Project. You choose which doors to open—if you have your future planned in Real Estate, architecture, consultancy, the City, or other related disciplines, the MRED will give you a head start.

What You Will Achieve in This Master's

You will gain a global perspective of Real Estate development. Know how international players work to understand and multiply opportunities.

You will examine the key factors of sustainability and resilience of Real Estate projects, with a focus on the UN's Sustainable Development Goals (SDGs).

You will use the latest and most innovative technologies to analyze critical Real Estate principles and practices, in both the private sector and public-private partnerships.

You will accelerate your career, staying one step ahead of the Real Estate market.

You will become a strong, inspiring leader, ready to make an impact on modern cities.

There are
many doors
to success.
Open the
right one
for you.

Build a personal and professional network that lasts

Our program participants make lifelong personal connections and build extensive professional networks. There are many ways to connect and engage with the IE community, during and after your studies. With over 60 clubs worldwide covering a diverse range of interests, regular events and a global alumni directory, staying in touch with over 66,000 members of the IE Community across 165 countries is easy.

Real collaborations, real challenges

Our close relationship with leading real estate players within the Spanish and European ecosystem provides excellent leverage for our students. These partners are an integral part of the learning experience within the MRED, but they also offer professional opportunities for collaboration outside of the scope of the masters.

During the MRED, two trips to Barcelona and Berlin/Hamburg are significant in bringing partners and students together in a learning experience that fosters understanding and collaboration to the utmost degree.

IE Talent & Careers

Our Talent & Careers team are there to help you design your career path. Impactful career advice and useful resources will help you beyond your time studying with IE.

Our commitment to providing agile, personalized recruitment solutions to top companies and institutions directly connects our alumni with recruiters looking for the brightest talent.

We connect IE Alumni in order to promote the exchange of ideas, continuous learning, and networking that accompanies our alumni throughout their different personal and professional life stages.

On campus, you can expect to find over 500 professors who offer their knowledge to a student body which represents over 130 nationalities. Its students are also able to benefit from agreements with over 100 schools worldwide, from Europe, the United States, and Latin America to the Middle East, Africa, and Asia. The international IE presence expands to more than 29 offices in all continents and IE now has more than 60,000 alumni working all over the world.

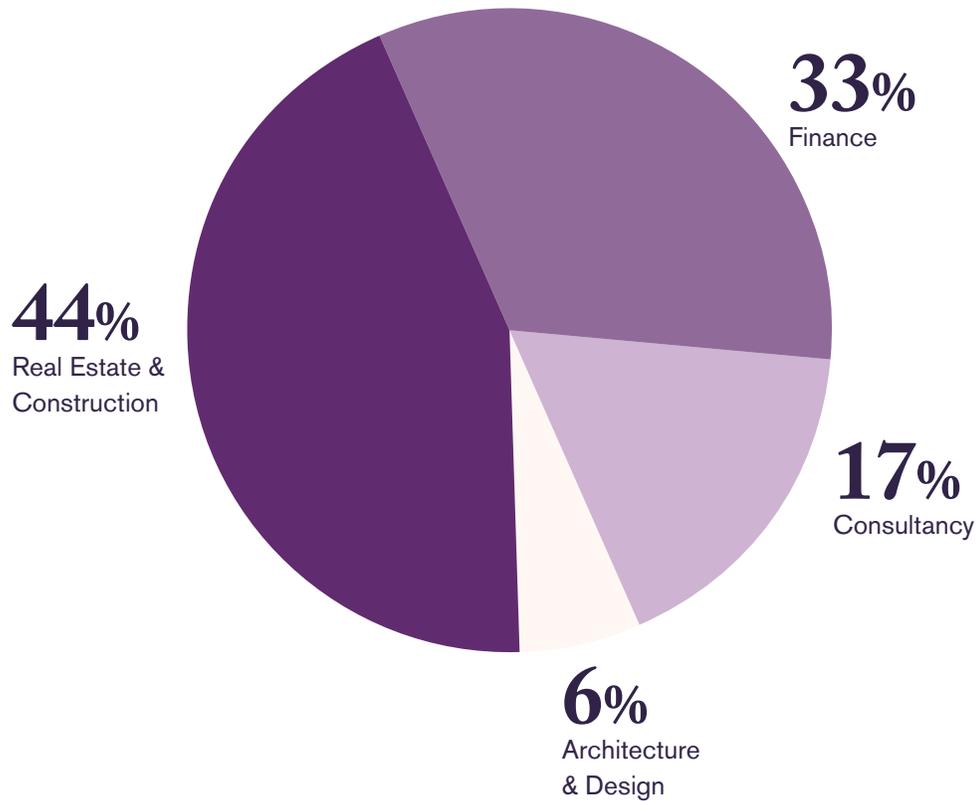
Upon graduation, IE Talent and Careers continues to provide you with exclusive tools and resources, as well as our expertise in the market, in order to help you advance on your career goals. Take advantage of all our services and reach your professional goals, from the minute you step on campus and beyond graduation.



“It’s been interesting to integrate with architects and look at real estate development through their eyes. It’s a completely different perspective than I’ve approached before.”

ERIC RUSSELL
(UNITED STATES)

Where Our Students Work



Source: Career Report 2019 MRED

<https://docs.ie.edu/school-architecture-design/mred-career-report.pdf>

At IE School of Architecture & Design, we're proud to provide top companies with transformational leaders of tomorrow. Here are just a few examples of where our talented students are driving change.



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SCHOOL OF
ARCHITECTURE &
DESIGN

**BACHELOR
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**BACHELOR
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INTERIOR DESIGN**

**MASTER
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FOR ARCHITECTURE
& DESIGN**

**MASTER
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DEVELOPMENT**

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