

Case Competition Highlights

Graduate real estate education has embraced the concept of Case Competitions as a way to apply education-based learning to real world project simulation. In this issue of the Review, we continue to recognize a composite of previous winners of the three major real estate-focused case competitions. Each case competition draws students from programs in real estate, architecture, landscape architecture, finance, and urban planning. These pages aim to highlight the ongoing success of these contests, the teams, and the organizations involved in each competition.

The University of Texas—Austin McCombs School of Business Real Estate Challenge welcomes teams of real estate and business graduate students to propose an investment thesis from the perspective of an investment fund. Graduate student teams from top business schools compete for the highest honors and cash awards in an invitation-only real estate case competition. Each invited school may enter one team of up to six currently enrolled graduate students. Each team receives the case by email just days prior to the competition event, and must prepare a 20-minute presentation on the case. The competition takes place at The University of Texas at Austin. It is judged by accredited real estate professionals from nationally recognized companies. The case is custom-written for the competition and is provided by a leading global real estate investment institution.

2014 Challenge Winners

- 1st Place: Columbia University
- 2nd Place: University of Southern California
- 3rd Place: Cornell University
- 4th Place: University of North Carolina-Chapel Hill



Gerald D. Hines, Founder and Chairman of Hines, admires students' work at the Hines ULI Competition. Photo: Jon Reis

2013 Challenge Winners

- 1st Place: University of Southern California
- 2nd Place: University of Pennsylvania
- 3rd Place: University of Texas
- 4th Place: Cornell University

2012 Challenge Winners

- 1st Place: Columbia Business School
- 2nd Place: University of Pennsylvania
- 3rd Place: University of North Carolina
- 4th Place: University of Texas at Austin





The CASE is an annual real estate competition that provides current graduate student teams an opportunity to compete, showcase their knowledge, and learn from each other through the analysis of a complex real world development site. The CASE is organized and hosted by the Alumni Association of the MIT Center for Real Estate (AACRE).

Unlike other competitions, The Case focuses on real estate acquisition and development underwriting at the asset level. The competition mimics the professional circumstances and assignments that students of real estate finance, construction, planning, and design will encounter in the formal development industry after graduation.



The ULI Gerald D. Hines Student Urban Design Competition—now in its 13th year—offers graduate students the opportunity to form their own multidisciplinary teams and engage in a challenging exercise in responsible land use.

Student teams comprising at least three disciplines will have two weeks to devise a comprehensive design and development program for a real, large-scale site full of challenges and opportunities. Submissions will consist of boards that include drawings, site plans, tables, and market-feasible financial data. Each year the competition focuses on an urban site in a major metropolitan area.

2015 CASE Winners

1st Place:
Cornell University
2nd Place: Massachusetts
Institute of Technology
3rd Place:
New York University

2013 CASE Winners

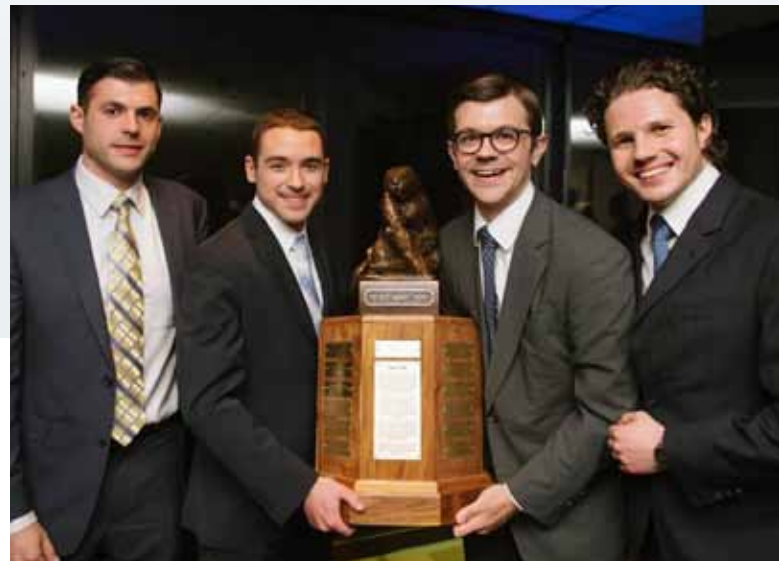
1st Place:
Cornell University
2nd Place: Massachusetts
Institute of Technology
3rd Place:
Georgetown University

2014 CASE Winners

1st Place:
Georgetown University
2nd Place:
Harvard University
3rd Place:
Columbia University

2012 CASE Winners

1st Place: York University
2nd Place:
Columbia University
3rd Place:
Dartmouth College



Cornell University's team won the The Case 2015 held on MIT's campus in Cambridge, MA. Pictured above from left to right: Jason Henderson (Baker '16), Dan Gualtieri (Baker '15), Stephen Porter (Baker '15) and Martin Moser (Baker '16)

2015 ULI Hines Winners—New Orleans

1st Place: University of Maryland

2014 ULI Hines Winners—Nashville

1st Place: University of Maryland

2013 ULI Hines Winners—Minneapolis

1st Place: Kansas State University/University of Missouri/University of Kansas