

THE COMPETITION

The Colvin Case Study Challenge is a national real estate development competition for students enrolled full or part-time in a program of real estate (undergraduate or graduate). The Challenge is designed to hone professional skills and reveal the knowledge base of students through: 1) a real estate project they select; 2) features that show the depth and breadth of their understanding of markets, project valuation, finance, urban design, entitlement processes and operational issues. The Challenge is designed to give the next generation of real estate leaders feedback from expert real estate professionals. The Challenge is to document a recent innovative real estate project within the team's metropolitan region. Unlike many other case competitions, this is a post-development report and documentation of a recently completed project (or project phase). The number of teams from an individual school or program is not limited. The Challenge may be offered for (a) course credit, (b) as part of a course requirement, (c) as an extracurricular activity.

- **Round 1:** Teams will submit a written case study of an existing real estate development project
- **Round 2:** Three teams will be chosen to present their case study, in person, to an industry panel at the University of Maryland, College Park.

THE CASE STUDY SCOPE

The Case Study must meet the following parameters:

1. Location: Project located within the team's local, state or regional area
2. Asset classes: residential, office, retail, hospitality or mixed-use
3. Size: 25 acres or less and
4. TDC: \$25 –\$100 Million
5. Completion: Project (or project phase) completed within the last 5 years

TEAM SPECIFICATIONS

- 1-3 Real Estate Students (undergraduate or graduate)
- Maximum of two advisors: one faculty and one professional

CASE STUDY PARAMETERS

1. Developer/Development team
2. Developer's vision for the project
3. Detailed project description & site plan
4. Market analysis (performance to projections)
5. Planning and entitlement issues
6. Building & landscape designs and sustainable/green features
7. Project financing (sources and uses) (performance to proforma)
8. Current Operational issues; exit strategy
9. Innovation and impact of the development
10. Views of the development team, private and public stakeholders

JUDGING

- First-round judging will be by a panel of 3-5 real estate professionals
- The top three teams will present to a live jury (and audience) at the University of Maryland, College Park
- 30 minute presentations/20 minute Q&A
- Winners will be announced and prizes presented at an awards dinner
- Finalist case studies will be submitted to the *Real Estate Review* for publication consideration

PRIZES

FIRST PLACE	\$10,000
SECOND PLACE	\$5,000
THIRD PLACE	\$2,500

SCHEDULE

Competition Opens:	April 1, 2016
Application Due:	September 15, 2016
Submissions Due:	November 15, 2016
Announcement of Finalists:	November 22, 2016
Presentations at UMD:	December 10, 2016*
Awards Dinner:	December 10, 2016

* Finalists are responsible for airfare, ground travel and incidentals. Hotel accommodations will be provided by the University of Maryland (up to 5 team members).

SPECIFICATIONS

- Maximum report length 20 pages, single spaced
- PDF document with 1-inch margins on all sides, Arial 12-point font
- Title Page and Executive Summary (1-2 pages) (not within 20 page limit)
- Graphics, charts, images permitted within page limits
- Color print or B/W permitted
- Appendices: maximum of 10 pages (not within 20 page limit)
- Electronic submission location: To Be Announced

CONTACT INFORMATION

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