



2019 COLVIN CASE STUDY CHALLENGE

UNIVERSITY OF MARYLAND COLVIN INSTITUTE OF REAL ESTATE DEVELOPMENT

THE COMPETITION

The Colvin Case Study Challenge is a national intercollegiate real estate case study competition for full or part-time students enrolled in a college or a university real estate program (undergraduate or graduate or a university sanctioned real estate club/organization). 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 Challenge is designed to hone professional skills and reveal the knowledge base and understanding of markets, project valuation, finance, urban design and sustainability, entitlement processes and operational issues.

The competition may be offered for (a) course credit, (b) as part of a course requirement, or (c) as an extracurricular activity. The number of teams from an individual school or program is not limited.

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

THE CASE STUDY SCOPE

The selected project must meet the following parameters:

1. Location: Project located within the team's local, state or regional area
2. Permitted asset classes: residential, office, retail, hospitality, mixed-use
3. Size: 25 acres or less
4. TDC: \$25 –\$225 Million
5. Completion: Project (or project phase) completed by 2014 or later

TEAM SPECIFICATIONS

- One to three 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
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
9. Exit strategy
10. Innovation and impact of the development

JUDGING

- Results of the preliminary judging will be announced on November 18.
- The top four teams will present to a live jury of real estate professionals (and an 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 reception.

PRIZES

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

SCHEDULE

Intent to Participate:	August 16, 2019
Submit Application:	September 16, 2019
Team Submission:	November 14, 2019
Announcement of Finalists:	November 18, 2019
Present at UMD:	December 7, 2019*
Awards Reception:	December 7, 2019

* Finalists are responsible for airfare, ground travel and incidentals. Hotel accommodations will be provided by the University of Maryland (up to 3 team members plus one sponsor/mentor/faculty).

SPECIFICATIONS

- Maximum report length 20 pages, single spaced
- *ULI Case Studies* format recommended (example provided upon request)
- PDF document with 1-inch margins on all sides, Arial 12-point font
- Title Page and Executive Summary (3 page maximum) (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
- University/College name and names of team members should NOT appear in any part of the final paper. Each team will be assigned a random team number.

CONTACT INFORMATION

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