

February 23, 2015



UConn Men's Basketball Game



The 2015 UConn Real Estate Center Alumni & Friends Basketball Event will be held on Sunday, March 1. The Real Estate Center Council will host a pre-game lunch and reception at 12:00 pm at the Hilton Hotel's Connecticut Ballroom, 315 Trumbull Street, Hartford.

Following the reception, the UConn Men will play the Southern Methodist University Mustangs at 2:00 pm at the XL Center. Tickets are \$36.00 and are available through the registration link below. Seating is in section 109.

Tickets remain available. To register for this event and purchase tickets click [here](#).



Hartford Student Field Trip



On Friday, March 6, 2015, the Center for Real Estate will host a student field trip to Hartford, CT. Students and staff will visit local leaders in the real estate industry. The companies include **CB Richard Ellis, Cornerstone Real Estate Advisers, Talcott Realty Investors, and UBS.**



This trip is sponsored by the UConn Real Estate Council. Lunch will be generously provided by Talcott Realty Investors.

Boston Student Field Trip and Alumni Reception



On Thursday, April 9, 2015, Real Estate students will travel to Boston on a field trip coordinated by the UConn Center for Real Estate. Students will have the opportunity to sit in on presentations given by employees of **TA Associates Realty**, **Cresa Partners Inc.**, **Forest City Enterprises**, **Boston Capital, Property and Portfolio Research**, and **CB Richard Ellis**.

The day will conclude with a reception hosted by the UConn School of Business Dean's Office, featuring guest speaker **Paul Quistberg** '84, Managing Director and Chief Investment Officer, Bank of America Corporation. The reception will be held from 6 to 8:30 pm at the Hyatt Regency Hotel, 1 Avenue de Lafayette, Boston.

To register for this event, click [here](#).



REFA Student Field Trip



The Fairfield/Westchester Chapter of REFA will be hosting students from UConn's Center for Real Estate on February 26 at the UConn Stamford branch to introduce students to the different sectors of the commercial real estate industry. Professionals from the REFA membership will include: **Ernest DesRochers** and **Deanna Polizzo** of Northmarq Capital to discuss Mortgage brokerage; **Jeff Gage** of CBRE and **Al Mirin** of Cushman & Wakefield to discuss Leasing Brokerage/Capital Markets Brokerage; **Brian Heelan** of the Ashforth Company and **Bob Hartt** of Hartt Realty Advisors to discuss Asset Management and In-House Leasing; **George Yerrall** of RiverOak Investment Corp and **David Genovese** of Baywater Properties to discuss Development and Investing; and **James Lane** of Webster Bank and **Bob Palermo** of Bankwell to discuss Banking.



These roundtable discussions will take place from 12 pm to 5:30 pm and will be followed by a social from 5:30 pm to 7 pm, allowing the students additional time to network with REFA members. The event will take place at the UConn Campus on Broad Street in Stamford.

UConn Women's Basketball Game CREW Event



The Commercial Real Estate Women [CREW] of CT and the Center for Real Estate hosted the 1st Annual CREW CT UConn Women's Basketball Event on Tuesday, February 3, 2015. Students and professionals from CREW had an opportunity to network at a reception at McCarter English LLP in Hartford.

Following the reception the UConn Women beat the Cincinnati Bearcats 96-36 at the XL Center. This game was Coach Geno Auriemma's 900th win, completed faster than any other college coach.

ARGUS Certification Training



Students participated in an ARGUS training course this winter to prepare for the certification exam.

On January 4, TJ Mills demonstrated practical applications of the program using real-world examples. On January 31, Jennifer Feigherty of ARGUS provided more technical certification preparation.

The exam was held on February 15.



Geography Colloquium



On February 20, 2015, Professor Glascock presented on "Property Rights in the Small and Large" for the Geography Department at UConn.

After living in the UK for five years, it became clear to Professor Glascock that one of the reasons that each country chooses various geography outcomes for housing and retail is the notion of small and large property rights.



In the UK, it seems that property rights are defined more in the large or extensive sense and in the USA they are defined more in the narrow or restrictive sense (that is, I have very little say over how you develop your property or even how you mow your grass unless it is in the covenant of the property!). That would imply that the UK (Europe in general) would end up with more mixed use concentrated development and the USA with more sprawl (and with retail more concentrated and not near residential--this helps to solve an externality issue). Thus, mean outcomes would be higher in the USA, but with a larger variance. UK outcomes would have lower mean values but also lower variances.

Professor Glascock gave the story and illustrated with three examples of UK outcomes and equivalent USA settings. It explained why mixed-use is tougher to get implemented in the USA.

In the end, Professor Glascock ventured the notion that this also helps to explain the wealthier 1% (today as opposed to the 1950s) as in the way we view property rights to various social (wealth) outcomes. Property rights in the narrow allows a manager to outsource labor to the lowest bidder even if the country and/or industry in some sense created the value of the process.

Internship/Job Placement



Looking for an intern or permanent hire? The Center for Real Estate and Urban Economic Studies has assembled resumes of internship candidates and graduating majors in Real Estate as well as other allied disciplines. The real estate students are completing what many consider to be one of the best academic real estate programs

in the country.

As part of a new endeavor, we are offering the [Resume Book](#) accessible online. You are welcome to register your company's profile on the system. Upon completion, you will receive an email confirming your registration. For more information about the process, please call Debbie Philips at (860) 486-3227 or email your request to recenter@business.uconn.edu.

We enthusiastically endorse these trained and skilled young people in their pursuit of careers in real estate. Please feel free to contact the individual students directly or if you prefer, interviews can be arranged through the Real Estate Center. If you require further information about these students or about our program, please call Debbie Philips at (860) 486-3227.

Spring 2015 Calendar



January 24, 30 & 31, 2015 ARGUS Review Training Course - Student ARGUS Training

February 3, 2015 - Real Estate Society and CREW CT UConn Women's Basketball Event to be held on Tuesday, February 3, 2015. Pre-game reception to be held from 5:00 - 7:00 pm at McCarter English, City Place 36th Floor. Tickets are \$26 for the UConn vs. Cincinnati game and will be available soon.

February 13, 2015, Argus Certification Exam

February 26, 2015, Student Stamford Field Trip - Real Estate Finance Association will host UConn students for a series of presentations from different companies at the UConn Stamford campus. A reception will follow from 5:30-7:30. Details to follow.

March 1, 2015 Men's Basketball Alumni Event - The Real Estate Center annual alumni reception and basketball game will be held on Sunday March 1, 2014 vs. SMU at the XL Center in downtown Hartford. A pre game reception will be held from 12:00 - 2:00 p.m. at the Hartford Hilton. Ticket will soon be available.

March 6, 2015- Student Hartford Field Trip - UConn students will travel to Hartford to meet with CB Richard Ellis, Cornerstone Real Estate Advisers, Talcott Realty, and UBS.

March 26- 28, 2015 Real Estate Center's 50th Anniversary Academic Conference and Symposium

April 9, 2015 Student Boston Field Trip- UConn students will travel to Boston to

meet with TA Associates Realty, Cresa Partners Inc., Forest City Enterprises, Boston Capital, Property and Portfolio Research, and CB Richard Ellis.

50th Anniversary Banquet



The Center for Real Estate is preparing for the 50th Anniversary Banquet. We're collecting and reviewing old photos for a slideshow. If you have any old photos you would like to include in the slideshow please send them to christinehovey@comcast.net

The Banquet will be held on April 30, 2015 at the Rome Commons Ballroom on the Storrs Campus. Please watch for the invite to arrive soon.

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