



# MSc in Real Estate



IT ALL STARTS HERE

BERLIN | LONDON | MADRID | PARIS | TURIN | WARSAW



## ESCP Quick Facts

**6** urban  
campuses

### Multi- accredited:

AACSB, EQUIS, EFMD MBA,  
EFMD EMBA

Over **160**  
research-active professors  
representing over  
30 nationalities

A full  
**portfolio**  
Bachelor, Masters,  
MBAs, PhDs and  
Executive Education

**6,500**  
students in degree  
programmes representing

**120**  
nationalities

The World's

**1st**

Business School  
(est. 1819)

Over **140**  
academic alliances  
in Europe and the World  
in 47 countries

**5,000**  
high-level participants  
in customized trainings  
and executive education

**60,000**  
active alumni in  
over 150 countries  
in the world

## Programme objectives

The Real Estate industry plays an integral role in the worldwide economy and has become a very competitive and technically sophisticated sector. Did you know that in 2019, investment and development of office, industrial, warehouse and retail buildings and the like supported 9.2 million American jobs and contributed \$1.14 trillion to the U.S. GDP. And that the US, the UK, Germany and Spain ranked at the top of investment destinations worldwide? The MSc in Real Estate will provide you with the necessary skills and networking to succeed in this fascinating and competitive sector, in an international business context. Taught by world-renowned faculty and guest expert practitioners, **participants will receive a cutting-edge education combining theory with real-world applicability to become leaders in the industry.**

This international programme includes two terms of intensive courses in Madrid and one term in London with additional specialization courses. Field trips to major European capitals are part of the programme. The master thesis and a company internship are the final steps to complete this Master.



**Prof. Dr. Jaime PÉREZ LUQUE** (Madrid Campus)  
Scientific Director  
Expertise: Real Estate Finance and Investments



**Prof. Francesca HEATHCOTE SAHEY**  
(Madrid Campus) Executive Director  
Expertise: Smart Cities & Urban Design





## Key facts

- 📌 Degree: Master of Science (MSc)
- 📌 Credit points: 90 ECTS
- 📌 Study Location: Madrid & London.
- 📌 Language: English
- 📌 Duration: 1 year
- 📌 Starts: September 2020

## Your curriculum

### Sept-Dec Term 1

#### MADRID

##### Real Estate Finance and Management

- Real Estate Finance and Investments
- Real Estate Consulting
- Project Management in Practice for International Consultancy Projects

##### Real Estate Technology and Innovation

- PropTech and Real Estate Innovation (I)
- Smart Cities and Urban Design
- Software Technologies in Real Estate (Illustrator, Photoshop, InDesign, BIM)
- Startups and Venture Capital

##### Field Trips & Skills to Succeed in Real Estate

- 1-week field trip on «Hotel Operational Management» in a Spanish coastal city
- Effective Communication & Pitch
- Career development

### Jan-March Term 2

#### MADRID

##### Live Case Studies

- Live Case Study Hospitality
- Live Case Study Retail
- Live Case Study Logistics

##### Real Estate Technology and Innovation

- Sustainability and CSR in Real Estate
- PropTech and Real Estate Innovation (II)

##### Real Estate Development and Investments

- Hotel Mergers & Acquisitions
- Introduction to Real Estate Development
- Real Estate Investment Funds

##### Real Estate Law, Economics and Meeting the Experts

- Real Estate Law
- Culture, Heritage and Real Estate
- BNP Paribas Real Estate Roundtables
- Real Estate Economics
- Negotiation and Problem Solving

**TOTAL ECTS: 90**

### May Term 3

#### LONDON

- Real Estate Development by asset class
- Field trip and site visits in London, UK
- Real Estate Big Data & Analytics
- Equity Capital Markets

### June (onwards) Term 4

#### PROFESSIONALIZATION

- International Consulting Project (ICP): Students work in small teams (minimum 2 - maximum 4 team members) as fulltime "external junior consultants" on real projects commissioned by companies for a period of 6 to 8 weeks
- Company Internship - 4 months minimum Professional
- Master Thesis (Based on ICP)

# Key aspects of the programme

- **Learning by doing:** Our teaching principles combine a real estate curriculum with real business cases, live case studies, seminar presentations by renowned guest speakers, networking events, and an International Consulting Project (ICP)
- **Technology driven approach** to understand and work with the most advanced technologies in the Real Estate world
- **World-renowned faculty and guest expert practitioners** will provide the best professional practices in an international context.
- **PropTech entrepreneurs** will analyze their successes, struggles and business models
- **«Full-Time Intensive» format** will allow you at the end of a short and dense tuition, to have an immediate access to decision-making leadership positions
- **Field trips and other learning experiences** outside the classroom to complement the programme.
- **Internships all over the world** for a minimum of 4 months.
- **Multicampus** structure will allow participants to study in two of the most dynamic, beautiful and important capitals in Europe
- **Multicultural diversity** thanks to ESCP global faculty and international class mix.
- **Career possibilities around the globe** through our large alumni network and ESCP strong connections with the corporate world.

## Career opportunities worldwide

Common job titles are:

- |                                |                                  |                          |
|--------------------------------|----------------------------------|--------------------------|
| • PropTech entrepreneur        | • Real Estate Analyst            | • Development Analyst    |
| • Real Estate Big Data Analyst | • Real Estate Asset Manager      | • Investment Analyst     |
| • Mortgage Broker and Analyst  | • Real Estate Investment Manager | • Financial Analyst      |
|                                | • Valuation Analyst              | • Acquisitions Associate |

## Testimonial

“ ESCP has a worldwide reach in the real estate sector. From networking events to accredited courses and partnered internships, the School provides us with the tools to become successful real estate professionals. We have hosted reputable speakers on subjects ranging from distressed mortgage debt to urban design. Such events have allowed us to discuss with industry professionals whose insider quality gave us a true understanding of the market, in addition to the theoretical classes we attended. We have now entered the real estate labour market with a rich network and confidence in our capabilities. ”



**Claudia Russo Sanjuanbenito.** President of ESCP Real Estate Association  
Master in Management class 2019





## Admission requirements

- Bachelor or Master degree in any discipline, preferably in business, science, architecture or engineering;
  - Minimum 240 ECTS previously acquired at Higher Education Institutions;
  - or
  - Minimum 180 ECTS for some candidates who add value to the group. We will only consider under this derogation students from prestigious institutions and/or excellent academic performance and/or first professional experience
- Advanced English level: C1  
TOEFL IBT: 100  
TOEFL written: 600  
TOEFL computer based: 250  
IELTS: 7
- Real motivation to join the Master and for a high-level career in this field

## 2021 fees

- Tuition fees: 19.350 €  
(+ 130 € application fees)

This Master does not lead to an official diploma in Spain (Decree 84/2004 BOCM)

## How to apply

1



**ONLINE APPLICATION**  
[WWW.ESCP.EU](http://WWW.ESCP.EU)

2



**PROFILE EVALUATION**

3



**PERSONAL INTERVIEW**  
IF ELIGIBLE

## Your contact



Arantxa Chapado  
[msc.realstate@escp.eu](mailto:msc.realstate@escp.eu)  
+34 911 719 016

Note: The information contained herein is subject to change.

# MSc in Real Estate

ESCP is multi-accredited.



## **BERLIN**

Heubnerweg 8 - 10  
14059 Berlin, Deutschland

## **LONDON**

527 Finchley Road  
London NW3 7BG, United  
Kingdom

## **MADRID**

Arroyofresno 1  
28035 Madrid, España

## **PARIS RÉPUBLIQUE**

79, av. de la République  
75543 Paris Cedex 11, France

## **PARIS MONTPARNASSE**

3, rue Armand Moisant  
75015 Paris, France

## **TURIN**

Corso Unione Sovietica, 218 bis  
10134 Torino, Italia

## **WARSAW**

c/o Kozminski University  
International Relation Office  
57/59 Jagiellońska St.  
03-301 Warsaw, Poland