

DEVELOPERS' DEN

XVI

Schulich School of Business | York University

***CANADA'S LONGEST RUNNING AND MOST PRESTIGIOUS
REAL ESTATE CASE COMPETITION***

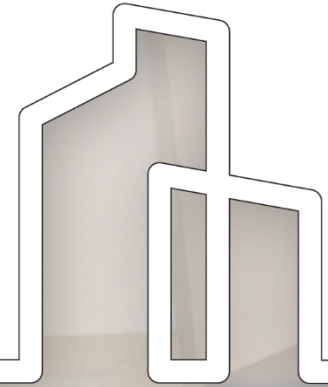
COMPETITION – MARCH 6, 2026

DOWNTOWN TORONTO, CANADA



schulich.yorku.ca/Developers-Den





INTRODUCTION



SCHULICH SCHOOL OF BUSINESS, TORONTO, CANADA

MBA students specializing in Real Estate and Infrastructure were hungry to compete in an industry specific case competition and to have the opportunity to hone their real estate and business skills by delving into real-world real estate problems.

THE DEN EMERGES

To address this desire for a competitive environment in which to test the knowledge and skills that the graduate students were acquiring, Developers' Den was created as the brainchild of George Carras, founder of RealNet, and Andre Kuzmicki, of the Schulich School of Business.

Now embarking on its 16th year, Developers' Den stands as the most successful and prestigious student real estate case competition in Canada and the US. Attracting top schools from both countries, Developers' Den delivers a top-notch learning opportunity that challenges students as the future leaders of the industry.

The year's Den will be hosted in Downtown Toronto by the Schulich Real Property Alumni Association. It will be an intense one-day case competition, allowing the best and brightest real estate students from leading business schools to showcase their skills before a panel of judges composed of industry leaders.



PRIZE MONEY

1st Place \$6,000

2nd Place \$3,000

3rd Place \$1,500



PAST DEVELOPERS' DENS

Photos and submissions from previous years are available online at [Past Competitions - Schulich School of Business \(yorku.ca\)](https://www.yorku.ca/past-competitions).



Developers' Den 2025 Winners

Left to Right: Jonah Wood, Sarah Delorme-Newsom, Donger (Violetta) Chen and Sami Wong.

19 DECEMBER 2025

Registration Opens.

9 JANUARY 2026

Early-Bird Discount Closes.

23 JANUARY 2026

Final Registration Closes.

25 JANUARY 2026

Case Prep Materials Distributed to Team Primary Contacts.

13 FEBRUARY 2026

Submission of presentations to Developers' Den Organizing Committee by 12pm.

15 FEBRUARY 2026

Announcement of Teams qualified for the Semi-final round. Only 9 teams will advance.

6 MARCH 2026

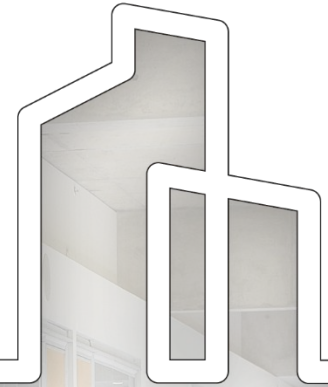
Semi-Final & Final Round presentations, judging, and awards reception in Downtown Toronto, Canada.



ELIGIBILITY & REGISTRATION

- Students must be enrolled in an accredited graduate program pursuing a Master's degree and in good standing with their program.
- Teams must be composed of **at least two (2) and not more than four (4)** currently enrolled graduate students
- Each team must be sponsored by a faculty member who will confirm each student's eligibility.
- Teams may not solicit or accept any external advice including from other competitors not on the same team; no collusion or outside help or help from faculty members.
- Registration fee of **CAD 100 per team (early-bird)** or **CAD 200 per team (regular)** via secure payment on the registration page.
- No refunds will be issued after your team is fully registered and the registration period has ended.
- Team member substitutions – up to **one (1)** team member may be substituted prior to the closing of registration.
- Anonymity – random team numbers will be assigned – teams may not identify their names in submission material.
- Register your team at:
<http://schulich.yorku.ca/Developers-Den/>

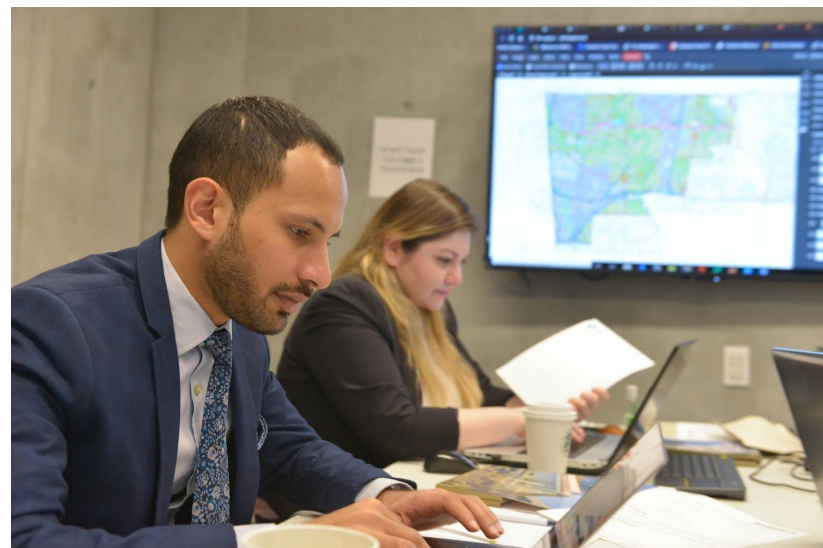




CASE COMPETITION

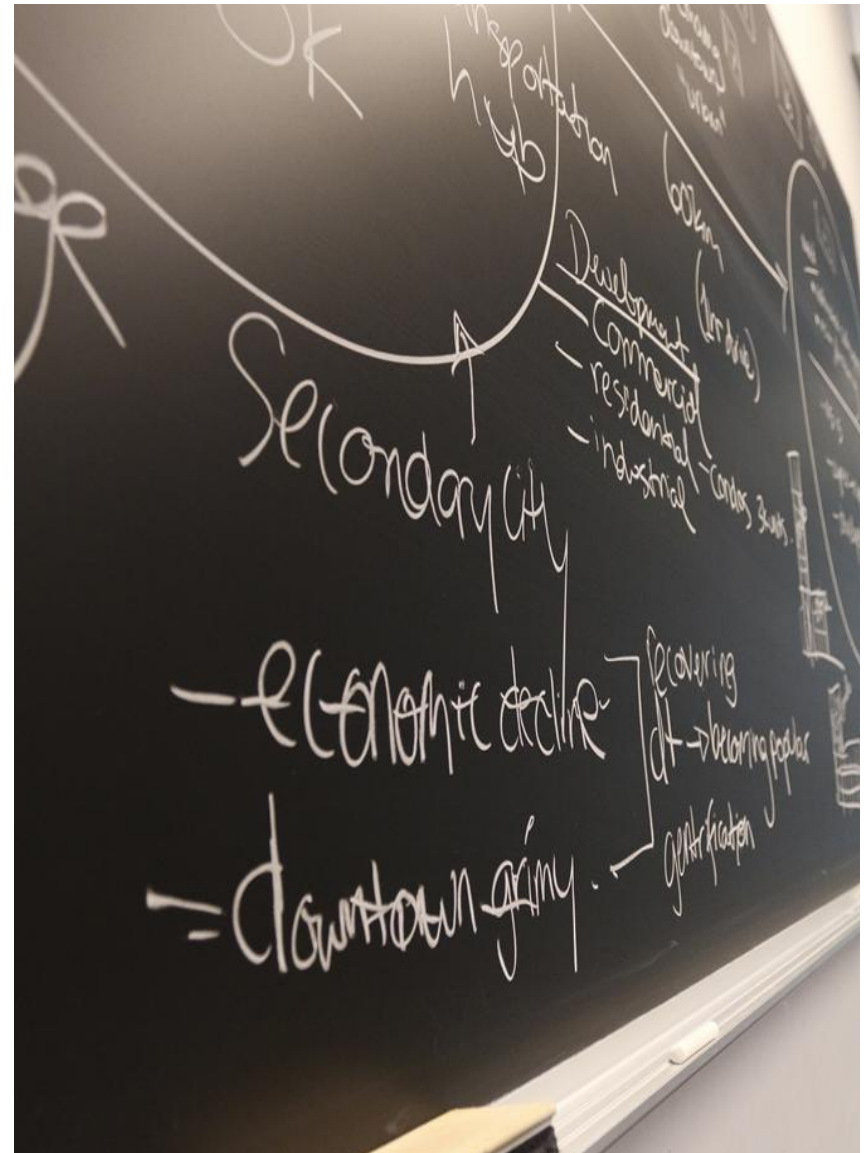
CASE COMPETITION FORMAT

- Teams will be provided with case prep material on 25 JANUARY 2026.
- All teams must send their presentation to **Bryna D Hoffman** at Brynahoff@schulich.yorku.ca by 12pm on 13 FEBRUARY 2026.
- The Developers' Den Organizing Committee will screen the presentations and announce the names of the teams qualified for the Semi-Final round on 15 FEBRUARY 2026.
- All qualifying teams will compete in the Semi-Finals.
- Three (3) teams will progress to the Final round.
- The Semi-Final and Final rounds of the Case Competition will be hosted in Downtown Toronto on 6 MARCH 2026.



PRESENTATION FORMAT

- Presentation details – PDF of a PPT presentation, with up to 11 slides in the main body (including the title slide) and a maximum of 4 slides in the appendix (if required); no videos or animations.
- The title slide should only show the team number, no individual names, or any use of slide backgrounds or formats that might make it possible to identify the team members may be included in any of the slides.
- Submission email subject – “DDXVI – Team #” only.
- No changes to the presentation are allowed after submission. Same presentation will have to be used for Semi-Final and Final rounds.



DATE

- The Semi-Final and Final Rounds will take place in person on 6 March 2026 in Downtown Toronto.

SEMI-FINAL ROUND

- The qualifying teams will be divided into three groups.
- Each team will present its slide deck to a panel of Semi-Final round judges, made up of senior professional developers and investors.
- There will be one panel of judges assigned to each group of three to four teams.
- After the Semi-Final Round, each panel will select one team to advance to the Final Round.
- Teams will receive their presentation time at the start of the day.

FINAL ROUND

- During the Final round, the three finalists will present their slide decks to the Developers' Den judging panel, comprised of senior professional developers, investors and executives.



FOOD

- Lunch will be provided before the start of the Semi-Final round presentations.

AWARDS RECEPTION & NETWORKING COCKTAIL

- 1st, 2nd and 3rd place winners will be announced at the Awards Reception.
- The reception will provide an opportunity for contestants to mix with judges, alumni, recruiters and other industry practitioners.



PHOTOGRAPHY/ VIDEOGRAPHY

- The event will be professionally photographed. The resulting images may be used in feature stories in print and/or on the Schulich School of Business, LinkedIn and other websites

ACCOMODATIONS

- Out of town competitors can book their hotel rooms in Downtown Toronto. Partnership rates may be made available for competitors. For more information, Lorraine Myrie at lmymriel@schulich.yorku.ca.

EXPENSES

- Out of town competitors travelling greater than 350 kms from Schulich School of Business will be eligible for a travel stipend equivalent to US\$225 per student, to be reimbursed in Canadian or US Funds, depending on the school they travel from.
- This is the maximum reimbursement of eligible travel expenses, and for which students will be required to complete a claim form and provide original receipts and a permanent address to receive the payment check.



TRAVEL

- Students arriving from outside of Canada are responsible to ensure they are eligible to enter Canada.
- Any travel visas or required documentation to enter and visit Canada shall be obtained by the student at their expense.
- The organizers and the Schulich School of Business are not responsible for any issues with entering Canada or additional expenses incurred beyond the stipend described above.

RULES

- All competing team members, if qualified, must be present and participate in both the Semi-Final and Final presentations. A minimum of **two (2)** team members must attend the competition in order to compete.
- Students must maintain the highest academic honesty standards throughout this competition and abide by the rules and procedures outlined herein.
- Teams may not seek advice or information or otherwise consult with any third party (including the sponsoring faculty member) at any time throughout the competition.
- Internet access is permitted, and use of publicly available information found on the internet is allowed.
- Slide decks must include a title slide showing only the team number. No individual names, or any use of slide backgrounds or formats that might make it possible to identify the team members may be included in any of the slides.
- Slide decks are limited to a maximum of 11 slides in the main body (including the title slide) and up to 4 slides in the appendix.
- The dress code is business attire.
- The organizers of the event reserve the right to make modifications and/or clarifications to these rules prior to the competition. Teams that fail to comply with the rules will be disqualified.



RULES (CONTINUED)

- Slide decks must be submitted by 12:00 pm on 13 FEBRUARY 2026 to the email address identified by the organizers.
- No changes to the slides are permitted after they have been submitted by email.
- Each presenting team, in both the Semi-Final and Final Rounds, will have up to **twenty (20) minutes** to present its recommendations allocated as follows: up to **ten (10) minutes** for an initial uninterrupted presentation and the remaining time for Q&A with the judges.
- Times and locations for Semi-Final round presentations will be provided at the start of the day. The teams must be outside the presentation room at least ten minutes before their scheduled presentation times.
- Names of the three finalist teams will not be disclosed to the participating teams in advance. All teams should assemble for the Final-round presentations. The three finalist teams will be asked (in no particular order) to present their slide decks.
- All communications between competitors and the organizers in advance of the competition are to be directed to Imyriel@schulich.yorku.ca. Any official communications will come from the Co-Chairs.
- In the event that an interpretation of the rules is required, the decision of the organizers will be final.



DATE: 6 March 2026

LOCATION: BDP Quadrangle | 8 Spadina Ave. Suite 2100, Toronto, ON M5V 0S8

Semi-final Round	
12:00	• Qualifying teams meet at the venue to receive instructions • The competition briefing will begin at 12:00 • Lunch will be provided at the venue
13:30 – 14:00	• All teams prepare for Semi-final presentation
14:00 – 15:30	• Semi-final round presentations
16:00 – 16:30	• Judges deliberation and selection of three finalist teams
Final Round	
17:00 – 18:30	• Presentation round for the three finalist teams
18:30 – 20:00	• Awards reception. 1st, 2nd and 3rd place winners to be announced