

d	e	c	i	p	h	e	r	i	n	g
e	e	a	t	b	e	d	i	o	r	n
p	b	v	a	l	u	e	s	u	p	i
a	u	a	e	s	u	n	k	i	n	d
r	i	l	l	l	d	e	s	i	g	n
t	l	i	u	a	o	w	n	o	q	u
m	d	e	r	w	z	p	g	o	l	f
e	x	r	j	v	h	o	m	e	z	d
n	o	v	a	t	e	d	x	e	o	t
t	i	m	e	r	e	t	u	r	n	s
s	e	t	t	l	e	m	e	n	t	t



Deciphering Development: A primer in residential property development for professionals to understand their property developer clients and the development process.

What value will you receive?

1. Add value to a professional's current expertise
2. Understand your developer client's perspective
3. Learn development: project, financial and risk management

Who is this for?

This is a professional development course appropriate for those working in the architecture, engineering, construction, finance and real estate sectors, those working in central government ministries and agencies, council and CCOs (whether in policy, planning, consenting or infrastructure related roles) and any others who interact with property developers and their consultants on a regular basis.

It is targeted at those want to understand the fundamentals of property development and who wish to understand how property developer clients think and act.

Held as an interactive workshop, attendees will gain an understanding of the fundamentals of property development and how successful (and some not so successful) projects are created and delivered by property developers. Theory, practice and 25 years' worth of examples leveraged and packaged up for maximum learning.

Who has already experienced this workshop (or a twist of)?

- Ministry Housing and Urban Development
- Watercare, Wellington City Council, Kainga Ora
- Over 100 individual professionals across the AEC/ real estate sector
- Corporate groups such as Civix, Sentinel Planning, Harrison Grierson & Squirrel
- The Property Institute
- Urban Development Institute of New Zealand
- Over 500 students and working professionals at Unitec

What concepts will we cover?

1. Describe different types of land / housing developers

- Private
- Corporate
- Government
- Speculative versus pre-sold versus build-to-order
- Land only versus land and building versus building only

2. Describe different types of land/housing development, from the developer's perspective

- Large scale greenfield, on the Rural Urban Boundary
- Medium scale greenfield
- Infill

3. Illustrate the stage-by-stage development process for small to large residential projects

4. Run through an example of a feasibility and a case study development project, to demonstrate:

- How all the costs contribute to the cost of housing
- The juggling act the developer must perform in balancing design with quality, profitability and risk
- How increased zoning does not necessarily translate to more dense housing, if it is not economic to do so
- The impact of design /consent changes to the feasibility
- Environment factors considered
- Impact of decision delays and how they affect site design and planning, and ultimately delivery
- Requirements for achieving funding
 - Return on cost
 - Pre-sales or not (and impact)
 - Risk and contingency
 - Constraints that stop projects proceeding

5. Describe risks to project success at each stage of development, including what are the factors behind delivery timelines and budgets and how to practically manage these risks.

What do I need to do?

Group workshops typically run 10am to 3pm including lunch break. Please provide: boardroom style space, refreshments and a light lunch, projector or large screen with HDMI cord and whiteboard.

Pricing: \$3,000 plus GST for up to 10 participants. \$200 per person thereafter.

Custom and advanced packages available on request.



Who is your educator?



Andrew is Managing Director of Xpect Property, a property development and strategy consulting business.

He works with property developers and owners throughout the country on their businesses and across a wide spectrum of primarily residential projects including townhouse infills, large subdivisions, and apartments.

His specialties are complex projects, unique projects and continuous improvement. Prior he was CEO of Universal homes including a \$1.5B, 1,500 home subdivision and delivering hundreds of homes a year, a Project Director in NZ and the United States and was head of Development Management at Housing New Zealand.

Having lived property development for over 25 years, responsible for thousands of homes, Andrew is an advocate of advancing the industry and building people's futures.

To this end he lectures property development at Unitec and is a founding board member of the Urban Development Institute of New Zealand.

Andrew has degrees in architecture and property and has written four books on property development: 'House, Land, Love & Money', 'Turnaround Success', 'As Safe As Houses' and 'Destiny: Future of Real Estate Development'.

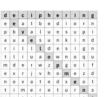
What do our clients say?

"As an adviser and a lender, Squirrel has been looking for opportunities to give our team more exposure to property development fundamentals. Andrew brought a wealth of experience to our day and shared stories that brought to life the real challenges that come with developing property. A jam-packed day of high-quality content - at times, it felt like drinking from a fire hose!"

- **John Bolton, Founder Squirrel**

"Andrew's course is terrific. I had my entire team of planners do it to get an even better understanding of feasibility matters."

- **Simon O'Connor, Managing Director Sentinel Planning**





"Last week, our team had the privilege of gaining insights from a developer's perspective, thanks to Andrew Crosby, Managing Director of Xpect Property, through his programme "Deciphering Development." Andrew reinforced the importance of understanding developers' needs and the time and financial pressures they face. The CIVIX team now has a greater appreciation of development risks and is committed to minimising these pressures to better assist our clients in achieving their goals. The real-world training, case studies, and feasibility reviews clearly illustrated what developers deal with daily in bringing residential and commercial developments to market. At CIVIX, we're committed to continuous learning and delivering exceptional value. This session was a fantastic opportunity to grow, collaborate, sharpen our skills, and keep raising the bar!"

- **CIVIX**

"At our request Andrew Crosby delivered a one-day 'Fundamentals of Property Development' course for our team of planners, prompted by our belief that having a basic understanding of how property development works and the economic factors that are in play is an essential part of any planner's skillset. Andrew's course was perfectly pitched at the right level, and was delivered with humour and passion. Andrew's extensive experience and knowledge of property development was apparent in the course material and the interesting discussions that arose. Our team found the course to be really useful and worthwhile."

- **Philip Brown, Director, Campbell Brown Planning Limited**