

# DEVELOPMENT FEASIBILITY MASTERY



## It's your feasibility!

In our property development feasibility masterclass, we don't give you a template and leave you to figure it out. Nor do we try and sell you some black box proprietary software application that promises to do everything but leaves you completely clueless as to how development numbers actually work.

**WHAT WE DO is have you build your very own financial feasibility in real time.**

And you are coached you every step of way -following our structured and proven system, 14 years in the making. You leave the masterclass, in full control of a finished Feaso that is financially robust and funder friendly.

## The magic explained, your capability unleashed

1. Learn how to build your own property development financial feasibility and customise for the future.
  2. Understand how each component of the feasibility interacts with each other and a project conceptual design.
  3. Test the real-world practical implications of feasibility assumptions on project profitability.
  4. Develop the skill to assess any residential development projects viability in mere minutes.
  5. Take your very own feasibility model and expand for whatever project you desire.
- BONUS: Obtain the secret behind the finding a project's perfect feasibility.

## What's involved then?

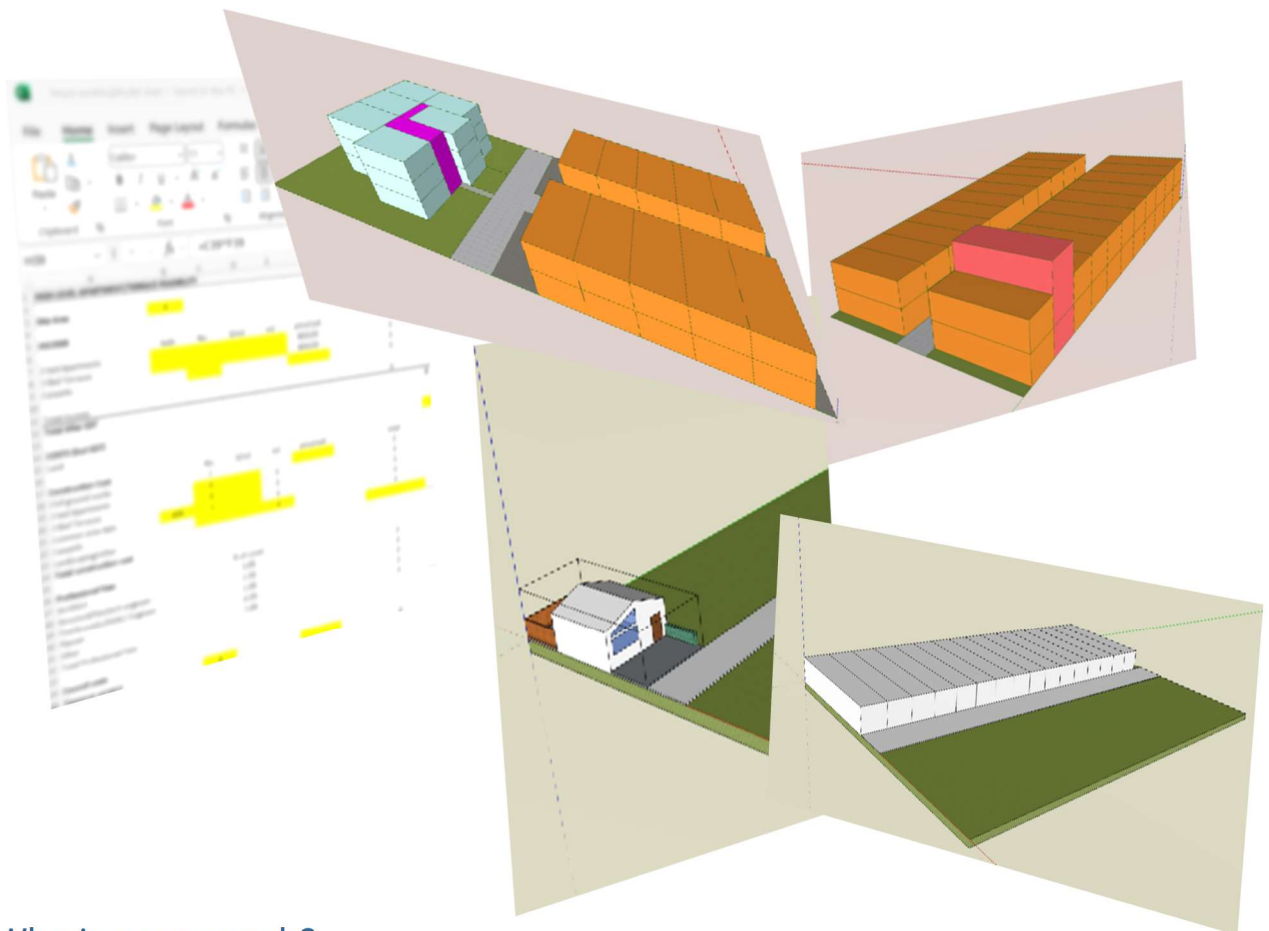
An action paced 3-hour workshop over a working lunch. It's intense and you will be working hard as you download 30 years of feasibility experience across dozens of projects and thousands of homes.

The perfect balance of theory and practice.

From the looks on past students faces I can guarantee in the last 15 minutes a massive penny will drop, when you realise you have achieved mastery. Some call it magic.

**One-on-one or corporate group.**

**Price on application: [andrew@xpectproperty.com](mailto:andrew@xpectproperty.com)**



## Who is your coach?

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, he 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 our clients have said...

*"I recently attended a Development Feasibility Masterclass led by Andrew Crosby. I approached Andrew with the goal of gaining hands-on experience in creating feasibility estimates for development projects, and the insights I gained were invaluable.*

*Andrew guided me through building a feasibility estimate from the ground up, providing detailed explanations for each item and helping me understand their significance. His thoughtful approach and depth of knowledge allowed me to develop a solid foundation in feasibility assessments.*

*Thanks to Andrew's guidance, I am now confident in my ability to estimate the costs of future developments for my clients. I also have a clearer understanding of the broader needs of these projects, enabling me to deliver more valuable insights. I would highly recommend Andrew's masterclass to anyone looking to enhance their skills in development feasibility."*

- **Matt Richards, CivilPlan Consultants**

*"I've made some pretty crude spreadsheets in the past to give me an idea on project costs. Now wanting to step up to larger projects, leveraging Andrew's years of experience was a no brainer here. After a few hours of coaching, not only can I quickly drill down whether a project is worth further investigation, his spreadsheet can add a mix of other typologies to quickly determine if switching up the mix produces a better outcome, unlocking further potential. This is a massive time saver, and gives me the reassurance that I'm not leaving profit on the table unnecessarily.*

*Sounds a bit sales-ey I know, but that's genuinely the boost I needed to move forward on a couple of my long term holds. I haven't stopped punching in different scenarios since."*

- **Chris Sim, Pilot & Developer**

*"Andrew Crosby's Feasibility Course has fundamentally changed how I approach property development by emphasizing an "end-in-mind" strategy. If you've ever wondered what type of development is most suitable for a particular parcel of land—whether it's terraced townhouses, duplexes, or another typology—this course offers clarity by breaking down the numbers. It explains cost implications for each option and guides you in choosing the best building typology. I believe the course is invaluable for everyone, regardless of experience level. As a civil engineer, it challenged my assumptions about property development and provided a strategic framework for deciding on the choice, size, and number of building typologies.*

*Imagine an 800 m<sup>2</sup> parcel of land: which development would yield the best return?*

- 1. Six townhouses of 90 m<sup>2</sup> each?*
- 2. Three duplexes of 120 m<sup>2</sup> each?*
- 3. Two duplexes combined with a four-story apartment building of 100 m<sup>2</sup> each floor?*

*Andrew's Feasibility calculator can give you ROI for different scenarios and is flexible on the land type as well.*

*On a personal level, I found Andrew very honest and brings a strategic and analytical approach to ensuring that each decision is backed by insight into both market demands and cost-effective design."*

- **Ayman Raouf, Family Office Residential Developer**