



UNIVERSITY COLLEGE  
OF ESTATE MANAGEMENT

# Development Process and Appraisal

---

## Module Descriptor

Module Code: DEV5DPA

Version: 7.00

Status: Final

Date: 18/03/2021

# Summary Module Details

### Module details

**Module Title:** Development Process and Appraisal

**Module Leader:** Janet Wilcox

**Module Mode:** Supported online learning

**Semester:** Autumn (UK)

**Level:** 5

**Credits:** 20

**Learning Hours:** 200

### Contact and Study Hours

**Directed Study Time:** 90 hrs (45%)

**Self-directed Study Time:** 50 hrs (25%)

**Assessment Study Time:** 60 hrs (30%)

### Assessment Type

Coursework: 100%

Computer Marked Assessment: 0%

Self-directed Research Project: 0%

Portfolio: 0%

## Module Summary

This module examines the process of developing land and the factors that determine what can be developed. These factors are then reflected in the valuation of the development land through the key valuation methods: residual appraisal, period-by-period cash flow and discounted cash flow. The risk of the development appraisal is assessed through the use of sensitivity analysis and other methods, and the ways in which the whole process can be funded are examined.

## Taken on which Programmes

BSc (Hons) Real Estate Management (C)

**Core (C) or Elective (E)**

# Module Aims

This module aims to:

- Describe the constraints operating on site development.
- Appraise layout plans and design from a financial, marketing and management point of view.
- Appraise the financial viability of property development.
- Identify sources and methods of finance.
- Critically consider the problems and issues involved with urban regeneration.

# Module Learning Outcomes

- LO1. Demonstrate critical understanding of the property development cycle, the process of valuing and developing land for residential, industrial and commercial purposes and the ability to communicate information, arguments and analysis effectively to advise stakeholders.
- LO2. Demonstrate critical understanding of client briefing to the process of developing land and property in all sectors.
- LO3. Undertake financial appraisals using residual and cash flow techniques, risk analysis and sensitivity analysis for different development schemes including the evaluation of the role of and limitations of market data used in such appraisals.
- LO4. Evaluate sources of finance and alternative funding options for different development schemes.

# Indicative Module Content

## Module topics

- **The development process: an overview**  
The role of the developer. Identifying and managing risk. Key factors that influence development. Development cycles.
- **Identifying project risk**  
Sources of risk in a development proposal, methodology of sensitivity analysis, other methods of risk analysis, consideration of variable factors, understanding the results, mitigating the risk, creating sensitivity analysis in Excel, impact of scheme's overall viability toward delivery.
- **Planning and sustainability**  
Planning legislation. Surveys and assessments. Sustainable Development. Impact on viability.

## Development Process and Appraisal

- **Client briefing and negotiating planning agreements**

The importance of detailed client briefing from scheme inception to formal application and negotiations at local planning authorities.

- **Design and layout**

Density of development. Optimising development on site. Importance of access. Services.

- **Sourcing data**

Finding comparables. Analysing comparables. Market reports on supply and demand. Build costs. Finance rates. Other costs.

- **Residual appraisal**

Review of methodology. Calculating finance. Preparing appraisals by hand. Comparing the viability of different options. Constructing a data list and simple residual appraisal in Excel. Land value and profit.

- **Cash flow – Introduction**

Reasons for and benefits of cash flow analysis. Creating period-by-period cash flows, discounted cash flows and different cash flow spreadsheets in Excel. Impacts of cash flow on land value, building costs and profit. Comparing the results using metrics, such as internal rate of return.

- **Sensitivity analysis**

Methodology of sensitivity analysis. Other methods of risk analysis. Consideration of variable factors. Understanding the results. Mitigating the risk. Creating sensitivity analysis in Excel.

- **Development finance: the options**

Different types of funding, finance availability for different developers and schemes, balance of debt and equity, structure of joint ventures, profit sharing in joint ventures, alternative financing options, funder conditions on applications, impact on scheme viability, impact of funding at different stages of scheme delivery, and using the development appraisal to determine amount and timing of required funds.

This content will be reviewed and updated regularly to reflect the legal, moral and financial changes in professional standards and practice.

## Overview of Summative Assessment

Module learning outcomes	Assessment	Word count or equivalent	Weighting
LO1	<b>Assessment 1</b> Coursework	1,600	40%
LO1, LO2, LO3, LO4.	<b>Assessment 2</b> Coursework	2,400	60%

## Development Process and Appraisal

Module Pass Mark (as a weighted average of all assessments): 40%

# Key Module Learning Resources

## Core Sources and Texts

The core reading resources within each module will be provided via the specific Virtual Learning Environment (VLE) module pages and within the e-Library. Additional reference material and supplementary resources to support your studies are available through the UCEM e-Library.

## Module tools

Students will have access to study materials, dedicated academic support, student forums, and learning activities via an online learning platform (VLE).

The module page on the VLE is broken down into structured study weeks to help students plan their time, with each week containing a mixture of reading, case studies, videos/recordings and interactive activities to go through. Online webinars/seminars led by the Module Leader can be attended in real time and provide opportunities to consolidate knowledge, ask questions, discuss topics and work through learning activities together. These sessions are recorded to support students who cannot attend and to enable students to recap the session and work through it at their own pace. Module forums on the VLE provide further opportunities to discuss topics with other students, complete collaborative work and get extra help from the module team.

## Professional online resources

The e-Library provides access to trusted, quality online resources, selected by subject specialists, to support students' study. This includes journals, industry publications, magazines, academic books and a dissertation/work-based library. For a list of the key industry specific and education resources available please visit [the VLE e-Library](#).

## Other relevant resources

Access is also provided to further information sources that include the British Library and Open University UK catalogues, as well as providing a monthly current awareness service entitled, **Knowledge Foundations** - a compendium of news, research and resources relating to the educational sector and the Built Environment.

The module resource list is available on the module website and is updated regularly to ensure materials are relevant and current.