

DEVELOPMENT FEASIBILITY MASTERY

Commercial Projects



Due to the success of our residential workshop, we have developed a commercial development feasibility module. Suitable for aspiring commercial property developers to understand feasibilities for large & small format retail, office, industrial and hotel/accommodation projects.

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 the way - following based on our structured and proven system, 16 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 commercial 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 finding a project's perfect feasibility.

What extras are included in the Commercial Project Mastery class?

The Commercial Project module is more tailored to our client's specific asset type interest, so we focus on a single type project – hotel, retail, office or industrial for example. This way our discussions can focus on the tips, tricks and strategies specific to that form of development including:

- Assessing the project value and likely cap rates (what's that you ask?).
- Deriving net rental income and assumptions for Opex.
- Factoring in tenant lease terms – using our bespoke value calculator (LTCV).
- Looking at the development costs and risks prevalent for that projects end use.
- Tips and tricks when dealing with tenants during pre-leasing.

Noting that this is a property development feasibility class so were not going to bore you with long term investment analysis or a 10-year discounted cashflow. However, from the skills you learn above you will be able to extrapolate your own if your motivation is build and hold.

Already done the residential development master class?

Then you will be very familiar with the approach we take to ensure you gain the most value in the shortest period of time. And you will have the mechanics of how the Xpect feasibility works. However, the income and value equation is very different from residential development and even between different asset types – i.e. hotels versus shops versus live work industrial units.

For a particular type, and you having already done the residential class, the commercial module will take an additional two hours. For three hours we can cover multiple asset types.

What's involved then?

An action paced 3-hour plus workshop for your convenience. It's intense and you will be working hard as you download 25 years of feasibility and development experience across dozens of projects.

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!

Online one-on-one (3hrs) or in-person corporate group (4-5 hours).

Price on application: 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 projects including bulk retail commercial, hotels, mixed use, offices, townhouse infills, large subdivisions, and apartments. His specialties are complex projects, unique projects and continuous improvement.

His latest commercial projects involve a \$70m large and small format retail centre and a mid-sized hotel, both in the South Island. He has previously worked on projects involving retail, office and industrial including mixing uses with residential.

Prior to Xpect 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 on a range of commercial and residential projects and was head of Development Management at Housing New Zealand.

Having lived property development for over 25 years, he is an advocate of advancing the industry and building people's futures. To this end he lectures residential and commercial property development at Unitec and is a founding board member of the Urban Development Institute of New Zealand.

He is an experienced presenter and workshop facilitator who has run over 100 sessions to individuals, corporates, not-for-profits, industry associations and local and central government departments. That is in addition to the 15 years teaching almost 1,000 university students.

Andrew has degrees in architecture and property, has a blog full of tips, tricks and ideas 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 coaching 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**

We were scoping options for a 4000sqm development property. I engaged Andrew for a 2nd opinion on this project with multiple moving parts which required strategic negotiations with the vendor. There would be a lot of risk in this project as all the development risk would borne by us as the purchaser. Andrew quickly absorbed all the information on hand and we had a desired outcomes and potential obstacles brainstorm. After the meeting, I had a lot more clarity on what the market would absorb, what the roadblocks would be from the vendors perspective. And we tailored a few completely different scenarios to assist in further negotiations whilst minimising our risk in an unstable market.

- **Sanjesh Lal, Builder & Developer**

Embarking into private development(s) is perhaps one of the most daunting endeavours, regardless of personal experience in the built environment. That's why I am looking to build a strong network around me to help support me on this venture. My first port of call was to reach out to Andrew Crosby for a one-on-one session to address the core criteria of my development aspirations and test and expand upon the feasibility work I have done to date. Andrew proved to be an excellent mentor; he is extremely knowledgeable, very personable, to the point and efficient with the time allocated. For those looking to also embark on their own developments, or require a solid soundboard to bounce development ideas off of, I strongly recommend you reach out to Andrew.

- **Quinn Hamill, Entering Development**

"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**

