

# Sustainable Real Estate Development

Fall Course - Class 6

# Design Team

Creating the Package

# Executable Deliverables

- Scope of the Project
- Drawings
- Design Documents
- Material Specs
- Timelines, Milestones, Deadlines

# Visual Impact

- Drawings
- Models
- Video Renderings
- Walk through Renderings
- “Real Life” Conditions

# Make it E.A.S.Y.

- Building Information Modelling
- Estimating and Schedules
- Construction Project Management
- Manufacturers, Fabricators and others must have clear guidelines – i.e. Delivery Dates, Install Instructions, Rescission

# Determining a Budget

- Equity, Capital & Credits
- What is the target price per sq ft sale?
- What are the expected fees and cost of capital?
- What are the expected credits?
- Always aim to be 10% below your own target

# Creating the Deal

- Executive Summary
- EBITDA
- Narrative
- Images
- Benefits
- General Financial Plan and Credits