

Seeking pre-development finance

People	What is the Housing need in the area?
	Within this, can you describe demand – incomes and savings?
	Target market – what constrains who you are wishing to support?
	Tenure – is shared equity or rental wanted, needed, feasible?
Land	Is land available – at what cost, on what terms and when?
	What is the planning context for the land? status of site and MIPs
	Is the site viable for construction and occupancy?
Construction	What mix of units do you want to build?
	What build method will you use?
	What are your estimated costs?
	Who will do the work – architects, contractors etc.?

Seeking pre-development finance

Management	How is the organisation constituted?
	Who is involved now?
	What skills do you need to “buy-in”?
	How will the development be managed in the long-term?
Money	What are the total costs likely to be?
	Will the revenue from equity sales and long term lending against rents = total costs?
	What do you need to spend: <ul style="list-style-type: none">▪ before planning permission is granted▪ on planning permission▪ during construction▪ to market the properties