



CONSTRUCTION MANAGEMENT | CM-038

Real Estate Development Feasibility and Financial Viability

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Course content

Why Attend

Many development projects run into difficulty because the original feasibility study was optimistic, incomplete or never properly tested. A rigorous feasibility process protects capital, improves design decisions and strengthens the case with investors and lenders.

This course takes participants through a complete development feasibility study, from site and market analysis to the development budget, phasing, financing and viability testing. Participants learn how to judge whether a project is worth pursuing and how to present the results with confidence.

Course Methodology

- Expert briefings on each stage of a feasibility study
- Spreadsheet exercises to build a development appraisal
- Case studies of successful and unsuccessful developments
- Group work on a complete feasibility study
- Final presentation of feasibility findings

Course Objectives

- Structure a complete real estate development feasibility study
- Analyse sites, planning constraints and market demand
- Prepare a development budget covering land, construction, fees and finance
- Assess development profit, return on cost and IRR
- Test viability through sensitivity analysis and phasing options
- Present a clear go or no-go recommendation

Target Audience

- Development managers and project directors

Course content

- Real estate investment and planning professionals
- Architects, engineers and consultants involved in development
- Finance managers in development companies

Course outline

Detailed course outline

Day-by-day outline for Real Estate Development Feasibility and Financial Viability.

Day 1 - The Development Process and Feasibility

- 09:00-09:54 | Stages of real estate development
- 09:54-10:48 | The purpose and scope of a feasibility study
- 10:48-11:00 | Stakeholders: landowners, investors, lenders and authorities
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Stakeholders: landowners, investors, lenders and authorities (continued)
- 12:12-13:06 | Common causes of development failure
- 13:06-14:00 | Setting the feasibility framework

Day 2 - Site and Market Analysis

- 09:00-09:54 | Site analysis: location, access, constraints and utilities
- 09:54-10:48 | Planning, zoning and permitted uses
- 10:48-11:00 | Market research: demand, supply and competition
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Market research: demand, supply and competition (continued)
- 12:12-13:06 | Defining the product mix and target customers
- 13:06-14:00 | Pricing and absorption assumptions

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Day 3 - The Development Budget

- 09:00-09:54 | Land acquisition costs and transaction fees
- 09:54-10:48 | Construction cost estimating
- 10:48-11:00 | Professional fees, permits and contingencies
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Professional fees, permits and contingencies (continued)
- 12:12-13:06 | Marketing and sales costs
- 13:06-14:00 | Finance costs and the development timeline

Day 4 - Viability and Returns

- 09:00-09:54 | Gross development value and development profit
- 09:54-10:48 | Return on cost, profit on value and IRR
- 10:48-11:00 | Phasing and cash flow over the project life
- 11:00-11:30 | Coffee break
- 11:30-12:12 | Phasing and cash flow over the project life (continued)
- 12:12-13:06 | Sensitivity and scenario testing
- 13:06-14:00 | Residual land value and maximum land bid

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Day 5 - Decision and Presentation

- 09:00-09:45 | Risk assessment and mitigation
- 09:45-10:30 | Funding structures and lender requirements
- 10:30-11:00 | Writing the feasibility report
- 11:00-11:30 | Coffee break
- 11:30-11:45 | Writing the feasibility report (continued)
- 11:45-13:15 | Case study: full feasibility and recommendation
- 13:15-14:00 | Personal action plan

Seminar dates

Available seminar dates

Live dates and pricing for Real Estate Development Feasibility and Financial Viability generated from the course details page.

Date	Location	Format	Fee
16 - 20 November 2026	Rome	Classroom	€3,460
7 - 11 December 2026	Istanbul	Classroom	€1,978
11 - 15 January 2027	Barcelona	Classroom	€2,815
8 - 12 February 2027	Geneva	Classroom	€4,315
8 - 12 March 2027	Munich	Classroom	€3,225
12 - 16 April 2027	Amsterdam	Classroom	€2,830
10 - 14 May 2027	Istanbul	Classroom	€1,978
14 - 18 June 2027	Rome	Classroom	€3,460
12 - 16 July 2027	Istanbul	Classroom	€1,978
9 - 13 August 2027	Barcelona	Classroom	€2,815

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12 - 16 April 2027	Online / Live	Online / Live	€1,815

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10 - 14 May 2027	Online / Live	Online / Live	€1,815
14 - 18 June 2027	Online / Live	Online / Live	€1,815
12 - 16 July 2027	Online / Live	Online / Live	€1,815
9 - 13 August 2027	Online / Live	Online / Live	€1,815
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