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COURSE BROCHURE

Property Feasibility and Viability Modelling Training Course

6 – 10 June 2027
Istanbul

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Registered in the United Kingdom and Saudi Arabia

Property Feasibility and Viability Modelling Training Course

Ref: 680_25387 **Date:** 6 – 10 June 2027 **Location:** Istanbul **Fees:** 5500 GBP

Property Feasibility and Viability Modelling is a 1-week training course for developers, investment analysts and estates professionals who must test, through appraisal and viability models, whether a proposed scheme deserves capital. Each participant leaves with a feasibility report for one development site. Rising build costs, tighter lending and shifting occupier demand make early testing of a scheme essential. Jupiter Prime Training offers this course to teams screening land and redevelopment opportunities.

Why Property Feasibility and Viability Modelling Matters Now

Construction inflation, higher finance costs and changing demand for offices, homes and logistics space have narrowed development margins. A scheme tested well has evidence on demand, a residual land value, a cash flow with finance charges and a clear view of which assumptions could break it. A scheme tested poorly commits land and fees to a project that stalls or sells at a loss. The course links the appraisal to the long-term running of the finished asset, drawing on ISO 41001 Facility Management Management Systems for operational cost thinking.

Who Gains Most from Property Feasibility and Viability Modelling

- Development managers screening land and redevelopment opportunities
- Investment analysts preparing appraisals for investment committees
- Estates managers deciding whether to redevelop surplus property
- Project managers who must align cost plans with viable returns
- Lenders and asset managers reviewing development proposals

Organisations gain most when development, finance and estates staff attend together and agree one approach to testing every scheme.

Property Feasibility and Viability Modelling Capabilities

The outcomes follow a scheme from first site idea to a go or no-go recommendation.

- Assess market demand, rents and sales values — giving sponsors evidence for the scheme mix
- Calculate residual land value and developer profit — informing land bids and negotiations
- Model development cash flow with finance costs — showing lenders peak debt and timing
- Test sensitivity and scenarios on key inputs — revealing which assumptions break viability
- Judge planning, site and delivery constraints — protecting the project from hidden cost
- Prepare a feasibility report for one site — giving investment committees a clear decision

Key Property Feasibility and Viability Modelling Terms

- Gross development value — The expected total sale or capital value of the completed scheme.
- Residual land value — The amount left for land after deducting all costs and target profit from development value.
- Development appraisal — A structured calculation of revenues, costs, finance and profit for a proposed scheme.
- Internal rate of return — The discount rate at which the net present value of project cash flows equals zero.
- Sensitivity analysis — Testing how changes in single inputs such as rent or build cost alter viability.
- Go/no-go decision — The point where a sponsor commits to, revises or abandons a scheme.

Property Feasibility and Viability Modelling Day by Day

Day 1: Site, Market and Demand Evidence

- Site Screening and Constraints Review — Filtering Opportunities Early
- Market Studies for Residential and Commercial Use — Sizing Occupier Demand
- Comparable Evidence for Rents and Values — Supporting Revenue Assumptions
- Highest and Best Use Testing — Choosing the Scheme Mix
- Planning Potential and Density Options — Framing Achievable Floor Area

Day 2: Development Appraisal and Land Value

- Gross Development Value Build-Up — Converting Floor Area into Revenue
- Construction Cost Plans and Contingency — Setting Realistic Build Budgets
- Fees, Marketing and Disposal Costs — Capturing Every Outgoing
- Residual Land Value Calculation — Setting the Maximum Land Bid
- Target Profit on Cost and Value — Agreeing the Developer Return

Day 3: Cash Flow Modelling and Finance

- Monthly Development Cash Flow Structure — Phasing Costs and Receipts
- Debt, Equity and Interest Roll-Up — Measuring Peak Funding Need
- Net Present Value and Internal Rate of Return — Ranking Competing Schemes
- Phased and Pre-Let Scenarios — Reducing Exposure to Market Risk
- Lifecycle and Running Cost Inputs — Linking Viability to Future Operation

Day 4: Sensitivity, Risk and Decision Gates

- Single-Variable Sensitivity Tables — Testing Rent, Yield and Build Cost
- Scenario and Break-Even Analysis — Finding the Point of Failure
- Delivery and Planning Risk Registers — Pricing Uncertainty into the Model
- Go/No-Go Criteria and Hurdle Rates — Setting Clear Decision Rules
- Presenting Appraisals to Committees and Lenders — Defending the Assumptions

Day 5: Practising the Feasibility Report

- Market Evidence Exercise for a Residential Site — Applying Day One Methods
- Appraisal of a Mixed-Use Office Redevelopment — Applying Day Two Calculations
- Cash Flow and Funding Model Build — Applying Day Three Techniques
- Sensitivity Review and Recommendation — Combining Day Four Tests
- Feasibility Report Completion — Presenting the Go/No-Go Case

Applying Property Feasibility and Viability Modelling After the Course

- Run a residual appraisal and cash flow for the next site under review.
- Agree standard sensitivity tests and hurdle rates with the investment committee.

Property Feasibility and Viability Modelling Questions FAQ

What is property feasibility and viability modelling and why does it matter now?

It is the appraisal and modelling discipline that tests whether a proposed development is viable, using market evidence, appraisal, cash flow and sensitivity. It matters now because higher costs and tighter finance leave less room for error.

Which roles gain most from property feasibility and viability modelling training?

Development managers and investment analysts gain most, along with estates managers, project managers and lenders who review schemes.

How does property feasibility and viability modelling differ from a property development process course?

A development process course follows a project from land acquisition to completion. This course focuses on the earlier decision, testing whether a scheme should go ahead at all.

What do you bring back from property feasibility and viability modelling training?

You bring back a feasibility report for one site, covering market evidence, residual land value, cash flow, sensitivity tests and a go/no-go recommendation.

Property Feasibility and Viability Modelling: The Way Forward

The feasibility report first informs the sponsor's decision on whether to bid for land or commit fees to a scheme. Development, finance and estates teams then use it as the shared model for testing design changes and funding offers. After each scheme, teams gain by comparing actual costs, values and timing against the appraisal and refining their assumptions.