

**Maa-20.3402 Real Estate Development P**

Exam 08.03.2012

**Answer all the questions, maximum 2 pages per question**

- 1) Describe real estate development process, its different phases and parties 10p
- 2) Describe Residual method 10p
- 3) Classify and describe methods for land acquisition in general level. 10p
- 4) Explain these concepts of Real Estate Development process 10p
  - a) Market analysis (2p)
  - b) Brownfields - definition and implications on real estate transactions (2p)
  - c) Land readjustment (2p)
  - d) Development costs (2p)
  - e) Short-term vs. long-term financing – use in real estate development process (2p)

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