
Property Development Appraisal and Capital Structuring Training Course

7 – 11 June 2027
Geneva





Property Development Appraisal and Capital Structuring Training Course

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Programme Summary

Property development appraisal and capital structuring is a five-day training course for senior property, investment and public land leaders, culminating in an investment committee paper for a live or planned scheme. Development decisions often rest on one appraisal run and a lender's term sheet, leaving land price and funding untested. The approach links residual land value, cash flow modelling and the capital stack into one decision. Mars Training Centre UK delivers this programme in property development appraisal and capital structuring.

The Business Case

Overpaying for land, underestimating finance costs or choosing an unsuitable funding partner can erase a development margin before completion. Leaders who test appraisals, challenge assumptions and negotiate the right blend of debt and equity protect returns, preserve borrowing capacity and keep land programmes on schedule. The capability also raises the quality of cases put to boards and lenders.

- Development Margin and Return on Equity: Protected when land bids, costs and exit yields are stress-tested before commitment.
- Cost of Capital and Funding Certainty: Improved by matching senior, mezzanine and equity layers to scheme risk and timing.
- Investment Committee Decision Quality: Strengthened through consistent appraisal, sensitivity and risk evidence.

Principles and Evidence Base

- Time Value of Money and Discounted Cash Flow: Underpins net present value and internal rate of return analysis in Session 2.
- Residual Method of Development Appraisal: Derives land value from gross development value less costs and target profit in Session 1.
- RICS Valuation – Global Standards Red Book and International Valuation Standards IVS: Frame valuation bases and assumptions for lending and acquisitions in Sessions 1 and 4.
- Capital Stack and Risk-Return Layering: Ranks debt and equity layers by priority and pricing in Session 3.



Intended Participants

- Leaders who approve land acquisitions and development budgets.
- Executives who raise debt and equity for property schemes and portfolios.
- Investment and asset managers who present cases to boards or investment committees.
- Senior officials who release public land or partner with private developers.

The programme serves property development, real estate investment and fund management, banking and public land and housing bodies.

Learning Outcomes

1. Participants will be able to construct a residual land value appraisal.
2. Participants will be able to evaluate a scheme using monthly cash flow, internal rate of return, profit on cost and equity multiple.
3. Participants will be able to design a capital stack that balances leverage, cost of capital and lender covenants.
4. Participants will be able to compare joint venture, fund and REIT structures for holding and exiting property.
5. Participants will be able to diagnose appraisal risk through sensitivity, scenario and break-even analysis.
6. Participants will be able to justify an investment recommendation to an investment committee.

Programme Structure

Day 1: Property Development Appraisal Foundations

How is the value of a development site established and defended?

- Gross Development Value and Exit Yield Assumptions
- Residual Land Value Method
- Build Cost, Fees, Contingency and Finance Cost Inputs
- Profit on Cost Versus Profit on Value Targets
- Valuation Bases Under the RICS Red Book and IVS

Day 2: Cash Flow and Return Modelling

How do timing and phasing change the return on a scheme?

- Monthly Development Cash Flow Construction
- Net Present Value and Internal Rate of Return
- Equity Multiple and Peak Equity Requirement
- Phasing, Pre-Sales and Off-Plan Receipts
- Hold Versus Sell Exit Comparison



Day 3: Capital Structuring and Development Finance

Which blend of debt and equity suits the risk and timing of a scheme?

- Capital Stack: Senior Debt, Mezzanine and Preferred Equity
- Loan-to-Cost, Loan-to-Value and Debt Service Coverage Covenants
- Construction Loan Drawdown and Interest Roll-Up
- Islamic Real Estate Finance Structures
- Lender Term Sheet Negotiation Points

Day 4: Partnerships, Funds and Investment Risk

How are partners aligned and risks priced across the investment life?

- Joint Venture Structures and Distribution Waterfalls
- Real Estate Funds and REIT Vehicles
- Public-Private Land Partnerships
- Sensitivity, Scenario and Break-Even Analysis
- Market, Construction and Interest Rate Risk Registers

Day 5: Applying Property Development Appraisal to a Live Scheme

How are appraisal, funding and risk brought together into one recommendation?

- Building the Residual and Cash Flow Model for a Participant Scheme
- Selecting the Capital Stack for the Scheme
- Stress-Testing the Funded Appraisal
- Peer Challenge of Assumptions and Structure
- Investment Committee Paper Presentation

Methodology

The programme is built around a data workshop: participants model residential, office and mixed-use schemes, then change land price, costs, rates and exit yields to see how value and funding respond. Each model is challenged by peers acting as lenders and investment committee members.

- Suggested activity: Setting a maximum land bid for a mixed-use site.
- Suggested activity: Comparing senior-only and senior plus mezzanine funding for a residential tower.
- Suggested activity: Negotiating a joint venture waterfall between a landowner and a developer.



Capstone Output

Each participant completes an investment committee paper for a scheme from their own organisation or a supplied case. It contains the residual appraisal, cash flow model, recommended capital stack, sensitivity results and a funding recommendation.

Frequently Asked Questions

Is property development appraisal and capital structuring suitable for leaders without a finance background?

Yes, if you make property decisions at senior level. It assumes spreadsheet familiarity and builds appraisal and funding concepts before applying them.

Which standards and models does property development appraisal training here rest on?

It rests on discounted cash flow, the residual method, capital stack layering and valuation guidance from the RICS Red Book and IVS.

How is the property development appraisal investment committee paper used at work?

It serves as a template for your next acquisition or funding decision, giving boards and lenders a consistent evidence pack.

How does property development appraisal and capital structuring differ from a general corporate finance programme?

It focuses on site-level decisions such as land value, construction cash flows and development lending, rather than company-wide capital structure and dividend policy.