
Single-Family Housing Development Finance for Planners

DAY 1

- 8:00** **WELCOME AND INTRODUCTIONS**
- 8:30** **GOALS OF HOUSING DEVELOPMENT**
- **The Housing Problem**
 - **Types of Solutions**
 - **The Two Primary Financing Issues**
- 9:00** **TWO KINDS OF LENDERS**
- **Construction Lender**
 - **Permanent Lender**
- 9:30** **STAGES IN THE DEVELOPMENT PROCESS**
- **Site Identification**
 - **Market Analysis**
 - **Design/Budgeting**
 - **Financing**
 - **Land Development**
 - **Unit Construction**
 - **Sales**
- 11:00** **FINANCIAL ANALYSIS**
- **Pro Forma Profit and Loss Statement**
- 11:30** **CASE STUDY**
- 12:00** **LUNCH**
- 1:00** **FINANCING DEVELOPMENT COSTS**
- **Development Risks**

- Lender Underwriting
- Developer Concerns
- Developer Subsidy

2:00 MANAGING DEVELOPMENT COSTS AND ACTIVITIES

- Impact of Time on Profits
- Project Cash Flow
- Identifying the Financing Needed

2:30 CASE STUDY

3:30 THE BUYER

- Lender Underwriting
- Three Principal Ratios

4:00 CASE STUDY

5:00 CONCLUSION