



FREE CHECKLIST

Development Feasibility Checklist

A pre-model checklist for deciding whether a site has enough evidence to justify full feasibility modelling, design work, or investment committee time.

Use before:

Site visit

Land offer

Investment memo

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Five feasibility gates

01 Site capacity

Can the site physically and legally hold the development being imagined?

- Plot size, boundaries, and title limits are confirmed.
- Access, frontage, slope, and services are understood.
- Planning controls, setbacks, parking, and height are known.
- Gross-to-saleable efficiency range has been tested.

02 Market evidence

Is there enough demand evidence to support product, price, and absorption?

- Comparable sale or rental evidence is recent and relevant.
- Buyer or tenant profile is clearly described.
- Competing supply and pipeline have been reviewed.
- Absorption or lease-up pace is grounded in evidence.

03 Cost reality

Are the cost assumptions specific enough to avoid a false positive?

- Construction cost per m2 benchmark is stated.
- Professional fees and statutory costs are included.
- Infrastructure, utilities, and abnormal works are noted.
- Contingency and escalation allowance are included.

04 Capital path

Can the project survive the timing of cash out before cash comes back?

- Land payment terms and acquisition costs are clear.
- Approvals, design, and procurement timeline is realistic.
- Debt drawdown conditions are known.
- Peak equity requirement and funding source are identified.

05 Return threshold

Does the development still work after risk and downside sensitivity?

- Profit on cost and margin on GDV meet target.
- Residual land value supports the land price.
- Price, cost, and programme sensitivities have been reviewed.
- Decision is clear: go, pause, redesign, or renegotiate.

Evidence register and red flags

Minimum evidence set

The useful move is not to make every answer perfect. It is to show which assumptions are evidenced, which are provisional, and which are doing dangerous work.

Evidence item	What to collect
Title / ownership	Copy of title, ownership trail, encumbrances, land rent/rates status.
Planning	Zoning, permissible use, density, parking rules, approvals pathway.
Area schedule	Early GFA, NSA, parking, common areas, and efficiency assumptions.
Pricing	Comparable asking and achieved prices, age of comps, location adjustment.
Cost	QS benchmark, contractor benchmark, recent comparable project, escalation view.
Programme	Approvals, design, procurement, construction, sales or lease-up timeline.
Capital	Equity source, debt terms, pre-sale rules, interest rate, fees, repayment logic.

Pause signals

- 01 The model needs a premium price but the product is ordinary.
- 02 The land value only works if construction cost stays perfectly flat.
- 03 Efficiency is assumed before parking, cores, and services have been tested.
- 04 Debt is assumed before pre-sale or covenant conditions are understood.
- 05 The strongest sensitivity case is described as the base case.

Project checklist worksheet

Print this page or use it as a meeting checklist. The goal is a clear next action: model, redesign, renegotiate, gather evidence, or stop.

Project / site

Location

Proposed use

Target buyer / tenant

Decision required

Gate	Evidence status			Notes / action
01 Site capacity	<input type="checkbox"/> Strong	<input type="checkbox"/> Provisional	<input type="checkbox"/> Weak	_____ _____
02 Market evidence	<input type="checkbox"/> Strong	<input type="checkbox"/> Provisional	<input type="checkbox"/> Weak	_____ _____
03 Cost reality	<input type="checkbox"/> Strong	<input type="checkbox"/> Provisional	<input type="checkbox"/> Weak	_____ _____
04 Capital path	<input type="checkbox"/> Strong	<input type="checkbox"/> Provisional	<input type="checkbox"/> Weak	_____ _____
05 Return threshold	<input type="checkbox"/> Strong	<input type="checkbox"/> Provisional	<input type="checkbox"/> Weak	_____ _____

Next action

- Model
 Redesign
 Renegotiate
 Gather evidence
 Stop