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***You will not be graded on this quiz. This is only for the purpose of assessing your individual knowledge and experience so I can put together teams for the class project on an equitable basis.***

***What area of real estate development are you most familiar with?***

1. Financial
2. Architecture
3. Planning
4. Governmental
5. **Not Familiar**
6. F) Other – Please Explain -

***Why are you interested in this class?***

1. **I want to learn more about real estate development in general.**
2. **I’m interested in constructing a real estate financial pro-forma.**
3. I want to work in real estate development.
4. **I’m interested in partnerships in real estate development projects with public entities.**

***Which factor has the most significant impact on real estate property value?***

1. **Location**
2. Property size
3. Interior design
4. Current market trends

***What are the key components of a market analysis in real estate development?***

1. Property cost and financing options
2. Environmental impact assessment
3. Property amenities and features
4. **Demographics, supply, and demand**

***What is a "comps analysis" in real estate development?***

1. **An analysis of comparable properties in the area to determine property value**
2. An analysis of complex zoning regulations
3. A competitive market analysis for property rentals
4. A computerized property management system

***What does "zoning" refer to in real estate development?***

1. The division of property into smaller lots for sale
2. **The legal classification of land for specific uses**
3. The process of architectural design for a new property
4. The negotiation of property purchase agreements

***Why is it important to understand zoning regulations in real estate development?***

1. To maximize the property's interior space
2. To minimize construction costs
3. **To ensure compliance with legal restrictions and land use requirements**
4. To expedite the approval process for building permits

***What is the approximate square footage that can be built on a 1.5 acre parcel with a Floor Area Ratio of 4?***

1. 100,000 square feet
2. **260,000 square feet**
3. 325,000 square feet
4. 170,000 square feet

***What is Net Operating Income (NOI) in real estate development?***

1. The total revenue generated from property sales
2. **The income generated after deducting operating expenses from rental income**
3. The initial investment required to purchase a property
4. The potential profit from property appreciation

***What is a "cap rate" used for in real estate analysis?***

1. Determining the cost of construction materials
2. **Calculating the potential return on investment for a property**
3. Estimating the time it takes to complete a construction project
4. Assessing property taxes in a specific location

***What is the approximate monthly gross income of a retail property if this total square footage is 20,000 square feet and the rent is $25 per square foot?***

1. **$500,000 - Annual**
2. $800
3. $41,000 - Monthly
4. $32,000

***What is a "feasibility study" in real estate development?***

1. **An analysis of whether a project is financially viable and sustainable.**
2. A study of historical architecture for design inspiration
3. A study of landscaping techniques for property beautification
4. A study of local traffic patterns for better accessibility

***What role does a project manager play in real estate development?***

1. Negotiating property deals with sellers
2. **Overseeing construction and managing timelines and budgets**
3. Creating property listings for marketing purposes
4. Providing legal assistance for property transactions

***For your project to be financially viable you need to build 200 units. If you are buying a property that is 10 acres, with 3 acres of wetlands, that has a density of 25 units per acre under the local zoning ordinance, can you build your desired number of units?***

1. **Yes**
2. No
3. Only with a zoning variance

***Name three examples of governmental/economic incentives or subsidies that can be used in public private partnership real estate projects.***

***Tax Increment Financing -*** Ping Tom Memorial Park, *Chicago*

***Tax Credits –*** *Low Income Housing Tax Credits*

***Grants/Loans*** *–* [*National Trust Preservation Funds*](https://savingplaces.org/preservation-funds)

***If The net operating income of an apartment property is $150,000 and the projected cap rate is 7.5% what is the value of the apartment building?***

$150,000 / 0.075 = 2,000,000