

1. Record Nr.	UNINA9910877397703321
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Titolo	Construction funding : the process of real estate development, appraisal, and finance / / Nathan S. Collier, Courtland A. Collier, Don A. Halperin [[electronic resource]]
Pubbl/distr/stampa	Hoboken, : John Wiley & Sons, c2008
ISBN	0-470-25993-0
Edizione	[4th ed.]
Descrizione fisica	1 online resource (xii, 532 p.) : ill. ;
Altri autori (Persone)	CollierCourtland A HalperinDon A
Disciplina	690.068/1
Soggetti	Construction industry - Finance Mortgage loans Leases Real estate development Industries Business & Economics
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Preface -- Foreword -- Background -- Characteristics of real estate -- Different types of business organizations -- Negotiation -- The development process start to finish -- The development process: an overview -- Market studies, site feasibility analysis, and selection -- Creating the project pro forma -- The appraisal -- Sources of financing, the loan application process, and term sheets -- The commitment -- Closing the loan: the note, mortgage, construction loan agreement, and unconditional guaranty -- Evolution of the development process -- Joint ventures -- Condominiums and condominium conversions -- Cash forecasts and the time value of money -- How to forecast cash needs during construction -- Basic how-to-do-it time value of money calculations -- Appendix a -- Exhibit a-1 real estate promissory note -- Exhibit a-2 mortgage and security agreement -- Exhibit a-3 construction loan agreement -- Exhibit a-4 real estate unconditional guaranty -- Exhibit a-5 september 2000 market reports, Orlando and San Jose -- Appendix b

-- Exhibit b-1 hidden lake -- Exhibit b-2 apartment complex put on hold -- Exhibit b-3 hidden lake gets approval -- Appendix c -- Exhibit c-1 letter of intent -- Exhibit c-2 letter of intent -- Exhibit c-3 letter of intent -- Exhibit c-4 letter of intent -- Exhibit c-5 letter of intent -- Exhibit c-6 letter of intent -- Exhibit c-7 letter of intent -- Exhibit c-8 letter of intent -- Exhibit c-9 letter of intent -- Exhibit c-10 converted condos offer additional space, storage areas -- Appendix d interest tables -- Appendix e end-of-chapter answers to questions -- Index.
