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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.
