**Property Development Workshops On-Line Course**

*“Become the best property developer you can be”*

Self-Assessment Questions

MODULE 2: SITE ACQUISITION- PART 1 -SOURCING DEVELOPMENT SITES

Question 1: Describe what ‘passive sourcing of development sites’ means. What are the advantages and disadvantages of this strategy?

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Question 2: Describe what ‘pro-active sourcing of development sites means. What are the advantages and disadvantages of this strategy?

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Question 3: What is the concept of ‘Sites made to order’ ? How can it be applied in a property development business ?

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Question 4: Describe the ‘PDW Funnel Approach’ strategy. Why is critical when sourcing development sites ?

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Question 5: What are the major advantages of using the Funnel Approach?

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Question 6: What are the tools that you will require when sourcing development sites?

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Question 7: What are the most common Planning Instruments you will require when sourcing development sites?

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Question 8: What zonings will you be seeking when sourcing i. High Density Residential sites ii. Mixed use Commercial and Residential sites iii. Medium Density Residential sites

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Question 9: Pick a Council Municipality of your choice and locate i.e a high density residential site (s) ii. a mixed-use commercial and residential site (s) iii. A medium density residential site (s) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Question 10: Pick a Council Municipality of your choice and using the Funnel approach identify one or more sites that have development potential?

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