

The Developer's Quick Guide

KNOW BEFORE YOU BUILD

10 Checks Before You Spend Money on a Property Development

The right decisions early determine whether your development makes money or costs you.



BEFORE YOU DESIGN – THE SMART DECISION FUNNEL

01



START WITH THE END GOAL

Build & Sell | Hold | Family | Growth

Your strategy should drive every decision.

02



KNOW YOUR MARKET

Beds | Parking | Floor Area | Specifications | Sale Price

Build what buyers want — *not* what you want.

03



CHECK THE SITE FIRST

Zoning | Services | Access | Slope | Flooding

Find the constraints before design starts.

04



KNOW THE TOTAL COST

Build | Consultants | Council | Infrastructure
Finance | Contingency

Build cost is not development cost.

05



RUN THE FEASIBILITY

Completed Value — Total Development Cost = **DEVELOPMENT MARGIN**

If the numbers don't work, change the project.



LAND



FEASIBILITY



DESIGN



BUILD



VALUE



3C Homes
YOUR HOME OUR REPUTATION

BUILD WITH
CONFIDENCE.



FIXED PRICE
MEANS FIXED.

DESIGN & BUILD SMARTER

06



KEEP DESIGN BUILDABLE

Avoid: Complex roofs | Retaining Walls
Waterproof decks | Oversized structure

Simple design can still look premium.

07



SPEND WHERE BUYERS NOTICE

Kitchen | Bathrooms | Flooring | Lighting | Layout

Every extra dollar should add value.

08



COMPARE SCOPE, NOT PRICE

Inclusions | Exclusions | Allowances | Services
Variations | Build Plan

The cheapest quote may not be the cheapest build.

09



KNOW WHO IS RESPONSIBLE

- ✓ Who controls cost?
- ✓ Who controls time?
- ✓ Who coordinates consultants?
- ✓ Who fixes problems?

ONE TEAM.
NO BLAME GAME.

10



CHECK BEFORE YOU COMMIT

ASK YOURSELF:

- ☐ What are we building?
- ☐ What is it worth?
- ☐ Does it still stack up?
- ☐ What will it cost?
- ☐ What are the risks?

FIX THE
FEASIBILITY FIRST.

3C DEVELOPMENT BLUEPRINT

WILL YOUR SITE ACTUALLY MAKE MONEY?

- ✓ Zoning
- ✓ Dwelling Potential
- ✓ Flooding
- ✓ Estimated Build Cost
- ✓ Buildable Area
- ✓ High-Level Feasibility

HOME SHOW SPECIAL

\$999
Normally \$2,000



Delivered within
4 working days.



SCAN TO START
YOUR PROPERTY
ASSESSMENT



IF WE DELAY,
WE PAY.



ONE TEAM.
NO BLAME GAME.



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