



THE QUASAR GUIDE FOR COMMERCIAL REAL ESTATE DEVELOPERS



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DEVELOPMENT ROADMAP

Site Selection

- Location analysis
- Land acquisition
- Zoning feasibility

Predevelopment Market Feasibility

- Demographic and economic trends
- Demand analysis
- Development strategy selection

Entitlements & Design

- Architectural planning
- Permits and regulatory approvals
- Municipal coordination

Capital Stack

- Lender Negotiations
- Debt financing
- Equity partnerships

Construction & Execution

- Contractor management
- Project development
- Budget and timeline control

Leasing & Stabilization

- Tenant acquisition
- Occupancy stabilization
- Operational optimization

Long-Term Value Strategy

- Refinance opportunities
- Asset repositioning
- Long-term hold or disposition

TYPES OF CRE DEVELOPMENT

Ground-Up Development

Developing a project from vacant land or a cleared site.

- Land acquisition and site preparation
- Full design, engineering, and construction process
- Zoning and entitlement approvals
- New building construction and tenant delivery

Ground-up projects offer maximum flexibility in design and positioning but typically require longer timelines and greater capital investment.

Adaptive Reuse / Repositioning

Transforming or redeveloping an existing property to create new value.

- Renovation or repurposing of existing buildings
- Upgrading underperforming assets
- Modernizing property design and tenant mix
- Improving operational efficiency and market positioning

Adaptive reuse projects often reduce construction timelines while unlocking value from existing properties.

Successful developers evaluate which strategy best aligns with market demand, site conditions, city priorities, and financial feasibility.

THE QUASAR FRAMEWORK

Successful development projects are built on market intelligence, strong planning discipline, and effective stakeholder coordination.

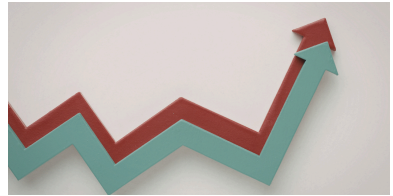


Highest and Best Use

- Market demand analysis
- Zoning and regulatory review
- Ground-up vs repositioning potential
- Location fundamentals

Pre-Development Feasibility

- Demand and absorption trends
- Development cost modeling
- Renovation vs new construction economics
- City planning priorities and initiatives

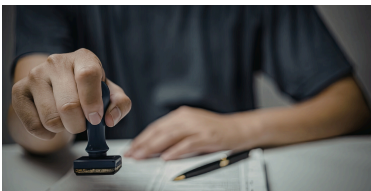


Planning and Due Diligence

- Environmental and regulatory review
- Building condition assessments
- Site engineering and infrastructure analysis
- Legal and title review

Community Consulting and Outreach

- Stakeholder engagement
- Neighborhood coordination
- Community concerns and feedback
- Public support for approvals



Entitlements & Permitting

- Zoning approvals and land use entitlements
- Planning commission approvals
- Building permits and code compliance
- Coordination with city planning departments

FRAMEWORK-1

Determining the highest and best use of a property is the foundation of successful development.



Market Demand

- Identify property types with strong tenant demand
- Evaluate competing developments and market supply
- Understand local economic and demographic drivers



Regulatory Environment

- Zoning regulations and land-use restrictions
- Density and building height limitations
- Development incentives or constraints



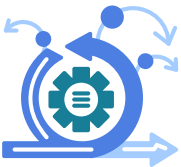
City Vision & Strategic Initiatives

- Alignment with municipal growth strategies
- City redevelopment priorities and infrastructure plans
- Transit-oriented development initiatives
- Economic development programs and incentives



Physical Site Characteristics

- Parcel size and configuration
- Access, visibility, and transportation connectivity
- Infrastructure and utility availability



Development Strategy Alignment

- Evaluate whether adaptive reuse or ground-up development creates the greatest value
- Compare renovation feasibility vs new construction costs
- Assess long-term asset positioning within the market

FRAMEWORK-2

Projects aligned with city priorities often experience smoother approvals and stronger long-term viability.



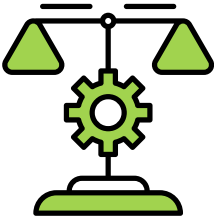
Market Feasibility

- Demand and absorption projections
- Comparable property performance
- Tenant demand drivers



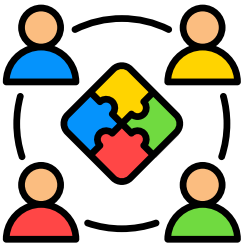
Financial Modeling

- Development cost projections
- Revenue and lease assumptions
- Return modeling and scenario analysis



Construction Feasibility

- Contractor cost estimates
- Renovation vs ground-up cost comparisons
- Timeline projections



City Alignment & Planning Initiatives

- Compatibility with municipal master plans
- City economic development priorities
- Infrastructure investment initiatives
- Incentive or redevelopment programs

FRAMEWORK-3

Comprehensive due diligence protects capital and ensures development readiness.



Legal & Title Review

- Ownership verification
- Easements and encumbrances
- Title insurance considerations



Environmental Review

- Phase I environmental assessments
- Potential contamination risks
- Regulatory compliance requirements



Building Condition Analysis (Repositioning Projects)

- Structural condition assessment
- Building systems evaluation
- Renovation scope and cost estimates



Site Engineering (Ground-Up Projects)

- Geotechnical studies
- Infrastructure and utility capacity
- Site grading and drainage planning

FRAMEWORK-4

Successful development projects require strong relationships with surrounding communities.



Stakeholder Engagement

- Meetings with local stakeholders and community leaders
- Coordination with neighborhood associations
- Transparent communication of project benefits

Community Impact

- Traffic and infrastructure considerations
- Economic development contributions
- Public space or community improvements

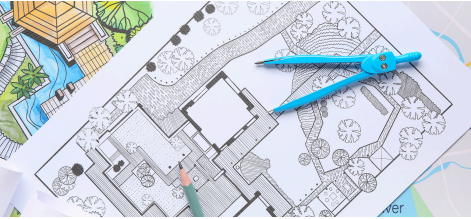


Building Public Support

- Addressing community concerns early
- Incorporating feedback into project design
- Demonstrating long-term value for the area

FRAMEWORK-5

Strategic alignment with city planning priorities can accelerate approvals and strengthen project feasibility.



Zoning & Land Use Approvals

- Rezoning applications
- Conditional use permits
- Development agreements

Planning Approvals

- Planning commission review
- City council approvals
- Compliance with city master plans and vision



City Initiatives & Strategic Alignment

- Alignment with municipal redevelopment initiatives
- Participation in economic development programs
- Infrastructure coordination with city agencies
- Leveraging potential development incentives

Building Permits & Contractor Coordination

- Architectural and engineering review
- Safety and code compliance
- Contractor coordination and pre-construction planning



RISK MANAGEMENT THROUGH STRATEGIC PARTNERSHIPS

Aligning with strategic partners to identify development risks early and strengthen project outcomes.



Market Risk

- Oversupply in the local market
- Weak tenant demand
- Declining economic fundamentals



Regulatory Risk

- Uncertain zoning approvals
- Complex entitlement processes
- Restrictive land-use regulations



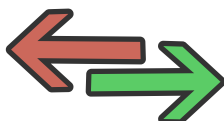
Construction Risk

- Underestimated renovation costs
- Contractor performance issues
- Supply chain or labor shortages



Site Risk

- Environmental contamination
- Infrastructure limitations
- Physical development constraints



Community Opposition

- Neighborhood resistance to development
- Political challenges during approvals
- Misalignment with local planning priorities

Next Steps



How Quasar Can Partner With You

Success is never achieved in isolation — the right partner accelerates growth with confidence.

QUASAR HOPES THIS GUIDE HAS ASSISTED YOU IN EMBARKING ON YOUR DEVELOPMENT JOURNEY AND ENCOURAGED YOU TO THINK LIKE A COMMERCIAL REAL ESTATE DEVELOPER.

Everything we've shared is backed by real results
Scan the QR code below to see our strategies in action.



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