



Market Study for Property Development

11-12 April 2018
UTM Kuala Lumpur

Registration Fee: RM950
Exclusive of 6% GST

OUR SPEAKERS

Developers usually have some sense of the market when they first consider a site or development concept. As entrepreneurs, they are constantly following trends, watching other developers and looking for new niches to fill in the market. Based on this knowledge, a developer will identify an opportunity and create a concept for taking advantage of that opportunity. This initial idea will make intuitive sense to the developer, but gut feelings are not a sound basis for investing thousands or even millions of dollars in construction. The developer needs more detailed information about the market before proceeding even to the preliminary design phase. Here is where the market analysis comes in. The market analysis helps the developer answer a series of questions to refine the project concept.

Objectives of the Course:

- Introducing on the purpose of conducting market study for property development
- Identification on the details of analyzing locational, competition, risk on market study of property development
- Enhance knowledge in conducting the market study for property development

Course Outline:

- Introduction to Market Study and Feasibility Study
- Market Analysis
- Site/Locational Analysis
- Risk Analysis
- Competition Analysis
- Application of DCF Technique and Financial Feasibility

TENTATIVE OF THE COURSE

Day 1

0800 – 0900	Course registration
0900 – 1100	Introduction to Market & Feasibilities Study
1100 – 1300	Market Analysis
1400 – 1600	Locational Analysis
1600 – 1700	Risk Analysis

Day 2

0830 – 0930	Risk Analysis
0930 – 1130	Financial Feasibility & Investment Appraisal
1130 – 1300	Development Proposal & Competition Analysis
1400 – 1700	Development Proposal & Competition Analysis

Prof. Sr. Dr. Hishamuddin Mohd Ali



Prof. Sr. Dr. Hishamuddin has a PhD in Property Investment and Finance and is a member of the Royal Institution of Surveyors Malaysia (RISM). He is now the Deputy Dean (Research, Innovation, Commercialization and Networking) in Faculty of Geoinformation and Real Estate, UTM Johor Bahru. His vast experience in the real estate sector has been recognized as he was appointed as one of the expert panel for the National Real Estate Research Coordinator (NAPREC).

Assoc. Prof. Dr. Haji Ibrahim Sipan



Assoc. Prof. Dr. Ibrahim is a senior lecturer at Universiti Teknologi Malaysia, Johor Bahru, Malaysia. He obtained a Real Estate Doctorate (PhD) from Universiti Teknologi Malaysia and M.Sc in Business in Property from the University of South Australia. His main fields are related to Property Management and Real Estate.

Sr. Dr. Eng. Noorsidi Aizuddin Mat Noor



Sr. Dr. Eng. Noorsidi Aizuddin is a senior lecturer at Universiti Teknologi Malaysia and has obtained a Doctorate (PhD) in Built Environment from the Queensland University of Technology, Australia in 2014. The Economics of Real Estate is his main field since his involvement in academic courses starting in 2007. He holds a Bachelor of Real Estate Management (UM) and Master of Real Estate (UTM).

Any enquiries:

Office: +607-555 7701

Email: cres@utm.my

Website: www.utm.my/cres

REGISTRATION FORM
MARKET STUDY FOR PROPERTY DEVELOPEMENT
 11-12 April 2018 || UTM Kuala Lumpur

PARTICIPANT DETAILS

<p>1 Full Name :</p> <p>Position :</p> <p>Email :</p> <p>Handphone No. :</p>	<p>2 Full Name :</p> <p>Position :</p> <p>Email :</p> <p>Handphone No. :</p>
---	---

ORGANISATION DETAILS

Organisation :

Address :

Postcode : State :

Contact Officer :

Office Phone No. :

Fax No. :

Handphone No. :

Terms & Condition:

- Registration is only confirmed with the received of completed form
- The organizer reserve the rights to make any changes to the program if necessary
- Payment shall be made not later than seven (7) working days before the program date
- We accept guarantee letter or local order in condition the payment shall be made not more than 30 days after the program date.
- A full refund applies only if you cancel the registration seven (7) days prior to the program date. A 50% of refund applies if you cancel the registration three (3) days prior to the program date.
- Terms and conditions applied.

.....

Verification Signature & Official Stamp

Name :

Position :

Date :

THE LAST REGISTRATION DATE IS ON
29 MAC 2018
 AND OUR SEATS ARE LIMITED TO
30 PAX ONLY!!!

Payment per Participant (RM) <i>Exclusive of 6% GST</i>	x	No. of Participant	=	Total Amount of Payment
950.00	x		=	

All Payment of this course should be made in the name of:
BENDAHARI UNIVERSITI TEKNOLOGI MALAYSIA
Cimb Bank Account No. : 8006053536
Bank Address : CIMB BANK (UTM BRANCH)
Bangunan SUB,
Universiti Teknologi
Malaysia,
81310 Johor Bahru, Johor

Payment Type:		
	Cross Cheque or Bank Draft	Please send in the cheque/bank draft to the following address: UTM CRES, Blok T06, Fakulti Geoinformasi & Harta Tanah, Universiti Teknologi Malaysia, 81310 Johor Bahru, Johor
	Credit to the Bank/ Online Banking Transfer	Please send in the Bank in Slip if payment is made through Credit to the Bank or Online Banking Transfer (Scan & Email) as evidence of payment
	Cash	Pay cash on the day of course
	Pesanan Tempatan Kerajaan (LO)	Please prepare the Pesanan Tempatan Kerajaan (LO) and present it on the day of course



Any enquiries:

Office: +607-555 7701

Email: cres@utm.my

Website: www.utm.my/cres