

Market and Financial Analysis

The Community Solutions Group at GAI Consultants educates clients on the need to analyze the essential details of cost versus demand and income potential, before conceptualizing or implementing a project. And the value of these details becomes more important as project scale and complexity increase.

Premier skills in economic analysis, feasibility studies, and financial modeling mean accurate projections that yield better return on investment.

By experience, GAI's professionals understand it is not uncommon for the development community to market and price concepts based on cost, without considering demand. While obviously a factor in retail, office, and specialized land uses, the links between price and cost are especially sensitive in the housing market. In residential development the distinction between property type and location, as well as amenities, has significant impact on the

price or rental structure that can be achieved. GAI's skills in economic analysis bring those numbers into focus. We define and position projects for immediate impact and the longer term.

The skilled economists, analysts and planners in GAI's Community Solutions Group support public agency, institutional, and land development projects. We explore cost/market relationships for office buildings, apartments, condominium properties, subdivisions, hotels, sports facilities, recreational centers, public facility structures, and more. Our analyses help pinpoint, with extraordinary accuracy, the price points, likely segments, and pace of utilization that a development project will experience.

The real estate and economics professionals in the Community Solutions Group have developed a series of dynamic financial models specifically for providing analysis, feedback, and projections which test a client's ability to sufficiently meet



gai consultants

**COMMUNITY
SOLUTIONS
GROUP**

Service Profile



revenue goals. Working closely with each individual client, we identify crucial information to deliver the best possible results.

GAI's feasibility studies align project cost and the pricing required to support it in finished form with the market's ability to yield a return on investment. Feasibility is determined by internal standards. While the numbers may vary, the analytical process does not—it remains the same whether there are public or private interests to consider.

The Community Solutions Group at GAI is well positioned and committed to conducting feasibility studies and economic analyses for development projects, and clients value the benefits of our objective input. From complex initiatives to simple developments, we approach every project with the same high level of commitment needed to help our clients achieve their financial goals.

Market and Financial Analysis Services

- Real property portfolio management consulting
- Acquisition and disposition strategy assistance
- Developer solicitation
- Feasibility analyses to evaluate market potential
- Analysis of supply and demand factors and project sizing and amenity mix
- Utilization/operational performance projections
- Estimate of sales based on project characteristics
- Economic and fiscal impact analysis
- Project planning from concept development to site selection, and best use determination
- Property valuation and appraisal
- Market research and feasibility analyses
- Financial planning to identify financing sources and public/private partnerships
- Deal structuring and cost/benefit analysis
- Development programs/project administration
- Tenant identification and lease/sale terms
- Evaluation and financial analysis for new or existing water, wastewater and electric utilities

GAI Services Summary

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| ■ Airport Planning and Design | ■ Impoundment and Landfill Permitting and Design |
| ■ Bridge and Structure Inspection and Design | ■ Land Development Engineering |
| ■ Coal Combustion Residuals Management | ■ Landscape Architecture and Design |
| ■ Construction Inspection and Management | ■ Master Planning and Urban Design |
| ■ Cultural Resources Management | ■ Mechanical, Electrical, Structural Engineering |
| ■ Economic Analyses and Strategies | ■ Natural Gas FERC Certification and Permitting |
| ■ Electric Transmission Design and Siting | ■ Nuclear Energy Engineering Support |
| ■ Environmental Engineering | ■ Right of Way and Appraisal Support |
| ■ Environmental Studies, Species Studies, Permitting | ■ Land Surveying and Mapping |
| ■ Gas Pipeline Surveying and Mapping | ■ Transportation Planning and Design |
| ■ Geographic Information Systems (GIS) | ■ Utility Management Consulting |
| ■ Geotechnical Engineering and Geology | ■ Water, Stormwater, Wastewater Management |