

ULI Fall Meeting Panel –

Joint Development of Mixed-Use Projects

Regency
Centers.



- Why joint development?



- Why joint development?
- What makes a good project?



- Why joint development?
- What makes a good project?
- What makes a good development partner on each side?



- Why joint development?
- What makes a good project?
- What makes a good development partner on each side?
- What are ways that the financial partnership can be structured?



- Why joint development?
- What makes a good project?
- What makes a good development partner on each side?
- What are ways that the financial partnership can be structured?
- What are the options for the development process and for long-term operations?





Level of Effort by Project Phase

PROJECT PHASE	RESIDENTIAL DEVELOPER	RETAIL DEVELOPER	DECISIONS THINGS TO CONSIDER
Pursuit and Due Diligence	High	High	Who is executing the PSA with Seller? How will costs be shared? What if only one party wants to proceed?



Level of Effort by Project Phase

PROJECT PHASE	RESIDENTIAL DEVELOPER	RETAIL DEVELOPER	DECISIONS THINGS TO CONSIDER
Pursuit and Due Diligence	High	High	Who is executing the PSA with Seller? How will costs be shared? What if only one party wants to proceed?
Pre-Development	High	Medium	Who will purchase the property? How will costs be shared? What if only one party wants to proceed?



Level of Effort by Project Phase

PROJECT PHASE	RESIDENTIAL DEVELOPER	RETAIL DEVELOPER	DECISIONS THINGS TO CONSIDER
Pursuit and Due Diligence	High	High	Who is executing the PSA with Seller? How will costs be shared? What if only one party wants to proceed?
Pre-Development	High	Medium	Who will purchase the property? How will costs be shared? What if only one party wants to proceed?
Construction	High	Low	What is the delivery condition for retail? Who bears the risk of cost over-runs? What if one party fails to perform?



Level of Effort by Project Phase

PROJECT PHASE	RESIDENTIAL DEVELOPER	RETAIL DEVELOPER	DECISIONS THINGS TO CONSIDER
Pursuit and Due Diligence	High	High	Who is executing the PSA with Seller? How will costs be shared? What if only one party wants to proceed?
Pre-Development	High	Medium	Who will purchase the property? How will costs be shared? What if only one party wants to proceed?
Construction	High	Low	What is the delivery condition for retail? Who bears the risk of cost over-runs? What if one party fails to perform?
Operation	High	High	Define ownership parcels and common areas Which costs are shared and how? Who is responsible for shared areas?

THANK YOU

Regency[®]
Centers.