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**JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY SCHOOL OF SPATIAL PLANNING**

**UNIVERSITY EXAMINATION FOR THE DEGREE OF BACHELOR OF ARTS IN SPATIAL PLANNING**

**SEMESTER 2016/2017 ACADEMIC YEAR**

**CENTRE: MAIN CAMPUS**

**COURSE CODE: PSP 3312**

**COURSE TITLE: REAL ESTATE PLANNING AND DEVELOPMENT**

**EXAM VENUE: STREAM: SPATIAL PLANNING**

**DATE: EXAM SESSION:**

**TIME: 2 HOURS**

**Instructions:**

1. **Answer question 1 ( compulsory ) and ANY other 2 questions.**
2. **Candidates are advised not to write on the question paper.**
3. **Candidates must hand in their answer booklets to the invigilator while in the examination room.**

Q1a) Explain the role of real estate sector in urban economic growth [15 Marks]

b) Discuss the professional competencies that a good real estate manager should be equipped with [10 Marks]

c) Explain key characteristics of a real estate [5 Marks]

Q2 Explain your understanding of the following financing mechanisms for real estate

1. Equity financing [5 Marks]
2. Mortgage financing [5 Marks]
3. Project financing [5 Marks]
4. Debt financing [5 Marks]

Q3 a) Discuss fundamental activities of a real estate manager [10 Marks]

b) Discuss key challenges that real estate developer face in Kenya [10 Marks]

Q4 a) Explain your understanding of the following methods of real estate evaluation

1. Comparative Cost Approach [5 Marks]
2. Cut-off Period [5 Marks]
3. Payback period [5 Marks]
4. Net Present Value (NPV) [5 Marks]

Q5 a) With relevant examples from Kenya, discuss the role of private sector players in real estate development [10 Marks]

b) Explain the role of government in real estate development [10 Marks]