

# A checklist of the seven biggest mistakes made in the development of buildings.

## 1. **Planning without a clear brief**

Basics have not been defined, planning requirements are incomplete

## 2. **Failing to consider the total investment costs**

No overall cost calculation, general additional costs, financing costs and transaction costs are missing

## 3. **Believing unrealistic cost estimates**

Price assumptions are outdated, estimated market prices are wrong, areas and volumes have been incorrectly calculated

## 4. **Wrongly evaluating the market situation**

No location study and market analysis have been carried out, commercialisation concept is unrealistic

## 5. **Making the wrong assumptions about user requirements**

Needs of users are not known, lack of flexible solutions

## 6. **Underestimating the intensity and cost of a project**

Not enough resources to comprehensively support all stakeholders

## 7. **Saving money in the wrong place**

Poor conceptual preparation and project development work cost a lot of time and money in the later phases

Any questions?

We would be pleased to advise you in a [first meeting](#).