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## Study and Analysis Risk Associated in Real Estate Projects

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**ABSTRACT:** Every business, including the building sector, entails some level of risk. The majority of management issues in a project are brought on by project-related variables. India's economy, which is ruled by significant initiatives across the nation, is the second quickest expanding in the globe. The housing business makes a significant contribution to the country's GDP, economic sphere, and overall development. Compared to other sectors, real estate initiatives have lengthier project lifecycles, more complex clearance procedures, and unpredictable revenue flow. The need for risk management in Indian real estate ventures is discussed in this research. In a real estate project, this research shows how to apply risk detection in the early phases of the project life cycle. A description of the risk management practices used by the sector is provided. Through a review of the literature, this research seeks to determine the present risk factors and risks in real estate initiatives. By performing a poll that was completed by specialists in housing projects, all danger variables are ranked in order of importance. According to survey findings, danger variables were evaluated on the real estate project, and results regarding project success in terms of risk management were acquired. For real estate ventures, a risk indicator has been created to evaluate the degree of risk management. The answers from the case studies' risk scores, recommendations for improved risk evaluation have been given.

KEYWORDS - Project Management, Risk Management, Risk Identification, Real-Estate Projects.

#### I. INTRODUCTION

Space, money, and labor are the three most common components that are used to describe real estate. In this respect, a specific utilization is assigned to a specified place, which in turn generates an anticipated revenue flow over the course of a certain amount of time. The purpose of real estate development is therefore to recognize the prospective opportunities for increases in worth or future revenue flows that are intrinsic in property or real estate, and to utilize these by appropriate measures. In other words, the purpose of real estate development is to capitalize on these opportunities. The fact that a building is constructed on an uninhabited tract or that a condemned property is rehabilitated does not exclusively result in the additional value that is created by the developer; rather, the value that is created by the developer may also be dependent on other measures that increase the utilization of the property and the productivity of space. This includes, in particular, the structural utilization of currently underused space on a plot of land or within a property, as well as converting / reconstructing measures, such as changing supplementary space into rentable space. In addition, this includes the utilization of currently underutilized space on a plot of land or within a property.

The conceptual understanding makes stronger reference to the production factors of location, project idea, and capital, which constitute the beginning point of real estate development and whose successful combination results in a particular investment. This is because the starting point of real estate development is the location of the land on which the development will take place. This addresses the macroeconomic as well as the microeconomic impact level of the development of real estate. Real estate, as the end result of the development process, must be able to satisfy public demand in order to satisfy the requirements of macroeconomics, while on the microeconomic level, it must be competitive,



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profitable, and sustainable in order to satisfy the requirements of the free market. There is a wide range of opinion when it comes to the specific description of the word "real estate development," which is also referred to as "property development." These opinions, which can be found in specialized literature, partially conflict with one another. The majority of descriptions discuss the need for an imaginative mindset as well as concentration and collaboration in order to successfully actualize real estate assets. Real estate refers to any territory, as well as the air above and the ground below it, as well as any buildings or other constructions that are located on that property. In some circles, it is also known as the term "reality." It encompasses residential dwellings, commercial workplaces and dealing spaces such as theaters, motels, and restaurants, shopping locations, industrial structures such as workshops, and government buildings. Investing in real estate entails the acquisition, selling, and development of property as well as the construction of residential and commercial structures. Landlords, developers, constructors, real estate brokers, renters, purchasers, and others make up the majority of the market participants in the real estate industry. The operations of the building and construction sectors are included in the real estate sector's activities. A risk is an exposure to the possibility of economic and financial loss or gain, physical damages or injury, or delay as a consequence of the uncertainties associated with following a particular course of action. Risks can be described as an exposure to the possibility of economic and financial loss or gain, physical damages or injury, or delay. One more way to describe risk is as the accumulation of all the uncertainties that, when taken together, pose a threat to the accomplishment of the project's goals. According to the statute that defines real estate, "Development means the carrying out of building or other operations in, on, over, or under land, or the making of any material change in the use of any buildings or other land," (Development means the carrying out of building or other operations in, on, over, or under land). This description continues to see widespread adoption because it accurately captures the operational aspects of real estate development.

#### **II. LITERATURE REVIEW**

The empirical Chinese industry survey on the significance of project risks, application of risk management techniques, status of the risk management system, and barriers to risk management, as perceived by the primary project participants, was studied by Wenzhe Tang and David M. Young in [1] "Risk Management in the Chinese Construction Industry." According to the research, the majority of project risks are frequently of worry to project partners, and the industry has moved away from risk transmission toward risk mitigation.

With the aid of a questionnaire survey of general contractors and project managers, Dr. R. K. Kansal and Manoj Sharma in "Risk Analysis and Management in Construction" [2] examined how the construction industry perceives the risk associated with its operations and the extent to which the industry uses risk analysis and management techniques. The author came to the conclusion that risk management is crucial to building operations in order to reduce costs and increase revenue. Construction risk is typically understood as occurrences that affect the project's goals for expense, schedule, and quality.

By surveying the top 100 contractors, Dr. Mohammad Nayfeh in [3] suggested "Risk management of the construction stage for the construction projects in Syria" and described how big U.S. construction companies view and approach construction risk management. According to the research, freelancers have recently become more open to sharing ownership of the associated dangers and potential legal issues.

Matins In [4], Claudia Garrido and et al. proposed "Risk Identification Techniques Knowledge and Application in the Brazilian Construction," which looked at risk management strategies used by Singaporean architecture, engineering, and construction (AEC) firms when doing business in India. Having sufficient insurance coverage as well as cautious preparation and administration are examples of risk mitigation tactics.

Hamzah Abdul-Rahman and Cheng Siew Goh1 [5] The Malaysian construction industry's major risks are identified and managed. This research assists in identifying the risk factors related to resource distribution, purchasing, and inventory management before, during, and after building. and to analyze the risk during the planning process in order to reduce the time, expense, and improvement in the standard of building.



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Maryam Farmani, M. Khanzadi, and A. Sotoodeh Gohar [6] Consistent risk management approach for construction projects was proposed in "Identifying and Evaluating Risks of Construction Projects in Fuzzy Environment." Lack of formalized risk management procedures, which facilitate more effective risk management while allowing all project participants to develop and share a great understanding of project risk for improved performance, is a persistent problem in the construction industry.

In "Identifying and Managing Project Risk: Essential Tools for Failure-Proofing Your Project," T. Kendrick [7] offered a summary of a methodical approach to taking timetable unpredictability into account and quantifying it. Construction projects are started in complicated, dynamic settings that produce situations of significant risk and ambiguity with demanding time constraints.

The Project Management Institute's project management guide was suggested in [8]. They looked over methodologies for creating risk management instruments for engineering tasks. Techniques for setting the environment, identifying risks, assessing risks, and treating risks were offered. The use of risk management instruments relies on the project's character, the organization's policy, the project management approach, the project team members' risk-taking behavior, and the resources that are available.

#### **III. RESEARCH METHODOLOGY**

This research follows a step by step methodology which started with identifying the risk area of study followed by data collection from various sources. Initially it is observed that risk of the project is more at execution stage but which is perception. Study & site survey come to a conclusion that risk involved in project can be separated by life cycle of project. For the risk calculation, life of the project divided in to following steps:

- **Step 1:** Concept and Feasibility Study Phase
- **Step 2:** Fund Raising & Financial Closure
- Step 3: Tendering, Bidding & Award Of Project
- Step 4: Project Planning & Main Procurement
- Step 5: Contract Execution, Monitoring And Control.
- Step 6: Project Closure, Sale / Operations and Maintenance.

The later part deals with using the facts or information that risk has to measure in its identification stage, severity, probability & impact on project. This study conducted questionnaire survey from industry experts & professional in matrix form which contents mainly 6 steps of project & measurements of risk.

Already available and analyzing these to make a critical evaluation of the risk with the help of certain cases. Collecting financial data from companies is difficult since it is confidential and not transparent; hence due to company policies we are not able to obtain complete details. With this questionnaire output, from different industrial experts this paper further continues with analysis based on phase & counts its criticality on number scale. Identification of risk at or detection of risk is possible or not is measures on 1 to 3 point scale which emphasize on forecasting of risk in different stages. Severity is also counted on 1 to 5 number scale which examine the severity of the risk in particular phase. Probability is counted on 1 to 5 scale where impact is found on 1 to 3 scales. Impact of risk mentioned by professional is varying from LOW-MEDIUM-HIGH.

Then Risk Priority Number and Risk Probability number were calculated as follows **Risk Priority Number =** Probability × Impact Risk **Probability Number =** Probability × Impact × Detection.

#### **Risk rating**

A Likert scale of 1-5 was used in the questionnaire. A Likert scale is a type of psychometric response scale questionnaire, and is the most widely used scale in survey research. When responding to a Likert questionnaire item, respondents specify their level of agreement to a statement. The scale is named after Rensis Likert, who published a report describing its use.



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The respondents were required to indicate the relative critically/effectiveness of each of the probability of risk factors and their impact to the management.

#### IV. DATA COLLECTION AND ANALYSIS

Based on the understanding of theoretical aspects of risk assessment in commercialreal estate project, a detailed case study (qualitative approach) were carried out at one of the sites in Pune city, Maharashtra.

#### **Project Details**

Project Name: SHIVAM AANGAN

Developer/owner/client: SHIVAM DEVELOPERS

Main Contractor: SAI DEVELOPERS

Architect: DASNURKAR ASSOCIATES

Structural Designer/RCC Consultant: G A BHILARE

Address: Ambegaon Budruk, Pune

Type of project: RESIDENTIAL/COMMERCIAL PROJECT

Project Area: 1 ACRE

Site Details: 10 STOREYED LATER PERMISSION GIVEN FOR 12 STOREYED

TWO WINGS A & B

1/2BHK FLATS- 80 NOS LATER 96

EACH WING HAS 4 FLATS /FLOOR

Commercial shops basement and ground

Floor Amenities: CHILDRENS PLAY PARK

CLUB HOUSE

RAIN WATER HARVESTING

FIRE FIGHTING

LIFTS

GENERATOR BACKUP

LANDSCAPRE GARDEN

SHOPS

#### About the Locality

Located on the well-known section of Singhad Road in Pune that links Swargate with Anandnagar, ManikBaug, Vadgaon Phata, Dhayri Phata, and Nanded City, Ambegaon Budruk is a neighborhood that is quickly expanding. The region has experienced extreme population development as a result of the nearby areas' rapid growth, making it one of the most crowded places in the country. The Japanese-themed park Pu La Deshpande Udyan, also known as Okayama Friendship Garden, has established itself as one of the main sights nearby that draws many tourists from nearby locations. Sinhgad Road runs adjacent to both the gracefully running Mutha River and the Mutha Right bank water channel. At the Wadgaon-Dhayri Flyover, people can easily transfer from this well-known route to the Mumbai-Bangalore Highway. One of the most populated areas is this one, according to reports. This location has a number of reputable schools, clinics, banks, ATMs, and retail malls in addition to other essential businesses that make life easier for locals.



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High priority risks were found based on the online poll performed on Risks Associated with Commercial Real Estate Projects by using a Probability-Impact Matrix.

	RISK SCORE	Very High 5	High 4	Medium 3	Low 2	Very Low 1
	Very high 5					
Probability of	High 4	Legal Risk	Market Risk			
occurrence		Quality Risk	Financial Risk			
	Medium 3		Social Risk	Political Risk	Design Risk	
			HSE Risk	Management Risk	Geographic Risk	
			Execution Risk		Technological Risk	
	Low 2			Procurement Risk		
	Very Low 1					

#### **TABLE 1: Probability Impact Matrix**

Every other risk, according to the analysis above, has its own impact on probable occurrence of those risks. But, the risks that have medium impact can be controlled easily. Hence, risks that have to be paid more attention, so as to reduce the adverse effects of those risks on the project are discussed in detail here. Mitigating measures of the above found risks have been included at the end of this chapter.

#### V. RESULTS AND DISCUSSION

Risks can be prioritized for further quantitative analysis and planning riskresponses based on their risk rating. Ratings are assigned to risks based on theirassessed probability and impact. Evaluation of each risk' s importance and priorityfor attention is typically conducted using a look-up table or a probability and impactmatrix. Such a matrix specifies combinations of probability and impact that lead torating the risks as low, moderate, or high priority. Descriptive terms or numeric valuescan be used depending on organizational preference. Each risk is rated on itsprobability of occurrence and impact on an objective if it does occur. Theorganization should determine which combinations of probability and impact result ina classification of high risk, moderate risk, and low risk. In a black-and-white matrix, these conditions are denoted using different shades of gray. Specifically the dark grayarea (with the largest numbers) represents high risk: the medium gray area (with thesmallest numbers) represents low risk, and the light gray area (with in-betweennumbers) represents moderate risk. Usually, these risk-rating rules are specified by the organization in advance of the project and included in organizational processassets. Risk rating rules can be tailored in the Plan Risk Management process to thespecific project. The risk score helps guide risk responses. For example, risks that have anegative impact on objectives, otherwise known as threats if they occur, and that arein the high-risk (dark gray) zone of the matrix, may require priority action and aggressive response strategies. Threats found in the low-risk (medium gray) zone maynot require proactive management action beyond

being placed in the risk register aspart of the watch list or adding a contingency reserve. Similarly for opportunities, those in

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the high-risk (dark gray) zone, which may be obtained most easily and offerthe greatest benefit, should be targeted first. Opportunities in the low-risk (mediumgray) zone should be monitored.

Probability	Threats					Opportunities				
0.90	0.05	0.09	0.18	0.36	0.72	0.72	0.36	0.18	0.09	0.05
0.70	0.04	0.07	0.14	0.28	0.56	0.56	0.28	0.14	0.07	0.04
0.50	0,03	0.05	0.10	0.20	0.40	0.40	0.20	0.10	0.05	0.03
0.30	0.02	0.03	0.06	0.12	0.24	0.24	0.12	0.06	0.03	0.02
0.10	0.01	0.01	0.02	0.04	0.08	0.08	0.04	0.02	0.01	0.01
	0.05	0.10	0.20	0.40	0.80	0.80	0.40	0.20	0.10	0.05

#### **Probability and Impact Matrix**

Impact (ratio scale) on an objective (e.g., cost, time, scope or quality)

#### Figure 2: PROBABILITY – IMPACT MATRIX

#### Questionnaire for Risks Associated withCommercial Real Estate Projects

Questionnaire preparation forms a strong basis for the research. This particular research paper focuses on the research gap of not having many research papers on riskmanagement of commercial real estate projects pertaining to IT parks, shopping mallsand office spaces. Hence, this would provide us the primary data required for theresearch and thereby, add value to the same.

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Table2: Questionnaire on Risks Associated with the Commercial Real Estate Projects

### Questionnaire on RISKS ASSOCIATED WITH THE RESIDENTIAL REAL ESTATE PROJECTS

### Name:

**Company Name:** 

**Designation:** 

The parameter were considered while looking at risk associated with Residential real estate project at project management life cycle.

PARAMETER	PROBABILITY (1-lowest; 5 highest )	IMPACT (1- lowest; 5 highest)	RISK SCORE
Financial Risk			
Market Risk			
Management Risk			
Legal Risk			
Social Risk			
Political Risk			
Design Risk			
Quality Risk			
Health Safety And Environmental(HSE) Risk			
Execution Risk			
Procurement Risk			
Geographic Risk			
Technological Risk			

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Using SPSS tools, the total risk variables are determined. (Statistical Packages of Social Studies). This managerial instrument aids in the study of the five-scale Likert component analysis. The mean number for each risk factor is to be determined in order to rate the risk factors. The classification of risk factors present in the building sectors will be revealed by this online poll. The highest risk categories are environmental risk, design risk, financial risk, physical risk, and market risk.

After completeting overall survey we calculate the below parameters

- 1) Legal Risk = (Probability× Impact) ÷ (Total No of site visit) Legal Risk =394÷20=19.7≈20 2) Financial Risk = (Probability× Impact) ÷ (Total No of site visit) Financial Risk =  $328 \div 20 = 16.4 \approx 16$ 3) Quality Risk= (Probability× Impact) ÷ (Total No of site visit) Ouality Risk= 392÷20=19.6≈20 4) Market Risk= (Probability× Impact) ÷ (Total No of site visit) Market Risk =  $316 \div 20 = 15.8 \approx 16$ 5) Social Risk= (Probability× Impact) ÷ (Total No of site visit) Social Risk= 239÷20=11.95≈12 6) Political Risk= (Probability× Impact) ÷ (Total No of site visit) Political Risk= 187÷20=9.35≈9 7) **Design Risk** = (Probability× Impact) ÷ (Total No of site visit) Design Risk= 123÷20=6.15≈6 8) Health Safety And Environmental(HSE) = (Probability× Impact) ÷ (Total No of site visit) HSE= 234÷20=11.7≈12 9) Execution Risk= (Probability× Impact) ÷ (Total No of site visit) Execution Risk= 244÷20=12.2≈12 10) Procurement Risk= (Probability× Impact) ÷ (Total No of site visit) Procurement Risk= 316÷20=15.8≈16 11) Geographic Risk= (Probability× Impact) ÷ (Total No of site visit) Geographic Risk= 126÷20=6.3≈6 12) Technological Risk= (Probability× Impact) ÷ (Total No of site visit)
- Technological Risk= 120÷20=6 **13) Management Risk**= (Probability× Impact) ÷ (Total No of site visit) Management Risk= 186÷20=9.3≈9

Based on the above analysis, it is clear that, there are four major risks that affect acommercial real estate projects on a large scale. They are:

- 1) Legal Risk
- 2) Quality Risk
- 3) Market Risk
- 4) Financial Risk

For the evaluation we have calculated a different risk factor given matrices (probability \* impact). Around 13 type of different risk as calculated in whole work these are below

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#### Table 3: Risk rating factor

S.	Type of Risk Factor	Probability * Impact	Result
No.			
1	Legal Risk	394÷20	19.7≈20
2	Financial Risk	328 ÷20	16.4≈16
3	Quality Risk	392÷20	19.6≈20
4	Market Risk	316÷20	15.8≈16
5	Social Risk	239÷20	11.95≈12
6	Political Risk	187÷20	9.35≈9
7	Design Risk	123÷20	6.15≈6
8	Health Safety And	234÷20	11.7≈12
	Environmental(HSE)		
9	Execution Risk	244÷20	12.2≈12
10	Procurement Risk	316÷20	15.8≈16
11	Geographic Risk	126÷20	6.3≈6
12	Technological	120÷20	6
	Risk		
13	Management	186÷20	9.3≈9
	Risk		

Internal disputes within public authorities and a lack of prior expertise for public authorities in a large-scale project were recognized as risks associated with a dearth of permits assistance. Parties with conflicting interests can occasionally be found within the same authority, which runs the risk of slowing down the permits procedure. Such a danger could exist because public bodies typically have their own private political processes. These factors must be constantly studied in order to comprehend each player's impact zone and carry out the required advocacy in order to reduce this risk. If public officials haven't previously approved a large-scale project, they will need to go through a learning process before doing so, which will lengthen the time needed for ultimate approval. The development manager must be aggressive in offering solutions for problems that are not addressed by current laws, stressing both the public and private advantages of these solutions in order to mitigate this risk. The development manager can speed up the training process in this manner, which also speeds up the clearance process.

Large-scale development initiatives occasionally rely on legislative assistance, such as tax breaks or the provision of specific public amenities, to carry out their business plans. The endeavor will be at significant danger if such assistance is postponed. The date of the implementation of such rewards must be expressly mentioned in the deal with the government, along with fines in case of delays, in order to mitigate this risk.

#### VI. CONCLUSION

The Real Estate market has always been and continues to berisky. Yet owners and contractors spend little time and effort on assessing andstrategically planning for known, probable, or even unknown risks. Without aproactive risk management process, problems that occur on a project are likely toincrease delays and costs. Basically, as all commercial Real Estate projects areunique; the risks associated with them are also unique. Hence, one particular riskmitigation strategy or a format cannot be advised to the victim. The strategies ormitigation process formats change from risk to risk and project to project; it shouldalso depend on the probability of occurrence and severity of risk. The decision takenwidely depends on the experience and knowledge of the Project Manager. Except forthe existing methods of risk assessment, the need for a model is critical, and this research presents a method for filling the knowledge gap.

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Identifying, allocating, and managing risks at the front end of the projectplanning process can improve project performance. Commercial Real Estate projectrisk assessment and planning is a process that assists all project participants to handle risks before they become significant problems. Although a project can be divided into a number of separate phases and the risks assessed and managed as such, there is aneed to manage risks as a continuum over the project life cycle. Some risks remainconstant while other arise and diminish as projects progress. Improvements in projectperformance can be achieved by recognizing which risks occur across the entireproject life cycle and giving them due consideration. Within the project life cycle,optimal risk identification and assessment procedures and timing, as well as theidentification of the most favorable decision points need to be outlined.

The research provides a structured approach for evaluating the risk indicators involved in a Commercial Real Estate construction operation. It is designed to examine specifically Commercial Real Estate Project and can be used as a tool toqualify and quantify the risks involved.

Four main results are obtained from the analysis: (1) High-risk indicators (2) theImpact (3) Probability of occurrence (4) Overall project risk severity

Another possible use of the research is in analyzing different risks with respect a specific project and in comparing different types of projects (such as industrial, residential, commercial, and infrastructure projects). Using this several times over adefined period can also facilitate monitoring of risk associated with the typesmentioned above with respect to the macro, market, and project levels.

A plot of risk assessment data over several years will indicate the trend of risk indicators. This data could also be used for simulation studies to determine the trendsof risks and for conducting relationship between the risks at the macro, market, andproject levels. The analysis conducted in this research is not only useful at thepreliminary stage of a project/country evaluation, but can also be used during theplanning and execution stages., However, it should be noted that although theresearch provides types of risk and there mitigation strategies for analyzing the risk indicators, the input provided by the user is largely subjective in nature and dependson the information available and the reliability of the sources. Although a variety oftechniques and practices exist to identify and assess risks that occur in CommercialRE projects, there is no standard technique or practice specifically targeted for such projects. Decisions on project-specific risks are often made by top management andseparated from other business, technical and operation risks of the project. Fewproject participants have a complete understanding of the portfolio of risks thathappen on such projects, and a life cycle view of risks is uncommon.Contract and Contract Language are often viewed as the most importantmethod to control and allocate risks in Commercial RE project; but few organizations understand how risks should be allocated by contract. Misconceptions andassumptions about who owns and controls the risks are common.

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