



OBAFEMI AWOLOWO UNIVERSITY, ILE-IFE
FACULTY OF ENVIRONMENT DESIGN AND MANAGEMENT
DEPARTMENT OF ESTATE MANAGEMENT
RAIN SEMESTER EXAMINATIONS 2019/2020 SESSION
B.Sc. (Hons.) ESTATE MANAGEMENT 500 LEVEL

COURSE TITLE: ESM 526 – Real Estate Agency and Marketing. Time Allowed: 2 Hrs.

INSTRUCTIONS: (a) Answer any FOUR questions.
(b) Write your Registration Number only.

1. (a) Distinguish between title search and charting. (10 marks)
(b) How has information and communication technology influenced the marketing of real estate in practice? (7 ½ marks)
2. Service charge is an essential input in the effective management of property, most especially, multi-tenanted properties. To what extent do you agree with this assertion? (17 ½ marks)
3. (a) What are the components of a deed of conveyance. (7 marks)
(b) "Offer and Acceptance" are common terms used in real estate practice. What particular role do they play in a real estate transaction? (7 marks)
(c) What is the relevance of legal search in real estate transactions? (3 ½ marks)
4. While auction is a relatively uncommon way of negotiating the exchange of real estate, it has been found to be a comparatively fair, open and quick process of matching prospective vendors and purchasers. In the light of this, discuss in details the major secondary types of auction that have been established in literature and practice. (17 ½ marks)
5. (a) Explain and show the difference between 'multiple agency' and joint agency highlighting the circumstances in which either might be desirable. (5 marks)
(b) Discuss the concepts of "chandelier bidding" and "collusive/knockout bidding" in auction. (5 marks)
(c) Describe the theory of agency, highlighting how it enriches our understanding of the issues of moral hazard, adverse selection and signaling which are common challenges in real estate transactions. (7 ½ marks)
6. The complex relationship of the modern business world, stretching across continents and regions may not possibly be managed if every transaction had to be made in person. Thus, the fiduciary and complex relationship of agency which empowers an individual to act on behalf of another has evolved over time. In view of this, discuss the key ways in which an agency relation may be created, highlighting their salient features. (17 ½ marks)



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COURSE TITLE: ESM 522 – Professional Practice. Time Allowed: 2 Hrs.

INSTRUCTION: Answer any four (4) questions

1. (a.) An important aspect of administration is decision making and flow of authority within an organization. Compare and contrast the two main structures of decision making open to a firm of real estate. **(12.5 marks)**
(b.) Discuss the steps that are involved in efficient organization. **(7.5 marks)**
2. (a.) A set of Estate Management students were complaining about the requirements and length of time required to become a professional Estate Surveyor and Valuer. Kindly highlight and discuss the various attributes of the real estate profession that are likely to be responsible for this. **(15 marks)**
(b.) What is the difference between 'expression of interest' (EOI) and 'request for proposal' (RFP)? **(5 marks)**
3. Property development is a process that involves a number of professionals.
(a) Identify the Professionals involved in the process. **(10 marks)**
(b) Highlight the professional roles required of each at the different stages of development. **(10 marks)**
4. Estate surveyors and valuers are solution providers on matters relating land and landed properties. Discuss this assertion in details with respect to the services provided by Estate Surveyors and Valuers. **(20 marks)**
5. (a) Identify and discuss the layout, and procedures involved in packaging a proposal in response to a request for proposal for the valuation of the assets of Nigerian Machine Tools, Osogbo, Osun State. **(12.5 marks)**
(b). What is budgeting? How relevant is it to effective administration? **(7.5 marks)**
- 6 (a) Mr. Judge is an investor who intends to build a shopping complex. He had already been shown a parcel of land in a location within the city. He has engaged your services as an Estate Surveyor and Valuer for professional input in the proposed transaction. Discuss your roles. **(12 marks)**
(b) Distinguish between 'schedule of condition' and 'schedule of dilapidation'. **(8 marks)**



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COURSE TITLE: ES M 524 – Arbitration and Awards.

Time Allowed: 2 Hrs.

INSTRUCTION: Answer any two (2) questions from each section.

SECTION A

- 1 (a) Discuss the principal characteristics of Arbitration. (7 marks)
(b) Valuation is an alternative dispute resolution technique. Discuss. (8 marks)
- 2 (a) Who is an arbitrator? Enumerate on the qualifications and skills that can be advantageous in preparing a person for a career in arbitration. (7 marks)
(b) The fees for an arbitrator can be hefty. Examine the categories of fees and costs in arbitration and identify who bears the burden. (8 marks)
- 3 (a) Arbitration is a party-driven process. Explain. (8 marks)
(b) A party may challenge an award or request the court to refuse enforcement. Identify the permitted grounds of challenge. (7 marks)

SECTION B

- 4 (a) There are a number of theories/models on conflict resolution, and the choice of any depends on the leanings towards pro-self or pro-social goals. Discuss any three of these models/theories. (8 marks)
(b) With illustrative examples, differentiate between cognitive, emotional and behavioral conflict resolution techniques. (7 marks)
- 5 (a) Can conflict be outrightly resolved? Advance reasons for your submissions. (8 marks)
(b) Conflict is often regarded as part of man's daily life. Itemize the characteristics of conflict and discuss any three. (7 marks)
- 6 (a) The choice of conflict resolution techniques depends on the nature of conflict and the parties involved. Discuss with relevant examples any three conflict resolution techniques known to you. (7 marks)
(b) Explain the following types of evidence: (8 marks)
(i) Extrinsic evidence
(ii) Fresh evidence
(iii) Expert evidence



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COURSE TITLE: ESM 514 – Land Use and Resources II. Time Allowed: 2 Hrs.
INSTRUCTION: Answer 2 Questions from each Section(i.e., four questions in all)

SECTION A

1. (a) With reference to a particular land reform measure in the country, discuss the Common characteristics of land reform and its objective in Nigeria. (7.5 marks)

(b) Development control is a tool used by Planning Authority to implement policy issues on alteration. Discuss the activities of Development Control Department on this issue and the requirements for obtaining development permit in Nigeria. (7.5marks)

2. (a) Discuss the scenarios for price determination in property market. (6marks)
(b) Explain the following, as related to real estate transactions:
 - (i) Capital Transfer Tax. (2marks)
 - (ii) Withholding Tax. (2 marks)
(c) Though land reform has its potential social and economic benefits, some are nervous as to the underlying motivation of those initiating the reforms. Discuss (5 Marks)

3. (a) Discuss the suitable appraisal technique for project with both qualitative and quantitative implications, stating also the problems associated with the technique. (8 marks)
(b) Explain briefly the principles, benefits and challenges of road pricing. (7 marks)

SECTION B

1. (a) Explain how real property market allocate existing real property resources, using '*Edgeworth-box*' diagram. (7 marks)

(b) Identify who deals in real property interests and itemize the main categories of property rights in real property market. (8 marks)

2. (a)What do you understand by the efficiency of property market? (7 marks)
(b)While land use control seeks to improve the working of the price mechanism, it has repercussions on the urban land market and on the local economy. Discuss. (8 marks)

3. (a) Projects can be evaluated using different methods which vary in complexity. Identify and briefly explain the methods of evaluating real estate projects. (10 marks)
(b) Explain the subjects of short-term and long-term financing in real estate development, citing relevant examples. (5 Marks)



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COURSE TITLE: ESM 512 – Advanced Property Valuation II. Time Allowed: 2 ½ Hrs.

INSTRUCTION: Answer any three (3) questions.

1. Determine developer's profit for a proposed office property on four (4) plots of land in Lagere, Ile-Ife on which dilapidated buildings presently stand. The asking price for land is N1.75 million Naira per plot. The agent would collect 5% agency fees for the sale of the land as well as 5% legal fees. Stamp duty on the land would be 2.5%.

You are aware that the four plots of land can accommodate an office accommodation with a gross floor area of 20m x 25m on five (5) floors. The net floor area is 450m² per floor. The FRV of office space in the area is N1000/M². You have ascertained that the freehold remunerative rate is 5%. Building costs for office space in the area are in the region of 2,500/M². Demolition costs are estimated at N50,000, while car parking and landscaping costs are estimated at N300,000. Professional fees are estimated to be 12%. The building construction is expected to take two (2) years. Take contingencies at 5%. The loans are at the commercial bank cost of capital (lending rate) of 20%. Agent' fees and legal fees for the completed are respectively 5% of the rental income. Advertising costs are N80,000 for newspaper and other adverts. (20 Marks)

2.. Your firm of Estate Surveyors and Valuers has just been briefed to determine the capital value of Marvin Hotel. The hotel's books of account for the previous year were made available to you by the manager from which you have extracted the following information:

Stock:

Consumable stock at the beginning of the year	650,000
Consumable stock as at the end of the year	730,000

Receipts

Bar	1,150,000
Restaurant	2,500,000
Rooms	1,100,000

Purchases:

Consumable stock	2,500,500
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Expenses:

Wages, salaries	450,000
Rates paid in last year	90,600
Rent	150,000
Electricity	120,000

Laundry	140,000
Fire insurance on the building	10,000
Insurance on the contents and third party	20,000
Repairs and renewals to furniture	12,000
Repairs and renewals to building	10,000
Loan interest	86,000

The value of furniture and equipment is put at N2,300,000 while the average cash float is N400,000. Take interest on capital as 10% and property yield as 5%.

Determine the value of the hotel.

(20 Marks)

3. (a) Explain the following terms as they relate to the valuation of property with trading potentials:

- (i) Reasonably Efficient Operator (REO)
- (ii) Fair Maintainable Turnover (FMT)
- (iii) Fair Maintainable Operating Profit (FMOP)
- (iv) Divisible Balance

(12 Marks)

(b) Explain the relationship between property market and property valuation, with emphasis on the need for property valuation in property transactions.

(8 Marks)

4. (a) Demonstrate your understanding of the following, with examples, and explain how they are treated in the valuation of company assets.

- (i) Transferable Goodwill
- (ii) Non-transferable Goodwill

(8 Marks)

(b) The average annual profit of a Company is N400,000. The value of its net asset is N2,000,000. Assume the minimum rate of return to be 11% and the rate of interest for capitalization of goodwill as 13%. Calculate the goodwill in the value of the company's assets based on:

- i. Gross Profit Method
- ii. Total capitalisation method

(6 Marks)

(6 Marks)

5. You are commissioned to value the assets of Impact Aluminium Manufacturing Company as a going concern entity. The asset, which houses buildings and plant & machinery, occupies a 10 hectare site. The buildings in the premises include a factory building with a useable area of 1600m², a warehouse of net useable area of 1200m² and an administrative building with net area of 750m². You market survey revealed that similar property within the vicinity are let for N1,500/m² (factory building), N1,800/m² (warehouse), and N2,500/m² (administrative building).

Your further search for cost data for plant and equipment revealed the following as the cost implication for the replacement of the plant:

- i. Cost of machines (for production)N25,000,000



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COURSE TITLE: ES518 – Feasibility and Viability Studies II.

Time Allowed: 2Hrs

INSTRUCTION: Answer any four (4) questions in all (with at least one question in each section)

SECTION A

Question 1

(a) Test for the sensitivity of the developer's profit (NPV) below, to 15% increases in construction cost

Three month Periods		Net flow ₦	PV at 4% ₦	PV of cash inflow ₦	PV of cash outflow ₦
0	Land costs	(486,000)	1	-	(486,000.00)
1	Building costs in three month periods	(100,000)	0.96154	-	(96,154.00)
2		(120,000)	0.92456	-	(110,947.20)
3		(130,000)	0.88996	-	(115,694.80)
4		(150,000)	0.85480	-	(128,220.00)
5		(150,000)	0.82193	-	(123,289.50)
6		(175,000)	0.79031	-	(138,304.25)
7		(175,000)	0.75992	-	(132,985.62)
8		(150,000)	0.73069	-	(109,603.53)
9		Capital value (sale price)	160,000 x YP @ 7% = 2,285,714.29	0.70259	1,605,920.00
Total				1,605,920.00	1,441,198.90

Developer's profit = ₦ 1,605,920.00 - ₦ 1,441,198.90
= ₦ 164,721.10

(9 marks)

(b) Assume the same facts as in the above question. In this case, you are to use decision tree analysis to determine the probability weighted average NPV assuming three possibilities: there will be no letting delay on completion of construction (probability = 0.5), there will be letting delay of 3 months (probability = 0.3); and there will be letting delay of 6 months (probability = 0.2).

(6 marks)

Question 2

(a) Determine the asset risks and portfolio risk for the following two-asset portfolio where the proportion of investment is 0.3 for asset A and 0.7 for asset B

Year	Asset A (p=0.3)	Asset B (p=0.7)
2000	16	14
2001	24	12
2002	10	10
2003	50	12
2004	24	34
2005	-18	28
2006	-2	10
2007	4	4
2008	12	0
2009	14	10
Mean	13.4	13.4

Take the asset risk for asset A as the standard deviation of the assets which is 17.94 per cent while the asset risk (asset risk) for asset B is 10.24 per cent. Note that in the above equation, $C_{aa} = 1$ and $C_{bb} = 1$ because the coefficient of correlation of an asset with itself is equal to one. $C_{ab} = C_{ba} = -0.82$

(8 marks)

- (b) Discuss 5 differences between the conduct of viability analysis for direct property traded on the property market and indirect portfolio property. (7 marks)

SECTION B

Question 3

You have been consulted by ROYAL ESTATES, a property development outfit based in Lagos, concerning the cost effectiveness of two alternatives for powering a building: solar power versus gas boiler power. Advise him on which is the more cost effective of the two options. The following information were given.

Option 1 (Solar power option): The economic life of this infrastructure option is 50 years. The site acquisition cost for this option is ₦350,000,000 while the initial development cost is ₦1,300,000,000. There are no future upgrading costs but replacement of expired components would be required in 20- and 40- years' time, that is ₦175,000,000 after 20 years and another ₦175,000,000 after 40 years. Annual outgoings for this option amount to ₦28,000,000 (that is, ₦15,000,000 for fuel + ₦10,000,000 for maintenance + ₦3,000,000 for servicing).

Option 2 (Gas boiler power option): The economic life of this infrastructure option is 30 years which would be extended by 30 years by upgrading. The site acquisition cost is ₦300,000,000 while the initial development cost is ₦1,310,000,000 and upgrading costs amount to ₦125,000,000 in 30 years' time. There would be replacement of expired components in 15- and 45-years' time, that is ₦200,000,000 after 15 years and another ₦200,000,000 after 45 years. The annual outgoings for this option amount to ₦32,000,000 (₦16,000,000 for fuel + ₦12,000,000 for maintenance + ₦4,000,000 for servicing)

In both cases, take remunerative rate at 7% and accumulative rate at 3%.

(15 marks)

Question 4

GLOBACOM Nigeria intends to take a lease of a suitable accommodation for its General Manager in Asokoro FCT. You have identified two properties.

Property A: 6 Bedroom detached House offered for 12 years lease terms with an initial rent of ₦5.5 million p.a. (no premium required), 5 years in advance in the first instance. Thereafter rent reviews are to be every 3 years at a growth rate of 0.05652 or 5.652% p.a. The cost of putting the property in a tenable condition prior to occupation is ₦2.5 million. The estimated cost of terminal redecoration/repairs is ₦4.86 million. Expected tenant outgoings are as follows: repairs, ₦4.2 million p.a.; tenement rate, ₦420,000p.a; services, (generator, gardening etc), ₦3.75 million p.a.

Property B: 5 Bedroom detached house offered for a 15 years lease term of an initial rent of ₦3.75 million payable 3 years in advance in the first instance. Rent reviews are to be every 3 years at a growth rate of 0.05652 or 5.652% p.a. In addition, a premium of ₦3.5 million is required by the landlord at the lease commencement. The cost of putting the property in a tenable condition prior to occupation is ₦6.8 million. The estimated cost of terminal redecoration/repairs is ₦7.2 million. Expected tenant outgoings are; internal repairs ₦3.8 million p.a.; tenement rate ₦350,000 p.a.; services (generator, gardening etc) ₦2.1million p.a.

Based on Sitting/Virtual rent analysis, advise your client on the more cost-effective option. Take the remunerative rate at 8%, the accumulative rates at 4% and income tax at 40%. (15 marks)

SECTION C

Question 5

(a) Chief (Mrs.) Kamal Olanbiwoninu has contacted your firm of estate surveyors and valuers to prepare a detailed financial implication of a proposed multimillion naira project situated on 20 Acres of land along Cereal-Bank Road Port-Harcourt. Your principal partner ESV Aishat Olagbile (FNIVS) has called you to make a presentation to the firm's senior managers on the basic contents expected of a standard feasibility and viability report. (7 marks)

(b) Discuss the procedure and principles underpinning the use of Cost Benefit Analysis as a tool for judging the attractiveness of public projects. (8 marks)

Question 6

Your client is proposing an office construction on 3 plots on Lewis Street, Lagos Island on which a tenement building presently stands. Asking price for land is ₦800, 000.00, The agent would collect 5% agency fees for the sale of the land as well as 5% legal fees. Stamp duty on the land would be 2%.

You have ascertained that there is considerable latent demand for office accommodation and planning permission exists for such. You are also aware that the three plots of land can accommodate an office block with a gross floor area of 17m x 25m x 10 floors. The net floor area is 390m² per floor.

The FRV of office space in the area is ₦400 /m². You have ascertained that the freehold remunerative rate is 5%. Building costs for office space in the area are in the region of ₦2000/m².

Demolition costs are estimated at ₦25,000; car parking and landscaping costs are estimated at ₦200,000.

Professional fees include architect fees (2%), Quantity Surveyor fees (2%), land surveyor fees (2%), structural engineer fees (2%) and Town Planner fees (2%). The building construction is expected to take four years. Take contingencies at 5%.

The loans for the purchases and construction are at a commercial bank cost of capital (lending rate) of 21%.

Agents' fees and legal fees for the completed development are respectively 5% of the rental income. Advertising costs are ₦50, 000 for newspaper and other adverts.

- (a) Ascertain developer's profit for the proposed project (7 marks)
- (b) Where the completed scheme is to be sold, calculate:
- i. the developer's profit as a percentage of total development cost (1.5 marks)
 - ii. the developer's profit as a percentage of total development value (1.5 marks)
 - iii. the development yield, and compare with the initial investment yield (2 marks)
 - iv. profit mark-up expressed as a percentage of investment yield (1.5 marks)
 - v. profit mark-up expressed as a percentage of development yield (1.5 marks)



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COURSE TITLE: ES517 – Feasibility and Viability Studies I

Time Allowed: 2Hrs

INSTRUCTION: Answer any four (4) questions in all.

SECTION A

Question 1

- (a) Discuss any four (4) marketability strategies and their application to property feasibility studies. (8 marks)
- (b) Two cities A and B have an intermediate population (trade area) designated as C. You have ascertained that trade area C is located 25 miles from city B (which has a population of 37,366) and 27 miles from city A (which has a population of 39,851). Determine how much of trade area C is captured by A and B using Reilly's law of retail gravitation. (7 marks)

Question 2

- (a) Your client, a developer, is proposing introducing a block of 89 flats in the primary market area (PMA) and wishes to determine the market entry project capture both in terms of market gap and in terms of market share. In addition, he wishes to determine the market penetration rates for the present time and in the year of project entry. The customer and competition studies have provided information that the total demand (*that is*, the number of age, size and income-qualified households in the primary market area) is 450. In other words, 450 households in the PMA have been identified as having a household head in the age range of 30 to 35, a household size of 5 to 6 and household income between ₦100,000 and ₦180,000. The estimated number of age and income-qualified households in the PMA (derived through linear projection) in the future year of project entry is 490. The existing inventory of competitive flats in the PMA is 95. The planned inventory of competitive flats is 53. Advise your client. (10 marks)
- (b) Write short notes on the following:-
- i. Differentiated marketing (2½ marks)
 - ii. Concentrated marketing (2½ marks)

Question 3

- (a) Discuss any five (5) legal permissibility indicators in legal and regulatory feasibility studies. (10 marks)
- (b) Discuss two (2) site location evaluation indicators in site and location feasibility evaluation. (5 marks)

SECTION B

Question 4

- (a) You have obtained information that an urban area has a population of 60,000 of which 20,000 are employed, with 10,000 in basic employment and 10,000 in non-basic employment. Assuming the above ratios remain unchanged, and the demand for basic activities increases, providing an extra 4,000 basic employees. Using economic base forecasting, determine the total employment and population when equilibrium is established. (9 marks)
- (b) The appraiser must take into consideration a number of locational factors peculiar to the specific use that his client, the developer, has in mind. List and discuss the locational requirements for the following type of uses/developments: -
- i. Office development
 - ii. Manufacturing/Industrial Property
 - iii. Residential Property (6 marks)

Question 5

- (a) In 2015, your firm of Feasibility Appraisal Surveyors was required to determine the demand for a proposed block of flats to be developed and let out on Ede Road in Ile-Ife. The expected time of completion of the development is early in 2020. A population census was last conducted in 2005 from which you have determined that the population in the PMA was 85,000 as at 2005. The date of market entry of the development is the same as the year of completion of the property (2020). The population growth rate from 2005 to the time of market entry is 1.4%. Surveys show that household size is approximately four (4). Surveys also show that 28.6% of homes are owner-occupied while 71.4% are renter-occupied. Spendable income on housing (from the survey) is one-fifth of income. The rent on the proposed flats is expected to be ₦180,000 p.a. 20% of households in the PMA are high-income, earning an average of ₦120,000 per month, which is projected to increase to ₦140,000 by 2020. 30% of households in PMA are mid-income earning with incomes on an average of ₦80,000 per month projected to increase to ₦95,000 by 2020. 50% of households in the PMA are low-income earning with an average of ₦60,000 per month projected to increase to ₦70,000 by 2020. The percentage of income spent on housing (from the survey) is 20%. Determine the demand for the block of flats in terms of the age and income qualified households in the PMA. **(10 marks)**
- (b) Discuss the concept of market penetration and capture rates as related to market feasibility. **(5 marks)**

Question 6

- (a) Market or trade area delineation can be conducted for both existing and potential property. Discuss three (3) of the basic methods for determining the market area of an existing or potential property. **(9 marks)**
- (b) As an appraiser you have been saddled with the site selection for a proposed departmental store which is to sell specialty/shopping goods. Two potential accessible and highly visible sites have been identified, both of which the appraiser has inspected and assessed against client/locational requirements. In the assessment, four client/locational factors (*that is*, zoning, title search, accessibility and complementarity) are considered to be more important than others. You are expected to run a hypothetical locational analysis on the two sites and advise the client accordingly. **(6 marks)**



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COURSE TITLE: ESM 516 – Applied Property Management II. Time Allowed: 2 Hrs.

INSTRUCTION: Answer Question 1 and three others, two of which must be from Section B

SECTION A

1. As a property manager, you are to advise your client on the choice of cladding that will give reasonable future maintenance cost. Life span of the cladding is intended to be 40 years. The interest rate is 5% for case A and 6% for case B.

CASE A

CLADDING (X)	₦
Initial Cost	2,200,000. 00
Redecoration cost every 4 years	250,000. 00
Renewing/Replacement cost at 20 years	3,000,000. 00
CLADDING (Y)	₦
Initial Cost	4,000,000. 00
Cost of general repairs after 20 years	700,000. 00

- (a) Determine the whole life cycle costs of the cladding X and Y (5 marks)
(b) Make recommendation on the choice of the cladding based on saving on cost in use. (5 Marks)

CASE B

CLADDING (X)	₦
Initial Cost	2,200,000. 00
Redecoration cost every 5 years	210,000. 00
Renewing/Replacement cost at 25 years	2,500,000. 00
CLADDING (Y)	₦
Initial Cost	4,000,000. 00
Cost of general repairs after 15 years	700,000. 00
Cost of general repairs after 30 years	300,000. 00

- (c) Determine the whole life costs of the cladding X and Y (5 Marks)
(d) Draw conclusions on your answers in cases A and B based on simple manipulation of assumptions. (7 Marks)
(e) Mention any two of the disadvantages of life cycle costing (whole life costing). (3 Marks)

2. (a) Discuss with illustrations, the influence of limited financial resources in determining the nature of building maintenance strategy to be adopted by Property Manager towards meeting the growing demand for residential property. (6 Marks)
- (b) Discuss the policy issues involved in property alteration and state its effect on property development in Nigeria. (5 Marks)
- (c) As a professional Property Manager, discuss a suitable maintenance goal setting strategy for property management. (4 marks)
- 3.(a) Discuss, using hypothetical examples, the concept of Tero-Technology and Value Engineering and state its significance in property management. (7 Marks)
- (b) Explain the various estimating models of life cycle costing and highlight their challenges. (5 Marks)
- (c) Using hypothetical examples, discuss the application of tero-value technology in solving a particular problem in real estate property investment. (3 Marks)

SECTION B

- 4(a) Examine the main covenants in lease agreements and state the remedies available for breach of each of the covenants (10 marks)
- (b) Discuss how COVID-19 pandemic has impacted on the practice of Property Management (5 marks)
- 5(a) The management of Obafemi Awolowo University, Ile-Ife is planning to provide computerised Management Information System (MIS) for the maintenance of hostel accommodations in the University. The University has advertised a Requests for Proposal (RFP) from professional Estate Surveying and Valuation firms. You are required to submit a proposal in response to the RFP, explaining in details how the job will be executed if it is awarded to your firm. (9 marks)
- (b) Describe in details three innovative technologies that can be used for improving property maintenance practice/ (6 marks)
- 6(a) One of the properties being managed by your firm has just been vacated by a recalcitrant tenant after a tortuous legal procedure. You discovered on inspection of the property that the tenant has damaged many of the fixtures and fittings. He also left behind huge unpaid electricity and other municipal bills. Mains electricity and water supply to the property has been disconnected as a result of the unpaid bills. Meanwhile, the landlord has refused to carry out the repairs on the property or offset the unpaid bill, blaming it on your professional incompetence. Explain in details how you will resolve the management challenges in the property and highlight possible controls that can be put in place to prevent future occurrence of the ugly situation. (7 marks)
- (b) Differentiate between the following terms:
- (i) Renovation and repair (2 marks)
- (ii) Maintenance feedback system and maintenance management system (2 marks)
- (iii) Assignment and lease (2 marks)
- (iv) Corrective maintenance and preventive maintenance (2 marks)



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DEPARTMENT OF ESTATE MANAGEMENT
HARMATTAN SEMESTER EXAMINATIONS 2019/2020 SESSION
B.Sc. (HONS.) ESTATE MANAGEMENT 500 LEVEL

COURSE TITLE: ESM 513: Land Use And Resources Management.

Time allowed: 2hrs

INSTRUCTION: Answer Question One and Any Other Two

- 1 (a) Discuss the various ways by which a government can pool funds for the smooth running of its state. **(10 Marks)**
(b) Discuss five key factors that drive the Real Estate market in Nigeria **(10 Marks)**
- 2 (a) Discuss the term 'housing delivery system' as applicable in Nigeria. **(10 marks)**
(b) Citing relevant examples, highlight the differences between formal and informal housing delivery systems. **(10 Marks)**
3. There is always a competition for space among the different land uses in the urban areas.
(a) Highlight the main land uses in an urban setting of your choice. **(5 marks)**
(b) Discuss the nature, consequences and mitigation approaches to such competitions in the city you have chosen. **(15 Marks)**
4. (a) Identify and discuss inferior and superior interest in land, highlighting their major differences. **(10marks)**
(b) How may such interests be acquired? **(10 Marks)**
- 5 (a). Discuss 'Estate Life Cycle' **(12 Marks)**
(b). "Value" is a word of many meanings. It connotes different things to different people. Do you agree with this assertion? Discuss **(8 Marks)**

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HARMATTAN SEMESTER, 2019/2020 EXAMINATION

COURSE TITLE- ESM 527- ENVIRONMENTAL IMPACT ASSESSMENT
TIME ALLOWED 2 HOURS

INSTRUCTION: ANSWER QUESTIONS ONE AND ANY OTHER TWO

- 1a. Itemise and briefly discuss eight major environmental problems experienced in Nigeria **10 Marks**
- 1b. Discuss the problem of unsustainable economic development vis-à-vis sustainable development and how EIA can be used to address this problem. **10 Marks**
2. Discuss the following: **15 Marks**
 - a. Regional EIA
 - b. Cumulative EIA
 - c. Sectoral EIA
 - d. Project Level EIA
3. Discuss the following environmental impact assessment techniques: **15 Marks**
 - (a). Checklist method
 - (b). Matrix method
 - (c). Overlay technique
 - (d). Ad hoc method

Discuss the following Environmental principles: **15 Marks**

- a. Precautionary principle
- b. Polluter pays principle (PPP)
- c. Best available technology (BAT)
- d. Environmental quality standard (EQS)
- e. Integrated pollution prevention and control (IPC)

- 5a. what are the three EIA systems in Nigeria? Which laws established them and who are their regulators? **10 Marks**
- 5b. should EIA be multidisciplinary or unidisciplinary **5 Marks**



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COURSE TITLE: ESM 529 – Town and Country Planning I Time Allowed: 2hrs

INSTRUCTION: Answer Question 1 and another from Section A, with any two others from Section B

Section A

1. (a) Planning is increasingly regarded as a decision-making process. Discuss the available models in terms of their sustainability, significance and limitations in Nigeria. (12 Marks)
- (b) Using the model of general planning process, explain the procedure in plan evaluation, implementation and review of plan development. (8 Marks)
2. (a) Discuss the development control mechanism suitable for orderly planning and development of a country, town, city, district or neighbourhood in Nigeria (6 Marks)
- (b) Discuss the consideration of planning standard in relation to demand for urban land for residential use, shopping complex and commercial land use. (9 Marks)
3. Discuss the planning procedure for evaluating the consequences of implementation of planning proposal on individuals or groups in a community. (15 Marks)

Section B

4. An easement is an integral part of a property. To which extent do you agree with this statement? (15 Marks)
5. The properties of lines determine how people respond to the landscape, both emotionally and physically. Discuss. (15 Marks)
6. Discuss the design principles guiding organizing elements for good landscape. (15 Marks)