



Be a Successful Residential Land Developer (P/L Custom Scoring Survey)

By R. Woodson

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By R. Woodson

Veteran construction contractor, and building trades authority, R. Dodge Woodson shows how to profitably transform raw land into housing. This practical guide covers every phase of the land development process as well as essential business practice fundamentals.

NEW TO THIS EDITION: finding and selling property via the Internet, more information on finance and insurance issues, the latest in land ordinances and runoff issues and EPA requirements

Contents: Why Should I Get Into Land Development? * Can I Really Do It? * The Development Team and Selecting the Viable Project * Finding Hidden Treasure * Tying Up Land Without A Full Commitment * Having Your Experts Do Preliminary Checks * Going Over the Ground, From Top to Bottom * Planning On Paper * Storm Water Drainage * Deciphering the Dirt Water Requirements * Land Lost and Costs for Roads * Flood Zones * Location, Location, Location * Plans and Specifications * Getting Developer Bids • Sales Projections * Financing * Zoning • Closing Your Land Deal * Insurance and Subcontractor Needs * Rolling Out the Big Rigs and Site Supervision * Keeping Your Projects on Time and on Budget * A Marketing Plan and Sales Team * New Projects

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Editorial Review

Review

"More than any other book on the subject, I would recommend this one." -- *Barbara Colley, P.E., author of Practical Manual of Land Development*

From the Back Cover

Learn how YOU can become a player in the hot market for new housing

You don't need a fortune or years of real estate experience to become a successful residential land developer. This shrewd, up-to-the-minute guide shows you how to find and acquire prime properties that are true diamonds in the rough. You'll learn the factors that determine whether you've got a good deal: engineering surveys, grading, water availability and drainage, utilities, traffic, and more. And once you've chosen your land, you'll discover what you need to do at every stage to make your project succeed. With the step-by-step advice of real estate expert and contractor R. Dodge Woodson's failure-proof primer, anyone can learn to exploit the opportunities in land development. Reflecting today's advantageous financial land development climate, *Be a Successful Residential Land Developer* shows you how to:

- * Tie up and control land with very little cash and plenty of escape clauses
- * Tap into conventional and creative financing sources
- * Apply powerful Internet tools to leverage information
- * Get favorable bids from subcontractors
- * Deal with zoning, environmental, and code enforcement issues
- * Reduce neighborhood resistance and handle boards of appeal
- * Put together a professional team and direct the project
- * Develop a marketing and sales plan for your new home(s)
- * Much, much more

INSIDE RESIDENTIAL LAND DEVELOPMENT SUCCESS

Why Should I Get into Land Development? * Can I Really Do It? * The Development Team and Selecting the Viable Project * Finding Hidden Treasure * Tying Up Land without a Full Commitment * Having Your Experts Do Preliminary Checks * Going over the Ground from Top to Bottom * Planning on Paper * Storm Water Drainage * Deciphering the Dirt * Water Requirements * Land Lost and Cost for Roads * Flood Zones * Location, Location, Location * Plans and Specifications * Getting Development Bids * Sales Projections * Financing * Zoning * Closing Your Land Deal * Insurance and Subcontractor Needs * Rolling Out the Big Rigs and Site Supervision * Keeping Your Project on Time and on Budget * A Marketing Plan and Sales Team * New Projects

About the Author

R. Dodge Woodson (Brunswick, Maine) holds the real estate license of Designated Broker. This is the highest classification of professional real licensure available. Woodson is the president and owner of Expert Realty Services, Inc., in Brunswick Maine. He bought his first piece of speculative land in 1974 and has been a progressive land developer in Virginia and Maine for the last 29 years. He has succeeded with both individual plots and large parcels that he subdivided. With nearly 30 years of experience as a residential land developer, Mr. Woodson has developed a process that makes failure virtually impossible.

Users Review

From reader reviews:

Mavis Strain:

Why don't make it to be your habit? Right now, try to ready your time to do the important take action, like looking for your favorite publication and reading a guide. Beside you can solve your problem; you can add your knowledge by the guide entitled Be a Successful Residential Land Developer (P/L Custom Scoring Survey). Try to face the book Be a Successful Residential Land Developer (P/L Custom Scoring Survey) as your friend. It means that it can to become your friend when you feel alone and beside that course make you smarter than in the past. Yeah, it is very fortunated for you personally. The book makes you more confidence because you can know anything by the book. So , let me make new experience and also knowledge with this book.

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Lionel Gutierrez:

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