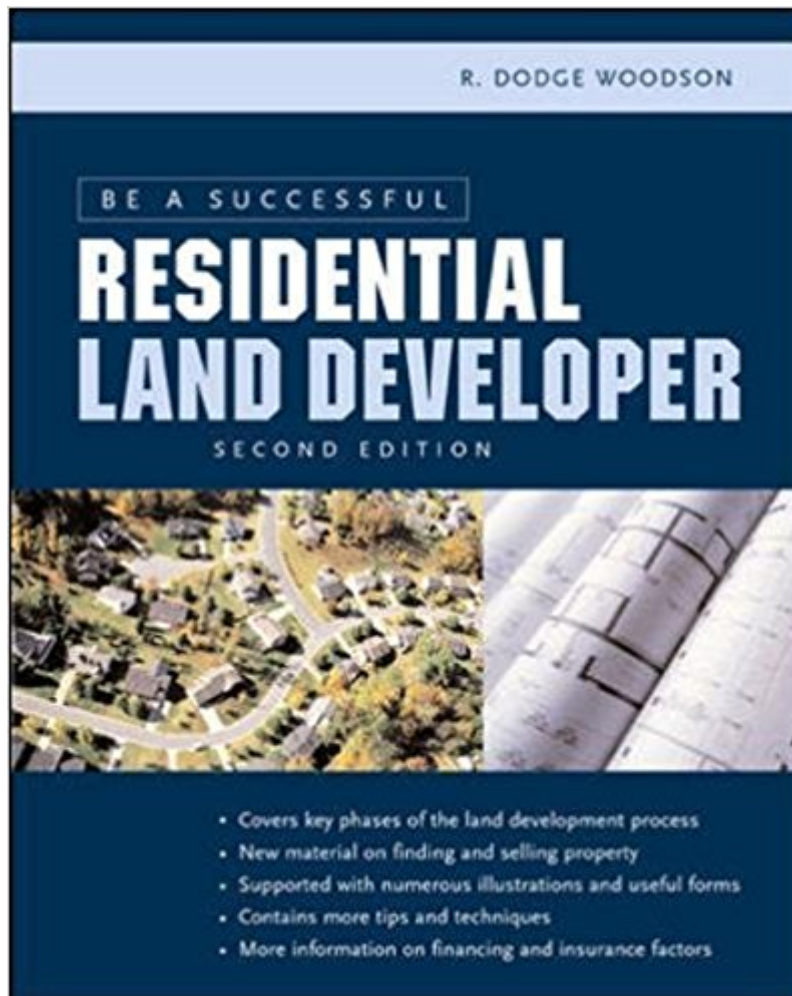




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# Be A Successful Residential Land Developer



## Synopsis

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

## Book Information

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## Customer Reviews

"More than any other book on the subject, I would recommend this one." -- Barbara Colley, P.E., author of Practical Manual of Land Development --This text refers to an out of print or unavailable edition of this title.

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
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- A Marketing Plan and Sales Team
- New Projects

Great information, very detailed and very helpful for what I needed.

Thank you very much

Seems to be the closest to what you'd actually do. It's written very well and answers some questions left open by other books.

I am more than half way through the book and am finding it difficult to continue. The author continues to list the steps of the development process, but with each step he fails to explain how to

perform each step or give case examples of how it was done in a particular development. Instead he says "you can hire a professional to do this step if you like." If you do not know how to perform a function, and you hire a professional to perform it for you, a) how can you make any money? and b) how can you be sure that your professional is performing the function correctly? So far this book has been a major disappointment.

this book is full of nothing but common knowledge and fluff absolutely no gems of info that are remotely helpful a complete waste of money and time.

I doubt this "developer" has ever developed land. This book is horrible. There is nothing of value in it. It is vague, full of opinions, fluff, and could be boiled down to about five pages of bullet points, rather than 300 plus pages of nonsense. There are not facts in here, and the process of development is not nearly as simplistic as the author would have you believe. You will not learn anything from this book, and if you do, I am sorry, but you are destined to fail in this business. I am embarrassed to have purchased it, and would be completely discredited if I ever put it on my bookshelf.

A fairly useful overview that describes the issues a developer has to address, but not much about how to address them. For some reason the author tends to repeat himself. He says something and then restates it. He makes the same point twice. He also tends to be rather vague: "Some aspects of site supervision can be dealt with in many ways. Some ways are more cost-effective than others." The book is full of statements like this. I have found the book useful to help me identify issues that I need to think about, but if you are looking for answers--this book isn't for you. It should be titled, "What to Expect as a Land Developer."

I found this book to contain a great wealth of information. I did not expect to find the meticulous details of every facet of land development, rather a good overview, and this book provides that. Anyone seriously interested in land development will need to do a great deal of additional study in technical publications and local state, county and city codes. This topic is so broad that I doubt any single book could cover all the issues involved. If you're looking for a primer and are prepared to dig deeper, this book is for you. If you're looking for a single comprehensive book on every detail of land development please let me know when you find it!

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