

R. DODGE WOODSON

BE A SUCCESSFUL

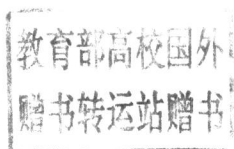
# RESIDENTIAL LAND DEVELOPER

SECOND EDITION



- Build your own in-house sales team
- Double your profit potential on raw land
- Sidestep serious setbacks on your new project
- Find and sell property
- Master Financing and insurance factors

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# Be a Successful Residential Land Developer

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Second Edition



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# **Be a Successful Residential Land Developer**

I dedicate this book to my daughter, Afton, and my son, Adam. The two of them are my focus in life. Additionally, Victoria plays a vital role in our lives, and I thank her for all the effort and patience that she provides.

# *Acknowledgments*

I wish to thank the state, federal, and local agencies that have provided some of the illustrations for this book. Additionally, I want to acknowledge Victoria Roberts for her diligent work in obtaining the art from these agencies and organizing it for me.

# *Introduction*

Becoming a land developer can mean making a lot of money. And, you don't have to use a lot of your own cash to break into the business. Of course, the more money you have, the easier the task will be. Money is needed, and sometimes a lot of money is needed, but you can work with loans or partners to avoid tapping too hard into your own savings.

It is not unusual for land developers to double their money when they turn raw land into building lots. Any homebuilder should consider developing building lots. The additional money made from the sale of a home that is built on a lot that you develop can be substantial.

Not all land is suitable for development. You may find parcels that are in a flood plain. This can be a problem, but it may not be a deal-stopper. A full investigation is warranted for any piece of land that shows strong potential.

This book is designed to introduce you to the many elements involved with developing land. It goes into great depth on the procedures for becoming a profitable developer. Even if you have never closed a real estate deal, you can become a successful developer.

If you are serious about becoming a successful land developer, you will benefit greatly from the author's experience over the past decades. Why take a chance on losing the farm when you can build wealth quickly with the expert advice that R. Dodge Woodson has to offer? As a Designated Real Estate Broker, the highest classification available, and the owner of Expert Realty Services, Inc., Woodson is your roadmap to success. He has written dozens of books, many of which have



been listed as Best Sellers, and his experience and advice comes from the real world. You can learn from his mistakes and his successes without risking your savings account.

There are a number of professionals who will prove to be quite helpful to you during your development procedures. If you have good organizational skills and a knack for being self-disciplined, you have a good chance of making a go of being a land developer. The experts who you surround yourself with will make the technical work easier.

When you are planning a project, you will need site plans and sketches. Your stable of professionals can take care of this for you. Engineers and surveyors will do much of the work. These people are essential to a strong development. The key factor is that you don't have to possess any particular strength to learn how to develop land.

What types of lots will you develop? Is a building lot just a building lot? Not at all. There are many different types of subdivisions and within those subdivisions there are various types of lots. You must decide how to layout roadways. A lot of land can be lost to road construction. There is much to learn before you buy land for a development project. The principles laid out in this book apply to all types of residential land development.

This classic guide to becoming a successful land developer is fully revised and offers the most modern tactics for beating the odds in the development game. New additions include such topics as:

- Wetlands
- Habitat classification
- Sampling
- Field applications
- Hazardous materials
- And so forth

Just thumb through these pages and look for yourself at how accessible the material is. It's reader-friendly, easy-to-understand, and comprehensive. Check out the forms, checklists, and sample agreements that are contained between these pages. Where else can you find real-world examples of what you are likely to deal with as a developer? This information here is real. Woodson uses the forms himself, and the sample applications are real. Getting familiar with the paperwork and the procedures before you are faced with them during your project will certainly save you time and frustration, not to mention the potential of saving money at the same time.



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