



Be a Successful Residential Land Developer

R. Woodson

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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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