

Land

Development Advisors' principals ("Advisors") have a wide range of experience acquiring, planning, entitling, financing, marketing and developing land for **Users, Investors, Developers and Lenders**. We often start by providing high-value pre-closing services that include site due diligence, market analysis, feasibility analysis and a comprehensive risk analysis including an assessment of the remaining entitlement risks.

Land issues are quite complex and Advisors understands the obstacles that must be overcome before any site can be developed or sold. Advisors' experience covers a wide range of land parcel sizes and types including:

- High-traffic retail corners;
- Complex, urban mixed-use sites;
- Large suburban business parks;
- Bulk acreage for residential master-planned communities;
- Packages of finished residential lots;
- Strategic investment planning for land investment funds and joint ventures;
- National experience including projects in Metropolitan Denver and Colorado Springs, Colorado, California, Washington DC, Texas (Dallas and Houston), Florida, Virginia and Illinois;
- Unique land types including vineyards, marinas, ski resorts and toll road service plazas.

Our land development experience includes an extensive track record successfully obtaining governmental entitlements from zoning concept plans through final plats and building permits. Entitlement success drives the value and marketability of land and ultimately determines the profitability or functionality of land.

In Colorado, the ability to economically obtain utility services is often the second most important factor that has to be addressed to successfully develop land. Advisors has ample experience with these utility challenges as well.

Our land projects have provided the opportunity to work with many different land planners, civil engineers, landscape architects, traffic consultants and engineers, environmental and geotech firms, contractors and other key project team members including attorneys, marketing and PR firms, graphic designers, project accountants and lender contacts. This experience gives a firm foundation from which to make recommendations regarding the selection and management of project teams tailored for to the requirements of each property and each Client.

We have successfully arranged financing for a wide range of land acquisitions and developments including substantial experience with joint venture transactions. We have been involved in forming and managing a number of special improvement districts and have successfully negotiated tax increment financing and other tax-sharing arrangements with city and county jurisdictions. Finally, we have had



extensive experience resolving many project-threatening issues including environmental, wetlands, endangered species, access, covenant amendments and zoning variances.

Advisors has worked for and in partnership with local, national and international investors, developers, users and financial institutions including:

- E-470 Public Highway Authority (service plaza retail developments);
- Oakwood Homes (1,400-acre Rolling Hills Ranch master-planned community in Colorado Springs; 165-acre mixed-use project in Colorado Springs; \$150 million land fund);
- Hines Interests (potential acquisition of The Commons and Union Station properties (68 acres) in lower downtown Denver);
- Wells Fargo Bank (evaluation of various troubled land loans);
- ServiceStar Development Company and Shell Oil (neighborhood retail centers nationally);
- Mission Hills Church (20 acre site in Littleton, Colorado);
- Del Taco (multiple site acquisitions including development management throughout Metropolitan Denver);
- FirstTier Bank (multiple site acquisitions);
- MorningStar Senior Living (5.8 acre site in Lakewood, Colorado);
- JP Morgan Investment Management (search for land development opportunities and partners in the Western US);
- LaSalle Partners Development (various land developments in Colorado);
- Prudential Real Estate Group (more than \$100 million in major land development acquisitions in the Denver area and evaluation of unique land transactions nationally).

You may learn more about Advisors' experience with **Land** by viewing our projects at www.developco.com.

