LDEV 668 – Land Development Practice *(Residential Development)*

This course focuses on the organization, functions, and methods employed by residential land development companies. It covers both the physical and financial aspects of residential development, from site selection, evaluation, and planning, to design, entitlements, venture structuring, financing, and lot sales. Class lectures provide an understanding of the development process, including market analysis, subdivision design, asset management, and financial analysis. The course has many project-based learning modules that are extremely applicable to my current job in the homebuilding industry.

Learning Objectives:

* Evaluate how residential developments are conceptualized, designed, and managed to maximize return on investment.
* Apply market analysis tools and techniques to establish the highest and best use for residential property assets.
* Understand and evaluate contract provisions in a purchase and sale agreement.
* Design a residential subdivision and create a land plan for a proposed property.
* Conduct a real estate market analysis and prepare competitive price graphs for a subdivision.
* Critique a letter of intent and develop a purchase and sale agreement.
* Prepare a business plan for a proposed residential community.
* Create a financial analysis and develop operating statements for a residential subdivision.

Attached is a redlined Purchase and Sale Agreement I reviewed and prepared.

Photo source: <https://www.multihousingnews.com/single-family-rental-homes-receive-2-5b-boost/>