

ARCADIA[®]
LAND • COMPANY

Case Study – Market Research

Kent and Sussex Experience

Southern Delaware work experience:

Arcadia Land Company has provided advisory services to its clients on specific development projects across both Kent and Sussex Counties. The general location of project work conducted by Arcadia is indicated by the red dots on the adjacent map.

In addition, residential market analysis has been conducted across all of southern Delaware. Market analysis has been conducted for the purposes of determining feasibility of a specific development as well as to provide a broad overview of sales pace, price and inventory within specific market areas of interest.

Market Analysis

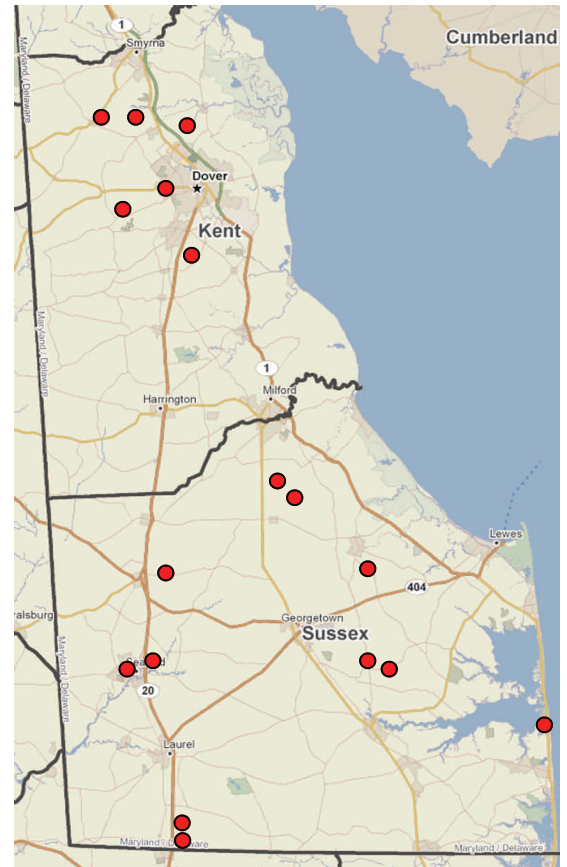
- Analyze local sales and inventory data from a developer's perspective.
- Understand “ground level” market dynamics through competitive project reviews.
- Determine price and product market position relative to comparable projects.
- Identify pipeline inventory within the sub-market (approved, unimproved lots).

Entitlement due diligence

- Comprehensive summary of pertinent permits, approvals and other rights necessary for project completion.
- Identify permit and approval expiration dates to ensure preservation of existing rights.
- Devise a strategy to extend development rights or to modify permits to suit new project strategy.

Project feasibility

- Use permit/approvals data with market analysis findings to inform alternate exit strategies for property.
- Estimate improvement costs (if applicable).



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