



Development

A developer is rarely (if ever) appreciated. Today's overbuilt economy has forced many developers to look for other work in the real estate industry.

The "Developer" is looked at as the RICH person trying to take advantage of a community and RAPING the community putting HUGE profits in his pockets. I AM SORRY BUT THIS IS JUST NOT THE CASE. We know first hand and can look at a project and tell you if it will make sense or not.

So many sub sectors of development (Engineering costs, Land, legal costs, Financing Costs, etc.) have become so expensive (Filing Fees, Property Taxes, Engineering Fees, Junk Fees, Change Order Fees) that it has squeezed most profit out of the game, making it almost impossible to take on the risk. Someone could give me the land and it still may not make sense to take on a project.

Most develop projects take minimum 5 years to stabilize. Assumptions in strong economies may improve this timeline but don't kid yourself, it still takes a long time for a project to be successful.

If a developer is going to put millions of dollars at risk (Equity) and employ literally hundreds of people why should he/she NOT make a 35% profit on his money?

It is not right (nor fair) to expect the developer to sign personal guarantees and work to a breaking point for many years and NOT get rewarded. The system needs to appreciate the rare breed of people that can make it happen.

City's rely on development to feed and support infrastructure (Schools, Fire, Police, etc.) but do you ever see anyone appreciating the leader (the developer) who pulls together all the players, an entire team, comprising of hundreds of vendors and people that need income in a community? Rarely, if ever.

This is reality.

So, if you are looking to take on a project from ground up or looking to complete something that you bought out of receivership, you need to know the risks and understand all the land mines that lie ahead. Sky West is suited to help you answer and trouble-shoot these issues.

Please call or visit our site [.SkyWestServices.com](http://SkyWestServices.com) to see what we do and have done.

The development game will always be in business but you have to know how the cards are stacked.

We look forward to working with you to make the right decision and WIN.

Cordially

Sky West & Companies

Jeffrey Lowden

3550 W. 6th St., Suite 400

Los Angeles, CA 90020