

Adding Value to Your Development

Greg Horejs, Manhard Consulting, Ltd., YBC President



As we push through 2010, we continue to see market conditions in which margins are virtually non-existent, and profitability for builders and developers is a very difficult goal to attain. There is no better time than now to seek creative ways to add value to your developments.

Many local builders are embracing this concept and re-working various design components to better control development costs that ultimately affect the price-points of their homes.

Changes in market demands have been met

by adaptive product mixes—most of which are weighted toward smaller, lower-priced models. In certain cases, changes in product types allow for more wholesale changes to a development plan, which may result in higher lot density and decreased development costs. The robust pro-formas of the past supported much higher infrastructure costs than what would be considered acceptable in today's climate. Therefore, it is more important than ever to exhaust all available options to minimize development costs through careful planning and design. This concept transcends

development size—whether it is one lot or 800 lots—efficient design and construction methods equates to more competitive pricing, a necessary edge in any market.

Feel free to contact me for more details on how these concepts may apply to your project(s).