The Keystone Development Advisor's Mission is to assist our clients in maximizing the value of their investments by providing accurate and up-todate information, skilled a n a l y s i s a n d s o u n d development industry expertise with an unwavering commitment to service and integrity.

Due diligence on a real estate transaction involves an investigation of property: top to bottom, inside and out. *Don't let your client buy a bad deal in this economy.* Use our Rapid Due Diligence and Entitlement Audit as a "green light" to proceed and take the responsibility off of your shoulders. We are independent, expeditious and hold your client's information in the strictest of confidence. Who Uses Our Services?

Attorneys, Brokers, Financial Institutions, Investors, and Realtors

"As a banker, I have dealt with Dave from both sides of the real estate development table over the years. On the lending side, I have loaned money on land that he has had an interest in and looked at other deals where I was not able provide financing. Dave was always up front and very knowledgeable about all aspects of the property. More recently, I have made use of his talents from the other side of the table, that of a potential owner of properties due to "loans gone bad". Dave is <u>verv</u> knowledgeable about the process and is <u>great</u> at looking at potential risks that may not be obvious to all but the most savvy of real estate lenders. I will continue to make use of his valuable services."-Kent Poli, Senior Vice President, Busey Bank

"I often refer David Farmer to Buyers/Developers with whom I am working. My business mission statement is to develop long term clients and I know that if David is assisting them, their projects will be both smoother and smarter. As an engineer, he covers all bases. I never cease to be impressed by him." -Sherri Denning, Owner/Broker, Southern Land

"I have known Dave for 12 years during which time he has worked closely with my real estate clients. Dave is one of the most knowledgeable development professionals I have dealt with. His ability to accurately identify and solve due diligence issues has been of great benefit to my clients and has saved them from potentially severe economic loss. I have and will continue to recommend him to my clients." -Tom Garlick, Managing Partner, Garlick, Hilfiker & Swift, LLP

Keystone Development Advisors, LLC (239) 263-1100 dave@keystonellc.net



Keystone Development Advisors, LLC A Land Development Consulting Company

Rapid Due Diligence & Entitlement Audit



We Ask The Right Questions to Protect <u>Your</u> Reputation



Have the permits expired for this project? What is Due Diligence?

Due Diligence is the investigation and verification of the details of a particular property. Sometimes we find a valuable permit or zoning has expired. Other times we find the zoning or permitting is in good standing but they are far better than what can be obtained today. Due Diligence uncovers important information your client NEEDS TO KNOW about a whole range of development issues pertaining to their subject property.

Protect Your Client

Rapid Due Diligence is the key to a quick closing. A thorough *Rapid Due Diligence Audit* gives you and your client peace of mind in knowing where the property stands in terms of the condition of its entitlements. With a Rapid Due Diligence Audit, your client will have substantially reduced their potential for EXPENSIVE and unpleasant surprises after closing.



Was this subdivision completed properly?



Can this site really support or fit what is shown in this marketing plan?

Protect Your Client

Based on our over 20 years of development expertise, we are able to quickly identify the issues that make deals a "homerun" or a "run away". Realtors often utilize our services to help negotiate either a lower purchase price or extend the closing to assist the buyer. We uncover the very best attributes of your project and work hard find solutions when there is an issue.

There is no cost for your initial consultation!

