



IMPRESSION HOMES

Impression Homes, LLC Job Description

JOB TITLE: Land Development Manager
REPORTS TO: VP of Real Estate

OBJECTIVE: Land Development Manager will be responsible for managing active land development projects and supporting the home building operation regarding land issues.

JOB RESPONSIBILITIES

- Monitor and report status of land development projects contracted through external land developers.
- Provide regular updates, conduct site visits, ensure both Impression and land developers adhere to contract terms, verify substantial completion checklist, and take delivery of lots.
- Hire and manager third party fee developers for projects owned by Impression Homes.
- Manage in-house development construction as owner representative General Contractor. Work with design consultants to complete construction documents and hire utility contractors (water, sewer, storm), grading and paving contractors, landscape/hardscape contractors, and franchise utility contractors (electric, gas, data/internet) to complete lot development.
- Ensure timely delivery of self-developed lots within budget and compliance with regulatory requirements, design standards, and Impression Homes' lot criteria.
- Coordinate with dry utility companies (electric, gas, TV/internet) for planning, service agreement, cost sharing, and easement dedications.
- Manage the entitlement process for raw land acquisition during the due diligence period and after closing. Work with engineering, land planning and financial consultants to submit application and acquire approval for zoning change, development agreement, creation of special districts (such as MUD's or PID's) and other related land entitlement matters.
- Attend meetings with regulatory agencies, make presentations to planning and zoning commissions, boards/councils, HOA meetings, etc. to gain support and approval of zoning cases.
- Support in-house home building operations to solve any issues in grading, lot fit, wet utilities, franchise dry utilities and other land related matters during construction of homes.
- Manage all house plan approvals for each community by working with the developer, permit issuing agencies, and ACC committees. Effectively communicate interdepartmentally on status

of approval of plans and ensure any objections are addressed and resolved in a timely manner. Maintain tracking reports on the status of compliance.

- Create competition studies and work with Accounting/Finance Department to develop cash flow analysis and proforma's on future projects.
- Provide weekly/monthly lot development/inventory, new community readiness reports and other status updates to upper management and other departments to ensure management team is up to date on status and issues/concerns.
- Work with Accounting/Finance Department to create and track all payments, development budgets, review and approve all land development related invoices.
- Collaborate with the land acquisition team to assess target site development viability, development cost, and timeline. Perform due diligence to aid in the decision of acquisition as needed.
- Oversee projects from planning through engineering design, permitting, construction, acceptance/certification, and community turnover.

Qualifications

- 5+ years in the field of residential land development having completed 1000+ lots
- Self-starter with strong knowledge of the local single family residential real estate market, familiar with residential zoning, entitlement, and subdivision requirements.
- Bachelor's degree in Engineering, business, construction, land planning, or related fields
- PE preferred but not required
- Strong relationships with local municipalities, developers, and builders.
- Proficiency with MS Office applications with advanced skills in Excel
- Ability to work in a fast-paced environment with tight deadlines
- Ability to multitask
- Detail-oriented, strong organizational and documentation skills to maintain proper records of decision making and all relevant project information.
- Action-oriented with a focus on achieving results.
- Being a team player with the "do whatever it takes to get it done" attitude.