



In This Issue

[New Arcadia land brokerage venture](#)
[Woodmont honored](#)

Quick Links

[About Us](#)
[Communities](#)
[Development Services](#)
[Arcadia Land Realty](#)

[Join Our Mailing List!](#)

Arcadia Book Corner

[The Option of Urbanism](#)

by Arcadia partner, Christopher B. Leinberger.

Americans are voting with their feet to abandon strip malls and suburban sprawl, embracing instead a new type of community where they can live, work, shop, and play within easy walking distance.

[Views of Seaside](#) by Seaside Institute.

A book about the iconic community of the New Urbanism-- Seaside-- developed by Arcadia partner, Robert Davis.

[Last Harvest](#) by Witold Rybczynski.

A book about American development told through the lens of Arcadia's New Daleville community in Chester County.

Greetings!

One year ago, there was much hope amongst the Mid-Atlantic residential development community that 2009 would be the year to buy land. The theory was that after four years of watching the housing market erode, distressed owners of property--from banks to builders--would finally be under pressure to sell and transaction volumes would increase. At the end of 2008, big builders like Lennar and private equity groups like Blackstone were raising new funds to capture what many thought would be a flood of discounted development property.

Instead, 2009 has been a year of waiting and workouts. There have been relatively few foreclosures in our region and distressed deal flow has been more of a trickle than a torrent. Recent indicators suggest that the endurance of sellers is beginning to wane. For instance, [Home Expert](#) reports that residential resale volumes are up year-over-year in the Philadelphia region. In the last few months, we have seen many land sellers return to the market with more realistic price expectations. Still, the ultimate disposition of these assets is ahead of us.

In anticipation of this, we have formed a new land brokerage business, [Arcadia Land Realty, LLC](#) to help banks maximize their recovery from the sale of troubled residential land assets. The enormous complexity of these troubled projects--from lapsing permits to incomplete site improvements to deteriorating local politics--demands an expertise in both brokerage and development to achieve the best result for clients. Read below to learn about this new venture with our partner, land broker, Charles S. Anastasi.

Best wishes for health and prosperity in the New Year,



Jason Duckworth

New brokerage venture, Arcadia Land Realty, advises banks & property owners on residential land assets.



We are pleased to announce the formation of [Arcadia Land Realty, LLC](#), a real estate brokerage focused exclusively on land. Arcadia Land Realty combines the land entitlements, housing market and site improvements expertise of Arcadia Land Company with the unparalleled land brokerage experience of our broker-of-record, Charles Anastasi.

Licensed in Pennsylvania, Arcadia Land Realty, LLC assists lenders, property owners, builders and developers identify and execute real estate transactions, particularly land for residential development. In the current climate, our focus is brokerage services to lenders who are grappling with non-performing land acquisition and development loans. With strong relationships with builders, developers and investors through the Philadelphia area, Arcadia Land Realty can assist lenders and other property owners structure transactions that maximize their recovery.

The Arcadia Land Realty team is comprised of Chuck Anastasi, Broker-of-Record, Jason Duckworth, licensed salesperson, and Eric Carlson, licensed salesperson. Visit our website at www.arcadialandrealty.com or call us at (610) 649-5402.

Arcadia's Woodmont in Huntingdon Valley receives prestigious Montgomery Award.



Arcadia's [Woodmont](#) community in Lower Moreland Township has received a 2009 [Montgomery Award](#) from the Montgomery County Planning Commission and County Commissioners.

One of just three land developments to receive this honor this year, Woodmont was recognized for:

[Collaborative effort and creative site design.](#) The site design for Woodmont uses traditional neighborhood design principles to create a pedestrian-friendly community. Through successful collaboration of the township

and developer, innovative zoning was created to allow this project to become a reality.

We appreciate Lower Moreland Township's support of Woodmont and the contributions of our many consultants: [Boucher & James](#) (engineering), [Jonathan Alderson Landscape Architects](#) (landscape architecture), [Cheryl O'Brien](#) and [Looney Ricks Kiss](#) (town architects), [Torti Gallas](#) (land planning), and [David Horner](#) (traffic engineering).

Woodmont is down to its last 14 lots. Please see our builders, [NV Homes](#) and the [Gigliotti Group](#), for more information.

To view the entire Montgomery Award citation, click [here](#).



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