



LaTerra Development is a privately owned, Los Angeles based full service real estate development and investment company, focused on urban infill multifamily properties, targeting assets in established communities with proven long-term demand drivers. Our investment strategy is to acquire, entitle, build and hold for cash flow, appreciation and long-term capital gains tax treatment. Our mission is to create dynamic residential, multifamily, and mixed-use developments that provide positive fiscal impacts to neighborhood communities, while utilizing designs to incorporate green building practices and sustainable materials.

www.LaTerraDev.com

LaTerra at 2018 USC Gould School of Law Real Estate Law and Business Forum

4/19/18

LaTerra CEO Charles Tourtellotte and Managing Director of Acquisitions & Capital Markets Chris Tourtellotte participated on a panel at the 2018 USC Gould School of Law Real Estate Law & Business Forum at the Jonathan Club in Downtown Los Angeles.

The Tourtellotte's spoke about LaTerra's land acquisition approach of smart and managed entitlement risk, where LaTerra prefers processing entitlements on land where the intended development complies with underlying zoning, and when possible, utilizing covered land plays on sites where the existing uses provide in-place income and downside protection. Additionally, LaTerra seeks sites where the development will have low CEQA impacts and the project will provide important community benefits. This approach many times allows LaTerra to acquire properties off market in the best locations, at a lower land basis, and results in enhanced economic returns.

LaTerra presented several of its development sites in Southern California that exemplify the smart and managed entitlement risk strategy.

LaTerra has nearly 2,000 units in its Multi-Family/Mixed-Use development portfolio, representing approximately \$1.5B in completion value.



For more information regarding LaTerra investments please contact (310) 552-0065 or info@LaTerraDev.com.