



PROJECT OUTLINE

Landsea Group, a multi-billion dollar residential developer in China, reached out to Kidder Mathews for help with their entry into the U.S. market. Landsea has been very successful in China for its specialization in environmentally friendly design and technology. As China’s economic growth slowed, the company wanted come to the U.S. to diversify its business and become a local developer here.

Based on Landsea’s preference for high-income and well-educated communities, ideal commute means and top-ranking school districts, Kidder Mathews helped Landsea select a 9-acre land in Dublin. The site was slated for 181 single family homes and town homes. The seller was Mission Valley Partners and BlackRock.

The project is a subdivision of Jordan Ranch, which is an 18.9-acre of residential land. When completed, Jordan Ranch will be a community of 781 residential units of single family homes and town homes.

Since this is Landsea’s first project in the U.S., in addition to the regular underwriting and negotiation services, Kidder Mathews took special efforts to help the company navigate the local processes, such as permitting, deal structure, financing and fund transfer from China.

RESULTS

Although it was a completely new experience for Landsea to do business in the U.S., the transaction closed smoothly. Landsea acquired an ideal site in addition to gaining knowledge of the U.S. real estate market and processes. This first project was such a success that Landsea continued onto further projects in the U.S..

Services Provided

- Facility needs analysis
- Site Selection analysis
- Financial analysis
- Acquisition negotiation

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