

# BUILDER AND DEVELOPER

**B&D** WHO'S WHO IN HOME BUILDING

# WHO'S WHO IN HOMEBUILDING

*Builder and Developer's annual look at the best and brightest in the fields of residential building, land development and planning.*

## Tom Dallape

*Principle*

*The Hoffman Company*

Tom Dallape is co-owner of The Hoffman Company ([www.hoffmanland.com](http://www.hoffmanland.com)), which specializes in residential, commercial and industrial land sales throughout California. Dallape joined the company in 1992 and purchased the company with Norm Scheel in 2005. Dallape specializes in sales in the Inland Empire and has sold in excess of \$1 billion in land over almost 20 years in the business.



*"Whenever you have a downturn in the market, it allows new players to become involved at a lower land basis than previous buyers. Now that most of the larger public homebuilders are pulling back, we will begin to see the reemergence of private homebuilders, in addition to well capitalized development and investment companies, who will recapture large key projects."*

## Norm Scheel

*Principle*

*The Hoffman Company*

Norm Scheel is co-owner of The Hoffman Company ([www.hoffmanland.com](http://www.hoffmanland.com)), which specializes in residential, commercial and industrial land sales throughout California. Scheel joined Hoffman in 1989, was promoted to Vice President in 1996 and purchased the company with Tom Dallape in 2005. He personally has sold in excess of \$1 billion in land over almost 20 years in the business.



*"This year will be a pivotal one for the real estate industry, as well capitalized land developers and counter cyclical investors enter the market to purchase land at the discounted 2008 values, which already have dropped by 50% in many areas of Southern California. This will have a positive effect on the homebuilding industry, as lower land values allow new communities to meet more affordable underwriting criteria."*