

WD Land Celebrates 20 Years of Advising Clients and Delivering Results



In 1996, Les Whittlesey and Tom Doyle embarked on a mission to create a different kind of real estate advisor: a firm composed of market experts with diverse technical backgrounds who have the creativity and ability to think differently and deliver results. The result is WD Land, a highly-specialized land brokerage company focusing on property throughout California.

Now celebrating twenty years of success, WD Land has grown to be a leader in the land brokerage industry. "Our key man approach enables us to handle the most complex transactions and provide valuable counsel to investors, landowners, land developers and builders," said Tom Doyle, Founding Partner. "Our land advisors invest the time to develop a thorough understanding of each submarket so we can complete transactions more quickly and efficiently."

"Our goal has not been to be the biggest but the best," added Les Whittlesey, Founding Partner. "It's about service, credibility and knowledge. That is how you can be in this business for that long of time and thrive."

The firm is proud of the team of land advisors who work collaboratively to make sure clients get the most accurate information to make the most informed decisions.

Most importantly, the founders have invested the time to create a culture of collaboration that sets the firm apart. "I joined WD Land over 14 years ago because I wanted to focus my efforts on a defined submarket and work in an environment that encourages everyone to share information and ideas that help each other," said David Harbour, Senior Land Advisor focused on Southwest Riverside County area. "Tom and Les have cultivated an environment with a sense of teamwork that would be difficult to find anywhere else," he added.

With over \$3.8 billion sold in nearly 600 transactions combined for over 73,000 lots, the future of WD Land is bright. "We have a tremendous track record of closing complex transactions, and we continue to grow our team as we expand geographically and into new market segments," said Sal Provenza, Partner. "We

have a strong presence in both the traditional suburban markets like the Inland Empire and urban infill markets where a variety of housing projects are popular," Provenza added.

As the next chapter of WD Land begins, the firm is both proud of its collective accomplishments and eager to work with clients to build a better future.

ABOUT WD LAND

For over 20 years, WD Land has been a leading brokerage company specializing in the sale of land for builders, developers, investors and landowners. From Central California to San Diego, WD Land continues to be a major player in the residential land business. WD Land's ability to accurately match its clients' needs with outstanding market opportunities has led to billions of dollars in land sales. For more information about our company visit wdland.com and see some of our more recent [listings](#).