



# Due Diligence & Preconstruction Approach

## Phase 1

<b>Go/ No Go</b>	<b>Property</b>	<b>Entitlements</b>	<b>Financing</b>	<b>Milestone:</b> <i>Property Acquisition Strategy</i>
	<ul style="list-style-type: none"> <li>✓ Condition</li> <li>✓ Site &amp; Access</li> <li>✓ Market</li> </ul>	<ul style="list-style-type: none"> <li>✓ Uses</li> <li>✓ ROW/ Conditions</li> <li>✓ Efficiency</li> </ul>	<ul style="list-style-type: none"> <li>✓ Comps</li> <li>✓ PSA Terms</li> <li>✓ Investment Targets</li> </ul>	

## Phase 2

<b>A/B Scenarios</b>	<b>Scenarios</b>	<b>Estimates</b>	<b>Financing</b>	<b>Milestone:</b> <i>Development Strategy Selected</i>
	<ul style="list-style-type: none"> <li>✓ Product(s)</li> <li>✓ Features</li> <li>✓ Market Fit</li> </ul>	<ul style="list-style-type: none"> <li>✓ Land Dev.</li> <li>✓ Public Imp.</li> <li>✓ Site &amp; Bldg</li> </ul>	<ul style="list-style-type: none"> <li>✓ Scenarios</li> <li>✓ Structure</li> <li>✓ Referrals</li> </ul>	

## Phase 3

<b>Preferred Option</b>	<b>Planning</b>	<b>Estimates</b>	<b>Financing</b>	<b>Milestone:</b> <i>Close on Property</i>
	<ul style="list-style-type: none"> <li>✓ Survey</li> <li>✓ Site Plan</li> <li>✓ KPIs</li> </ul>	<ul style="list-style-type: none"> <li>✓ Cost Model</li> <li>✓ Analysis</li> <li>✓ VE Scoping</li> </ul>	<ul style="list-style-type: none"> <li>✓ Dev. Budget</li> <li>✓ Proforma</li> <li>✓ Schedule</li> </ul>	

## Phase 4

<b>Go-to Market</b>	<b>Entitlements</b>	<b>Pricing Docs</b>	<b>Contracting</b>	<b>Milestone:</b> <i>Entitlements &amp; Contract Documents</i>
	<ul style="list-style-type: none"> <li>✓ Applications</li> <li>✓ Schematic Design</li> <li>✓ Schedule</li> </ul>	<ul style="list-style-type: none"> <li>✓ Quantities</li> <li>✓ RFP</li> <li>✓ Bid Forms</li> </ul>	<ul style="list-style-type: none"> <li>✓ Risk Mgmt</li> <li>✓ Q/A Q/C</li> <li>✓ Cash Flow</li> </ul>	