



**TEAM NOTES**

**WEEK OF: 10/15**

**SALES:**

- Pink report in hand, Yellow report in November, White by end of the year.
- Sales trailer set to deliver in November with our new VP of Sales ready to go!
- Working on FHA and VA approval now.

PROJECT APPROVAL

Phase	FNMA	FHA	VA
1			
2			
3			
4			

SALES SUMMARY

Phase	Released	Available	Reserved	Sold	Future	Closed
1						
2						
3						
4						
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

Lot Status

Lot	Phase	Plan	Status	Buyer	Est COE	Lender	Rate Lock	Notes
1	1	1						
2	1	3						
3	1	2						
4	1	3						
5	1	1						
6	1	8						
7	1	6						
8	1	6						
9	1	8						
10	2	4						
11	2	5						
12	2	6						
13	2	8						
14	2	8						
15	2	6						
16	2	7						
17	2	5						
18	2	4						
19	3	8						
20	3	6						
21	3	7						
22	3	6						
23	3	8						
24	3	8						
25	3	6						
26	3	7						
27	3	6						
28	3	8						
29	4	4						
30	4	5						
31	4	7						
32	4	7						
33	4	6						
34	4	8						
35	4	8						
36	4	6						
37	4	7						
38	4	7						
39	4	6						
40	4	8						

## MARKETING:

- Signage
  - Coming Soon sign in production; scheduled for installation this Tuesday 10/16



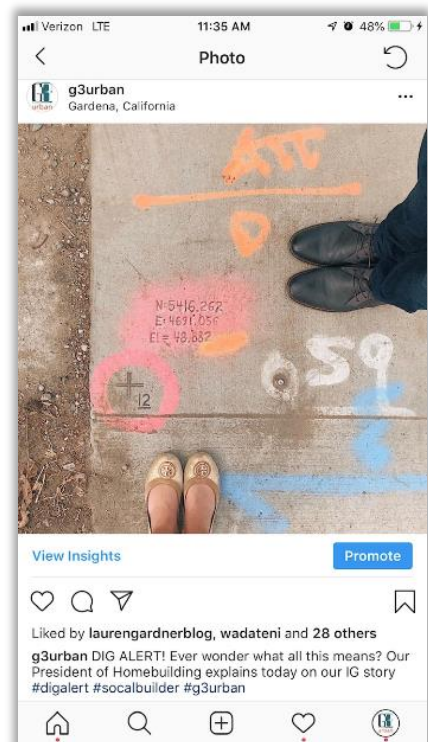
- Phase 2 of signage program for temp sales trailer is underway. Designs being finalized this week.



- Focus 360
  - Received preliminary stills of virtual tour. On schedule to receive final tour the first week of November. *Plan 6 pictured below.*



- Social Media
  - Working on cross-promoting posts from our Instagram feed to our Instagram story. Informational stories are a great opportunity to add value for our followers, and getting views in both areas help us to rank higher in the Instagram algorithm.
- Collateral
  - Beginning brochure design this week.
  - Working with the marketing team at PetersenDean Roofing and Solar to create customized solar collateral to display in the sales office.
- Interest List
  - We have 67 people subscribed to the Gardena Place interest list; 29 registrants are new as of this past week.



## **CONSTRUCTION:**

### **Site Updates:**

- **Demo:** Complete
- **Grading:** Start finishing pads 1-7 this week and cutting streets. Only building 8 will be left to OX but a mountain of around 1500 yards currently sits on it. We are working to find a place to get rid of it.
- **Sewer:** Staking 10/19 set to begin 10/22.
- **Storm:** Set to follow sewer, 3 Filterra catch basin units on order now.
- **Water:** GSW plan corrections being made, then bidding will go out to their approved Contractors.
- **Walls:** Staking 10/19 set to begin 10/22.
- **Dry Utilities:** SCE final design being pushed for approval 12/3. Contractor in place and should be able to start right after the water system install.
- **Energize Date:** 24+/- days after SCE inspector release.
- **Streets:** Contract in place, schedule to follow at a later date.
- **Site Lights:** Contract in place, schedule to follow at a later date.
- **Site Landscape:** Contract in place, schedule to follow at a later date.

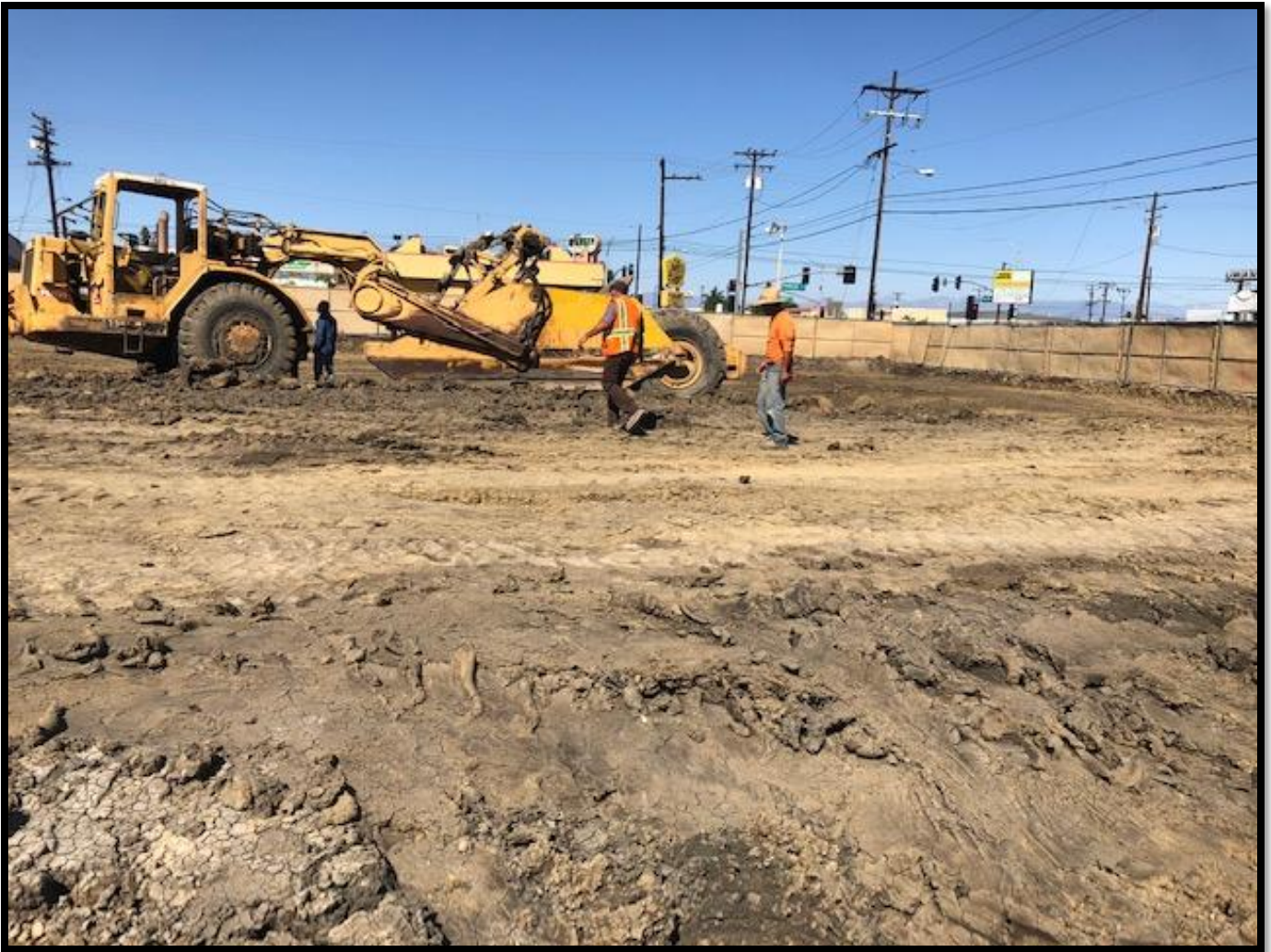
### **Building Updates:**

- There were more building corrections after the 3<sup>rd</sup> plan check from the building department. The correction/notes have been completed and will be slip sheeted Tuesday 10/16. Then we will do an over the counter review with the building official (instead of a 4<sup>th</sup> plan check). Building plans will be approved at that time, but a permit won't be released until LA County Fire is approved.
- Plans are with LA County Fire but cannot be approved or released until the GSW fee letter is issued. GSW has finally completed their fee estimate and will be sending that over now so we can pay and have the letter issued.
- Buildings 1-4 are scheduled to trench the week of 10/31. Frame to begin on buildings 1&2 right after pour (est. first of December).
- Temp meter pole being set this week.

**Contract Status:**

	Contract Sent	Contract Executed	Notes	Company
Demo	X	X		Coast Grading
Rough Grading	X	X		Coast Grading
Wet Utilities	X	X		Becker Pipeline
Perimeter Wall	X	X		DM Masonry
Dry Utilities				Becker Pipeline
Flatwork/Streets	X	X		West Coast
Finish Grading	X	X		Coast Grading
Landscaping	X			LDI
Site Lights	X	X		Horizon
Survey	X	X		C&V
Soils	X	X		Albus-Keefe
Foundation	X	X		Century West
Framing	X			Silverado
Termite	X	X		Protreat
Windows	X	X		Green World
Fire Sprinkler/Monitor	X	X		FSS
Electrical	X	X		Seisun
Plumbing	X	X		GT Plumbing
Low Voltage	X	X		Seisun
HVAC	X			Ambiance
Sheet Metal	X	X		PetersenDean
Deck Coating	X	X		WICR
Roofing/Solar	X	X		PetersenDean
Drywall	X			New Gen
Insulation	X			CM
Stucco	X			Details Inc.
Finish Carpentry	X	X		ValTrim
Stairs	X	X		HCI Railings
Paint	X			New Gen
Firestopping	X			CM Firestop
Cabinets	X			Arcadia Cabinet
Garage Doors	X			Contractor's Choice
Mirrors	X	X		Homesite
Showers	X	X		Homesite
Appliances	X	X		Samsung
Light Fixtures				PBH
Ornamental iron	X			R&R Fabrication
Cleans	X	X		Pristine
Address Signage	X			Fusion





*Bringing the last pad to grade before the finish blade begins.*





*Starting to cut streets. Will leave 2' low to accommodate spoils.*