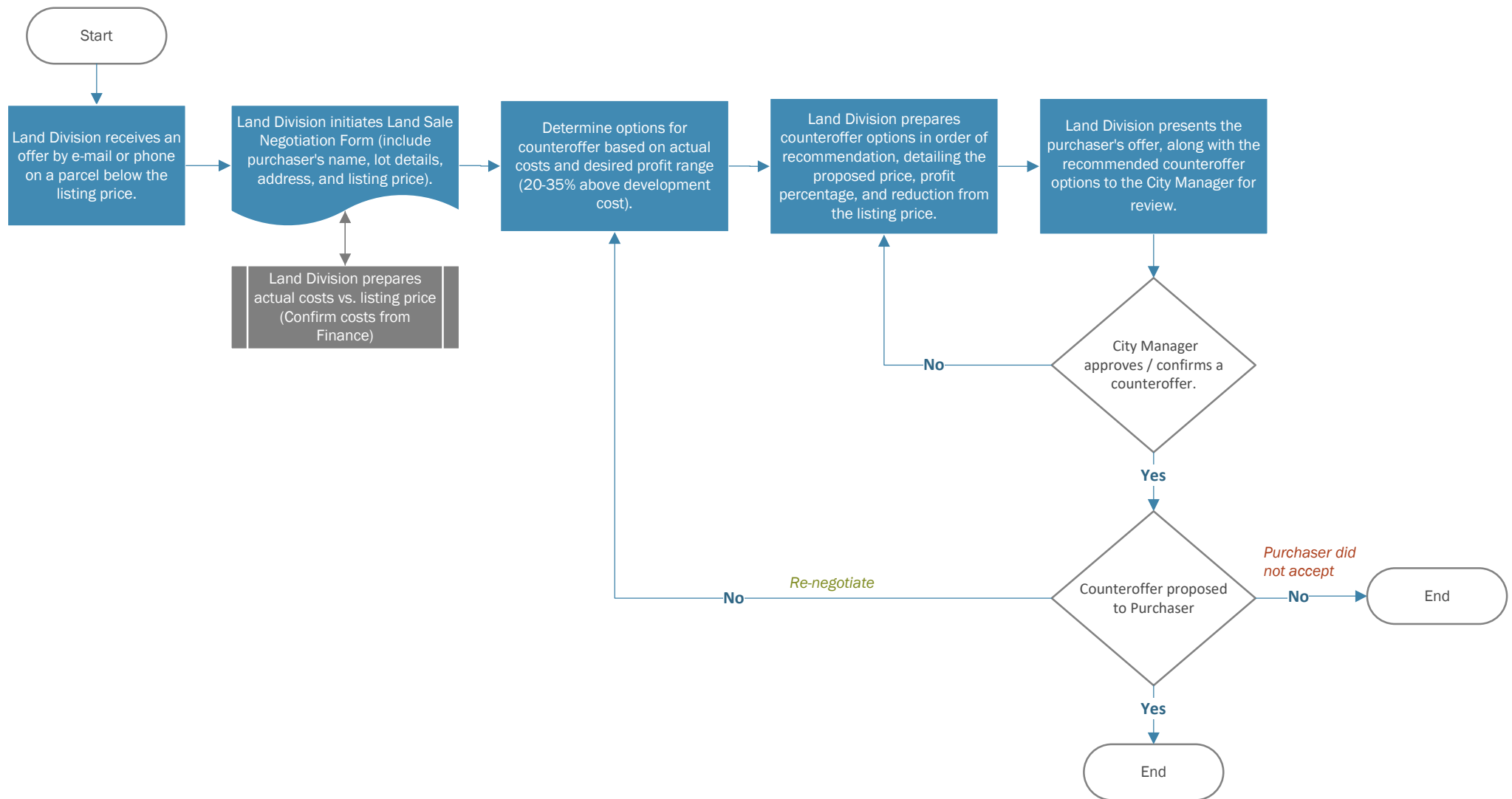


LAND SALES NEGOTIATION FLOWCHART (DRAFT)



Note: If the Purchaser does not accept the counteroffer and submits another offer, Land Division to work through options for counteroffer and must remain within 20-35 % of the development cost.