

Skylark Sales Release Procedures: April 27th, 2019

Seller: LS-Newark LLC, a Delaware limited liability company

Homes Offered: Lot #97 Plan 2RB, Lot #98 Plan 1C, Lot #99 Plan 3RB, Lot #100 Plan 2A, Lot #115 Plan 3RC, Lot #116 Plan 1A, Lot #117 Plan 2RC and Lot #118 Plan 3B

Skylark Release Location: [39514 South Darner Dr. Newark, CA 94538](#)

The sales office will be open daily from 10:00 am to 6:00 pm starting on April 27th, 2019.

How: Skylark's first sales release will be handled on a **"First Come, First Serve"** basis. On April 27th at 10:00 am customers names will be announced in the order listed on the sign in sheet (Sign in Sheet will be posted on front door of sales office) to purchase a home that has been officially released.

Sign In Sheet: Sign in sheet will be placed on the front door of the sales office. This sheet will require the customer to sign in with a name, email address, phone number and time of arrival. Date/time stamp is on an honor system basis and Landsea Homes will not be responsible or liable for the accuracy of such. **Those who sign in are required to maintain their place in line. If you leave for any reason, your current position per the sign in sheet will not be honored.**

Proxies: An interested buyer on the Sign In sheet who is unable to attend the Release may use a proxy if: (i) the proxy has a current, notarized power of attorney from the interested buyer authorizing the proxy to enter into a reservation/contract to purchase real property on the interested buyers behalf. All Release rules and procedures set forth herein apply to the proxy just as they would apply to an interested buyer.

Process – Starting at 10:00 am: The first interested buyer on the Sign In Sheet will have his/her choice of all homes being offered during the Release. The next interested buyer whose name is on the Sign in sheet will have his/her choice of all remaining homes in the Release. Names in order from the sign in sheet will continue to be read until all homes in the Release have been selected and the interested buyers whose names have been announced and selected homes, have made earnest money deposits on the homes they selected. Each buyer whose name is announced must choose a home *within ten (10) minutes* of the time his/her name is announced and make a 3% deposit on the home selected and complete/enter into a reservation with Landsea Homes. Checks should be made payable to First American Title Company. (A personal check drawn on the buyer's personal bank account. No corporate or third-party check will be accepted.)

Appointments for the execution of Landsea's Purchase Agreement and Escrow Instructions ("Purchase Agreement") for all buyers who make the required earnest money deposit will be

scheduled per the dates/times disclosed on the day of the Release. (Pre-determined by Landsea sales counselors. Purchase Agreements appointments will take place Monday - Friday). Purchase Agreement execution appointments will take place at Skylarks sales office. Once all homes in the Release have been selected using the above procedures, The Landsea sale agents will initiate a **“Priority List”** for future sales release.

Priority List: Landsea Homes will assemble a Priority List with the remaining names from the Sign in Sheet from our sales release event on April 27th. The names will be entered onto the Priority List in the same order as shown on the Sign in Sheet. The Priority List recipients will have the opportunity to purchase a home at Skylark in future sales releases.

To remain on the Priority List: All customers must be pre-qualified with Landsea Homes Preferred Lender. You are not required to obtain financing from Landsea Homes preferred lender but must be pre-qualified with Wells Fargo Mortgage within 7 days from the April 27th sales release. Skylarks sales counselors must receive the pre-qualification from Wells Fargo in order to maintain the Priority List or your name will be removed from the Priority List.

Wells Fargo Home Mortgage:

Loan Officer – Melinda Pacheco 925.785.8125 melinda.pacheco@wellsfargo.com

Other Important Information:

No contingent sales will be considered or accepted during the Priority List Release.

An Interested buyer may **Not** purchase more than one home at the Release.

Investment property ownership will **Not** be accepted at this time.

Prices, terms and availability are subject to change without prior notice.

By participating in the Release, each interested buyer acknowledges and agrees that Landsea shall be the sole decision maker for any disputes arising out of the Release process, and the decision of Landsea shall be final.

Landsea has the right to change/modify the sales process at any time.

Model homes are estimated to be completed in June of 2019.

Landsea broker Referral Program rules apply. Broker must accompany client on their first visit to the Landsea sales office. Broker must hold a valid California real estate license as of the date of registration and buyers close of escrow. Broker Referral is a fee of 2 ½ % of the Base Purchase Price (less any Seller incentives or credits paid to Buyer).