

# BEECHWOOD PA'S D&E



## 160 APPROVED LOTS

PASO ROBLES, CALIFORNIA

EXCLUSIVE OFFERING MEMORANDUM



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PA'S D&E - 160 APPROVED LOTS



EXECUTIVE  
SUMMARY

# OPPORTUNITY

WD Land is pleased to present a rare single-family homebuilding opportunity in the city of Paso Robles, one of the most desired places to live in San Luis Obispo County. Located in the planned community of Beechwood, the property consists of a 160-lot vesting tentative tract map with final engineering being completed by the Seller. It is adjacent to the Vinedo Master Planned Community to the north and is surrounded by vineyards and farmland to the east and south.

For several years, this area has seen a significant migration of people from urban areas like the Bay Area and Southern California to San Luis Obispo County in search of a serene lifestyle. The shift to working remotely and the flight from restrictive urban areas has accelerated this migration to suburban areas like Paso Robles.

As work lifestyles evolve, the increasing number of buyers who are employed, along with those looking for retirement options, will sustain positive growth momentum in Paso Robles.

Paso Robles can provide premium housing options to meet the steady demand from diverse homebuyers, including working singles, couples, families, and active adults looking to embrace retirement.

## KEY HIGHLIGHTS

- 160 Approved Lots in a Master Planned Community.
- Project to be delivered fully entitled with a vesting tentative tract map including improvement plans approved, Final Map ready-to-record, CFD approved, and HOA with CC&R's formed.
- Attractive combination of semi-rural character and close proximity to an abundance of shopping, dining, service and lifestyle amenities.
- Project is located next to existing development, exposing the project to many homebuyers.
- Paso Robles New Home Market is flourishing due to many years of lack of new product and as a pricing alternative to the city of San Luis Obispo area.



BEECHWOOD PA'S D&E - 160 APPROVED LOTS, PASO ROBLES

## OVERVIEW

The San Luis Obispo county area has seen growth in both population and jobs over the last few years. The county has outperformed the state with lower unemployment levels, high job growth and overall better economic conditions. The dynamic growth of the wine industry supports many different jobs from the agricultural community. The supporting and related industries, such as tourism, has brought millions of dollars into the local economy.

## POPULATION

The population for the city of Paso Robles is currently 31,568 (2024). By year end 2025, the growth forecast for the county is 1,750 more people annually, with an expectation of 75% of them moving into the Paso Robles area. With the average persons per household of 2.62, it equates to a need for roughly 500 housing units annually.

## EMPLOYMENT AND JOBS

The San Luis Obispo/Paso Robles MSA has experienced tremendous job growth over the last few years. Employment has grown 12% from 125,000 to 140,000 currently. The current unemployment rate is 4.1% which is lower than the long term average of 5.41%. The biggest job growth has been in business services, art/entertainment and real estate. Strong job creation and low unemployment signifies a strong local economy in the San Luis Obispo/Paso Robles area and is the leading indicator for housing demand. While a significant number of jobs are attributable to the explosion of the wine industry and tourism, new job centers are emerging. For example, Majestic Realty is developing a distribution center next to the Paso Robles Airport which is forecasted to bring 1,500 - 2,000 jobs to the city in addition of the city finalizing FFA approvals of the airport as approved Spaceport for air launched spacecraft.

## WINE AND TOURISM

The Paso Robles wine region began over 20 years ago as an alternative to the main agriculture crops of barley, almonds and walnuts. The area has grown dramatically to become a world renowned wine region with notable achievements such as being named Wine Region of the Year in 2013, Best Wine Country Town in 2016 and most recently Best Wine Region by USA today for 2023. With many world award winning wines being produced in the area, Paso Robles has grown into a superb wine region, with the ability to draw consumers from both the Bay Area to the north and the Southern California area to the south.

## HOTELS AND ATTRACTIONS

The tourism industry has over 2,000 hotel rooms in the pipeline. From high end boutique hotels to more affordable mainstream accommodations, there are 14 projects either under construction or planned for the community.

The Mid State Fair has been a staple for the community for many years, bringing quality acts in for the community and being one if not the best mid-size fair in the state. Additionally, Vina Robles has an ampitheater where it is attracting name brand acts to perform for the community and has been very successful.



# OFFERING GUIDELINES

**OFFER DUE DATE** Submit offer.

**OFFER PREPARATION** Due diligence information is available to a Buyer by clicking the Dropbox link. Seller is seeking a Buyer who has a strong understanding of the property and market with the ability to complete due diligence in a reasonable time frame.

**PRICE** Submit offer on a “Finished Lot” basis per the attached definition. Seller will provide a cost estimate for improvements and fees. This will provide the basis for the “as-is” purchase/sale price in the Purchase and Sale Agreement.

**TERMS** All cash at the close of escrow.

**FEASIBILITY PERIOD** Buyer will have 45 days from LOI to complete a feasibility study of the property. A draft of the PSA will be provided by Seller within 10 days of Buyer selection and mutual agreement of LOI terms.

**DEPOSITS** Buyer to open escrow with a refundable deposit of \$100,000. Upon approval of the feasibility period, the deposit shall be increased to 3% of the purchase price, which shall become non-refundable, released to Seller with memorandum of agreement recorded against the property. The deposit shall be applicable to the purchase price.

**CLOSE OF ESCROW** Close of escrow will be within 10 days after improvement plans are deemed complete, maps ready to record, and Resolution of Intent has been approved for the CFD being processed by Seller.

**CONDITION OF PROPERTY AT CLOSE OF ESCROW** Seller to deliver property in an “as-is” condition. Information provided is intended to assist a Buyer in evaluating the property, but Buyer should not rely on anything other than its own due diligence.

**SELLER** Submit an offer to WD Land as the representative of the ownership. A roster of Sellers will be included in the Purchase and Sale Agreement (PSA).

**BROKERAGE DISCLOSURE** WD Land may act as Seller’s agent for more than one prospective Buyer on this property. Any prospective Buyer requesting WD Land to submit an offer on its behalf acknowledges the foregoing disclosures and agrees to the described agency relationships as with other prospective Buyers. Pursuant to S.B. 1171, all offers on real estate in the State of California are required to be accompanied by an executed version of the Brokerage Disclosure Forms. Please fill out the forms and return them with your offer.

**CLICK LINK TO ACCESS DUE DILIGENCE**

[\*\*Beechwood - PA'S D&E\*\*](#)



# FINISHED LOT DEFINITION

The definition of a “finished lot” shall include costs to “blue top pad condition” and thereafter to improve the streets and underground infrastructure within the streets and right of ways including development fees, but excluding building permit fees and on-lot preparation or house connections for ultimate home construction. Provided below is a list of items to be included and excluded in the definition of a “finished lot.”

## THE FOLLOWING ITEMS ARE INCLUDED IN THE “FINISHED LOT” COST:

### Professional Services- (to be completed by Seller)

- Final civil engineering preparation of final map.
- Survey Control for the construction of grading, underground, and street improvements.
- Final monumentation including survey monuments, property corners, street center line, and swing ties.
- Consulting associated with the formation of any contemplated community facilities district (“CFD”).
- Soils Engineering for field controls during utility back-fill compaction, and final reports, but excluding lot utility services and foundation tests.

### Fees and Assessments

- Bonding of contractor improvements. Bonding according to the governing jurisdictions requirements.
- All necessary inspection fees for sewer, water, streets, and landscape improvements as required by the conditions of approval to be paid prior to final map recordation.
- Estimated development impact fees and connection fees based on fees in place at time of contract, including school fees, to be paid prior to issuance of building permit.

### Sewer System

- Installation of public sanitary sewer collection system per the approved plans, including service laterals installed to each residential lots’ property line.
- Such that Buyer shall be able to commence construction of its contemplated residence / product on any lot within the applicable “Phase of Property” immediately after the close of escrow.

### Water System

- Installation of an operational public water distribution system in accordance with the approved plans, including service laterals. House connections are not included. Reclaimed water meters and boxes installed and adjusted (if any).

### Street Improvements

- Installation of required interior streets, striping, curbs and gutters, sidewalks, drive approaches, handicapped ramps, street signs, and street lighting, as required on the approved plans.
- Bond execution limited to 2% of asphalt cuts and 10% of concrete improvement costs.

### Utilities

- Installation of and payment of fees/costs associated with utility lines, mains, stub-ins, and facilities adequate to service the lots; electrical conduit (or direct bury) and trenches for installation of natural gas, telephone, and cable television transmission. House connections are not included.
- Refundable deposits shall be credited (deducted from) the finished lot cost.

### Landscaping and Fences

- Installation of slope landscaping over 5’ within the lots; HOA maintained slope areas and private lot slopes as shown on the approved landscape plans or from applicable governmental agencies.
- Installation of entry monumentation and in tract parkway landscaping.
- Installation of view fence, privacy, and exterior side yard walls as required by approved plans and specification in conformance with the requirements of all applicable governmental agencies.

### Community Facilities District- (to be completed by Seller)

- Anticipated proceeds from any Community Facilities District (“CFD”) shall be credited (deducted) from the finished lot cost.

## THE FOLLOWING “ON LOT” COST ITEMS ARE NOT INCLUDED IN “FINISHED LOT” COSTS:

- Design and construction of landscaping of house front, side and rear for individual houses.
- Driveway extensions from the right of way to the house.
- Interior fences, walls, view fence, and gates, as well as individual lot fencing and side yard gates.
- Utility service from the right of way distribution to the house.
- Water Connections from the meter to the house.
- Any flatwork/walkways from driveway and/or street to house.
- Retaining walls added by the builder for the benefit of house lot fit beyond minimum standard lot width or depth.
- Preparation of plot plans or precise grading plans.
- Precise grading.
- Fine Grade certification.
- Soil testing, observations, and reporting for house footings and/or foundations.
- Staking of 80s and 20s.
- Lot spins, re-compaction, or pre-saturation.
- Soil or lot recertification.
- Spoil dirt and rough and finish pulls.

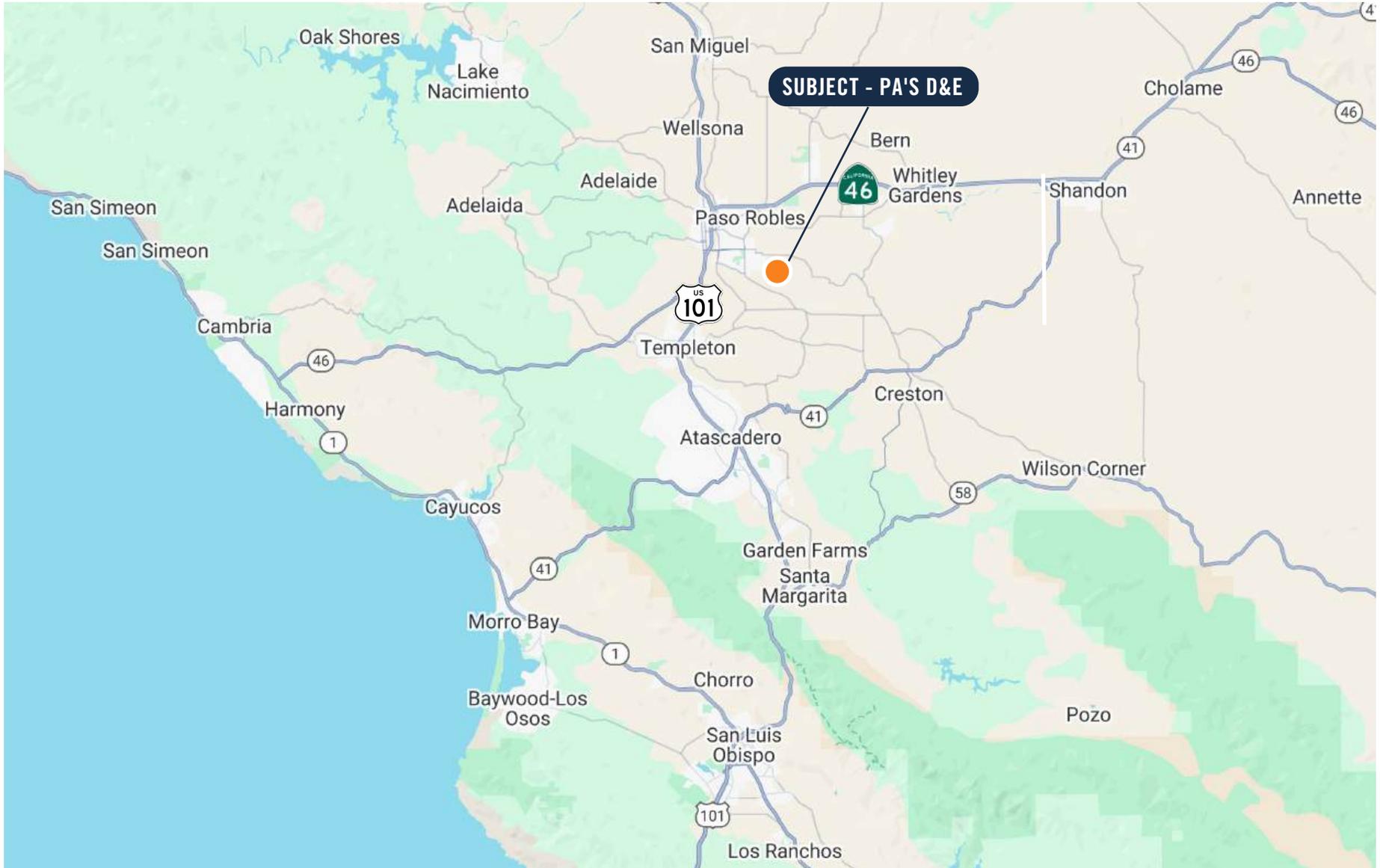
## THE FOLLOWING ADDITIONAL ITEMS ARE ALSO NOT INCLUDED IN “FINISHED LOT” COSTS:

- Building plan check, building permit fees, and inspection fees for the construction of the house are not included.
- Architecture, structural engineer, and other costs related to the house are not included.
- Erosion control maintenance beyond one (1) year.
- Street cleaning or drag streets.
- Any landscaping added at the discretion of the builder.
- Temporary fencing, utilities and power.
- Model home complex conversion costs.
- Construction of temporary sales trailers.
- Third party inspections, including construction defect, HERS Ratings and Title 24.
- Homeowners’ Association (HOA) & Department of Real Estate (DRE) costs.
- Security for models.
- Property taxes and assessments.
- Weed abatement or property maintenance costs.
- House backflow or dual waste systems.
- Mailboxes.

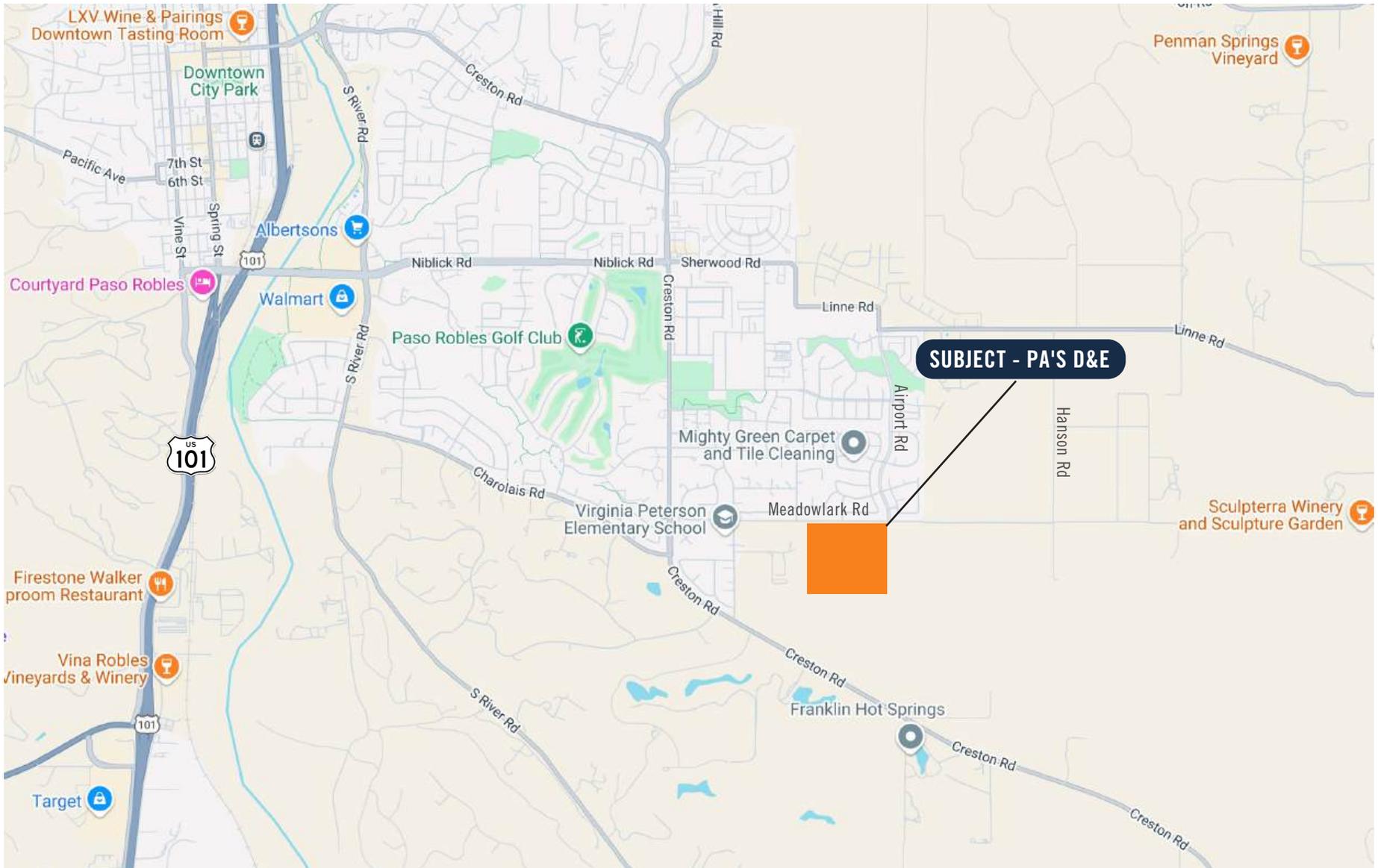
An aerial photograph of a vineyard on a hillside. The rows of grapevines are neatly planted and follow the contours of the land. The background shows more hills and a line of trees under a clear sky. The word "LOCATION" is written in large, white, sans-serif capital letters across the center of the image.

# LOCATION

# REGIONAL MAP

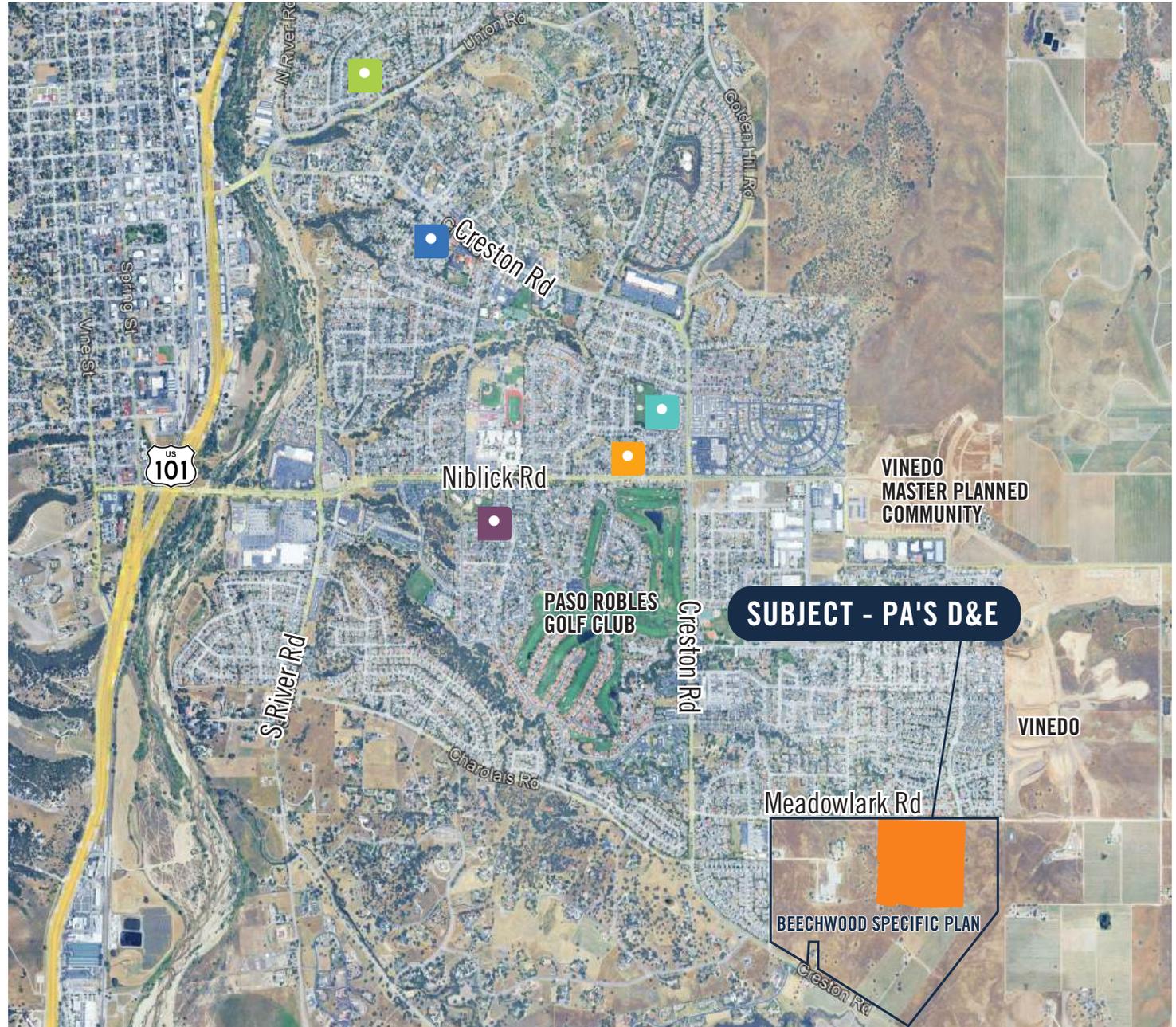


# LOCAL MAP



# PRIVATE/ CHARTER SCHOOLS

- Saint Rose Catholic  
 Private PK-8  
 Great Schools: unrated  
 820 Creston Rd  
 Paso Robles, CA 93446
  
- Winifred Pifer  
 Private K-5  
 Great Schools: unrated  
 1350 Creston Rd  
 Paso Robles, CA 93446
  
- Almond Acres  
 Charter Academy  
 Private K-8  
 Great Schools: unrated  
 1145 Niblick Rd  
 Paso Robles, CA 93446
  
- Beit Sefer Aeim Aevri  
 Private 1-12  
 Great Schools: unrated  
 15750 Natoma Pass Rd  
 Paso Robles, CA 93446
  
- Solid Rock Christian  
 Academy  
 Private K-10  
 Great Schools: unrated  
 903 Evert Court  
 Paso Robles, CA 93446



# PUBLIC SCHOOLS

- Virginia Peterson Elementary | K-5  
Great Schools: 4  
2501 Beechwood Dr  
Paso Robles, CA 93446
- Daniel Lewis Middle | 6-8  
Great Schools: 6  
900 Creston Rd  
Paso Robles, CA 93446
- Paso Robles High | 9-12  
Great Schools: 7  
801 Niblick Rd  
Paso Robles, CA 93446



# AREA ATTRACTIONS

- San Luis Obispo - 24 miles
- Morro Bay - 20 miles
- Cambria - 22 miles
- Pismo Beach - 42 miles
- Oceano - 53 miles
- Monterey - 95 miles
- Santa Barbara - 101 miles
- Paso Robles Airport - 5 miles
- SLO Regional Airport - 25 miles





# DEVELOPMENT SUMMARY

# DEVELOPMENT OVERVIEW

## LOCATION/ ACCESS

The property is situated at the southwest corner of Airport Road and Meadowlark Road, adjacent to the Vinedo Master Planned Community, which is presently under development in the city of Paso Robles.

## PROJECT SIZE

160 approved lots on ± 40 acres

## APN(S)

009-863-018, 051, 052 and 057

## MUNICIPALITY

City of Paso Robles

## NUMBER OF LOTS

160 Lots for Single Family Residential

## LOT SIZES

Minimum 4,000 sq ft lots. Minimum lot width is 40 feet. Average lot size is 5,706 sq ft.

## TOPOGRAPHY

Slightly rolling with some lots having territorial views.

## CFD/ HOA

The Seller is forming the CFD with ROI approval anticipated in April 2026 and ROF approval in May 2026. CFD maximum combined tax rate shall be 1.8%. HOA and CC&Rs have been submitted to the DRE for approval and HOA budgets are being finalized by Seller.

## ENTITLEMENT SUMMARY

The property is fully approved with a Vesting Tentative Tract Map No. 3198 for 160 lots under the Beechwood Specific Plan with an approved Development Agreement. Seller is processing improvement plans. Project is expected to have map ready to record in the 2nd Qtr. of 2026. The site will be delivered with improvement plans deemed complete. Project is conditioned for 20 workforce housing units and 10 ADU's. Sales pricing for the workforce housing units is:  
3 BD - \$659,000  
4 BD - \$713,000

## IMPROVEMENTS

The site is currently undeveloped and is being ranched. Property has offsite access to water, sewer, storm drain and dry utilities in Meadowlark and Airport Roads.

## ESTIMATED COST TO COMPLETE

Complete site improvement and fee estimate is in the due diligence folder.

|                         |                |
|-------------------------|----------------|
| Private Improvements    | \$92,309       |
| Public Improvements     | \$34,549       |
| Development Impact Fees | \$60,736       |
| CFD Reimbursements      | (\$55,986)     |
| Total                   | \$131,608/ lot |

## UTILITIES

|                |                             |
|----------------|-----------------------------|
| Sewer / Water: | City of Paso Robles         |
| Electricity:   | Pacific Gas & Electric      |
| Gas:           | Southern California Gas Co. |
| Cable:         | Charter Communications      |
| Telephone:     | AT&T                        |



# SITE PLAN



# BEECHWOOD MASTER DEVELOPMENT



CITY OF PASO ROBLES, CA



### INDEX OF SHEETS

| SHEET NO. | TITLE                                      |
|-----------|--|
| 1         | TITLE SHEET                                |
| 2         | ILLUSTRATIVE PLAN (SUBAREAS D & E)         |
| 3         | ADU ALTERNATIVES                           |
| 4         | LOT DEVELOPMENT STANDARDS                  |
| 5         | STREETS, MULTI-USE PATHWAYS PLAN           |
| 6         | STREETSCAPE PLAN                           |
| 7         | OPEN SPACE, C&K TREE PRESERVATION          |
| 8         | DETENTION BASINS - PLANTING & FENCING PLAN |
| 9         | WATER QUALITY TYPICAL BASIN SLOPE DESIGN   |
| 10        | FENCE, WALL AND MONUMENTATION PLAN         |
| 11        | PLANT PALETTE FRONT YARDS                  |
| 12        | STREET TREES AND OPEN SPACE TREES          |

### GENERAL PLAN & ZONING

EXISTING GENERAL PLAN: BEECHWOOD SPECIFIC PLAN  
 EXISTING LAND USES:  
 • SINGLE FAMILY RESIDENTIAL-7  
 • OPEN SPACE - CONSERVATION  
 EXISTING ZONING (BEECHWOOD SPECIFIC PLAN):  
 • RESIDENTIAL LOW B-RL  
 • OPEN SPACE CONSERVATION B-OCC  
 PROPOSED GENERAL PLAN: NO CHANGES PROPOSED  
 PROPOSED ZONING: NO CHANGES PROPOSED

### SITE AREA

GROSS ACREAGE = 39.33 ACRES  
 NET ACREAGE = 35.71 ACRES

### ASSESSOR'S PARCEL NUMBERS

009-963-014, 017, 018, 021, 038, 043, 044

### NOTES

THE BEECHWOOD SPECIFIC PLAN SHALL BE THE GUIDING DOCUMENT FOR THE DESIGN STANDARDS AND DEVELOPMENT OF THE PROJECT. THE CITY'S COMMUNITY DEVELOPMENT DIRECTOR OR CITY ENGINEER SHALL DETERMINE CONSISTENCY BETWEEN THE SPECIFIC PLAN, VESTING TENTATIVE TRACT MAPS, DEVELOPMENT PLAN, AND CONSTRUCTION DOCUMENTS.

BSP Subarea Designation. See tables, this sheet, for site plan requirements and land use consistency

### LAND USE SUMMARY AND CONSISTENCY TABLE

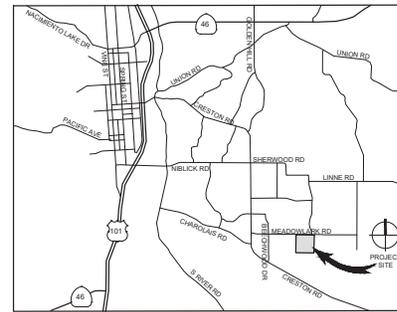
| SUBAREAS     | BSP        |              |                   |                    | VTM 3188           |                               |
|--------------|------------|--------------|-------------------|--------------------|--------------------|-------------------------------|
|              | MAX DU/    | AREA (ACRES) | DENSITY (DU/ACRE) | PROPOSED No. of DU | Area (Gross Acres) | CONVERSION TO BSP (VIS 01.00) |
| D            | 88         | 39.95        | ~4.4              | 72                 | 39.43              | ~                             |
| E            | 88         | 15.95        | ~4.4              | 65                 | 9.0                | ~                             |
| <b>TOTAL</b> | <b>176</b> | <b>55.9</b>  |                   | <b>137</b>         | <b>48.43</b>       |                               |

Note:  
 1. BSP - Beechwood Specific Plan  
 2. DU - DENSITY UNIT  
 3. Sites shown per the gSP

### MASTER DEVELOPMENT PLAN REQUIREMENTS

| BSP SUBAREAS | NET ACREAGE | BSP LOT SIZE (MIN/MAX) |              | VTM 3188 & MDP PROPOSED LOT SIZE (MIN/MAX) |              | BSP DENSITY (MIN/MAX) | BSP LOT COVERAGE                 | PERMITTED BUILDING TYPE                          |
|--------------|-------------|------------------------|--------------|--|--------------|-----------------------|----------------------------------|--|
|              |             | MIN                    | MAX          | MIN  | MAX          |                       |                                  |  |
| D            | 38.97       | 2,700 sq ft            | 12,000 sq ft | 4,000 sq ft                                | 10,000 sq ft | 0.75 DU/acre          | 50% (60% on lots ≤ 5,000 sq ft.) | Single family dwelling, Accessory Dwelling Units |
| E            | 16.74       | 2,700 sq ft            | 12,000 sq ft | 3,000 sq ft                                | 11,426 sq ft | 0.75 DU/acre          | 50% (60% on lots ≤ 5,000 sq ft.) | Single family dwelling, Accessory Dwelling Units |

Note:  
 1. REFER TO SHEET 4 FOR BUILDING FORM, SETBACKS, PARKING AND OPEN SPACE REQUIREMENTS



VICINITY MAP  
 NO SCALE



SITE MAP  
 1" = 200'

GRAPHIC SCALE: 1"=200'

### OWNERS/APPLICANTS

THOMAS H. ERSKINE TRUSTEE, KARL F & CINDY D WITSTROM, CO-TRUSTEES OF THE WITSTROM LIVING TRUST, JOHN EWING CLAUD & BEVERLY LORRAINE CLAUD, PENSCO TRUST COMPANY, F&K, JONATHAN P. CAGLIERO & SAMANTHA M. CAGLIERO TRUSTEES OF THE JON AND SAMANTHA FAMILY TRUST, PHILIP AND TRACY CAGLIERO, TRUSTEES OF THE CAGLIERO FAMILY TRUST, AND DENA CAGLIERO, TRUSTEE OF THE DENA CAGLIERO TRUST, ALL AS TO UNDIVIDED INTERESTS  
 31 WELLSONA ROAD  
 PASO ROBLES, CA 93446  
 PHONE: (805) 459-4903  
 CONTACT: THOMAS H. ERSKINE

### OWNERS/APPLICANTS

THOMAS H. ERSKINE, TRUSTEE OF THE THOMAS H. ERSKINE SEPARATE PROPERTY TRUST LOT 12-19-02  
 P.O. BOX 510  
 PASO ROBLES, CA 93446  
 PHONE: (805) 441-5610  
 CONTACT: THOMAS H. ERSKINE

### CIVIL ENGINEER/PLANNER

RICK ENGINEERING COMPANY  
 1100 MARSH STREET, SUITE 150  
 SAN LUIS OBISPO, CA 93401  
 PHONE: (805) 544-0707  
 CONTACT: JEREMY FREUND

### SITE UTILITIES

WATER SUPPLY: CITY OF PASO ROBLES  
 SEWAGE DISPOSAL: CITY OF PASO ROBLES  
 GAS: SOUTHERN CALIFORNIA GAS CO.  
 ELECTRICITY: PACIFIC GAS & ELECTRIC  
 TELEPHONE: AT&T  
 CABLE TV: CHARTER COMMUNICATIONS

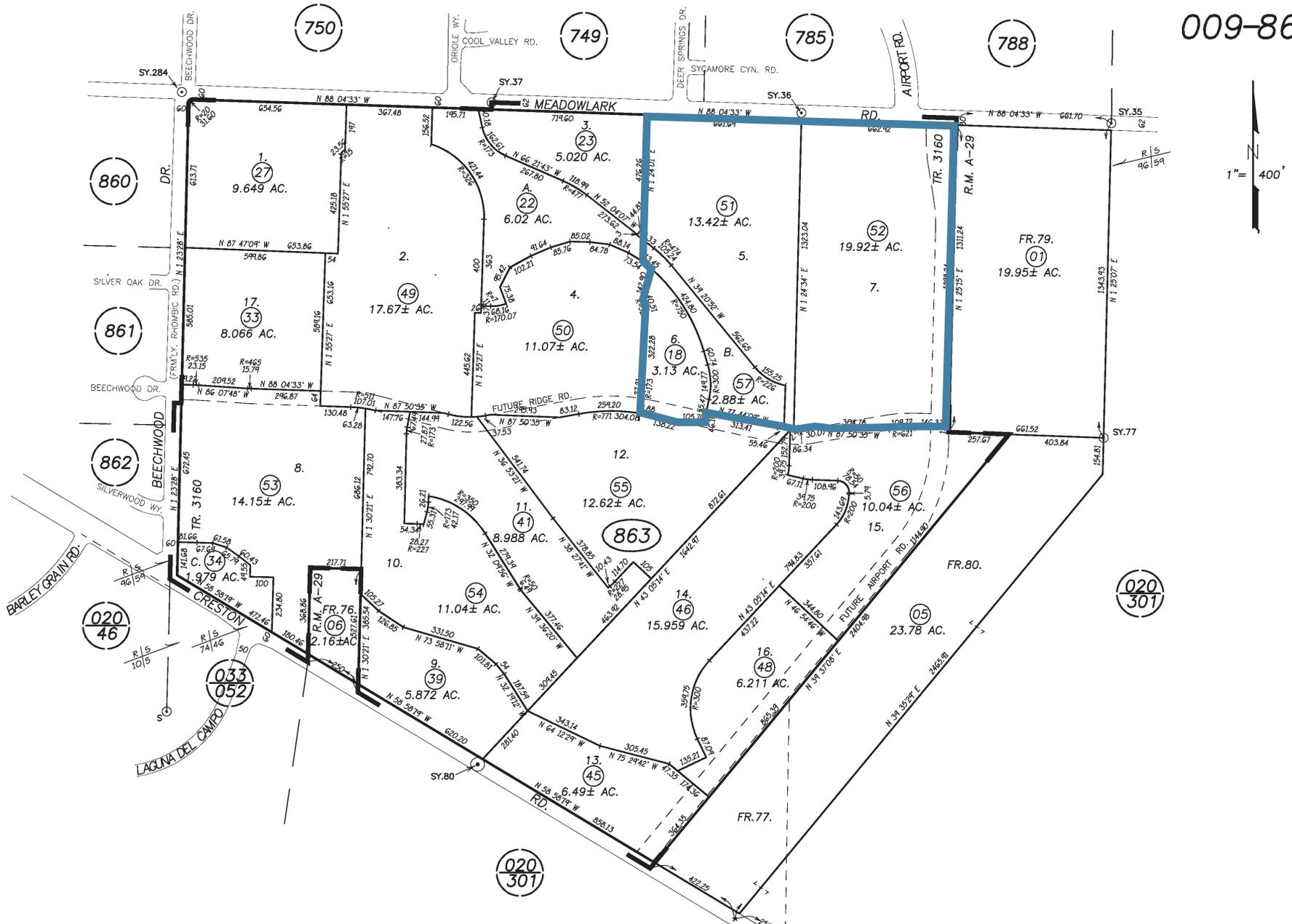
### LEGAL DESCRIPTION

LOTS 13-16 OF FINAL MAP 3188 IN THE CITY OF PASO ROBLES, COUNTY OF SAN LUIS OBISPO, STATE OF CALIFORNIA ACCORDING TO THE MAP RECORDED 11/15/2021, BOOK 41, PAGES 29 THROUGH 41 OF MAPS.

|   |  |
|---|--|
| BEECHWOOD MASTER DEVELOPMENT PLAN PHASE 1B (SUBAREAS D AND E) |  |
| <b>TITLE SHEET</b>  |  |
| CITY OF PASO ROBLES, CA                                       |  |
| JOB NO: 17671 D/E   | SCALE: AS SHOWN DATE: 05/16/23 SHEET NO. 1 OF 12 |

# PARCEL MAP

009-863

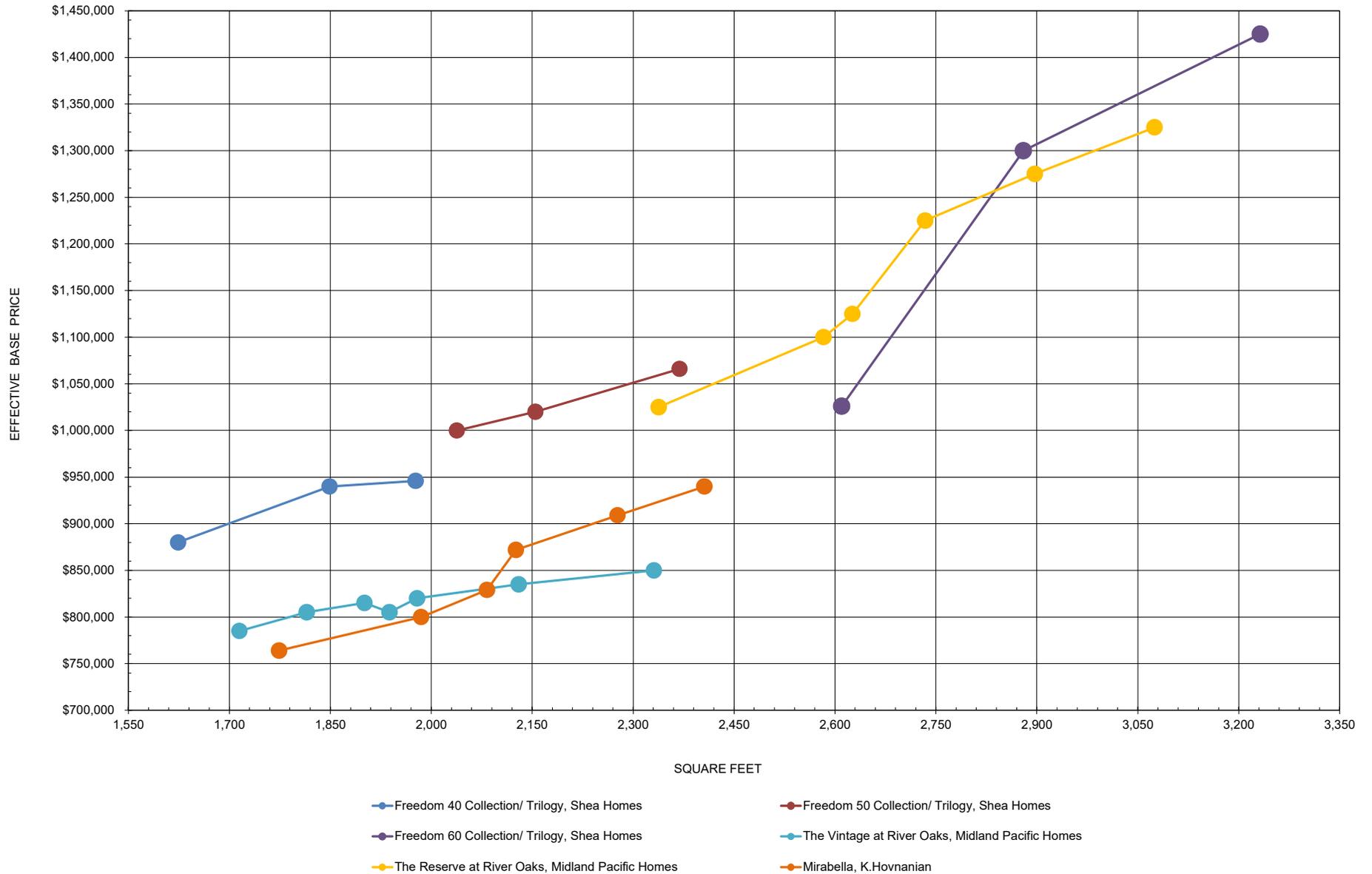




# MARKET INFORMATION

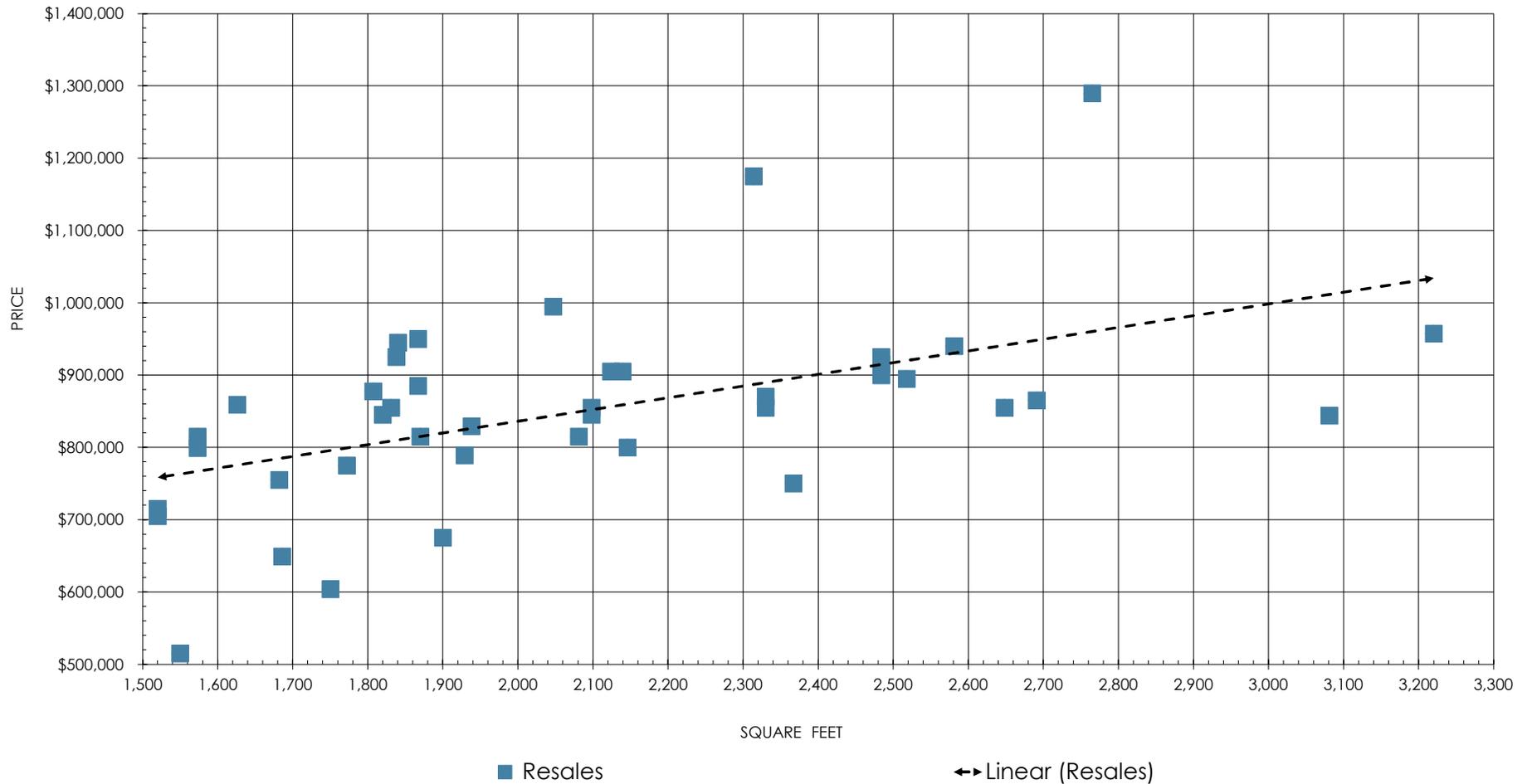
# FOR-SALE PRICING GRAPH

## PASO ROBLES - NEW HOME COMMUNITIES



# RESALES PRICING GRAPH

PASO ROBLES RESALES (1 YR.) - HOMES 1,500- 3,500 SF, LOTS 4,000- 10,000 SF, BUILT 2000+





# DISCLOSURES

# QUALIFICATIONS + DISCLAIMER



## GENERAL DISCLOSURE

This sales information package and contents hereof, is provided for informational purposes only. Nothing contained herein is deemed to constitute an offer of sale or to impose upon Seller, or any of their affiliates, any obligation to negotiate the sale of any parcel or property, and all offers to purchase this property must be accepted by the Seller in writing. No representation or warranty, expressed or implied, is made regarding the information set forth herein, the factual accuracy or completeness of any such information or other materials contained herein. Seller reserves the right to make changes from time to time to any of the information contained or referred to herein, to change the price and/or terms and may withdraw the property from the market all without any obligations to notify the recipients of this sales information package.

Any party which may enter into any written agreement to purchase the subject property shall make its own independent investigation regarding all aspects of the subject property and the development contemplated thereon without complete reliance upon the materials contained herein. Nothing contained herein is intended in any way to limit or mitigate the need for any independent investigation, which a prudent buyer would be required to undertake in order to determine all facts which could have any effect upon the acquisition or development of the subject property. Any prospective buyers ("Buyer") are strongly advised to investigate the condition and suitability of all aspects of the property and all matters affecting the value or desirability of the property, including but not limited to the following items: size, lines, access and boundaries; zoning and land use; any conditions of approval, cost and fees to develop the site; utilities and services; environmental hazards; geological conditions; natural hazard zone; property damage; neighborhood, area and property conditions; common interest subdivisions and owner associations; and, speciality tax. If Buyer does not exercise these rights, Buyer is acting against the advice of WD Land. Buyer understands that although conditions are often difficult to locate and discover, all real property contains conditions that are not readily apparent and that may affect the value or desirability of the property. Buyer and Seller are aware that WD Land does not guarantee, and in no way will assume responsibility for, the condition of the property. WD Land has not and will not verify any of items listed above, unless otherwise agreed to in writing.

This sales information package is subject to changes or withdrawals without notice and does not constitute a recommendation, endorsement or advice as to the value of the subject property by WD Land or the Seller.

This sales information package is the absolute property of WD Land and may only be used by parties approved by WD Land. No portion of this sales information package may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of WD Land and Seller.

## DISCLOSURE AND CONSENT FOR REPRESENTATION OF MORE THAN ONE BUYER OR SELLER (EXCERPT FROM C.A.R. FORM DA)

C.A.R. Form DA, 11/06 A real estate broker, whether a corporate, partnership or sole proprietorship, ("Broker") may represent more than one buyer or seller provided the Broker has made a disclosure and the principals have given their consent. This multiple representation can occur through an individual licensed as a broker or through different associate licensees acting for the Broker. The associate licensees may be working out of the same or different office locations. Broker (individually or through its associate licensees) may be working with many prospective buyers at the same time. These prospective buyers may have an interest in, and make offers of, the same properties. Some of these properties may be listed with Broker and some may not. Broker will not limit or restrict any particular buyer from making an offer on any particular property whether or not Broker represents other buyers interested in the same property.

Buyer and Seller understand that Broker may represent more than one buyer or seller and even both buyer and seller on the same transaction.

If Seller is represented by Broker, Seller acknowledges that Broker may represent prospective buyers of Seller's property and consents to Broker acting as dual agent for both Seller and Buyer in that transaction.

If Buyer is represented by Broker, Buyer acknowledges that Broker may represent sellers of property that Buyer is interested in acquiring and consents to Broker acting as a dual agent for both Buyer and Seller with regard to that property.

In the event of dual agency, Seller and Buyer agree that: (a) Broker, without prior written consent of the Buyer, will not disclose to Seller that the Buyer is willing to pay a price greater than the offer price; (b) Broker, without prior written consent of the Seller, will not disclose to the Buyer that Seller is willing to sell property at a price less than the listing price; and (c) other than as set forth in (a) and (b) above, a Dual Agent is obligated to disclose known facts materially affecting the value or desirability of the property to both parties.

**NON CONFIDENTIALITY OF OFFERS:** Buyer is advised that Seller or Listing Agent may disclose the existence, terms, or conditions of Buyer's offer unless all parties and their agent have signed a written confidentiality agreement. Whether any such information is actually disclosed depends on factors, such as current market conditions, the prevailing practice in the real estate community, the Listing Agent's marketing strategy and the instructions of the Seller.

Seller and/or Buyer acknowledges reading and understanding this Disclosure and Consent for Representation of More than One Buyer or Seller and agree to the dual agency possibility disclosed.



## CONTACT US FOR MORE INFORMATION

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