

## **Exhibit A - Definition of a Finished Lot**

### **Finished Lot:**

Delivery of a finished lot shall include processing and completion of all of the items listed below and includes payment of all finished lot costs. Finished lot costs shall include all consultant costs, brokerage fees, closing costs, processing fees, impact fees, inspection fees, bonding costs, construction costs, acquisition costs and direct overhead associated with delivery of finished lot.

### **Finished Lots Include:**

- Land.
- All land use entitlements.
- All resource agency permits and mitigation measures.
- All required site investigations and studies including, but not limited to geotechnical, traffic, sewer, water, drainage, environmental, air quality, sound (excluding interior studies), archeological, paleontological, biological, etc.
- Preparation, processing, approval and permitting of all on and off tract: rough grading plans; erosion control plans and SWPPP's; storm drain plans; sewer & water plans; street improvement plans (including signing, striping and street lights); dry utility relocation and installation plans; signal plans; perimeter wall plans; slope landscaping and streetscape plans; park plans; entry monument plans; and other improvement plans as required to complete the conditions of development.
- Construction of all improvements as indicated on approved plans including: rough grading; erosion control measures including protection of interior slopes over 4'; sewer improvements including sewer lift station; water improvements; storm drain facilities; dry utilities; dry utility relocations including high pressure gas mains, electrical/telephone facilities; street improvements; retaining walls as shown on the grading plan only; perimeter walls; streetscape; exterior slope landscaping; HOA open space landscaping; all parks and recreational facilities; fuel modification; entry monuments;
- Compliance with NPDES and RWQCB requirements for control of storm run-off.
- Obtaining permission-to-grade letters, license agreements, encroachment permits, and easements from affected utilities/property owners.
- Acquisition of required offsite right-of-way and easements.
- Formation and Management of any special districts (CFD, LMD, AD, etc.) contemplated on the project. Annexation into existing special districts.
- All Costs for consultants retained for completion of all aforementioned work including Civil Engineers, Land Surveyors, Geotechnical Engineers & Geologists, Environmental Consultants, Dry Utility Consultants, Landscape Architects, Archeologists, Paleontologists, Biologists, Planning Consultants, Political Consultants, Structural Engineers, Traffic Engineers, Corrosion Engineers,

Electrical Engineers, Appraisers, Attorneys, Special District Financing Consultants, Etc.

- All Impact Fees including School, Sewer, Water, Drainage, Transportation, Signal, Park, Fire, Affordable Housing, other Development Impact Fees and other Public Facilities Fees.
- All field consultant services including Construction staking (excluding house staking), geotechnical observation (excluding foundation observation), biological observation, archeological observation, paleontological observation or other consultants as required for all aforementioned construction work.
- Maintenance costs for all future HOA facilities until turned over to the HOA including, but not limited to, streets, slopes, streetscapes, open space lots, parks, parking facilities, recreation facilities, walls, entry monuments.

Specifically excludes:

- Fees for building permits or certificates of occupancy.
- Consultant costs associated with house construction (Precise grade preparation, interior landscape and fencing plans, site plans, house staking and precise grade certs, foundation inspections, etc.)
- Precise grading and/or Lot Pulls
- Assessment associated with community facilities districts (CFD), landscape maintenance district (LMD) or other assessment districts.
- Water, Sewer & Utility Services from the property line to the house.
- Design Review processing and/or Minor Plot plans.
- Front and rear yard landscaping and yard fencing.
- Developer Overhead & Taxes