



DIABLO GRANDE COMMUNITY

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DAVID NEAULT, CCIM

Managing Director
DRE# 00961621

Mr. Neault was born and raised in Montclair, California. He is married to Sharon Neault, and they have a son, William, and two daughters, Brenna and Dana.

KW Commercial handles the sales, leasing, and acquisition of commercial real estate, This includes industrial, office, retail, investment, apartment, and land transactions. He is a Managing Director and has extensive experience in working with owners, tenants, and investors in fulfilling their commercial real estate needs. In the past 34 years, he has successfully represented buyers and sellers, landlords and tenants, and investors in the acquisition and disposition of millions of square feet of commercial real estate.

David received his Certified Commercial Investment Member (CCIM) Designation from the American Realtors Association in 2004.



ALAN DESZCZ

Director
DRE# 01196130

Alan has over 30 years of experience in the Commercial Real Estate industry, with a strong focus on Industrial and Commercial Investments and Leasing. He started his career in Commercial Real Estate at a small firm in Ontario, CA, where he specialized in leasing multi-tenant industrial properties. Later, he joined Sperry Van Ness as a Senior Advisor in 2000, where he focused on Investment sales and leasing of multi-tenant properties in Southern California. In 2012, Alan was offered a position with NAI Capital as a Senior Vice President with the Investment Services Group. He continued to pursue multi-tenant Industrial and Commercial Investments in Southern California and the Western States in his role as the SVP/Director at Remax Commercial. Currently, he is a Director at KW Commercial in Rancho Cucamonga, where he remains focused on pursuing Industrial/Commercial properties and Industrial land for development.

WHY KW?



WHY

Hire KW Commercial for Land Acquisition and Land Disposition:

- **More than 2,000 brokers in over 800 offices**, including tier 2 and 3 cities in 49 states
- State-of-the-art transaction process
- Higher net monies to field agents
- No conflicts of interest
- Secure online service portal
- Largest network of residential brokers
- Over \$15 billion in transaction volume in 2022

I specialize in land brokerage and development services and possess an exceptional understanding of the complex factors that influence the land brokerage transaction and have the extensive experience and contacts to get the deal done right.

Working in coordination with my other specialties, land and development services include:

- Sales leasing and negotiation
- Site selection and demographics
- Entitlement and approval services
- Environmental resource constraints
- Feasibility analysis
- Valuation services
- Infrastructure analysis



ABOUT

KW Commercial:

KW Commercial, the commercial real estate arm of Keller Williams Realty, the largest real estate company in North America, is no stranger to success. Our commercial team consists of the most knowledgeable, results-driven brokers backed by the most innovative and scalable technology the commercial real estate industry has to offer. Our KW Commercial agents and brokers are held to the highest standard of business to exceed our clients' needs in virtually any market nationwide.

An agent-centric company, **our mission is "to build commercial careers worth having, businesses worth owning and lives worth living."** KW Commercial associates have the training, technology, marketing tools and resources to serve their clients at the highest level. Our agents work harder because their work directly influences their bottom line.

KW Commercial agents are located in over 800 offices nationwide, including secondary and tertiary markets. This means wherever you need a commercial agent, there is one there for you. With this many locations, we are never far from where our clients need to be.

GOALS

INITIAL GOALS

LONG-TERM GOAL

INITIAL GOALS

- **Find a qualified Buyer for the initial 122 lots that are either ready, or are close to being ready to be developed**
- **Rehabilitate the Clubhouse, and get it open to the residents as soon as possible**

- **Rehabilitate the Legends Golf Course to allow the residents, and the large community to enjoy the course, and work with the Home Owner's Association to find the right management company to oversee the Clubhouse and golf course**

LONG-TERM GOAL

- **Identify the right Buyer that will shepherd the remaining lots in the 1st Phase through the development process**

OBJECTIVES

Find a qualified Buyer with the following resume:

- **Financially capable**
- **Has the expertise in this type of Master Plan Development**
- **Is willing to discuss different options to work toward both Parties' benefit**

STRATEGIES

Find the right Buyer(s) through a combination of the following:

- **Upload the availability of Diablo Grande to the Web so anyone looking for this type of development locally, nationally, or internationally, will be able to contact us for information**
- **Make direct calls and e-mail the Real Estate Directors at these companies to introduce them to Diablo Grande**

- **Develop a Prospect List based on the previously identified criteria**
- **Develop a Marketing Package to reflect the positive aspects of the Development**
- **Direct mail campaign to potential Developers, both locally and nationally**

- **Provide a monthly Marketing Report on our progress which will stimulate discussion and give you and us the ability to evaluate our progress and make any necessary changes to our marketing efforts to attract the right Buyer**

Thank you!