LANDCASTLE

BROKER SERVICES PROPOSAL

RFP Response

Prepared for:

WESTERN HILLS WATER DISTRICT

Property:

DIABLO GRANDE COMMUNITY

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TABLE OF CONTENTS

1. Company Background & Qualifications
2. Broker License Information
3. Relevant Experience with Comparable Projects
4. Proposed Marketing Strategy
5. National Marketing Capabilities
6. Client List
7. Fee Structure & Commission Proposal

1 COMPANY BACKGROUND & QUALIFICATIONS

Founded in 1987, Landcastle Inc. is a full-service real estate brokerage specializing in residential land brokerage and land development throughout California. We represent landowners, home builders, developers, investors, financial institutions, and corporate clients, providing brokerage, investment sales, advisory, and transaction services tailored to the unique needs of each client.

Land transactions are complex, requiring a deep understanding of land development, market dynamics, and the factors that drive value. Our team combines decades of local market expertise with institutional-grade research, marketing, and transaction management to provide value-added brokerage services and real estate solutions that deliver measurable results.

Firm Snapshot

Year Founded	1987
Office Location	15 Railroad Avenue, Danville CA 94526
Areas of Specialization	Northern California
Transaction Volume	$45M + in closed land transactions for the previous 2 years Currently $54M + under contract
Services	Acquisition/Disposition, Purchase and Sales, Market Studies, Residual Analysis and Pricing Models, Land Entitlement, Forward Planning

Core Qualifications

- Deep local market knowledge and understanding of complex land development
- Proprietary database of active buyers, developers, and capital sources
- In-house research, GIS mapping, and financial underwriting capabilities
- Dedicated marketing and creative team for high-quality materials
- Affiliation with Costar, Loopnet, Crexi services for national reach

2 BROKER LICENSE INFORMATION

Landcastle is licensed to practice real estate brokerage services in the state of California required for this project. License details provided below.

Broker / Agent	License Type	License No.	State
James Brennan, Broker/Officer	Broker	01310332	CA

Firm Brokerage License No.: Landcastle Inc. CA DRE #01976616

3 RELEVANT EXPERIENCE WITH COMPARABLE PROJECTS

Our team has direct relevant experience representing ownership of projects comparable in size, asset class, and complexity to this project. Successfully completed transactions listed below.

Diablo Grande | Patterson, CA
Asset Type: Master Planned Community **Size: Multiple Tracts**
Our Role: Listing Broker
Result: Sold lots to public and private builders at approved tentative map

Patterson Gardens | Patterson, CA
Asset Type: Finished Lots **Size:** 121 lots
Our Role: Procuring Broker
Result: Sold lots to private builders

Villages of Patterson | Patterson, CA
Asset Type: Finished Lots **Size:** 256 lots
Our Role: Exclusive Listing Broker
Result: Sold lots to public and private builders at approved tentative map

Bridle Ridge | Oakdale, CA
Asset Type: Master Planned Community **Size:** 1,500 lots
Our Role: Listing Broker
Result: Sold lots to public and private builder at final map with backbone infrastructure completed.

River Islands | Lathrop, CA
Asset Type: Master Planned Community **Size:** 495 lots
Our Role: Listing Broker
Result: Sold lots to public builders with a final map with offsite improvements completed.

Mossdale Landing | Lathrop, CA
Asset Type: Master Planned Community **Size:** 1,570 lots
Our Role: Listing Broker
Result: Sold lots to 7 public homebuilders at approved tentative map

Edgewood | Tracy, CA

Asset Type: Master Planned Community **Size:** 1,475 lots

Our Role: Exclusive Listing Broker

Result: Represented landowner, sold to developer, assisted with sale to 6 home builders

College Park | Mountain House, CA

Asset Type: Master Planned Community **Size:** Multiple Tracts

Our Role: Listing Broker

Result: Sold lots to public and private builders at approved tentative map.

4 PROPOSED MARKETING STRATEGY

Our marketing approach is tailored to maximize exposure to qualified buyers while positioning the asset competitively within the market. The strategy below reflects our standard framework customized for this project.

Phase 1 — Positioning & Preparation (Weeks 1–2)

- Market and competitive analysis to establish pricing strategy
- Gather project documents and pertinent information
- Development of offering memorandum, flyer, and digital brochure

Phase 2 — Launch & Outreach (Weeks 3–6)

- Listing syndication to CoStar, LoopNet, Crexi
- Targeted email campaign to our database of 100+ qualified buyers
- Direct outreach to a curated target list of prospective buyers

Phase 3 — Execution & Reporting (Ongoing)

- Monthly activity reports covering inquiries, tours, and offers
- Negotiation support and letter-of-intent management
- Transaction coordination through closing

5 NATIONAL MARKETING CAPABILITIES

Beyond local outreach, Landcastle maintains national reach through its network of real estate capital markets and digital platforms ensuring the asset is visible to institutional and cross-market buyers.

National Platform Highlights

- Access to institutional investors, REITs, and private equity capital sources
- In-house national research across all major U.S. markets
- Distribute broadly across the platform and affiliated digital channels.

Digital & Data Reach

- Listings on CoStar, LoopNet, Crexi
- CRM and email marketing reaching 100+ contacts

6 CLIENT LIST (Partial)

We have a network of home builders, developers, financial intuitions, and the broker community that we leverage to create maximum exposure.

Company	
• Shea Homes • Trumark Homes • Warmington Homes • Brookfield Homes • Taylor Morrison • Van Daele Homes • DR Horton • Woodside Homes • Pulte Homes • Hearthstone Residential Holdings / Five-Point Holdings • The Resmark Companies	• K Hovnanian Homes • KB Homes • TriPointe Homes • Lennar • Toll Brothers • Century Communities • DeNova Homes • Florsheim Homes • Meritage Homes • Prodigy Capital (Dez Capital) • Landbank Investments LLC • Blackstone Real Estate Debt Strategies

7 FEE STRUCTURE & COMMISSION PROPOSAL

Landcastle proposes the following fee structure for this project. Final terms are subject to execution of a listing/representation agreement.

Service	Proposed Fee
Sale Transaction Commission	3% of gross sale price
Brokerage Co-op Fee	TBD

Note

- Commission is earned and payable pursuant to the terms of a mutually executed listing agreement.

We appreciate the opportunity to submit this proposal and welcome the chance to discuss our approach in further detail. Please contact me directly with any questions.

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