

**Washington Terrace Phase 3  
Summer 2019**

Letter of Intent Outline

1. Market Analysis
  - a. Demographic to be served
  - b. Income levels
  - c. Local Absorption Rate/Feasibility Analysis
  
2. Product to be delivered
  - a. Housing type
  - b. Projected price range
  - c. Projected unit count
  - d. Special features/green building practices
  - e. Homeowners association dues, if any
  - f. Architectural renderings/sketches
  - g. Examples of product already completed/current pipeline
  
3. Permitting/zoning matters
  - a. Master plan update
  - b. Subdivision of lots and general site plan
  - c. Rezoning required, if any
  - d. Phased approach, if any
  
4. Financial Matters
  - a. Proposed price range for lots
  - b. Lot take down schedule
  - c. Projected schedule
  
5. DHIC obligations
  - a. Construction of public roads, infrastructure
  - b. Laterals
  - c. Sitework prep
  - d. Other?