



Oak Park
Contra Costa County Public Works Department

255 Glacier Drive
Martinez, CA 94553

Response to Request for Proposals

May 11, 2020

SummerHill Housing Group

3000 Executive Parkway, Suite 450

San Ramon, CA 94583

Phone: 925-244-7500

Website: www.shhousinggroup.com

Contact: Lance Freed, Vice President of Land Acquisition

Email: lfreed@shhomes.com

Direct: 925-244-7535

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Pleasant Hill, CA

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 - B. Corporate Brochure

Cover Letter



3000 Executive Parkway, #450
San Ramon, CA 94583
Tel: (925) 244-7582
Fax: (925) 224-7501

VIA ELECTRONIC MAIL

May 11, 2020

Contra Costa County Public Works Department
C/O Mr. Steve Reilly
Land Advisors Organization
realproperty@pw.cccounty.us
sreilly@landadvisors.com

Re: Approximately 5 acres commonly known as Oak Park, 1750 Oak Park Boulevard & 75 Santa Barbara Road, City of Pleasant Hill ("City"), County of Contra Costa, Assessor's Parcel Number: 149-271-014 (the "Property").

Dear Mr. Reilly:

SummerHill Homes is especially interested in the opportunity to acquire and develop the Oak Park property located at 1750 Oak Park Boulevard & 75 Santa Barbara Road in Pleasant Hill. SummerHill Homes is a specialty builder of distinctive communities in superior settings throughout the San Francisco Bay Area. Its homes are distinguished by their rich character, dramatic architectural styling, and exceptional attention to detail. A tradition of innovative designs and well-planned neighborhoods has created satisfied homeowners since 1976. SummerHill is a subsidiary of the Marcus & Millichap Company, a real estate leader and pioneer with a diverse family of companies offering premier real estate services, investments, and developments.

We are poised to proceed and would look forward to working with The County to achieve a mutual vision for the Site. SummerHill is intent on creating a seamless enhancement of the existing neighborhood, maintaining continuity with the present aesthetic, while enriching and adding value to the area. Our extensive experience in achieving this mission is evidenced by our many communities throughout the Bay Area. Our enclosed corporate brochure (Exhibit B) illustrates some of the communities we have created. More information can also be found on our website at www.summerhillhomes.com.

Thank you for your time and consideration regarding this exciting opportunity. We look forward to working with you in completing this transaction.

Very truly yours,

A handwritten signature in blue ink, appearing to read "Lance Freed", with a stylized, cursive script.

Lance Freed
Vice President, Land Acquisition

Letter of Intent

Feasibility / Completion of Demo COE



3000 Executive Parkway, #450
San Ramon, CA 94583
Tel: (925) 244-7532

VIA ELECTRONIC MAIL

May 11, 2020

Contra Costa County Public Works Department
C/O Mr. Steve Reilly
Land Advisors Organization
realproperty@pw.cccounty.us
sreilly@landadvisors.com

Re: Approximately 5 acres commonly known as Oak Park, 1750 Oak Park Boulevard & 75 Santa Barbara Road, City of Pleasant Hill (“City”), County of Contra Costa, Assessor’s Parcel Number: 149-271-014 (the “Property”).

Dear Mr. Reilly:

SummerHill Homes is pleased to submit an offer to acquire the above-referenced property consisting of approximately 5 acres in the City of Pleasant Hill, County of Contra Costa (the “Property”). SummerHill has been active in the San Francisco Bay Area for over forty years and looks forward to continuing its presence in Pleasant Hill.

The following are terms upon which SummerHill can proceed:

Purchase Price: The Purchase Price is **\$11,000,000** to be paid ALL CASH at the close of escrow.

Purchase Price Adjustment: The Pleasant Hill Park and Recreation in lieu fee and the City of Pleasant Hill Traffic Impact Fee listed in the Oak Park VDR are estimates only. The Purchase Price shall be increased or decreased depending on the actual fees charged for these items.

By example, if the actual impact fees for these items are \$100,000 less than the estimated impact fees provided in the VDR, the Purchase Price shall be increased by \$100,000 for a total Purchase Price of \$11,100,000.

Close of Escrow: The Close of Escrow is to occur (i) fifteen days after expiration of the feasibility period, or (ii) seven days after receipt of the Notice of Completion confirming that the Demolition/Site Preparation is complete, whichever is later.

Closing Costs: All closing costs (including County transfer tax and City transfer tax, if any) shall be borne by the parties in accordance with the prevailing custom in Contra Costa County.

Deposits:

Initial Deposit: An Initial Deposit of **\$110,000** shall be paid at the Opening of Escrow and shall remain refundable during the Feasibility Period.

Second Deposit: Buyer shall deposit **\$550,000** within five (5) business days from the approval of Feasibility.

The deposits are subject to Buyer's approval following due diligence for the Property. If Buyer chooses to proceed with the transaction, the deposits shall be released to Seller immediately following Buyer's delivery to escrow. The deposits will be non-refundable after being released to Seller (except as expressly set forth in the Purchase Agreement for Seller's breach, failure of a condition, condemnation, etc.), but applicable to the Purchase Price.

Other Provisions:

Feasibility Period: Buyer shall have a **forty-five (45)** day period to determine in its sole and absolute discretion whether the Property is suitable for its intended development. That 45-day period will begin on the effective date of the Purchase Agreement.

Leases: Seller shall be responsible for causing all tenants located on Property to vacate by the Close of Escrow.

Standard Representations and Warranties: Standard representations and warranties, including with respect to authority, brokers, completeness of due diligence materials, no litigation, hazardous materials and underground storage tanks, and violations of laws and leases, will be provided in the Purchase Agreement.

Purchase Agreement: The draft Purchase Agreement that was provided by the County has been reviewed by the Buyer and initial comments have been provided as part of the RFP response.

Tax-Deferred Exchange: The Purchase Agreement shall permit Seller to pursue a tax-deferred exchange of the Property, and Buyer shall cooperate with Seller in any such exchange.

Brokerage: **Seller** shall be responsible for any brokerage commission due to Mr. Steve Reilly of Land Advisors Organization pursuant to a separate agreement and in no event shall Buyer have any liability to any other Broker. The Purchase Agreement will contain a standard, mutual indemnity for broker claims.

We thank you for your time and consideration in this matter and look forward to discussing the terms with you further. Should you have any questions or comments, please call me at 925-244-7535.

Very truly yours,

A handwritten signature in blue ink, appearing to read "Lance Freed", is written over a light blue circular stamp.

Lance Freed
Vice President, Land Acquisition

The undersigned accepts this offer this

_____ day of _____, 2020

_____, a

By: _____

Its: Authorized Representative

Letter of Intent

Final Map COE



3000 Executive Parkway, #450
San Ramon, CA 94583
Tel: (925) 244-7532

VIA ELECTRONIC MAIL

May 11, 2020

Contra Costa County Public Works Department
C/O Mr. Steve Reilly
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The following are terms upon which SummerHill can proceed:

Purchase Price: The Purchase Price is **\$13,000,000** to be paid ALL CASH at the close of escrow.

Purchase Price Adjustment: The Pleasant Hill Park and Recreation in lieu fee and the City of Pleasant Hill Traffic Impact Fee listed in the Oak Park VDR are estimates only. The Purchase Price shall be increased or decreased depending on the actual fees charged for these items.

By example, if the actual impact fees for these items are \$100,000 less than the estimated impact fees provided in the VDR, the Purchase Price shall be increased by \$100,000 for a total Purchase Price of \$13,100,000.

Close of Escrow: The close of escrow shall occur on the earlier of (i) the date which is ten (10) business days after approval of a Final Map or (ii) nine (9) months from the expiration of the feasibility period described below.

Closing Costs: All closing costs (including County transfer tax and City transfer tax, if any) shall be borne by the parties in accordance with the prevailing custom in Contra Costa County.

Deposits:

Initial Deposit: An Initial Deposit of **\$110,000** shall be paid at the Opening of Escrow and shall remain refundable during the Feasibility Period.

Second Deposit: Buyer shall deposit **\$550,000** within five (5) business days from the approval of Feasibility. In the event that the Tentative Map and all appurtenant appeals periods have expired prior to the Second Deposit being made, the deposit shall be increased by **\$200,000**, for a total of **\$750,000**. In the event the Tentative Map and appurtenant appeals periods expire after the Second Deposit is made, a third deposit will be made (as described below).

Third Deposit (if applicable): If the Tentative Map and all appurtenant appeals periods expire after the Second Deposit is made, a third deposit of **\$200,000** shall be made within five (5) business days after expiration of all appurtenant appeals periods of the Tentative Map approval.

The deposits are subject to Buyer's approval following due diligence for the Property. If Buyer chooses to proceed with the transaction, the deposits shall be released to Seller immediately following Buyer's delivery to escrow. The deposits will be non-refundable after being released to Seller (except as expressly set forth in the Purchase Agreement for Seller's breach, failure of a condition, condemnation, etc.), but applicable to the Purchase Price.

Other Provisions:

Feasibility Period: Buyer shall have a **forty-five (45)** day period to determine in its sole and absolute discretion whether the Property is suitable for its intended development. That 45-day period will begin on the effective date of the Purchase Agreement.

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Very truly yours,

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Lance Freed
Vice President, Land Acquisition

The undersigned accepts this offer this

_____ day of _____, 2020
_____, a

By: _____
Its: Authorized Representative

EXHIBITS

1. Exhibit A: Offer Assumptions
2. Exhibit B: Corporate Brochure

Exhibit A
Offer Assumptions

EXHIBIT A

OAK PARK OFFER ASSUMPTIONS

Assumptions	
Avg. Home Revenue (Base price + Upgrades/Premiums - Incentives)	\$1,273,676
Assumed Sales Velocity (per month)	2 Sales per Month
Vertical Direct Construction (\$ / Per SF)	\$117.75 per Square Foot
In Tract Improvement Costs (per Lot)	\$103,000 per Lot <i>(Based upon Cost Estimate provided as part of the VDR, minus the front yard landscaping cost, which is included in vertical direct construction costs)</i>
Other on Lot Costs (if not included elsewhere) (Area drains, flatwork, fencing etc.)	Included in Above Improvement Costs
Common Area Landscaping Costs	Included in Above Improvement Costs
Estimated Building Permit and Impact Fees (per unit)	Used Fees in Offering Package
Soft Costs (Either as a % of revenue or total dollars)	The Soft Costs are approximately 13.5%, which includes everything other than land cost, site improvement costs, vertical costs/contingency and city fees.
Assumed Effective Tax Rate	\$1.205%

Exhibit B
Corporate Brochure



SUMMERHILL HOUSING
COMMUNITIES OF DISTINCTION GROUP

BUILDING COMMUNITIES
OF DISTINCTION SINCE 1976

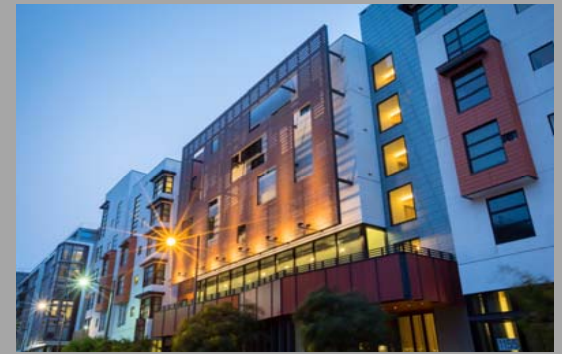
SUMMERHILL HOMESSM

SUMMERHILL APARTMENT
COMMUNITIES

SHHOUSINGGROUP.COM

SHHOMES.COM

SHAPARTMENTS.COM





OUR STORY

Since 1976, SummerHill Housing Group has established a tradition of developing distinctive residential communities located within the most desirable settings.

From large estate homes, to urban condominiums with SummerHill Homes, to multi-family apartment homes with SummerHill Apartment Communities. SummerHill builds a variety of home styles featuring high quality architecture, remarkable rich character and exceptional attention to detail.

SummerHill communities have repeatedly earned high marks, not only from satisfied homeowners but from the building industry as well. Such recognition includes Best in American Living Awards from the National Association of Home Builders, numerous Gold Nugget Awards at the Pacific Coast Builders Conference, and a variety of featured articles in national magazines such as Builder, Professional Builder, and Sunset Magazine.

SUMMARY

SummerHill Housing Group is a privately owned residential developer in the Bay Area, Southern California and Pacific Northwest, who has earned recognition and respect as one of the nation's premier residential community builders.

The company is renowned for developing specialized single-family detached and multi-family housing communities in established residential settings throughout California.

Since its inception in 1976, SummerHill Housing Group's goals have been to provide quality homes for its customers, Communities of Distinction for cities, and sound business opportunities for its partners. Criteria for site development are highly selective to meet the company's objectives. SummerHill Housing Group uses extensive market analysis to identify housing needs, then customizes each development to achieve the highest potential.

SummerHill has proven expertise in working closely with cities and neighborhood constituents to successfully integrate new home communities into the texture of the surrounding neighborhood by developing the most compatible housing type, architectural style, and urban plan for each site.



OUR MISSION

We define our excellence in relationships, the quality of our communities and in every aspect of our operations. Our collaboration with community stakeholders, public entities and industry professionals ensures creative solutions and optimal results for our residents, the communities in which we participate and our investors.

We bring strategic real estate investment opportunities to life in the residential and apartment sector. Combining institutional experience with entrepreneurial vision, our management provide investors with the local presence, focus and depth of experience to succeed in competitive markets

OUR CAPABILITIES

- **Land Procurement and Entitlement**
- **Design and Development Management**
- **Construction Management**
- **Asset Management**
- **Sales & Marketing**
- **Warranty & Quality Assurance**



SUMMERHILL HOMES

SummerHill Homes was formed in 1976 and is a homebuilding division of Marcus & Millichap Company. Marcus & Millichap Company is the parent company of a diversified group of real estate companies in the commercial investment, service, and development businesses.

Over the last 30 years, SummerHill has completed more than **70** developments representing over **7,200** single-family homes, condominiums, townhomes, and apartments. SummerHill Home's successful track record is the result of attracting top development and construction professionals whose goals are consistent with the company's philosophy.

SummerHill Home's developments have won numerous significant awards including the coveted Best in American Living Award for the entire Pacific Coast Region from the National Association of Home Builders (NAHB), many Gold Nugget Awards from the Pacific Coast Builders Conference, and many awards for architecture from the Building Industry Association (BIA) of the Bay Area.





Lane Woods, Menlo Park

APARTMENT COMMUNITIES

At **SummerHill Apartment Communities** our vision is clear: We are the leader in providing quality, smart growth, multi-family rental housing and mixed-use developments located throughout the western United States. We define our excellence in our customer relationships, the quality of our products and in every aspect of our operations.

Our collaboration with community stake holders, public entities and industry professionals ensures creative solutions and optimal results. Our team adapts to the diversity of our business with creative instincts, enterprising vision and a commitment to the core values that guide our decision making and define our culture. Our infrastructure is supported through superior systems. We believe that by encouraging personal and professional growth, our team will exceed expectations—with the benefits being realized by all.

The developments created by SummerHill Apartment Communities are an integral part of our communities. It is important for us to preserve the environment, improve urban settings, and cultivate the beauty of our surroundings. Smart growth offers more than just shelter, it enhances neighborhoods and lifestyles. SummerHill Apartment Communities has a well defined acquisitions program that is research driven helping to ensure a successful investment strategy. The Company is an active buyer of land and development opportunities in high barrier to entry markets in northern & southern California, and Seattle in both urban and suburban locations. Utilizing its fully integrated platform and 50 year history, coupled with a highly experienced management team, we are able to adapt to changing market conditions to create quality and value.

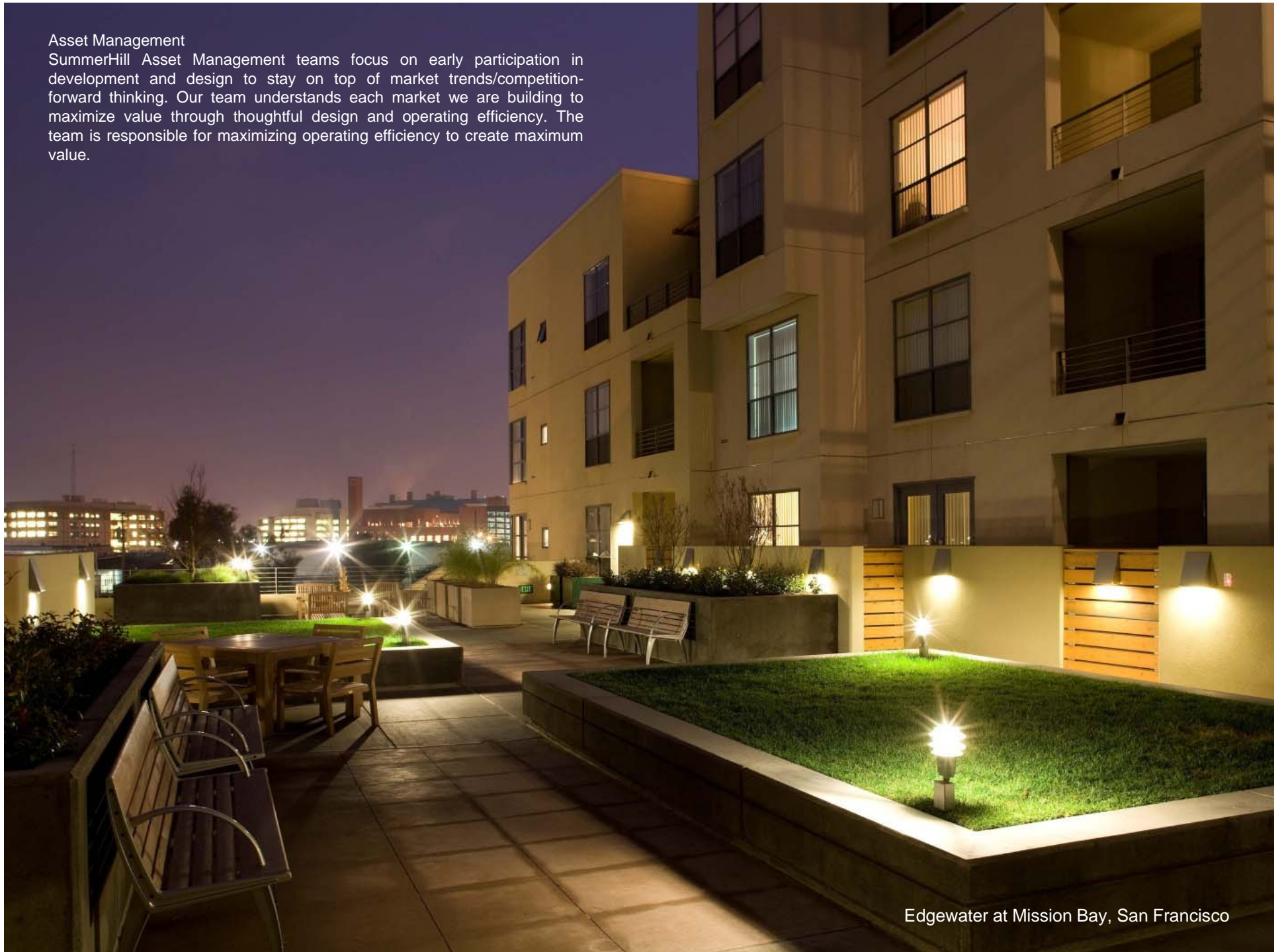
SUMMERHILL APARTMENT
COMMUNITIES

COMMUNITIES OF DISTINCTION



Asset Management

SummerHill Asset Management teams focus on early participation in development and design to stay on top of market trends/competition-forward thinking. Our team understands each market we are building to maximize value through thoughtful design and operating efficiency. The team is responsible for maximizing operating efficiency to create maximum value.



Edgewater at Mission Bay, San Francisco

“SUMMERHILL IS KNOWN FOR ITS
SKILL IN WEAVING NEW HOUSING
INTO EXISTING COMMUNITIES.”

— Builder Magazine, NAHB



SummerHill - building Communities of Distinction is more than a motto, it is the ultimate standard the company sets for itself and the measure by which it invites the marketplace to judge it.

Woodbridge, Fremont

DEVELOPMENT STRATEGY

SummerHill Housing Group development strategy has provided uncommonly desirable housing for homebuyers throughout the Bay Area, Silicon Valley, Southern California, and very soon Seattle, while concurrently yielding maximum return on investment for its shareholders.

Creative Site Selection - Armed with a disciplined and finely tuned approach to land acquisition or in support of development objectives, the company concentrates its efforts in areas where demand is supported by a well-planned existing infrastructure, or adjacent to existing housing stock with a strong resale history.

Develop Planning Partnership - SummerHill has earned a reputation for successfully working with city planning and zoning departments to achieve mutually beneficial results in rezoning vacant or underutilized office, retail, school and former industrial sites to accommodate appropriate residential development alternatives.

Cultivate Community Support - Neighborhood level consensus building is another element of SummerHill's disciplined development strategy. Working closely and proactively with city officials and neighborhood groups alike, SummerHill forges positive community support for its developments by demonstrating a genuine understanding of and responsiveness to local concerns. SummerHill carefully balances floorplan space planning issues and energy efficiency of design with the architectural aesthetics of the surrounding neighborhood while maintaining market appeal for today's sophisticated buyers.

SummerHill Construction Company

SummerHill Construction Company is the general contractor for most of SummerHill's communities. SummerHill Construction Company's experienced construction and purchasing teams focus on cost controls and efficiency by obtaining bids from leading subcontractors, choosing the best for each specific development, scheduling and managing trades through completion, and evaluating their performance. The construction managers also meet with homebuyers throughout the construction and warranty periods to monitor progress and obtain important information on product reliability.



Satake Estates, Mountain View

ACQUISITIONS

There is no substitute for experienced and skillful land acquisition strategies.

Of all the business disciplines, regardless of how well executed, success can only be achieved with the appropriate vision for the highest and best use of each individual site.

SummerHill views disciplined land acquisition as the backbone of any successful development project and dedicates the resources, consultants, and staff needed to ensure that its site selection process is thorough.

Thoughtful, inventive land acquisition and the appropriate entitlements, including rezoning of underutilized or obsolete properties, have always been at the core of SummerHill's business philosophy and practices.

Rigorous due diligence and the thoughtful integration of the correct product ensure entitlement, market, and financial success.

Sales & Marketing

SummerHill's sales and marketing team stays at the forefront of ever-changing trends through intense research and by maintaining a keen awareness of buyers' needs while monitoring local market conditions to forecast appropriate products and services. The team is responsible for meeting the revenue goals for each community while ensuring consumer awareness of the SummerHill brand, its position and recognition within the building industry, and its mission to always build Communities of Distinction.



Morgan Square, Fremont

A TRADITION OF EXCELLENCE

SummerHill Homes has built an indisputable reputation for seeking out and developing premier communities that by traditional standards are entitlement and development challenges. Sites like these are seriously considered given the valuable opportunities they provide. By maintaining a unique development focus complemented by one of the industry's most intense and rigorous internal control programs, SummerHill consistently achieves uncommon results.

Through this process, SummerHill has demonstrated its strength and focus for achieving Communities of Distinction throughout the entitlement process by preserving and improving upon the existing neighborhood integrity, and creating positive neighborhood development partners.

SummerHill's developments have been recognized by cities throughout California for their success based on SummerHill's disciplined approach. SummerHill recently opened offices in Southern California and Seattle. The company plans to translate its long track record of securing jurisdictional approvals for challenging in-fill properties, into additional opportunities within the Southern California and Pacific Northwest market.

TESTIMONIALS

SUCCESS

“SummerHill has an outstanding reputation. They are known for timeliness, they are known for quality product out in the marketplace, which is absolutely essential, and they are known for their professionalism as they work with city staff going through the planning and entitlement process.”

- Laurel Prevetti, Asst. Director Dep. of Planning, Building and Code Enforcement San Jose.

“SummerHill did a great job working with the neighbors and what they produce is just excellent.”

- Tom Means, Ph.D., Former Mountain View Mayor.

HERITAGE

“It was very apparent that I was working with a company that had integrity.”

- Victor Martindale, Landowner.

“SummerHill went above and beyond the call of duty.”

- Cathy Duggan, Landowner.

EXPERTISE

“I lean on SummerHill because they do perform.”

- Bob Rowland, Senior V.P. Colliers International.

“They are professionals, they have a good reputation in the industry, they always deliver, they are trustworthy, they know what they are doing...and they build good quality homes.”

- Joseph Azar, V.P. and Founder RJA Civil Engineering.



Warranty & Quality Assurance

The firm's Warranty & Quality Assurance Program provides follow-up communication with homeowners throughout the warranty period, ensuring product fulfillment, which maintains SummerHill's reputation as a quality builder with unparalleled customer service support. SummerHill evaluates all communities at set intervals through the use of a leading consulting firm that specializes in homebuyer surveys nationally. The program also provides SummerHill with important customer feedback on sales and construction processes, typical use patterns, and product satisfaction over time, which is an invaluable resource in planning future developments.

Ravenna, San Jose

COMMUNITY PORTFOLIO SUMMERHILL HOMES DETAILS

Merimont

70 single-family homes
San Bruno, California

Village Square

84 condominiums
11 live/work condominiums
San Jose, California

Parkwood

87 single-family homes
115 condominiums
San Jose, California

Morgan Square

38 single-family homes
10 condominiums
Fremont, California

Woodbridge

41 condominiums
Fremont, California

Pierce Ranch

30 single-family homes
San Jose, California

Talavera

170 single-family homes
32 duets
Union City, California

Villa Savona

30 single-family homes
Fremont, California

Heritage

195 single-family homes
219 townhomes and duplexes
San Jose, California

WoodGlen

56 single-family homes
San Jose, California

Sycamore Heights

48 single-family homes
Pleasanton, California

Cambridge

52 condominiums
Belmont, California

BelleTerre

68 single-family homes
Novato, California

Marisol

115 single-family homes
San Bruno, California

Las Brisas

78 single-family homes
San Jose, California

Ravenna

83 single-family homes
San Jose, California

Bella Monte

72 single-family homes
San Jose, California

University Park

Weatherly
30 condominiums
Woodmark
36 condominiums
Channing Collection
27 single-family homes
Palo Alto, California

Georgetown

94 townhomes
San Jose, California

Stone Valley Oaks

37 single-family homes
10 custom homesites
Alamo, California

Nolan Farms

36 single-family homes
Pleasanton, California

Royal Oaks at Eagle Ridge

40 single-family homes
Gilroy, California

Miramonte Heights

64 single-family homes
San Jose, California

Amberly

72 single-family homes
San Jose, California

Ainsley Square

51 single-family homes
Campbell, California

Heritage Grove

44 single-family homes
Los Gatos, California

Sancerre

50 single-family homes
San Jose, California

ParcPlace

153 single-family homes
South San Francisco, California

111 St. Matthews

34 multi-family homes
San Mateo, California

Canterbury

89 single-family homes
Hayward, California

Glenmoor Village

56 single-family homes
Fremont, California

SummerGlen

150 single-family homes
Dublin, California

Meridian Bay

129 condominiums
Foster City, California

Laurel Glen

69 single-family homes
Fremont, California

Los Gatos Glen

27 single-family homes and
4 duet units
Los Gatos, California

The RoseGarden

80 single-family homes
San Jose, California

Vintage Grove

193 single-family homes
Fremont, California

Corte Bella

124 condominiums and townhomes
San Mateo, California

Brittany

59 single-family homes
Sunnyvale, California

Somerset

105 single-family homes
Sunnyvale, California

Coventry

20 single-family homes
Cupertino, California

Promenade at Palo Alto Central

56 flats and townhomes (built)
76 flats and townhomes (refurbished)
Palo Alto, California

Expressions

158 townhomes
Sunnyvale, California

Emerald Bay

48 townhomes
Foster City, California

Silverwood

26 single-family homes
Danville, California

Wyndham Oaks

115 condominiums
San Jose, California

Woodside Park

65 condominiums
San Jose, California

SUMMERHILL HOMES DETAILS... *continued*

Creekside at Saratoga

20 luxury townhomes
Saratoga, California

The Enclave at Waverly Park

55 single-family homes
Mountain View, California

Satake Estates

30 single-family homes
Mountain View, California

Redwood Gate

45 single-family homes
Palo Alto, California

Echelon

75 condominiums
Palo Alto, California

Lane Woods

32 single-family homes
Menlo Park, California

Rosewood

82 single-family homes
24 condominiums
Fremont, California

Park Station

99 condominiums
South San Francisco, California

Mission Place

24 Townhomes
Fremont, California

Las Palmas

The Groves
49 attached homes
The Gardens
54 attached homes
Sunnyvale, CA

Midtown Village

The Boulevards
36 two-story single family homes
The Avenues
74 three-story single family homes
Santa Clara, California

Evergreen Place

The Cottages
87 single-family homes
The Towns
16 townhomes
San Jose, California

Maravilla

The Cottages
16 single-family homes
The Towns
24 townhomes
Campbell, California

Renaissance at Roubion

41 single-family homes
San Ramon, California

Locale @ State Street

157 Units: Rowhomes and
Condos
Fremont

Solare

11 Single Family Homes
Mountain View

The Residences @ Whisman

16 Single Family
Mountain View

Tanglewood

22 Single Family Homes
15 Townhomes
Mountain View

Saratoga Lane

12 Townhomes
Saratoga

Andares

94 Townhomes
Pleasanton

Arques Place

85 Townhomes
Sunnyvale, CA

Harvest Court

26 Single Family Homes
Moraga

Sorellas

17 Single Family Homes
Los Gatos

Bellavista

27 Single Family Homes
Moraga

Locale @ State Street

157 Units: Rowhomes and
Condos
Fremont

Nuevo - A New Urban Town

331 Residential Units: 41
EStates, 176 Terraces/TownFlats,
114 E-Towns, 120 Condos & 537
Apartments
Santa Clara

The Towns @ Avondale

12 Townhomes
Redwood City

COMING SOON HOMES

Bellaterra @ North 40

183 Homes
Los Gatos

Trio @ Rengstroff

31 Townhomes
Mountain View

Montecito Place

52 Attached Homes
Mountain View

Waverly Cove

20 Townhomes
Foster City

Portico @ Calderon

16 Rowhomes
Mountain View

Residences @ Anson

Carolan Avenue Stucker
22 Townhomes & 268
Apartments
Burlingame

Corvin

38 Rowhomes/Flats
Santa Clara



SUMMERHILL APARTMENT COMMUNITIES DETAILS

COMING SOON

Theo – 277 N. El Molino Avenue, Pasadena
105 Apartments

Anson – Carolan Avenue –Burlingame, CA
268 Apartment Units, 22 Townhomes
Pool/Spa, Clubroom, Fitness, & Work-Share
Meeting Lounge

Centre Pointe – Milpitas, CA
694 Units and 36,500 SF Retail

988 El Camino Real, South SF – 172 Apartments

NUEVO – Santa Clara, CA
537 Units

PAST PROJECTS

Origin
12311 32nd Ave. NE, Seattle, Washington
153 residential units, 9 live/work
Mixed used 7 story building

481 on Mathilda
481 S. Mathilda Avenue, Sunnyvale, CA
105 Units, Spa, Clubroom, and Fitness

PAST PROJECTS

Villas on the Boulevard
2611-2695 El Camino Real, Santa Clara, CA
186 Units, Pool/Spa, Clubroom and Fitness

Domus on The Boulevard
2650 W. El Camino Real, Mountain View, CA
193 Units, Lounge, Fitness, Pool/Spa and Courtyards

The Lane on The Boulevard
2580 El Camino Real, Redwood City, CA
141 Units, Lounge, Fitness, Pool/Spa and Courtyards
Completed 2014

Brio
161 N. Civic Drive, Walnut Creek, CA
300 Units, Lounge, Fitness, Pool/Spa and Courtyards
Completed 2014

Venue
1155 Fourth Street, Mission Bay, San Francisco, CA 147
Units, 9,000 SF Retail, Lounge, Fitness, Courtyard
Completed 2013

Paragon
3700 Beacon Avenue, Fremont, CA
301 Units, Lounge, Fitness, Pool/Spa,
Courtyards and a Civic Park
Completed 2013

Edgewater at Mission Bay
355 Berry Street, San Francisco, CA
193 Units, Lounge, Fitness, Courtyards
Completed August 2007 – Sold March 2008

Verano on The Boulevard
865 and 881 E. El Camino Real, Mountain View, CA
150 Units, Lounge, Fitness, Pool/Spa, Courtyards
Sold 2014

700 University Avenue
700 University Avenue, Berkeley, CA
171 Units, 7,500 SF Retail, Adaptive Rehabilitation
Entitlements 2008

Strata at Mission Bay
1101 Fourth Street, San Francisco, CA
192 Units, 10,000 SF of Retail, Lounge, Fitness,
Courtyards
Completed March 2009

Paragon at Old Town Monrovia (So.CA)
700 South Myrtle Avenue, Monrovia
163 Units, 6,000 SF Retail, Lounge, Fitness, Pool and
Courtyards
Completed April 2010 – Sold June 2011

SUMMERHILL
APARTMENT
COMMUNITIES



Paragon, Monrovia



OVER 100 AWARDS – *TO NAME A FEW:*

2020 Best Single-Family Detached Model Home 2,501 to 3,000 Square Feet – Plan 3 of the E-State collection, Nuevo (Santa Clara)

2020 Best Sales/Leasing Center – Nuevo Sales Studio, Nuevo (Santa Clara)

2019 Excellence in Home Building Awards (Bay Area BIA) Bellavista (Moraga, CA) Development Awarded "Best Interior Merchandising of a Detached Model Priced Over \$1.5 Million"

2017 Market-Rate Residential Project By the Silicon Valley Business Journal Nuevo at Lawrence Station / Santa Clara

2017 Gold Nugget Merit Award for Harvest Court Best Single Family Detached Home 3,000-3,499 sq.ft.

2016 Gold Nugget -Award of Merit Pacific Coast Builders Conference Best Multi Family Housing Community

2015 Gold Nugget -Award of Merit Pacific Coast Builders Conference Best Infill of Rehab Site Plan

2015 Walnut Creek for Beauty Council Beauty of Environment – Public Art Brio Gradient Column

2014 Public Private Partnership Award Growing Smarter Together Award By - Association of Bay Area Governments Maravilla / Campbell, CA

2013 Builder of the Year Green Home Builder Magazine

2012 Gold Nugget Award of Merit Pacific Coast Builders Conference Multi-Family Housing Project

2012 NAHB Best in American Living Awards - Multifamily

2010 Gold Nugget Merit Award Best Single-Family Detached Home on a Compact Lot

2009 Gold Nugget Grand Award Outstanding Infill, Redevelopment

2009 Gold Nugget Grand Award Community of the Year – Detached

2009 Nationals Gold Award Best Design Center

2008 Best In American Living Grand Award - National Association of Home Builders

2008 Gold Nugget Grand Award Best Single-Family Detached Home

2006 Best In American Living Platinum Award – National Association of Home Builders

2005 Gold Nugget Grand Award Pacific Coast Builders Conference Best Single-Family Detached

2005 Gold Nugget Grand Award Pacific Coast Builders Conference Best Renovated/Restored House or Project

2005 Best In American Living Silver Award National Association of Home Builders

2004 Gold Nugget Grand Award Pacific Coast Builders Conference Best Single-Family Detached Home

2004 Best In American Living Gold Award National Association of Home Builders Best Single-Family Detached Home

2003 Gold Nugget Merit Award Pacific Coast Builders Conference Best Community Site Plan

SELECTED AWARDS LIST

MARKETING

2011 Marketing and Merchandising Excellence Best Website

2010 Marketing and Merchandising Excellence Best Architecture

2010 Marketing and Merchandising Excellence Best Merchandising

2008 Marketing and Merchandising Excellence Best Detached Home

2001 Best Website Award (California) National Association of Home Builders The Nationals Awards

1996 National Sales and Marketing Awards - National Association of Home Builders Best 4-Color Advertisement

1996 National Sales and Marketing Awards National Association of Home Builders Best Logo – The Pacific Coast Region

1993 Marketing and Merchandising Excellence Grand Award Home Building Industry of Northern California Best Brochure

2002 Gold Nugget Merit Award Pacific Coast Builders Conference Best Single-Family Detached Home

2000 Best in American Living Silver Award National Association of Home Builders Best Single-Family Detached Home

1999 Gold Nugget Merit Award Pacific Coast Builders Conference Residential Project of the Year

1998 Gold Nugget Grand Award Pacific Coast Builders Conference Best Single-Family Detached Home

1997 Best In American Living Regional Award-National Association of Home Builders - Best in Pacific Region

1996 Gold Nugget- Merit Award Pacific Coast Builders Conference Best Single-Family Detached Home

1995 Grand Award Best Architecture Building Industry Association of Northern California

1994 Grand Award Best Architecture Building Industry Association of Northern California - Best Detached Home

1993 Gold Nugget Grand Award Pacific Coast Builders Conference Best Attached Home

1992 Gold Nugget Merit Award Pacific Coast Builders Conference Best Attached Floorplan.

EXECUTIVE PROFILES



Robert Freed
President and Chief Executive Officer
Managing Director

Robert Freed draws from a dynamic background in real estate, corporate finance, and accounting to oversee SummerHill Homes and SummerHill Apartment Communities' critical areas of development, including land acquisition, architecture, purchasing, construction, sales and marketing, and customer service. In this capacity, he is charged with maximizing company profitability while ensuring the highest quality of development.

From 1993 to 2007, Mr. Freed held a variety of executive positions for KB Home. Most recently, he was the senior vice president of investment strategy. In this capacity, Mr. Freed was responsible for land acquisitions, joint ventures and off balance sheet financing for all of KB Home's U.S. operations.

In addition, Mr. Freed was president and regional general manager of KB Home's four Northern California homebuilding divisions. In this capacity, Freed was responsible for overseeing day-to-day operations, including land acquisition and development, construction, purchasing, customer service, sales and marketing. He was also a member of the company's operating executive committee. He began his career with KB Home in 1993 at the company's corporate headquarters where he served as vice president of western land development.

Prior to joining KB Home, Freed was the chief financial officer for Davidon Homes, a division president of Bedford Properties, and CFO of Blackhawk Corporation. Freed earned a Bachelor of Science degree in economics from the University of California, Los Angeles, where he graduated summa cum laude. He is a member of the Phi Beta Kappa Honor Society. Freed is a former certified public accountant, and was a commissioner for the Santa Clara County Housing Authority. Active in nonprofit giving, he served on the board of directors of the Bay Area Council, St. Mary's College, and the regional board of the BIA Bay Area. He is also a member of the Policy Advisory Board for the Fisher Center for Real Estate and Urban Economics and serves on the Bridge Housing Board of Directors.

EXECUTIVE PROFILES



Chris Neighbor
COO / SummerHill Homes

As Chief Operating Officer of SummerHill Homes, Chris Neighbor's responsibilities include overseeing land acquisitions, land development, purchasing, finance, sales and construction. Mr. Neighbor has been with SummerHill since 2008.

Prior to joining SummerHill Homes, Mr. Neighbor served as Vice President, Investment Management for MacFarlane Partners in San Francisco where he was responsible for oversight of the firm's single-family residential, land and housing developments. Neighbor has also served in various capacities for KB Home. He was Vice President of Acquisitions, Planning and Development for KB's Central Valley Division. Prior to that role, he was Manager of Acquisitions for KB's Bay Area Division. He also has overseen home-building projects in the San Francisco Bay Area and Squaw Valley, Calif.

Mr. Neighbor, who earned his Bachelor of Science Degree in Construction Management from California State University, Chico, is a licensed real estate broker in California, serves on the board of directors of the California Building Industry Association, and is a board member of HomeAid Northern California.

EXECUTIVE PROFILES



Douglas McDonald
Chief Operating Officer

Douglas L. McDonald is responsible for the strategic and operational aspects of SummerHill Housing Group's finance, accounting, technology and warranty functions.

Mr. McDonald has been with SummerHill for over eight years in various finance-related positions. Prior to joining SummerHill, Mr. McDonald was Manager of Strategy and Business Architecture for Accenture in San Francisco. Mr. McDonald was also Division Controller for Pulte Homes and Supervising Senior Accountant for KPMG Peat Marwick, both of Charlotte, North Carolina. Mr. McDonald holds a Bachelor's degree in Business Administration – Finance and a Master of Accounting degree from the University of North Carolina at Chapel Hill. Mr. McDonald also holds a Master of Business Administration degree from the University of Michigan, where he graduated with distinction and he received the annual Innovation Award as a co-founder of M-Trek, an organization created to strengthen the University of Michigan Business School community through outdoor adventures.

EXECUTIVE PROFILES



Katia Kamangar
Executive Vice President
Managing Director

Katia Kamangar handles duties related to new community development and performance, including entitlements, forecasting, budgeting, land planning, architecture, and coordination and implementation of the sales, marketing, and construction efforts.

Ms. Kamangar joined SummerHill Housing Group in 2005. She is directly involved in the development of a variety of new home communities throughout the Peninsula and South Bay regions. Ms. Kamangar also leads the company's Green Task Force that evaluates new technologies and construction practices aimed at increasing the sustainability of the homes SummerHill constructs. For ten years prior to joining SummerHill, she was with Greenbriar Homes Communities Inc. as Senior Development Manager and Director of Development. Previously, she was Construction Project Manager for Mobil Oil Corporation. From 1998 to 2001, Ms. Kamangar served on the City of Los Altos Planning Commission. From 2001 to 2005, she was a Board Member for the BIA Bay Area. Ms. Kamangar holds a Bachelor of Science Degree in Civil Engineering from U.C. Berkeley and a Masters Degree in Business Administration from Duke University's Fuqua School of Business.



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