

## Disposition Strategies and Timelines

This attachment provides the disposition strategy for each option.

### Option 1 - Sell As-is

For this option Aster would be listed as a single parcel immediately. Schonsee would be split into two parcels, east and west, which would be offered for sale independently. Schonsee west is already in negotiations with a potential purchaser. Schonsee east would require plan amendment completion before listing. Goodridge would be sold as per Strategy 3 noted in the Market Analysis section in Attachment 5. This would result in approximately 20 percent more revenue being generated with only an additional 12 months of exposure time.

| Timeline                 | Activity  |
|--------------------------|---|
| <b>Aster</b>             |   |
| Q2 2021                  | Publicly offer lands for sale<br>Anticipated exposure time of 6 - 9 months                          |
| Q2 2022                  | Anticipated sale closing  |
| <b>Schonsee</b>          |   |
| 2021                     | Continue plan amendments<br>Continue land sale negotiations on Schonsee West                        |
| Q4 2021                  | Publicly offer Schonsee East lands for sale<br>Anticipated exposure time of 6 - 9 months            |
| Q4 2022                  | Anticipated sale closing  |
| <b>Goodridge Corners</b> |   |
| 2021                     | Continue plan amendments<br>Begin work to split Goodridge Corners into five to six parcels for sale |
| Q1 2022                  | Publicly list all parcels for sale<br>Anticipated exposure time of 18 - 24 months                   |
| Q4 2022 to Q4 2023       | Anticipated sale closing  |

### Option 2 - Partial Development

For this option Aster would be listed as a single parcel. Schonsee would be split into two parcels, east and west which would be offered for sale independently.

Schonsee west is immediately saleable while Schonsee east would require plan amendment completion.

The large scale plan amendment for Goodridge Corners would be scaled back to a smaller one to revise minor items to allow the next stage to advance sooner. While the next stage is being advanced, the larger plan amendment would be re-initiated and would affect future stages. Goodridge would be developed, either fully or partially depending on funding requirements of other projects. Additional land in Goodridge Corners may be made available for sale if it was determined the additional revenue generated through that sale was essential to the advancement of other major redevelopment or node projects.

| <b>Timeline</b>          | <b>Activity</b>  |
|--------------------------|--|
| <b>Aster</b>             |  |
| Q2 2021                  | Publicly offer lands for sale<br>Anticipated exposure time of 6 - 9 months               |
| Q2 2022                  | Anticipated sale closing   |
| <b>Schonsee</b>          |  |
| 2021                     | Continue plan amendments<br>Close land sale for Schonsee West                            |
| Q4 2021                  | Publicly offer Schonsee East lands for sale<br>Anticipated exposure time of 6 - 9 months |
| Q4 2022                  | Anticipated sale closing   |
| <b>Goodridge Corners</b> |  |
| 2021                     | Advanced simplified plan amendment   |
| Q3 2021 to 2046          | Anticipated land development activities  |
| Q3 2021                  | Resubmit large scale plan amendment  |
| 2023 to 2047             | Anticipated lot sales  |