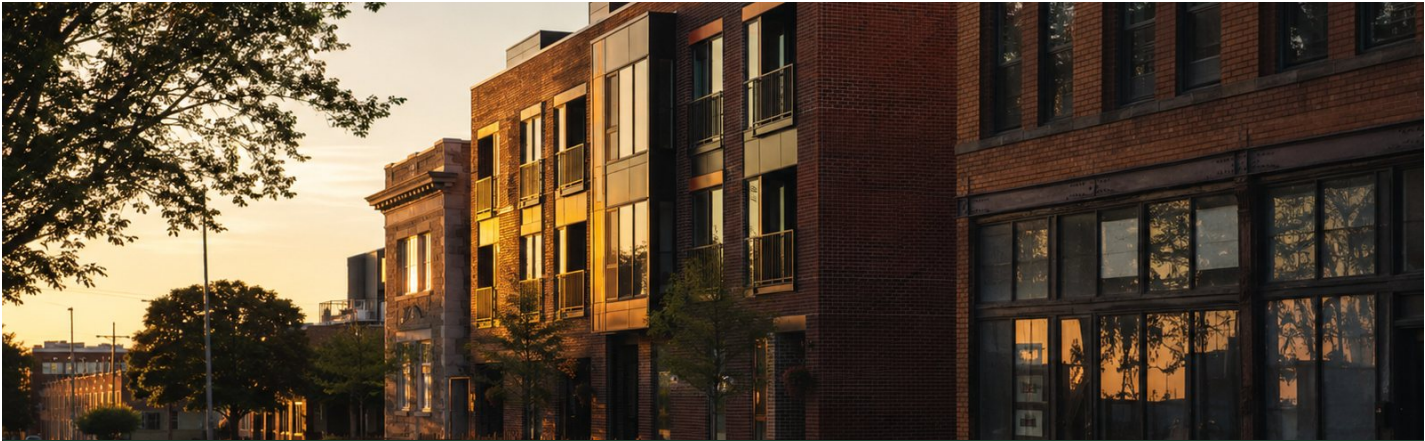




WORK SAMPLE 02 | PARCEL EVIDENCE

Proof before pursuit.

Sanitized parcel screen for an East Side Cleveland opportunity. The objective is to identify the minimum evidence required before spending meaningful diligence dollars or pressing a seller.

GOVERNED RESULT

CONDITIO NAL LEAD STATUS	0 CONTROL DOCUMENTS	6 STAGE 0 EVIDENCE GROUPS	HOLD SPEND POSTURE
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A parcel can survive a desktop screen and still fail the first execution gate. In this sample, the opportunity remains a conditional lead because ownership, assessor, zoning, incentive geography, and program-fit research can be advanced from records, but seller authority and reversible control require another party.

ID	EVIDENCE	STATUS	SOURCE CLASS	GATE EFFECT
OWN-01	Record owner and conveyance authority	Open	Recorder and title	Blocks seller engagement and control
ASR-01	Parcel identity, acreage, tax and assessed data	Desk verified	County fiscal records	Supports identity; does not prove marketability
ZON-01	Current zoning and intended-use pathway	Open	Municipal code and written confirmation	Blocks density and test-fit reliance
ABT-01	Abatement geography and term assumptions	Preliminary	Municipal incentive records	Blocks stabilized-tax conclusion
QCT-01	Qualified Census Tract status	Desk verified	HUD mapping	Supports basis-boost screen
DDA-01	Difficult Development Area status	Desk verified	HUD mapping	Supports basis-boost screen
CTRL-01	Option or contingent purchase agreement	Not obtained	Seller and counsel	Hard stop before advancement
ENV-01	Phase I and recognized environmental conditions	Not obtained	Environmental consultant	Blocks nonrefundable diligence

ID	EVIDENCE	STATUS	SOURCE CLASS	GATE EFFECT
TIT-01	Title exceptions, liens, easements and legal description	Not obtained	Title commitment	Blocks control and site-plan reliance
SUR-01	Boundary, access, encroachments and utilities	Not obtained	ALTA or boundary survey	Blocks final test fit and civil scope

PUBLIC-SAFE DISCLOSURE	Sanitized planning-level work product. It demonstrates KC's analytical and project-control methods; it is not a claim of a closed transaction, financing commitment, appraisal, legal opinion, engineering report, or licensed third-party service.
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MINIMUM STAGE 0 PACKET

The smallest evidence package before seller pressure or paid diligence.

01	Ownership	Record owner, conveyance authority, legal description, and any entity-resolution questions.
02	Assessor	Parcel ID, acreage, tax status, valuation history, and cross-parcel inconsistencies.
03	Zoning	Current district, permitted use, density, parking, height, variances, overlays, and required written verification.
04	Abatement	Exact geography, eligibility, term, percentage, approval path, and conservative underwriting treatment.
05	QCT and DDA	Parcel-level mapping evidence and the resulting basis-boost assumption, if any.
06	Control	Low-cash, reversible option or contingent contract with diligence, financing, extension, assignment, and termination protections.

ADVANCEMENT RULE

Do not pay for survey, Phase I, geotechnical work, detailed civil review, or legal drafting at full scope until parcel identity and ownership are reconciled, zoning and incentive assumptions have documentary support, and the seller will provide reversible control on acceptable terms.

WHAT THIS SAMPLE PROVES

KC can convert parcel research into an auditable evidence register, distinguish desk verification from third-party diligence, connect missing proof to an explicit gate, and sequence scarce predevelopment dollars around reversible decisions.

PUBLIC-SAFE DISCLOSURE	Sanitized planning-level work product. It demonstrates KC's analytical and project-control methods; it is not a claim of a closed transaction, financing commitment, appraisal, legal opinion, engineering report, or licensed third-party service.
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