PHASE TWO

PUBLIC PRICING® — ROUND ROBIN SALE PROCESS

Private Bidding Process for Qualified Buyers

8241 Main Street • Bokeelia, Florida 33922

PHASE ONE DISCOVERED THE MARKET.
PHASE TWO BRINGS THE QUALIFIED MARKET TO THE TABLE.

PLEASE TAKE A FEW MINUTES TO UNDERSTAND THIS PROCESS

Public Pricing® is designed to create a fair, transparent and intelligent conversation between qualified buyers and the seller. Please take the time necessary to read and understand the Phase Two Round Robin Sale Process before submitting a bid.

If anything is unclear after reviewing it, contact the auctioneer immediately with your questions. If you are prepared to submit the minimum qualified bid of $1,875,000 or more but do not have the time to study the process in detail, call the auctioneer directly. The process will be explained to you personally before you participate. Fred DeFalco, Auctioneer 561-702-3757

QUALIFIED BUYERS SHOULD NEVER BE UNCERTAIN
ABOUT HOW THIS PROCESS WORKS.

PHASE TWO TIMING

Phase Two begins Thursday, **September 17, 2026, and ends Saturday, October 17, 2026, at 4:30 PM Eastern.**

The seller retains the right to accept an offer and sell the property at any time prior to the conclusion of the process. If the property is sold before the Phase Two deadline, all remaining bidding will end.

1. MINIMUM QUALIFIED BID

The property will be offered at a minimum bid of $1,875,000.

Any bid at or above $1,875,000 will be accepted into the Qualified Buyer Group and will open a private discussion with the auctioneer regarding price, terms, timing, due diligence and the buyer's ability to perform.

2. BECOMING A QUALIFIED BIDDER

To become part of the Qualified Buyer Group, a bidder must:

- Submit a bid of $1,875,000 or more.
- Provide acceptable proof of funds showing at least $200,000 available for the required deposit if selected as the successful bidder.

Once these requirements are satisfied, the bidder will be entered into the Qualified Buyer Group and will participate in the Phase Two Round Robin Sale Process.

3. PRIVATE ROUND ROBIN DISCLOSURE

This is not an open-cry auction.

As qualified bids are received, the auctioneer will privately communicate bidding activity within the Qualified Buyer Group in accordance with the Public Pricing® Promise of transparency.

Each qualified bidder will know where the bidding stands and will have the opportunity to improve their price and/or terms during the process.

4. FINAL BID DISCLOSURE

Saturday, October 17, 2026 at 4:30 PM Eastern marks the close of the Phase Two qualification and bidding period.

At that time, all qualified bidders will receive a summary of the qualified bids received, consistent with the Public Pricing® Promise of Transparency.

5. HIGHEST & BEST ROUND

Each member of the Qualified Buyer Group will then have until Wednesday, October 21, 2026, at 4:30 PM Eastern to communicate their highest and best price and terms to the auctioneer.

Price alone will not necessarily determine the strongest offer. The seller will consider:

- Price
- Deposit
- Financing
- Contingencies
- Due Diligence
- Closing Date
- Certainty of Performance
- Other Material Terms

6. EXCLUSIVE FINAL NEGOTIATION

Following the highest-and-best round, the bidder presenting the strongest overall combination of price and terms will receive the exclusive opportunity to enter into a private final negotiation with the seller and auctioneer.

That meeting will take place within three business days after the highest-and-best deadline.

The purpose of that meeting is to determine whether the seller and bidder can agree upon final price and terms that are mutually acceptable.

7. IF NO AGREEMENT IS REACHED

If the seller and first-selected bidder cannot reach an acceptable agreement, the seller will immediately open discussions with the next strongest qualified bidder and continue through the qualified group until a mutually acceptable transaction is reached or the seller elects to move to a Phase Three marketing period.

THE PUBLIC PRICING® PROMISE

Every qualified bidder will have the opportunity to understand the bidding activity, ask questions, review the process and make an informed final decision before the process concludes.

Public Pricing® is not designed to pressure buyers into reacting blindly. It is designed to create an informed marketplace in which legitimate buyers and the seller can communicate, evaluate price and terms, and make better decisions with real information.

THE PRINCIPLE

The seller and every qualified buyer are treated with equal respect. Both sides are heard. Both sides' interests, terms and opinions are taken into consideration.

The public establishes the market.

Qualified buyers see the real bidding activity and determine what the property is worth to them personally.

Each buyer decides what price and terms make sense to them.

The seller decides what those offers and terms are worth to them.

TRANSPARENCY REPLACES GUESSWORK. CONVERSATION REPLACES PRESSURE. THE MARKETPLACE IS RESPECTED.

That is the Public Pricing® Round Robin Sale Process.

Serious Sellers • Serious Buyers • Real Market Discovery