

REPRESENTATIVE SAMPLE DELIVERABLE

San Diego County Site Intelligence

An illustrative demonstration of how Nova converts a real estate objective into a research plan, evidence framework, candidate-site matrix, and executive recommendation.

ANONYMIZED & ILLUSTRATIVE — NOT LIVE SITE DILIGENCE

Find a credible path—not just a list of properties.

Identify and preliminarily evaluate potential data-center sites in San Diego County, then organize the strongest candidates around the critical property, infrastructure, entitlement, and execution questions.

BUSINESS GOAL

Prioritize diligence

Give the acquisition team a defensible starting universe and show which candidates deserve direct utility, carrier, agency, title, and engineering confirmation.

DECISION STANDARD

Evidence before enthusiasm

Separate confirmed facts, preliminary indications, calculations, assumptions, and unresolved questions. Never equate infrastructure proximity with available service.

Initial requirements

- ✓ San Diego County industrial or compatible-use locations
- ✓ Physical configuration capable of supporting the target program
- ✓ Credible preliminary electrical and fiber path
- ✓ Practical entitlement, access, environmental, and expansion considerations
- ✓ Clear evidence gaps and next diligence actions

Representative-sample boundary: This document demonstrates Nova's workflow and deliverable format. Candidate identities, metrics, statuses, and exhibits are illustrative and do not represent current property availability or confirmed diligence.

A controlled path from discovery to recommendation.

01	02	03	04
Confirm criteria	Build universe	Screen evidence	Prioritize action

RESEARCH LANE 1

Property & control

Parcel configuration, acreage, ownership, marketed status, existing improvements, access, expansion potential, and source conflicts.

RESEARCH LANE 2

Planning & entitlement

Jurisdiction, zoning, allowable-use path, discretionary review, overlays, environmental context, and agency confirmation needs.

RESEARCH LANE 3

Power & utilities

Utility territory, nearby facilities, voltage indicators, service pathway, water and gas context, and the difference between proximity and verified capacity.

RESEARCH LANE 4

Fiber & connectivity

Carrier discovery, lit and dark-fiber indicators, on-net or near-net status, route diversity, extension requirements, and confirmation needs.

Quality-control rules

- ✓ Use consistent units, definitions, statuses, and evidence labels
- ✓ Document conflicts instead of silently choosing a favorable source
- ✓ Keep minimum requirements separate from preferred attributes
- ✓ Advance candidates only when there is a credible path through every critical gate

Match the source to the claim.

Nova builds an assignment-specific source hierarchy. Public discovery sources can identify candidates; decision-critical claims require direct or authoritative confirmation.

EVIDENCE CATEGORY	REPRESENTATIVE SOURCES	USE IN ANALYSIS	CONFIRMATION STANDARD
Property & ownership	Assessor, county GIS, title materials, broker offering	Parcel identity, configuration, ownership, improvements	Title and survey where material
Planning & zoning	Municipal code, zoning map, specific plan, staff records	Preliminary use and entitlement pathway	Written agency confirmation
Electrical infrastructure	Utility maps, filings, grid datasets, interconnection materials	Discovery and preliminary service-path assessment	Utility study or written capacity confirmation
Fiber	Carrier maps, broadband filings, network research	Provider and route discovery	Carrier engineering confirmation
Environmental & hazards	Agency databases, environmental records, hazard layers	Red-flag screening and diligence planning	Qualified consultant review
Market & transaction	Broker materials, listing platforms, public filings	Availability, pricing context, and control pathway	Seller/broker and transaction documents

VERIFIED

Direct support

Authoritative evidence supports the displayed claim.

PRELIMINARY

Credible indicator

Evidence supports continued diligence but not reliance.

UNVERIFIED

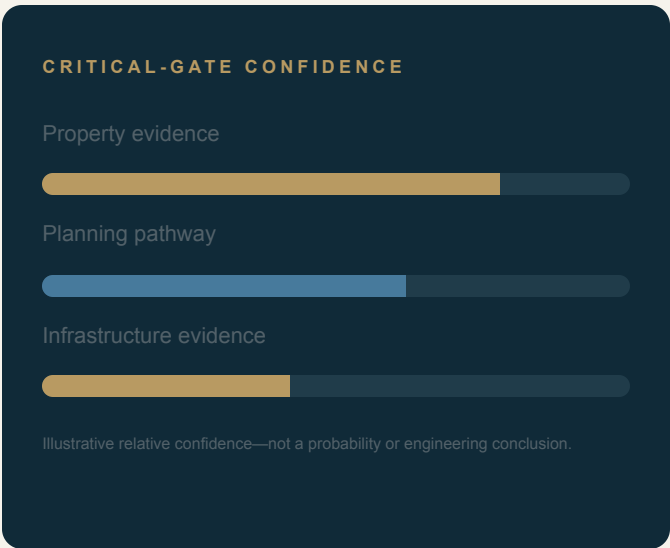
Open question

No adequate confirmation is available yet.

Illustrative screening conclusions.

All findings below are representative sample content. They demonstrate Nova’s analytical language and decision framework; they are not statements about real identified properties.

CANDIDATE	PHYSICAL FIT	POWER PATH	FIBER PATH	ENTITLEMENT	DISPOSITION
Illustrative Site A	Conditional fit	Credible indicator; unconfirmed	Preliminary diverse-route path	Compatible path indicated	ADVANCE DILIGENCE
Illustrative Site B	Meets initial screen	Material evidence gap	Provider identified; route open	Additional review required	HOLD / CONFIRM UTILITY
Illustrative Site C	Configuration constraint	Unverified	Unverified	Potential use conflict	DO NOT ADVANCE

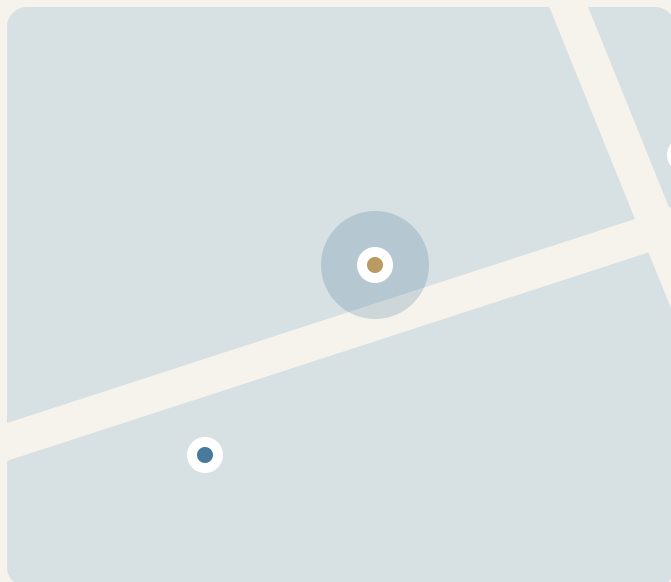


WHAT THE MATRIX REVEALS

A candidate can look strong physically and still remain unqualified until the infrastructure and legal-use paths are confirmed.

The deliverable makes that uncertainty visible and converts it into specific diligence actions.

Put the decision in geographic context.



ILLUSTRATIVE DECISION GEOGRAPHY

Map the evidence—not just the location.

A Nova exhibit can connect a subject area to access, jurisdiction, infrastructure indicators, market context, constraints, and nearby reference points.

- ✓ Gold: primary illustrative candidate
- ✓ Blue: comparison or reference points
- ✓ White: generalized access network
- ✓ Shaded area: representative market context

Generalized geometry. Not to scale. Does not depict a real site, utility route, carrier route, entitlement boundary, or current project.

VISUAL-DELIVERY STANDARD

Purposeful

Every exhibit answers a decision question.

Traceable

Material layers connect back to sources.

Bounded

Preliminary indicators are labeled honestly.

Know what the work does—and does not—confirm.

RESEARCH BOUNDARY

Preliminary intelligence

Desktop and public-record research can identify a credible diligence path. It cannot confirm utility capacity, carrier service, legal title, environmental condition, engineering feasibility, or a binding entitlement outcome.

REPRESENTATIVE BOUNDARY

Sample content

This downloadable document is a format and workflow demonstration. It contains no real candidate identities, client information, testimonial, transaction activity, or verified site result.

Required professional confirmation

- ✓ Utility capacity, service configuration, schedule, and interconnection requirements
- ✓ Carrier availability, capacity, extension, and physically diverse routing
- ✓ Title, survey, easements, ownership, and site-control matters
- ✓ Zoning interpretation, entitlement path, and agency requirements
- ✓ Environmental, geotechnical, civil, structural, water, and engineering feasibility
- ✓ Legal, tax, appraisal, accounting, securities, and transaction matters

Nova provides research and decision support. Clients remain responsible for independent verification appropriate to the risk and consultation with qualified professionals before reliance or execution.

Convert uncertainty into a diligence plan.

PRIORITY 01

Confirm utility path

Submit the appropriate service and capacity questions for the preferred load tier, timing, redundancy, and interconnection configuration.

PRIORITY 02

Confirm fiber path

Request carrier-specific on-net or near-net status, capacity, extension requirements, and physically diverse route evidence.

PRIORITY 03

Confirm legal-use path

Obtain written planning guidance, identify discretionary approvals, and test schedule and fatal-flaw risk.

PRIORITY 04

Secure property diligence

Confirm ownership, control pathway, title constraints, survey, environmental condition, access, and expansion feasibility.

REPRESENTATIVE EXECUTIVE RECOMMENDATION

Advance only the candidate with a credible path through every critical gate—and make direct infrastructure confirmation the next decision point.

Nova turns the open questions into an executable sequence so the team knows what to confirm, who must confirm it, and what evidence is required before advancing.

NOVA

RESEARCH GROUP

AI-powered real estate intelligence and execution.

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