

## NEGOTIATION SUMMARY REPORT

TO: Mike Knight / Tracie Kaszok  
FROM: Rebecca Perry, Associate State Director, The Conservation Fund  
RE: Plan One, Inc./Malabar Scrub Sanctuary  
Parcel IDs: 28-37-36-00-757  
DATE: May 6, 2026

On January 8, 2026, The Conservation Fund (“TCF”) submitted a Negotiation Strategy to Brevard County’s Environmentally Endangered Lands program (“EEL”) to begin negotiations on a property containing approximately 2.11 acres comprised of 1 lot located adjacent to Malabar Scrub Sanctuary, in the Town of Malabar, owned by Plan One, Inc. Mike Knight authorized TCF to proceed with negotiations for an initial offer of \$195,000 and up to a maximum offer of \$205,000. TCF’s suggested offer was based on an appraisal report obtained from Pinel & Carpenter, Inc. dated December 15, 2025, with a date of value December 9, 2025. The fee simple appraised value was \$210,000. During the course of negotiations, it became clear that a slightly higher purchase price along with the County’s agreement to pay recording fees would result in a successful negotiation, thus TCF submitted a revised Negotiation Strategy on January 30, 2026. Mike Knight authorized TCF to negotiate up to the appraised value of \$210,000 and pay recording fees in addition to the Phase I Environmental Site Assessment, survey and title work.

TCF presented the following offers to the landowner:

1. January 15, 2026, purchase price offer of \$195,000 with landowner responsible for recording fees and documentary stamp tax. The offer also included an initial option period of 120 days with an additional 120 days following assignment of the Option Agreement to Brevard County.  
Counteroffer of \$265,000 received on January 22, 2026 via email.
2. January 22, 2026, revised offer provided at \$205,000.  
Counteroffer received via email requesting that the County cover documentary stamp tax and recording fees, adjust to a 90-day closing timeframe, and pay \$600/month to the landowner if the closing extended beyond 90 days.
3. February 2, 2026, revised offer provided at \$208,000 with County paying recording fees, Phase I Environmental Site Assessment, survey and title. Also included initial option period of 120 days with a revision to the timeframe following assignment of the Option Agreement to Brevard County to 90 days instead of 120 days.
4. Offer accepted on February 2, 2026.

Please contact me if you have any questions or require any additional information.

Sincerely,



Rebecca Perry

Associate State Director