KYS (Know Your Site) Documentation

Site-Vision Compatibility Assessment Guide

N4S — Luxury Residential Advisory Platform

Contents: Overview • Workflow • Gates & Validation • Reference

What is KYS?

KYS (Know Your Site) is a gateway assessment module that evaluates whether a potential site can accommodate your validated program before capital is committed. It answers the critical question: can THIS site deliver what we need for THIS mansion?

Site selection is one of the most consequential decisions in luxury residential development. The wrong site can create constraints that compromise your vision, limit resale potential, or result in years of unsold inventory.

The Palazzo Problem

A successful client built an authentic Italian Palazzo in Palm Beach on a site that appeared adequate but had critical misalignments:

- Too Long and Narrow — only the master bedroom got ocean views
- Adjacent to Hotel — privacy and context issues that couldn't be mitigated
- Wrong Neighborhood Values — surrounding homes were $15–25M, creating a ceiling below $60M+ target
- No Market for Style — ornate Palazzo style had no buyer demand in that micro-market

He built a magnificent house that hasn't sold in over 4 years. KYS prevents this outcome.

Primary Outcomes

- **GO/NO-GO Recommendation**

Clear traffic light assessment with supporting rationale

- **Deal-Breaker Detection**

Early identification of fatal site issues

- **Multi-Site Comparison**

Objective ranking for up to 4 candidate sites

- **KYM Handoff**

Site context and market insights flow forward

What's Included

Feature	Count	Description
Assessment Categories	7	Comprehensive evaluation framework
Scoring Factors	31	Detailed sub-factors with scoring guides
Deal-Breakers	10	Automatic RED flags for unmovable conditions
Site Comparison	4	Evaluate and rank up to 4 sites side-by-side

2. Workflow

KYS Assessment Workflow

Position in N4S Journey

KYS comes after KYM because site assessment needs both the validated program (from MVP) AND market context (from KYM).

Step	Module	Purpose
1	KYC	Define client needs and lifestyle
2	FYI	Build quantified space program
3	MVP	Validate adjacency and spatial logic
4	KYM	Establish market context and comps
5	KYS	Evaluate if sites can accommodate program (current)

Assessment Steps

Step 1: Add Site

Create assessment with address, asking price, lot dimensions, and zoning.

Step 2: Score Categories

Work through 7 categories, scoring factors from 1–5.

Step 3: Review Deal-Breakers

System auto-checks for deal-breaker conditions and flags triggered ones.

Step 4: Compare Sites

Use comparison view to rank multiple sites objectively.

Step 5: Document Handoff

Record site constraints and market insights for KYM.

Data Flow

Inputs: From KYC (budget, vision), FYI (target SF, levels), MVP (validated tier, adjacencies), KYM (comps, demographics, neighborhood).

Outputs: GO/NO-GO recommendation, constraint documentation, deal-breaker log, site selection report.

3. Gates & Validation

Traffic Light System

Light	Score Range	Meaning
GREEN	4.0 – 5.0	Strong alignment. Proceed with acquisition.
AMBER	2.5 – 3.9	Concerns exist. Proceed only with documented mitigation.
RED	0.0 – 2.4	Fundamental misalignment. Do not acquire.

Override Rules

- Overrides to RED if any Deal-Breaker is triggered
- Overrides to RED if two or more categories score RED
- Caps at AMBER (cannot be GREEN) if three or more categories score AMBER

10 Deal-Breakers

ID	Condition	Trigger
DB1	Lot geometry incompatible with vision massing	Factor 1.1 1
DB2	Primary views cannot be achieved for principal rooms	Factor 2.2 1
DB3	Adjacent commercial/institutional context mismatch	Factor 4.3 1
DB4	Neighboring values create price ceiling below target	Factor 4.1 1.5
DB5	Style vision has no absorption history in market	Factor 5.3 1
DB6	Fixed vision client with site requiring major compromises	Factor 6.3 2 AND Factor 6.2 2

ID	Condition	Trigger	
DB7	Zoning prohibits intended use or scale	Factor 7.1	1
DB8	Historic/design review would block key elements	Factor 7.3	1
DB9	Geotechnical conditions make construction infeasible	Factor 1.5	1
DB10	HOA covenants prohibit intended style or features	Factor 7.5	1

Waiving Deal-Breakers

If a client proceeds despite RED, this is documented as a "Waived Deal-Breaker" creating accountability documentation with acknowledged risk.

4. Reference

Category Weights

Category	Weight	Factors
Views & Aspect	18%	4
Physical Site Capacity	15%	5
Privacy & Boundaries	15%	5
Adjacencies & Context	15%	5
Market & Demographic Alignment	15%	4
Vision Compatibility	12%	3
Regulatory & Practical	10%	5

Scoring Scale

Score	Meaning
5	Excellent — Ideal conditions
4	Good — Minor issues
3	Acceptable — Some concerns, workable
2	Concerning — Significant issues
1	Critical — Fundamental problem

All Assessment Factors

1. Physical Site Capacity (15%)

- 1.1 Lot dimensions & geometry
- 1.2 Buildable area vs total
- 1.3 Topography and grade
- 1.4 Orientation flexibility
- 1.5 Geotechnical conditions

2. Views & Aspect (18%)

- 2.1 Primary view quality & permanence
- 2.2 View breadth (% of principal rooms)
- 2.3 Solar orientation
- 2.4 Exposure to elements

3. Privacy & Boundaries (15%)

- 3.1 Setbacks from boundaries
- 3.2 Visual screening potential
- 3.3 Acoustic separation
- 3.4 Elevation relative to neighbors
- 3.5 Entry sequence potential

4. Adjacencies & Context (15%)

- 4.1 Neighboring property values
- 4.2 Stylistic harmony
- 4.3 Commercial/institutional proximity
- 4.4 Road noise & traffic
- 4.5 Future development risk

5. Market & Demographic Alignment (15%)

- 5.1 Style resonance with buyers
- 5.2 Price positioning vs comps

- 5.3 Absorption history
- 5.4 Buyer demographic match

6. Vision Compatibility (12%)

- 6.1 Vision manifestation potential
- 6.2 Required compromises
- 6.3 Client flexibility index

7. Regulatory & Practical (10%)

- 7.1 Zoning & FAR constraints
- 7.2 Height & envelope restrictions
- 7.3 Historic/design review
- 7.4 Permitting complexity
- 7.5 HOA/community covenants