



to
purchasing
your
NEW HOME.



STEP ONE

An initial deposit of \$500 holds a lot for a period of 14 days. (This deposit is 100% refundable if you decide not to purchase.) A full Disclosure Binder (book) for you to read and an Options List containing upgrades and their prices will be provided to you when you leave your deposit. At this time a Non-Binding Reservation Agreement will be filled out by a member of our sales staff and a copy given to you assuring your exclusive right to purchase this lot during the time period specified. The Disclosure Binder needs to be returned if you decide not to purchase. Your deposit will be returned when C&M receives back the Disclosure Binder. Back-up deposits may be taken on your lot and executed after the hold period if no continuing activity is in progress or of course if you decide not to buy.

STEP TWO

If you think you might use one of the recommended lenders in our mortgage programs as described in our brochure, you will be given a pre-approval form to fill out. A member of our staff will fax this completed form to the mortgage company selected, who will contact you for a pre-approval counseling meeting. Your pre-approval status should be available approximately 72 hours after this form is submitted. Of course, you may use any mortgage lender you choose to purchase your home.

STEP THREE

During your 14-day hold period we ask that you read your disclosure book (including the copy of the Agreement Of Sale Terms and Conditions) and contact us with any questions you may have. Also please check the options list and identify any options you know you want to include in your new home. At this point, electrical, plumbing and structural changes or additions are most critical, and depending upon the progress on your home, may be limited. (Opportunities to add or delete options are available to you after you sign your Agreement of Sale (AOS), but restrictions may apply.)

STEP FOUR

Also during the hold period (but after the required counseling meeting mentioned above) you should make an appointment with your sales representative to sign your Agreement of Sale (AOS) and indicate which options you wish to include. Then our staff will prepare the papers. Change to the AOS are not acceptable.

STEP FIVE

On the agreed date you sign your AOS. At this point you will need your Earnest Money Deposit, an amount equal to approximately 5% of the total purchase price.

STEP SIX

After you sign your AOS, all required information will be sent to the mortgage company and the interior decorator. Representatives from each of these entities will contact you to arrange for an appointment to make a formal application for your mortgage loan and to select color and upgrade options. Upon completion of your appointment with the decorator, we will schedule an appointment with the construction manager to complete your option selections and review the construction schedule and electrical layout of your home. Upon completion of your construction meeting, a final addendum will be prepared and signed by the purchaser and no further changes will be allowed. At that time a 50% deposit on all options selected will be required.

STEP SEVEN

Your mortgage is approved in about three to four weeks from date of application. The interest rate on a mortgage may be locked in prior to your settlement date. Lock-in periods vary with mortgage companies and mortgage programs. Then, move in on your settlement date.

Congratulations on your new home!