



# YOUR NEW HOME IS ONLY STEPS AWAY

You're about to embark on one of the most exciting and rewarding journeys you'll make in your life. At times along the way, you'll probably feel thrilled and nervous and even overwhelmed. Not to worry. We've walked thousands of home buyers down this path. We're here to guide you and answer any questions you might have - including the ones you didn't know to ask.

Means a buyer action is required.

## PRE-CONSTRUCTION PHASE

**STEP 01**  
PURCHASE AGREEMENT

You're ready to begin your journey. The first step is signing the purchase agreement and submitting earnest money. Take a deep breath. You're on your way.

Consider using one of our preferred lenders and you could receive additional incentives like showroom allowance, closing cost assistance, or title policy paid.

**STEP 02**  
LOAN APPLICATION

Time to submit your initial loan application.

COMPLETION DATE

**STEP 03**  
CONDITIONAL APPROVAL LETTER

Within 8 days of signing the purchase agreement, you should receive your conditional approval letter from your lender.

COMPLETION DATE

**STEP 04**  
FIRST SHOWROOM APPOINTMENT

This is the fun part! Pick out and price the options you want for your new home - from features to finishes, from cabinets to floors, and more. One of our design consultants will guide you through this exciting process.

Visit the showroom within 10 days of signing your purchase agreement.

APPOINTMENT DATE

**STEP 05**  
FINAL SHOWROOM APPOINTMENT

This is your final opportunity to approve the options you've picked for your new home. Our experienced design consultants are there to help you make the best choices. Don't sweat it.

Complete this final showroom visit within 21 days and earn an additional showroom credit.

APPOINTMENT DATE

**STEP 06**  
BUYER START ORDER

After the excitement of dreaming up your new home, you might feel anxious without another "to-do." Rest easy. While you wait, we're getting things done - like finalizing the building plans and obtaining necessary permits. It's all part of the build process.

**STEP 07**  
PRE-START MEETING

Join your Field Manager at the pre-start meeting when we double-check that everyone is in agreement regarding the build. We know that open communication is essential to a smoother build with fewer surprises. In this meeting we will:

- Meet your Field Manager
- Review home plans & design selections
- Review fixture & outlet locations
- Establish future check-ins and update methods to keep you informed
- Answer any questions you may have

MEETING DATE

## CONSTRUCTION PHASE

**STEP 08**  
THE FOUNDATION

Let's build your new home! There's nothing quite like the thrill of seeing your foundation poured. It's not uncommon at this stage to feel like your home looks small. Don't worry, that feeling will change as we start the frame.

**STEP 09**  
THE FRAME

After the foundation is poured, skilled tradesmen will start the frame. At this point, you'll really start to get a feel for your new home.

**STEP 10**  
PRE-DRYWALL MEETING

This is your final opportunity to review all electrical, plumbing and HVAC systems and make any necessary adjustments before drywall is installed.

MEETING DATE

**STEP 11**  
DRYWALL INSTALLED

As the drywall is installed, you'll start to get a much better feel for your new home living spaces.

**STEP 12**  
FINISHING TOUCHES

It's not uncommon to squeal with excitement as trim, cabinets, and fixtures are installed during this phase. We won't judge.

**STEP 13**  
QUALITY INSPECTION

Our Quality Inspectors evaluate every one of our homes with a quality, top-to-bottom inspection. You can feel comfortable knowing you're buying a quality-checked home.

## POST-CONSTRUCTION PHASE

**STEP 14**  
PRE-CLOSE MEETING

During this meeting, your Field Manager will educate you on the operation and care of your home systems, like plumbing, electrical and air conditioning. This is also your chance to identify any items outside our model home standard that need correcting. With your Field Manager ready to tackle any issues, there's nothing to sweat here.

**STEP 15**  
FINAL SIGN-OFF MEETING

We'll walk through your new home with you and confirm that all of the items noted in the pre-close meeting have been addressed.

MEETING DATE

**STEP 16**  
THE CLOSING

This is it! After you sign the closing documents and finalize any closing costs and down payment, your loan will be funded. Mission accomplished. Congratulations on your new home!

CLOSING DATE

**STEP 17**  
CUSTOMER SERVICE MEETING

About two weeks after closing, you'll get to meet your Customer Service Representative, who will handle any of your concerns now that you're settled into your new HistoryMaker home.

You may have closed on your new home, but we'll still be by your side when you need us. If you're happy, we're happy.

MEETING DATE