

## Our Ten Step Buying Process

1. Call our office to schedule an appointment with one of our sales executives. Let us explain how we can make your dreams a reality. We can assist you in many ways:

- We have beautiful homes for sale that are ready to move into.
- We can help you in finding the perfect lot and help you with your financing!
- We will work with you to design your home or review your plan to optimize it.
- We will build you a "Signature Quality Home" in a timely manner.

2. Once we have a plan and lot finalized we can fit the home design to your site. Carlson Homes will help you position your home on your lot to take maximum advantage of views, sun exposure, topography, golf course location, etc.

3. Discuss your exterior and interior finish ideas with our design experts. You can make your selections now or we will allocate an allowance amount for each item based upon your general descriptions, such as Granite, Corian or Laminate countertops.

4. Reviewing and signing a contract is a simple process. Proceed with financing and permitting.

5. Meet with landscape architects and pool designers who will make sure your outdoor experience is just as satisfying as the indoor.

6. Attend a pre-construction meeting where all the details of the construction process are reviewed and each of your requests is confirmed.

7. Attend an on-site framing review before plumbing and electrical rough-ins is installed to make any last minute changes and discuss lighting and control placement with electrician.

8. Attend an on-site meeting after drywall to discuss final finishes to be installed.

9. Attend a "Getting to know your new home" meeting in which all mechanical systems and operations are explained and a final quality inspection is done.

10. Move in and enjoy your gorgeous new home! Sleep well knowing you have an exceptional warranty and that Carlson Homes will be there to service any needs you may have. Á Á Á Á Á Á Á Á Á Á Á