



Let me see if I can read your mind:

1. You have looked at a lot of Models and Designs and not found the Perfect one.
2. You know how much you want to spend but cannot find anyone who can tell you what you can get for that budget.
3. You want to have questions answered but you are planning on taking your time so you do not want someone bugging you.

..... How am I doing so far?

**What you need to know about us:**

-  *We are builders of homes, not retailers of houses.*
-  *We understand that this is the biggest decision most families will make and often the one you know the least about. We want to change that.*
-  *We believe in educating, not selling.*
-  *We believe that our actions, not our words, will define us.*
-  *We understand that every family's needs are different, and we will strive to design the home which will fit your needs and your budget, whatever that may be.*
-  *We believe in straight talk up front, instead of just telling you what you want to hear.*
-  *We know that every home that we build, from \$45,000 to \$850,000, will be a dream come true for the people who live there and we would be honored to help you build that dream.*

# Call Me Coach!! ....

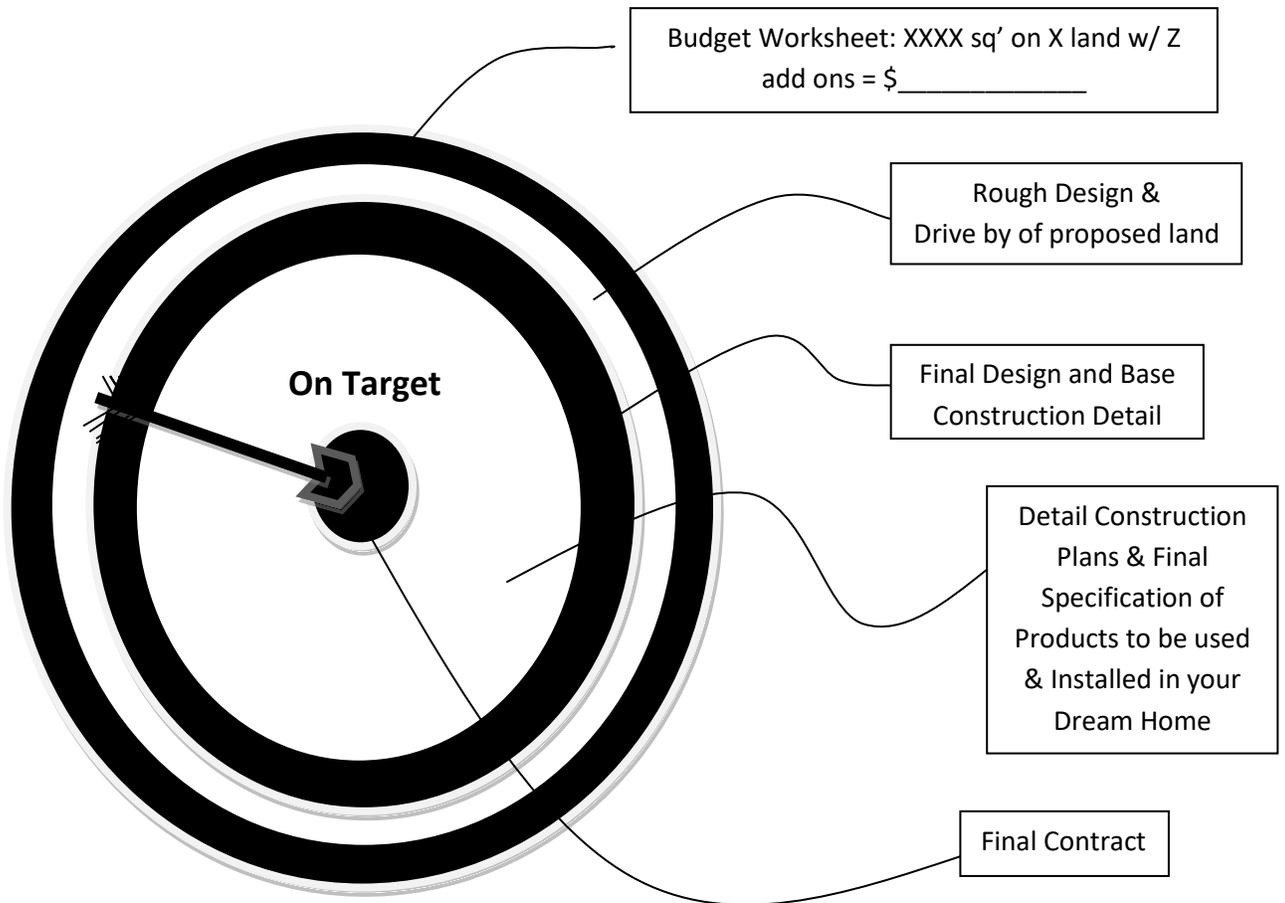
Everyone comes into this process with a "Goal Number" in their head  
(We will not ask you).

The question is ... "Can I get what I want for what I want to spend"

Many questions need to be answered for us to give you an absolute  
but we can see if you are on target.



## Pricing Process:



Here is a little help with calculating your house budget. Start with your total mortgage budget and work backwards into your house number. Then we can help you get the most house you can for your needs in that budget you are trying to stay with in.

\$ \_\_\_\_\_ fill in your total affordable mortgage amount (if you do not know that, you need to start by establishing that) call us and we will help you get some idea.

-\$ \_\_\_\_\_ cost of land (find pricing for lots in the areas you would like to build on) try [www.zillow.com](http://www.zillow.com)

-\$ \_\_\_\_\_ excavation cost- this includes digging, driveway, backfill, any fill or stone etc. This is the really hard one to work with because there are so many unknowns but figure \$11,000/half acre of excavation- Example-if you have 10 acres but are only opening up 1.5 plus a 1/2 acre of driveway (500 feet) then you would use \$44,000 if your total area is only an acre then it would only be \$22,000

-\$ \_\_\_\_\_ septic -\$2800 to tie in if city sewer and \$6500 or \$30,000 if you have heavy soil that does not allow water to drain.

-\$ \_\_\_\_\_ water supply- \$1500 to tie into city water or \$9500 +/- for a well

-\$ \_\_\_\_\_ Foundation cost- a safe number is to multiply the first floor square footage by \$19/sq' – This covers the foundation as well as design and engineering, waterproofing, sill plates, insulation etc. 80% of this if you are only doing a crawl space.

-\$ \_\_\_\_\_ electrical figure \$6500 to tie in plus the cost of running power to site

-\$ \_\_\_\_\_ plumbing figure \$7500 to tie in plus additional of extra plumbing needs

-\$ \_\_\_\_\_ HVAC- use \$12,000 for hot air heat, \$18,500 for hot water baseboard and add \$4000 for air conditioning on either one (this includes the new HRV systems required on new homes that meet the energy code for less than 3 air changes per hour)

-\$ \_\_\_\_\_ cost of porches, patios, decks, @\$39/sq or \$60 with roof. (min 48 sq')

-\$ \_\_\_\_\_ garage with foundation- figure \$42/square foot for this (24x24 2 car garage=\$24,182)

\$ \_\_\_\_\_ Now what you have left is your house budget..

Divide your budget by the following number to price your house.

-  Mobile homes- Reduce site prep cost by \$21,000 then divide by \$55-85 per square foot
-  Custom Modular home with a single peak- \$100-\$150 per square foot
-  Custom Modular home with multiple peaks \$125-\$165 per square foot
-  Chalet Style House (with Vaulted Ceiling unfinished 2<sup>nd</sup> floor \$129-169 per square foot
-  Cape houses with unfinished 2<sup>nd</sup> floor use Standard Ranch numbers plus \$15,000 for higher peak  
Low to high end of range is based on the upgrade options you desire

USE Pencil- you will change and change the numbers as you work through the process. If you find land for \$20,000 less than you will add \$20,000 to your house budget and gain 250-450 square feet of house.

For a detailed list of home prices for standard models refer to the "Sample Prices" under "Information" on our web-site

**Custom Design & Quality At No Added Cost**



Every house we build is full custom

Modular Manufacturers do **NOT** charge extra for custom as long as the builder does the design work...  
and we do that for you for FREE!

“I HAVE TO SEE IT!” - We can help with that



- We design it
- We use pictures for your selected element
- We use model homes to give you a feel for space



Beyond Custom - Custom is not just design!

YOU pick every building material used in the construction of YOUR house – NO LIMITATIONS

From floor to deck material - door knobs and light fixtures!

We will sit down together and reduce the laboring process of finding “your home”, together we can dream, plan and build “YOUR home”.

Remember, we are here to answer your questions and guide you along in this process.

We are a team and you can **Call Me Coach!! ....**

