



Pre-Sale Road Map

You're receiving this document because you've expressed interest in reserving a lot with Discovery Builders. The purpose of this document is to outline the sales process and preview the steps to come. Discovery Builders' mission is to build "our plans, your way".

Phase 1: Lot Reservation Agreement Signed & Deposit Given

To secure your lot reservation, we require a deposit. This deposit temporarily reserves the lot for 30-45 days as we work towards finalizing a contract for construction. Please note:

- The deposit is fully refundable if a contract is not entered into, provided Discovery Builders has not incurred costs developing plans or specifications.
- If plans have been developed and a contract is not executed within the stated time frame, 50% of the deposit will be forfeited.

Phase 2: Work Towards Signed Contract

The purpose of this phase is to establish the pricing for building "our plan, your way." During this phase, you will:

1. Meet with our sales team in person or via video call.
2. Select a building plan.
3. Secure a base price for the chosen building plan.
4. Discuss any options or upgrades.

Note that if upgrades require pricing quotes or changes to the building plans, securing them may take some time. Building plan modifications are handled by our draftsmen and quotes are typically obtained through our vendors. During this phase, we allow buyers to make up to a maximum 3 plan revisions.

Phase 3: Contract Signed & Deposit Given

Upon signing the contract, Discovery Builders will request a 10% deposit of the total sales price, depending on the variables discussed in Phase 2. The Lot Reservation Deposit will be credited towards this amount.

Within 2 business days of contract signing, you will receive a Welcome Email from our Office Administrator containing important information about the next steps.

