



## FREQUENTLY ASKED QUESTIONS

### ***What are the steps to purchase a home at Cameo Court?***

Purchasing a home at Cameo Court is simple. First, determine which plan you would like to build. Second, determine which of the homesites can accommodate your plan. Third, meet with the Apple Tree Team to review finish package options. Fourth, Apple Tree will provide a proposal based upon the general selections discussed in the meeting. Finally, a contract will be created for review and signatures.

### ***Can I customize one of the Cameo Court blueprints?***

Yes! We want you to love everything about your home. So if you need the garage to be a little deeper, your walk-in closet a bit bigger, or would like us to consider other tweaks to our plans-- we are happy to evaluate each of those requests. While it may add a little to the final price tag, most of our clients have been thrilled with the results.

### ***Can I build from a custom plan at Cameo Court?***

While our preference is to build or customize from one of Cameo Court's approved plans, Apple Tree Construction will evaluate custom plans on a case-by-case basis. Custom plans, however, will generally cost more to build.

### ***Can I build a Cameo plan on a golf course homesite in Apple Tree Phase I, II, or III?***

Absolutely! If you like what you see at Cameo Court but would prefer to live on the golf course, Apple Tree Construction can build any of the Cameo plans on a golf course homesite. Homesite premiums on the golf course start at \$20,000 above the Cameo Court base prices.

### ***Can another builder build my home at Cameo Court?***

No. Apple Tree Construction is the only approved builder at Cameo Court.

### ***Can I purchase a homesite and build later?***

Yes. If you find the ideal homesite, but aren't quite ready to build, you may have 12 months to begin construction.

### ***How long does it take to build a home?***

Single story homes typically take 5 months from permit to move-in. Two-story homes typically take 6 months.

### ***Will I get to be involved in finish selections?***

Yes. Purchasers make selections on the 15-20 most important decisions on the home including interior/exterior paint colors, window style, roof color, cabinet & millwork stain color, granite, carpet style/color, tile & backsplash design/color, plumbing & lighting fixtures, and more.

### ***Will making all of these selections be stressful?***

No! Apple Tree's team of professionals has already narrowed down the options to make decisions as stress-free as possible. And if we think you're making a questionable choice on a particular item-- we'll let you know. Plus, Apple Tree is the only builder in the area that uses Co-Construct, a secure, easy-to-use online service to make selections, approve change orders, reply to messages, check progress information, and review project files. For more information, visit [www.co-construct.com](http://www.co-construct.com) or ask a member of the Apple Tree Construction Team.

### ***What is included in the base package price?***

First, it's important to note how often our customers tell us how nice our basic package items are. We can honestly say that most people would be happy without a single upgrade. Second, while many builders do not include a building permit, utility hook-ups, refrigerator, landscaping, etc-- at Cameo Court our base prices make a home move-in ready. Upgrade options, however, are available and are priced accordingly.

### ***How much are Cameo Court dues?***

Currently, developer's dues at Cameo Court are \$85 per month and include irrigation water, snow removal on the streets, electricity for street lights and gate, phone line for the gate, and for all use, cleaning, maintenance, and utilities for the Braeburn Park pool and other facilities.

### ***Are there future phases of Cameo Court?***

Yes. Plans for a 3rd phase exist on the future 86th Avenue with future expansion plans in the works for the 10-acre parcel north of Phase II.

### ***What are my financing options?***

There are 3 options for purchasing a home at Cameo Court. The first is a cash purchase, where the homesite is purchased first, followed by 5 equal cash draws during the course of construction. The second option is a construction loan for qualified purchasers. With a construction loan, a purchaser will close on the homesite, followed by interest-only payments to a mortgage lender. During construction, monthly draws are paid from the lender to Apple Tree. Upon completion, the construction loan becomes a permanent loan. A third option would be considered on a case-by-case basis. This option is to pay a non-refundable deposit to Apple Tree Construction of 10% down based upon pre-approval for conventional financing with a mortgage lender. Upon completion of the home, the remaining 90% would be paid via proceeds of a mortgage loan. With the third option, a premium would be charged to the base price of the home to cover course of construction interest.