



STEPS TO PURCHASING AN APPLE TREE CUSTOM HOME

1. *Determine Your Budget & Pre-Qualify.* With any custom home, the sky is truly the limit. From the beginning, it's important to determine how much you want to spend before you get too far down the road. Finding a knowledgeable lender who is willing to learn what your financial goals are and is dedicated to providing financing options based upon your needs is a good start.
2. *Select A Homesite.* With a variety of sizes, prices, locations, and views available at Apple Tree Resort, selecting the perfect homesite for your custom home is particularly important. After choosing a homesite, completing a purchase and sale agreement for the homesite (contingent to architectural approval of your design) is a great way to "hold" your lot.
3. *Home Design.* Apple Tree Construction uses the services of three exceptionally talented home designers, each offering a wealth of experience in designing homes specifically for Apple Tree's unique setting. Apple Tree is happy to set-up an introductory meeting with a designer, and can furnish a floor plan concept and elevation concept based upon your input. If this concept becomes the home that we build, the design process is included in the prices of your home.
4. *Custom Home Contract.* After completing the design process, a custom home contract will be generated by Apple Tree Construction that details the finished specifications for your home. Items not specifically identified in the contract are covered in pre-determined allowance budgets. This gives the custom buyer the flexibility to select a variety of products within their budget.
5. *Financing.* All Apple Tree Custom Homes are built with financing arranged by the buyer. Typically, this occurs with the buyer obtaining a construction loan. Through the course of construction, Apple Tree receives monthly draws from the financing institution based upon progress. Upon completion, all payments (including change orders) are due prior to move-in. Financing must be in place for Apple Tree to submit plans to the City for a building permit.
6. *Permit Process.* From buyer and builder approval of final blue prints to the issuance of a building permit, it takes approximately three-four weeks.
7. *Construction Kick-Off Meeting.* For each custom home, Apple Tree Construction hosts a pre-construction kick-off meeting. It's a great opportunity for buyers to meet all of Apple Tree's key personnel, in addition to reviewing the building process and schedule.
8. *Construction.* Custom Homes at Apple Tree typically take 7-9 months to build, depending on the size and complexity of the home, weather implications, and the types of products being used.
9. *Product Selections.* Once construction begins, an Apple Tree representative will provide a schedule for product selection decisions. Throughout the building process, the Apple Tree team of employees and subcontractors will work with you every step of the way, helping you to understand how all of the pieces and parts come together in creating your dream home.
10. *Final Walkthrough.* Prior to closing, an Apple Tree representative will schedule a final walkthrough. This is your opportunity to ask questions, identify punch list items in need of repair, and learn how everything in your home works. During the final walkthrough, you will be provided with a copy of the Apple Tree Homeowner Orientation Manual, which includes product manuals, warranty information, and everything else you'll need to enjoy your new home!
11. *Closing.* A representative from First American Title or Pacific Alliance Title will contact you to schedule a session at your convenience to sign all appropriate documents to finish the purchase of your new home. Upon completion, the keys to your new home, along with a special welcome gift will be available at the Apple Tree Construction Office.

If you have any questions about these steps, please contact the Apple Tree Resort Marketing Office at (509) 972-2740 ext. 9. If you are unable to reach us at this number, please call Jon Kinloch at (509) 945-3712, Katie Birley at (509) 949-9280, or Amber Hicks at (509) 945-2684.