



Home Personalization – Showroom Selection Process

Congratulations on purchasing your new McStain home. As part of our home personalization process, we encourage you visit the showrooms listed below to customize your interior finishes to your liking. As a guide, we've outlined a process and some expectations on the opposite side of this sheet. It is important to note, that if you purchase a home after the house starts, your process may vary and selections might be limited. Please consult your sales representative for details.

Some of our buyers have told us that they feel the selection process can get a little overwhelming, but when it comes to tailoring your home, a little planning can go a long way. Here are a few tips and tools to help you prepare:

MARK YOUR CALENDAR: Indicate all of the deadlines for specific design selections so that you allow time for questions and discussion before your options cut-off date, to avoid delays and late fees. Your Indian Peaks Sales Team will email your contact and lot specific information (i.e. plan, options, construction status, critical deadlines and pending changes) to the Showroom Contacts listed below. **Note: these are listed in order of priority for your appointment set up schedule.**

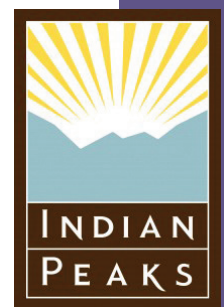
- **APPLIANCES – Specialty Appliance.** Mike Laydon, mike@specialtyappliance.com, 303-516-4015
- **CABINETS – Kitchen Showcase.** Dan Lammers, dan@thekitchenshowcase.com, 720-398-4994
- **FLOORING/COUNTERTOPS/TILE – Guy's Flooring Inc.** Halsey Fritz, halseyf@guysfloor.com, 303-371-8900
- **LOW VOLT ELECTRICAL** (phone, t.v., etc) – **Integrated Electronic Systems.** Jack Nees, jack@AppleControlSystems.com, 303-427-9289
- **LIGHTING – Imagine More of Longmont.** Amy Vela, amy.imagemore@gmail.com, 303-684-0080
- **WINDOW COVERINGS – Blind Corners & Curves.** Brian Workman, brian@bccblinds.com, 303-755-5000

UNDERSTAND WHAT IS STANDARD: Be certain you understand the features that are included or optional in your new home. If there are deposits required for custom options, please make sure you speak with your sales associates about these details.

CONSIDER YOUR LIFESTYLE: Think of how you'll use each room. For instance, you may need more electrical outlets for your home office. Or, you might want a stain-resistant carpet if you have small children or pets.

BE PREPARED: To provide your professional design consultant with your tastes and styles, we suggest bringing cushions, color swatches, pictures of key furniture pieces, ideas from social media sites like Pinterest or Houzz, or other design concepts to your appointments. This will allow your consultant to tailor your finishes in a manner that fits your lifestyle.

NIGHT SKY





MCSTAIN
NEIGHBORHOODS®

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What to expect once you have an approved Sales Agreement.

Plan for this process to take about 45 days from when you sign your Sales Agreement.

Reminder: All changes requests must be complete 30 days prior to your closing date in order to prepare your final addendum to be sent to the title company and your lender.

STEP ONE: Upon Sales Agreement approval, we will need to finalize plan changes and A options you are interested in making within 10 days of contract. Our Showrooms will need your final plan designs to correctly calculate your pricing and final selections. If changes are made to your plans, they will not be sent to the showrooms until you have signed off on those changes. Your sales associate will stay in touch with you regarding review and approval.

STEP TWO: The Showrooms should contact you within 10 days to set up an appointment to begin your selection process. Please note the selection priority and refer to the Cut-off Worksheet.

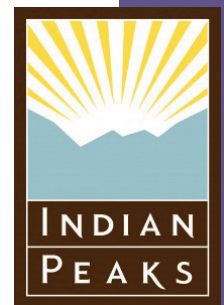
STEP THREE: The Showrooms will work with you directly to create an itemized selection sheet. It can take up to two weeks from your appointment date for the designers to process your changes and pricing, and send you a selection sheet for your review. This should include pricing and layouts or diagrams that show in detail the changes you've requested. Please try to review these within a few days, and get feedback to them as soon as possible. The designers will try to get you revisions back quickly, but it may take up to a week for revisions to be made. Once you are ready to finalize your selections, the showroom will request your final approval and signature on their documents*. The Showroom will then send your signed selection sheet and associated documents to our Indian Peaks Sales Team for Change Order processing. Once received a change order will be created and approved in our system per your order.

STEP FOUR: The Indian Peaks Sales Team will prepare appropriate sales contract addendum(s) for your execution and collect either (1) 25% option deposit or (2) 100% non-refundable option deposit payable to Land Title. 100% non-refundable deposits are required when the IPS Sales Team evaluates and determines that a selection is outside the marketable norm for the neighborhood.

STEP FIVE: You're done! When visiting the site, please do so during business hours and check in with the Indian Peaks Sales or Construction teams first, to see your new home transform into the home of your dreams.

**As a reminder, once you've signed off on your selections they are final and you cannot make changes.*

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Copper West
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