

Dear Buyer,

Are you looking for an **affordable** new home in the North Fork Valley?

The Lario Team of RE/MAX Mountain West has teamed with builder Scott Manuppella of Mountain Built Homes to build houses on lots we've listed in the lovely North Ridge Meadows subdivision in Hotchkiss. North Ridge offers views of the West Elks, a wide-open feeling, wheelchair-accessible curbs/sidewalks and irrigation water to each lot.

Here's how it works:

1. You select a lot and one of **four reasonably-priced yet attractive house plans**. The houses will range from 1,400 to 1,650 square feet and from \$297,000 to \$317,000, excluding upgrades. The MLS #s for the 4 house plans are 742292, 742293, 742294 and 742295. **The list price includes both lot and house.** Please call us with updated information regarding available lots.
2. You sign a Contract to Buy and Sell Real Estate with a "New Home Addendum" that preliminarily describes the new home to be built. The Contract should include a contingency upon detailed building specifications to be attached and agreed upon between Buyer and Seller. These will be approximately 10 pages of detailed specifications provided by the builder. A copy of these specifications which were used for previous contracts is available on Associated Docs in the MLS. For your protection, we recommend that the contract also include a "Brokerage Disclosure Regarding New Construction" (BDRNC) prepared by our attorney. We have a sample contract with suggested wording, a New Home Addendum and a BDRNC available in Associated Docs in the MLS. The contract will be conditional upon execution of a Buyer/Builder contract (see #5 below).
3. You obtain a pre-approval letter from the lender of your choice, based on the design you've selected.
4. You, builder (Scott Manuppella) and the real estate agents hold a "get acquainted" meeting. You choose paint colors, carpet, kitchen cupboards, etc. as well as any upgrades. Builder will answer your questions regarding construction.
5. After the meeting, builder will draft the detailed building specifications based on the chosen design and upgrades. The initialed building specifications will serve as an addendum to the Contract to Buy and Sell Real Estate.
6. The revised Buy/Sell contract, which now includes the detailed building specifications addendum, is submitted to your lender who orders the appraisal based on detailed home specifications. After appraisal, you receive final loan approval conditioned only on completion of the home and final inspection by the appraiser. Construction begins.
7. Construction takes about 4 months. Builder will finance the construction costs. **You will not need a construction loan.***
8. Upon construction completion, the lender's appraiser conducts a final inspection and the lender grants a "clear to close."
9. A normal closing is held and **you receive the keys to your beautiful new home!**

The two larger lots listed in North Ridge Meadows are Lots 2A and 3A. Scott will build the same homes on them for a somewhat higher price or can custom-build on these lots.

Take a look at North Ridge Meadows, view the lots we've marked and the house plans we've provided. Imagine how great it will feel to call North Ridge Meadows home!

Best regards,

Bob Lario, Linda Lario and Dorothy Lorig

*Note: The ability of Builder to finance construction cost (reference #7 above) may be limited to two houses under construction at one time. Consult with Listing Broker for availability.