

New Home Selections

Part of the fun of buying a new home is selecting finish materials and colors. You will make these choices at various supplier showrooms with the assistance of your Interior Design team.

Selection Hints

The decorator will provide you with a selection sheet that lists the choices you have made. Schedule time to visit any supplier showrooms to make your selections as soon as possible. Plan to finalize your selections before the completion of framing of your new home. Your prompt completion of these selections helps prevent the delays caused by backorders.

Please be thorough. Our selection sheets are very detailed. Fill in all blanks completely. Costly errors arise from assumptions and incomplete selection sheets. Decorating choices that exceed the specified allowances, such as those for floor coverings, countertops, or light fixtures, will require additional payment. Although such amounts can be credited to you at closing and subsequently added to your mortgage, they are not refundable.

You are welcome to bring cushions or swatches to showrooms to coordinate colors. View color samples in both natural and artificial light to get an accurate impression of the color. Variations between samples and actual material installed can occur. This is due to the manufacturer's coloring process (dye lots) and to the fact that over time, sunlight and other environmental factors affect the samples.

Your homeowners association and selections your future neighbors have already made may limit some of your choices for exterior finish materials. The sooner you can make your selections, the greater the number of choices you have. Selections often look different on a full-size home.

If suppliers have discontinued any of your selections, we will contact you and ask you to make an alternate selection within five days. Upon completion of this form, double-check all color numbers and names and sign and date each page.

Please retain your selection sheets for future reference. They are useful for matching paint colors, tile grout, and replacement items in your home.

Selections

Items selected through the professional decorator, Sarah Twenter, are outlined below: This selection process **will need to be completed before the framing of your home is complete** to assure that there will be no delays due to decorating selection.

Sarah Twenter
816-525-7856 Office

Appointment Date with Sarah Twenter _____

| | |
|---|--|
| Blinds / Drapes | Tile - Floor |
| Cabinets (Formica Color, Wood Type, Finish Color) | Tile – Shower |
| Solid Surface or Granite Tops | Tile - Wall |
| Carpet / Vinyl (Location/Selections) | Vanities - (Marble Color / Bowl Style) |
| Hardwood Floors (Stain Color) | Wallpaper |
| Fireplace Hearths (Brick / Tile) | Woodwork (Color / Enamel/Stain) |
| Paint - Exterior (Base Color / Front Trim Color) | |
| Paint - Interior | |

All **Cabinet Selections** will be done with the following cabinetmaker immediately following the completion of framing of your home. You will be notified to schedule your walk through with the cabinetmaker at this time. Final selections need to be complete within one (1) week following your cabinet walk through to assure that there will be no delays due to cabinet selection.

Appointment Date with Brandon Johnson _____

Brandon Johnson
Johnsons Custom Cabinets
1005 Industrial Drive
Pleasant Hill, MO
816-540-3755 Office

All **Lighting Fixtures** will need to be selected from Wilson Lights before the completion of the Insulation stage: This selection process will need to be completed before the Insulation of your home is complete to assure that there will be no delays due to lighting selection.

Appointment Date with Wilson Lights _____

Layne Crawford
Wilson Lights
10530 Marty
Overland Park, KS 66212
913-642-1500 Office
913-208-8910 - Mobile (Jason Tyler – Outside Sales Rep)

The following walk throughs will take place at your new home site at a time to be determined by Pfeifer Homes, Inc. Superintendent and the homeowner:

- Electrical Walk Through
- Structured Wiring Walk Through
- Security System Walk Through (if applicable)
- Trim Walk Through
- Exterior Deck Walk Through (if applicable)
- Exterior Drive, Walk and Patio Walk Through
- Homeowner Orientation before Closing
- Attachment "A" Walk Through day of Closing.

For all other **Optional** custom selections and upgrades refer to the supplier list located at the end of this section.

Custom Changes

The possibilities for your new home far exceed the popular ideas we suggest on our option and upgrade lists. In addition to the available options, you may have custom features you want us to incorporate into your new home. Think, dream, imagine, look. We will assist you in any way that we can to make these decisions as early as possible.

Please keep in mind that your new neighbors have this same opportunity and may request still other features. We will be happy to provide you with pricing on duplicating such items in your home, but make no claim that we have mentioned or offered every possible idea.

In order to deliver your home as close as possible to the target date, we order many items well in advance of installation. Once a particular item is ordered, making further changes may involve an adjustment in the planned delivery date and additional costs. By working within the boundaries of the change order schedule, listed on the next page, you can usually avoid both.

Reminder of "Change Order" Policy you signed at Contract

Without invalidating this contract, Buyer may order changes in the work within the general scope of the Building Documents. However, no changes are to be made except upon a prior written "Change Order" (written or electronic approval by buyer) consisting of the change, any additional cost or credit, and the additional number of days to be added to the completion date, if any.

- a. Any additional costs shall be paid at the time of signing the change order, unless agreed otherwise by the parties. If the change reduces the cost, Buyer will receive a credit, but Builder's supervision and overhead expenses and profit will not be reduced.
- b. Buyer(s) understands that all change orders must be done directly with Builder. If the Buyer(s) has discussed the change with a supplier or subcontractor directly, then Buyer(s) need to notify Builder of the change so Builder can provide the written addendum and cost of the change.
- c. Buyer(s) is allowed to pay allowance overages for light fixtures and appliances directly to the current Pfeifer Homes Vendors. But all other allowance upgrades will be amended in writing by Builder and paid directly to Builder at the time of signing/electronic approval of the addendum.
- d. Either Buyer may sign/electronically approve the change order on his or her own behalf and on behalf of the other, and the approval shall be binding on both Buyers.

Cutoff Points for Changes

By completing any change orders according to the schedule below, you will save additional costs and avoid adding days to the construction schedule.

| Changes Affecting | Should Be Made Prior To or During |
|---|--|
| 1. Foundation | Prior to Permit Application |
| 2. Windows, Doors & Elevations | Prior to Foundation |
| 3. Garage Doors | Prior to Foundation |
| 4. Fireplace | Prior to Framing |
| 5. Drywall | Prior to Framing |
| 6. Mechanical Systems | Prior to Completion of Framing |
| 7. Plumbing & Fixtures | Prior to Completion of Framing |
| 8. Exterior Brick | Prior to Completion of Framing |
| 9. Insulation | Prior to Completion of Framing |
| 10. Concrete Patio | Prior to Completion of Framing |
| 11. Exterior Decks | Prior to Completion of Framing |
| 12. Cabinets/Formica/Hardware | During Cabinet Walkthrough |
| 13. Light Fixtures | Prior to Insulation |
| 14. Interior Brick | Prior to Sheetrock |
| 15. Vanity Tops | Prior to Sheetrock |
| 16. Floor Coverings | Prior to Sheetrock |
| 17. Wall/Floor Tiles | Prior to Sheetrock |
| 18. Interior/Exterior Paint Stain & Enamel | Prior to Sheetrock |
| 19. Hardware | Prior to Sheetrock |
| 20. Electrical Wiring | During Electrical Walkthrough |
| 21. Mirrors/Shower Doors | Prior to Interior Painting |
| 22. Landscape Design | Prior to Finals |

SWEAT EQUITY

You can go to the grocery store and purchase the ingredients for a delicious Italian dinner and then return home and painstakingly create the desired meal in your own kitchen. If that sounds like a lot of work, an alternative is to invite some friends for a potluck meal, with each family providing part of the meal. Still another possibility is to go to a restaurant where your menu selection is prepared and presented to you.

Home building offers you similar choices. There is the do-it-yourself approach. You collect all the house parts and assemble them yourself. Just as the meal you prepare sometimes costs less than the same meal purchased in a restaurant, you might save a bunch of money building your own home. This savings is called sweat equity, an investment in the form of work instead of dollars.

Then there's the potluck approach. Of course, with a potluck dinner, communication mishaps can result in having two salads and no dessert. The family bringing the garlic bread might arrive late. Somehow the gathering ends up with two bottles of White Zinfandel and no Chianti. Often the more cooks you have in the kitchen, the more opportunity you have for mix-ups. With a dinner, everyone laughs and enjoys the company. After all, you have no codes to meet for a potluck dinner. With a new home, unpredictability and confusion can be more serious and more costly - in time, dollars and peace of mind.

In exchange for savings in dollars, buyers who contribute materials or labor take certain risks and responsibilities that normally belong to the builder. These initially include administrative chores and delivery responsibilities. The tasks which grow from there to include scheduling, insurance, coordinating with other trades, warranty of their own work, damaging work completed by previous trades, and failure to meet code requirements, are legitimate concerns.

While there may be some benefits to providing your own labor or materials in some areas, there are some major responsibilities and risks that you will assume when you make this decision.

We frequently hear that Home Depot, Lowe's, and etc... have the same light fixture for less money. Buying through a volume purchase discount store on the surface looks like a money savings, but most of the time this is not even close to the truth. When we purchase fixtures from our suppliers you know that the fixture is delivered to the job on time, pre-assembled, light bulbs included, correct chain and wire length installed and a service technician if any of these items are not correct and a one year service warranty if the fixture needs replaced. The superstores hand you a box with what you hope is an unbroken fixture, no on the job service or service warranty...And you still need to buy the bulbs, chain and deliver to the job by the schedule date. Oh yea, don't forget to pre-assemble the fixture upon delivery... Now multiply this by 25 or so fixtures in your home and you can easily see why the buyers that have tried this vow "Never to do that again."

Pfeifer Homes, Inc. selects the products they install in homes based on cost and past performance. The home buyer who chooses from a warehouse is making a decision without the benefit of a track record. While design and price may be attractive, if performance and durability cannot be relied on, the savings is deceiving. Since neither the builder nor the trade contractor supplies the item, neither will warrant it. When it breaks, prematurely wears out, or does not perform, the homeowner is on their own.

Buyer A - supplied the sink for their wet bar at a savings of \$86. Without realizing the significance of changing their minds at the last minute - and excited by the appealing variety at the discount lumber yard showroom - they bought an oval bar sink instead of the square one they said they were getting. Unfortunately the hole for the square sink had been cut using the template they originally supplied. Material and labor for the replacement countertop come to \$232. This cost was paid by the home buyers.

Buyer B - Thought they could save by installing their own central vacuum system. They arrived late on Friday and worked all weekend. On Monday the building inspector failed the home's rough frame inspection due to the holes cut by the buyers for tubes, wires and practice. Unfamiliar with the codes, the buyers inadvertently committed many violations. The insulation company had to be rescheduled while a carpenter was brought in to do repairs. Re-inspection was requested and a re-inspection fee paid. Rescheduling insulation meant rescheduling the drywallers, who went to another job in the interim. While the builder waited for them to complete that job, the home sat with nothing happening. The lender saw no reason to stop the construction loan interest from accruing during this time. The buyers paid the extra costs.

Buyer C - Who is in the business of installing heating and air conditioning systems, felt he would have a superior system for less if his company did that part of the construction. The assumption that a commercial heating contractor could make the transition to residential work added nearly three weeks to what should have taken three days. The cost in aggravation to the buyer and the builder was even more significant, especially when the buyer became angry that the original closing date had to be delayed.

Seven weeks after move-in, the water heater that Buyer D had supplied stopped heating water. The manufacturer claimed the problem was in the installation. The plumber who installed it claimed the problem was a defective part. The homeowner went without hot water while everyone pointed fingers and argued about who was responsible. The buyer had saved \$121 dollars by ordering, picking up, and delivering his own water heater. He and his family went without hot water for six days in return.

Diners seldom enter a restaurant with a plastic sandwich bag of veggies to contribute to the chef's minestrone or their own organically raised oregano for the spaghetti sauce. Can you image the reaction if a customer requested a couple of dollars be taken off the bill because he brought his own bread sticks? By selecting a restaurant, diners indicate their confidence in the chef and the staff. That chef and staff have an obligation to make the dining experience as enjoyable as they possibly can. Quality of the food, service, and atmosphere must all come together to please the customer. Good communication, training, and control are essential to successfully accomplish this.

The choice to cook at home, host a potluck, or go to a restaurant is yours. Indeed our world has a place for all three styles of dining...and home building. With us as your builder, we will strive for excellence; we will work hard to provide you with an enjoyable experience and a home you will love. As part of that process, we respectfully ask that you select from our suppliers. Our experience has been that what you might save by supplying parts or labor, costs all of us too much - in time, in dollars, and in peace of mind.