



GRAIVER HOMES OFFER GUIDELINES

In order to provide a clear, easy, and smooth path from the time an offer is written to the time we go under contract, we have created this document to review, prior to submitting an offer for any of Graiver Homes, Inc. new construction properties. Thank you in advance for taking the time to read and fully understand.

Before we go into specifics of the contract itself we feel it is important to let you know who Graiver Homes is and what we do. Our mission is to provide our Buyers with the most square footage for the money. We believe in "Staying in our lane" as to what services and products we provide. This in turn, enhances the Realtor and client experience by setting proper expectations in advance. Graiver Homes has been Maine's number one builder based on unit sales (By a lot) since 2010. We specialize in building homes in price ranges between \$275,000-\$500,000. Graiver Homes is fully confident that we provide buyers with the most house for their money. This is what sets Graiver Homes apart from most builders. We have been able to make this happen by working hard to negotiate land prices. We also receive "Special" pricing from our loyal subcontractors due to the volume and immediate payment for their services. More often than not, our buyers enjoy "instant equity" in their homes. Our projects never "Sit" on the market as we price to sell immediately. We believe in making our living by high volume and low margins. As such, we provide "modified" custom homes. What do we mean by modified? We work with buyers that wish to have a stress free experience and get in on a great value and location that only Graiver Homes can deliver. We do this by offering a showroom with limited selections that are currently trending, all within your budget, which allows buyers a great selection without being overwhelmed. We have put together package styles to help you choose a starting point and then you can customize, within the terms of the spec sheet addendum, to your personalize your preferences. Graiver Homes has adopted this streamline process where buyers typically make all selections in less than an hour shortly after you go under contract. This allows our project manager to "run with the project" and the buyer to not become overwhelmed with the process, while keeping labor costs and red tape down. If this sounds appealing, let's move forward!

Maine Association of Realtors, "MAR" purchase and sales agreement which, we do utilize, unlike many builders who require their own lawyered up contract. Very rarely will we agree to alter language in this addendum. And keep in mind, that the addendum shall override any language in the MAR standard purchase agreement if they contradict.

2. **Deposits.** Quite simply, we do not take deposits. Rather, a negotiable non-refundable down payment is required. While many, if not most builders require 20%, we will typically accept far less. The wording in line #26 in the MAR purchase and sales contracts shall read: "Buyer shall overnight mail a check payable to Graiver Homes, Inc. to 40 Farm Gate Road, Falmouth ME 04105, as a non-refundable down payment that shall be applied to purchase price, within 3 calendar days of effective date". An email confirmation shall be provided to buyer and broker upon receipt of funds.



So why do we do this? Since we are building a home for a specific buyer, we believe that said buyer must have "Skin in the game". It is only fair. Having the ability to simply walk away losing nothing while we are building a home with specific buyer selections is simply not equitable and not a practical business decision for us to enter into. So other than purchase price in section 5 in the MAR purchase and sales agreement, section 5 and 6 should all be all listed as N/A. It is important to note, that in over 300 transactions, Graiver Homes has never had a buyer lose their non-refundable down payment.

1. It is imperative that the full **spec sheet addendum** be reviewed in depth prior to writing an offer as it really does answer most questions and concerns in advance. We have spent countless hours on this document which is an addendum to the standard
3. **Inspection contingencies:** We will never accept a contract subject to any inspection that allows a buyer to simply walk away from the contract. The existing inspection language within the MAR purchase and sales contracts create an "Option to buy", rather than an "Obligation to buy". When we are buying land

and building a home for a buyer. Graiver Homes is **investing their own money** in advance to build a home for a buyer. We are not requiring the buyer to obtain any construction financing saving them considerable amounts of time and money while simultaneously taking enormous risks by putting out large sums of money in advance of a sale. Does this mean a buyer cannot get any and all inspections they wish? No, they certainly can. When reading the spec sheet addendum you will notice that it specifically states "Builder will remedy all reasonable punch list items. Should buyer and builder not come to an agreement as to what is reasonable, than a mutually agreeable builder or home inspector shall be selected to determine such". One again, please note that in over 300 homes we have never had this situation come up.

4. **New Construction Addendum** that is provided within MAR addendums shall never be accepted. Why? Because we provide all such information in advance of a contract. It does not make sense to make a contract subject to acceptable buyer review of plans, specs, allowances, etc. when everything is already provided in advance. After all, without such information how would we even know what to build or how to price?
5. **Personal Property:** This section simply needs to reference spec sheet addendum
6. **Fuel Pro-rations:** Unless property is on natural gas, this must be a yes on the purchase and sales agreement
7. **Loan application Letters:** Graiver Homes requires these letters within 1 day of effective date (Business day). They only take a few minutes to generate. No need to wait any longer.

SOME FINAL NOTES ABOUT THE BUILDING PROCESS

During the first phase of the project we will start by preparing the site for your new home. This process includes a surveyor to locate the placement of your home, followed by the installation and waterproofing of the foundation on your lot.

Around this same time, we will also request that you make your home selections. We are aware making selections can be very exciting and overwhelming, so we have streamlined our systems to make this process as pleasurable and stress free as possible. Our project manager, Shannon Croteau, will schedule a one on one visit with you to our showroom, which typically takes an hour or less. Our

showroom includes all the popular selections that are trending right now without too many choices to be overwhelming. We even have complete style packages to view, in case you are not sure where to start. Everything in our showroom is within your budget, so no need to worry about seeing something that you love, that's not in your budget and no need to bring your checkbook. However, we do offer many upgraded items and add-on's that you can choose from, if desired.

Once the foundation has been poured and cured, the focus shifts to completing the framing of your new home. After the shell is framed and all the windows, doors and roof are all installed, we can now start the "rough-in" process. Rough-in is where our electricians begin the wiring and choosing the placement of all outlets and switches per code. The plumbers start the installation of the heat system, sewer and water supply lines, and your bathtub and/or shower units are set into place. Once rough in is completed the insulation process of your home starts. In most cities and towns, the local code officer will inspect and sign off on homes being built in four stages; when foundation is being poured, when rough -in is completed, after the initial insulation is installed and of course once your home is 100% finished.

At the second stage things really start coming together as we install drywall and paint primer. Interior trim will start transforming the shell into a home, as your kitchen and bathroom cabinets are installed along with baseboards, window sills, hardwood and tile. Meanwhile, contractors begin hanging siding and exterior finishes.

As we enter the third and final stage of the home building process, counter tops and sinks will be placed, followed by appliances. Our plumber and electrician will install all the fixtures you have selected and complete the heating systems. Last but not least, your carpet and final coat of paint will be completed.

The exterior of your home comes to completion as we finish grading and seeding to ensure proper drainage away from the home and to prepare the yard. Soon after, your driveway and walkways are paved.

Prior to your final walk through, your new home will be professionally cleaned. Shannon will contact you for your final walkthrough to not only present you, your final product but also to acquaint you with your new home's features and operation of various systems and components.



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