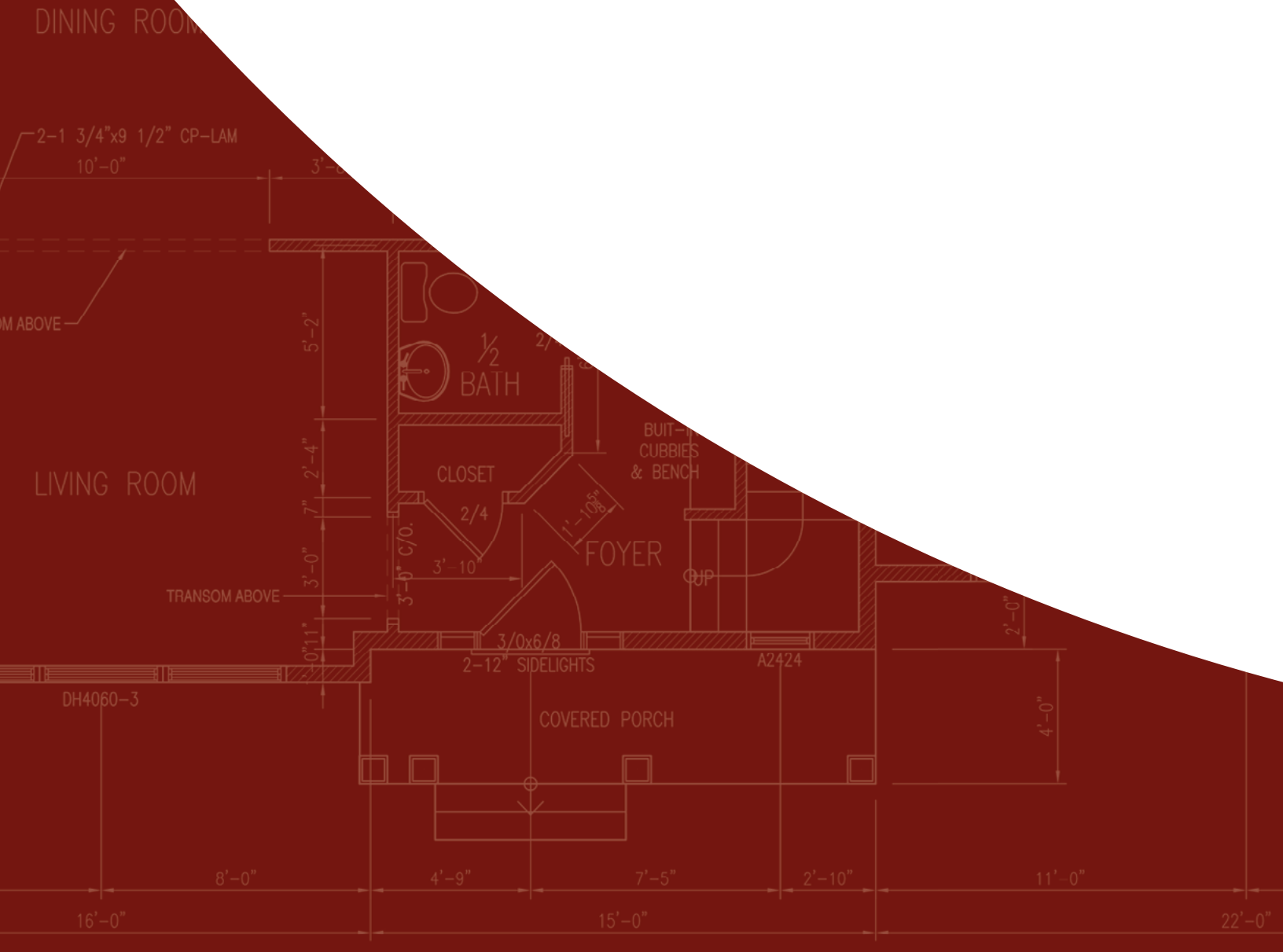




GRAIVER HOMES^{NO}

Builders Brochure 2020



2020 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 \$250,000- \$750,000. Graiver Homes is fully confident that we provide buyers with the most home for their money. We believe that “price” is a home’s best feature. This is what sets Graiver Homes apart. 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 we build and immediate payment for their services. Typically 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 while getting 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 budget, which allows buyers a great selection without being overwhelmed. We have put together package styles, silver, gold and platinum, to help you choose a starting point and then you can customize, within the terms of the spec sheet addendum, to personalize your preferences. Graiver Homes has adopted this streamlined process where buyers typically make all selections in less than an hour shortly after they 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, lets move forward!

1. It is imperative that the full **construction spec sheet addendum, builders brochure, house plans, kitchen design**, and the **Maine Home Construction Contract** 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 these documents which are addendums and addendum exhibits to the standard Maine Association of Realtors, “MAR” purchase and sales agreement which, we do

utilize, unlike many builders who require their own lawyered up contract. We will not alter language in these addendums. And keep in mind, that the addendums shall override any language in the MAR standard purchase agreement should they contradict.

2. **Deposits.** Quite simply, we do not take deposits. Rather, a negotiable non-refundable down payment is required. While most builders require 20% down or more, 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. in the amount of \$_____ 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, if requested.

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 400 transactions, Graiver Homes has never had a buyer lose their non-refundable down payment.



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, Graiver Homes invests their own money in advance to build a home for a specific 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 construction spec sheet addendum and Maine Home Construction Contract 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 shall be selected to determine such". Once again, please note that in over 400 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 construction 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.
8. It is important to note that each page of every attachment on the MLS listing be initialed or signed when submitting an offer. This is necessary to ensure any buyer has received as much information about the soon to be completed home along with information about the land that goes with the home.
9. As a reminder, for safety reasons, we absolutely cannot have buyers on the land or in the home being built unless they are accompanied by their buyer broker and we are provided twenty four hour notice. Graiver Homes must agree to the visit of the property in writing. While we know buyers can be excited to see the progress of their soon to be home we just have to put this policy in place for safety reasons. We will take necessary measures including notifying police of trespassing if necessary. Obviously this is something we hope to never have to do.
10. We have buyers go under contract for one of our newly built homes that are selling their current residence all the times. However, this cannot be a contingency of the contract and we may ask for a larger nonrefundable down payment in these cases. If a buyer's home is priced well and in good condition and properly marketed, a buyer should rest assured that they should have no problems selling their current property prior to completion of the new home in which we are building.

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 typically 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 the buyer in our showroom, which usually 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.

Enjoy your new home!

Kitchen & Bath Cabinetry

Silver

MANTRA CLASSIC



Bark Snow

JSI AMESBURY



Brown Espresso Mist

» available July 2020

Gold

Includes all of the Silver options, plus:

JSI



Plymouth White

SCHROCK



Galvyn Lormand

STAINS



PAINTS



Platinum

Includes all of the Silver and Gold options, plus:

WELBORN FOREST



Aspen Concord Winslow Wyatt

STAINS



PAINTS



SCHROCK ENTRA



Hatcher Ingalis Kayes Willett

STAINS



PAINTS



Appliance Packages

Silver



GE ENERGY STAR 27 Cu. Ft. French-Door Refrigerator

Model #: GNE27JSMSS



GE 30" Free-Standing Gas Convection Range

Model #: JGB700SEJSS



GE 1.6 Cu. Ft. Over-the-Range Microwave Oven

Model #: JVM3160RFSS



GE Stainless Steel Interior Hidden Control Dishwasher

Model #: GDT665SSNSS

Gold



GE ENERGY STAR 25.6 Cu. Ft. French-Door Refrigerator

Model #: GFE26JSMSS



GE Profile 30" Free-Standing Gas Convection Range

Model #: PGB911SEJSS



GE 1.6 Cu. Ft. Over-the-Range Microwave Oven

Model #: JVM3160RFSS



GE Profile 30" Free-Standing Gas Convection Range

Model #: PGB911SEJSS

Platinum



Maytag 36-Inch Wide French Door Refrigerator - 25 Cu. Ft.

Model #: MFF2558FEZ



Maytag 36-Inch Wide French Door Refrigerator - 27 Cu. Ft.

Model #: MFT2772HEZ



Maytag 30-Inch Wide Gas Range With True Convection And Power Preheat - 5.8 Cu. Ft.

Model #: MGR8800FZ



Maytag Compact Over-The-Range Microwave - 1.7 Cu. Ft.

Model #: MMV1174FZ



Maytag Top Control Dishwasher with PowerDry Options and Third Level Rack

Model #: MDB8989SHZ



Insinkerator Badger 5 Garbage Disposal, 1/2 HP

» Not available for septic systems

Plumbing

Kitchen



KOHLER BELLERA

Single-hole or three-hole kitchen sink faucet with pull-down 16-3/4" spout and right-hand lever handle, magnetic docking system, and a 3-function sprayhead

Silver & Gold: Brushed Nickel

Platinum: Brushed Nickel or Oil Rubbed Bronze

Model #: K-560-2BZ

Bath

OPTION 1



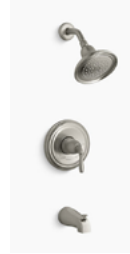
KOHLER DEVONSHIRE

Centerset bathroom sink faucet with lever handles

Silver & Gold: Brushed Nickel

Platinum: Brushed Nickel or Oil Rubbed Bronze

Model #: K-393-N4-2BZ



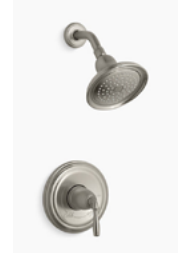
KOHLER DEVONSHIRE

Rite-Tempt pressure-balancing bath and shower faucet trim with lever handle

Silver & Gold: Brushed Nickel

Platinum: Brushed Nickel or Oil Rubbed Bronze

Model #: K-T395-4-2BZ



KOHLER DEVONSHIRE

Rite-Tempt pressure-balancing shower faucet trim with lever handle

Silver & Gold: Brushed Nickel

Platinum: Brushed Nickel or Oil Rubbed Bronze

Model #: K-T396-4-2BZ

OPTION 2



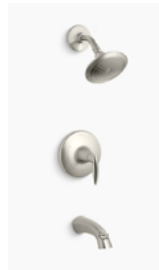
KOHLER ALTEO

Centerset bathroom sink faucet

Silver & Gold: Brushed Nickel

Platinum: Brushed Nickel or Oil Rubbed Bronze

Model #: K-45100-4-2BZ



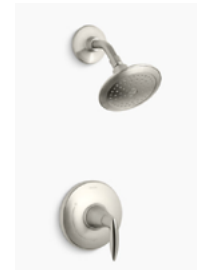
KOHLER ALTEO

Bath and shower trim

Silver & Gold: Brushed Nickel

Platinum: Brushed Nickel or Oil Rubbed Bronze

Model #: K-T45104-4-2BZ



KOHLER ALTEO

Shower trim

Silver & Gold: Brushed Nickel

Platinum: Brushed Nickel or Oil Rubbed Bronze

Model #: K-T45106-4-2BZ

Half Bath



GERBER MAXWELL TOILET

Gravity-fed, elongated, 2 pc, 1.6gpf

» Included in all packages



GERBER MAXWELL PEDESTAL

4" Faucet Centers

» Included in all packages



KOHLER COMFORT-HEIGHT TOILET

Elongated, 2 pc, 1.28gpf

» Gold & Platinum packages only



KOHLER VEER PEDESTAL

4" Faucet Centers

» Gold & Platinum packages only

Plumbing

Shower Enclosure

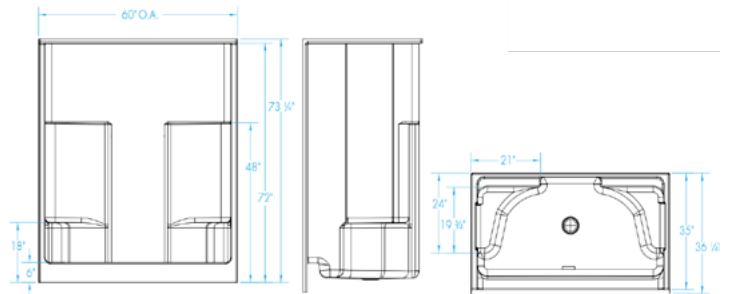
AQUATIC

Model #: 1603SG

» Included in all packages

COLOR OPTIONS

- Almond
- Bone
- Linen/Biscuit
- White
- Black
- Mexican Sand
- Sand Bar
- Sterling Silver



Bath Enclosure

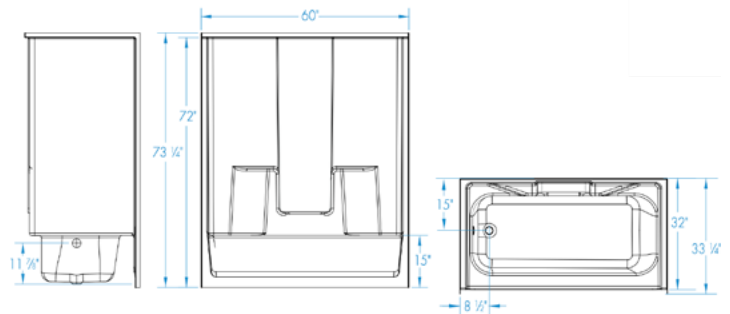
AQUATIC

Model #: 2603SG

» Included in all packages

COLOR OPTIONS

- Almond
- Bone
- Linen/Biscuit
- White
- Black
- Mexican Sand
- Sand Bar
- Sterling Silver



Garage Doors

Silver



TRIFORCE CLASSIC CC

2"-thick 26-gauge galvanized steel, insulation R-10, wood grain finish

Color: Ice White



TRIFORCE CLASSIC XL

2"-thick 26-gauge galvanized steel, insulation R-10, wood grain finish

Color: Ice White



TRIFORCE CLASSIC MIX

2"-thick 26-gauge galvanized steel, insulation R-10, wood grain finish

Color: Ice White

Gold

Includes all of the Silver options, plus:



TRIFORCE CLASSIC CC

Single-pane windows, 2"-thick 26-gauge galvanized steel, insulation R-10, wood grain finish

Color: Ice White



TRIFORCE CLASSIC XL

Single-pane windows, 2"-thick 26-gauge galvanized steel, insulation R-10, wood grain finish

Color: Ice White



TRIFORCE CLASSIC MIX

Single-pane windows, 2"-thick 26-gauge galvanized steel, insulation R-10, wood grain finish

Color: Ice White

Platinum

Includes all of the Silver and Gold options, plus:



TRIFORCE SHAKER NH-LP

Single-pane windows, 2"-thick 26-gauge galvanized steel, insulation R-10, wood grain finish

Perimeter: White dual-flap nail

Color: Ice White

» *Decorative hardware standard*



TRIFORCE NORTH HATLEY SP

Single-pane windows, 2"-thick 26-gauge galvanized steel, insulation R-10, wood grain finish

Perimeter: White dual-flap nail

Color: Ice White

» *Decorative hardware standard*

All Packages



LIFTMASTER PREMIUM GARAGE DOOR OPENER

- Power: 1/2 HP
- Built-in Wi-Fi allows for smartphone control with the MyQ app
- 3-button remote control
- 2 lights with adjustable light time delay

Model #: 8355W

Exterior Doors

Front Doors



THERMA-TRU SMOOTH-STAR

Craftsman Style Exterior Door with matching side light and Dentil Shelf. 20 year limited warranty.

» *Included in all packages*



Model #: S601, S8601, S601SL



Model #: S605, S8605, S605SL/S8605SL



Model #: S606, S8606, S606SL/S8606SL



Model #: S607, S8607, S607SL/S8607SL



Model #: S608, S8608, S608SL/S8608SL

Other Exterior Doors

Options for all exterior doors other than the front doors.

THERMA-TRU SMOOTH-STAR

» *Included in all packages*



FIBERGLASS ENTRY DOOR SYSTEM

Half Lite 2 Panel. Lifetime limited warranty.

Finish Option: Paintable

Style ID #: S63-RG

SMOOTH-STAR 4-BLOCK DENTIL SHELF



Interior Doors

Silver and Gold

MASONITE MOLDED PANEL SERIES

Platinum

Includes all of the Silver and Gold options, plus:



2-PANEL
Smooth only



2-PANEL ROMAN
Smooth only



4-PANEL SQUARE
Smooth only



CHEYENNE
2-panel camber top plank
» Available as upgrade for Silver and Gold packages

Flooring

Silver

HARDWOOD



Ash



Birch

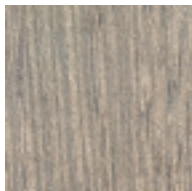


Maple

TILE



Emblem Beige - 7x20



Emblem Brown - 7x20



Emblem Gray - 7x20



Regency Carbon - 12x12



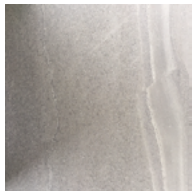
Regency Mica - 12x12



Acadia Sand - 12x24



Acadia Sky - 12x24



Davenport Ash - 12x24



Linden Point Beige - 12x24

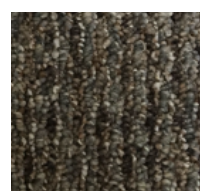
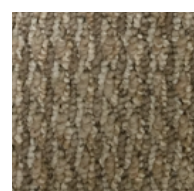
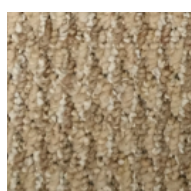
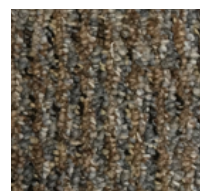
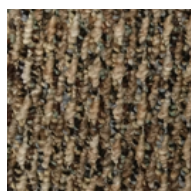
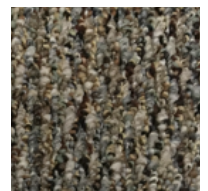
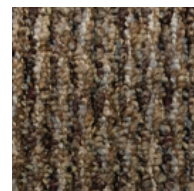
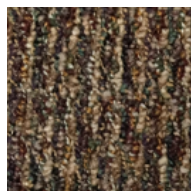
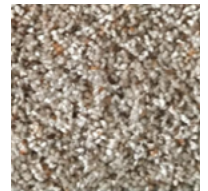
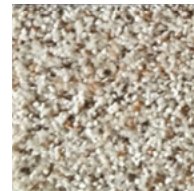
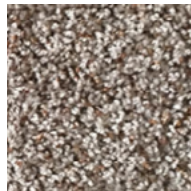


Linden Point Gray - 12x24



Regency Ivory - 12x24

CARPET



Flooring

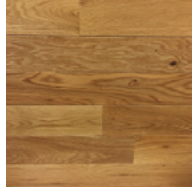
Gold & Platinum

Includes all of the Silver options, plus:

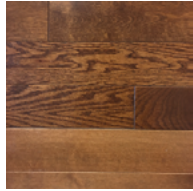
HARDWOOD



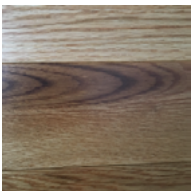
Horizon Birch Natural



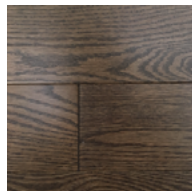
Red Oak



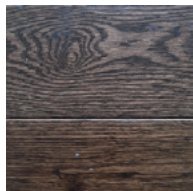
Horizon Birch Sierra



Red Oak Natural



Red Oak Kona



Red Oak Java



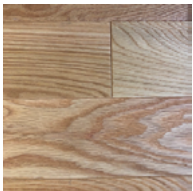
Red Oak Arabica



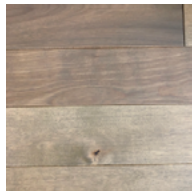
Red Oak Americano



Birch Matapedia

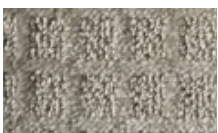
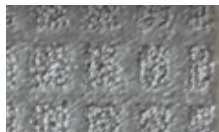


Horizon Nano Red Oak



Birch Bombay

CARPET



CARPET (CONTINUED)

