

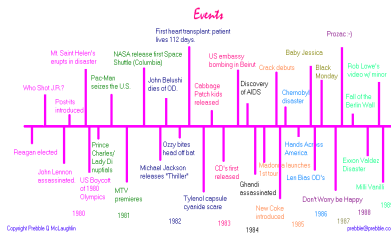
Design Process Expectations

We have found that our customers are much more satisfied when they know what to expect, and what not to expect during the road home process. With that in mind we would like to set the stage for “The Road Home”



Timeline

The Road Home typically takes 2 to 3 months for most customers. As we have outlined to you this is made up of stage meetings, prints and updating, options details and updates. The process will go much smoother IF you work with us to address each of the items at the stage that they are designed to be addressed in. We ask that you really dig into the areas being addressed during the planned time. Where



“The Road Home” can take a detour is when the items that need to be addresses at various stages are put off for a later date. Because of this, we have been known to appear stubborn at times by not allowing the scheduling of a stage meetings or releasing the project to the next stage until all items are addressed. In the end this is to insure that your project moves forward successfully, but at the time could feel like we are holding it back.

What's included?

During the designing of your home we will be discussing 100's if not 1000's of ideas and plans for you home. Many of these items are then incorporated into your homes design and options. However, inevitably, all of them are not incorporated because of budget choices, design limitations, and also possibly because they were just missed. We tell you this up front so that you can be diligent at keeping track of what it is you want in the home and tracking if it was incorporated to your liking. When “The Road Home” is complete you will only be getting what is shown on the prints, listed on the options detail, and called out in the finish schedule. Many customers will at a later date want say “remember when we talked about _____?”, “I had just assumed that it was included” or “I thought we said that _____ was in the house”. When the house is ordered from the Factory they will not have any knowledge of past conversations, emails, or notes and they will only be building what the construction documents include... and nothing more. So please take the time to review everything along the way to make sure it includes everything you want it too.

WHAT'S INCLUDED



“Redo” The Road home is a cost effective way to design a home without using high priced architects. This process but does require a good bit of homeowner involvement to really make the process work. As we talked earlier, we ask that you really focus on the tasks that are associated with each stage. The tasks assigned to each stage are to be really thought through and debated to become your final answer on the task. For example in Stage 2 you are to make all floor plan changes such as walls being moved, windows being added etc. If during stage three you ask a variation of “can't we just move this wall 6 inches” in Stage 3. To this our answer will be no and we will have to “redo” Stage 2 if we want to move that wall. We will stop if that is the way you would like to go and wait to move forward with Stage 3. When we redo a stage there will be an additional charge to pay for the additional drafting and coordination.

When Bidding Occurs

At this point you have an Allowance schedule from us that shows a breakdown of the estimated costs associated with your project. If you have chosen our “Express Start”, at the end of “The Road Home” we will send out the Home Excavation and Foundation documents



out for bid. During The Road Home, we will be updating the site built allowance estimates for your home when any changes and additional site information (like soils or topo reports) is incorporated into your design. If for example you add additional square footage to your home we will increase the budget for your excavation, foundation, flatwork, etc. (items that should be affected by square footage). We make these site built allowance adjustments so that when the finish contractor supplies you with their bid for the site work items there is a better chance that the allowance for a cost component is adequate to pay for the cost. The allowances that are established during the road home are based on historical estimates that we have collected from past homes.

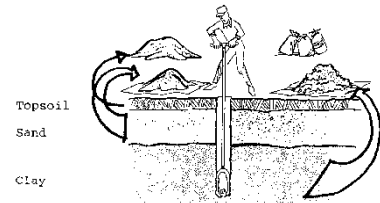
Time

During the Road Home your Home Planning Specialist will be in charge of moving everything along at an efficient rate. This will include pushing you to complete your "Homework" as we call it for each stage as well as pushing the factory to complete their drafting and options details and any on-site services such as surveying that may be required. During this time there are many third parties that we and you will be waiting on to move the process to the next step. While we make every effort to make sure that third party service providers are responsive and timely, we also need your understanding that we do not own their businesses and do not set their daily schedules. Our job is to request their services in a timely manner and follow up continually to make sure we are as high on their priority list as we can be.



Engineering and On-site services

During the road home we will be contracting with outside engineers and On-site services such as surveyors and soils testing companies. The cost for these services are in addition to the design fee that you paid Colorado Modular Homes. These amounts have been included as part of your projects current allowance schedule. These items are found at the very top of your allowance schedule under professional services and also were transferred over to your design fee paperwork. Our procedure for obtaining these services is to receive a quote for the required service. If the quote is below the amount you have authorized on your design fee form we will authorize the service. Once the services are completed you will be invoiced. The terms for payment will be Net 15 days.



Allowances and contingency

During the course of the Road Home Process your home planning specialist will be updating your allowances as the home design progresses and more information is learned about your property. We want to stress that we will be using historical estimates to establish your allowances. Because of possible differences between the historical allowance and future costs, as well as possible unexpected site or market conditions we encourage, and some banks require, every owner, to set aside an adequate contingency. This contingency is not accounted for in our allowance development process.

Finish Contractors

If you selected Contracting Package #2, we will assist you in your search for a finish contractor. Once the design process begins and we have preliminary construction prints we will start to help you put out feelers to local contractors in the area. We will let you know when the available construction prints reach a critical mass for you to start interviewing and receiving bids from finishing contractors. We will be feeding you names of interested contractors as we find them but also need you to start looking yourself. If you happen to find one please have them call us to schedule a visit to our office so we can discuss the technicalities of the project with them in person.

Owner _____ Owner _____