

Schedule of Important Events

Building a new home is an exciting experience that involves a large number of crafts people that must adhere to a predetermined schedule. You, our customer, also participate in this process. In fact, we cannot succeed without your assistance. Your cooperation in making timely decisions is especially important to help keep the entire construction process on schedule. Please take the time to familiarize yourself with this guide and make a special note of the essential steps requiring your involvement. Feel free to direct any questions that you may have to your New Home Counselor, who will serve as your primary source of contact with the Beazer Homebuilding Team.

Loan Application Information:

Lending Institution:

Address:

Date: _____ Time: _____

Loan Officer: _____ Telephone: _____

Design Appointment Information:

Date: _____ Time: _____ Location: _____

Pre-Construction Orientation Appointment Information:

Date: _____ Time: _____ Location: New Home Info. Center

Community Builder: _____ New Home Counselor: _____

Pre-Drywall Orientation Appointment Information:

Date: _____ Time: _____ Location: You're Beazer Home

New Home Orientation Appointment Information:

Date: _____ Time: _____ Location: You're Beazer Home

Closing Appointment Information:

Date: _____ Time: _____ Location: _____

Mortgage Loan Application and Approval

For most homebuyers, the first step in the homebuilding process involves the application for mortgage financing. Remember, your sales contract requires you to make loan application within the 5 business days from date of contract. You are also required to provide the seller with a loan approval within 30 days of contract signing.

Mortgage approval normally occurs approximately 30 days from the start of your loan application. However, approval time will vary based on your particular situation. Your lender will provide “truth-in-Lending” documents as well as estimated closing cost statements. Even though your costs may be somewhat different, these estimate will help you plan for the final dollar amount due at closing.

Loan Rate Lock-in

As the time for the completion of your home and closing draws near, you may want to lock in your interest rate on your loan. This loan rate lock-in will protect you from any rise in the interest rate due to the volatility of the financial market. There are several very important factors to remember. Before locking in your interest rate, check with your lender who will then verify your current state of construction on your home. Your lender will verify your home is within 30 days of scheduled completion, and that a firm closing date has been set before locking in your interest rate. This verification ensures that you do not lock your interest rate prematurely. Beazer Homes will not be responsible for any expenses incurred resulting from delays in your loan approval due to failure to provide us with the information required to approve your loan.

NOTES:

- 1) Beazer Homes and your lender are not responsible for changes in the market which affect interest rates. Locking in your interest rate is at your own risk.
- 2) The terms of the lock-in agreement are fixed and your loan rate will not float down.
- 3) Beazer Homes is not responsible for any fees for extended locks or interest rates resulting from unauthorized or premature lock-in by you.
- 4) The lock-in agreement does not guarantee mortgage loan approval.

Beazer Design Appointment

We feel privileged that you have chosen Beazer Homes for your new home purchase. Now that you have selected a house, it is time to make it a home that you will love for years to come.

During your design appointment, we will help you to select the interior and exterior selections for your home. Your appointment will last between 30 minutes to 1 hour. Please feel free to bring any fabric or wallpaper samples with you to help make your color selections.

Any upgrades selected at the design appointment will be added in an addendum to the contract. The addendum may be paid for by check or, if approved, can be included in your mortgage. Please be aware that once the Design appointment is complete and the paperwork is distributed, we will be unable to make any changes to the selections chosen.

It is important to complete your design appointment within seven days of signing your contract to keep your house on schedule.

Depending on the stage of construction of your home at time of purchase, your selections may include some or all of the following:

- Exterior siding, shutter and door color
- Exterior brick & stone selection (where applicable)
- Flooring selections, including carpet, vinyl, hardwood, or tile
- Kitchen countertops
- Cabinet selections
- Appliances
- Lighting and plumbing fixtures

Construction Schedule

The homebuilding process is complex and involves a close coordination of the various construction steps. It is important to remember that construction on your home will not take place every day. Your target closing month is determined in your Sales Agreement. Your Sales Agreement allows up to 90 days from this target date to complete your home. This 90-day period provides additional time that may be needed due to material shortages, unfavorable weather problems, time loss due to governmental or developmental delays, or problems of any other nature. As your home nears completion, our Closing Manager will contact you to confirm your closing date, time, and place. You will be given 30 days notice in order to arrange your personal affairs such as: moving date, notify landlord, transfer utilities, etc. Any target date is tentative until you have received written notice from the Beazer Homes Closing Manager. No one in the Beazer Organization can set a closing date other than the Closing Manager.

STAGE 1: START PACKAGE TO FIELD

During this initial new home construction phase, your homebuilder receives plans, building permits, purchase orders, and contract related documents. Contractors are mobilized.

Next Stage:

Your builder will order materials and schedule the slab or foundation pouring of your new home. Items such as temporary power, lumber, trusses, windows, exterior doors and foundation materials will be ordered; notification and scheduling of various trades will begin; block masons, concrete finishers and framers will be scheduled.

STAGE 2: SLAB/FOUNDATION FORMED

Your new home's foundation will be poured and finished.

Next Stage:

Your builder will check your foundation, remove the forms and begin coordinating the framing phase of your new Beazer home.

STAGE 3: ROUGH FRAME COMPLETE

Floor systems, walls, and roof systems are completed; windows and exterior doors installed. Your builder will also conduct a thorough framing inspection to ensure your new home meets Beazer's high quality standards.

Next Stage:

Your builder will schedule the inspection of rough mechanicals, and schedule the professionals who will install the roofing, plumbing, heating and air conditioning and electrical wiring.

STAGE 4: ROUGH MECHANICALS INSPECTED

Floor systems, walls, and roof systems are completed; windows and exterior doors installed. Your builder will also conduct a thorough framing inspection to ensure your new home meets Beazer's high quality standards.

Next Stage:

Your builder will schedule the inspection of rough mechanicals, and schedule the professionals who will install the roofing, plumbing, heating and air conditioning and electrical wiring.

STAGE 5: FRAME INSPECTED & DRY WALL STOCKED

A building code inspection will be completed; wall insulation will be installed, and drywall (sheetrock) will be delivered and placed in your new home.

Next Stage:

During the next stage, your builder will install drywall and begin to work on interior and exterior home finishes.

STAGE 6: DRYWALL TAPE & TEXTURES COMPLETE, EXTERIOR FINISHES BEGIN

Drywall is installed and interior finishes are completed, including texturing where applicable; exterior finishes (brick, siding, stucco, and stone) will begin.

Next Stage:

Trim deliveries and installation will be coordinated; painters will be contacted; floor materials will be ordered and exterior grading will be scheduled.

STAGE 7: INTERIOR TRIM COMPLETE

Interior doors, baseboards, windowsills, casing and decorative trim are installed, along with fireplace mantles and surrounds, cabinets and vanities.

Next Stage:

Your home's interior walls will be painted, and any exterior driveways or walkways will be formed.

STAGE 8: INTERIOR PAINT & EXTERIOR DRIVES COMPLETE

Interior paint and drywall touch-ups are completed; exterior drives and walkways are formed and installed.

Next Stage:

Your builder will install your new home's flooring and countertops.

STAGE 9: CERAMIC TILE & COUNTERTOPS COMPLETE

Ceramic, vinyl, and wood floors are installed; countertops are installed; finish grading is completed.

Next Stage:

Your builder will complete the mechanical trims in your home, including the installation of electrical and plumbing fixtures.

STAGE 10: MECHANICAL TRIMS COMPLETE

Light fixtures, outlets, and switches are installed; your electrical panel is completed; heating and air conditioning equipment are set and registers installed; sinks, commodes, faucets are put in place.

Next Stage:

Your Beazer home construction team will complete final clean-up, landscaping and interior finishing touches.

STAGE 11: MIRRORS, SHOWER DOORS & FLOORING COMPLETE

Mirrors, shower enclosures, and carpet are installed; final clean up takes place; exterior landscaping is finished where applicable.

Next Stage:

It's time for your builder to complete another detailed inspection. Final Beazer Quality Inspections and customer orientations will also be scheduled at this time.

STAGE 12: BUILDER INSPECTION

A building code official completes a final official inspection and issues a Certificate of Occupancy. Your builder will also lead you through your new home's orientation, and begin scheduling final surveys and appraisals with the sales and escrow departments in preparation of your closing.

STAGE 13: QUALITY HOME INSPECTION

Should any issues arise during the Builder Inspection, they will be resolved and double-checked at this final Quality Home Inspection. Your new home is almost ready for move-in!

Next step: Final closing and custom orientation.

STAGE 14: CUSTOM ORIENTATION READY you are now ready to move into your new Beazer home. After closing, your New Home Counselor and Beazer team will give you a final walk-through tour, community orientation and answer any questions before they hand you the keys to your brand new home. Congratulations!

Answering Questions about Your Home

One of the most exciting aspects of building a new home is visiting your home site to watch your new home take shape. As this occurs, it is natural to have questions concerning your home or the homebuilding process. We want to answer any questions that you may have and we ask that you follow these guidelines:

1. Please use the Pre-Construction, Pre-Drywall, or New Home Orientations as a forum for obtaining answers to your questions. Most questions can easily be addressed at these meetings. Answering your questions is a primary goal of these meetings.
2. If you have a question that needs to be answered before your next scheduled meeting feel free to ask it during your weekly phone call from the community team (New Home Counselor and Community Builder).
3. If you have a question or concern that you feel needs an immediate response, please consult your New Home Counselor. The New Home Counselor will then contact the Community Builder to discuss your concern, and respond to you as quickly as possible.

Notes:

Hazardous conditions exist upon the construction sites which are unavoidable and ongoing. Certain risks and dangers exist due to the operation of power tools, construction vehicles, the falling of tools or materials, trenches and holes created during the construction process, as well as innumerable risks associated with the construction of dwelling units. Beazer Homes cannot accept or assume any risks of property damage to you and your visitors accompanying you on the job site.

Pre-Construction Orientation

Prior to starting construction on your new home, you will attend a Pre-Construction Orientation with your Community Builder. This orientation will begin at the neighborhood sales center and conclude at your home site. Usually this orientation will last one hour. At this orientation, we will:

- Discuss the entire construction process, including color and option selections.
- Explain home site grading and drainage, and the placement of your home.
- Review and confirm the receipt of all change orders.
- Review a sample of the warranty on your home.

Pre-Drywall Orientation (Optional)

Your Community Builder or New Home Counselor will contact you to schedule this meeting a few days in advance. At this orientation we will:

- Review a number of construction details prior to drywall installation.
- Confirm the location of your telephone, cable jacks, and ceiling fans.
- Confirm all options you have requested and paid for are in place.

Note:

- 1) Remember that this is an optional meeting. If you wish to attend, you must Inform your New Home Counselor prior to completion of framing. We regret that it is generally not possible to reschedule the Pre-Drywall Construction Orientation due to the predetermined production schedule for your home.**



PRECONSTRUCTION ORIENTATION CHECKLIST

Neighborhood: _____ Date: _____ Job#: _____
Home site: _____ Plan: _____ Elevation: _____
Buyer(s): _____
New Home Counselor: _____ Builder: _____

Purpose:

- Review Communication Procedures
- Verify plans, elevation, contracts, addendums, and option request
- Discuss construction schedule
- Discuss house placement and lot information
- Review the Beazer Customer experience survey

1. LINES OF COMMUNICATION

_____ The New Home Counselor handles all contract documents, option request and pricing.
_____ The Closing Specialist handles all closing related questions. Firm closing dates are set no less than 30 days before closing.
_____ The Community Builder handles all field operations, schedules Business Partners and materials, coordination inspections.

2. CONTRACTS, OPTION REVIEW, PLAN REVIEW & SAFETY

_____ Review all contract options
_____ Discuss the change order policy (No changes 7 calendar days after the contract date)
_____ Review Color Selection (Color Selections must be completed before pre-con)
_____ Raised slab _____ mono slab _____ crawl space _____ basement _____
_____ Review plot plan (easements, wetlands, catch basins, setbacks, property corners and HVAC location)
_____ Review Locations of cable, telephone, fans, and other features (To be completed before pre-con)
_____ Review all security and structured wiring options. (To be completed before pre-con)
_____ Discuss the Home Buyers Guide.
_____ Review Energy Star features
_____ Review jobsite safety and access.

3. SCHEDULING

_____ Projected start date ____ / ____ / ____
_____ Projected pre-drywall meeting date ____ / ____ / ____
_____ Projected construction completion date (subject to change due to weather, option request, permits, material availability, etc)

4. SITING AND CLEARING (WALK PROPERTY)

_____ Front, side, and rear setbacks, property corners and easements
_____ Surveying, rough staking, and lot clearing
_____ Drainage pattern, swales and catch basins
_____ Utilities - electric transformer, phone, cable pedestals, gas, water, sewer, hydrants and street lights.
_____ Garage left _____ Garage Right _____ Side load _____ Rear load _____ (verify size)
_____ Landscaping (policy on seeding, soils, maintenance by homeowner, tree removal/tree warranty)

5. CEI SURVEY (CUSTOMER EXPERIENCE)

_____ CEI Customer Survey – Who, What and When
_____ Review survey questions
_____ Please let us know at any time if we do not deserve a perfect survey score.
_____ Please take the time to complete the CEI surveys when you receive it via e-mail

Follow Up Issues and/or Comments:

Thank you for buying a Beazer home. We want you to know we are committed to your satisfaction. We look forward to working with you, and building a home that you will be proud of.

Buyer

Builder

Buyer

New Home Counselor

Date



PRE-DRYWALL ORIENTATION CHECKLIST

Neighborhood: _____ Date: _____ Job#: _____
Home site: _____ Plan: _____ Elevation: _____
Homeowner: _____
New Home Counselor: _____ Builder: _____

Purpose:

- Review Communication Procedures
- Verify plans, elevation, contracts, addendums, and option request
- Discuss construction schedule
- Discuss lot grading and drainage
- Review the Beazer Customer experience survey

1. LINES OF COMMUNICATION

- _____ The New Home Counselor handles all sales & contract related questions
_____ The Closing Specialist handles all closing related questions.
_____ The Community Builder handles all field operations, schedules Business Partners and materials, coordination inspections.

2. CONTRACTS AND OPTION SELECTION INFORMATION/PLAN REVIEW

- _____ Review all contract options
_____ Review Color Selections
_____ Review Locations of cable, telephone, fans, and other features
_____ Review all security and structured wiring options.
_____ Review and discuss Energy Star features.
_____ Discuss the Home Buyers Guide.
_____ Review jobsite safety and access.

3. SCHEDULING

- _____ Projected Construction completion date ____/____/____ (Subject to change due to Weather, change order request, material shortage, etc)
_____ Our next meeting will be your New Home Orientation (To introduce you to your new home and verify the completion of your home)

4. GRADING AND DRAINAGE (WALK PROPERTY)

- _____ Review plot plan (easements, wetlands, catch basins, setbacks, property corners)
_____ Drainage pattern, swales and catch basins
_____ Review Locations of cable, telephone, fans, and other features
_____ Utilities - electric transformer, phone, cable pedestals, gas, water, sewer & hydrants
_____ Landscaping (policy on sod, soils, maintenance by homeowner, tree removal/tree warranty)

5. CEI SURVEY (CUSTOMER EXPERIENCE)

- _____ CEI Customer Survey – Who, What and When
_____ Review survey questions
_____ Please let us know at any time if we do not deserve a perfect survey score.
_____ Please take the time to complete the CEI surveys when you receive it via e-mail

Follow Up Issues and/or Comments:

Thank you for buying a Beazer home. We want you to know we are committed to your satisfaction. We look forward to working with you, and building a home that you will be proud of.

Homeowner _____ Builder _____

New Home Counselor _____ Date _____

White - File Copy / Main Office

Yellow - Builder

Pink - Sales

Your New Home Orientation

Your Community Builder will contact you to schedule this meeting a few days in advance. At this orientation we will:

- At your New Home Orientation, you will be met by our Builder. The Builder will carefully explain the mechanical systems in your home to you, and let you know how to contact Beazer for any adjustments or repairs that are needed once you move into your new home.
- Your Builder will then provide an enjoyable introduction to familiarize you with your new Beazer home. The Builder will provide detailed explanations on all aspects of your new home; everything from how to shut the main water line off to whom to contact for future repairs. You will be walked through the warranty process, the home buyer's manual, and the remaining stages of the customer care process.

Note:

- 1) **Beazer Homes will have the power and water on for the orientation; however, arrangements for water and electric services must be switched into your name within 72 hours of closing.**
- 2) **For your benefit, please come alone and with your Realtor. If all possible, Family members, children, friends, should not accompany you at this time.**



Purchaser Orientation Form

Beazer Representative: _____ Scheduled Closing Date: _____
Homeowner Name: _____ Orientation Schedule Date: _____ Time: _____
Property Address: _____ Community Name & Number _____
Job #: _____ Lot #: _____ Home #: _____ Work #: _____ Mobile #: _____

AREAS OF DISCUSSION

- | | | |
|--|---|--|
| <input type="checkbox"/> Trade Contractor List | <input type="checkbox"/> Utility Transfer (within 2 working days) | <input type="checkbox"/> Trees are the owners responsibility |
| <input type="checkbox"/> Warranty Procedures | <input type="checkbox"/> Concrete - Cracking | after closing. Any trees that may be |
| | <input type="checkbox"/> CEI Survey | dead/dying are to be noted here and |
| | | removed asap |

QUESTIONS/COMMENTS

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____

COMMENTS: _____

ALL AREAS LISTED ABOVE HAVE BEEN REVIEWED. I UNDERSTAND THE ITEMS LISTED WILL BE CORRECTED WITHIN TEN WORKING DAYS.

PURSHASER SIGNATURE DATE

ALL THE LISTED ITEMS HAVE BEEN CORRECTED
AND MY HOME IS 100% COMPLETE

PURSHASER SIGNATURE DATE

COMMENTS: _____

BEAZER REPRESENTATIVE DATE

ORIENTATION "REWALK" DATE

BEAZER REPRESENTATIVE DATE

Closing & Settlement

The title to your new home is conveyed to you at the formal closing conducted by our representative with your Closing Attorney, conducted at their office. You will receive a letter in the mail from the Closing Specialist 30 days prior to your firm closing date.

Your new home keys will be provided at your closing and you may move into your new home at any convenient time thereafter. No improvements can be made to the property, nor can the keys be released before closing. Unfortunately, due to insurance regulations, we are unable to permit the storage of personal property in your new home prior to closing.

Notes:

- 1) If any further documentation is required, you must furnish such to the mortgage company immediately to avoid a delay in closing.**
- 2) The insurance agent who is supplying your Homeowner's Insurance policy should contact the Closing Attorney's office with your policy information.**
- 3) Transfer all utility services from Beazer Homes to your name. Utilities are scheduled for cancellation 72 hours after closing. You must transfer all utilities into your name within 72 hours after closing to avoid interruption of service.**
- 4) Confirm with your mortgage lender that all loan contingencies are satisfied. If any further documentation is required, be sure to bring that to the closing.**
- 5) A representative from the Closing Attorney's office will contact you if monies will be due at closing. Any funds due must be paid as a cashier's or certified check payable to your Closing Attorney.**