



## Customer Selection Worksheet

**DEVELOPMENT:** Hickory Hill  
**CASE NUMBER:** 000001025  
**CUSTOMER:** Lot 6-9B MODEL  
**CO-BUYER:**

**HOUSE NUMBER/LOT:** 00090006  
**SALES PERSON:** Caler, Lynnse  
**HOME PHONE:**

**WORK PHONE:**  
**CONTRACT DATE:**  
**CONTRACT SIGNED:**  
**FIRST VISIT DATE:** 09/28/23

CUSTOMER SELECTIONS	
<b>MODEL:</b>	WTN-Wilton
<b>ELEVATION:</b>	DZ -Elevation D - Emerald ...
<b>LOT COMMENTS:</b>	
<b>ADDRESS:</b>	13335 Baron Provost Dr Ashland, Va 23005 HH6-9B

SALES PRICE SUMMARY	
<b>BASE PRICE:</b>	\$784,900.00
<b>LOT PREMIUM:</b>	\$0.00
<b>TOTAL OPTIONS:</b>	\$298,827.00
<b>TOTAL PRICE:</b>	\$1,083,727.00

DEPOSIT SCHEDULE			
DUE DATE	DEPOSIT DUE	DEPOSIT RECEIVED	DEPOSIT COMMENT
	\$0.00	\$0.00	Earnest Deposit
04/19/24	\$0.00	\$0.00	Option Dep Addendum:006

OPTION SELECTIONS				
OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
<b>Structural</b>				
07750	001	1	Railing in lieu of Hall Wall on Staircase	1,700.00
09250	001	1	Add Double Dormer Window in Room Above Garage	4,665.00
09630	001	1	Add Finished Play Room, Full Bath & Finished Room Over Garage	68,500.00
09639	001	1	Optional Bedroom in lieu of Optional Unfinished Storage Location/Comments: Bedroom 5	12,445.00
09652	001	1	Optional Walk-In Closet w/ Extended Unfinished Storage	7,955.00
<b>Fireplaces</b>				
10024	002	1	Upgrade to Firebox SL-7X from Standard	3,870.00
10024	003	-1	Upgrade to Firebox SL-7X from Standard	-3,870.00
10027	003	1	Upgrade to Crave6048 Fireplace from Standard	7,495.00
10027	004	-1	Upgrade to Crave6048 Fireplace from Standard	-7,495.00
10027	005	1	Upgrade to Crave6048 Fireplace from Standard Location/Comments: Price Adjustment	7,495.00
12000	002	1	Fireplace Surround Upgrades to Marble or Granite	525.00
12055	002	1	Upgrade to Design Series Mantle	550.00
12077	003	1	Fireplace Brick or Stone Veneer (up to 9' Ceilings w/ 2' Return Walls) Location/Comments: Painted	5,800.00
<b>Gutters</b>				
16002	002	1	Upgrade to Black Gutters	850.00
<b>Porch - Stoops</b>				
03652	001	394	Composite Porch in lieu of Treated Porch Location/Comments: Front Porch - 139 sq.ft. & Rear Porch - 255 sq.ft.	10,638.00

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OPTION SELECTIONS				
OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
<b>Exterior Doors</b>				
00850	001	1	16' x 8' OXXO Sliding Door- White	10,500.00
<b>Windows &amp; Screens</b>				
02055	002	10	Add a Single Hung Black Window - Includes Screen Location/Comments: Front Only	4,950.00
<b>Siding</b>				
02625	002	1	Siding - Upgrade to Fiber Cement Siding in lieu of included Vinyl Siding	23,250.00
02648	002	10	Black Corbels (ea)	750.00
<b>Stairs - Interior</b>				
65530	006	1	Oak Stair Treads and Risers	1,850.00
<b>Roofing</b>				
23502	001	1	Standing Seam Metal on Roof of Dormer/Dormers per Plan	4,200.00
23504	001	1	Standing Seam Metal Roof on Front Porch per Plan	6,500.00
<b>Garage Doors</b>				
01225	001	1	Upgrade to Carriage Style Garage Door - includes hardware & accents only	450.00
24022	002	1	Garage Doors - Upgrade to Black Garage Door	550.00
24024	001	1	Upgrade to Garage Door w/ Windows - includes (1) top row of windows	915.00
<b>Mechanical - HVAC</b>				
25060	001	1	Add a Crawlspace Dehumidifier	0.00
<b>Plumbing</b>				
30090	001	1	Freestanding Tub in Owner's Bath (per plan) - Oval (66in x 36in) w/ Tub Mount Filler	4,525.00
30090	002	-1	Freestanding Tub in Owner's Bath (per plan) - Oval (66in x 36in) w/ Tub Mount Filler Location/Comments: Included in luxury bath layout	-4,525.00
30091	001	1	Optional Luxury Bath in lieu of Bedroom 3- Includes Oversized zero-entry shower, freestanding tub w/ tub mounted filler, double vanity & two shower heads.	21,150.00
<b>Plumbing Fixtures</b>				
30010	002	2	Add a Comfort Height Toilet in lieu of Included (Price Per Fixture) Location/Comments: Bath #1 & #2	200.00
30510	002	1	Elkay Quartz Lux Undermount Sink	860.00
33000	002	1	Add Pot Filler	1,950.00
34040	002	1	Upgraded Kitchen Faucet	495.00
34042	002	4	Wave Bowl in lieu of Included Vanity Sink (Each)	700.00
96000	002	1	Group 3 Plumbing Package Location/Comments: Bath #1	2,457.00
96001	002	1	Group 3 Plumbing Package Location/Comments: Bath #2	1,068.00

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OPTION SELECTIONS				
OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
<b>Electrical</b>				
35300	002	1	Under Cabinet Lighting (LED) - Up to 16' Location/Comments: Kitchen	625.00
<b>Light Fixtures - Packages</b>				
41128	002	1	Statement Lighting Package Option 12	1,550.00
<b>Cabinets</b>				
54300	002	2	Decorative End Panels on Perimeter Kitchen Cabinets Location/Comments: Exposed upper & lower cabinets on perimeter	440.00
54350	002	1	Add Pull-Out Trash Location/Comments: Kitchen	450.00
54400	002	1	Add Refrigerator Enclosure	745.00
56055	002	1	Raised Height Vanity in lieu of Included (price per vanity) Location/Comments: Bath #2	150.00
56500	002	3	Add Drawers to Bath Vanity Location/Comments: Bath #1 & Bath #3	975.00
56504	002	2	Pots/Pans Drawer Cabinet Upgrades in Kitchen Location/Comments: Flanking Cooking Appliance	1,950.00
56516	001	1	Built-In Cabinet Allowance	25,000.00
56539	002	1	Bar Cabinets in Playroom with Granite Countertops	10,300.00
<b>Countertops</b>				
57759	002	1	Group 2 Granite Countertops in lieu of Group 1 in Kitchen Location/Comments: Playroom Bar	1,195.00
57766	002	1	Group 4 Quartz Countertops in lieu of Granite in Kitchen	4,197.00
<b>Appliances - Packages/A la Carte</b>				
56069	001	1	Hostess Package - Includes a Beverage Center, Prep Sink & Faucet	3,200.00
62055	002	1	Upgrade to Wood Hood	2,550.00
64080	001	1	Ice Maker in Butler's Pantry or Wet Bar	3,195.00
64136	002	1	Emerald Kitchenaid Appliance Package Option 5 Location/Comments: Venting & Gas Line included	7,795.00
<b>Exterior Concrete Flatwork</b>				
03350	001	168	Add Stamped Concrete - per sqft Location/Comments: Rear Patio	3,864.00
<b>Flooring Hard Surface</b>				
70205	002	44	Pre Finished Hardwood or LVT Floors (includes Credit) Per Square Foot. Location/Comments: Bath #2	396.00
70207	002	1582	Group 1 Pre Finished Hardwood or LVP Floors (includes Credit) Per Square Foot. Location/Comments: Playroom, Family, Bed #2, Owner's bed/WICS/Hall, Mudroom	15,820.00

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OPTION SELECTIONS				
OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
<b>Ceramic Tile</b>				
30065	002	1	Niche in Ceramic Tile Shower Location/Comments: Bath #1	550.00
70317	002	1	Add a Ceramic Tile Bench Seat in Shower Location/Comments: Bath #1	550.00
71028	002	135	Level 3 Ceramic Tile Master Shower Floor and/or Walls Location/Comments: Bath #1; Shower Walls	810.00
71030	002	128	Level 3 Ceramic Tile Floor per Square Foot Location/Comments: Bath #1; Room Floor	768.00
71050	002	59	Level 2 Kitchen Backsplash per Square Foot Location/Comments: Kitchen & Butlers	3,304.00
<b>Locksets &amp; Hardware</b>				
78510	002	1	Upgrade to Black Knobs & Hinges	850.00
<b>Decks &amp; Screened Porches</b>				
03700	001	16	Screen a Wood or Masonry Covered Porch - includes (1) screen door & vinyl rails per linear foot	2,480.00
<b>Landscaping - Trees &amp; Shrubs</b>				
15857	001	1	Landscape Accent Lighting Allowance	1,200.00
<b>Sales Incentives and Fees</b>				
93020	001	1	Design Allowance	25,000.00
93020	002	-1	Design Allowance Location/Comments: Allowance applied	-25,000.00

COLOR/STYLE SELECTIONS	
ITEM DESCRIPTION	SELECTION
Brick	
Brick Mortar	
Stone	
Roofing Shingles	
Hardie Siding	
Vinyl Board & Batten	
Vinyl Shake	
Vinyl Shutters	
Exterior Trim	
Front Elev Wide Trim	
Trans Band at Fndn	
Front Door Style	
Front Door Color	
Exterior Doors Color	
Window Grid Pattern	
Garage Door Style	

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COLOR/STYLE SELECTIONS	
ITEM DESCRIPTION	SELECTION
Garage Door Color	
Interior Paint Color	

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