



Customer Selection Worksheet

DEVELOPMENT: Build On Your Lot
CASE NUMBER: 000001248
CUSTOMER: Park St 1 JEMMA SPEC
CO-BUYER:

HOUSE NUMBER/LOT: 00000077
SALES PERSON: Elliott,Sascha
HOME PHONE:

WORK PHONE:
CONTRACT DATE:
CONTRACT SIGNED:
FIRST VISIT DATE: 10/28/24

CUSTOMER SELECTIONS	
MODEL:	JEM-Jemma
ELEVATION:	CZ -Jemma C Emerald ...
LOT COMMENTS:	Lot 1 Park Street - Block G
ADDRESS:	701 Park St Ashland, Va 23005 Lot 1

SALES PRICE SUMMARY	
BASE PRICE:	\$559,900.00
LOT PREMIUM:	\$150,000.00
TOTAL OPTIONS:	\$73,382.00
SPECIAL PRICING	\$32,097.00-
SPECIAL PRICING	\$21,285.00-
TOTAL PRICE:	\$729,900.00

DEPOSIT SCHEDULE			
DUE DATE	DEPOSIT DUE	DEPOSIT RECEIVED	DEPOSIT COMMENT
	\$0.00	\$0.00	Earnest Deposit
09/05/25	\$0.00	\$0.00	Option Dep Addendum:006

OPTION SELECTIONS				
OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
Structural				
07275	001	1	Vaulted Ceilings - per room Location/Comments: Dining Room	2,000.00
07750	002	1	Railings in lieu of Half Wall on Staircase. (not avail. w/all plans)	1,700.00
Exterior Doors				
00150	001	1	Add Transom Window to Front Entry Door (not available w/ 8 ft ceilings)	325.00
00456	001	1	12' x 8' OXXO Sliding Door- White Location/Comments: To screened Porch	9,000.00
01000	001	1	Add Garage Pedestrian Door	1,395.00
17526	001	1	3/4 Glass Double Front Doors	2,975.00
Plumbing				
30089	001	1	Luxury Owner's Bath with Oversized Ceramic Tile Shower, Frameless Shower Door, Transom Window and Freestanding Tub with Tub Mount Filler	12,950.00
Plumbing Fixtures				
34010	001	1	Add Utility Sink Location/Comments: Garage	775.00
34042	004	4	Wave Bowl in lieu of Included Vanity Sink (Each) Location/Comments: Bath 1 & 2	700.00
34044	004	1	Upgraded Pedestal Sink	305.00
34166	004	1	Group 2 Plumbing & Accessories- Emerald- Luxury Primary Bath	915.00
34172	004	1	Group 2 Plumbing & Accessories- Emerald- Half Bath	155.00
34175	004	1	Upgrade to Lenta Kitchen Faucet	95.00

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Electrical				
35000	006	3	Add Block & Wire for Fan (No Install) Location/Comments: Bedroom #2, Bedroom #3, Bedroom #4	375.00
35038	006	2	Additional Receptacle/Outlet - Regular Location/Comments: Living Room TV	90.00
35110	006	2	Add Recessed Light (ea) Location/Comments: 4" Recessed - Primary Bedroom	280.00
35115	006	4	LED Disk Light (Low Profile) Flush Mount LED Light Location/Comments: Primary Shower, Primary Tub, Up Hall Bath	260.00
35300	004	1	Under Cabinet Lighting (LED) - Up to 16'	625.00
37044	006	2	6" Recessed Can w/ LED Trim Location/Comments: Back Porch	280.00
Light Fixtures - Packages				
41137	004	1	Statement Lighting Package Option 15	995.00
Cabinets				
54200	004	2	Add Glass Cabinet Doors in Upper Cabinet - includes finished interior and shelves, no mullions Location/Comments: Flanking Hood	1,300.00
54350	004	1	Add Pull-Out Trash	450.00
54400	004	1	Add Refrigerator Enclosure	1,160.00
56500	004	1	Add Drawers to Bath Vanity Location/Comments: Bath #1	325.00
Countertops				
96000	004	1	Group 4 Solid Surface in Kitchen	5,612.00
Appliances - Packages/A la Carte				
64127	004	1	Emerald Whirlpool Appliance Package Option 4	1,795.00
Interior Trim & Doors				
65392	001	1	Add a Tray Ceiling in Owner's Suite	2,450.00
Flooring Hard Surface				
70213	004	1	Group 1 Hardsurface Flooring in lieu of Carpet Location/Comments: Family	3,780.00
Ceramic Tile				
70317	005	1	Add a Ceramic Tile Bench Seat in Shower Location/Comments: Bath 1	550.00
71026	004	1	Level 2 Ceramic Tile Floor per Square Foot Location/Comments: Room Floor; Bath 1	440.00
71050	004	1	Level 2 Kitchen Backsplash per Square Foot	1,920.00
Decks & Screened Porches				

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OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
03600	001	200	Pressure Treated Covered Porch in lieu of standard deck - includes 6x6 wood posts w/ vinyl sleeves, vinyl rails, brick piers, & pressure treated steps - per sqft	12,600.00
03700	001	31	Screen a Wood or Masonry Covered Porch - includes (1) screen door & under deck screening	4,805.00
Sales Incentives and Fees				
93020	001	1	Design Allowance	20,000.00
93020	004	-1	Design Allowance	-20,000.00
Location/Comments: Allowance Applied				

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