



Customer Selection Worksheet

DEVELOPMENT: Hula Farm
CASE NUMBER: 000001170
CUSTOMER: CHARLOTTE MODEL
CO-BUYER:

HOUSE NUMBER/LOT: 00020001
SALES PERSON: Elliott, Sascha
HOME PHONE:

WORK PHONE:
CONTRACT DATE:
CONTRACT SIGNED:
FIRST VISIT DATE: 07/10/24

CUSTOMER SELECTIONS	
MODEL:	CHA-Charlotte
ELEVATION:	DZ -Elevation D - Emerald ...
LOT COMMENTS:	
ADDRESS:	2470 Old Telegraph Ct Lanexa, Va Lot 1 Sec 2

SALES PRICE SUMMARY	
BASE PRICE:	\$654,900.00
LOT PREMIUM:	\$0.00
TOTAL OPTIONS:	\$289,853.00
Special Pricing	\$44,853.00-
TOTAL PRICE:	\$899,900.00

DEPOSIT SCHEDULE			
DUE DATE	DEPOSIT DUE	DEPOSIT RECEIVED	DEPOSIT COMMENT
	\$0.00	\$0.00	Earnest Deposit
06/16/25	\$0.00	\$0.00	Option Dep Addendum:006

OPTION SELECTIONS				
OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
Structural				
02654	001	1	Optional Mudroom Configuration w/ Optional Finished Bonus Room over Garage and One 16' Garage Door in lieu of Two 8' Garage Doors	90,900.00
08150	001	1	Add 2ft Cantilever to Second Floor per plan	5,650.00
09226	001	1	Add Finished Full Bath Location/Comments: Room Over Garage	6,800.00
Fireplaces				
12055	003	1	Upgrade to Design Series Mantle	550.00
Exteriors				
15960	001	1	Omit Front Porch Aluminum Rails - Per Code Location/Comments: If permitted by code and natural grade of lot	0.00
Porch - Stoops				
03260	001	653	Masonry/Concrete Front Porch in lieu of Pressure Treated Front Porch. Includes Black Aluminum Rails, Brick Foundation & Brick Steps. Price per Square Foot Location/Comments: Front Porch	22,855.00
03261	001	168	Masonry/Concrete Rear Porch in lieu of Pressure Treated Deck. Includes Vinyl Rails, Brick Foundation & Brick Steps. Price per Square Foot Location/Comments: Rear Porch	14,784.00
Siding				
02625	003	1	Siding - Upgrade to Fiber Cement Siding in lieu of included Vinyl Siding	21,800.00
Roofing				
23508	003	1	Standing Seam Metal Roof on Double Wrap Full Front Porch	16,775.00

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Garage Doors				
01225	003	1	Upgrade to Carriage Style Garage Door - includes hardware & accents only	450.00
Plumbing				
30030	001	1	Group 1 Ceramic Tile Shower Walls (up to 5ft x 3ft x 7ft) in lieu of fiberglass - shower door must be selected Location/Comments: Owner's Bath	4,200.00
Plumbing Fixtures				
30510	003	1	Elkay Quartz Lux Undermount Sink	850.00
33000	003	1	Add Pot Filler	1,950.00
34042	003	5	Wave Bowl in lieu of Included Vanity Sink (Each)	875.00
34044	003	1	Upgraded Pedestal Sink Location/Comments: 1/2 Bath	305.00
34167	003	1	Group 3 Plumbing & Accessories- Emerald- Luxury Primary Bath	1,095.00
34170	003	2	Group 3 Plumbing & Accessories- Emerald- Secondary Bath Location/Comments: Bath #2 & #3	1,810.00
34173	003	1	Group 3 Plumbing & Accessories- Emerald- Half Bath	225.00
34183	003	1	Upgrade to Trinsic Pulldown Kitchen Faucet	520.00
34192	003	1	Upgrade to Trinsic Bar Faucet	375.00
Electrical				
35000	006	2	Add Block & Wire for Fan (No Install) Location/Comments: Bedroom #2 (1) Bedroom #3 (1)	250.00
35038	006	3	Additional Receptacle/Outlet - Regular Location/Comments: Mudroom (2) Living Room TV (1) Laundry (1)	135.00
35055	006	1	Add Floodlights (LED) Location/Comments: Center Back Porch	265.00
35110	006	2	Add Recessed Light (ea) Location/Comments: 4" Recessed Can w/LED Trim - Primary Shower	280.00
35115	006	3	LED Disk Light (Low Profile) Flush Mount LED Light Location/Comments: Loft, Foyer, Mudroom	195.00
35300	006	1	Under Cabinet Lighting (LED) - Up to 16' Location/Comments: Kitchen	625.00
35417	006	1	Exterior Receptacle with Waterproof Cover Location/Comments: Front Porch	100.00
37044	006	11	6" Recessed Can w/ LED Trim Location/Comments: Front Porch (6) Back Porch (2) Primary (2) Kitchen (1)	1,540.00
96003	006	1	Dedicated Circuit - 120v Location/Comments: Dehumidifier	115.00
Light Fixtures - Packages				
41012	003	3	Interior/Exterior 60" Fan Location/Comments: Covered Porch, Family, & Owner's	1,500.00
41039	003	1	Add Tall Foyer Light	525.00

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41137	003	1	Statement Lighting Package Option 15	995.00
Low Voltage				
47504	006	5	Low Voltage - Add a CAT6 Drop Location/Comments: Family Room, Owner's Suite, Bonus Room, Bedroom #3, Wrap Around Porch,	0.00
47528	006	1	Low Voltage - PVC Jumper (less than 10') with Pull String	115.00
96000	006	1	Whole House Audio - 2 rooms Location/Comments: Kitchen, Porch on Wall	3,400.00
96001	006	1	Qolsys Smart Home	0.00
96002	006	1	8 Port Gigabit PoE Switch	375.00
Cabinets				
54200	003	2	Add Glass Cabinet Doors in Upper Cabinet - includes finished interior and shelves, no mullions Location/Comments: Kitchen	1,500.00
54400	003	1	Add Refrigerator Enclosure	1,160.00
56055	003	2	Raised Height Vanity in lieu of Included (price per vanity) Location/Comments: Bath #2 & #3	300.00
56065	001	1	Optional Butler's Pantry- Per Plan	6,950.00
56500	003	3	Add Drawers to Bath Vanity Location/Comments: Bath #1 & #2	975.00
56504	003	2	Pots/Pans Drawer Cabinet Upgrades in Kitchen Location/Comments: Flanking Cooking	650.00
56511	007	1	Upgrade to Gabby Kitchen Island in lieu of Patrick Island Location/Comments: island rebrand/name change	1,750.00
56551	003	1	Add a Set of Floating Shelves Location/Comments: Kitchen	250.00
56559	001	1	Upgrade to Madison Kitchen Island in lieu of Patrick Island	1,750.00
56559	007	-1	Upgrade to Madison Kitchen Island in lieu of Patrick Island	-1,750.00
Countertops				
57761	003	1	Group 4 Solid Surface in lieu of Group 1 in Kitchen	5,165.00
57777	003	1	Group 4 Solid Surface in Butler's Pantry	1,100.00
Appliances - Packages/A la Carte				
56069	001	1	Hostess Package - Includes a Beverage Center, Prep Sink & Faucet Location/Comments: Butler's Pantry	3,200.00
62055	003	1	Upgrade to Wood Hood- Emerald	2,550.00
64135	003	1	Emerald Kitchenaide Appliance Package Option 4	5,225.00
Interior Trim & Doors				
05200	001	2	French Doors - Interior (5' full view) Location/Comments: Flex Room & Breakfast Area (in lieu of slider)	2,200.00
65090	003	2	Board & Batten Wainscoting Location/Comments: Foyer & Breakfast	4,300.00

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Flooring Hard Surface				
70213	003	1	Group 1 Hardsurface Flooring in lieu of Carpet Location/Comments: Family, Flex, Office, Owner's Bed/WIC, 2nd Floor Hall	10,520.00
70214	003	1	Group 1 Hardsurface Flooring in lieu of Sheet Vinyl Location/Comments: Utility, Mudroom, Butler's	1,923.00
Ceramic Tile				
71018	003	1	Level 2 Ceramic Tile Master Shower Floor and/or Walls Location/Comments: Shower Wall & Floor; Bath #1	330.00
71041	003	1	Level 4 Ceramic Tile Floor per Square Foot Location/Comments: Bath #2	1,653.00
71049	003	1	Level 1 Kitchen Backsplash per Square Foot Location/Comments: Butler's	360.00
71050	003	1	Level 2 Kitchen Backsplash per Square Foot Location/Comments: Kitchen	1,796.00
Locksets & Hardware				
78510	003	1	Upgrade to Black Knobs & Hinges	850.00
Accessories - Shower Doors, Bath Accessories, Mirrors				
81008	005	1	Closet Factory/Closets First Built-ins Location/Comments: Office, Primary WIC, Pantry, Mudroom, Laundry	20,332.00
Decks & Screened Porches				
03750	003	1	Stained Wood Porch/Lanai Ceiling - per sqft	6,530.00
Driveway				
15525	001	600	Asphalt Driveway - per sqft Location/Comments: Setback approximately 120'	4,800.00
Allowances				
96004	006	1	4' LED Strip Light Location/Comments: Garage (2)	300.00
Sales Incentives and Fees				
93020	001	1	Design Allowance	50,000.00
93020	003	-1	Design Allowance Location/Comments: Allowance Applied	-50,000.00

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