



McKEE HOMES

CHOOSING MY NEW HOME - Sales Process F.A.Q.s

Thank you for your consideration of building your new home with McKee Homes Ltd. We feel privileged to have this opportunity to explore the possibility of building your future home. Currently you have probably just begun looking around at different showhomes and subdivisions to see if building a new home is the right decision for you.

What will the process of selecting a home be?

This process will involve choosing your floor plan, your lot, your interior “specification”, and pricing your home so that you can get to a stage where you are confident entering into a legal purchase contract. During this process you will work closely with your sales person exploring your needs and wants for your new home. Your sales person will be able to offer you suggestions on how to customize a floor plan to work for you and they will also be able to offer you suggestions on changes that will help meet any budgetary needs. Once completed, they will ensure that you understand the offer to purchase and subsequent documentation.

Do I have to buy the showhome model or are there other options to purchase?

There are 2 main elements that you need to consider when choosing your new home. First would be your floor plan and secondly would be the lot that fits the floor plan you desire to have built. With those 2 elements narrowed down then we can start to plan your new home.

The Floor Plan

- Building homes in Airdrie for over 30 years means we have built a lot of floor plans, therefore we can offer you many different options when planning your new home. The showhomes that we currently have built in Airdrie are a good place to start. These showhomes were built because we feel that they are a good example of what current buyers are looking for. We must also consider what the subdivisions require architecturally and what size of home the lots can accommodate.

The Lot

- McKee Homes Ltd. builds in multiple areas of Airdrie and because of this we are able to offer our clients a wide selection of land to choose from. Each area offers unique benefits and your lifestyle, needs, and budget will help determine where your next home will be built. Once you know what area suits you best then you will be able to narrow down the actual lot that works for you. Common considerations when choosing a lot are the size of the lot, the grade of the lot i.e.; level, sunshine, or walk out and the orientation of the lot i.e.; North, East, South, or West facing.

What is the first step when I have decided that I would like to have a new home built?

The first thing that you should always do is speak to your mortgage broker or bank and get preapproved. Knowing what you can afford will really help when determining what type of home you want to build. With land in many areas of Airdrie, years’ worth of floor plans, and the ability to customize any home we can work with most budgets.

If you don't have a mortgage broker we are happy to recommend one to you, we have strong working relationships with brokers and banks that are able to offer you competitive rates and special promotions.

How long will it take to get my new home priced?

Once you have a lot on hold your sales person will have the ability to work on pricing for your home, in most cases this will only take a few days to a week. Please understand that in some circumstances changes that you hope to make will require an estimator to quote a price for you, this process can take up to an additional week depending on the complexity of the change and the current volume of quoting required throughout the company. We do endeavour to have completed pricing back to you so that you are ready to move forward to signing a contract within the 3 week lot hold allocation, understanding that some plans and pricing will be completed quicker or take longer in some cases.

How do I hold a lot?

Once you have picked a lot that suits your needs in your chosen area then you can place a 3 week hold on the lot for \$1000.00. Payment may be made by cheque (or cash) and your cheque will be deposited. In the next 3 weeks you will work closely with your sales person pricing your desired home on your reserved lot. If you determine for any reason during this 3 week period that you would not like to proceed then your deposit is fully refundable.

Can I make changes to a standard floor plan?

Yes, McKee Homes Ltd. allows clients the flexibility to make changes to the standard plans to ensure that your new home will suit your unique lifestyle. Sometimes there can be structural, code, or architectural limitations, but we do our best to meet the needs of you and your family.

Can I have McKee Homes Ltd. build me a custom home?

Yes, we can work with you to design a custom plan. To start this process you will be required to pay a \$10,000.00 non-refundable deposit. You will meet directly with Grace McKee who will provide you with a consultation and determine your needs for your new home, this may take more than one visit. From that consultation a working set of blueprints will be produced. If you decide to not proceed with contracting McKee Homes Ltd. after this point then you will own the full set of working blueprints, and will be given the files for these. If you decide to proceed with contracting McKee Homes Ltd. to build your custom home then your \$10,000.00 will be applied towards the total purchase price on your contract.

Can I bring a plan from another builder and have McKee Homes Ltd. build it for me?

No, due to copyright laws we are unable to build another builders plan and nor can they build our plans.

What are architectural controls?

Each subdivision is owned by a developer, that developer creates a development plan that is approved by the City of Airdrie. This plan details what the overall feel and look of that specific area will be. Included in that development plan is a series of architectural controls which specifically details what the exterior of each home in that area will look like. As a builder we are required to submit each home plan to the developer for approval. This means that, while we are able to offer you the choices for the exterior elevation, colors, and materials the overall appearance of the home is determined by the developer. In some communities colours and elevations are pre-selected by the developer, but in all communities, must be approved. We do not control this process. After your purchase contract is executed then you will meet with one of our home planners to help you make these choices within the developers' regulations.

How much of a deposit will I be required to pay?

- As previously mentioned your first deposit will be your \$1,000.00 lot hold, this amount is applied to your final purchase price.
- A second deposit of 5% (of the total purchase price) is due once the conditions of your purchase contract are satisfied. In some cases you will place a deposit of 10% in lieu of 5%.
- An additional deposit may be required through the build process. In most cases this will be financed by your bank or mortgage broker, and is your responsibility to arrange with your chosen financial institution. These additional draws are beneficial to our clients for a number of reasons. When paid through your mortgage company, your name is added onto title outlining that you are now a partial owner of the home under construction. In addition your mortgage interest rate will now be locked in protecting you from changing rates. If you have any specific questions in regards to drywall draws we can put you in touch with a mortgage specialist that will be glad to answer your questions.

How do I know what the possession date will be of the completed home?

Every home, community, and home site, has its own unique situations. Manpower, weather, permits, city inspections, engineering, planning, complexity, architectural approvals; all of these items have an impact on when we can have a home ready for move in. Your possession date noted on the contract is a best estimate of the time based on experience. This date is a guide and is subject to change. Typically we will note a planned season of completion on your agreement, and as we move closer to completion, will be able to provide a more firm estimate. When the cabinets have been delivered to your home, we will provide the firm possession date to you. At minimum this will be 35 days in advance and when possible more notice will be given.

Once I sign a contract can my price change?

No, we only sign fixed price contracts meaning that your contract price is protected and will not change as long as you make selections within the contract terms.

When you enter into the Design selection phase as noted below with the Home Planner, you may decide to add further enhancements to your home (adding any items is completely optional). Should you select further enhancements an amendment to the contract price can be completed should you wish to have the items added to your mortgage, having ensured you qualify for the addition. If you prefer to pay from your own funds for extra items, you can do this as well.

Can I work with the builder if I have my own realtor?

Yes, we welcome realtors and their clients into our showhomes. We do however require that the rules and regulations set out by the Calgary Real Estate Board are followed. This states that in order for your realtor to participate in the transaction then they **must** be present on your first visit to the showhome and must register you as their client. As a member of CREB, your realtor will be aware of these regulations.

Will I pay more for my home if I bring my own realtor?

No, McKee Homes charges you the same for your home regardless of if you have a realtor or not.

What are typical conditions to a contract and what are my responsibilities in regards to the conditions?

A condition to a purchase contract by definition is; *“a legal term describing a condition or event that must come to pass before a specific contract is considered in effect or any obligations are expected of either party”*. Your sales person can help you articulate the conditions that should be written into your purchase contract in your favour. A deadline for a condition is also required, it is your responsibility to ensure that the condition in your favour is satisfied on or before that date. If the condition cannot be satisfied by the dated specified in the contract then you

can ask your sales person to amend this date to a later date. The builder will then have to agree to this amendment for it to be valid. It is very important to understand that these conditions are legally binding and must be satisfied or amended on or before the agreed upon date or your contract will be considered null and void.

The most common condition to a purchase contract is the condition of satisfactory financing. You will be required to produce a letter from your mortgage broker or bank stating that you are unconditionally approved for the mortgage in correlation with the details of your specific purchase contract.

Once the conditions in my contract are satisfied what happens?

Once you have satisfied the conditions in your contract and signed a “wavier of conditions” with your sales person and paid the applicable deposit then your contract will be assigned to one of our home planners. Your home planner will be in contact with you to set your first home planning meeting within 72 hours. Your home planner meeting will commence Monday – Friday between 8:00am-3:00pm. As we are sure you can understand, this is your most important asset and will require you to make time during regular business hours for a series of home planner and supplier meetings.

Will my home come with a warranty?

Yes. At McKee Homes we have been members with the Alberta New Home Warranty program for many years before the advent of “Mandatory Warranty”. We have achieved regular service awards with Alberta New Home Warranty including the Golden Hammer Award, The Distinguished Builder Medallion, and the Platinum Award of Distinction. Since building permits issued Feb 1, 2014, warranty on all new homes constructed is now mandated by the Alberta Government and the Insurance Act through the New Home Buyers Protection Act, and consequently your home will be registered with a one year materials and workmanship warranty; a two year delivery systems warranty (plumbing, heating, electrical); a five year envelope warranty; and a ten year structural warranty. Our Warranty provider continues to be the Alberta New Home Warranty Program. You will receive more information on this warranty insurance upon completion of the home.

Please accept our thanks for considering us to build your home. You will receive more “FAQ” documents another three times during the upcoming period of design, construction, and warranty, and hope you will find the information helpful, together with your **Milestone Handbook** when received. We hope you enjoy the rest of the process to come, and assure you of our continued support.

Sincerely;

Elaine McKee Doel

Elaine McKee Doel

President

The Sales Team

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Ravenswood, Lanark and Kings Heights – Sarah Gleason

Chinook Gate – Ram Vennam

Vista Crossing, Crossfield – Leo Dorian