



# PRE-SALES DEMYSTIFIED

## **Greenstone Offers Many Choices In Living.**

*If the home you want is not available in the neighborhood you are looking in, you can do a pre-sale on the home of your choice. The process is straightforward and our staff will help you through each step in the process.*

## **Neighborhood & Plan Selection**

*Decide on the Greenstone neighborhood and floor plan you would like to have built. Each Greenstone Community has a Welcome Center and staff to help you with everything from financing options to plan selection. We will arrange a walk-through before you build in the plan of your choice.*

## **Making An Offer**

*Once you have chosen a floor plan and lot you are ready to make an offer. Our sales staff can provide you with base pricing information and costs of upgrades to help you make your offer.*

## **Pre-Construction Meeting**

*Once the offer is accepted (mutual acceptance) you are ready to choose your home's details. Within 7 days of mutual acceptance, our design center manager will contact you to schedule your pre-construction meeting. At the Greenstone design center you can walk through sample rooms and choose options in paint, lighting, plumbing fixtures, flooring and carpet, cabinets and tile. The design center staff can recommend popular combinations to help you create your own look. At the pre-construction meeting you will receive an estimated date that construction will be complete (all dates are approximate).*

## **Home Construction**

*Watch your new home during the construction stages. Pick up construction keys from our sales staff during welcome center hours for a tour of the progress.*

## **Final Walk-Through & Closing**

*Seven days before your house closes you can take a final walk through your new home with your community customer service representative. Any details you want fixed will be documented and fixed before closing or as soon as possible after you move in.*

## **Ready To Move In**

*Once all the documents are signed, funds are transferred (usually the next day after signing), and the deed is recorded, you can pick up final keys at the community welcome center and move in to your new home*

## **After You Move In**

*At Greenstone, our goal is to provide you with enriched living and lasting value, our relationship with you does not end when you move in. We stand behind our work and are happy to answer questions or concerns about maintaining your new home. If any issues arise submit a service request at [www.greenstonehomes.com](http://www.greenstonehomes.com) and we will evaluate the problem and offer solutions.*



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