

Customer Selection Worksheet

DEVELOPMENT: Brambleton Town Center
CASE NUMBER: 000000539
CUSTOMER: Lot 42 SPEC
CO-BUYER:

HOUSE NUMBER/LOT: 00000042
SALES PERSON: Fisher, Joanne
HOME PHONE:

WORK PHONE:
CONTRACT DATE:
CONTRACT SIGNED:
FIRST VISIT DATE: 10/09/17

CUSTOMER SELECTIONS	
MODEL:	B -Luna
ELEVATION:	3 -Luna - Interior Unit ...
LOT COMMENTS:	Luna - Elevation B3 (Rev) - Color Scheme 1
ADDRESS:	42396 Soave Drive
	Ashburn, VA 20148

SALES PRICE SUMMARY	
BASE PRICE:	\$719,990.00
LOT PREMIUM:	\$0.00
TOTAL OPTIONS:	\$95,311.00
September Incentive	\$15,311.00-
TOTAL PRICE:	\$799,990.00

DEPOSIT SCHEDULE			
DUE DATE	DEPOSIT DUE	DEPOSIT RECEIVED	DEPOSIT COMMENT
	\$35,999.50	\$0.00	Earnest Deposit
10/09/17	\$6,910.00	\$0.00	Option Dep Addendum:001
10/26/17	\$430.00	\$0.00	Option Dep Addendum:002
11/04/17	\$631.00	\$0.00	Option Dep Addendum:003
11/09/17	\$524.00	\$0.00	Option Dep Addendum:004
11/13/17	\$0.00	\$0.00	Option Dep Addendum:005
11/28/17	\$309.00	\$0.00	Option Dep Addendum:006
12/18/17	\$45.00-	\$0.00	Option Dep Addendum:007
01/04/18	\$15.00	\$0.00	Option Dep Addendum:008
01/19/18	\$635.00-	\$0.00	Option Dep Addendum:009
01/19/18	\$619.00	\$0.00	Option Dep Addendum:010
03/07/18	\$48.00-	\$0.00	Option Dep Addendum:011
04/12/18	\$501.00-	\$0.00	Option Dep Addendum:012
05/01/18	\$0.00	\$0.00	Option Dep Addendum:013
05/08/18	\$1,331.00	\$0.00	Option Dep Addendum:014
07/20/18	\$0.00	\$0.00	Option Dep Addendum:015

OPTION SELECTIONS				
OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
			Custom Option Requests & Structural Options	
00000	001	1	Structurals - GF to LL - Elevator Option	39,900.00
			Elevator:Elevator with Chrome Fixtures -	
00250	001	1	Structurals - GF - Study with Double Doors Option	2,154.00
01300	001	1	Structurals - 2F - Great Room - Fireplace Option	6,345.00
			2F Great Room:Crave 48" Mid-Wall Gas Fireplace -	
01300	009	-1	Structurals - 2F - Great Room - Fireplace Option	-6,345.00
			2F Great Room:Crave 48" Mid-Wall Gas Fireplace -	
01300	010	1	Structurals - 2F - Great Room - Fireplace Option	6,190.00
			2F Great Room:Cosmo 42" Mid-Wall Gas Fireplace -	
02500	001	1	Structurals - Alternate 3F Option	1,036.00
03700	001	1	Structurals - Alternate Loft Level 2 Option	10,434.00

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OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
90014	015	1	2FL Owner's Bath: remove std. cultured marble in Owner's Bath and replace with Delicatus Cream granite and a rectangular undermount sink. No Cost per Don Knutson	0.00
90015	013	1	2FL Kitchen; delete standard whirlpool hood. Add 36" Modern Glass and Stainless Model Number WWW51UC6FS. No Charge	0.00
90016	015	1	2FL Add Upgraded Crown Molding to Kitchen Cabinets. Standard Luna Kitchen, Cabinets are Clearbrook Maple White. Location/Comments: 2FL Kitchen	0.00
Interior Stairs & Rails				
05020	001	1	Interior Stairs - GF to 2F - Oak Stairs w/ Stained Risers & Treads Upgrade	1,896.00
05520	001	1	Interior Stairs - 2F to 3F - Oak Stairs w/ Stained Risers & Treads Upgrade	2,086.00
06020	001	1	Interior Stairs - 3F to LL - Oak Stairs w/ Stained Risers & Treads Upgrade	2,086.00
09700	001	1	Interior Rails - Entire House - Stained Newel Posts Upgrade	100.00
09740	001	1	Interior Rails - Entire House - Metal Baluster Upgrade Location/Comments: Satin Black All Plain Pattern	750.00
Fireplace Options				
20600	010	1	Fireplace Options - 2F - Great Room - Cosmo Surround Selections 2F Great Room:Tonic Front in Graphite -	0.00
20700	004	1	Fireplace Options - 2F - Great Room - Crave Surround Upgrades 2F Great Room:Four Square Front in Black -	475.00
20700	011	-1	Fireplace Options - 2F - Great Room - Crave Surround Upgrades 2F Great Room:Four Square Front in Black -	-475.00
Garage				
25120	004	1	Garage Options - GF - Wireless Keypad Option for Garage Door Opener	99.00
Appliances				
31000	004	1	Appliances - 2F & A2F - Standard Kitchen Ref. Upgrades Standard Kitchen:Whirlpool 20.0 ftCounter-Depth Ref. -	415.00
Cabinets				
36000	002	1	Cabinets - 2F - Standard Kitchen Perimeter Selections Standard Kitchen:Century Gatehouse Series - Clearbrook Maple - White	640.00
36010	002	1	Cabinets - 2F - Standard Kitchen Perimeter Hardware Selections Standard Kitchen:Madison Knob - Satin Nickel - 3910-SN	0.00
36050	002	1	Cabinets - 2F - Standard Kitchen Island Selections Standard Kitchen:Century Gatehouse Series - Clearbrook Maple - White	1,075.00
36060	002	1	Cabinets - 2F - Standard Kitchen Island Hardware Selections Standard Kitchen:Madison Knob - Satin Nickel - 3910-SN	0.00
37499	002	1	Cabinets - Alternate 3F - Full Bath Selections A3F Full Bath:Century Gatehouse Series - Clearbrook Maple - Willow	130.00
37500	002	1	Cabinets - Alternate 3F - Full Bath Hardware Selections A3F Full Bath:Madison Knob - Polished Chrome - 3910-PC	0.00
37600	002	1	Cabinets - Alternate 3F - Owner's Bath Selections A3F Owner's Bath:Century Gatehouse Series - Clearbrook Maple - White	200.00

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OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
37610	002	1	Cabinets - Alternate 3F - Owner's Bath Hardware Selections A3F Owner's Bath:Madison Knob - Polished Chrome - 3910-PC	0.00
38600	002	1	Cabinets - Alternate LL2 - Full Bath Selections Alt LL Full Bath:Century Gatehouse Series - Clearbrook Maple - Willow	90.00
38610	002	1	Cabinets - Alternate LL2 - Full Bath Hardware Selections Alt LL Full Bath:Madison Knob - Polished Chrome - 3910-PC	0.00
Countertops & Sinks				
40500	002	1	Countertops - 2F - Standard or Designer Kitchen Perimeter Selections 2F Kitchen:Granite Level 3 - Bianco Antico	740.00
40520	002	1	Countertops - 2F - Standard or Designer Kitchen Island Selections 2F Kitchen:Granite Level 3 - Bianco Antico	1,275.00
41250	002	1	Countertops - Alternate 3F - Full Bath Selections A3F Full Bath:Cultured Marble Level 1 - Natural Vein on White	0.00
41310	002	1	Countertops - Alternate 3F - Owner's Bath Selections A3F Owner's Bath:Cultured Marble Level 1 - Natural Vein on White	0.00
41900	002	1	Countertops - Alternate LL2 - Full Bath Selections Alt LL Full Bath:Cultured Marble Level 1 - Natural Vein on White	0.00
Wall & Accent Tile				
48500	003	1	Wall Tile - 3F - Full Bath Selections 3F Full Bath:Ceramic Tile - Vogue 4"x16" Ceramic Tile - White	0.00
48540	003	1	Wall Tile - 3F - Owner's Bath Selections 3F Owner's Bath:Glazed Tile - Cabo - Glazed Ceramic Tile 12"x24" - Coast	1,300.00
49250	003	1	Wall Tile - Alternate LL1 - Full Bath Selections Alt LL Full Bath:Ceramic Tile - Vogue 4"x16" Ceramic Tile - Biscuit	0.00
Faucets, Fixtures, & Accessories				
52000	004	1	Bath Fixtures - GF - Powder Room -Upgrades GF Powder Room:Alteo in Polished Chrome -	0.00
52200	004	1	Bath Fixtures - 2F - Powder Room -Upgrades 2F Powder Room:Alteo in Polished Chrome -	0.00
52400	004	1	Bath Fixtures - 3F & A3F - Full Bath Upgrades 3F Full Bath:Alteo in Polished Chrome -	0.00
52460	004	1	Bath Fixtures - 3F & A3F - Owner's Bath Upgrades A3F Owner's Bath:Alteo in Polished Chrome -	0.00
52800	004	1	Bath Fixtures - Alternate LL2 - Full Bath Upgrades Alt LL Full Bath:Alteo in Polished Chrome -	0.00
54500	002	1	Faucets - 2F & A2F - Kitchen Upgrades 2F Kitchen:Bellera in Vibrant Steel -	135.00
Plumbing				
56000	004	1	Plumbing - 2F - Powder Room -Toilet Upgrades 2F Powder Room:ADA Luxury Height w/ ProForce Technology -	185.00
56020	001	1	Plumbing - 2F - Roof Top Terrace Hose Bib Option	350.00

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OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
56040	001	1	Plumbing - 2F - Roof Top Terrace Gas Rough-In for Grill Option	500.00
57040	004	1	Plumbing - 3F & A3F - Owner's Bath Toilet Upgrades 3F Owner's Bath:ADA Luxury Height w/ ProForce Technology -	185.00
59060	001	1	Plumbing - RTT - Hose Bib Option Location/Comments: to be located coming out of side wall in future fireplace location	350.00
59080	001	1	Plumbing - RTT - Gas Rough-In for Grill Option Location/Comments: to be located coming out of side wall in future fireplace location	500.00
59700	001	2	Plumbing - Wet Bar Rough-In Location/Comments: Loft, Alt. GF	600.00
Flooring				
65000	003	1	Flooring - GF to LL - Elevator Option - Hardwood Selections Elevator:5" Rural Living - Rural Living 5" Engineered - Hickory Fall Canyon	0.00
65000	012	-1	Flooring - GF to LL - Elevator Option - Hardwood Selections Elevator:5" Rural Living - Rural Living 5" Engineered - Hickory Fall Canyon	0.00
65000	014	1	Flooring - GF to LL - Elevator Option - Hardwood Selections Elevator:Base Engineered Hardwood - Rural Living - 5" - Hickory - Deep Java	0.00
65040	003	1	Flooring - GF - Foyer - Hardwood Selections GF Foyer:5" Rural Living - Rural Living 5" Engineered - Hickory Fall Canyon	0.00
65040	012	-1	Flooring - GF - Foyer - Hardwood Selections GF Foyer:5" Rural Living - Rural Living 5" Engineered - Hickory Fall Canyon	0.00
65040	014	1	Flooring - GF - Foyer - Hardwood Selections GF Foyer:Base Engineered Hardwood - Rural Living - 5" - Hickory - Deep Java	0.00
65080	003	1	Flooring - GF - Recreation Room or Study - Carpet Selections GF Rec Room:Upgrade 2 Carpet Selections - Shaw Jackson's Landing - Urban	360.00
65080	012	-1	Flooring - GF - Recreation Room or Study - Carpet Selections GF Rec Room:Upgrade 2 Carpet Selections - Shaw Jackson's Landing - Urban	-360.00
65100	003	1	Flooring - GF - Recreation Room or Study - Carpet Padding Upgrades GF Rec Room:Super Magic Carpet Padding -	60.00
65100	012	-1	Flooring - GF - Recreation Room or Study - Carpet Padding Upgrades GF Rec Room:Super Magic Carpet Padding -	-60.00
65120	014	1	Flooring - GF - Recreation Room or Study - Hardwood Upgrades GF Rec Room:Base Engineered Hardwood - Rural Living - 5" - Hickory - Deep Java	1,370.00
65140	003	1	Flooring - GF - Fitness/Media Room - Carpet Selections GF Fitness/Media Rm:Upgrade 2 Carpet Selections - Shaw Jackson's Landing - Urban	345.00
65140	012	-1	Flooring - GF - Fitness/Media Room - Carpet Selections GF Fitness/Media Rm:Upgrade 2 Carpet Selections - Shaw Jackson's Landing - Urban	-345.00
65160	003	1	Flooring - GF - Fitness/Media Room - Carpet Padding Upgrades GF Fitness/Media Rm:Super Magic Carpet Padding -	50.00
65160	012	-1	Flooring - GF - Fitness/Media Room - Carpet Padding Upgrades GF Fitness/Media Rm:Super Magic Carpet Padding -	-50.00
65180	014	1	Flooring - GF - Fitness/Media Room - Hardwood Upgrades GF Fitness/Media Rm:Base Engineered Hardwood - Rural Living - 5" - Hickory - Deep Java	1,125.00
66000	003	1	Flooring - 2F - Second Floor - Hardwood Selections Second Floor:5" Rural Living - Rural Living 5" Engineered - Hickory Fall Canyon	0.00

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OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
66000	012	-1	Flooring - 2F - Second Floor - Hardwood Selections Second Floor:5" Rural Living - Rural Living 5" Engineered - Hickory Fall Canyon	0.00
66000	014	1	Flooring - 2F - Second Floor - Hardwood Selections Second Floor:Base Engineered Hardwood - Rural Living - 5" - Hickory - Deep Java	0.00
66840	005	1	Flooring - 3F - Laundry Room - Floor Tile Selections 3F Laundry Room:Glazed Ceramic Tile - Cabo - Glazed Ceramic Tile 13"x13" - Coast	0.00
67000	003	1	Flooring - Alternate 3F - Bedroom 2 - Carpet Selections A3F Bedroom #2:Upgrade 2 Carpet Selections - Shaw Jackson's Landing - Urban	490.00
67000	012	-1	Flooring - Alternate 3F - Bedroom 2 - Carpet Selections A3F Bedroom #2:Upgrade 2 Carpet Selections - Shaw Jackson's Landing - Urban	-490.00
67020	003	1	Flooring - Alternate 3F - Bedroom 2 - Carpet Padding Upgrades A3F Bedroom #2:Super Magic Carpet Padding -	85.00
67020	012	-1	Flooring - Alternate 3F - Bedroom 2 - Carpet Padding Upgrades A3F Bedroom #2:Super Magic Carpet Padding -	-85.00
67040	014	1	Flooring - Alternate 3F - Bedroom 2 - Hardwood Upgrades A3F Bedroom #2:Base Engineered Hardwood - Rural Living - 5" - Hickory - Deep Java	1,865.00
67100	003	1	Flooring - Alternate 3F - Hallway - Hardwood Upgrades A3F Hall:5" Rural Living - Rural Living 5" Engineered - Hickory Fall Canyon	1,095.00
67100	012	-1	Flooring - Alternate 3F - Hallway - Hardwood Upgrades A3F Hall:5" Rural Living - Rural Living 5" Engineered - Hickory Fall Canyon	-1,095.00
67100	014	1	Flooring - Alternate 3F - Hallway - Hardwood Upgrades A3F Hall:Base Engineered Hardwood - Rural Living - 5" - Hickory - Deep Java	1,095.00
67120	003	1	Flooring - Alternate 3F - Owner's Suite - Carpet Selections A3F Owner's Suite:Upgrade 2 Carpet Selections - Shaw Jackson's Landing - Urban	870.00
67120	012	-1	Flooring - Alternate 3F - Owner's Suite - Carpet Selections A3F Owner's Suite:Upgrade 2 Carpet Selections - Shaw Jackson's Landing - Urban	-870.00
67140	003	1	Flooring - Alternate 3F - Owner's Suite - Carpet Padding Upgrades A3F Owner's Suite:Super Magic Carpet Padding -	145.00
67140	012	-1	Flooring - Alternate 3F - Owner's Suite - Carpet Padding Upgrades A3F Owner's Suite:Super Magic Carpet Padding -	-145.00
67160	014	1	Flooring - Alternate 3F - Owner's Suite - Hardwood Upgrades A3F Owner's Suite:Base Engineered Hardwood - Rural Living - 5" - Hickory - Deep Java	3,175.00
67180	003	1	Flooring - Alternate 3F - Full Bath - Floor Tile Selections A3F Full Bath:Glazed Ceramic Tile - Cabo - Glazed Ceramic Tile 13"x13" - Coast	0.00
67240	003	1	Flooring - Alternate 3F - Owner's Bath - Floor Tile Selections A3F Owner's Bath:Glazed Porcelain Tile - Cabo - Glazed Ceramic Tile 12"x24" - Coast	0.00
67260	003	1	Flooring - Alternate 3F - Owner's Bath Shower - Floor Tile Selections A3F Owner's Bath:Zone Mosaic Glazed Ceramic - Zone 2"x2" Glazed Ceramic Tile - White	0.00
68200	003	1	Flooring - Alternate LL2 - Bedroom - Carpet Selections Alt. LL Bedroom:Upgrade 2 Carpet Selections - Shaw Jackson's Landing - Urban	510.00
68200	012	-1	Flooring - Alternate LL2 - Bedroom - Carpet Selections Alt. LL Bedroom:Upgrade 2 Carpet Selections - Shaw Jackson's Landing - Urban	-510.00
68220	003	1	Flooring - Alternate LL2 - Bedroom - Carpet Padding Upgrades Alt. LL Bedroom:Super Magic Carpet Padding -	85.00
68220	012	-1	Flooring - Alternate LL2 - Bedroom - Carpet Padding Upgrades	-85.00

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OPTION SELECTIONS				
OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
68240	014	1	Alt. LL Bedroom:Super Magic Carpet Padding - Flooring - Alternate LL2 - Bedroom - Hardwood Upgrades	1,855.00
68260	003	1	Alt. LL Bedroom:Base Engineered Hardwood - Rural Living - 5" - Hickory - Deep Java Flooring - Alternate LL2 - Loft - Carpet Selections	755.00
68260	012	-1	Alt. Loft:Upgrade 2 Carpet Selections - Shaw Jackson's Landing - Urban Flooring - Alternate LL2 - Loft - Carpet Selections	-755.00
68280	003	1	Alt. Loft:Upgrade 2 Carpet Selections - Shaw Jackson's Landing - Urban Flooring - Alternate LL2 - Loft - Carpet Padding Upgrades	125.00
68280	012	-1	Alt. Loft:Super Magic Carpet Padding - Flooring - Alternate LL2 - Loft - Carpet Padding Upgrades	-125.00
68300	014	1	Alt. Loft:Super Magic Carpet Padding - Flooring - Alternate LL2 - Loft - Hardwood Upgrades	2,795.00
68320	003	1	Alt. Loft:Base Engineered Hardwood - Rural Living - 5" - Hickory - Deep Java Flooring - Alternate LL2 - Full Bath - Floor Tile Selections	0.00
68340	003	1	Alt LL Full Bath:Glazed Ceramic Tile - Cabo - Glazed Ceramic Tile 13"x13" - Coast Flooring - Alternate LL2 - Full Bath - Shower - Floor Tile Selections	0.00
			Alt LL Full Bath:Zone Mosaic Glazed Ceramic - Zone 2"x2" Glazed Ceramic Tile - Bone	
			Lighting	
70000	004	1	Lighting - Fixture Selections - GF - Powder Room GF Powder Room:Base - Denhelm in Polished Chrome -	0.00
70240	004	1	Lighting - Fixture Selections - 2F - Powder Room 2F Powder Room:Base - Denhelm in Polished Chrome -	0.00
70400	004	1	Lighting - 3F & A3F - Full Bath - Fixture Selections 3F Full Bath:Base - Denhelm in Polished Chrome -	0.00
70440	004	1	Lighting - Fixture Selections - 3F & A3F - Owner's Bath 3F Owner's Bath:Base - Denhelm in Polished Chrome -	0.00
70800	004	1	Lighting - Alternate LL2 - Full Bath - Fixture Selections Alt LL Full Bath:Base - Denhelm in Polished Chrome -	0.00
71160	004	5	Lighting - Recessed Light(s) Option - Set of 2 Location/Comments: Fitness/Media, Rec Room, Flex Dining, Bedroom 2, Bedroom 4	1,375.00
71200	004	2	Lighting - Recessed Light(s) Option - Set of 4 Location/Comments: Great Room, Owner's Suite,	980.00
71240	004	1	Lighting - Recessed Light(s) Option - Set of 6 Location/Comments: Loft	700.00
			Electrical	
75300	004	3	Electrical - Pre-Wire Interior Junction Box w/ Switch Location/Comments: Kitchen Island - Add to the Existing Recessed. Center all 5 (JB and R) over island	375.00
75340	004	1	Electrical - Pre-Wire Ceiling Fan w/ 1 Switch Location/Comments: Loft	185.00
75360	004	1	Electrical - Pre-Wire Ceiling Fan w/ 2 Switches Location/Comments: Owner's Suite	225.00
90010	006	1	SASSI Wall Outlets - Six (6) Wall Outlets \$85 each. Total Cost \$510.00. Locations: (2) Owner's Suite, (2) Family Room, (2) Loft.	510.00

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OPTION SELECTIONS				
OPTION	C/O	QUANTITY	DESCRIPTION	SALES PRICE
			Location/Comments: SASSI Added Outlets	
			Home Technology	
90011	006	1	Home Technology Selections -- Reference BTC 42 - Tracking @: KNUTBTC 9757983. Confirmation #: 15720590. Last Modified 2017-11-11-11 21:17:41.	2,580.00
90012	007	1	Home Technology Package Revised -- Five (5) UMs in BTC Standard Technology Package. New Pricing. Confirmation #15720590.	-450.00
			Location/Comments: Revised SASSI Invoice	
90013	008	1	Adjustment to NSO 90012. Total cost of SASSI work to buyer is \$2280. Additional \$150 for package provided.	150.00
			Location/Comments: SASSI Adjustment	

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