



## **POST APS (Agreement of Purchase and Sale):**

### **1. What should I expect after signing my APS?**

- *Our goal is to have all of your selections completed as soon as possible after signing your APS. Due to the recent COVID lockdowns, these selections will be delayed. One of our staff will be in touch with you to set up a mutually acceptable time to meet. Completing the Extras and Colour Selections are vital for us to begin the construction process.*
- *In summary, after signing the APS, expect (1) communication from our Sales Center, and (2) to meet with our Interior Decorator to make your Colour Selections. Our staff will initiate these meetings with you.*

### **2. What happens if I want to make changes or select extras in my home?**

- *After you receive your Welcome Email, our Sales Department will contact you to discuss any Extras and/or Changes you may wish to discuss. If you have changes to be made, an appointment will be made by our Sales Department to come in and discuss these items. At this time they will add these Extras to your APS and you will be asked to sign for these Extras at this time.*
- *Once your Extras and Changes have been discussed and agreed to with our Sales Department, you will be contacted by our Interior Decorator. She will set a Colours Selections Appointment (CSA) with you to meet at our Colours Center. You will have up to 3 hours with our Decorator to complete the selection process.*

### **3. How can I prepare for my Colour Selections Appointment (CSA)?**

- *Preparing for your CSA is key to an efficient meeting with our Interior Decorator. Come to the meeting with pictures and ideas for your colour schemes. You will be asked to decide on exterior finishes, cabinets,*

*countertops, flooring, paint and other finishes. Some selections you see may be upgrades so be mindful of this.*

- *We advise that you visit our Colour Center prior to your appointment with our Interior Decorator since this should streamline your meeting. Ask the Sales Center for available times to browse our Colour Center.*

#### **4. What can I expect to accomplish at my CSA?**

- *The goal of the CSA is for you to confirm all of your Colour Selections and sign off on them so that we can proceed with the permits and build process. Coming to this meeting prepared is critical to a successful meeting.*
- *Expect to meet for up to 3 hours with our Decorator. Keep in mind that any time over and above the 3 hours will be subject to an extra charge.*

#### **5. What if I do not like the selections available to me?**

- *We strive to have a variety of current colors and styles for your selection. Unfortunately, we cannot search outside of our Colour Center and we do not install finishes that we do not supply.*

#### **6. When do I pay for the extras I have agreed to purchase?**

- *You will be asked to sign for the extras as well as pay this amount in full upon signing for these extras.*

#### **7. What if I decide to make a change after I have signed off on my Extras and Colour selections?**

- *If you request a change after signing off on the Colours Selection and/or the Extras Selections, you will be charged a non-refundable fee of \$300 that will accompany a Change Request. This Change Request will be submitted to determine if such a change can be made.*