



## Building On Your Lot (BOYL) Processes & Time Line

Questions to start the process:

1) **If you own your own lot (Time Frame 2-3 Months):**

Where is it located? ROC reserves the right to decline building in an area that we are not familiar with or is outside a 5-10 mile radius of downtown Houston.

Are their Architectural or HOA building guidelines and/or rules?

Have you had a soils test performed yet?

Is there currently any building on the property?

Is there more than the 'typical' amount of cement or 'hard surface'? For instance: a storage unit, pavilion or additional driveway.

Are you already working with an architect or have you zeroed in on a floor plan from our website?

What is your budget for the home?

Have you spoken with a lender regarding financing?

What is your time frame to be in your new home?

Attached are our Luxury Features and by choosing one of our available floor plans you will be spending from \$110 to \$130 per foot. This price depends on the location of your lot. West University Place or The City of Bellaire will, because of the governing entities or being in a flood plain, will be more expensive to build in - \$135 per foot. In the Museum District it would be approximately \$110 per foot to build the same home.

2) **If you do not own a lot (Time Frame 3-4 Months):**

Have you been working with a Realtor?

Which area of town are you considering?

Why are you considering this area? Schools? Close to work? Friends/Family in the area?

What is your budget for the home and lot?

Have you spoken with a lender regarding financing?

What is your time frame to be in your new home?

We will be happy to put together a sales analysis for you of the top two areas you are looking at building in with school information. You can then do one of two things:

- 1) Hire our Broker, Brady Burnett, or a realtor of your choice to look for a piece of property to purchase. You will pay 3% of the contract amount for their services and 3% goes to the selling agent of the lot.
- 2) You can locate a lot on your own through [www.har.com](http://www.har.com), [www.zillow.com](http://www.zillow.com), [www.trulia.com](http://www.trulia.com), just to name a few, make an offer on the lot, and buy the lot. 3% will still go to the selling agent.

In the meantime you can apply for a "two part loan" with your choice of banks (mortgage lenders won't do two part loans) or we can refer to you a couple banks we've worked with (See below). The first part of the loan will pay for the lot, the second part puts money in an escrow account that your builder will request 'allowances' from at pre-determined building stages.

Here are a couple of our recommendations:

**Sue Izard**

Woodforest Mortgage Company  
Senior Mortgage Advisor  
(832) 375-2647 Work  
(832) 257-2094 Mobile  
(832) 375-3647 Home

1508 Research Forest Drive  
The Woodlands, TX 77381

**Allan Atkinson**

Amegy Bank, N.A.  
Allan Atkinson, Private Bank Mortgage G...

(713) 232-6268 Work  
(713) 829-5571 Mobile  
Allan.Atkinson@amegybank.com  
2303 West Holcombe Blvd., Ste. 100  
Houston, TX 77030

**Once you've closed on the lot (Time frame is 6-8 weeks):**

1) Choose a floor plan from our website at [www.roc-homes](http://www.roc-homes) and begin working with our Architect and Designer to 'personalize' the floor plan. We recommend keeping it simple and cost effective by sticking as closely as possible to our original floor plan. A Design Agreement will need to be signed at this point and a \$10,000 deposit collected. It is not refundable unless you purchase the home from ROC when this amount will be credited toward your ***purchase price range***. Through a series of meetings at our corporate offices, ROC Homes will finalize the floor plan and the items of personalization you've chosen to give you a firm purchase price. At that point we will expect to write a contract with you to begin final engineering and building permit process with the city we are building in (about 8 weeks).

2) Meet with one of our recommended Architects (to speed the process along) to select from one of their 'stock floor plans' or custom design your own floor plan. You are responsible for 100% of the costs paid directly to the Architect. Once you have finalized your set of plans, you will meet with the ROC Homes Designer and Construction Manager to review these plans. ROC will then begin the process of bidding out and crunching numbers in order to give you a ***purchase price range***. A Design Agreement will need to be signed at this point and a \$10,000 deposit collected.

ROC Homes will not submit your home for permitting until all selections have been made, priced, signed for, and 100% paid for – even if those add-ons are being rolled into the price of your home. All deposits will be credited towards your closing costs and down payment when you close your home. Should your Lender have different guidelines for add-on payments this needs to be discussed during the Design Agreement phase mentioned above.

**During the building process (approximately 6 months to build):**

You will be expected to attend 8-10 formal meetings with ROC team members and a few informal meetings with your Construction manager. **All meetings are scheduled Monday-Friday from 8:00am and 3:00pm – no exceptions.**

Any changes after we've built your home "in our system" or after the home has physically started are *very* expensive *and* adds to the build time thus adding to the interest you pay on your loan and the price bottom line. After over 14 years of building homes in Houston we know what works, what doesn't, and what makes our clients happy. Be prepared for a build time of nine months to a year for your home to be completed although our goal is to complete your home in as timely a manner as local jurisdiction, contractor availability and supplies allows. **The entire process, from the day we first meet to closing and moving in, can be up to 1 year.**

Wow! That's a *whole lot* to take in, we know this, but we've found it begins the questioning process so please call with questions – that's what we're here for. Thank you again for inquiring and we look forward to hearing from you again very soon.

Regards,

TEAM ROC