

| | | |
|-------------------------------------|--------------------|--------------------|
| "EXHIBIT A" | LOT-- | Enter Lot # |
| OPTIONS WORK SHEET | Subdivision | Enter Date |
| Enter Model - Last Name Here | | **Price: |

Street Address: Enter Street Address Here
 GARAGE SIDE: Enter Garage RIGHT or LEFT here
 ELEVATION: Enter 1, 2, or 3 here

| | | |
|--------------------|----|---|
| Base House Price: | \$ | - |
| Lot Premium: | \$ | - |
| Elevation Premium: | \$ | - |

STRUCTURAL FEATURES

| | | | |
|--|--|-------------------------------------|-------|
| BASEMENT WALLS - 9 FOOT | <i>Standard Feature - \$4,500 Value</i> | | incl. |
| FRONT STOOP; Metal Roof, Stone, Flagstone | <i>Standard Feature - \$9,000 Value</i> | | incl. |
| OPTIONAL Walk Out Basement | \$6,900 Includes Slider and exterior light | <i>Windows Additional</i> | \$ - |
| OPTIONAL Welled Exit | \$7,900 Includes Concrete Steps to grade, Slider, Light, etc. | <i>Windows Additional</i> | \$ - |
| ADD: OPTIONAL BASEMENT WINDOWS: | 3050 (\$900), 3030 or 4020 (\$750), 2813 (\$400) | | \$ - |
| Opt. Basement Rec Room | <i>Incl. base carpet, recessed lights, trim on pg. 2</i> | <i>\$60 per s.f. finished</i> | \$ - |
| Opt. Basement Extended Rec Room Area | <i>Incl. base carpet, recessed lights, trim on pg. 2</i> | <i>\$60 per s.f. finished</i> | \$ - |
| Opt. Basement Bedroom | <i>Incl. base carpet, recessed lights, trim on pg. 2</i> | <i>\$60 per s.f. finished</i> | \$ - |
| Opt. Basement Under Sun Room (BR or Open) | <i>Incl. base carpet, recessed lights, trim on pg. 2</i> | <i>\$60 per s.f. finished</i> | \$ - |
| Opt. Basement Bathroom | <i>Incl. Fiberglass Shower Pan (Slider Doors; add \$800)</i> | \$7,900 | \$ - |
| OPTIONAL 4040 Egress Window with ladder | <i>Opt. for fully buried basements for legal BR</i> | \$2,900 | \$ - |
| OPTIONAL Bath # 3 (Auburn/Lexington Std.) | <i>Incl. Fiberglass Shower Pan (Slider Doors; add \$800)</i> | \$7,900 | \$ - |
| J&J Bath 2 (Ashby II / Columbia)? | <i>Opt. J&J Bath 2 with above opt. 3rd bath where available</i> | <i>J&J add'l \$2,500</i> | \$ - |
| OPTIONAL Bath 2, 3 or bsmt. shower - ALL TILE | <i>Includes all tile pan, all tile walls, bench and glass slider door</i> | \$3,800 | \$ - |
| OPTIONAL FIREPLACE | <i>See brochure www.lakeside-homes.com</i> | \$3,800 | \$ - |
| OPTIONAL STONE (incl. distressed wood mantle) | <i>Choices - see brochure www.lakeside-homes.com</i> | \$2,900 | \$ - |
| OPTIONAL Front Porch | <i>Incl. stone front water table, flagstone surface</i> | \$24,000 | \$ - |
| OPTIONAL Wrap Around Front Porch | <i>Incl. stone front water table, flagstone surface</i> | \$36,000 | \$ - |
| OPTIONAL Rear Deck (16 X 12 - no steps) | No risers. Not an option. | \$14,000 | \$ - |
| OPTIONAL Screened Porch (16 X 12 - no steps) | No riser. Not an option. | \$26,000 | \$ - |
| OPTIONAL Sun Room (16 X 10) | <i>16 X 10 - Incl. raised bar, 6 windows, sliding glass door</i> | \$26,000 | \$ - |
| OPTIONAL Box Bay Window | <i>+/- 10 X 2 - Incl. Metal roof and triple window</i> | \$3,900 | \$ - |
| OPTIONAL Butlers Pantry or Desk | <i>Some plans - design TBD</i> | <i>Incl. Cabinet Allowance</i> | \$ - |
| OPTIONAL Bedroom 5 (or 6) | <i>Auburn / Lexington</i> | <i>3000 (up) \$6,000 Main Lvl</i> | \$ - |
| OPTIONAL Study-Glass Doors/Transom | <i>5068 w glass transom above</i> | \$1,500 | \$ - |
| OPTIONAL Coffered Ceiling--Family Room | <i>Add \$600 for Lexington 4' bump out</i> | \$4,900 | \$ - |
| OPTIONAL Book Cases--Family Room | <i>Add \$600 for Auburn and Lexington 4' bump out</i> | \$3,400 | \$ - |
| OPTIONAL Cubbies - Lower Level Mud Room | <i>Custom made with hooks</i> | <i>\$350 per linear foot</i> | \$ - |
| OPTIONAL Basement Bar | <i>Custom by NVS with Cabinets</i> | <i>Appliances/Tops extra</i> | \$ - |
| OPTIONAL Garage Extension | <i>+/- 6' wide X +/- 14 - 16 feet deep (see plans)</i> | \$11,000 | \$ - |
| OPTIONAL 3rd Car Garage | <i>See plans for dimensions</i> | \$22,000 | \$ - |
| OPTIONAL SIDE LOAD GARAGE | <i>Addl. Asphalt, Concrete, Windows, landscaping, etc.</i> | \$13,000 | \$ - |
| OPTIONAL Main Level WINDOWS: | <i>2020 fixed (\$500), 3030, 4040 fixed (\$600) 3050, 3060 single hung (\$800)</i> | <i>Triple 203020 X 60 (\$1,900)</i> | \$ - |
| ARCHITECTURAL FEES | For Non-Standard Options/Changes | \$150 per hour | \$ - |

EXTERIOR FEATURES

| | | | |
|---|---|------------------------------|-------|
| Shingle Color | <i>Black or Weathered Wood</i> | <i>TBD post contract</i> | incl. |
| Metal Roof Color | <i>Medium Brnz, Dark Brnz, Black, Bordeaux, Hartford Green,</i> | <i>TBD post contract</i> | incl. |
| OPTIONAL Shutters -- Per Pair | \$250 per pair | ENTER # HERE --> 0 | \$ - |
| Front Door Color (and shutter color if applicable) | <i>Black, Musket Brwn, Bordeaux, MN Green, MN Blue, Moss,</i> | <i>TBD post contract</i> | incl. |
| Deck Board Color | <i>See Samples</i> | <i>TBD post contract</i> | incl. |
| Exterior Soffits/Vinyl/Garage Color | <i>White or Off White</i> | <i>TBD post contract</i> | incl. |
| OPTIONAL Garage Door Openers | \$600 each installed | ENTER # HERE --> 0 | \$ - |
| VINYL HORIZONTAL SIDING | <i>See Samples</i> | <i>TBD post contract</i> | incl. |
| VINYL SHAKE and/or Batton | <i>See Samples</i> | <i>TBD post contract</i> | incl. |
| OPTIONAL Stone Water Table - FRONT | <i>Stone Color:</i> | <i>TBD post contract</i> | \$ - |
| Front Stoop: | <i>Stone Color:</i> | | incl. |
| OPTIONAL Flagstone--Lead Walk to Driveway | <i>\$30 per square foot</i> | | \$ - |

**** Pricing subject to change without notice. Price ranges vary depending on model.**

Total Page 1 only. See page 4 for TOTAL \$ -

| | | Colonial Luxury Trim Package (\$7,900 - \$9,100) | \$ - |
|--|--|---|---|
| | | Craftsman Luxury Trim Package (\$9,400 - \$10,600) | \$ - |
| | | Add for Sun Room--\$600 - \$700 (Craftsman) | \$ - |
| INTERIOR TRIM | Base Trim Package Detail | Colonial Luxury Trim Package Detail | ----- |
| Interior Doors | 2 Panel Hollow with Arch--Smooth | 2 Panel Hollow with Arch--Smooth | ----- |
| Baseboards | 3 - 1/4" Colonial throughout | 5 - 1/4" Colonial throughout | ----- |
| Door, Window and Cased Openings | 2 - 1/4 casing throughout | 3 - 1/2" Adams Casing throughout | ----- |
| Crown Molding | 1 piece (4 1/4) in Dining, Foyer hall, Study and Upper Foyer (if applicable). | 3 piece in Dining Room, Foyer, Foyer Hall, Upper Foyer (if applicable). 1 piece in Study, Family Room, Kitchen, Breakfast, Master, Master Sitting (if applicable), Living Room (Auburn) | ----- |
| Chair Rail | Dining Room only | Dining Room or Conservatory (Study for Wesley II and Wilmington II), Lower Foyer, Up right side of Front Stairs (if applicable). ALL with 4 - 1/2" Backer | ----- |
| Wainscoting (Shadow Box) | N/A - None | Dining Room (Study in W plans), Lower Foyer, Up right side of Front Stairs (if applicable). | ----- |
| CRAFTSMAN LUXURY TRIM PACKAGE DETAIL | | | |
| Interior Doors | Masonite 3 Panel Craftsman "Winslow" | | ----- |
| Baseboards | 1 X 6" throughout | | ----- |
| Door, Window and Cased Openings | 1 X 4" door and window side leg casing with 5/4 X 6" top piece, 3/4" overhang. 8" tall 5/4 X 4" plinth at bottom of door and cased opening legs. | | ----- |
| Crown Molding | 3 piece in Dining Room, Foyer, Foyer Hall, Upper Foyer (if applicable). 1 piece in Study, Family Room, Kitchen, Breakfast, Master, Master Sitting (if applicable), Living Room (Auburn). Craftsman crown is "cove" in lieu of | | ----- |
| Wainscoting (Boards and Batten) | Dining Room or Conservatory (Study for Wesley II, Wilmington and Wilmington II), Lower Foyer, Up right side of Front Stairs (if applicable). Wesley II, Wilmington and Wilmington II also get Family Room and Sun Room (if applicable). 1 X 4" top piece at 41" with 7/8" cap piece. 1 X 4" verticals as applicable. | | ----- |
| RAILINGS | | Painted or Stained Wood Pickets | All Trim Packages |
| Main Level Stairs - FRONT | Oak Box w carpet runner custom bound | | All Trim Packages |
| Main Level BACK STAIRS - AUBURN ONLY | Pine Box Carpet Grade | | All Trim Packages |
| Basement Stairs | Pine Box Carpet Grade | | All Trim Packages |
| HINGES, HARDWARE, KNOBS | | Brushed Nickel or ORB | All Trim Packages |
| OPTIONAL Metal Pickets (ORB or blk.silvr) | \$1800-\$3400 | | Main 2 Levels AND Basement if finished |
| OPTIONAL SQ Newell Posts/pickets | \$1300-\$2800 | | Main 2 Levels AND Basement if finished; Newell Posts staine |
| OPTIONAL Mud Room Cubbies (5 Foot) | YES OR NO | | SEE PAGE 1 |
| OPTIONAL Book Cases--Family Room | YES OR NO | | SEE PAGE 1 |
| PLUMBING | | (Note: No plumbing additions after final OWS) | |
| Plumbing Fixture Color | chrome std. Upgrade to ORB, BLK, BN | See plumbing fixtures brochure www.lakeside-homes.com | \$ - |
| BATHROOM ACCESSORIES | | Brushed Nickel std. | See plumbing fixtures brochure www.lakeside-homes.com |
| Opt. GLASS SLIDER DOORS | For TUB or SHOWER | See pg. 1 | \$ - |
| General Bathroom Fixtures | WHITE (tub, shower pan, toilet, etc.) | | \$ - |
| Powder Room Fixtures | Pro Flo with VA marble vanity | Kohler Memoirs Stately \$400 (toilet) \$500 (sink) | \$ - |
| Kitchen Faucet | Aberdeen 7590 - std. | See plumbing fixtures brochure www.lakeside-homes.com | \$ - |
| Hot Water Heater | | 50 Gal Std. or Optional 75 Gal (\$950) | \$ - |
| OPTIONAL Basement Bath Rough In | YES OR NO | \$1900 Incl. Water, drain lines, etc. | \$ - |
| OPTIONAL Butlers Pantry | YES OR NO | Included in cabinets/counter top allowances | \$ - |
| Optional Jack and Jill Bath | YES OR NO | See pg. 1 | \$ - |
| OPTIONAL BASEMENT DRY BAR | YES OR NO | Included in cabinets/counter top allowances | \$ - |
| OPTIONAL WET BAR "ROUGH IN" | YES OR NO | Drainline, etc. (\$850) | \$ - |
| ELECTRICAL | | | |
| Light Fixtures Packages | See light fixtures brochure www.lakeside-homes.com | Base in Brushed Nickel or Upgraded in Brushed Nickel, Oil Rubbed Bronze, Matte Black | \$ - |
| OPTIONAL Butlers Pantry | YES OR NO - Design TBD | Include in cabinets/counter top allowances | \$ - |
| OPTIONAL Basement Bar | YES OR NO - Design TBD | Include in cabinets/counter top allowances | \$ - |
| ELECTRICAL ADDITIONS | | See Sales Manager for Menu | TBD prior to post framing walk through |
| OPTIONAL TILE BACKSPLASH - Kitchen | See Sales Manager | | \$2,200 - \$3,200 - see samples |
| APPLIANCES | | See Brochure www.lakeside-homes.com | \$ - |
| MULTIMEDIA/SECURITY | | TBD prior to post framing walk through | See Security A/V brochure www.lakeside-homes.com |
| SHELVING | MDF incl. in Master and Pantry | | \$1900 + \$500 for Auburn and Lexington |
| ACCESSORIES | | Door knobs (levers \$1,100), towel bars, etc. | See plumbing fixture brochure www.lakeside-homes.com |
| PAINT GARAGE | | Incl. sheet rock finishing and paint | \$850 - 2 Car; \$1,300 - 3 car |
| ** Pricing subject to change without notice. Price ranges vary depending on model. Total Page 2 only. See page 4 for TOTAL | | | \$ - |

Lakeside Homes

| | | |
|--------------|-----------------|-------------------------------------|
| LOT-- | nter Lot | Enter Model - Last Name Here |
|--------------|-----------------|-------------------------------------|

PG 3

| <u>FLOORING AND TILE</u> | <u>TYPE</u> | <u>LEVEL</u> | <u>SELECTION</u> | <u>**Price:</u> |
|---|-------------|--------------|--|-----------------|
| Foyer, Foyer Hall, (and back hall - Auburn) | | | Level 1 Wood Std. (Upgraded Wood varies based on model and level - see Sales mgr.) | \$ - |
| Powder Room | | | Level 1 Wood Std. (Upgraded Wood varies based on model and level - see Sales mgr.) | \$ - |
| Mudroom (if applicable) | | | Vinyl Std. (Upgraded Wood/Tile varies based on model and level - see Sales mgr.) | \$ - |
| Dining Room (if applicable) | | | Carpet Std. (Upgraded Wood/Tile varies based on model and level - see Sales mgr.) | \$ - |
| Family Room | | | Carpet Std. (Upgraded Wood/Tile varies based on model and level - see Sales mgr.) | \$ - |
| Kitchen and Breakfast | | | Vinyl Std. (Upgraded Wood/Tile varies based on model and level - see Sales mgr.) | \$ - |
| Study (or Custom Living Area) | | | Carpet Std. (Upgraded Wood/Tile varies based on model and level - see Sales mgr.) | \$ - |
| Living Room (Auburn Only) | | | Carpet Std. (Upgraded Wood/Tile varies based on model and level - see Sales mgr.) | \$ - |
| OPTIONAL Sun Room | | | Vinyl Std. (Upgraded Wood/Tile varies based on model and level - see Sales mgr.) | \$ - |
| Second Floor Laundry Room | | | Vinyl Std. (Upgraded Wood/Tile varies based on model and level - see Sales mgr.) | \$ - |
| Master Bedroom | | | Vinyl Std. (Upgraded Wood varies based on model and level - see Sales mgr.) | \$ - |
| Bedroom 2 | | | Vinyl Std. (Upgraded Wood varies based on model and level - see Sales mgr.) | \$ - |
| Bedroom 3 | | | Vinyl Std. (Upgraded Wood varies based on model and level - see Sales mgr.) | \$ - |
| Bedroom 4 | | | Vinyl Std. (Upgraded Wood varies based on model and level - see Sales mgr.) | \$ - |
| Bedroom 5 (Auburn Only) | | | Vinyl Std. (Upgraded Wood varies based on model and level - see Sales mgr.) | \$ - |
| Second Floor Upper Hall (if applicable) | | | Vinyl Std. (Upgraded Wood varies based on model and level - see Sales mgr.) | \$ - |
| Main Stair Runner | | | Carpet Std. - Any Level | \$ - |
| Master Bathroom flooring | | | Vinyl Std. (Upgraded Tile varies based on model and level - see Sales mgr.) | \$ - |
| Master Bath tile walls | | | 6 X 6 tile std. (Upgrade 2, 3, 4 tile varies based on model) | \$ - |
| Listello | | | Optinal (incl. with upgrade 2, 3, 4 tile) | \$ - |
| Bath # 2 floor | | | Vinyl Std. (Upgraded Tile varies based on model and level - see Sales mgr.) | \$ - |
| Bath #2 tile walls | | | 6 X 6 tile std. (Upgrade 2, 3, 4 tile varies based on model) | \$ - |
| Bath #2 Listello | | | Optinal (incl. with upgrade 2, 3, 4 tile) | \$ - |
| Opt. Bath # 3 floor (Auburn std.) | | | Vinyl Std. (Upgraded Tile varies based on model and level - see Sales mgr.) | \$ - |
| Opt. Bath #3 tile walls (Auburn std.) | | | 6 X 6 tile std. (Upgrade 2, 3, 4 tile varies based on model) | \$ - |
| Opt. Bath #3 Listello | | | Optinal (incl. with upgrade 2, 3, 4 tile) | \$ - |
| Rear Stair Carpet (Auburn only) | | | Carpet Std. (to match level/color chosen in opt. Rec Room) | \$ - |
| OPTIONAL Basement Rec Room/Stairs | | | Vinyl Std. (Upgraded Wood varies based on model and level - see Sales mgr.) | \$ - |
| OPTIONAL Extended Rec/Media/Excercise Rm | | | Vinyl Std. (Upgraded Wood varies based on model and level - see Sales mgr.) | \$ - |
| OPTIONAL Basment Under Sun Room | | | Vinyl Std. (Upgraded Wood varies based on model and level - see Sales mgr.) | \$ - |
| OPTIONAL Theatre Room | | | Vinyl Std. (Upgraded Wood varies based on model and level - see Sales mgr.) | \$ - |
| OPTIONAL Basement Bedroom | | | Vinyl Std. (Upgraded Wood varies based on model and level - see Sales mgr.) | \$ - |
| OPTIONAL Basement Bathroom floor | | | Vinyl Std. (Upgraded Tile varies based on model and level - see Sales mgr.) | \$ - |
| OPTIONAL Basement Bath tile walls | | | 6 X 6 tile std. (Upgrade 2, 3, 4 tile varies based on model) | \$ - |
| OPTIONAL DRY BAR floor | | | Level 1 Tile std. (12 X 12) | \$ - |
| OPTIONAL REC ROOM DOOR AREA (+/- 3 X 6) | | | Level 1 Tile std. (12 X 12) | \$ - |
| OPTIONAL BACKSPLASH - Kitchen - Tile | | | Pricing varies based on model and level - see Sales Mgr. | \$ - |
| OTHER: | | | | \$ - |
| ** Pricing subject to change without notice. Price ranges vary depending on model. | | | | |
| Total Page 3 only. See page 4 for TOTAL | | | | \$ - |

| | | |
|------------------------------|-----|-------------|
| Enter Model - Last Name Here | Lot | Enter Lot # |
|------------------------------|-----|-------------|

| CABINET AND GRANITE SELECTIONS: Not included in the base price of the house | | | Columbia, Ashby II, Wilmington | Lexington, Auburn Wilmington II Wesley II |
|---|---|------------------------|--------------------------------------|--|
| Levels | Description | | | |
| | BASE LEVEL CABINETS - Waypoint 300s standard overlay door. Available in stain colors and white thermafoil. Standard hardware, no custom upgrades. https://www.waypointlivingspaces.com/cabinets | SUGGESTED ALLOWANCE | \$ 14,000 | \$ 16,000 |
| Upgrade 1 Cabinetes | Waypoint 400s and 500s Series - Maple Raised Panel Door - Available in any stain or paint color. Includes solid wood box construction, soft close doors and drawers, dove tail drawers. Cherry wood, custom options, upgraded sinks, etc. are available upon request at various costs. https://www.waypointlivingspaces.com/cabinets | SUGGESTED ALLOWANCE | \$ 20,000 | \$ 23,000 |
| Upgrade 2 Cabinets | Waypoint 600s and 700s Series - Maple Raised Panel Door - Available in any stain or paint color. Includes solid wood box construction, soft close doors and drawers, dove tail drawers. Cherry wood, custom options, upgraded sinks, etc. are available upon request at various costs. https://www.waypointlivingspaces.com/cabinets | SUGGESTED ALLOWANCE | \$ 24,000 | \$ 27,000 |
| CUSTOM Cabinets | Dura Supreme: https://www.durasupreme.com Custom made to order with lots of custom features. Possibilities are endless. Many levels of door styles, custom colors, custom options, etc. For more details, visit the NVS showroom https://www.nvskitchenbath.com/ | SUGGESTED ALLOWANCE | \$ 35,000 | \$ 40,000 |
| | Enter Cabinet Allowance Here | | \$ | - |
| COUNTER TOPS (Suggested Allowances) | Suggested Allowance range from \$8,000 (Group A Granite, VA marble sinks in bathrooms). \$12,000 (Group C Granite in kitchens Group A in baths, Quartz, under mount sinks, etc.). \$15,000 or higher for Group E (exotic) Granite, etc. Note: Higher level remnants usually available for base prices in bathrooms. | | | |
| | Enter Counter Top Allowance Here | | \$ | - |
| Base House Cost | \$ - | TOTAL for page 4 only. | | \$ - |
| Lot Premium | \$ - | | | |
| TOTAL OPTIONS | \$ - | Total Options Page 1 | | \$0 |
| Sub Total - House Cost | \$ - | Total Options Page 2 | | \$0 |
| Other | \$ - | Total Options Page 3 | | \$0 |
| *GRAND TOTAL | \$ - | Total Options Page 4 | | \$0 |
| * (Note: No plumbing additions after final OWS) | | Grand Total - OPTIONS | | \$0 |