

# Allowances & Overages

## ALLOWANCES AND OVERAGES

We want you to be familiar with our terminology throughout the building process. Whenever there is an item noted as an “allowance” it means that we are giving you money to spend for certain items. An “allowance” that is given as part of the construction package is not added on to your pricing. It will be on your invoice sheet on the left-hand side along with the description of the included item. For example: Kitchen allowance. Obviously, a kitchen is included in pricing. The kitchen allowance would be based on the footage of cabinetry in your model of home.

## ALLOWANCE

If we give you an allowance for an item that is added to the price (right column on the invoice sheet), it is because the item you chose is an upgrade and could vary in price depending on what it is. For example: Hardwood flooring in the great room. Hardwood pricing can vary greatly because of grade, finish, etc. We listen to your wants/needs, size of the upgraded area and try to come up with a figure. Once your floor plan is complete, if you have a strict budget, it is our suggestion for you to go into the vendors prior to writing the agreement of sale so we have more exact figures and can include them in the financing to keep your overages to a minimum.

## OVERAGE

This is the \$ amount you have gone over on your allowance. For example: You have decided you would like to have solid surface counters in the kitchen. We built in an allowance of \$6,500 into your pricing for this upgrade and when you go to Dutchwood, you opt for the quartz counters, and they cost \$7,000. Your overage would be \$500. Any overages that are not built into the original pricing will be due by the purchaser at the final walk-through at the completion of the home and before the purchaser takes possession.

