

**Thank you for your interest in Dawn by Trumark Homes! The following are steps to take to ensure that you are ready to purchase your new home at Dawn:**

### **STEP 1 – REGISTER**

Join our interest list by entering your information at Dawn's website! This will enable you to receive up-to-date information about our stunning new neighborhood at the Collective in Manteca.

### **STEP 2 – PRE-QUALIFY**

Complete your pre-qualification with one of Trumark's preferred lenders! We have 3 lenders to choose from for the initial prequalification process. Your choices are listed below. **Your position on the priority list will be established by the date your preapproval letter is received by our Online Sales Counselor.** If you intend to pay cash for your home, you will still need to submit your bank or financial institution information to one of our preferred lenders to verify and then receive your letter. Please do not send your bank statements to our sales team or online sales counselor. It is important that you provide all your information as requested in a timely manner to our preferred lender to expedite your preapproval process. Once you receive your letter of prequalification, please immediately forward to your online sales counselor. Their email address is Sales @TrumarkHomes.com.

When you select and close escrow with one of our preferred lenders for your purchase financing or pay cash, you will receive up to \$3,500 credit towards your closing costs!

Lender choices:

#### **Mike Gallagher – American Pacific Mortgage**

C: (408) 930-6064

NMLS ID: 120703

Mike.Gallagher@apmortgage.com

#### **Sherri Slate – US Bank**

C: (352) 531-6155 | O: (916) 498-3440

NMLS ID: 2075155

Sherri.Slate@usbank.com

#### **Craig Thomason – Amerihome Mortgage**

NMLS #482407

C: (925) 998-3779

Craig.Thomason@amerihome.com

### **STEP 3 – SALES RELEASE**

Upon receipt of pre-qualification approval by Dawn's preferred lenders, you will become eligible to participate in a sales release.

## THE DETAILS

1. To secure your position to purchase a new home, you must be pre-approved by one of our preferred lenders PRIOR to the sales release pre-qualification deadline and have forwarded your pre-qualification letter to our Community Sales Manager at the onsite office via email.
2. If you plan to pay cash for a home, you will need to send your information and proof of funds to one of our preferred lenders to receive your prequalification letter generated by the preferred lender.
3. Once your preapproval letter is received, your name will be placed on our Priority List. Our Community Sales Manager will send you a notice with the date and time of the sales release once that has been established! We recommend that you determine your preferred floor plan and location prior to the release and have one or two alternative homesites to ensure that you are prepared for the sales release as well as to secure a home.
4. Our Community Sales Manager will call prospective clients in the order of the priority list the morning homes are released for sale. You will be given advance notification of when the release occurs, typically on a Saturday morning. If you do not answer, your name will be moved to the bottom of the priority list. If you are waiting for a specific home, you can say "pass" when called and you will keep your same position on the list.
5. We will begin calling pre-qualified participant names promptly at 10:00am.
6. If your name is called and you secure a home-buying opportunity, you will be required to sign a HOLD Reservation form and leave a deposit within 4 hours of reserving your new home. We will schedule an appointment to sign your purchase agreement. We offer a secure online deposit option directly to First American Title, or you may bring a check to the sales office by end of day. If you fail to sign the contract once presented, your reservation will be cancelled, and your check returned or voided.
7. In the event all homes in a release are sold or you have "passed" on any available homes when your name is called, the priority list may be honored for the next sales release for those present (or calls answered) for the current release (per management's discretion). Any home not reserved the day of the release will be available for anyone who has received a prequalification from our preferred lenders, regardless of placement on the priority list.

Sales procedures are subject to change at any time. Participants are not guaranteed an actual opportunity to purchase. Participants are not guaranteed a mortgage or loan approval. No lot transfers will be permitted. Contingent sales may be considered or accepted on a limited basis. Trumark Homes reserves the right to pre-sell homes prior to sales releases. An interested buyer may not purchase more than one home at each release. Prices, terms, and availability are subject to change without prior notice. By participating, each interested buyer acknowledges and agrees that Trumark Homes shall be the sole decision maker for any disputes arising out of the drawing/release process, and the decision of Trumark Homes shall be final. Trumark Homes' Referral Program rules apply. Broker must accompany clients on their first visit to the Trumark Homes Sales Gallery, or notated in the clients electronic file if prior to Sales Gallery opening, to qualify for commission. Broker must hold a valid California real estate license as of the date of registration and close of escrow. Dates are tentative and subject to change.

PRELIMINARY AND SUBJECT TO CHANGE

10/3/23

### HOW MANY HOMES WILL BE BUILT?

Dawn will consist of 76 single-family detached homes. A total of over 478 homes will be built at The Collective when completed.

### WHAT ARE THE HOMEOWNERS' ASSOCIATION DUES?

Dawn residents will be a part of the The Collective Owners Association. At complete build-out of the community, the anticipated assessment will be approximately \$300 per month, and includes front yard landscape maintenance, the Clubhouse, pool, fitness center, community center with BBQ area, bocce ball courts, game tables, community garden, and so much more!

The Department of Real Estate has approved The Collective using a range of assessment procedures. With a range of assessments, monthly assessments may fluctuate from phase to phase based on the number of homes and common area annexed into the Association. Please see a Dawn Community Sales Manager for additional details.

### WHAT IS THE APPROXIMATE TAX RATE FOR 2022/2023?

The ad valorem tax rate for 2022/2023 is approximately 1.1142%; in addition, Dawn homes may be subject to additional special taxes and assessments of up to approximately \$1,569.00 per year. This will equate to approximately a 1.4% tax rate.

### DOES DAWN HAVE A PREFERRED LENDER? HOW DO I PRE-QUALIFY?

Yes. All interested homebuyers are required to obtain pre-qualification approval through Dawn's preferred lender(s). Buyers who utilize Dawn's preferred lender(s) for their loan will receive a \$3,500 credit at closing that can be used toward closing costs.

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### HOW MUCH IS THE INITIAL DEPOSIT?

The initial Earnest Money Deposit to purchase is 3% of the initial purchase price, made payable to First American Title Company, is required at the time of purchase. Initial reservation requires pre-qualification with one of our preferred lenders, and we offer a secure online deposit option directly to First American Title, as well as personal checks or cashier's checks are acceptable forms of deposit.

### ARE THERE ANY ADDITIONAL DEPOSITS?

Yes. All optional upgrades require an additional deposit. Electrical upgrades, flooring, cabinets, countertops, appliances, and other optional design center upgrades require a 50% deposit at the time of ordering.

### ARE INVESTOR SALES ALLOWED AT DAWN?

All purchases are strongly encouraged to be owner occupied. We do limit the number of non-owner-occupied purchasers at any given time, knowing that some buyers are planning for retirement. There are age and other community restrictions that make it difficult to manage an investment property, so purchasers need to be fully aware of their responsibilities.

### IS THERE A CONTINGENCY POLICY AND ARE CONTINGENT SALES ACCEPTED?

Yes. If a buyer needs to sell a property to qualify for the purchase at Dawn we accept contingent sales on a limited basis. Buyers are required to list their property within one week of signing a purchase agreement and provide their listing agreement with a Competitive Market Analysis to the Dawn Community Manager. The listing realtor should provide this prior to the acceptance of the Dawn purchase agreement to verify that the buyer is listing their home at a fair market price to facilitate a sale in a reasonable amount of time. Buyer may need to move into temporary housing after their close of escrow until their new home is complete, or the terms of their sale should include a rent-back for the estimated time needed to complete our home if the home being sold is their primary residence. However, because we cannot guarantee a completion date, buyers will need to be willing to adjust plans accordingly at their expense. Trumark may limit the number of contingent sales accepted at any given time. Additional terms will apply regarding timeframes for contingent sales. It is best if buyers can qualify without selling their home.

PRELIMINARY AND SUBJECT TO CHANGE  
10/2/23