



SALES PROCEDURES

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

STEP 1 – REGISTER

Join our interest list by entering your information on the Strand's website! This will enable you to receive up-to-date information about our stunning new neighborhood at the Loch Lomond Marina in San Rafael.

STEP 2 – PRE-QUALIFY

Complete your pre-qualification with Trumark's preferred lender! We will have 2 lenders to choose from for your purchase loan, and for the initial prequalification process we are using Craig Thomason at Amerihome Mortgage and Evan Loo at Bank of America. **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 our lender to verify and receive your letter. Please do not send your bank statements to our sales team or online sales counselor. It is important that you provide 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 at Sales@TrumarkHomes.com. If you select one of our preferred lenders for your purchase financing, you will receive a \$5,000 credit towards your closing costs!

Preferred Lenders:

Craig Thomason – Amerihome Mortgage

NMLS ID: 482407

(925) 998-3779

Craig.Thomason@amerihome.com

Evan Loo – Bank of America

NMLS ID: 453633

(669) 333-3168

Evan.Loo@BofA.com

STEP 3 – SALES RELEASE

Upon receipt of pre-qualification approval by our preferred lender, you will become eligible to participate in a sales release when those are scheduled.

THE DETAILS

1. To secure your position to purchase a new home, you must be pre-approved by preferred lender PRIOR to

Sales@TrumarkHomes.com

The Strand Sales Gallery | 124 Loch Lamond Drive | San Rafael, CA 94901 | 925.281.3227 | TheStrandMarin.com

TRUMARK HOMES

This is not an offer to sell, but is intended for information only. The developer reserves the right to make modifications in materials, specifications, plans, pricing, various fees, design scheduling and delivery of homes without prior notice. All dimensions and square footages are approximate. Plan and dimensions may contain minor variations from floor to floor. CA DRE license #01877720 

- the sales release pre-qualification deadline and have forwarded your letter to our Online Sales Counselor if prior to the Sales Office opening.
2. If you plan to pay for a home with cash, you will still need to send your information to one of our preferred lenders to submit your proof of funds. Your placement on the priority list is based on the time and date that you receive verification back from our Preferred Lender in the form of a prequalification letter.
 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! Prior to the opening of our onsite office, you will receive information from one of our Online Sales Counselors. You will forward your preapproval letter to them if prior to the onsite sales team occupying the sales office, and they will set up a personal appointment with our onsite Sales Manager for The Strand for additional community information.**
 4. 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.
 5. **Our Community Sales Manager will call prospective clients in the order of the priority list the morning homes are released for sale. You must answer your phone when our Community Sales Manager calls the morning of the release, you will be given prior notification of when the release occurs, typically on a Saturday morning.** If you do not answer, the Community Sales Manager will move to the next position on the list. If you are waiting for a specific home, you can say "pass" when you are called and your position will remain on the list.
 6. We will begin calling pre-qualified participant names promptly at 10:00am.
 7. 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, and 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 within 24 hours. If you fail to sign the contract once presented, your reservation will be cancelled, and your check returned or voided.
 8. 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) at the current release. 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.

All 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 and reserves the right to give priority to its vendors, trade partners and VIPs. An interested buyer may not purchase more than one home at our 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 7.12.23

Sales@TrumarkHomes.com

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Frequently Asked Questions:

IS THERE A HOMEOWNERS ASSOCIATION AT THE STRAND?

Yes. All The Strand homeowners will be members of the homeowner's association (HOA). The Strand HOA dues are anticipated to be \$245-\$265 (single-family homes) and \$667-\$687 (townhomes) per month at build-out. The Strand HOA dues cover management expenses.

All The Strand homeowners will be individually responsible for all services to their residence, including, but not limited to trash, recycling, water/sewer, gas, electric, cable/satellite TV, Internet, telephone, exterior maintenance, landscaping maintenance, etc.

DOES THE STRAND HAVE A PREFERRED LENDER?

Yes. All interested homebuyers are required to obtain pre-qualification approval through The Strand's preferred lender(s) – Evan Loo with Bank of America or Craig Thomason of Amerihome Mortgage. Buyers who utilize The Strand's preferred lender(s) for their loan will receive a \$5,000 credit at closing that can be used toward closing costs and/or optional upgrades.

Evan Loo – Bank of America
NMLS ID: 453633
D: (669) 333-3168
Evan.Loo@BofA.com

Craig Thomason – Amerihome Mortgage
NMLS ID: 482407
C: (925) 998-3779
Craig.Thomason@amerihome.com

HOW MUCH IS THE INITIAL DEPOSIT TO PURCHASE A HOME AT THE STRAND?

A deposit equal to 3% of the purchase price, made payable to First American Title Company, is required at the time of purchase. Initial reservation requires pre-qualification only; personal checks or cashier's checks are acceptable forms of deposit.

ARE THERE ANY ADDITIONAL DEPOSITS?

Yes. Most optional upgrades require an additional deposit. Optional electrical upgrades require a 50% deposit. Flooring, cabinets, countertops, appliances and other optional design center upgrades require a 50% deposit at the time of ordering.

WHAT IS THE TAX RATE FOR THE STRAND?

The Strand's/Marin's tax rate is approximately 1.1761% + \$4,064 a year for special assessments for the 2020/2021 tax year (homebuyer to verify).

WHAT ARE THE DESIGNATED NEIGHBORHOOD SCHOOLS?

The Strand's schools are located within the Marin Unified School District and are subject to change. Please contact the district office at (510) 337-7000 for specific information regarding school boundaries. School assignments, boundaries, capacities and facilities are subject to change. Please confirm all school information directly with the school district.

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