

# OPTIONS DEPOSIT

## Calculating Option Deposit

Deposits due for options selected are calculated once the customer has completed their final selections and approved their desired options. The deposit is calculated by multiplying the options selected by the pre-determined rate up to the options threshold. Any options selected over the threshold will require 100% deposit. Each community has specific rates outlined in the purchase contract. Complete the example scenario below for a better understanding of how to calculate the option deposits due. Use the calculator provided.

## Example Scenario

|                                       |           |
|---------------------------------------|-----------|
| Total Options Selected:               | \$100,000 |
| Options Threshold for series of home: | \$50,000  |
| Options Incentive:                    | \$5,000   |
| Deposits due up to threshold          | 50%       |
| Deposits due above threshold          | 100%      |

### Calculator

|                                  |   |                                |                    |  |
|----------------------------------|---|--------------------------------|--------------------|--|
|                                  | X |                                | =                  |  |
| Total Options<br>Up to Threshold |   | Deposit Due<br>Up to Threshold |                    |  |
| (                                | - | )                              | X                  |  |
| Total Options<br>Over Threshold  |   | Less any<br>incentives         |                    |  |
|                                  |   |                                | =                  |  |
|                                  |   | Deposit Due<br>Over Threshold  |                    |  |
|                                  |   |                                | Total Deposits Due |  |

