

## BTBuilder &amp; BTSales

Tag Description	Tag
<b>SYSTEM DATE</b>	
Date - Current Day (e.g., 1, 15, 27)	23rd
Date - Current Month (e.g., January)	July
Date - Current Year (e.g., 2004)	2008
Date - Current Date Short (e.g., 01/01/2004)	07/23/2008
Date - Current Date Long (e.g., January 1, 2004)	July 23, 2008
<b>COMPANY</b>	
Builder - displays Company Name	BT Builder
Builder - displays Company Project Name	BT Builders
Builder - Address #1	7825 Tuckerman Lane
Builder - Address #2	Suite 214
Builder - City	Potomac
Builder - State	MD
Builder - Zip	20854
Builder - City, State, Zip	Potomac, MD 20854
<b>PROJECT</b>	
Project - displays Project Common Name	Chesapeake Estates (Single Family)
Project - Street Address	155 Gibbs Street
Project - City	Potomac
Project - County	Montgomery
Project - State	MD
Project - Zip	20854
Project - Complete Address	Potomac, MD 20854
Project - Accounting Code	Chesapeake Estates
Project - Accounting Code II	Boyle Enterprises, LLC
Project - Company Accounting Code	BTBuilders
<b>LOT</b>	
Lot - Lot Number	203
Lot - Custom Lot Number	2.203
Lot - Lot Address	2203 Lakeshore Dr
Lot - Building Number	A
Lot - Block Number	23
Lot - Section Number	2
Lot - Lot Number & Block	203 23
Lot - Accounting Code	Chesapeake Estates:2.203
Lot - Sub Accounting Code	203
Lot - Lot Conditions	lakefront corner lot
Lot - Lot Memo	This is a premium lot at a discount price
Lot - Required Elevation	Elevation A
Lot - Required Color	Pastel package
<b>PLAN</b>	
Unit - Plan Name	Harbour
Unit - Plan Number	CE-05
<b>PROSPECT</b>	
Prospect - Salutation	Ms.
Prospect - First Name	Martha
Prospect - Last Name	deJarnette
Prospect - suffix	Esq.
Prospect - Full Name	Martha deJarnette
Prospect - Full/Legal Name	Martha M. deJarnette Esq.
Prospect - Address, first line	1804 Brenda Court
Prospect - Address, second line	
Prospect - City	Potomac
Prospect - State	MD
Prospect - Zip	20854
Prospect - City, State, Zip combined	Potomac, MD 20854
Prospect - Home Phone	(616) 396-3967
Prospect - Work Phone	(616) 396-3968 x120
Prospect - Mobile Phone	(304) 981-3957
Prospect - Fax	(304) 981-3958
Prospect - Email Address	marthaD@yahoo.com

Prospect - Date Visited Short (e.g., 01/01/2004)	07/09/2008
Prospect - Date Visited Long (e.g., January 1, 2004)	July 9, 2008
Co Prospect - First Name (with "and")	and Justin
Co Prospect - Last Name (with "and")	and Martin
Co Prospect - Full Name (with "and")	and Justin Martin
Co Prospect - Full/Legal Name (with "and")	and Justin J. Martin Jr.
Co Prospect - Salutation	Mr.
Co Prospect - First Name	Justin
Co Prospect - Last Name	Martin
Co Prospect - Suffix	Jr.
Co Prospect - Full Name	Justin Martin
Co Prospect - Full/Legal Name	Justin J. Martin Jr.
Co Prospect - Address, first line	1804 Brenda Court
Co Prospect - Address, second line	
Co Prospect - City	Potomac
Co Prospect - State	MD
Co Prospect - Zip	20854
Co Prospect - City, State, Zip combined	Potomac, MD 20854
Co Prospect - Home Phone	(616) 396-3967
Co Prospect - Work Phone	(616) 396-3968 x120
Co Prospect - Mobile Phone	(340) 996-9966
Co Prospect - Email Address	jjiStheman@aol.com

#### SALES REP

Sales Rep - First Name	David
Sales Rep - Last Name	Winship
Sales Rep - Full Name	David Winship
Sales Rep - Email	dwinship@buildtopia.com
Sales Rep - Phone (up to 3-digit extension)	240-399-0110 x273

#### SALES PRICES AND DEPOSITS

Price - Total Purchase Numeric (NSO total + options + addendum + premium + base price - incentives + differential)	\$356,149.00
Price - Total Purchase Text Dollars	Three Hundred Fifty-Six Thousand, One Hundred Forty-Nine Dollars
Price - Total Purchase Minus All Deposits Paid	\$345,899.00
Price - Total Purchase Minus All Deposits Paid & Unpaid	\$343,399.00
Price - Total Purchase Minus Option & Change Order Deposits Paid	\$355,399.00
Price - Total Purchase Minus Option & Change Order Deposits Paid & Unpaid	\$355,399.00
Price - Total Purchase with Builder Adjustment	\$356,149.00
Price - Total Purchase w/ Builder Adj. Text Dollars	Three Hundred Fifty-Six Thousand, One Hundred Forty-Nine Dollars
Price - Total Purchase plus Options, Differentials, Incentives and minus Core Lot Price and Lot Premium	\$336,149.00
Price - Base House minus differential	\$317,150.00
Price - Total NSO & Options minus Total Incentives	\$15,499.00
Price - (Total NSO & Options minus Total Incentives) minus Option Deposit Paid minus NSO Deposit Paid	\$15,499.00
Price - (Base House minus differential) minus Contract Deposit paid	\$313,150.00
Price - Base price plus option total	\$321,400.00
Price - Differential	(\$2,750.00)
Price - Base House Type	\$319,900.00
Price - Lot Premium	\$20,000.00
Price - Core Lot Price	\$0.00
Price - Core Lot Price plus Lot Premium	\$20,000.00
Price - Base House minus Core Lot Price	\$319,900.00
Price - Total Options	\$1,500.00
Price - Total Options minus Differential	\$4,250.00
Price - Total NSO	\$21,499.00
Price - Total NSO & Options	\$22,999.00
Price - Total Addenda	\$3,500.00

#### Price - Addenda List

Number	Accept Date	Subject	Price
A - 1	07/23/2008	Price Increase due to extended closing proposed	\$3,500.00
		Total	\$3,500.00

Price - Incentives  
 Name Amount  
 Pre-Construction \$7,500.00  
 Incentive (\$7,500)

Total \$7,500.00

Price - Total Incentives \$7,500.00  
 Price - Total Incentives Text Seven Thousand, Five Hundred Dollars  
 Deposit - Total Deposit Paid \$10,250.00  
 Deposit - Total Deposit Unpaid \$2,500.00  
 Deposit - Contract deposit paid + contract deposit unpaid \$9,500.00  
 Deposit - Contract Deposit Paid \$9,500.00  
 Deposit - Contract Deposit Unpaid \$0.00  
 Deposit - Option Deposit \$0.00  
 Deposit - Option Deposit Paid \$0.00  
 Deposit - Option Deposit Unpaid \$0.00  
 Deposit - NSO Deposit Paid \$0.00  
 Deposit - NSO Deposit Unpaid \$2,500.00  
 Deposit - Change Order Deposit Paid \$750.00  
 Deposit - Change Order Deposit Unpaid \$0.00  
 Deposit - Other Deposit Paid \$0.00  
 Deposit - Other Deposit Unpaid \$0.00

Options and NSO's:

Options - Detail (only)		Description	Quantity	Price	Color/Location
APP.030.005	Appliance Package - Level 1 White	1	\$0.00	Standard Option	
CAB.030.005	Kitchen Cabinets - Level 1	1	\$0.00	Standard Option	
CAB.210.005	Master Bath - Cabinets - Level 1	1	\$0.00	Standard Option	
CAB.220.005	Bath 1 - Cabinets - Level 1	1	\$0.00	Standard Option	
COU.030.205	Kitchen Counter Tops - Backsplash - Level 1	1	\$0.00	Standard Option	
FLO.010.085	Std: Foyer Level 1 - Tile	1	\$0.00	Standard Option	
FLO.020.050	Std: Dining Room Level 1 - Carpet	1	\$0.00	Standard Option	
FLO.030.005	Std: Kitchen Level 1 - Vinyl	1	\$0.00	Standard Option	
INT.000.005	Interior Trim U/G Level 1 - First Floor	1	\$0.00	Standard Option	
INT.000.010	Interior Trim U/G Level 1 - Second Floor	1	\$0.00	Standard Option	
PLU.030.210	Kitchen Sink - Level 2	1	\$1,300.00		
PLU.030.310	Kitchen Faucet - Level 2	1	\$200.00		
			Total: \$1,500.00		

Options - Description plus Detail		Description / Detail	Quantity	Price	Color/Location
APP.030.005	Appliance Package - Level 1 White / Standard white appliance package - Level 1	1	\$0.00	Standard Option	
CAB.030.005	Kitchen Cabinets - Level 1 / Kitchen Cabinets - Level 1 (standard)	1	\$0.00	Standard Option	
CAB.210.005	Master Bath - Cabinets - Level 1 / Master Bath - Cabinets - Level 1 (standard)	1	\$0.00	Standard Option	
CAB.220.005	Bath 1 - Cabinets - Level 1 / Bath 1 - Cabinets - Level 1 (standard)	1	\$0.00	Standard Option	
COU.030.205	Kitchen Counter Tops - Backsplash - Level 1 / Kitchen Counter Tops - Backsplash - Level 1 (standard) Laminate	1	\$0.00	Standard Option	

FLO.010.085	Std: Foyer Level 1 - Tile / Foyer Level 1 - Tile (standard) With choice of patterns	1	\$0.00	Standard Option
FLO.020.050	Std: Dining Room Level 1 - Carpet / Dining Room Level 1 - Carpet (standard)	1	\$0.00	Standard Option
FLO.030.005	Std: Kitchen Level 1 - Vinyl / Kitchen Level 1 - Vinyl (standard) With choice of patterns	1	\$0.00	Standard Option
INT.000.005	Interior Trim U/G Level 1 - First Floor / Interior Trim U/G Level 1 - First Floor (standard)	1	\$0.00	Standard Option
INT.000.010	Interior Trim U/G Level 1 - Second Floor / Interior Trim U/G Level 1 - Second Floor (standard)	1	\$0.00	Standard Option
PLU.030.210	Kitchen Sink - Level 2	1	\$1,300.00	
PLU.030.310	Kitchen Faucet - Level 2	1	\$200.00	
			<b>Total: \$1,500.00</b>	

NSOs - List Showing Requested Description (only)	Create Date	Description	Price
3	07/23/2008	Exterior - Stone base on both sides of house. Includes the front and sides of the courtyard garage. Please note that the stone base on the front of the house is included in the elevation.	\$21,499.00
			<b>Total: \$21,499.00</b>

NSOs - List Showing Requested Description AND Quoted Description	Create Date	Description	Price
3	07/23/2008	Exterior - Stone base on both sides of house. Includes the front and sides of the courtyard garage. Please note that the stone base on the front of the house is included in the elevation. QUOTED: Exterior - Stone base on both sides of house. Includes the front and sides of the courtyard garage. Please note that the stone base on the front of the house is included in the elevation. [Same as NSO #1 on Lot 2.202]	\$21,499.00
			<b>Total: \$21,499.00</b>

NSOs - List Showing Quoted Description (only)	Create Date	Description	Price
3	07/23/2008	QUOTED: Exterior - Stone base on both sides of house. Includes the front and sides of the courtyard garage. Please note that the stone base on the front of the house is included in the elevation. [Same as NSO #1 on Lot 2.202]	\$21,499.00
			<b>Total: \$21,499.00</b>

The following tags apply only to Canadian builders:

Price - General Sales Tax	\$17,807.45
Price - GST Rebate	\$0.00
Price - Total Price with GST	\$373,956.45
Price - Total Price with GST, text version	Three Hundred Seventy-Three Thousand, Nine Hundred Fifty-Six Dollars and Forty-Five Cents
Price - Total Price with GST minus GST Rebate	\$373,956.45
Price - Total Price with GST minus all deposits	\$363,706.45
Price - Total Price with GST minus deposits paid and unpaid	\$361,206.45

#### CONTRACT

Contract - Submitted Date Short (e.g., 01/01/2004)	07/23/2008
Contract - Submitted Date Long (e.g., January 1, 2004)	July 23, 2008
Contract - Accepted Date Short (e.g., 01/01/2004)	07/23/2008
Contract - Accepted Date Long (e.g., January 1, 2004)	July 23, 2008
Contract - Finalized Date Short (e.g., 01/01/2004)	07/23/2008
Contract - Finalized Date Long (e.g., January 1, 2004)	July 23, 2008
Contract - Contingency Expiration Date	July 31, 2008
Contract - Lot Hold Expiration Date Short (e.g.,01/01/2004)	11/13/2008
Contract - Lot Hold Expiration Date Long (e.g., January 1, 2004)	November 13, 2008
Settlement Date - Displays date of projected settlement, otherwise displays nothing (e.g., 01/01/2004)	11/13/2008
Settlement Date - Displays date of projected settlement, otherwise displays nothing (e.g., January 01, 2004)	November 13, 2008
Settlement Date - Displays date of final settlement, otherwise displays nothing (e.g., 01/01/2004)	11/13/2008
Settlement Date - Displays date of final settlement, otherwise displays nothing (e.g., January 01, 2004)	November 13, 2008

#### BROKER INFORMATION

Broker - First Name	Johnny
Broker - Last Name	Johnson
Broker - Full Name	Johnny Johnson
Broker - Company Name	Albert Bird Mortgage Co Inc
Broker - Address #1	1804 Ninth Ave
Broker - Address #2	
Broker - City	New York City
Broker - State	NY
Broker - Zip	00251
Broker - City, State, Zip	New York City, NY 00251
Broker - Phone #1	456-565-6 x451
Broker - Phone #2	(456) 565-6 x125
Broker - Fax	(456) 889-5
Broker - Email Address	johnnyj@albertbirdinthecan.com
Broker - Brokers Commission	3%

#### MORTGAGE INFORMATION

Mortgage - Loan Program ID	Conventional 30-year
Mortgage - Loan Type	Conforming
Mortgage - Loan Amount	\$332,500.00
Mortgage - Down Payment	\$17,500.00
Mortgage - Estimated Closing Costs	\$9,975.00
Mortgage - Estimated Prepaids	\$0.00
Mortgage - Seller Contribution	\$0.00
Mortgage - Company Name	CTX Mortgage Company
Mortgage - Company Address, first line	34 West Street
Mortgage - Company Address, second line	
Mortgage - Company City	Rockville
Mortgage - Company State	MD
Mortgage - Company Zip	32456
Mortgage - Company City, State, Zip	Rockville, MD 32456
Mortgage - Loan Officer Name	Jay Kass
Mortgage - Loan Officer Phone, primary	(301) 342-3457
Mortgage - Loan Officer Phone, secondary	(301) 342-3458
Mortgage - Loan Officer Fax	(301) 342-3459
Mortgage - Loan Officer Email	jkass@ctx.com
Mortgage - Loan Processor Name	Jenny Farber
Mortgage - Loan Processor Phone	(301) 787-3452