

# THE WAY HOME

Your Guide to Purchasing a Residence at Main Ranch

California West is committed to providing our Interest List members a clear and direct path to their new home. Please review the 6 steps below that will guide you towards the purchase of a new, single-family residence at Main Ranch.

**STEP 1** Purchase order at Main Ranch will be determined by a priority date system. The priority order is established by the completion and approval of a Pre-Qualification Loan Application.

**STEP 2** To complete the Pre-Qualification Loan Process, Please contact our preferred lender Debbie Silvett at Pacific Sun Mortgage. (858) 436-0414 Deborah@pacificsunmtg.com

**STEP 3** Pre-Qualified Registrants will be contacted by the Main Ranch Sales Team to schedule lot walks to view available homesites.

**STEP 4** The Main Ranch Sales Team will begin calling its Pre-Qualified Interest List the Monday before a new sales release based on the priority order. Registrants may reserve a home or defer on any available residences remaining in the release. This process will continue through the pre-qualified list until

the entire collection of residences is reserved or the list has been exhausted.

*IMPORTANT: The phone number provided at the time of Pre-Qualification will be used to call during the sales reservation process. If a registrant does not answer the phone call during the release process, a voicemail will be left and the Sales Team will call the next registrant.*

**STEP 5** If you are called and select a home site, a private appointment will be scheduled within the week to review next steps, complete the contract, and provide an earnest deposit check of \$7,500 payable to First American Title.

**STEP 6** Should a home shopper select a home to purchase during the release process and then decide to cancel, his/her priority order will no longer be retained.

## SALES REPRESENTATIVES

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08.15.18. CALIFORNIA WEST RESERVES THE RIGHT TO PRE-SELL PROPERTIES TO INDIVIDUALS, INCLUDING EMPLOYEES AND AFFILIATES PRIOR TO THE RELEASE AND TO CHANGE OR AMEND "THE WAY HOME" PROCESS WITHOUT PRIOR NOTICE OR OBLIGATION. ALL INFORMATION SUBJECT TO CHANGE. BRE #1520580

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