

# THE WAY HOME

## Your Guide to Purchasing a Residence at AERO



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 residence at AERO.

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

**IMPORTANT:** You must complete the Loan Application in full and provide all required documents to obtain pre-qualification.

**STEP 2** To complete the Pre-Qualification Loan Process, please contact our preferred lender Debbie Silvett with Pacific Sun Mortgage at (858) 436-0414 or [Deborah@pacificsunmtg.com](mailto:Deborah@pacificsunmtg.com), or visit [AERO3Roots.com](http://AERO3Roots.com) for our detailed steps to prequalify.

**STEP 3** Pre-Qualified Registrants will be contacted by AERO's Sales Team to schedule lot walks to view available homesites, pending site access.

**STEP 4** The AERO Sales Team will begin contacting its Pre-Qualified Interest List prior to 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 contact information provided at the time of Pre-Qualification will be used during the sales release process. If a registrant does not respond by the designated time provided during the release process, the Sales Team will contact the next registrant on the Pre-Qualified Interest List.

**STEP 5** If you are notified and select a home site, a private appointment will be scheduled to review next steps, complete the contract, and provide an earnest deposit check of \$25,000 payable to Fidelity National 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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02.21.25, CalWest 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. CALDRE #1520580 There is no guarantee that securing a position on the Prequalified Interest List will provide you an opportunity to purchase a CalWest home at 3Roots.

**CalWest**