



Finding land for your off-site built home

Locating Land

- Work with a real estate agent to find land
- Determine the price range that you can afford
- Only sign an agreement with an agent if they focus on your search
- Get out to see as many properties as time allows
- Be aggressive and diligent in your search – you have competition
- Have your financing lined up in advance of looking at properties
- Search outside sources yourself, the newspaper, craigslist.org, etc.
- Have an idea which floor-plan you want, but keep flexible

The Right Property has...

- Good access to the building site, ie: wide roads, gentle turns
- A flat building pad or a gentle grade
- At least 14 feet wide throughout the route from the freeway
- No 140 degree turns uphill on a skinny street
- Some turns in the route if it is still fairly wide
- No power lines over-hanging the building pad or crane pad
- Hilly terrain only if the land price has been discounted accordingly

The Right RE Agent ...

- Is working in your best interests
- Takes a long-range view of searching for land
- Searches the listings regularly, or better yet,
- Has an auto-program that emails listings which meet your criteria
- May have access to listings not on the MLS
- Calls you with new properties to look at and offers new ideas
- Does not wait for your call, takes the initiative to find your land.

Finding land requires...

- Spending a lot of time in search of the right property
- Not listening when others tell you that "there is no land left"
- Getting out to see lots the same day they go on the MLS, or right after
- Being willing to stay on the hunt for weeks and months

Make an offer...

- Immediately, if it is a good deal it won't last even in a tough market
- Know which floor-plan you want to build on this lot
- Including your pre-qualification letter and a sizable earnest deposit
- Contingent on a percolation test for a septic system if it is raw land
- Contingent on financing unless you can afford to pay cash
- Contingent upon sorting out the easement if the access is not clear

CEH will do a route survey and feasibility analyses after you make an offer on the land.

During Escrow

Provide Lender with all financial documentation that is required
Obtain "Course of Construction" insurance and Liability insurance
Meeting with CEH and our General Contractor at your site
General Contractor puts together a total budget for your approval
CEH provides lender with plans for the appraisal
Sign final loan documents and all CEH / General Contractor contracts
Commence Construction (See "Typical Construction Process" doc.)

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