

**HANNAH'S GROVE HOMES, LLC**

10700 Murdock Road  
Knoxville, TN 37932  
865.671.9196

**REAL ESTATE SALES CONTRACT  
(Property and Improvements)**

**1. CONTRACTING PARTIES:** \_\_\_\_\_ ("Buyer(s)") hereby agree(s) to buy and **HANNAH'S GROVE HOMES, LLC** ("Seller") hereby agrees to sell the following real property on the terms stated in this contract, and upon the acceptance by Seller of the terms of the Buyer(s) offer, hereinafter set forth.

**2. LOCATION AND LEGAL DESCRIPTION OF PROPERTY:** Street No: \_\_\_\_\_  
Street: \_\_\_\_\_ City: \_\_\_\_\_ County: \_\_\_\_\_  
State: \_\_\_\_\_ Zip: \_\_\_\_\_ Subdivision: \_\_\_\_\_  
Lot No.: \_\_\_\_\_ Unit: \_\_\_\_\_

**3. PRICE AND TERMS:** Buyer(s) agree to pay \_\_\_\_\_ Dollars (\$ \_\_\_\_\_) for this property under the following terms and conditions:

This contract ( ) is or ( ) is not contingent upon the Buyer(s) obtaining financing in the amount of \$ \_\_\_\_\_.  
Buyer(s) shall pay for any costs in excess of the purchase price stated herein unless waived in writing by the Seller.

**4. TAXES, ASSESSMENTS AND INSURANCE:** All taxes, assessments and insurance premiums shall be paid by the Buyer(s). The current year's real estate taxes, assessments and insurance premiums, if any, shall be prorated as of the date of closing unless otherwise stated herein. All other taxes and assessments shall be current as of the date of closing.

**5. FINANCING:** The purchase or contract price is to be fully paid in cash, when and if the financing agreed to herein is approved and closed. If the contract is expressly contingent upon Buyer(s) obtaining financing and Buyer(s) is unable to obtain financing for the amount agreed, this contract can be cancelled by Buyer(s) and the earnest money deposit will be refunded. The Buyer(s) agree to make application for the necessary financing to conclude this contract within three (3) days of acceptance and agree to furnish all necessary information or documents as required for the approval of this loan, and shall not withdraw the loan application. The Buyer(s) agrees to execute loan documents when the loan is ready to close and the terms of this contract have been carried out. Buyer(s) shall pay the loan costs and prepaid items which are in excess of the total purchase price, unless otherwise stated herein.

**6. EARNEST MONEY DEPOSIT:** Buyer(s) has paid earnest money in the amount of (\$ \_\_\_\_\_), receipt of which is hereby acknowledged which shall be deposited within three (3) days and held in escrow/trust account of \_\_\_\_\_. The earnest money deposit shall be credited toward the purchase price stated herein, and as a guarantee of specific performance of this contract.

Additional Earnest Money Deposit: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**7. EARNEST MONEY DISBURSEMENT:** The parties understand and agree that disbursement of the earnest money deposit can only occur at closing or upon default by Buyer(s) or Seller, or upon failure of a loan approval if expressly contained herein. Notwithstanding the foregoing, in the event of a dispute regarding disbursement of the earnest money deposit, the holder thereof shall have the right to file an interpleader action and deposit such funds with the court and thereafter have no responsibility with respect to such funds.

**8. CLOSING AND OCCUPANCY:** This sale is to be closed on or before \_\_\_\_\_ **or upon completion of construction** and the Seller shall grant possession of this property to the Buyer(s) at closing, unless otherwise stated herein: \_\_\_\_\_  
\_\_\_\_\_

Unless otherwise specified, the Closing shall be held at the offices of Landmark Title, located at 10706 Murdock Road, Knoxville, TN 37932. Seller and Buyer shall each be responsible for one-half of the costs of preparation of the Warranty Deed and closing fees. The Buyer is responsible for all recording and state fees, working capital fee, Title Insurance, and all costs associated with any financing which the Buyer might obtain, and any other related costs and expenses.

**9. COMPENSATION OR COMMISSIONS:** Seller agrees to pay \_\_\_\_\_  
\_\_\_\_\_, the Realtor who negotiated this sale, a commission pursuant to any listing agreement between Seller and said Realtor. Seller shall not be responsible for payment of any other commission.

**10. TITLE:** In case merchantable title cannot be obtained which is acceptable to Buyer(s) lender or for which title insurance cannot be secured, the earnest money deposit is to be returned to Buyer(s) and this contract shall be null and void. In case curative legal action is necessary to perfect the title of Seller, such action must be taken by the Seller promptly and at its own expense, whereupon the time herein specified for closing and occupancy shall be extended for the period necessary for such prompt action. The Seller shall convey property to the Buyer(s) by warranty deed free of encumbrances except (1) taxes that are not yet due or payable, (2) restrictive covenants of record, (3) easements of record, and (4) if applicable, Master Deed and/or Bylaws of Condominium and/or Homeowner's Association.

**11. NEW HOME LIMITED WARRANTY:** Seller agrees to deliver to Buyer a New Home Limited Warranty prior at closing. Buyer agrees and understands that the warranty shall be given by Sentinel Builders, Inc. A copy of said Warranty is made part hereof, and it is available upon request. Buyer acknowledges that *no warranty* of any kind shall exist with respect to any item, appliance or fixture that is not purchased through the Seller/Sentinel Builders, Inc., nor to any labor performed or provided by anyone other than Seller/Sentinel Builders, Inc.

**12. CONSTRUCTION ACCORDING TO PLANS:** In the event the personal residence has not been completed prior to execution of this contract, Seller further agrees that the Residence shall be constructed according to plans, drawings and specifications: (a) designated herein and attached hereto as Exhibit 1, and the description of materials set forth on FHA Form 2005 designated herein and attached hereto as Exhibit 2 if applicable or (b) generally described as follows:

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In the interest of continuous improvement and Buyer preferences, Seller reserves the right to change, alter or modify specifications, materials and designs. Buyer further understands that Seller will contract with Sentinel Builders, Inc. to construct the personal residence.

**13. CHANGE ORDER POLICY:** Any changes to this contract relative to the construction of a custom home may only be made through a written Change Order. Change Orders will be submitted by Seller to Buyer for both Credits and Debits to a project. If a Change Order is not executed by all parties within three (3) days, such Change Order shall be deemed void. Any Change Order which increases the total contract price as set forth in paragraph 3 by more than \$2,500.00, shall be paid in full by Buyer upon execution of the Change Order. A Change Order will become an addendum and will be attached and/or made a part of the Contract between the Buyer and Seller. The Change Order shall have the same binding force and effect on all parties as does the Contract.

**14. EXTENSION OF TIME DUE TO CHANGES:** Further, Buyer(s) agree(s) that Seller shall be allowed a reasonable extension of time in which to complete work regarding Change Orders, additions and/or changes made to the original plans, drawings, and specifications not the result of Seller's neglect or omission.

**15. REPRESENTATIONS AND WARRANTIES:** Selling Agent and/or Broker makes no representations or warranties concerning the condition of the subject property whatsoever. It is solely the Buyer(s) responsibility to determine that the zoning regulations, health regulations and ordinances of the city, town, village, county and/or state will allow Buyer(s) intended use of the property and neither Agent/Broker nor Seller makes any representations or warranties relating thereto.

**16. CONTRACT PERFORMANCE:** Time is of the essence of this contract. If Buyer(s) should default under this contract or otherwise fail or refuse to carry out the terms of this contract, Seller shall be entitled to the earnest money deposit, and in addition, Seller may at its option bring suit either to enforce the contract by specific performance or may sue for damages suffered as a result of the failure of Buyer(s) to carry out the terms of this contract. If Seller defaults in the performance of this contract, Buyer(s) may reclaim the earnest money deposit as their sole and exclusive remedy.

**17. ARBITRATION CLAUSE:** Any dispute, controversy or claim arising out of or relating to this contract or the breach, termination or invalidity thereof, shall be referred to and finally resolved by binding arbitration in accordance with the rules and procedures of the Construction Industry Arbitration Rules of the American Arbitration Association unless the parties mutually agree otherwise in writing. Judgment on the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof.

**18. ACCEPTANCE:** If the Seller does not accept and notify the Buyer(s) by \_\_\_\_\_, then this offer is void and no contract shall arise, in which case the earnest money shall be returned to the Buyer(s). Buyer(s) understands that the Seller reserves the right to accept or consider any other offers prior to Seller(s) accepting this offer.

**19. ENTIRE AGREEMENT AND GOVERNING LAW:** This Contract represents the entire agreement between the undersigned parties. No verbal agreements made before the signing of this Contract shall be binding upon either party. The laws of the State of Tennessee shall control in interpreting this agreement. If it shall be necessary for either Buyer or Seller to employ an attorney to enforce its rights pursuant to this Contract, the non-prevailing party shall reimburse the prevailing party for its reasonable attorneys' fees. The provisions of this Section shall survive the Closing or termination of this Contract.

**20. VISITS TO PROPERTY:** Buyer and/or Buyer's representatives shall have the right to enter the Property at Buyer's expense and at reasonable times (including immediately prior to closing) to thoroughly inspect, examine, test and survey the Property. Buyer agrees to make every reasonable effort to notify the Seller of his or her intent to visit the Property. *Buyer agrees to assume all liability for the acts of themselves, their invitees, inspectors and/or representatives in exercising their rights under this paragraph and agree to indemnify and hold Seller and Seller's representatives harmless from and against any and all loss, injury, damages or costs arising out of or resulting from the presence of Buyer or Buyer's representatives on the Property.* No children under the age of eighteen (18) shall be permitted on-site prior to closing.

Initials for Visits to Property above: \_\_\_\_\_seller \_\_\_\_\_buyer

**21. COVENANTS AND RESTRICTIONS:** Buyer acknowledges that they have received and read the Master Deed and/or Declaration of Covenants and Restrictions for the subdivision pertaining to this contract.

Initials for Covenants and Restrictions above: \_\_\_\_\_seller \_\_\_\_\_buyer

**22. OTHER TERMS & CONDITIONS:**

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**23. WAIVER:** Failure of Seller to insist upon the strict performance by the other party of any term, condition or covenant to be performed pursuant to the terms of this Agreement or to exercise any right, power or remedy contained in this Agreement shall not be deemed nor construed as a waiver of such performance or relinquishment of such right now or subsequent hereto.

This is a legal document and each party to this contract must read carefully and fully understand the conditions and terms as set forth in this Real Estate Sales Contract. The Agent(s) serve only as real estate brokers in connection with this transaction and cannot give legal advice to any party. Plurals used herein are to be read in the singular where appropriate, if the Buyer and Seller consist of one person or entity. Buyer(s) and Seller(s) acknowledge that they have read and understand this contract and have received a copy hereof.

\_\_\_\_\_  
**Date Executed**

\_\_\_\_\_  
**Buyer**

\_\_\_\_\_  
**Agent**

\_\_\_\_\_  
**Buyer**

\_\_\_\_\_  
**Date Executed**

\_\_\_\_\_  
**Agent**

\_\_\_\_\_  
**Seller: HANNAH'S GROVE HOMES, LLC, a Tennessee Limited Liability Company**



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## Change Order

Order#: 1410105  
Order Date: 08/19/2004

License: 33881

**TO:** 101 CS  
12761 Edgebrook Way  
Lot 101 Copperstone  
Knoxville, TN 37922

**Project:** 14101  
101 Copperstone  
12761 Edgebrook Way  
Lot 101 Copperstone  
Knoxville, TN 37922

The contractor agrees to perform and the owner agrees to pay for following changes to this contract

Plans Attached

**Ordered by:** 296 Gary Duncan

**Customer Order:**

Specifications Attached

### Description of Work

### Amount

01. Finish Bonus Room	\$13,100.00
02. Skylights	400.00
03. Hardwood floor in Great Room	8,000.00
CREDIT: Carpet flooring	-1,500.00

### Notes

THIS IS AN EXAMPLE ONLY.

*This Changes Order may be withdrawn from us if not Accepted within 3 days.*

**Approved Amount of Change**

**20,000.00**

The original Contract Sum was _____	350,000.00
Net change by previous Change Orders _____	2,000.00
The Contract Sum prior to this Change Order _____	352,000.00
The Contract Sum will be changed by this Change Order _____	20,000.00
The new Contract Sum including this Change Order will be _____	372,000.00
The Contract Time will be changed by _____	0 Days

Approved:

Buyer/Owner \_\_\_\_\_ Date: \_\_\_\_\_

Contractor \_\_\_\_\_ Date: \_\_\_\_\_

Seller/ LLC \_\_\_\_\_ Date: \_\_\_\_\_



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## HOME WARRANTY PROGRAM

### Final Walk-through Meeting:

*This meeting is done before closing the home. It is conducted with the Project Manager. At this meeting, the Project Manager will familiarize the Buyer/Owner with the features of their home as well as record any items still needing more attention. The Project Manager will record the uncompleted items onto a formal list in which both he and the Buyer/Owner will sign. After the items have been completed, the Buyer/Owner will be asked to sign accepting the completed items.*

*If there are items that are on back order or items that can not be completed before closing, then the Project Manager will list those items on a separate Thirty (30) day completion list. The Project Manager and Buyer/Owner will both sign this list in acknowledgment that the items will need an extended period of time for completion.*

### Emergency

*If there is an emergency, please contact your Project Manager as soon as possible. Emergencies are items such as HVAC, electrical, plumbing, water, or structural problems. These items need immediate attention to prevent further damage to the home or discomfort to the Buyer/Owner.*

*If there is a catastrophic event the Buyer/Owner's Homeowner's Insurance will need to be contacted. For example, if there is a water line that bursts or a commode overflows and floods a home then the first responder is through the Buyer/Owner's Homeowner's Insurance. If the reason for the water line burst is due to the contractor's error then the Buyer/Owner's Homeowner's Insurance company will contact the seller's general liability insurance company for damages.*

### 9 Months -- Final Home Warranty Service List

*At the bottom of the Final Walk-through Meeting list of uncompleted items is a date listed for a nine month service list. The intent of this list is for the Buyer/Owner to list any items in their home that need further attention due to the expansion and contraction of the home during the first year. This list must be submitted in writing. After receiving this list, our service department will schedule a time within the tenth to twelfth month to address the items on the list.*

\_\_\_\_\_  
Buyer/Owner

\_\_\_\_\_  
Buyer/Owner

\_\_\_\_\_  
Date



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## F.Y.I

- **KEYS:** Due to insurance requirements, keys to the unit being constructed are not given to Buyers/Owners until construction is complete and the unit is closed. No Exceptions.
- **SUBCONTRACTORS:** Negotiations or CHANGES with subcontractors are STRICTLY PROHIBITED. Subcontractors receive their instructions directly from us and cannot be contracted with while the unit is under construction. Therefore, any unfinished areas not being finished by Sentinel Builders Inc through contract CANNOT be worked on until the unit is owned by the Buyer after closing.
- **UTILITES:** Sentinel Builders, Inc. will turn off the utilities three (3) days after closing. It is up to the Buyer to change the utilities into their name after closing for uninterrupted service.
- **APPLIANCES:** Sentinel Builders Inc does not perform the following:
  1. Connection of the ice-maker on refrigerators/freezers.
  2. Connection of the dryer hose.
  3. Connection of the washing machine hoses.
- **ELECTRICAL DRYERS:** The new National Electrical Code requires all new homes to use a four prong outlet for the dryer. If you are moving from an older home, you may be required to purchase a new dryer cord in order to use your dryer in your new home. Sentinel Builders Inc does not provide this cord.
- **PAINT:** Sentinel Builders will not use High Sheen Paints on walls and ceilings.
- **YARDS AND LANDSCAPING:** All new yards need watering on a daily basis and in most instances they must be saturated for the first two weeks. All yards should be over seeded within three (3) months by the Buyer.
- **IRRIGATION:** If your new home is equipped with an irrigation system, then you are responsible for the maintenance of this system upon closing. You are responsible for the winterizing of the irrigation system in the fall or opening of the system in the spring. This may not apply to you if your system is controlled by an association.
- **SPEAKER:** NO SPEAKERS ARE ALLOWED "IN" ADJOINING PARTY WALLS. If you are purchasing a condo or villa in an attached neighborhood, you are not allowed to place speakers in the party wall. This is a violation of the fire code and privacy of your neighbor.

\_\_\_\_\_  
Buyer

\_\_\_\_\_  
Date

\_\_\_\_\_  
Buyer

\_\_\_\_\_  
Date

# BUYER PROFILE FORM

Date: \_\_\_\_\_

UNIT/JOB: \_\_\_\_\_

<b>Buyer's Name:</b>	
<b>Telephone:</b>	
<b>Home</b>	
<b>Business</b>	
<b>Fax</b>	
<b>Cell</b>	
<b>Mailing Address:</b>	
<b>E-Mail Address:</b>	