



Preconstruction Design Paths

GETTING STARTED - THE PRECONSTRUCTION SERVICES AGREEMENT (PSA)

The first official phase of your design-build journey with Unity is covered by a contract called the Preconstruction Services Agreement, or simply "PSA." Under this contract we work with you to configure the design of your home, develop the specifications and selections (choosing fixture and finish options for your package type with Unity), and firm up cost estimates. At the conclusion of the PSA process, you will have schematic plans, specifications, and a fixed-price contract for Unity's scope of work.

The fee for the PSA phase is based on the design path and the package type that you choose, and on the foundation type anticipated for your new home. These choices will also inform the projected time frame and preliminary construction cost estimates for your project.

Because the building site is critical to the design of the home, we typically wait to begin the PSA phase until you own the land and have a site survey. We encourage you to involve a local builder early in the planning process for input about the site, the project schedule, and estimated costs outside of Unity's scope. We also recommend that you obtain pre-approval for the construction loan if you will be financing the project.

PSA PROCESS

PRE-PSA <ul style="list-style-type: none"> • SITE SURVEY • DESIGN OBJECTIVES • TARGET BUDGET 			
SIGNED PSA	▶ DESIGN	▶ SELECTIONS	▶ CONTRACT
	<ul style="list-style-type: none"> • Design Plans Created • Design Confirmed • Shell Estimate 	<ul style="list-style-type: none"> • Finishes and Fixtures • Tempo Pricing 	<ul style="list-style-type: none"> • Draft Contract • Builder Pricing • Financing • Build Contract

DESIGN PATHS

In order to serve a wide range of needs, Unity offers three design paths for the PSA phase. Listed in increasing order of flexibility, time and cost, these paths are:

- Express
- Streamlined
- Personalized

EXPRESS PATH

(PSA FEE : \$1,500 - \$3,000)

Unity's Express option is the fastest and most affordable path to a Unity Home. Because our Express Plans are based on projects that we have built previously, the time required to prepare them for permitting and construction is minimal. However, this efficiency does come with constraints. For example, the foundations for all Express Plan projects are slab-on-grade.

If an Express Plan can be used as-is with no changes, the savings in time and money are substantial. Unity's process can be shortened by 3 to 4 months, and our Shell package costs reduced by as much as 15%. If modifications to the plan are required to fit your site or your needs, then we will move the project to the Streamlined design path.

Clients choosing an Express Plan have many opportunities to individualize their home through the choices they make in finishes and fixtures.

STREAMLINED DESIGN PATH

(PSA FEE : \$4,000 - \$9,500)

The bulk of Unity's projects fall into the Streamlined category, because for many of our clients, this path offers the ideal combination of flexibility and cost. Streamlined projects make optimal use of Unity's design system and of our production capabilities. Once you have chosen a design platform and provided us with information about your site, we will walk you through the step-by-step process to configure your home design from the components of our design system. The result is a plan that fits your site and your needs, created at a fraction of the cost of custom design.

PERSONALIZED DESIGN PATH

(PSA FEE : \$11,000 - \$16,500)

Unity's Personalized design path offers the most flexibility of our three options. However, this path also tends to take the most time, and the resulting projects typically have higher costs. Clients choose the Personalized path when their needs and desires go beyond the options available in the Express and Streamlined paths, and when they have flexibility regarding the project schedule and budget. You will still be working within Unity's design system, but you will have more leeway for customizing the design. In the Personalized design path there is more flexibility for space planning, changes to windows, doors, interior partitions as well as exterior porches.

Regardless of the design path chosen, Unity's goal is to provide high value in the preconstruction phase and position your project for a smooth and successful build.

UNITY'S PRECONSTRUCTION PATH OPTIONS, STEP-BY-STEP

For a deeper dive into Unity's Design Path Options, the following sections provide detailed descriptions of our Express Path, the Streamlined Design Path, and the Personalized Design Path.

THE EXPRESS PATH, STEP-BY-STEP



HIGHLIGHTS

For clients who find a match for their needs and their site in one of our Express Plans, this path provides the best value. Building site must allow for a slab foundation.

- Up to 15% discount on Shell package price
- 3 to 4 months faster in production schedule
- No changes to the floor plans or elevations
- Client choices in finishes and fixtures make each Express Home unique

GETTING STARTED WITH EXPRESS

Site plan, septic plan and photos are required to start. Unity recommends hiring a site planner to assist with locating and orienting the home on the site.

- Feasibility of slab foundation confirmed
- Local builder engaged to assist with planning, cost estimating and scheduling
- Project budget consistent with preliminary estimates of finished costs
- Preliminary decision regarding Unity package scope: Shell or Tempo
- Client signs Preconstruction Services Agreement and provides payment

PRECONSTRUCTION SERVICES FOR EXPRESS PLAN REVIEW

- Team introduction: Sales Advisor introduces the Project Manager and Preconstruction Lead
- Confirm orientation of home on site proposed by site engineer
- Discuss site preparations, construction process, scheduling, local builder partner, financing (if any)
- Introduction to online software for the selections process

SELECTIONS PHASE

- Client receives standard Tempo estimate (if applicable)
- Selections follow-up (virtual meeting)
 - Shell – confirm door, window and timber selections
 - Tempo – answer any questions about finishes
- In person meeting to make final selections (Tempo only)
 - Update Tempo pricing based upon selections

THE EXPRESS PATH, STEP-BY-STEP

CONTRACT PHASE

■ UNITY DELIVERABLES

- Design Plans -Site diagram, 3D view, floor plans, elevations, electrical plans and building sections
- Contract – Specifications and pricing
- Breakdown of scopes for local builder estimating
- Heating / cooling load calculations and HVAC equipment recommendations
- Green Addendum – for appraisal if needed for financing

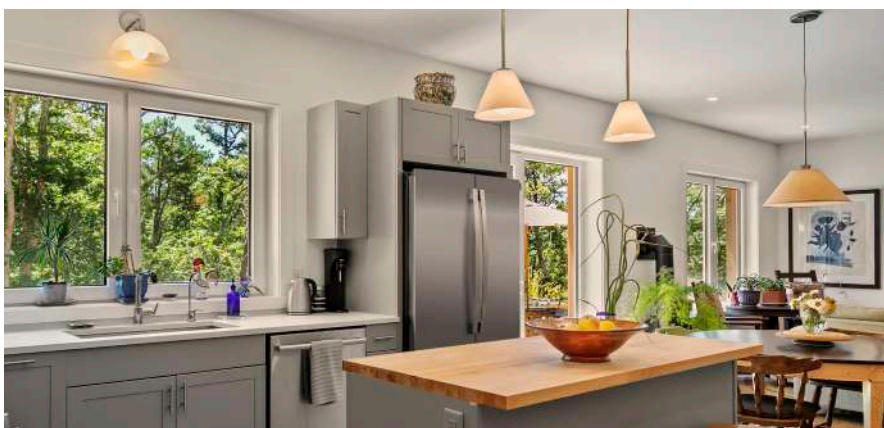
■ CLIENT RESPONSIBILITIES

- Complete project pricing – local builder scope including site work and utilities
- Financing approval if needed

Client signs build contract and pays 20% deposit to begin build phase.

EXPRESS PATH PSA COST STRUCTURE

Basic price	\$1,500
Potential Add-on: Tempo	\$1,500





THE STREAMLINED PATH, STEP-BY-STEP

HIGHLIGHTS

Works well for clients who do not see a ready solution in our Express Plans and instead would prefer to work with our system of pre-designed components and floor plans to come up with a design that better fits their needs.

- Based on our design system, not on specific example plans
- Provides a straightforward process for configuring plans to fit specific design programs, sites, and budgets
- Utilizes predesigned, standard components and interior layout options that can be combined in predetermined ways
- Offers more flexibility than our Express Plans, and simplified decision-making, shorter time frames, lower costs, and greater predictability than our Personalized design path

GETTING STARTED WITH STREAMLINED

Site plan, septic plan and photos are required to start. Unity recommends hiring a site planner to assist with locating and orienting the home on the site.

- Confirm platform and general design program
- Foundation type (slab, full basement, or walkout) confirmed
- Sales shares Streamlined constellation (component and floor plan options)
- Local builder engaged to assist with planning, cost estimating and scheduling
- Project budget consistent with preliminary estimates of finished costs
- Preliminary decision regarding Unity package scope: Shell or Tempo
- Client signs Preconstruction Services Agreement and provides payment

PRECONSTRUCTION SERVICES FOR STREAMLINED

DESIGN PHASE

- **DESIGN ASSEMBLY - KICKOFF**
 - Team introduction: Sales Advisor introduces 'Designer and Preconstruction Lead
 - Confirm site information and house location/orientation
 - Discuss site preparations, construction process, scheduling, local builder partner, financing (if any)
 - Confirm starting platform, desired components, and floor plan layouts
 - Configure plan to fit site
 - Unity sends floor plans and elevations to client for comments
- **DESIGN REVIEW**
 - Unity reviews and incorporates client comments
 - Unity completes the design and confirms design lock after client review
 - Plans include 3D view, floor plans, elevations and lighting plan

THE STREAMLINED PATH, STEP-BY-STEP

SELECTIONS PHASE

- Updated Shell estimate and standard Tempo estimate, if applicable, sent to client
- Introduction to selections software (virtual meeting)
- Selections follow-up (virtual meeting)
 - Shell – confirm door, window and timber selections
 - Tempo – answer any questions about finishes
- In person meeting to make final selections (Tempo only)
- Update Tempo pricing based upon selections

CONTRACT PHASE

- **UNITY DELIVERABLES**
 - Design Plans – Site diagram, 3D view, floor plans, elevations, electrical plans and building sections
 - Contract – Specifications and pricing
 - Breakdown of scopes for local builder estimating
 - Heating / cooling load calculations and HVAC equipment recommendations
 - Green Addendum – for appraisal if needed for financing
- **CLIENT RESPONSIBILITIES**
 - Complete project pricing – local builder scope including site work and utilities
 - Financing approval if needed

Client signs build contract and pays 20% deposit to begin build phase.

STREAMLINED PATH PSA COST STRUCTURE

Basic price	\$4,000
Potential Add-ons:	
Tempo	+\$1,500
Full Basement	+\$1,000
Walkout Basement	+\$4,000





THE PERSONALIZED PATH, STEP-BY-STEP

HIGHLIGHTS

The Personalized design path is for clients who generally like the Streamlined platforms and component options but don't see an exact fit for their needs in either of the other two paths.

- Personalized plans still begin with our predesigned, standard components but adds some flexibility for space planning, changes to windows, doors, interior partitions as well as exterior porches.
- Our most flexible design option, this path has correspondingly higher costs, longer time frames and less predictability.

GETTING STARTED WITH PERSONALIZED

Site plan, septic plan and photos required to start – Unity recommends hiring a site planner to assist with locating and orienting the home on the site

- Foundation type (slab, full basement, or walkout) confirmed
- Local builder engaged to assist with planning, cost estimating and scheduling
- Project budget consistent with preliminary estimates of finished costs
- Preliminary decision regarding Unity package scope: Shell or Tempo
- Client signs Preconstruction Services Agreement and provides payment

PRECONSTRUCTION SERVICES FOR PERSONALIZED

DESIGN PHASE

- **DESIGN - KICKOFF**
 - Team introduction: Sales Advisor introduces 'Designer and Preconstruction Lead
 - Confirm site information and house location / orientation
 - Discuss site preparations, construction process, scheduling, local builder partner, financing (if any)
 - Confirm starting platform, desired components, floor plan layouts and personalized elements
 - Configure plan to fit site
- **DESIGN ASSEMBLY**
 - Unity completes the design based on discussion during Design Kickoff
 - Unity sends client plans including site plan, 3D views and floor plans for comment
- **DESIGN REVIEW**
 - Unity reviews and incorporates client comments
 - Unity completes the design and confirms design lock with clients
 - Plans include 3D view, floor plans, elevations and lighting plan
 - Heating / cooling load calculations and HVAC equipment recommendations

THE PERSONALIZED PATH, STEP-BY-STEP

SELECTIONS PHASE

- Updated Shell estimate and standard Tempo estimate, if applicable, sent to client
- Introduction to selections software (virtual meeting)
- Selections follow-up (virtual meeting)
 - Shell – confirm door, window and timber selections
 - Tempo – answer any questions about finishes
- In person meeting to make final selections (Tempo only)
- Update Tempo pricing based upon selections

CONTRACT PHASE

- **UNITY DELIVERABLES**
 - Design Plans – Site diagram, 3D view, floor plans, elevations, electrical plans and building sections
 - Contract – Specifications and pricing
 - Breakdown of scopes for local builder estimating
 - Heating / cooling load calculations and HVAC equipment recommendations
 - Green Addendum – for appraisal if needed for financing
- **CLIENT RESPONSIBILITIES**
 - Complete project pricing – local builder scope including site improvements and utilities
 - Financing approval if needed

Client signs build contract and pays 20% deposit to begin build phase.

PERSONALIZED PATH PSA COST STRUCTURE

Basic price	\$12,000
Potential Add-ons:	
Tempo	+\$1,500
Full Basement	+\$1,000
Walkout Basement	+\$4,000
Extra Design	+\$2,000

