

# **Introduction**

## **Pfeifer King Building Corp.**

In 1987, Troy Pfeifer and Randy King founded their new home building company in Lee's Summit, Missouri. The company was incorporated two years later under the name Pfeifer King Building Corporation. From the beginning, their charter goal has been to construct competitively priced homes with consistently superior quality. Today, more than seventeen years later, the goal still holds true. Pfeifer King delivers over 100 years of combined quality-minded home building experience to every home they build.

The saying, "The bitterness of low quality lasts long after the sweetness of a low price," is the philosophy that drives this corporation. With an average annual sales volume of over \$10 million and more than 400 satisfied custom home "move up buyers," Pfeifer King Building Corporation has progressed into one of the largest "Design Build" home building forces in the Lee's Summit area.

Over 12 prestigious awards have graced the company's distinguished history. As early as 1991, Pfeifer King captured the attention of both the public and custom home building competitors with a second place trophy for the Parade of Homes American Dream Award. By word-of-mouth, their reputation for quality-minded professionalism quickly spread. To date, Pfeifer King has earned over 10 Pick of the Parade and American Dream Awards, as well as the 1998 and 2003 Distinctive Plan and Design Award. This recognition, from peers and the public alike, truly marks the pinnacle of Pfeifer King Building Corporation's building achievement and paves the way for an exciting future that you will be proud to be part of.

# What Happens Next?

## *An Overview of Your New Home Experience*

Purchasing a new home is an exciting experience. The process is also complex, with many details to be decided and arranged. While Pfeifer King Building Corp. is building your new home, you participate by taking care of several important aspects of your purchase. The chronological list that follows outlines the events that typically take place in the purchase of a new home. Where time frames are specified, you need to observe them in order for us to deliver your home on schedule.

### **Purchasing Your Home**

The purchase agreement and various addenda constitute the legal understanding regarding the purchase of your new home. Please read the purchase agreement and all attachments carefully. As with any legal agreement, you may wish to have your attorney review them. Once all the paperwork is signed, we suggest you insert those documents in Section 2 of this manual, Purchasing Your Home.

### **Applying for Your Loan**

Once you have signed the purchase agreement, finalizing the details for financing is next. To assist you, we may suggest lenders appropriate for your specific financial situation. Section 3, Applying for Your Loan, contains hints and information on the loan process.

### **Your New Home Selections**

New Home Selections, Section 4 of this manual, will assist you in the exciting process of personalizing your new home with your selections.

### **Construction of Your Home**

We invite you to tour your new home with us at several points during construction. We also expect and welcome your casual visits to the site. Please read Section 5, Construction of Your Home, for guidelines on safety, security, and work in progress. Please bring this manual to all our meetings.

### **Homeowner Orientation**

The homeowner orientation has two purposes. The first is to demonstrate the features of your home, discuss maintenance and our limited warranty program. Equally important, we want to confirm that we have delivered your new home at the quality level shown in our model homes and with all your selections installed. For detailed information, please review Section 6, Homeowner Orientation.

## **Closing on Your Home**

Closing on Your Home, Section 7 of this manual, describes the documents you will sign and other important details about the closing process. We have included guidelines to assist you in preparing for closing and move-in.

## **Caring for Your Home**

Many of your responsibilities as an owner and Pfeifer King Building Corp.'s responsibilities under the terms of our limited warranty are discussed in Caring for Your Home, Section 8. Begin now to become familiar with the home maintenance you should provide and our warranty service commitment to you.

## **Your Feedback and Suggestions**

Our desire to maintain open communication with you extends through the buying process and after your move-in. In an effort to improve the product and service we provide, we welcome your comments on how we've performed. We survey our customers after move-in. Our goal is to build the best home and the best customer relationship possible. Your feedback helps us reach that goal.

As time passes, if your housing needs change, we are ready at any time to build you another home. We also appreciate your referrals. Our office is always happy to provide you with information about where we are currently building and the products we offer.