

Mendota Homes and MHI Realty seek to make the process of selecting and purchasing a new home as simple, informative, and ultimately satisfying as possible. Our sales process works like this:

Step One: Take A Look Around – Visit the sales office or models for any of our developments. Take some time to review our printed materials, floorplans, diagrams, and Pricing and Availability list. Ask questions.

Step Two: Select a Condominium – Our sales staff is available to answer your questions and provide more information about a particular condominium or townhome, or the development in general. We believe that an informed purchase begins by providing necessary information in a low-pressure environment. Our sales people are all licensed Realtors, representing Mendota Homes. However, they are also company employees, not commissioned agents. Talk to any of our sales people regarding our floorplans, materials, interior finishes, pricing, and any other questions or concerns. If a particular condominium or townhome meets your needs in size, price, and features, let us know.

Step Three: Complete a Reservation Agreement – We will “hold” any condominium for you for a specified period of time. This Reservation Period allows you to review all relevant information including our sales documents and the governing documents for the condominium association, secure a commitment for financing, if necessary, and ultimately make a final decision about purchasing the home. The Reservation Agreement requires a refundable Reservation Deposit.

Step Four: Complete the Purchase Agreement - The Purchase Agreement is the binding, legal contract that outlines all the terms of the purchase and sale, including the price, down payment, and closing date. This Agreement will be provided to you during the Reservation Period, so you will have time to familiarize yourself with it, and have your Realtor or other representative review it. It will be signed by you and a representative of Mendota Homes during or shortly after the end of the Reservation period.

Step Five: Interior Material Selections – Shortly after signing your Purchase Agreement, you’ll meet with one of our design consultants at our Design Center to select all of the interior materials, colors, features, and upgrades for your new home. You may select each item individually, or select one of our five Design Packages for a complete, cohesive look. Our design consultants will be available to answer questions and guide you through the interior selection process. Your final material choices will be completely documented in an Addendum to your Purchase Agreement.

Step Six: Finish Construction – We will be working diligently to complete your condominium on schedule. After you’ve confirmed your choices for interior materials, features, finishes, and upgrades, we will regularly communicate with you regarding the progress of construction. As your closing date draws near, we will provide a full re-cap

of your condominium purchase, including information on the final closing date and time, and will contact you to schedule your move-in time.

Step Six: Homeowner Orientation – Approximately one week before your scheduled closing, you will meet with a Mendota Homes representative to do a complete walk-through of your home including an explanation of the overall building systems and the mechanical systems for your home.

Step Seven: Closing and Move-In – All Mendota Homes’ closings take place at Capital Title Corporation in Arden Hills. A representative from Capital Title will take you through the closing process, including signature of all legal documents necessary for your mortgage and all title transfer documents necessary to make you the proud owner of a new Mendota Home. After the closing, move-in and enjoy!

Step Eight: Stay in Touch - Mendota Homes provides extensive warranties on all our new construction products, so we’ll stay in touch long after the closing. During the sales process, we’ll explain the procedure for reporting warranty and service claims after the closing, as well as provide important information about living in a brand new home.



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