

**Builder Incentives, Sold, Inventory, etc
Spotsylvania County**

Project	Builder	May 07 Incentives	Sold/6 Mos	Current Inventory	Lots Remaining	Acres	Price Diff from Jan
Project 1	Builder 1	Flexible- per buyer needs	2	2	7	1/3	0
Project 1	Builder 2	15K Closing + 25K Options	5	2	7	1/3	-30K to 50K
Project 2	Builder 3	\$8K Closing + Package below	0	0	32	1/2	0
Project 2	Builder 3	\$8K Closing + Package below	1	0	4	2	0
Project 2	Builder 4	50% off Options up to 20K	1	1	5	2	
Project 3	Builder 5	50% off Options, no limit	4	0	31	1/2	-40K to 80K
Project 4	Builder 6	Per Homesite (some may not have any)	5	1	3 now, 40 smaller coming	2+	
Project 5	Builder 7	5K in Kitchen Options	1	0	40 coming soon	2-5	
Project 6	Builder 7	5K in Kitchen Options	0	0	6	3+	
Project 7	Builder 8	50% off Options up to 20K	0	0	38	1	
Project 8	Builder 9	Closing Costs	3	3	0	1/2	
Project 9	Builder 10	none	10	0	20	2+	
Project 10	Builder 2	\$25K Options or Sunroom + \$15K Closing	4	0	32	2+	-39K to 66K
Project 11	Builder 11	7.5K Closing + Rec Room	1	0	15	2+	-25K
Project 12	Builder 12	35K in Closing/Options	7	4	99	1	-70K
Project 13	Builder 13	6% of total sales price	3	1	112	2+	