

The As-Toured *Price*

The model home you tour is rarely the base price on the sign. This worksheet helps you compare what each home actually costs — finished the way you saw it.

1. TOUR ALL THREE

We mean it. Visit Knollwood and Woodfield — bring this sheet with you.

2. ASK & WRITE IT IN

For each feature, ask: included, or an upgrade? Have the sales rep quote the option price.

3. TOTAL IT UP

Base price + upgrades to match = the real number to compare. Then decide.

	Pinehurst Village Ashburn Homes · Felton	Knollwood Ryan Homes · Felton	Woodfield K. Hovnanian · Magnolia
Advertised starting price Before options, lot premiums & design selections	\$404,000 Windsor floor plan	\$429,990 as advertised, July 2026	\$494,990† lowest listed plan, July 2026
Homesite / lot premium Ask: what does the average homesite premium run?	\$ _____ published list — currently \$0–\$18,000 by homesite	\$ _____	\$ _____
8' basement w/ 3-piece bath rough-in Is it included on every plan, or a structural option?	✓ INCLUDED — EVERY HOME	☐ Included ☐ Upgrade \$ _____	☐ Included ☐ Upgrade \$ _____
2×6 exterior wall framing Deeper walls, more insulation, quieter home	✓ INCLUDED — STANDARD	☐ Standard ☐ 2×4 / not offered	☐ Standard ☐ 2×4 / not offered
42" upper kitchen cabinets What cabinet height is at base price?	✓ INCLUDED	☐ Included ☐ Upgrade \$ _____	☐ Included ☐ Upgrade \$ _____
Granite or quartz countertops Which level is standard — and which did you tour?	✓ GRANITE STANDARD the quartz you toured is part of the Signature package	☐ Included ☐ Upgrade \$ _____	☐ Included ☐ Upgrade \$ _____
Stainless appliance suite Range, OTR microwave & dishwasher at base?	✓ INCLUDED — GE STAINLESS	☐ Included ☐ Upgrade \$ _____	☐ Included ☐ Upgrade \$ _____
Tankless water heater Endless hot water — standard, or an upgrade?	✓ INCLUDED — STANDARD	☐ Included ☐ Upgrade \$ _____	☐ Included ☐ Upgrade \$ _____
Carriage-style garage door & landscape pkg Concrete drive, seeded yard, curb appeal at base?	✓ INCLUDED	☐ Included ☐ Upgrade \$ _____	☐ Included ☐ Upgrade \$ _____
Designer interior package — as toured What does it cost to match the model's finishes?	\$30,108 — Signature as in our Lewes model · saves \$7,202 vs à la carte · Haven & Aura priced per plan, on the spot	Package \$ _____	"Look" pkg \$ _____

YOUR AS-TOURED TOTAL

Base + lot premium + upgrades to match

\$465,108

Lewes plan + Signature Collection ·
+ homesite · full model as-built
shown at the model home

Knollwood

Woodfield

One tip before you tour: a price that drops the moment you mention a competitor was never the real price.

YOUR COMMUNITY EXPERT

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Across the street, \$429,990 is where the pricing starts. Here, you leave knowing what the finished home costs.

Competitor starting prices shown as advertised on ryanhomes.com and khov.com as of July 2026; subject to change without notice — always verify current pricing, inclusions, and offers directly with each builder. †Lowest listed floorplan at Woodfield; community advertised "from the mid \$400s." Pinehurst Village pricing per Ashburn Homes price sheet effective June 1, 2026; as-toured figure reflects the Lewes floor plan (\$435,000) plus the Signature Collection package on that plan (\$30,108) and excludes homesite premium (published list currently \$0–\$18,000) and optional enhancements. Package prices vary by floor plan. Our model includes additional enhancements — its complete as-built pricing is displayed at the model home. Any floor plan and Collection combination can be priced on the spot, in writing. Pinehurst Village pricing, features, and incentives subject to change. This worksheet is provided for the buyer's own comparison; entries in the write-in fields reflect information gathered by the buyer, not representations by Rush Home Team or Ashburn Homes. Equal Housing Opportunity. Rush Home Team, brokered by Compass.

Ten Questions to Ask *at Any Model Home*

Including ours. A good builder will love these questions. Pay attention to which ones get a straight answer.

1. "Is this model the base price on the sign?"

Ask for an itemized "as-built" sheet for the model itself — structural options, design finishes, and lot premium.

2. "Which package is this model dressed in?"

National builders sell pre-set design packages too — K. Hovnanian's "Looks," Ryan's picked packages. Ask which one you're standing in, and what it adds to the advertised price.

3. "What structural options are built into this model?"

Morning rooms, extended garages, luxury owner's baths — priced individually, in writing.

4. "Are the exterior walls 2×4 or 2×6?"

And what are the wall and attic insulation R-values? This is the difference you'll feel every winter — and on every utility bill.

5. "Is the basement included on every floor plan?"

Or only on select plans, select lots, or as a limited-time offer? Is the bath rough-in included?

6. "What's the average lot premium buyers actually pay?"

The advertised price usually assumes the least desirable homesite. Ask what the last five buyers paid in premiums.

7. "Is that incentive tied to your mortgage company?"

Builder incentives are usually conditional on financing with the builder's affiliated lender. Compare that loan's rate and fees against an outside lender — sometimes the incentive is quietly priced back into the financing.

8. "What deposits do I put down, and what's refundable?"

Contract deposit, structural option deposits, package and selection deposits — get the schedule in writing.

9. "Who built this exact home before, and where?"

Ask to drive past homes the builder delivered 5–10 years ago nearby. How a home ages is the real quality report.

10. "After settlement, who picks up the phone?"

A national warranty call center, or a local builder whose reputation lives in this county? Ask how warranty visits are scheduled.

IF THE PRICE SUDDENLY DROPS

A builder who finds \$10,000–\$20,000 the moment you mention a competitor is telling you two things: the first price wasn't real — and the next buyer, the one who doesn't negotiate, will pay it. So take the discount seriously. Then **bring us their best written offer**, and we'll walk through exactly what it includes, line by line, next to ours. If they're the better home for you, we'll tell you that too.

TOUR NOTES

COMPARE NOTES WITH US

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Tour all three. Then let's talk about what you found.

Questions provided as a general homebuying resource. Builder policies, inclusions, and offerings vary — verify all information directly with each builder. Equal Housing Opportunity. Rush Home Team, brokered by Compass.