

MARINERS LANDING SELLER INCENTIVES

property type	street address	tax map	sales methodology	size(apprx)	List**					
						1	1	1	1	1
1 The Pointe	1245 Graves Harbor Trail 201	250-23-201	confirmation	1050	\$ 419,900.00	\$ 293,930	\$ 335,920	\$ 377,910	\$ 419,900	\$ 461,890
2 The Pointe	1245 Graves Harbor Trail 205	250-23-205	absolute	1050	\$ 419,900.00	\$ 293,930	\$ 335,920	\$ 377,910	\$ 419,900	\$ 461,890
3 The Pointe	1245 Graves Harbor Trail 206	250-23-206	confirmation	1050	\$ 419,900.00	\$ 4,199	\$ 6,299	\$ 10,498	\$ 14,697	\$ 20,995
4 The Pointe	1245 Graves Harbor Trail 235	250-23-235	confirmation	1050	\$ 419,900.00	\$ 293,930	\$ 335,920	\$ 377,910	\$ 419,900	\$ 461,890
5 The Pointe	1273 Graves Harbor Trail 316	250-24-316	confirmation	1050	\$ 419,900.00	\$ 4,199	\$ 6,299	\$ 10,498	\$ 14,697	\$ 20,995
6 The Pointe	1273 Graves Harbor Trail 317	250-24-317	absolute	1050	\$ 419,900.00	\$ 293,930	\$ 335,920	\$ 377,910	\$ 419,900	\$ 461,890
7 The Pointe	1273 Graves Harbor Trail 318	250-24-318	absolute	1100	\$ 429,900.00	\$ 4,199	\$ 6,299	\$ 10,498	\$ 14,697	\$ 20,995
8 The Pointe	1273 Graves Harbor Trail 325	250-24-325	absolute	1050	\$ 419,900.00	\$ 300,930	\$ 343,920	\$ 386,910	\$ 429,900	\$ 472,890
9 The Pointe	1273 Graves Harbor Trail 348	250-24-348	confirmation	1100	\$ 429,900.00	\$ 4,299	\$ 6,449	\$ 10,748	\$ 15,047	\$ 21,495
10 The Pointe	1273 Graves Harbor Trail 3104	250-24-3104	absolute	325	\$ 159,900.00	\$ 111,930	\$ 127,920	\$ 143,910	\$ 159,900	\$ 175,890
11 The Pointe	1273 Graves Harbor Trail 3200	250-24-3200	confirmation	325	\$ 159,900.00	\$ 1,599	\$ 2,399	\$ 3,998	\$ 5,597	\$ 7,995
12 The Pointe	1276 Graves Harbor Trail 3404	250-24-3404	confirmation	325	\$ 159,900.00	\$ 111,930	\$ 127,920	\$ 143,910	\$ 159,900	\$ 175,890
13 The Pointe	1217 Graves Harbor Trail 151	250-21-151	confirmation	1750	\$ 649,900.00	\$ 293,930	\$ 335,920	\$ 377,910	\$ 419,900	\$ 461,890
14 Mariners Village	unit 70 1209 Mariners Way	250m-6-70	absolute	1230	\$ 300,000.00	\$ 1,599	\$ 2,399	\$ 3,998	\$ 5,597	\$ 7,995
15 SFH	1287 Our Cove Road	250-18-4	absolute	3200	\$ 475,000.00	\$ 454,930	\$ 519,920	\$ 584,910	\$ 649,900	\$ 714,890
16 SFH	2174 Lake Retreat Road	250-A-2M	confirmation	4200	\$ 604,900.00	\$ 210,000	\$ 240,000	\$ 270,000	\$ 300,000	\$ 330,000
17 SFH	2192 Lake Retreat Road	250-A-2N	absolute	4000	\$ 574,900.00	\$ 3,000	\$ 4,500	\$ 7,500	\$ 10,500	\$ 15,000
18 lot	sec 3 lot 5, Golf View Court	243-11-5	absolute		\$ 104,900.00	\$ 332,500	\$ 380,000	\$ 427,500	\$ 475,000	\$ 522,500
19 lot	sec 3 lot 7, Golf View Court	243-11-7	absolute		\$ 104,900.00	\$ 423,430	\$ 483,920	\$ 544,410	\$ 604,900	\$ 665,390
20 lot	sec 3 lot 8, Golf View Court	243-11-8	absolute		\$ 104,900.00	\$ 6,049	\$ 9,074	\$ 15,123	\$ 21,172	\$ 30,245
21 lot	westcove lot 2, Our Cove Road	250-25-2	absolute		\$ 84,900.00	\$ 402,430	\$ 459,920	\$ 517,410	\$ 574,900	\$ 632,390
22 lot	westcove lot 3, Our Cove Road	250-25-3	absolute		\$ 84,900.00	\$ 73,430	\$ 83,920	\$ 94,410	\$ 104,900	\$ 115,390
23 lot	westcove lot 4, Our Cove Road	250-25-4	absolute		\$ 84,900.00	\$ 1,049	\$ 1,574	\$ 2,623	\$ 3,672	\$ 5,245

furnished

* good towards the following:

docks leases, water, sewer, phone, data, cable(where applicable), restaurant, hotel, conference center, golf dues, golf membership, social dues, social membership, spa, Lifestyles/person training, additional rents(normal fees apply) or buy down points
all units in Huddleston, VA 24104

**percentages inclusive of buyers premium