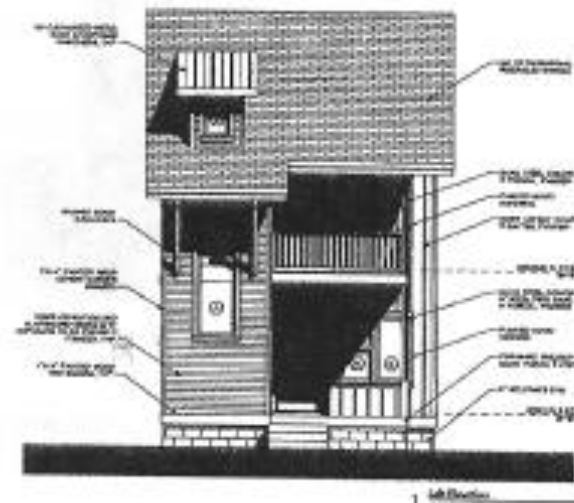
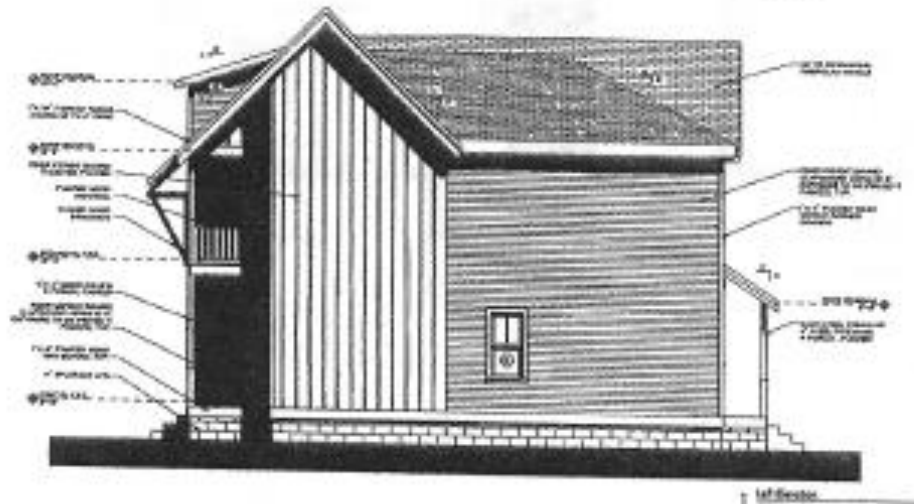


1 HOUSE #1 PLAN - A  
SCALE: 3/16" = 1'-0"



BIOGRAPHICAL DATA				REFERENCE
NAME	DATE	PLACE	REMARKS	
1. NAME	2. DATE	3. PLACE	4. REMARKS	
5. NAME	6. DATE	7. PLACE	8. REMARKS	
9. NAME	10. DATE	11. PLACE	12. REMARKS	
13. NAME	14. DATE	15. PLACE	16. REMARKS	
17. NAME	18. DATE	19. PLACE	20. REMARKS	
21. NAME	22. DATE	23. PLACE	24. REMARKS	
25. NAME	26. DATE	27. PLACE	28. REMARKS	
29. NAME	30. DATE	31. PLACE	32. REMARKS	
33. NAME	34. DATE	35. PLACE	36. REMARKS	
37. NAME	38. DATE	39. PLACE	40. REMARKS	
41. NAME	42. DATE	43. PLACE	44. REMARKS	
45. NAME	46. DATE	47. PLACE	48. REMARKS	
49. NAME	50. DATE	51. PLACE	52. REMARKS	
53. NAME	54. DATE	55. PLACE	56. REMARKS	
57. NAME	58. DATE	59. PLACE	60. REMARKS	
61. NAME	62. DATE	63. PLACE	64. REMARKS	
65. NAME	66. DATE	67. PLACE	68. REMARKS	
69. NAME	70. DATE	71. PLACE	72. REMARKS	
73. NAME	74. DATE	75. PLACE	76. REMARKS	
77. NAME	78. DATE	79. PLACE	80. REMARKS	
81. NAME	82. DATE	83. PLACE	84. REMARKS	
85. NAME	86. DATE	87. PLACE	88. REMARKS	
89. NAME	90. DATE	91. PLACE	92. REMARKS	
93. NAME	94. DATE	95. PLACE	96. REMARKS	
97. NAME	98. DATE	99. PLACE	100. REMARKS	

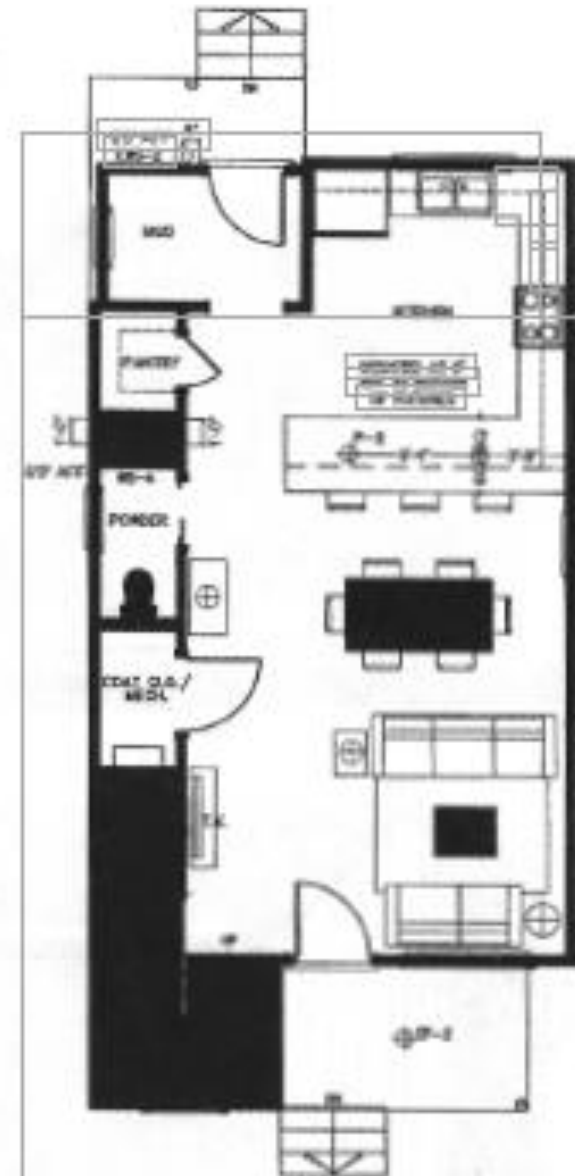
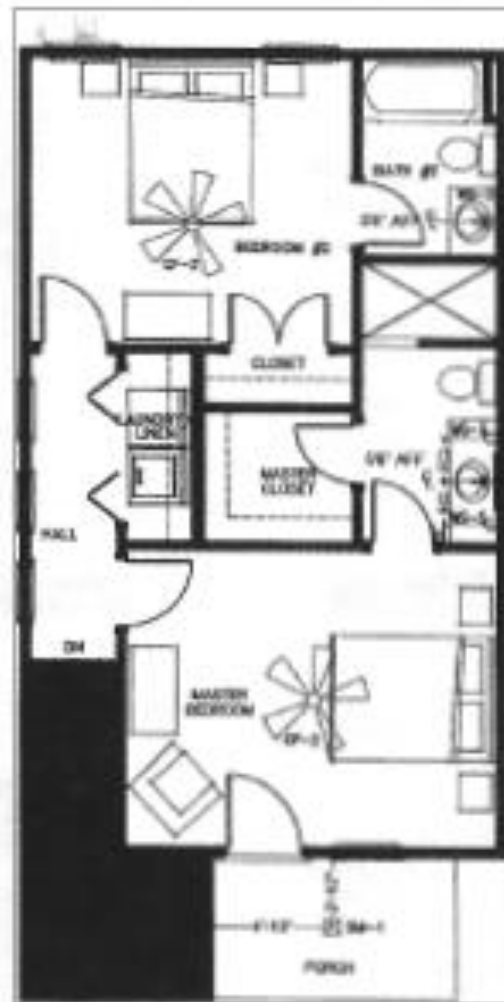


BUENA VISTA COTTAGES (Plan 'C2')

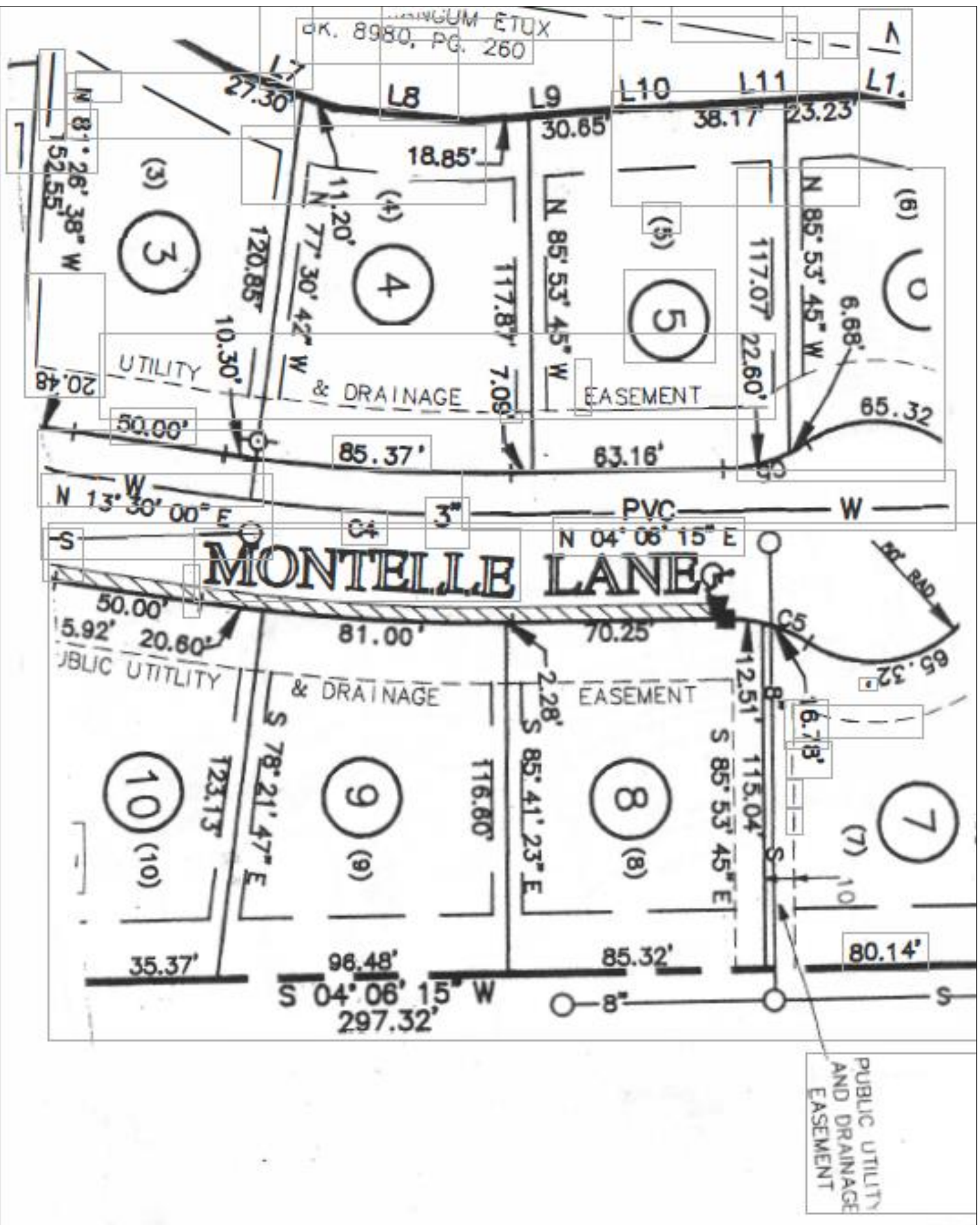
**A2.1**

HOUSE #9

PLAN C2  
 CONTEMPORARY SCHEME #3  
 FRONT DOOR PARTY COLOR:  
 PPG 442-4 VICTORIAN RED  
 FRONT EXTERIOR: PENDANT



OK. 8980, PG. 260



19951 SHARON PENTECOSTAL  
BL. 8334, PG. 818



**LINE TABLE**

LINE NO.	DESCRIPTION	DATE
1	...	...
2	...	...
3	...	...
4	...	...
5	...	...
6	...	...
7	...	...
8	...	...
9	...	...
10	...	...
11	...	...
12	...	...
13	...	...
14	...	...
15	...	...
16	...	...
17	...	...
18	...	...
19	...	...
20	...	...
21	...	...
22	...	...
23	...	...
24	...	...
25	...	...
26	...	...
27	...	...
28	...	...
29	...	...
30	...	...
31	...	...
32	...	...
33	...	...
34	...	...
35	...	...
36	...	...
37	...	...
38	...	...
39	...	...
40	...	...
41	...	...
42	...	...
43	...	...
44	...	...
45	...	...
46	...	...
47	...	...
48	...	...
49	...	...
50	...	...

**LOT AREA**

LOT NO.	AREA (SQ. FT.)
1	...
2	...
3	...
4	...
5	...
6	...
7	...
8	...
9	...
10	...
11	...
12	...
13	...
14	...

**LEGEND**

EXISTING IRON ROD
NEW IRON ROD
EXISTING MONUMENT
NEW MONUMENT

**OWNER'S CERTIFICATE**

I, the undersigned, do hereby certify that the above described property is the property of the undersigned and that the same is being offered for sale by the undersigned.

Date: \_\_\_\_\_

**RECORDING CERTIFICATE**

I hereby certify that the above described property is the property of the undersigned and that the same is being offered for sale by the undersigned.

Date: \_\_\_\_\_

**CONVEYANCE APPROVAL**

I, the undersigned, do hereby certify that the above described property is the property of the undersigned and that the same is being offered for sale by the undersigned.

Date: \_\_\_\_\_

**RECORDING CERTIFICATE**

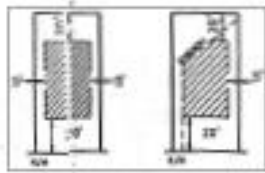
I hereby certify that the above described property is the property of the undersigned and that the same is being offered for sale by the undersigned.

Date: \_\_\_\_\_

- NOTES**
1. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  2. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  3. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  4. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  5. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  6. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  7. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  8. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
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  10. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  11. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  12. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  13. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  14. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  15. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  16. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  17. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  18. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  19. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.
  20. THE PROPERTY SHOWN HEREON IS NOT A PART OF THE ESTATE OF THE DECEASED.

**CURVE DATA**

STATION	CHORD BEARING	CHORD LENGTH	CHORD BEARING	CHORD LENGTH	CHORD BEARING	CHORD LENGTH
1	...	...	...	...	...	...
2	...	...	...	...	...	...
3	...	...	...	...	...	...
4	...	...	...	...	...	...
5	...	...	...	...	...	...
6	...	...	...	...	...	...
7	...	...	...	...	...	...
8	...	...	...	...	...	...
9	...	...	...	...	...	...
10	...	...	...	...	...	...
11	...	...	...	...	...	...
12	...	...	...	...	...	...
13	...	...	...	...	...	...
14	...	...	...	...	...	...



ROADWAY LINES ARE SHOWN WITH  
EXISTING LINES WHERE APPLICABLE  
AND PORTION OF ROADWAY LINES  
SHOWN IN ENLARGED.

**PROPOSED ROADWAY  
ENVELOPE DETAIL**

# **ASHLEY PARK**

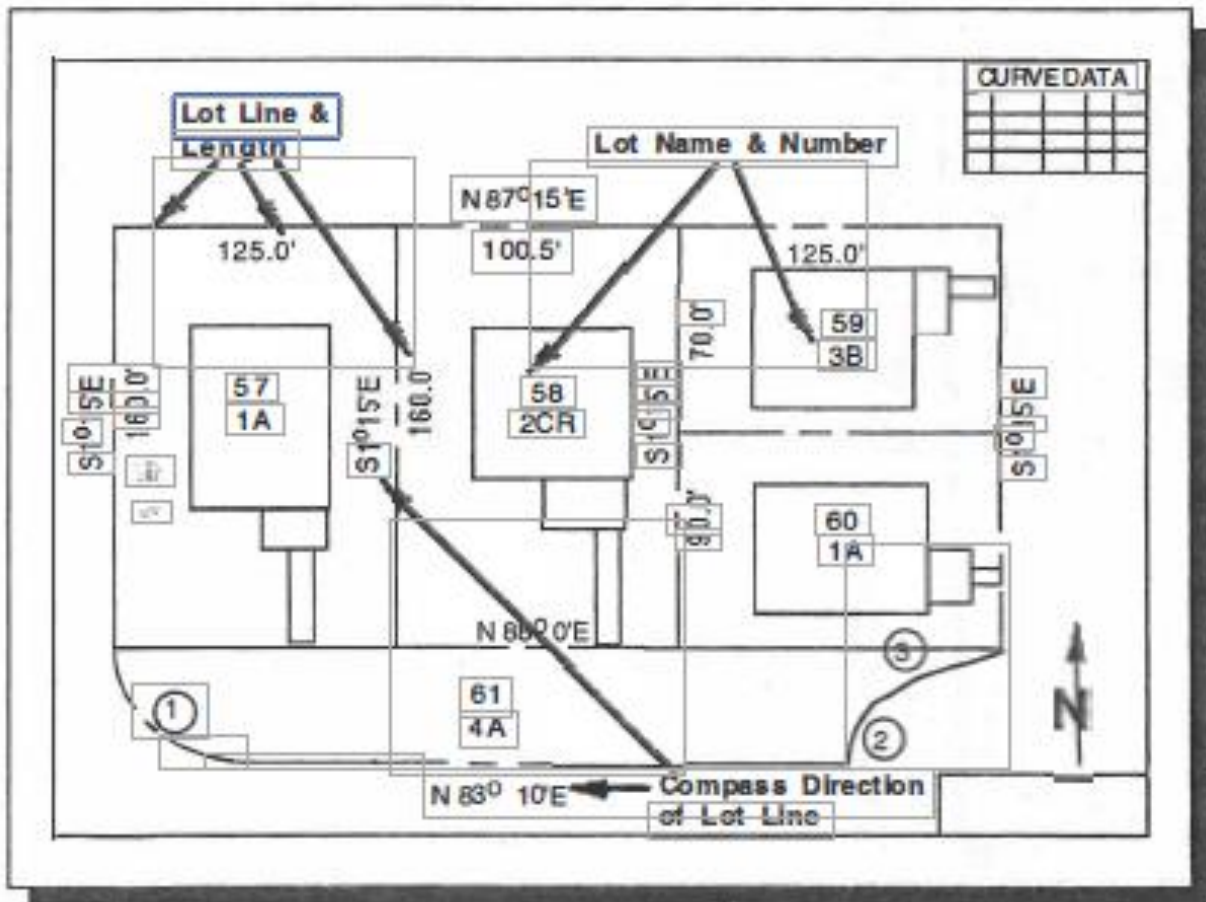
A PLANNED UNIT DEVELOPMENT

1ST CIVIL DISTRICT, DAVIDSON CO., TN  
32TH COUNCILMANIC DISTRICT

DATE: 5/28/98 SCALE: 1" = 50'

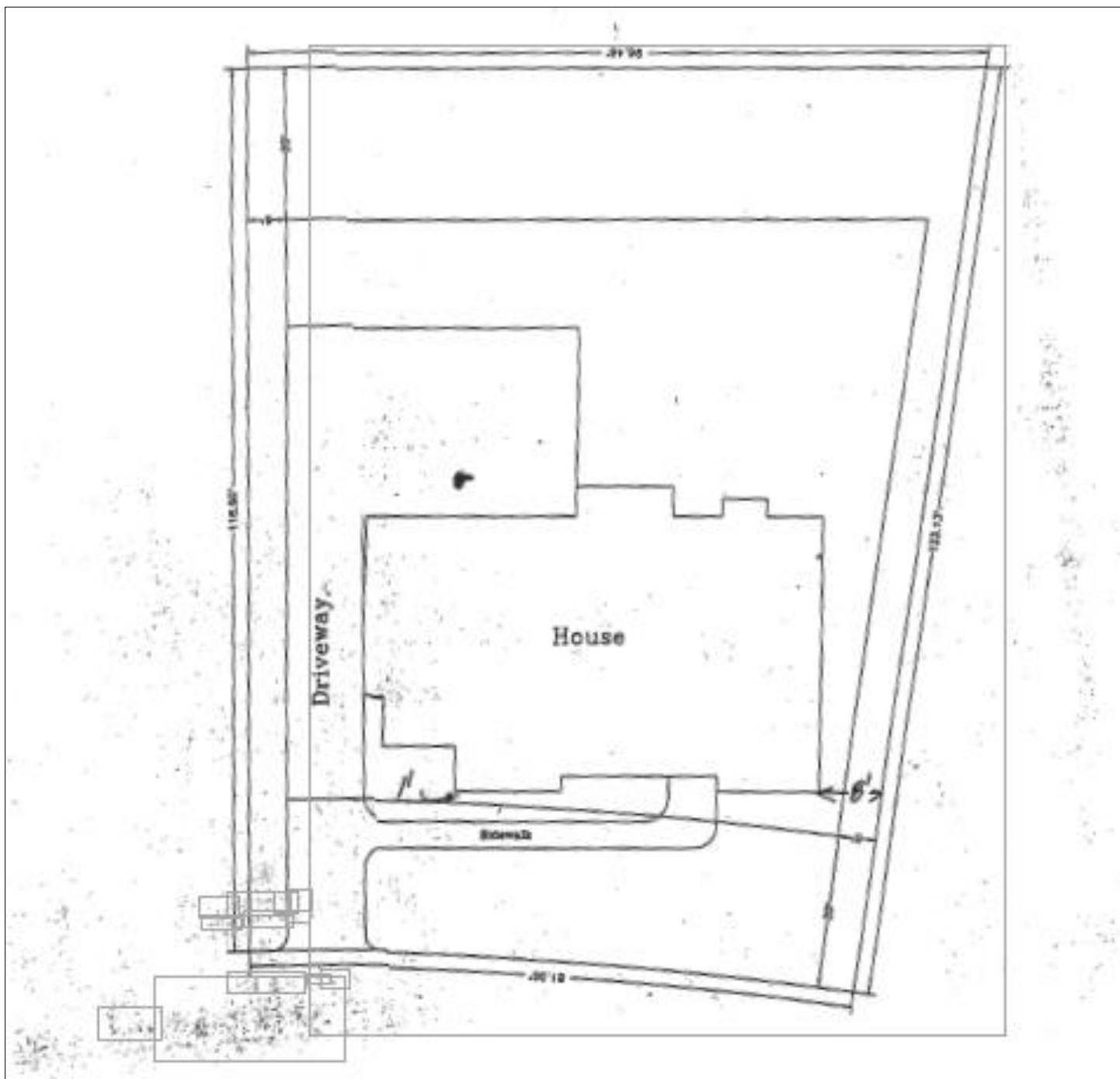
- Lot lines
- Location of existing or proposed structures, roads, walks, drives, easements, and utilities
- Existing and proposed grading features
- Existing and proposed landscaping
- Structure to be built

The first step in interpreting a plot plan is identifying the point of beginning (POB). The point of beginning may be any stationary object, such as a manhole cover, iron pin, or existing building. The point of beginning is the starting point for all boundary line measurements, known as lot lines. Lot lines are drawn from the point of beginning and defined in feet and decimal parts of a foot (e.g., 137.5', 82.25', 109.5'). Usually each lot or home site is numbered, named, and marked off by lot lines. Figure 3.5 is an example of a plot plan on which more than one home site is defined.<sup>11</sup> Names of owners may be added on a sales plat used in the sales office.





<p>plus -</p> <p>197.44</p> <p>area</p>	<h2>ARNOLD PROPERTY</h2>		JOB NO. <b>87-163</b>
	MAP 28, PARCELS 15.02 & 28 & PART OF 52		WK. ORDER <b>2674</b>
	15th Civil District - Williamson County, Tennessee		SHEET NO. <b>2</b> of <b>3</b>
	SCALE: 1" = 200' 0 100' 200' 400'		
	RAGAN-SMITH-MURPHY & ASSOCIATES, INC. <small>CIVIL ENGINEERING SURVEYING LANDSCAPE ARCHITECTURE</small> 315 WOODLAND STREET NASHVILLE TENNESSEE, 37206-PHONE 615-244-8591		
DRAWN BY: M.S.D.		DATE: 1/1/88	APPROVED BY:



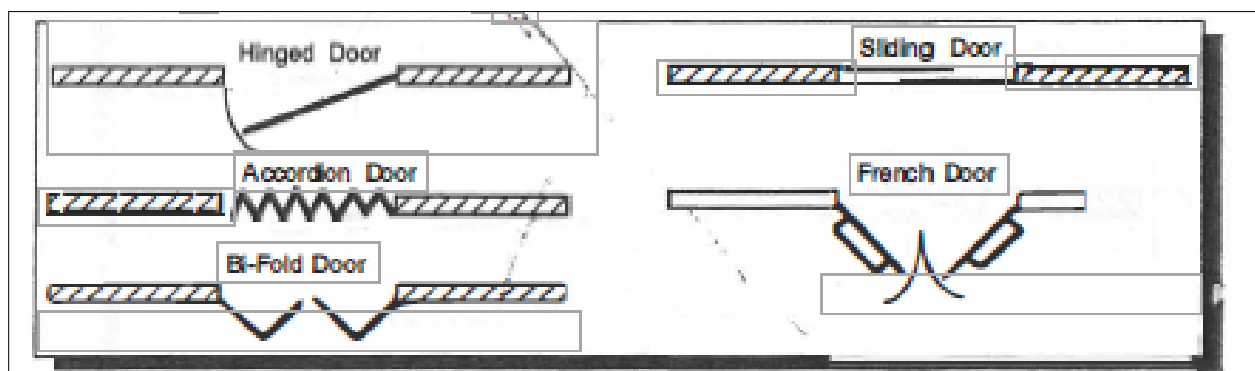
Your builder may furnish you with an individual plot plan for each home site you are selling. This individual plan may have more information on it, such as landscaping features and contours of the land. A final grading plan will show lot elevations, slopes, easements, and other features of the overall site. To sell the home site successfully, you should be familiar with the property itself. By carefully studying the plot plan and walking the home site, if possible, you can identify features that you can present as benefits during your demonstration.

## Selling from Floor Plans

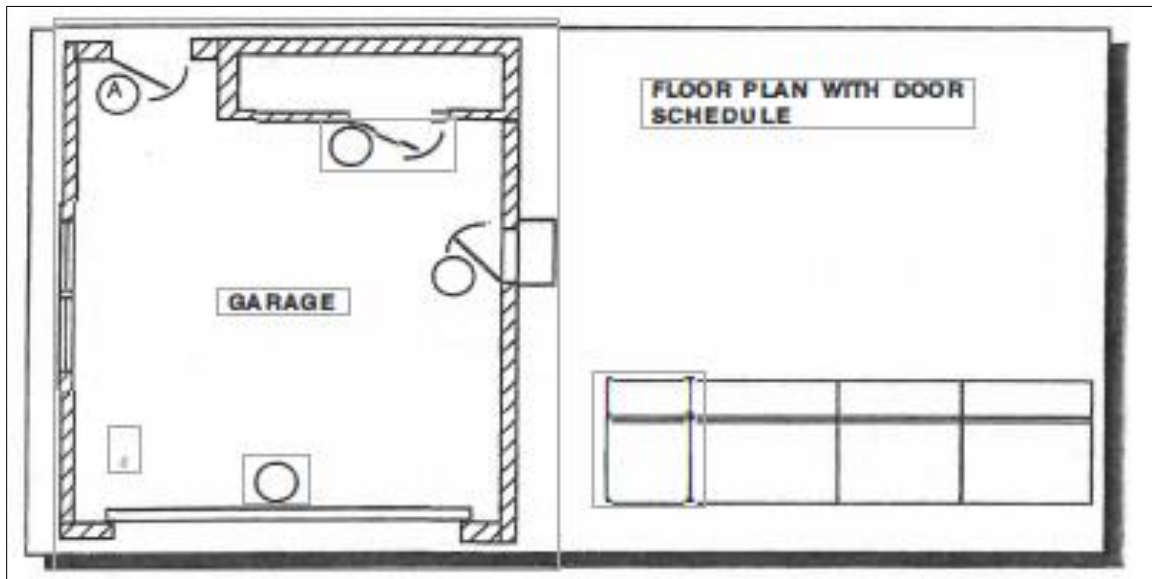
In most instances you will use floor plans when selling from blueprints. Different types of floor plans are drawn for specific purposes. These include the following:

- Simplified floor plans  
Often called one-line floor plans; simplified floor plans illustrate basic proportions and room arrangements. These are used mostly for sales brochures.
- Pictorial floor plans  
These are drawn to give the viewer a perception of depth and realism. They are used for sales and demonstration purposes. Pictorial floor plans are usually displayed in sales information centers.
- Working floor plans  
Often detailed plans floor plans, these plans give detailed construction information. Working floor plans give tradespeople, such as carpenters, plumbers, and electricians, the information they need to build the home.

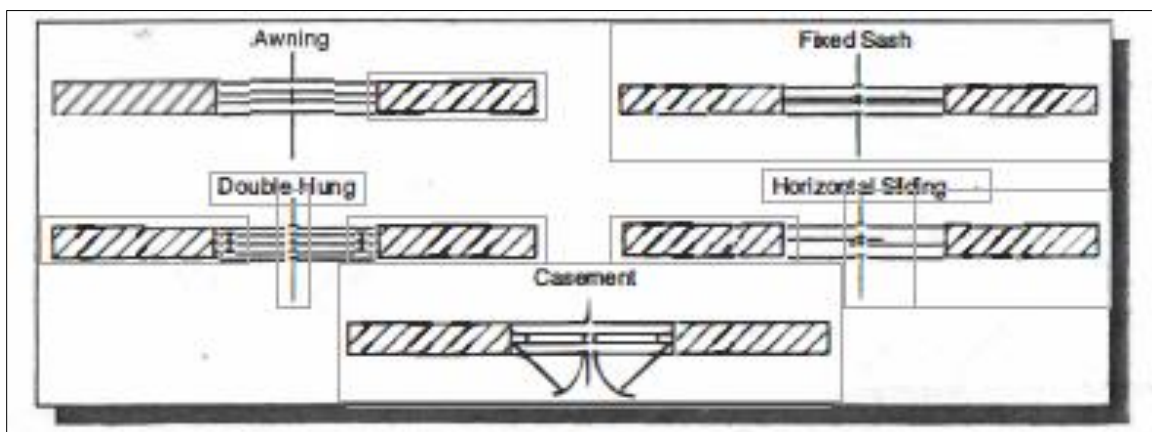
Each floor of the building has a separate floor plan. The main feature you will focus on during the selling process are doors, windows, plumbing fixtures, cabinets, and electrical devices, along with the general layout of individual rooms. Specific symbols represent the location of these features in a room. The following figure illustrates some of the symbols used to represent doors on floor plan.



Doors are generally available in widths of from 2'-0" to 3'-0". The height of most doors in homes is 6'-8", but some custom homes may have larger sizes. Also, the main entrance door may be 7'-0" or higher. The location, size, and direction of door openings (called swing) are drawn on the floor plans. Exact information for each door is usually given in a door schedule. Schedules are used to give information that would normally clutter the drawing. When a door schedule is used, the doors are labeled with a letter or number. The schedule gives complete information for each type of door. The following figure shows a simplified floor plan with a door schedule.

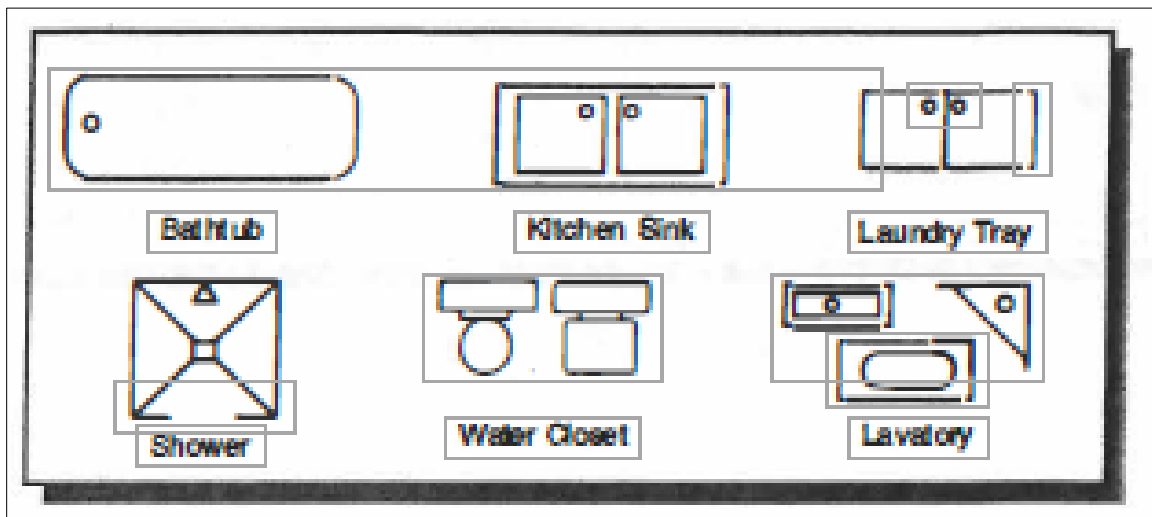


Floor plans also show the placement and size of windows. Five basic types of windows are used in homes and small commercial buildings. The following figure illustrates the common symbols used to represent types of windows.



Just like doors, information about windows is sometimes given in a window schedule. The window schedule corresponds to the numbered or lettered windows on the floor plan, and gives details regarding type, size, and special considerations for each window.

Plumbing feature symbols represent the fixtures' general arrangement in the room and are not usually dimensioned. The following figure illustrates plumbing symbols used on floor plans.



Cabinets are shown on the floor plan. Cabinets usually are located in the kitchen, bathroom, and utility room. Cabinet elevations (front drawings) are usually part of detailed drawings.

Electrical outlets and fixtures are also represented by symbols on the floor plan. These symbols show the approximate location of outlets, light fixtures, and switches. Additional information about electrical devices may be listed in an electrical schedule in the same way as window and door information was listed. The following figure shows common symbols and a sample floor plan.

