



**CITY OF BEL AIRE  
MARKETING INCENTIVES  
October 4, 2011 – May 1 – 2012**



**I. BUILDERS**

- Buy two lots, get one free. (Applies to The Village & The Park)
- 10% discount for any single lot purchased and owned by the City. (All of Central Park & Phase II of Elk Creek)
- City will carry the price of a lot for a New Spec Home or New Model Home. (Up to one year; builder must pay taxes & specials; City receives lot cost at closing with no interest; Non Transferable; Only applies to lots owned by the City.)

**II. NEW HOME CONSTRUCTION BUYERS**

- Free water and sewer up to six months on the following scale, whichever comes first. (Any new home in Bel Aire).

Up to \$150,000 Value	\$1,500
\$151,000 - \$400,000 Value	\$2,000
\$401,000 and up	\$2,500
- Five year grant based on the City's portion of Property tax. (Any new construction home in Bel Aire. 50% first two years, 38% third year, 25% fourth year and 12% fifth year. Example: Based on a \$150,000 house, \$395 year 1 & 2, \$296 year 3, \$197.50 year 4 & \$98.75 year 5 or a total of \$1,382.25).
- Free family membership to the Bel Aire Rec Center for one year. (Does not include program fees or pool).

**III. EXISTING BEL AIRE HOME BUYERS**

- Free family membership to the Bel Aire Rec Center for one year. (Does not include program fees or pool. Must have owned a home previously in Bel Aire and purchase another home in Bel Aire).
- Waive disconnect and re-connect utility fees. (Must own a home in Bel Aire and purchase another home in Bel Aire).

**IV. REALTOR INCENTIVES**

- City will pay a 6% commission to the buyer's agent at closing for lots sold in Central Park or Elk Creek owned by the City.