



BUILDING YOUR NEW HOME

with


STERLING
HOMES

The Best Experience You Will Ever Have Building a Home

Everyone deserves a home they love but it takes more than blueprints and building materials to make it happen. As you start on your home building adventure, you will need a **partner who can guide you** each step of the way. Building a home begins an close relationship with your builder - from introduction to warranty - so it is important to choose a team with a proven process that reflects your working style.

Building houses is easy; building a home takes vision, inspiration, and experience.

We have all heard the horror stories from our friends and neighbors — the tales of home building projects gone way over time or way over budget. As you begin your own home building journey, you may be worried that you will end up walking down a similar road.

Initial meetings are the perfect opportunity for you and the builder to evaluate whether this partnership has promise. If you know that you like to shop for deals, make decisions as you go, source your own products and finishes, or need the flexibility to change your mind as you see things progress, every builder may not be the right fit for you; and that is ok. Now is the time to figure that out.

Sterling Homes has spent decades optimizing a process that moves purposefully and efficiently. So, if you enjoy the ability to personalize your new home while being guided through a well-ordered set of guardrails, we may be just the builder you are looking for.



STEP 1

MEET YOUR BUILDER

THE STERLING HOMES DIFFERENCE

We get it — building a new home can be stressful. In over 40 years of building homes, we have supported our clients as they experience many twists and turns. That is why we are a committed partner working with you to make sure you are comfortable and happy in your new home. We stand firmly behind our work, with a long history of customer satisfaction. Whether you have built before or are considering building for the first time, the goal of Sterling Homes is to provide you with the **best experience you will ever have building a home.**

Sterling Homes is committed as your partner and your guide and will become your trusted advisor. We plan out your home on paper, on purpose, so that we can get all the details figured out long before we break ground. This ensures a smooth building process for us and an enjoyable experience for you.

Our process is designed to guide you through the home building experience with clarity and organization with logical step by step progression that makes the home-building journey stress-free and, most importantly, fun.



INITIAL MEETINGS

The fact that you are considering building a new home means you have already put some thought into it, with specific ideas about the space and the lifestyle you want to create.

During your initial meetings with Sterling Homes, you will share a lot of information as we guide you through productive conversations about your investment goals. We will ask you to provide us with three lists: your Needs, your Wants, and your Wishes. You may **Need** a first floor Owner's Suite; you may **Want** a tile shower; you may **Wish** for a Spa Experience with a large soaking tub, steam shower and massaging jets. These lists help us get a sense of what is most important to you and determine the style of home plan that works best for your goals.

Coupled with these lists, it is important for you to share an investment level with which you are comfortable. Sharing this information at the very start of this process is key as it informs everyone whether the project is financially feasible. Your investment range is the driving force of all that follows and the alignment of what your goals are with what is financially realistic is key to our united success.

Within one or two meetings, we can offer you pricing, whether it is a more refined purchase price from a Pre-Defined Plan, or a ballpark based on our experience with custom builds.



BONUS!

Flip to the end of this eBook to view how our easy, step-by-step home building process works.

STEP 2

DESIGN YOUR HOME

YOUR VISION, OUR EXPERTISE

PLANS

Your new home will fall into one of two categories:

Pre-Designed and Pre-Defined: Building a home based on existing plans, pricing, and specifications. These plans can always be adjusted and customized to suit your needs and desires — we seldom build the same home more than once. This often involves building in an existing neighborhood.

Design Build: A design-build project involves designing a home from scratch to maximize how it sits on the land to meet your ideas and needs. This may be in one of our neighborhoods or on your own land. (Download our Demystifying Design-Build eBook for more information on the Design-Build process.)

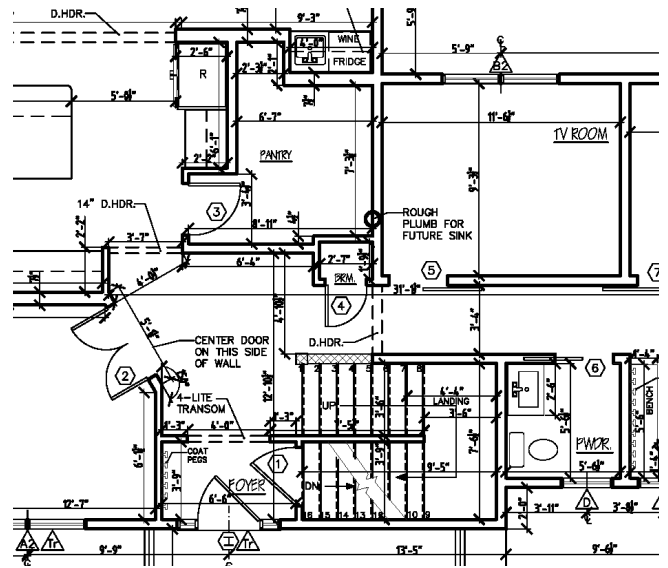
Depending on what your Plan needs are, there may be additional time in the process to design and price your home. Whichever type of home you want to build, or even if it is a blend of the two, Sterling Homes can help you turn your vision into reality. After everyone is comfortable and on the same page with the Plans, Specifications and Purchase Price, it is time to sign the Construction Contract.

SIGN THE CONSTRUCTION CONTRACT

The Contract Package you receive represents a home that we know we can deliver based on your vision and financial goals. Together, we will review this package and make certain you are comfortable with every aspect of your home.

Included in the Contract Package are Floor Plans, a Site Plan, Construction Specifications, and a current fixed Purchase Price for the home. Upon signing the Construction Contract, you will pay a non-refundable deposit.

We want to ensure that the Floor Plans are complete, correct, and exactly what you want. The Specifications, on the other hand, are a base we can work from. The Specifications do not need to be perfect to sign the Construction Contract because we are headed into Options & Selections (O&S), where you will select the finishes and elements of your home that truly make it yours. We will use what we have learned about you to customize your O&S experience to fit your lifestyle and help capture your aesthetic style.



OPTIONS & SELECTIONS

At Sterling Homes, we have developed and refined the O&S process to make it simple and fun for homeowners to make informed decisions about their finishes. We have removed the frustration and confusion that is often associated with this stage of building a home. With Sterling Homes, you are guided through **a process that is simple and enjoyable.**

During Options & Selections, you have the opportunity to select finishes such as flooring, cabinets, and lighting - some of your selections may be an added investment, some may offer a credit, and some may be cost neutral. We guide you through making these selections to best achieve your desired look, feel, and function, while keeping your investment goals in mind. Throughout this process, we learn about your style and intentions and, through our partnered vendors, get you options to achieve your vision. You are not consumed by having to source your selections or price shop, we do all that work for you. It is like having your own personal Design Consultant collaborating with you to create the perfect home for you.

Your Personal Choice List (PCL)

Throughout the O&S process, you will make personal choices about the features of your home. Documenting them on a Personal Choice List (PCL) helps us all stay on the same page and have a paper trail of decisions made during O&S. We compile all the selections that affect the purchase price of your new home (up or down) together in a Pricing Summation so that you always know what your investment is going toward.

The great benefit of Personal Choice Lists is that we are still planning your home on paper. There are no change orders to deal with, no frustrating pricing issues, and no stress about being able to get what you want without it impacting the timeline of the project. Personal Choice Lists add efficiency and organization to keep the process moving while allowing you to explore many options. Each PCL provides you with the precise cost of upgrades you are considering - giving you control of what to invest in based on its value to you.

At the end of O&S, we review all the details of your selections together to make sure we have captured your vision, sign the O&S Addendum, and you pay a final non-refundable deposit. The Addendum outlines a target close date so you can start planning for move in day.

You have made your selections for your new home. You have cast your vision. Great work! Now it is time to sit back, relax and watch your home come to life.

STEP 3

BUILD YOUR HOME

TRANSPARENCY & COMMUNICATION

During construction, you will never wonder about progress of your home, because we keep you updated every step of the way. One aspect of our process that customers and their families enjoy is access to their **client portal**.

When we begin building your home, we provide you with login information to your own private image gallery and several times each week we upload captioned pictures taken during construction. This way you are always aware of what is happening on the jobsite.

Your Sterling Guide is available to you at any time during construction to answer questions, review any recent changes, and to keep you updated on progress. This is all in addition to the two scheduled on-site orientations that occur during construction.



GETTING TO KNOW YOUR NEW HOME

The Sterling Homes team guides you through two full on-site orientations of your home. The first is a **Pre-Sheetrock Orientation**, where you can look at what is behind the walls before sheet rock goes up. Much of the comfort of your home is hidden behind the walls. During this orientation, you see your investment firsthand - how the home has been thoughtfully constructed and the details in place to ensure the highest standards. This also gives you time to experience the feel of your new home and conduct a final review of electrical placement.

The second is the **New Home Orientation**. About a week before closing, we provide a detailed demonstration — inside and out — of the operation and maintenance of your new home. We provide everything you need to know about the home, including a detailed homeowner's manual and warranty information. We also include a set of photos showing your home as a bare lot, throughout construction, and finally as a completed home, each photo with arrows and labels to features that are important to remember – whether visible or not.

ANSWERING YOUR QUESTIONS

Whether you have questions about the closing process, lender information, or your warranty, our guidance does not stop just because the construction has. Throughout closing and beyond, our goal is to remain your trusted advisor for any questions you may have about your new home.

How long does it take to build a house?

The amount of time it actually takes construct your home depends on several factors, including the home plan, the weather, the finishes, and the number of details. However, a typical estimate is that it will take about 150 days from when the foundation is dug to complete. When you sign your Options & Selections Addendum, we set a target closing date.

Once the sheetrock is complete, we will offer a firm closing date. You will then schedule the closing with your attorney and confirm time with us.

STEP 4

LOVE YOUR HOME

WELCOME HOME!

You have watched and waited excitedly while your home was built and now the time is finally here!

Savor the feeling of move-in day as you let it sink in that this is really your new home. The lifestyle you have been dreaming of is finally a reality, whether it is the creation of additional living space, a brand-new owner's suite, or the lower maintenance and higher energy efficiency you have always wanted.

No one is more excited for you to live happily ever after in your new home than we are. We have spent months planning with you, communicating with you, and guiding you through this wonderful time. Now, as we hand you the keys, it is easy to picture you living the life you want — and loving your new home.



START THE Conversation

Are you ready to share your Ideas,
Hopes and Dreams for your New Home?
Let us be your Guide.



(802) 864-0600 | SterlingHomesVT.com

LOVE YOUR HOME PLAN

A Guided Process



MEET

RESERVE YOUR LOT
Your land or ours!

DESIGN & BUDGET DISCUSSION
Determine your *home style* to fit your *lifestyle*.

DESIGN

OPTION 1
Pre-Designed, Pre-Defined

REVIEW OPTIONS & SELECTIONS
Determine plans that are just right for you:
■ 3 Season Porch
■ Finished Lower Level
■ Bonus Room

CONFIRM HOME PLANS

CONFIRM SITE PLAN

4-6 WEEKS

OPTION 2
Design/Build

BALLPARK PRICE
Sign Design-Build Agreement

DESIGN YOUR HOME
Design package includes:
■ Floor Plans
■ Site Plan
■ Sketches
■ Specifications

PLAN, SPEC & PRICE
See the big picture

3-6 WEEKS

OPTIONS & SELECTIONS
Select your home's *expert guidance*.
■ Cabinets
■ Countertops
■ Floors
■ Paint Colors
■ Lighting
...all that is important to you.

BUILD

CONSTRUCTION BEGINS
You've shared your vision – now sit back and relax!

WATCH THE PROGRESS
CLIENT ACCESS PORTAL

PRE-SHEETROCK ORIENTATION
1.5 HOURS
■ Enjoy your first planned, guided tour
■ Review your home in 3D
■ Would you like to close early?

NEW HOME ORIENTATION
3 HOURS
■ Home Manuals
■ Green Slides
■ Blower Door Test
■ Efficiency VT
■ Final Inspection
■ NGBS Final Inspection
■ RBES Filled
■ Closing Coordination Checklist

LOVE YOUR HOME
& live happily ever after

Your builder relationship and home warranty provide peace of mind.

