



Leave it to the Professionals: Why Home Builders Work with Preferred Vendors

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When your home is in the construction phase, it's impossible not to picture what it will look like when it's completed. You've been dreaming of a home that has not only been built with solid construction and attentive craftsmanship, but looks fantastic, too!

Professional finishes make or break the look of your home. How do home builders ensure that your home's paint job, flooring, landscaping, and other details are just right—and just as you dreamed? Working with preferred vendors allows home builders to provide a high level of quality assurance so that your completed home looks and feels exactly as you expected, all while maintaining your budget and timeline.

WHY USE PREFERRED VENDORS?

With so many talented professionals working in the industry, why do some homebuilders partner with preferred vendors? Couldn't you get a better price if the jobs were bid out to a variety of subcontractors?

The truth is that preferred vendors save time and money while ensuring a quality result. Here are the top reasons why home builders select preferred vendors:

EMBEDDED COST

Before construction begins on their new home, Sterling Homes customers sign a contract based on a complete set of plans, specifications and pricing. When it comes to fixtures, paint, carpet, cabinets, and other finishes, we are able to estimate these services as part of the overall project cost.

Instead of providing customers with an itemized list of how much it will cost to paint their walls or install their wood floors (or leaving it up to the homeowners to find their own contractors), we leverage our relationships with our preferred vendors to build these costs into the total home price. The benefit to the customer is that you don't have to worry about going over budget or becoming a mathematician to figure out how much particular finishes will impact your bottom line; we handle that for you with the help of our vendors.



WARRANTY

Your home should be built to last, and that includes your fixtures and finishes. Our preferred vendors represent brands with robust warranties that will protect you in the unlikely event of a product failure. Additionally, many warranties require installation by certified professionals in order for the warranty to be valid. Our preferred vendors have the required training and certifications to meet the warranty conditions while providing you with superior job quality. From windows to kitchen counters to lighting fixtures, working with preferred vendors ensures that your installations that will stand the test of time.

RELATIONSHIP

Through years of positive working relationships, our preferred vendors have come to understand our incredibly high standards—and they have proven to meet those standards. Strong relationships with preferred contractors means that we work closely with the vendors' teams to ensure that the work is completed on time and the way it should be.

WHAT MAKES A PREFERRED VENDOR?

Preferred vendors should first and foremost do what's right for the homeowner—you! We choose companies that have proven time and again to care about the needs of our customers and deliver consistent, high quality results that meet customers' needs. Here are some of the other factors that go into selecting preferred vendors.

LOCAL CONNECTION

When you've chosen to build a new home in Vermont, you know what a special place this state is. We agree—we've been building homes in Vermont for almost forty years! The local connection is one of the things about Vermont that makes it such a great place to live. When selecting preferred vendors, we choose local businesses with roots in the communities where we build.

PROVEN RESULTS

Consistency, quality, communication...these are all qualities that you want in your home builder, and these are the qualities we require in our preferred vendors. After years of working with our preferred partners, we have seen their results firsthand, and consistently trust them to produce work of the highest quality for our customers.



DIVERSE OPTIONS

Building a new home means being able to create your vision and enhance your lifestyle, all within a budget you define for yourself. Everyone's style is unique, and one of the most exciting parts of building a home is creating a reflection of your style. Sterling Homes' preferred vendors offer options to fit every taste, style and budget, so you can prioritize what's most important to you and your family.

Finding the right professionals to complete your home's style can be daunting. When builders work with preferred vendors, you can rest assured that the final result will be exceptional.