



# TRINITY

## TRUMPET

Quality Home News from TRINITY HOMES

SUMMER 2007

FROM OUR TRINITY HOME TO YOURS

### Developing Opportunities

We have 2 new exciting locations coming soon that we'd love to share with you.

#### *The Chase at Stoney Brook*

The Chase at Stoney Brook is our latest estate style community. Located in Lisbon, MD, 1/2 mile off Rt. 70, Chase at Stoney Brook will feature seventeen one acre homesites amid rolling open farm preservation land. With their financial partner for acquisition and development, Provident Bank, Trinity plans to start construction on its southern style, stone and siding model, Wesleigh Manor, in late June 2007. Road construction is now in progress.



(from left) John Gaw, Tim Keane, Michael Pfau, Art Sable of Provident Bank

#### *The Vineyards*



Looking for something different? Don't forget about one of a kind historic styling!

Walk into a community that will sweep you back in time, combining our celebrated historic standard features with state of the art amenities, The Vineyards is a most rare treasure nestled in the heart of Old Town Ellicott City. Just minutes from

antique row and steps from Patapsco State Park, you'll fall in love with the extraordinary charm this community has to offer.

If you liked the Woods of Park Place but missed out, here's your chance! And with only three homesites available, they won't be around for long.

Contact the Sales Center today at 410-750-2369 for more information on these locations. Be sure to refer your family, friends or co-workers to Trinity Homes if they are in the market to build!



### MICHAEL'S Message

Welcome to the 2<sup>nd</sup> quarter edition of the Trinity Trumpet.

I want to thank you for the comments and feedback about our first issue. I'm glad to hear so many enjoyed the service tips and updates. It is my goal to make this an informative and helpful newsletter you can look forward to reading.

Summer weather has made an appearance and what a welcome change to the rainy days of spring, although the beautiful flower gardens make it worth the wait.

Since I wrote to you last, Trinity Homes has been enjoying the afterglow of attending the 2007 MAX Awards sponsored by the Home Builders Association of Maryland. This year we were presented with the Award of Excellence for the design of the new Ellicott Manor model home at The Preserve at Waverly Glen as well as an award for the decorating. What a great night!



(from left) Tim Keane, John Gaw, John Yingling, Joe Matta, Mary Pfau, Michael Pfau

While getting ready to celebrate my 20<sup>th</sup> anniversary as Trinity Homes, I have come to know that the recognition from the industry is always an honor, but the greatest reward comes from clients that have chosen Trinity Homes to build their new home.

For that I thank you and appreciate your continued support and business.

Best Regards,  
Michael Pfau  
President, Trinity Homes

### Customer Service Corner

Summer is coming, schools are closing and vacation time is near. Here are some helpful hints before you leave for a week or two.

1. Check your sump pump for proper operation.
2. Set your thermostat to 78 – 80 degrees instead of turning the system off. This will help keep the humidity down and save energy, when you return home reset the system to 70 – 72 degrees and it should not take long to reach a comfortable temperature.
3. Shut your water off to your home.
4. Unplug major appliances, TV, computers, etc...
5. Check and make sure windows and doors are closed and locked.
6. Leave an outside light on, front and rear of home.

Most of us have already turned on our air conditioning or will do so soon, so besides checking your filters, which should be done every month, you should check your outside equipment to make sure it is clean and free of weeds and grass clippings in order to receive the proper air flow. You can also look at the ground around the unit to make sure it is level so system can operate efficiently.

June is a good time for a second application of fertilizer before the heat of July and August. Those of you with newly seeded lawns want to water your grass often and cut it when it reaches a height of 6 inches and don't cut it any lower than 3 inches. Remember Howard County has a water ban so you need to follow the restrictions outlined by the county. When you can, water early in the morning or in the evening for the best saturation and the least amount of evaporation. While watering your lawn, make sure to adequately water newly planted shrubbery and trees for healthy root stabilization. Have a safe and great summer!

John Yingling  
Customer Service, 410-992-9115

The Preserve at Waverly Glen,  
Sales Center and Model Home

410-750-2369  
www.trinityhomes.com



## Sales and Stuff

The sales center has been buzzing with activity as we celebrate recently winning 2 awards from the Home Builders Association of Maryland. The Ellicott Manor model won top honors for design and decorating. That's right! We took it home. We are so proud of our Ellicott Manor Model, we can't help but share. Time after time we watch as our guests enter through a magnificent foyer with a grand double stair case and lush Tuscan inspired design. We think the model is pretty spectacular and we are thrilled the judges agreed.



The sales team was acknowledged with a volume award for over \$18 million, and a great time was had by the Trinity employees who attended the festive evening.

We've continued our efforts to update our website, so be sure to keep checking in at [www.trinityhomes.com](http://www.trinityhomes.com) and take a few minutes to see what (and where) we're up to next!

We're always hard at work making sure we're offering our clients the best service available. We are thrilled to announce 2 new additions to the sales team with Mike and Sarah and have now added a new office in the lower level to house our selections co-ordinators Sally, Sherry and Lissa. Very soon we expect to offer design consulting along with our selections process.

We hope you continue telling your friends about your great experience at Trinity Homes and hope you come by and visit the new model soon. Hope to see you this summer.

*Linda Lee, Mike & Sarah*  
*Your Trinity Home Sales Team,*  
410-750-2369  
[www.trinityhomes.com](http://www.trinityhomes.com)

### *Greetings from the Selection Team!*

We are starting the summer by opening our new office in the lower level of the Ellicott Manor model at the Preserve at Waverly Glen.

We are also introducing design consultant, Lissa Bounds Stolte. An interior designer from Howard County, Lissa has a background in fine art, antiques, furnishings, custom draperies and fabricated products. Lissa studied art and interior design at the Maryland Institute College of Art and Towson State University with a B.S. from American University. We are excited to have her on the Trinity Homes Selection Team. Our new office hours will be published shortly.

#### *Your Selections Team,*

Sally Hodge,  
VP of Operations

Sherry Mewshaw,  
Selections Consultant

Lissa Bounds Stolte,  
Design Consultant

## Mortgage Minutes

Looking to build with Trinity Homes and need a construction or permanent loan? Or thinking about refinancing your current mortgage?

SunTrust Mortgage can help! With SunTrust Mortgage, our loan officers are "point of sale approved" which simply means we may have the ability to give you an approval on the spot without having to send a file to an underwriter.

SunTrust Mortgage uses an automated underwriting system which greatly reduces paperwork and turn around time from application to approval so you, the buyer, can close quickly.

It's just that quick and easy! Call me today for information on our creative and competitive financing programs.



*Terry Healy*  
*Home Mortgage Consultant*  
*SunTrust Mortgage*  
*9080 Baltimore National Pike, Ellicott City, MD 21042*  
*Office: 410-750-8346 / Cell: 410-458-0901 / Fax: 410-750-8339*

## From Our Trinity Home to Yours

*Welcome to the following new employees:*

**Mike Taylor**, Sales Consultant  
**Sarah Jahng**, Sales Administrator  
**Lissa Stolte**, Design Consultant

### *2007 Employee Anniversaries Second Quarter*

Dept.	Employee	Years of Service
Production Manager	Joseph Matta	17
Sales	Linda Lee Hickerson	14
Production	Rodger Nestor	14
	Thomas Breighner	8
	Robert Yingling	7
	Brian Vaughn	7
	Eric Brandt	6
	Joseph Breighner III	5
	Charles Uhler	2
	Charles Burgan	1
	Jose Carmona	1