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# THE ESSENTIAL GUIDE TO CHOOSING THE PERFECT HOME



HOMES BY  
MALTA DEVELOPMENT

# FIRST, A THANK YOU

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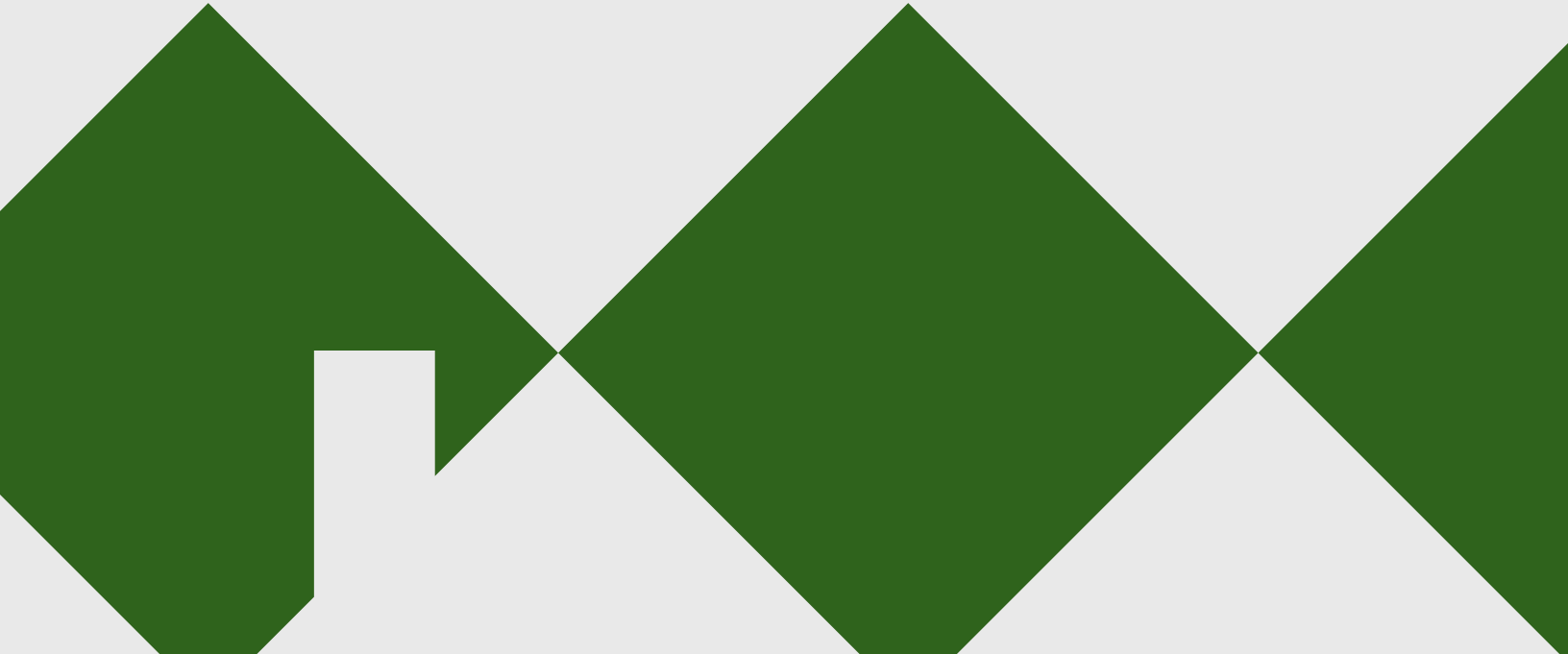
With the avalanche of information that inundates everyone these days, we appreciate you taking the time to explore your home-buying options and along the way, learn a bit about Malta Development, how we're different, and what we have to offer.

- Tom Samascott, President

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# OUR STORY

When Tom Samascott founded Malta Development in 1988, he set out to offer quality built homes at an unheard of value. Malta Development quickly made an impact on the housing market in Saratoga County and has become a recognized leader in the Capital Region home building industry.

*“Quality is not an act, it is a habit.”*

*- Aristotle*

## A NEW CONCEPT... A RETURN TO OLD VALUES

Tom decided early on that in order to stand out from the crowd, that his focus would be on unparalleled quality and value. A whole host of features other builders called “optional” and charged extra for, became an integral part of each and every Malta Development built home. Customers recognized an exceptional value and Malta Development gained a reputation for offering the most house for the money and for being the area’s best value in home ownership.

Tom has remained committed to his original vision and values, and as a result, something he hadn’t really planned on has happened . . .



# "AND THE WINNER IS..."

Creating homes people are proud to own and happy to live in has always been our guiding principle and ultimate goal. Winning national awards and peer recognition for doing that kind of work – that would just be icing on the cake. And that's exactly what has happened.

**Malta Development has received multiple awards in the Saratoga Showcase of Homes and in the Capital Region Parade of Homes in the category of:**

- Best Workmanship
- Best Technology
- Best Landscaping
- Best Exterior Design
- Best Curb Appeal
- Best Interior Design
- Best Kitchen
- Best Master Bath
- People's Choice Award

## NATIONAL RECOGNITION, TOO

In 2015, Malta Development was honored with a national level award from the National Association of Home (NAHB) for our Lakeview Landing community in Malta, NY.



# BUT WINNING ISN'T EVERYTHING

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Awards are nice. So is being featured in *Professional Builder* and *Modern Home Builder* magazines. What matters most to us is customer satisfaction. We strive to accomplish this by adhering to a high standard of quality and by providing an exceptional value and excellent customer care throughout the home buying process and beyond.

Here at Malta Development, we see ourselves as partners in a process that begins with one of life's most important decisions – the decision to buy a home. This ebook, we hope, will help with that.

*"There's no place like home."  
- Dorothy Gale*



# TRADITION WITH A MODERN TWIST



Take the **mudroom**, for example. Traditionally, it's a passageway from the outdoors in; basically, a place to wipe your shoes. But with the addition of built-in cabinetry and benches or wainscoting and hooks, we've turned it into an organizational area for coats, shoes, hats, gloves, keys, purses, backpacks.

## LIFE IS BUSY ENOUGH. WHO DOESN'T WANT TO BE MORE ORGANIZED?

Our homes include a feature that makes it easy to organize your busy life. Referred to as the “**Command Center**” or the “**Pocket Office**,” depending on the community, you will wonder how you ever managed without it.

Strategically located in a high-traffic area, it's a place to sit and manage schedules and calendars, plan meals, organize mail, charge cell phones, or boot up a laptop.

## DISCOVER THE LIFE- CHANGING JOY OF TIDYING UP

Whether you are a growing family, or an active empty nester looking to downsize, pretty much everyone appreciates a neat and organized home. That's why all of our homes include a handy **Command Center** or **Pocket Office**. You're welcome!



## BUILT FOR ADDED ENJOYMENT

Sometimes it's the simplest of pleasures that brighten a day. Entertaining friends and family. Relaxing with a glass of wine during the evening news. Sitting down with a cup of tea and a good book. Our Lakeview Landing and Orchard Pointe communities offer an Exterior Maintenance Package to take care of all yard work, including Spring and Fall cleanup, Fertilization, Lawn Mowing, Snow Removal, and more. Relax and enjoy life while someone else does the work.

## BUILT TO SIMPLIFY YOUR LIFE

- Goodbye cut up floor plans. Hello to a more functional home
- Plans that allow you to downsize intelligently without sacrificing design
- Satisfy the desire to live comfortably with plans that appeal to buyers in all age groups

# GOING GREEN. GOOD FOR YOU. GOOD FOR YOUR WALLET. GOOD FOR THE PLANET.

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With most pre-owned and even newly built homes, “green” is just a color. At Malta Development it’s so much more. Built to the rigorous National Green Building Standard, our “Green Certified” homes offer real advantages in terms of energy efficiencies, cost savings, and even health.

We have completed the National Association of Home Builders’ Certified Green Professional (CGP) Program. That designation recognizes builders who incorporate green and sustainable building principles into homes – without driving up the cost of construction. Malta Development is the only production builder in the Greater Capital Region whose homes are built to the **National Green Building Standard (NGBS)**, and are insulated with super-efficient spray foam insulation, as well.

Malta Development is honored to be named a NGBS Green Partner of Excellence, one of only 2 builders in the state of NY and 50 nationwide.

*“Our partners continue to innovate and transform the residential construction industry so that living in a healthier, more comfortable, and lower-cost home can be attainable to anyone seeking a more sustainable lifestyle.”*

## WHAT “GREEN” MEANS FOR YOU

**Our commitment to creating high-performing homes that have lower operating costs brings you:**

- Added value and substantially lower utility bills
- Improved comfort
- Cleaner, fresher air to breathe
- Low VOC (volatile organic compound) materials for a healthier living environment
- A home that’s more durable through the years and is kind to the environment

*“I can’t think of anything more important than the environment we leave our children and our children’s children.”*

*- Lewis Gordon Pugh*



# FOR A HOME LIKE NO OTHER

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*"We chose Malta Development because of their reputation of building quality and affordable homes. They not only built us a beautiful house but their management and attention to detail made the entire process a pleasurable experience."*

*- Sarah C.*

The likelihood that a pre-owned home will be exactly what you want is smaller than the counter space in many older kitchens. With Malta Development, you're not simply buying a home, you're creating one – customized by your choices throughout. Through a process we've streamlined to be stress-free, our team of sales and building professionals will work with you in choosing not only the lot and the floor plan that fit your needs, but a myriad of other options to reflect your personal style and the life you envision.

Once the perfect floor plan and lot have been decided upon, the fun starts. All of your selections are done in our brand new design center, set up to make choosing all of your new home's designer elements the pleasurable experience that it should be.

And to add to all this, we stand behind every home we build with one of the best warranties in the industry, a reflection of the confidence we have in our homes.

# REDEFINING YOUR STANDARD OF LIVING

START A VIRTUAL TOUR OF OUR MODEL  
HOMES TODAY. CLICK BELOW TO GET  
STARTED.

**START VIRTUAL TOUR**

**SHARE IT**



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BETHSMITHREALTY@HOTMAIL.COM

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