

**Patlin Enterprises**  
Authorized Distributors  
**The Original Lincoln Logs, Ltd.**  
95 East Hawley Road \* Charlemont, MA 01339  
(800) 507-8847 Toll Free Phone  
(413) 339-5773 phone \* (413) 339-4009 fax

### **TYPICAL CONSTRUCTION COSTS and MATERIALS SUPPLIED**

The two most common questions asked today are, "What comes with the package?" and "How much will it cost to finish my home?" The answer to the first question is easy: Lincoln delivers after the foundation cap is in place, and supplies the entire exterior of the home and the interior partitions. (The outside of the home looks finished; the inside is ready for the electricians and plumbers to work.) Why don't we deliver a cap for the foundation? If we have a cap in place BEFORE we deliver, we can stack materials on the cap rather than on the ground, and lock windows, doors, etc. in the basement, saving labor and material deterioration while providing a smoother, easier build. Why don't we provide the complete interior finish? We would be happy to, but each homeowner opts for different combinations of wood and sheetrock. Once we know the interior you want, we'll be happy to price it.

I am hoping that one of our homes is close to your dream home and that we may be able to help you customize that plan to make it perfect for you! If you've found a plan elsewhere that more suits your needs, we would be happy to give you a quote on that home at no charge. If you have been unsuccessful in your search for the perfect plan, our in-house architectural designer would be happy to help you design your dream home at no additional cost! Remember, over 80% of the homes we build start as one of our "standard" plans and are customized to fit the homeowner's needs. The other 20% come from plans in magazines, online, newspapers, or even someone's imagination! Often, we even take certain design elements from many different plans, and create a totally custom design. Please remember that even a totally custom design will not cost you more money than a standard design – our prices are based upon the materials required to build the design, not its complexity.

The pricing listed on each of our standard designs is based upon any of our standard solid log profiles. For the same price, we can provide the same design in our super-insulated "Thermo-Home®" Panelized wall system. This would provide the same coverage of wood for the interior and exterior of the home as if it was a solid log wall. (And it's really tough to tell the difference when you see the product!) All of our models are available in log or panelized profile, including but not limited to: Notch and Pass, Saddle Notch (Swedish Cope), Dovetail, a horizontal clapboard look with round or square corner posts or corner boards, vertical siding, cedar shakes, vinyl siding, fiber cement siding, stucco... the options are endless! We'd be happy to price the design of your choice in any exterior you'd like. For an estimate of the total cost of your project, we'll be happy to sit down with you, discuss your particular wants and needs, and estimate a finished price. We'd be happy to visit your land to hone in your estimate.

It is usual for our homes to finish at three times the package price, including the package (ie: a \$60,000 home finishes at \$180,000), including all ground work, septic, well, foundation, electric, plumbing, heat, interior finish, flooring, labor, etc. Some customers who get involved in the building process finish at lower prices. For example, clients who have a crew build the exterior but do the interior finishing themselves, finish at about two and three quarters the package price (the \$60,000 home finishes at about \$165,000). Many customers do ALL carpentry themselves, finishing at somewhat over twice the package price including the package. Please remember, in certain more affluent areas, a higher multiple may be required.

If you are thinking of doing any of the construction yourself, or have any family or friends that may help you, please let us know! We are currently scheduling 9 FREE building seminars (in CT, MA, VT, and NH) that will be starting in March, and we'd love to sign you up now!

We've been selling homes in New England for over twenty years. Twenty-seven crews have built about 900 homes for our clients. They are independent contractors with a great deal of experience; many can give a list of 50-60 references. However, it is NOT necessary that you use any of these recommended people. Our electricians, plumbers, masons, excavators, carpenters, etc., are available to you IF YOU WISH. Call if you'd like to visit any of our construction sites; we expect to have 40 to 50 homes under construction this summer.

We would love to make you an appointment to visit us in our model home, where we will give you a complimentary plan book filled with over 100 different "standard" models. Please give us a call to schedule that appointment, or to allow us to help you make sense of the building maze! If you have a chance, take a look at our web site, [www.patlinenterprises.com](http://www.patlinenterprises.com), where we have over 100 different models to study, as well as over 150 photos of already built homes. We would be happy to review these photos with you here in our office as well.

Please remember, in certain areas of New England, you may experience slightly higher multiples. We would be happy to discuss your particular area and how your prices may be affected.

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