

The logo features the words "LIVING STONE" in a large, bold, serif font. Below this, the words "DESIGN + BUILD" are written in a smaller, all-caps, sans-serif font. A vertical line on the left side of the text intersects a horizontal line that runs across the middle of the words "DESIGN + BUILD".

LIVING STONE
DESIGN + BUILD



Rated #1 CUSTOM HOME BUILDER
IN NORTH CAROLINA

- *Home Builder Digest*

LIVING STONE
DESIGN + BUILD

EXPERIENCE THE LIVING STONE DIFFERENCE



BEFORE

AFTER

A WELCOME FROM OUR PRESIDENT *Sean* SULLIVAN



First of all, I am honored to have you consider a Living Stone home.

Growing up in a military family allowed me to live all over the world. One of my most vivid memories is experiencing the Japanese culture. I learned the theory behind "Kaizen" as a business student and have applied the "continuous improvement" philosophy in everything we do.

We love what we do and our clients love it too! Our Design + Build philosophy is from "trees to keys", which means that we work with our clients through the entire process. Everything from securing the right lot, designing the perfect home plan, guiding them through financing and the thousands of choices in selections, executing the build and even furnishing their beautiful new home. And to top it all off, we give every new home a 10 year warranty.

Because our first steps with any new client are totally centered around the client experience and tailoring the perfect team for them, we ensure a smooth execution of their build. We pride ourselves on the years we've spent searching for, developing and training the right people that set our team apart.

For me, a favorite moment is always when a client realizes that the home we have created for them is not only their dream home, but also totally green, healthy and safe to live in for generations to come.



WELCOME TO THE *Whole Living* EXPERIENCE

We are Asheville's leading sustainable custom home builder. Living Stone Design + Build, *Accredited Master Builder* and nationally recognized NAHB *Green Builder of the Year*, has been crafting green, award-winning custom homes for more than 25 years. Along the way, we've perfected the process of building healthier, happier homes for our clients.

WHOLE LIVING

We provide a transparent approach that is both open and collaborative. Our dedication to quality and strategic partnerships with architects, designers and Realtors is how we're successful today. However, *why* we build homes goes much deeper. Our belief is that it's not only about *designing* and *building* green, sustainable homes, but *living* green. We call this *Whole Living*. From laying the foundation, to choosing non-toxic furniture, and long after the home is built, we educate our clients how to live healthy in their high performing home. This education incorporates behavioral strategies that range from how one cleans their home, to water filtration, and what house plants to use.

That's our difference.







Partner

BY DESIGN: STRATEGIC PARTNERSHIPS CUSTOMIZED FOR EACH CLIENT

REAL ESTATE: We partner with the most knowledgeable Realtors to help you locate a building lot, or home, that is perfect for you.

PLAN DESIGN: We only work with the best architects. This allows us to have input on design specifications, finishes, and square footages to ensure the design always fits your program. And we do it all in-house.

PERFORMANCE: We partner with building scientists who perform an evaluation before we ever begin construction. The scientists conduct tests, energy modeling, and obtain utility discounts, saving you money for the life of your home.

CONSTRUCTION: We compose a detailed estimate for each unique project, and track the actual cost in real time through the end of the build. We pair each client with a dedicated project superintendent who will ensure a build that utilizes advanced framing techniques and state of the art methods of construction. This ensures the highest quality and greatest value for each client's investment.

INTERIOR DESIGN: We partner with the area's top interior design firm to offer exceptional design recommendations for stylish, green/non-toxic materials and finishes that will give you a more beautiful and functional home.

COMMUNICATION: All of our projects are managed through a sophisticated software system, complete with a mobile App for your phone so you never miss a deadline, construction, or budget update.

FINANCING: We partner with banking institutions that will provide the lowest rates and fees while at the same time make financing your project a smooth and uneventful process.

WARRANTY: In addition to our 25+ years of building an impeccable reputation of excellence and value, we also give our clients peace of mind by offering a third party, transferable (10 year) home warranty on all new homes.

Priced BY DESIGN: PROGRAM OR BUDGET-BASED APPROACH

By understanding your goals and establishing clear expectations about your vision, we'll help you select the perfect lot. Then, we'll design the perfect custom home plan with you to maximize your program and budget, or we'll guide you toward one of our pre-designed plans.

CUSTOM DESIGN + BUILD / STARTING AT \$1M

Not all lots (or views) are created equal. If you want that perfect mountain build, then we need to design the ideal home to fit your lot. There are many factors to consider when designing a home in the mountains:

- Orientation
- View
- Topography
- Function
- Budget
- Program

We partner with top architects who will meet with us in our office to design the perfect home for you. Check out some of our most recent custom projects on our website at LivingStoneDesignBuild.com/custom-homes

PRE-DESIGNED PLANS

Building can be a challenge for those coming to the mountains, and most clients have no understanding of the complexity and the cost necessary when building on mountain slopes.

We believe that the perfect home starts with thoughtful, creative design, but that doesn't mean that it has to be complicated. We have collaborated with architects to create a collection of ideal plans that can quickly be modified, to any extent.





Interiors

BY DESIGN: SPACE PLANNING & INTERIOR DESIGN

YOUR PERFECT ENVIRONMENT is the result of vision and thoughtful planning down to the window treatments and kitchen tile. Working with our preferred design partner will ensure that your home reflects your tastes and lifestyle, and considers your health, comfort, and budget. Together, we can ensure that all the little details like wall colors, fixtures, lighting, and furnishings will elevate the level of style and finish of your home.

DEFINING USE, LAYOUT & APPEARANCE - Rooms are so much more than four walls. Let us take you through a process that allows you to consider the traffic flow, scale, and needs of each area of your custom-built home.

STRUCTURE & FOCAL POINTS - Make a stunning first impression. We help you think through and plan all the special features of your home.

MAXIMIZING VIEWS - Western North Carolina is one of the most beautiful mountain settings in the United States. We incorporate biophilic design into all of our projects to create

a connection between nature and the home. It's important to plan the balance and marriage of soft furnishings in a room to accentuate how you take in the mountain overlook!

THE LITTLE THINGS - Where will that lamp plug in, and is there a table exactly where you enjoy your morning coffee? You just relax...we will curate everything so you don't have to.

CONSCIENTIOUS DESIGN - Our process allows for custom interior design with your financial resources in focus. We recommend responsible and effective allocation while considering all the possibilities.

Green

BY DESIGN: NON-TOXIC + SUSTAINABLE BUILDING

There's green and there's **Living Stone green**. All Living Stone homes are green by design. We mindfully select each element that makes your home a happier, healthier place to live. To us, green is not a catch phrase or an upgrade. It's how we build each home with the highest integrity. Our stewardship of your comfort and health guides every step of our Design + Build process, and is the heartbeat of the Living Stone difference.

ENERGY EFFICIENT DESIGN - From the high-efficiency windows, to the insulated concrete forms, specialty plumbing fixtures, heat pump water heaters and efficient HVAC systems, every function of a Living Stone home reduces your energy bills and keeps you comfortable with the lowest energy outputs possible. All of our homes are Energy Star and NC Greenbuilt Certified.

INDOOR AIR QUALITY - Many builders and homeowners overlook the importance of airflow and best practices that can improve air quality, health and comfort. Our architects, builders, and interior designers prescribe low or non-toxic materials to reduce risks associated with breathing Volatile Organic Compounds (VOCs), and then we educate you on the importance of non-toxic furniture in order to *live green*.

PASSIVE SOLAR - Living Stone homes are designed and built to retain as much heating or cooling as possible, maximizing the principles of passive solar design.

SOLAR PANELS - Many of our homes make use of solar energy. Panels can be installed subtly, often unnoticeable from the street level. All Living Stone homes are built **Net Zero Ready**.

CHEMICAL ABSORBING DRYWALL - We optimize the safety and health of your home by utilizing a drywall substitute that reduces VOCs and absorbs other toxic gaseous materials.

LOCALLY SOURCED MATERIALS - To keep our carbon footprints as small as possible, we locally source many of our construction, landscape, and furnishing materials, including FSC certified woods.

LANDSCAPE AND WATER MANAGEMENT - We work with landscape architects to create drought-resistant and low maintenance garden designs. We ensure proper drainage techniques to keep your property and your land safe, and beautiful.





Inside GREEN

Furnishing

BY DESIGN: INTRODUCING ATELIER MAISON & CO.

We help you design green and build green. However, that's only a small part of the equation. What you put inside your home is just as important as how you build it. As our homes became tighter and more energy efficient, we realized that our clients were moving in furniture that was off-gassing inside their homes. Living green is as vital as building green. That's when we started sourcing low VOC and non-toxic furniture made with water-based glues and natural fabrics. This eventually evolved into our new home furnishings studio – **Atelier Maison & Co.**

Here you'll find nearly 20,000 square feet of healthy, swoon-worthy furniture hand-made with natural fabrics. Plus, lighting, art, rugs and one-of-a-kinds that'll make your home a healthier and happier place to live.

GRAND REVEAL - Ask about our Grand Reveals! We take your vision from conception to completion by choosing and installing every piece of furniture, art, dishware...and even install the last roll of toilet paper.





AGE BY DESIGN: *Aging* IN PLACE

A truly green home is one that is not only healthy and sustainable, but also **ONE THAT ACCOMMODATES YOUR LONGEVITY IN IT.** Living Stone homes are designed to keep you enjoying your home for as long as possible. All of our Aging In Place designed homes ensure that you will retain your independence, protect your investment, and add value over the long-term.

LOW MAINTENANCE - From the materials of your home's exterior to the shrubs and patio, we ensure that your home is easy to care for over a long period of time.

ACCESSIBILITY - Coming home should feel effortless at every age. We eliminate common dangers and inconveniences as you approach the entry of your home, taking special consideration to eliminate unnecessary steps. Even your storage spaces are designed to be easily accessible and functional.

OVERALL FLOOR PLAN - We design our Aging in Place homes so that everyday living activities happen on the main floor or are accessible with an elevator (or future elevator).

INTERIOR DETAILS - We select attractive and practical materials that are beautiful and easy to use. This includes an extra emphasis on lighting, lever door handles, and curbless showers.

SPACE PLANNING - We design your living spaces around daily activities, such as cooking and entertaining, so that they happen in the most comfortable and convenient ways possible.

COMFORT - Homes designed using Aging In Place principles not only provide you with a home that suits you at all ages, but also provides you with exceptional comfort for visiting friends and family.





Build BY DESIGN: OUR PROPRIETARY DESIGN TO BUILD PROCESS

The true beauty of a Living Stone home is the intentional thought and care that goes into each plan and building process. Let our team take over all the details! Our proven process of collaboration, will help you, easily and effortlessly, plan and build your mountain dream home.

CONVENIENCE - No need for you to schedule any meetings or coordinate multiple contracts. We will assemble the perfect team, including designers, architects, and engineers, and guide you through making all the important decisions.

Your “dream team” will plan all the crucial details like budget, timeline, fixtures, and finishes, before the ground is even broken.

We will continue to oversee your project to the last LED lightbulb and the placement of the final perfect window treatment.

We make it easy for you to follow along as your home is built to completion with our user-friendly project management software system. This intuitive system allows you to be involved through each step of the building process including daily reports, weather updates, changes and approvals, and open book billing.



TESTIMONIALS: A *Word* FROM OUR PEERS & CLIENTS

“Living Stone’s Design + Build process is an outstanding approach and its implementation was just amazing. Based on Sean’s reputation and his previous work we had very high expectations but they were exceeded in every regard. The Living Stone team was just superb.”

- GEORGE ACKERMAN

“Sean has the rare quality of being able to see the big picture while being engaged in the fine details of his projects. His ability to effectively and efficiently communicate not only gets the job done, but gets it done with a commitment to excellence. This excellence has elevated Sean as a leader among his building industry peers across North Carolina. I have known Sean for almost 20 years and have a great professional and personal admiration for his work and character.”

- FRANK WEISNER

Executive Director of the NC Licensing
Board for General Contractors

“I have built or renovated 5 homes and completed tens of millions of dollars of commercial construction. Sean is the most professional, knowledgeable, honest, organized residential builder and has been my pleasure to know. He recently completed our custom home and exceeded our expectations in every way. From his staff to his sub contractors, excellence is practiced every day.”

- JIM JONES

“We are thrilled with our green built home designed and built especially for us by Living Stone Design + Build. The care they took in choosing materials and using sustainable building practices are allowing us to enjoy excellent air quality inside our home while we realize amazing savings on our energy bills.”

- DR. WARREN STRITTMATTER



“Design build is an outstanding approach and the implementation of it was just amazing. We had very high expectations and they were simply exceeded.”

- STANLEE STAHL

“What I have realized through this whole process with Living Stone & ID.ology including all employees and contract vendors, is that they are truly artists. Having never built a home before and SO many decisions that are needed to be made has undoubtedly made this project easy and fun. This has only happened because of their high level of ability, communications, & organizational skills, and the love of what they do and truly care about the customers needs and concerns.”

- CINDY SENNETT



OUR *Vision*: TO BE THE MOST RESPECTED NAME IN CUSTOM HOME BUILDING

Rated #1 Custom Home Builder by Home Builder Digest

Accredited Master Builder

Certified Green Professional

Certified Aging In Place Specialist

Building Green Real Estate Certified

Clear Water Contractor

Certified Lead Renovator (EPA)

Kohler Builder Partner

Energy Star Partner

NC Greenbuilt Alliance Partner

Indoor airPLUS Partner

Duke Energy – Western Region *Low Volume Builder of the Year*

Member of Certainteed's Builder Advisory Council

President of the Asheville Home Builders Association

President of the NC Home Builders Association

Builders Mutual Insurance - Board of Directors

NC Builder Institute – Trustee, Faculty Member, and Instructor

AIBD – American Residential Design Awards – *Best Custom Home* for The Sennett Residence

BUILD – *Most Outstanding for Sustainable Home Building Firm – NC*

BUILD – *Most Innovative Sustainable Home Building Firm – NC*

BUILD – *Best Renovations Firm in the South East and Excellence in Sustainable Building*

BUILD – *Best Green Design + Build Firm in NC*

NAHB - Member of the Builder 20 Club (Cornerstones)

NAHB – Chairman of the Single Family Builders Committee

NAHB – Chairman of the Design Committee

NAHB – Board of Directors

NAHB – Certified Green Professional (CGP) of the Year

NAHB – Young Professional of the Year (Region B)

NAHB – *Best in America Living* (BALA) award (4x)

NAHB – *Best in Green* award (BIG) for the Rhodo Reno

NAHB – *Top Design Trend* (featured in the Design trend Calendar) for "Modern Farmhouse" for the Watkins Residence

NAHB – Single Family Builder *Safety Program of the Year*

NCHBA Stars Awards winner for *Best Outdoor Living Project* for the Watkins Residence

NCHBA Stars Awards winner for *Best Landscape Design*

NCHBA Stars Award Winner for *Best Whole House Renovation* (3x)

NCHBA Stars Award Winner for *Best Addition* (2x)

NCHBA Stars Award Winner for *Best Single Family Detached Home* (12x)

NCHBA Winner of *Best Humanitarian Project* for First Friday Ministry

NCHBA Winner by Builder's Mutual for *Best Safety Program*

Asheville HBA – *Builder of the Year* (2x)

Asheville HBA Parade of Homes – *Special Project Award* (3x)

Asheville HBA Parade of Homes – *Viewer's Choice Award* (7x)

Asheville HBA Parade of Homes *Gold Craftsmanship Winner* (10x)

Asheville HBA Parade of Homes *Innovative Home Award* for The Sennett Residence

Asheville HBA Parade of Homes *Magazine Cover* (3x)

Asheville HBA Parade of Homes *BEST IN SHOW Award* for The Sennett Residence

Asheville HBA *Safety Program of the Year*

Asheville HBA PACE Award - *Best Public Relations Effort* (2x)

Builder of *Southern Living Inspired Home* – French Broad Crossing

Best of Black Mountain – U.S. Commerce Association

Asheville Lifestyle Magazine – Cover feature "Community Builder"

Asheville Lifestyle Magazine – Cover feature "The Home Issue"

Asheville Real Producers Magazine – Cover feature "Asheville's Elevated Home Furnishings Experience"

Builder/Architect Magazine – Cover feature "Building with Living Stone"

NAHB's Best in American Living Magazine – feature "Splendor Living in the North Carolina Mountains"

NC Builder Magazine – Cover feature "Bringing Passion as NCHBA President"

Fine Homes & Design – Cover feature "The Marriage of Design + Build"

House Beautiful – feature "Built Better"

Dream Smart TV – episode "The Savvy Home Buyer: Featuring Living Stone"



