

**Contact: Tony Di Giosia**  
TriStone Homes  
Phone: 210.562.3460 ext. 110  
Fax: 210.562.3425  
tdigiosia@tristonehomes.com  
3522 Paesano's Pkwy, Suite 100  
San Antonio, TX 78231  
www.tristonehomes.com



# Press Release

## San Antonio Home Builder Strengthens Presence in the West

### TriStone Homes Enters Trophy Ridge

**San Antonio Texas, February 4, 2010:** TriStone Homes, a local home builder, has announced the opening of their seventh community, Trophy Ridge in far west San Antonio near Potranco and 1604. "Trophy Ridge is a beautiful tree-filled community that is focused on protection of the natural environment" says Dave Matlock, owner of TriStone Homes, "and we are excited about introducing our "Hill Country Collection" that ties in with the architecture of the existing homes."

TriStone Homes will be offering plans from 1,348 to 2,963 square feet from the \$140's to \$180's with multiple elevation, structural and customization options to provide diversity in the curb appeal and preserve the look and feel of the existing streetscape. Many plans have oversized front porches and covered back patios with a mix of materials including brick, stone, siding and board & batten. "It's important to us to tie in with the unique craftsman-style architecture of the existing homes" says Tony Di Giosia, Vice President of Product Development for TriStone Homes. "Although the exteriors may have a nostalgic look, the interiors are designed for today's lifestyles. Features include open plans with architectural details such as high ceilings, large windows, arched openings, rounded corners and display niches."

"The key to our growth has been the experience we provide our home buyers," says Nancy Campbell, Vice President of Sales for TriStone Homes. "We focus on keeping the buyer at the center of the process through the entire journey from lot selection to closing. It's something unexpected in the price range we build."

The model home and sales office will be open February 19<sup>th</sup>, with construction of new homes starting the same day. For more information contact David Trevor, sales counselor for TriStone homes, at (210) 325-6224 or visit [www.tristonehomes.com](http://www.tristonehomes.com).

### About TriStone Homes

TriStone Homes is a local San Antonio home builder started in 2008. Currently in seven communities, they are one of San Antonio's fastest growing home builders per the 4Q 2009 Boelke Report. It is TriStone's core value and belief that:

- A quality home should be affordable
- The home buyer should remain at the center of the process
- Customer service should be proactive
- You treat others as you would expect to be treated

The dream of home ownership should not be out of reach. TriStone Homes maintains an open relationship with customers by encouraging them to know everyone on the team, from the sales

person to the superintendent, office staff and warranty personnel. Open houses are held each month as an opportunity to interact with the entire team on a personal level. By working together with home buyers, TriStone Homes is dedicated to treating each customer as an individual and making their dream of home ownership a reality.

TriStone Homes demonstrates its commitment to quality through an intensive inspection process and system of checks and balances to ensure that all promises are delivered upon. This includes a pre-construction meeting to review construction documents with the home buyer and explain what they should expect throughout the process. Each sales agent makes weekly progress report calls to share construction status. Over a dozen quality inspections are performed during the construction process, including a third party inspector who serves as an "extra set of eyes" to ensure no details are missed.

It is TriStone's philosophy that no home will close before it is considered ready by the home owner. This includes a final walk with the buyer that is guided by the third party inspector, project superintendent and warranty service manager. Operation of appliances and basic maintenance are covered during the walk, and any items found will be corrected and approved by the buyer prior to closing.

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