

## "I Really Like This House..."



**W**hile swinging hammers on a Habitat for Humanity house, Evans Coghill Homes partners Alan Banks and Chris Folk built the foundation for their own homebuilding company.

Folk, a licensed general contractor building infill homes in Charlotte's most desirable neighborhoods, and Banks, a mechanical engineer who built a successful publishing business cornered on the homebuilding industry, strengthened their friendship during those days out in the hot sun and saw that their combined talents could sustain a superior company.

Borrowing from their middle names, which happened to be their grandmother's maiden names, Evans Coghill Homes was formed in 2000, focusing on uncommon craftsmanship, a penchant for organization and details, and a commitment to build homes tailored to the individual owners. The pair makes the perfect team – combining Chris's construction and product knowledge expertise with Alan's business management, finance and marketing know-how.

### Timeless Homes, Enduring Reputation

Evans Coghill Homes has become a preferred builder in some of the Carolinas most successful neighborhood developments, raising the bar for quality construction and proving demand in previously untested markets. Evans Coghill Homes built a reputation for building classically designed homes with traditional elevations. Our homes are especially attractive to buyers who want right-size living. That means homes that use money-saving, environmentally sound materials to build sensible homes where square-footage isn't wasted and luxuries are plentiful.

Those features that are evident to every visitor to an Evans Coghill Home and include oversized staircase handrails, granite countertops, hand-sanded and hand-finished hardwood floors, raised ceilings and custom trim work. Evans Coghill Homes became one of the region's first firms trained in such forward-thinking programs as EarthCraft. High performance features are

standard in every Evans Coghill Home, and all include such features as high performance, low e windows, low VOC paints and energy efficient heating and cooling systems.

### Getting the Home You Want

But what truly make a house a home is how it fits the way the owner lives.

Homeowners building from plans or choosing a portfolio home have the ability to make the home exactly what they want.

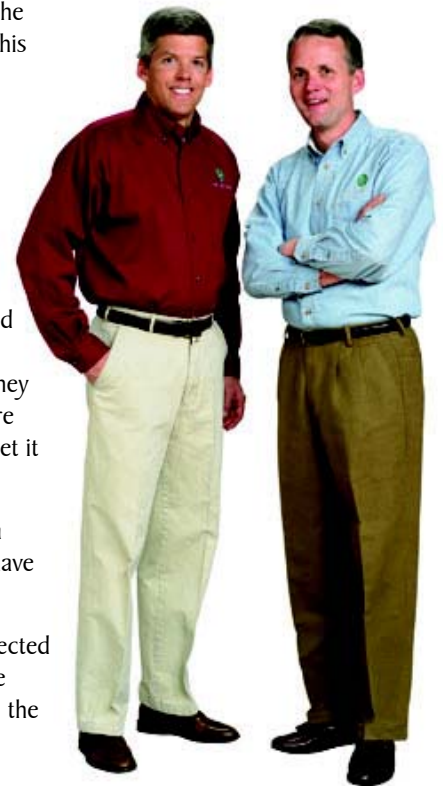
"Alan and Chris are just so interested in what you want in your house," says Ann Cricchi, who custom-built her home with husband John, as the couple neared retirement from Northern Virginia. As they planned the house, they made changes to accommodate Ann's 98-year-old mother, including wider doorways and levered door knobs. Those changes make the house the perfect retirement home for the Cricchis.

The long-distance building relationship was bolstered by use of the internet, where the Cricchis could see progress on a house they visited only four times before closing day. Still, the home turned out exactly as they hoped.

"I don't think a day has gone by that I haven't said that I really like this house," Cricchi says. "They take pride in what they are doing and they want to get it just right."

Even buyers who select a portfolio home can still have it their way.

Kim and Troy Murray selected their Evans Coghill Home after being transferred to the



Chris E. Folk, Jr (L)  
Alan C. Banks (R)



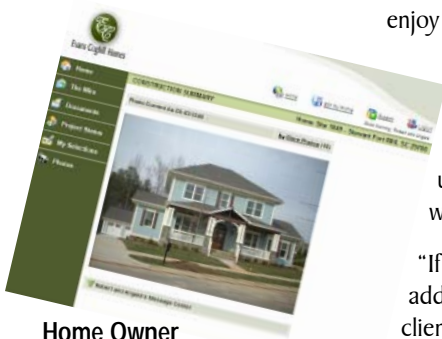
area from Atlanta. Giving Evans Coghill a short deadline before closing, the home builder completed a list of improvements, including additional built-ins and plantation shutters, on deadline.

"We really felt their personal touch," says Kim Murray. "They spent time with us at the house, and they kept the process moving along as we needed it to do."

**A Better Process Means a Satisfied Homeowner**

Getting to the final product – a sometimes difficult process with other builders – in an organized and efficient way is of the utmost importance to Alan and Chris. Building upon best practices shared among like-minded builders across the country, Evans Coghill Homes developed a streamlined, web-based communications system for document sharing with skilled subcontractors and scheduling their work. A smoothly running operation, in turn, eliminates snags for home buyers, who enjoy quick and regular conversations about the status of their home. Conversations with clients are always supplemented with web updates and photographs of work in progress.

"If I had a concern they addressed it immediately," says client Jeff Pusser, a high school administrator who built a two-story, 3,800-square-foot home



**Home Owner Website**



**Timeless Architectural Style**

with Evans Coghill Homes. "They were quick with a response – it was instant gratification."

**A Solid Foundation Holds Strong**

As timeless as their designs, Evans Coghill Homes remains an enduring home building company providing lasting value to clients. The partnership that germinated on a job site ensuring that others would have a solid foundation has only strengthened over time. Evans Coghill Homes continues to give back, donating a portion of the profit from each home the build to Habitat for Humanity – the place where it all began.



**Baxter Village Model Home**



**Evans Coghill Homes**

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