



CAMBERLEY
HOMES



Camberley Homes was created to provide its clients with not only a distinctive home, but also a customized homebuilding experience.

Formed by Winchester Homes,[®] one of the region's most respected names in residential building, Camberley Homes has shaped a new vision of what the homebuilding—and buying—experience should be.

Through in-depth conversations with the homebuying public, careful planning, and by drawing on their own professional experience, Camberley Homes' personnel have learned this is a vision shared by the Washington region's most discriminating buyers.

That vision is coming to life...to your life...today.



CAMBERLEY HOMES

Stoeckmann & Hammer

The Camberley



Putting you at the heart of the design process

Camberley Homes® offers you a unique opportunity to become an integral part of the design and construction team that creates your Stockwell Manor Home.

By providing you the opportunity to be completely engaged in the creation of your home, Camberley Homes believes the end result will be the home you truly desire—one that will give you years of pride, pleasure and satisfaction.

Where the creativity begins: the In-Depth Interview experience

A Camberley Homes exclusive, the In-Depth Interview, or IDI, creates a “road map” for both builder and buyer. Led by your Community Operations Manager, this interview process provides the Camberley Homes team valuable insights into what you need, expect and want from the experience of building your new home.

All team members involved in your home’s construction will subsequently review results of the IDI. This assures that the personal vision that has begun taking shape in the IDI will be brought to life just the way you want it through every phase of construction.

Through this open dialog, you may well discover needs and desires you did not even know you had. These discoveries will be used to customize your homebuilding experience.

Leading your Camberley team

From the IDI onward, your Community Operations Manager will lead your building team as your home develops. This individual is empowered to answer all your questions and see that decisions are made promptly.

With the Community Operations Manager as your guide and advocate, you can be assured of consistent representation and a smooth, streamlined construction process. That process is further enhanced by continual communication to assure you have timely information.

As construction proceeds, Camberley Homes will even create a web presence for your new home to enhance your experience. All relevant documentation will be available on this password-protected site for your review, wherever and whenever you have online access.



Approach

Shaping the IDI into the home you want

Camberley Homes' unique approach to distinctive homebuilding gives you the time you need—and the level of personal involvement you want.

For example, the IDI may reveal that creating a state-of-the-art media room is your paramount desire. So time will be built into the schedule for you to address critical aspects such as lighting, wiring and sound. Conversely, your interest in landscaping may be minimal, so you may want only a single session to consult with your landscape designer.

So that your home will have fixtures and fittings that will give you years of pleasure, Camberley Homes will schedule meetings at the vendors' places of business. This allows you to savor the full range of choices available to you and receive expert technical and design guidance in making your final selections.

And you will get the time you need to do so. Rather than arbitrarily decreeing a fixed period of time in which to make your selections, Camberley Homes takes a different approach. Your selections are phased, so they are made in tandem with the construction schedule.

This carefully orchestrated experience ensures that all your decisions can be made thoughtfully, so that all the structural and design elements of your home are woven together to achieve your vision.

Using the IDI in construction management

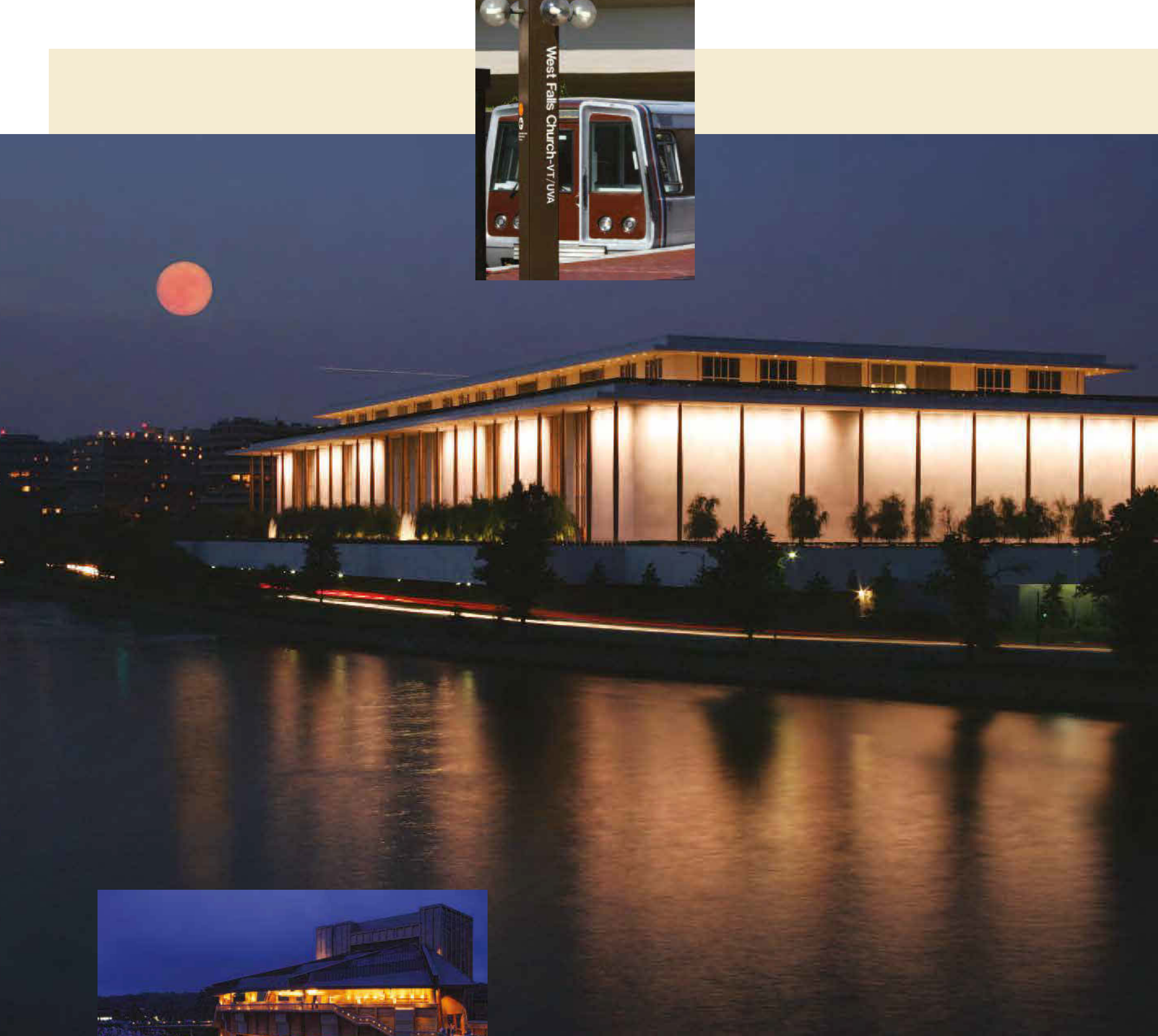
Your IDI will also reveal the degree to which you want to immerse yourself in the construction process. Visits to the building site—and the nature and duration of those visits—will be carefully timed to meet your needs.

Camberley Homes' personnel may also make recommendations for visits based on the particulars of your home's design. For example, we may recommend the importance of a pre-mechanical meeting to highlight the location of a gas range. Or if your home will contain an electronically sophisticated home office, we may suggest a site meeting with an electrician to discuss wiring and placement of outlets and phone jacks.

This is a level of service every premium homebuyer deserves—but seldom receives. Be assured, however, that the level of involvement you choose is entirely up to you. You might wish to involve yourself, in-depth, with every detail. Or your schedule or personal interests may preclude that level of involvement. The choice is entirely yours.

And if you choose to delegate decision making largely to Camberley Homes, you can rely on our expertise to give you the home you want.







Close in... and beyond comparison

Is location really everything in real estate? In the Washington, DC metropolitan area it may well be. The fact is, the most desirable, close-in areas of Northern Virginia are so well established that opportunities to purchase a distinctive new home are exceedingly rare.

That's one reason Stockwell Manor is incomparable. Set on Great Falls Street, where McLean meets Falls Church, Stockwell Manor is an enclave that affords a full measure of serenity, even as it provides ease of access to all of Northern Virginia and the District—access made even easier by the Falls Church Metro stop less than a mile away.

But the appeal of Stockwell Manor goes well beyond convenience. This is a community designed to please the eye in every way.

A park...community green space...a devotion to detail

The 29 distinctive single-family residences and 71 town homes of Stockwell Manor directly adjoin Haycock Longfellow Park, with graceful, mature trees and nature trails.

A specially designed community green space will provide a spot for meeting neighbors, or simply relaxing.

And the fine crafted materials used as accents here will reflect the gracious nature of the homes, whose exteriors are designed to create a superior streetscape. For example, sidewalks, driveways and crosswalks will be built of brick pavers, providing a rich, traditional look.



Stockwell Manor



The details on home design

Quite frankly, that is up to you. Whether you select a single-family home or town home at Stockwell Manor, the final design of your home will result from a thoughtful process where designs, fixtures and fittings are shaped to meet your expectations.

Floorplans are enclosed with this brochure and through meetings with your Community Team and other key personnel, those floorplans will be transformed into your own vision of what a distinctive home should be.

You should know your Stockwell Manor home will have superior amenities, from commercial grade appliances in the kitchen, to finely grained hardwood flooring, to baths with superbly crafted tiling.

As for the rest...that really is up to you. When you are buying a distinctive home, the opportunity to truly bring your vision to life is what you should expect. And that is exactly what the Camberley homebuying experience delivers.





Stoeckel Manor

Photo courtesy of Morton's, The Steakhouse, Tysons Corner-Vienna, Virginia



Please take your time to review this brochure and to learn more about the Camberley Homes approach from the personnel at Stockwell Manor.

However, because of the limited number of homes in the community, you are encouraged to begin your homebuilding experience as soon as you are ready.

Thank you for your interest in Camberley and Stockwell Manor.



www.camberleyhomes.com

"We are pledged to the letter and spirit of U.S. policy for the achievement of equal housing opportunity throughout the Nation. We encourage and support an affirmative advertising and marketing program in which there are no barriers to obtaining housing because of race, color, religion, sex, handicap, familial status, age or national origin."





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