



VELUX®

TRANSFORMING
SPACES



Building with Skylights

An Inspirational Guide





For more than 80 years, VELUX has brought light to life through world-class skylights and roof windows. To us, homes that are full of light are homes that are full of life. We believe daylight is powerful and fresh air is invigorating. As a home builder, you are in the unique position to bring more daylight, fresh air, and all the benefits they provide to your homeowners when you build with VELUX skylights.

As homeowners spend more time than ever at home, VELUX skylights help bring the outside in, delivering unmatched quality, beautiful results, and a brighter overall home. Take a look through this catalog to see how – and learn why – other builders are using VELUX skylights to create spectacular daylight designs in their homes.

DAYLIGHT INSPIRATION

with VELUX Skylights

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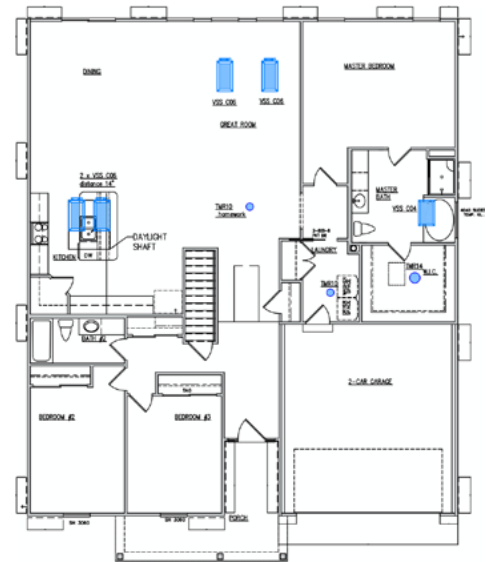
OH, PA, MI, WV



BENTON HOMEBUILDERS

St. Louis, MO

BENTON
Homebuilders



FIRST FLOOR



BENTON HOMEBUILDERS (cont.)

Please find below some thoughts on the VELUX product and their support of the home building industry.

- The VELUX skylight and sun tunnel products have an extended history of:
 - Great aesthetic profiles
 - Leak proof performance
 - Customer satisfaction
 - Brand recognition
 - Manufacturer support
 - Field support
 - Warranty back up
- The products have been installed on new construction and remodels with great success, and with a great track record.
 - The qualified installers can supply and install the product very effectively and efficiently.
- The VELUX product is widely used for replacements of the old style acrylic bubble skylights.
- VELUX skylights were featured in the Passive Home in Webster Groves recently and increased the value of the home.
 - Certain VELUX products are presently eligible for Federal Tax Credits, which can also help in their marketability.

Some homebuilders are now installing the VELUX products in display homes for successful presentation and sales.

These products provide an opportunity to increase both customer satisfaction and builder sales!"

Phil Fingerhut
Fingerhut Consulting, LLC



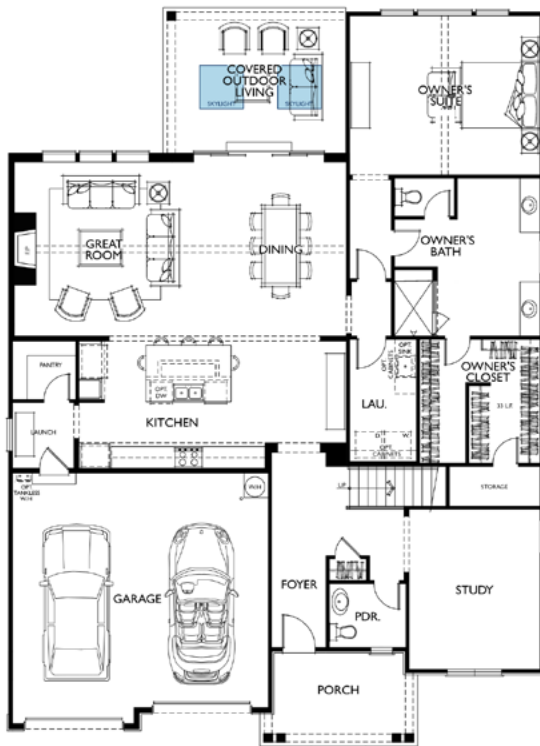


CLASSICA HOMES

Charlotte, NC

CLASSICA
HOMES DESIGNED FOR LIVING

We have skylights on rear covered porches. A roof over a porch will reduce the amount of light coming into the great room/kitchen/dining room, depending on the layout. The skylights allow more natural light to come into those areas. making it brighter and to feel more open and inviting during the daylight hours.

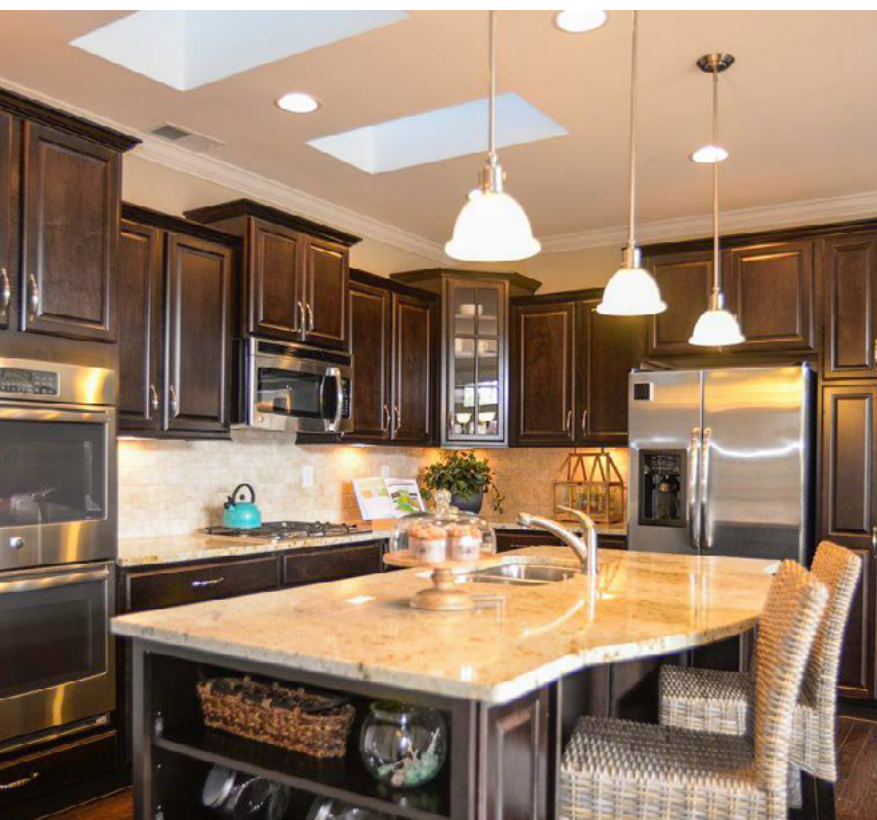




EPCON COMMUNITIES

Nationwide Locations

For our buyers, skylights are a no-brainer. Skylights add light without sacrificing valuable wall space. They have the ability to completely change the look and feel of the room. Natural daylight, fresh air and energy efficiency are the main reasons our buyers choose VELUX. There are a variety of shades options that accommodate each individual buyer's needs and preference. The tax credit program makes this an affordable option for many buyers who wouldn't normally be able to afford the program.





HIBBS HOMES

St. Louis, MO and Salt Lake City, UT

The first Active House prototype home in the USA was built in the St. Louis, Missouri area. The Active House concept is based on the idea that comfortable and healthy living conditions are compatible with sustainable and energy efficient construction.

The Active House specifications state that good indoor climate should also be compatible with energy efficiency. And the first Active House in the USA shows how that can be achieved.

Active use of daylight and fresh air not only ensures a comfortable home, it also has a number of positive effects on our senses, concentration and health. High levels of daylight exposure and a well ventilated environment boost our immune system and make it harder for bacteria to survive. Access to daylight also energizes us and enable us to experience the change of weather and surroundings.



Second floor

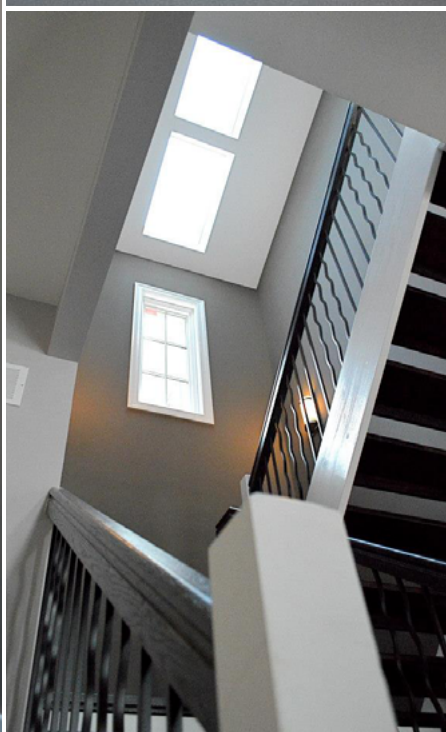


HIBBS HOMES *(cont.)*

Hibbs Homes, LLC has been using VELUX skylights for more than 10-years. During that time, we have never had one issue regarding a leak. Many of our homes are built with multiple skylights, one had 11! I have two in my personal home.

My owners could not be more pleased with the product and its performance. Whether we're talking about the fixed units, or operable with screens/shades, VELUX skylights have been a popular and profitable addition to our homes. For anyone who brought up a leaky skylight, I simply shared my experience, and the fact Velux offers a "no leak" guarantee. That quickly quiets any concern."

Kim Hibbs
Hibbs Homes, LLC





KEYSTONE HOMES

Greensboro and Winston-Salem, NC

Exceptional quality. Unparalleled service. All built around an affordable price. These are the key attributes that Scott Wallace, Mark Michael and their top-notch staff have built into Keystone Homes.

They are the driving forces behind the company's success as one of the Triad's premiere new home builders. Keystone Homes is a local company with firm roots in the Triad. Scott, an engineer by trade, and Mark, a local builder with more than 20 years of experience, joined forces in 1996 to form Keystone Homes. They sought out the finest local tradesmen, and you will love the quality workmanship in every home they build. Keystone uses about 600 skylights a year as standard in their townhomes and single-family homes. They have been incorporating skylights into their homes since 2008.



First Floor

Second Floor



KEYSTONE HOMES *(cont.)*

We here at Keystone Homes have used skylights in our luxury homes for many years. We feel skylights provide a nice source of natural light that many customers appreciate. We have recently expanded to offering the solar operable skylights for the added fresh air benefits many of our customers are looking for. The use of skylights in our homes, coupled with many other custom features in our luxury homes, have continued to set us apart from our competition."

Keystone Group, Inc.





WAYNE HOMES

OH, PA, MI, WV

WAYNE HOMES®
— EST. 1973 —



WAYNE HOMES (cont.)

Dear Mike,

I just wanted to drop you a quick note and thank you for all the advice and guidance you have given us as we introduce skylights to our product offering. It has been a great addition. As you know we started with our model in Sandusky. It was a great idea to show three different styles—fixed, manual and solar. It has been a great way to show our prospects what is available and what the differences are.

I can say we've convinced our construction teams that these are not your "grandfathers' skylights". Sandusky's were installed last October and we haven't had any problems at all even with a very wet winter and spring. We installed another skylight in our new Delaware model last month. As we update existing models and build new ones we will continue to add them."

Maurice Jones
V.P. of Marketing

