



THE ESSENTIAL GUIDE TO CHOOSING THE PERFECT HOME



HOMES BY
MALTA DEVELOPMENT

FIRST, A THANK YOU

With the avalanche of information that inundates everyone these days, we appreciate you taking the time to explore your home-buying options and along the way, learn a bit about Homes by Malta Development, how we're different, and what we have to offer.

- Wayne Samascott, President
Homes by Malta Development Co.

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OUR STORY

Malta Development Co., Inc. was established in 1988 by Tom Samascott. While observing the building of a new subdivision, Tom began to realize that better quality homes could be built more efficiently and at a better price. This proved a highly successful formula and made Malta Development a National Award-Winning builder, with communities featured in Modern Home Builder Magazine and Professional Builder Magazine.

In January, 2025 Wayne Samascott became President and owner of Homes by Malta Development Co. after taking over the business from his father Tom, changing the original Malta Development Co. Inc, to Homes by Malta Development Co.

Having been a familiar presence on Malta Development construction sites from a very young age, Wayne's roots are strongly in the home building industry. Under the mentorship of his father, he has had the unique opportunity to learn the business from the ground up, literally.

"It's the same business, same employees, same office, different name on the door, The expectation is to continue the way we have for the last 37 years. We'll continue to bring on new subdivisions and we're always looking for a new multifamily." Wayne Samascott from an article in the Albany Business Journal 7/7/2025.

*"Quality is not an act, it is a habit."
- Aristotle*



"AND THE WINNER IS..."



Creating homes people are proud to own and happy to live in has always been our guiding principle and ultimate goal. Winning national awards and peer recognition for doing that kind of work – that would just be icing on the cake. And that's exactly what has happened.

Malta Development has received multiple awards in the Saratoga Showcase of Homes and in the Capital Region Parade of Homes in the category of:

- Best Workmanship
- Best Technology
- Best Landscaping
- Best Exterior Design
- Best Curb Appeal
- Best Interior Design
- Best Kitchen
- Best Master Bath

NATIONAL RECOGNITION, TOO

In 2015, Malta Development was honored with a national level award from the National Association of Home (NAHB) for our Lakeview Landing community in Malta, NY.



BUT WINNING ISN'T EVERYTHING

MALTA DEVELOPMENT LTD



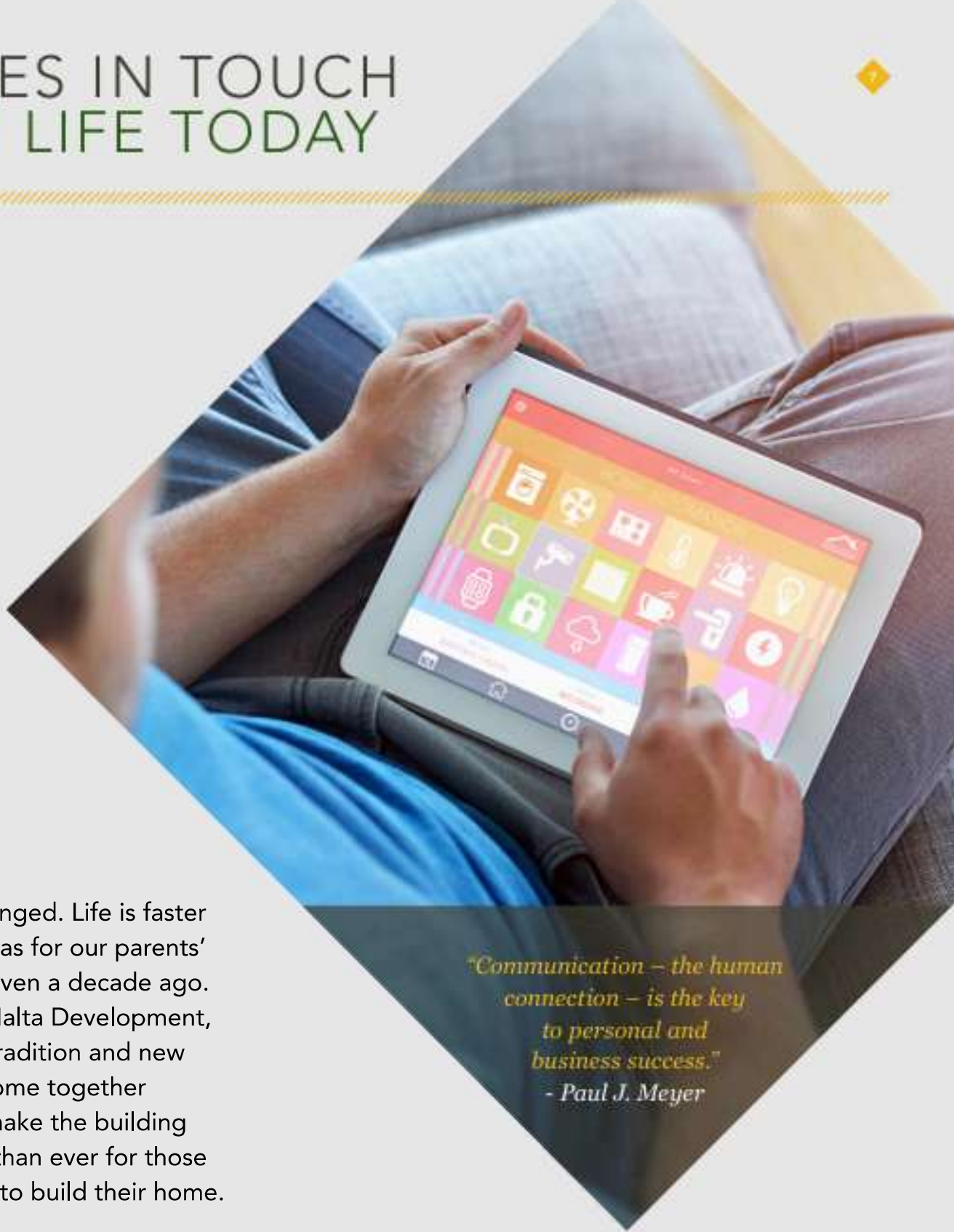
Awards are nice. So is being featured in Professional Builder and Modern Home Builder magazines. What matters most to us is customer satisfaction. We strive to accomplish this by adhering to a high standard of quality and by offering exceptional value and customer care.

At Homes by Malta Development, we see ourselves as partners in a process that begins with one of life's most important decisions – the decision to buy a home. This ebook, we hope, will help with that.

*"There's no place like home."
- Dorothy Gale*



HOMES IN TOUCH WITH LIFE TODAY



Times have changed. Life is faster paced than it was for our parents' generation or even a decade ago. At Homes by Malta Development, time honored tradition and new technologies come together seamlessly to make the building process easier than ever for those who choose us to build their home.

*"Communication – the human connection – is the key to personal and business success."
- Paul J. Meyer*

During construction, it's easy to keep track of your progress, Change Orders, and what you are spending in our online platform, as well as communicate easily with any questions. After closing you will have an online Homeowner's Manual with warranty documents, and all the detailed information about your individual home.

GOING GREEN. GOOD FOR YOU. GOOD FOR YOUR WALLET. GOOD FOR THE PLANET.

With most pre-owned and even newly built homes, "green" is just a color. At Homes by Malta Development it's so much more. Built to the rigorous National Green Building Standard, our "Green Certified" homes offer real advantages in terms of energy efficiencies, cost savings, and even health.

We have completed the National Association of Home Builders' Certified Green Professional (CGP) Program. That designation recognizes builders who incorporate green and sustainable building principles into homes – without driving up the cost of construction. Malta Development is the only production builder in the Greater Capital Region whose homes are built to the National Green Building Standard (NGBS), are ENERGY STAR certified and the only Legacy Green Partner of Excellence (5+) in New York State.

WHAT "GREEN" MEANS FOR YOU

OUR COMMITMENT TO CREATING HIGH PERFORMING HOMES THAT HAVE LOWER OPERATING COSTS BRINGS YOU:

- Added value and substantially lower utility bills
- Improved comfort
- Cleaner, fresher air to breathe
- Low VOC (volatile organic compound) materials for a healthier living environment
- A home that's more durable through the years and is kind to the environment

*"I can't think of anything more important than the environment we leave our children and our children's children."
- Lewis Gordon Pugh*



FOR A HOME LIKE NO OTHER



"We chose Malta Development because of their reputation of building quality and affordable homes. They not only built us a beautiful house but their management and attention to detail made the entire process a pleasurable experience."

- Sarah C.

The likelihood that a pre-owned home will be exactly what you want is smaller than the counter space in many older kitchens. With Homes by Malta Development, you're not simply buying a home, you're creating one – customized by your choices throughout. Through a process we've streamlined to be stress-free, our team of sales and building professionals will work with you in choosing not only the lot and the floor plan that fit your needs, but a myriad of other options to reflect your personal style and the life you envision.

Once the perfect floor plan and lot have been decided upon, the fun starts. All of your selections are done in our brand new design center, set up to make choosing all of your new home's designer elements the pleasurable experience that it should be. And to add to all this, we stand behind every home we build with one of the best warranties in the industry, a reflection of the confidence we have in our homes.