

BUYING FROM A REPUTABLE BUILDER

BOB
DE WIT



If you're a future homeowner, it's very important that you buy from a reputable builder. You're relying on them to deliver in terms of quality, timing and service. With the help of Vesta Properties, we've created some guidelines to help you source a new home and builder.

LEARN ABOUT YOUR BUILDER

Look for open and upfront communication and customer service – this means a builder who is customer-oriented and is knowledgeable about their product and processes.

Consider asking your builder:

- How many years have you been in business?
- How many homes do you build annually?
- Can I visit your completed communities?
- Are you a member of your local Home Builders' Association (such as the Greater Vancouver Home Builders' Association)?
- Are you registered with a new home warranty program?

Don't be afraid to ask for a few customer references, and ask these customers how they would rate the quality of their home, whether they had any problems with the home and, if so, how were those problems solved, as well as how they would rate their buying experience.



ANALYZE THE PRODUCT

Once you have decided on a few builders, take a visit to their sales office or model home. Be sure to pay attention to the:

- Overall quality of the home
- Suitability of design for your family's needs
- Quality of finishings, community/development, and printed or other information
- First impression of sales centre and staff
- Your impression of past projects

Also ask your builder about their relationships with their trades partners. For example, Vesta Properties prides themselves on developing long-time partnerships with trusted local trades and selecting only the highest quality building materials.

QUESTION THE PROCESS:

Once you're ready to buy, you can expect the builder to provide you with a clear explanation of the entire process. Vesta recommends

asking questions such as:

- What are the construction and payment timelines?
- When can I visit the site?
- When will you provide progress updates?
- What is needed for closing, after-sales service and warranties?

At this point, the builder will also provide you with a detailed written sales contract, so be sure to connect with your lawyer.

The GVHBA offers resources for all stages of the homebuying process. You can visit gvhba.org to find a list of reputable builders near you, and you can also attend the many GVHBA events.

Bob de Wit is CEO of the Greater Vancouver Home Builders' Association (GVHBA). You can reach Bob at bob@gvhba.org