



Q + A

HOW WOULD YOU DESCRIBE YOUR BUILD STYLE?

We are truly partners in the process. From the initial design meetings to follow-up service, we are always there to provide insight and guidance. Knowing every aspect of the design, selections, and how everything fits together is not only valuable, but crucial to understanding the goals of the client and to better guide the project from start to finish. From cost control to quality control, you will not find a better partner than Carl M. Hansen Companies.

WHAT ARE THE MOST IMPORTANT ELEMENTS OF A SUCCESSFUL BUILD TEAM?

Trust and communication are the most important elements of our team. It starts with honesty, managing expectations, and being there to answer a phone call or email. Having everyone that is on-site share the same vision and goals ensures a successful project.

WHAT DO YOU WISH OTHERS KNEW ABOUT YOUR COMPANY?

We are not a large company. On a typical day there are three of us working on two or three projects at a time. We turn down more projects than we take, ensuring our clients the

proper attention and supervision they deserve. There are no new handoffs of projects to unfamiliar employees after the sale. We all sit in on design meetings, work on pricing, present proposals, and are on-site daily until the project is completed. Not to mention being accessible and available to help after you move in.

WHAT ARE SOME OF YOUR FAVORITE TRENDS IN NEW CONSTRUCTION?

We believe that the future of homebuilding isn't about new colors, countertops, and automation—it's about health and energy. Understanding the building techniques and technology that support a healthy indoor environment is the future. Health and energy converge with insulation and ventilation advancements to provide the energy savings needed to sustain the environment. It's not about adding solar panels or more inches of insulation, it's about understanding the cost and benefits in tomorrow's dollars, without breaking the bank today. Health and energy are not just a trend, it will be the most important aspect of homebuilding going forward.



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SEE HOME ON PAGE XX

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