

# Keeping clients informed and involved in the process

**WHEN UNDERTAKING A DEMOLISH AND BUILD PROJECT, CHOOSING A BUILDER WITH A SOUND HISTORY WHOM YOU CAN TRUST IS AN IMPORTANT PART OF THE PROCESS, SAYS MICHAEL BURKE OF BRIAN BURKE HOMES.**

Having built more than 150 homes, with 80 per cent of them being demolish and builds, Brian Burke Homes brings to the table experience through a trusted family history of building quality, luxury homes.

Most of the homes the company builds are situated in older suburbs that are prime locations, such as Applecross, Dalkeith, Mt Pleasant and East Fremantle.

Mr Burke recommends asking your builder to visit the block you intend to construct on before purchasing a home in order to identify any potential issues.

"We'll go to site with the client and point out any areas where there may be hidden costs with demolition or costs to do with the land itself," he said.

"There may be massive earthworks involved, there may be limestone immediately under the ground that's not apparent.

"There may be some strange rules and regulations to do with councils that we know about that real estate agents possibly don't. I think it's important an experienced builder gets involved in the early days even before clients finalise their purchase."

Brian Burke Homes builds only a handful of homes every year in order to ensure each is given the time and attention it needs.

Mr Burke said he personally visited each site every week to make sure all was going to plan.

"We're very particular about what we do, which tradespeople we use, what materials we use," he said.

"We're continually offering advice throughout the construction process on what we think should happen.

"We keep our clients informed and totally involved. At the end of the day, the more input everybody has, particularly the clients, then the better the result."

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And the results speak for themselves with the company having won more than 130 awards since its inception in 1982, including taking out the Australian Master Home Builder of the Year award more times than any other builder in the country.

Many clients have gone on to build their second or third home with Brian Burke Homes.

Mr Burke said he maintained relationships with most of his clients because they knew they could trust him.

"They appreciate the honest advice I give them," he said. "I don't always tell them what they want to hear, I tell them the truth and in the long run that's always a beneficial thing."

Brian Burke Homes is getting ready to launch Refined Edge, a brand new home range specifically designed to cater for the \$600,000 to \$1.2 million market in an effort to make luxury homes more affordable.



"This new range is trying to still do elegant designs but to simplify design and specifications to keep costs down," Mr Burke said.

"It will still use Brian Burke tradespeople so the structure and the integrity of the home is of Brian Burke Home standard."

Currently Brian Burke Homes caters for those looking to spend upwards of \$1.5 million on their dream home.

To give visitors an exclusive look at a recently-completed Brian Burke home, the owners of a

luxurious demolish and build in Applecross will open their home for public display for one day only before moving in.

The house is one of three homes in a row on the same street to have been built by Brian Burke Homes. The block originally held an old duplex, but now boasts two luxury homes on the single site.

Visitors can view the home at 15 Killilan Road, Applecross today from 2pm to 5pm.

**Contact 9387 7333 or visit [brianburkehomes.com.au](http://brianburkehomes.com.au) for more information.**