

NEW HOMES AMERICA DELIVERS NEW BUILDING CONCEPT

PERSONAL CONSTRUCTION MANAGEMENT AT BUILDER'S COST



■ Quality craftsmanship abounds in NewHomes America residences

By Kristen Wich

Owning a home may be the biggest financial investment you will make in your lifetime, so you obviously want to invest wisely. The same principal applies when deciding which path to follow in choosing a home that's right for you. Perhaps building a home is the way to go, or maybe buying a home with growing potential is in the cards. In any event, unless you are a contractor by trade, you'll inevitably need the services of a contractor for one project or another. The question then becomes, how do you choose the right contractor for the job?

Michael Nazarko, principal and owner of New Homes America in East Lyme, says his innovative new concept, personal construction management, provides the perfect solution to every scenario. The concept evolved from Nazarko's 25-year career in new home construction and project management. With close to 100 homes in two award-winning subdivisions, and two major Connecticut golf course projects under his belt, Nazarko developed the idea of bringing big-scale construction principles to the private home building domain.

In essence, Nazarko and New Homes America deliver the product – a new home or renovation to an existing home – at builder's cost. His personal construction management fee allows every client to know up front what the project will cost. There are no hidden builder's profits, no mark-ups on construction materials and no unseen labor costs.

"What you see is what you get," said Robert Chamberlain, recent client of New Homes America whose home was just completed in Stonington. Chamberlain, employed in the design and construction of commercial and entertainment properties and well-versed in the

■ An example of recent NewHomes America projects

industry, wanted to be "intimately involved" in the project to keep building costs at bay.

"Michael and I had an open book arrangement where I could see what everything cost."

He found New Homes America via a colleague who had recently contracted Nazarko and his team to complete an addition to an existing home.

"My friend was very pleased with the end result and was happy that the final project cost came in significantly lower than quotes he had received from other builders."

Chamberlain's associate and source for finding New Homes America, Peter Locarno (also a construction executive), along with his wife Carolyn of East Lyme confirmed that what New Homes offered they delivered.

The Locarnos toyed with the idea of adding on and explored addition options with an architect.

"We starting pricing out the job with three different contractors and found that it just didn't make sense. For the amount of money it would cost us to put the addition on, we were worried we wouldn't get the value in resale," said Locarno.

At that juncture, an advertisement for New Homes America piqued their interest.

"We met with Mike and his estimate was literally half of what the other three had been. The price was attractive, and included his management fee."

The Locarnos were also treated with the "open book" arrangement, allowing them access to receipts and material costs as well as frequent updates and meetings with subcontractors. But what they enjoyed most, aside from the quality of craftsmanship employed by New Homes America, was that they "didn't have to be there . . .

■ Superb quality, no hidden costs, and over 25 years of experience is NewHomes America

didn't have to worry about anything."

Nazarko's concept allows him to be the owner's representative, taking care of everything from permit filing to hammering the last nail. And according to another satisfied client, Dr. Paul Hanna of East Lyme, Nazarko not only delivers the best possible product at the best possible price, he offers modification suggestions to bring the project to life.

"Mr. Nazarko was a great help in translating our vision into a reality," said Hanna of his experience, explaining that there were no penalties for making changes during the building process.

Exceptional satisfaction rings true in talking to three very happy customers, each commenting on the efficient nature of the scheduling, the significantly lower cost from other contractors' estimates, and the well-managed time frame, which on each property was completed in roughly half the time of the other bids on the table.

The hands-on management style that Nazarko implements on every job, coupled with his knowledge and experience in the field, provides his clients with the ultimate New Homes America experience.

"Simply put," said Chamberlain of his relationship with Mike Nazarko and New Homes America, "my wife and I trusted Mike's integrity, knowledge and commitment to doing the best possible job for us."

For more information about new home construction and renovation, and how to employ New Homes America's approach to personal construction management, contact Mike Nazarko directly at (860) 287-5333 or visit their website at www.newhomes-america.com"