

NELSON HOMES

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“The Nelson Way”

Thank you for considering Nelson Homes for obtaining a new home. Building a home is probably one of the biggest purchases in your life. I would think that you would want to make sure that you have a home that fits you. **We want the home to fit you and not you fit the home.**

We do things a little differently than other dealers. Most dealers have a sales lot with display homes to walk through. You usually would pick one of those homes, and have it delivered. If you like to order a custom home, they say “what do you want to change”. They usually do not go through all the options available to you. Some dealers might but generally they don’t do that.

We take a different approach. We have taken a more internet-friendly approach. We put all the models available on a website with all the prices. We have quite a few virtual tours. You can spend an hour or two on my website and have more knowledge of homes than going through all the sales lots. We have a few stock models (usually only 1 to 3) that you can look at. We encourage you to think of ordering a home that is designed just for you. We are pretty good at guiding you through it. We liken it to a burger in a fast-food restaurant. If you order one, you get the items that you want on it. Or you take one already made. It may have some items that you don’t want and not have some items that you do want. You don’t have any choice on the pre-made one. Same is with the stock home.

We work by appointment only. We don’t need a lot of lead time. Sometimes it is, “we are in town, can we meet now?”. We can usually do that. We just do not encourage “walk ins”. We would just like a phone call before we meet.

We encourage you to go through our website. All the models are priced. If there is a model that you are interested in, email us the model’s name. We will send out the price list. It will list all the options that the home is priced with.

The price list is a guide to ordering a customized home for you.

We generally price out homes according to how most people would order that home. Smaller homes are priced with just the basic items in the home. Large homes are priced

with more options. Generally, they are “loaded”. We will generally price it with the options that are displayed in the virtual tour.

The price list shows you can see what makes up the value of the home. Some want it priced with few options, others want it with a lot of options.

The process is as follows:

1. Figure out what floor plan is right for you. We can change floor plans if needed. We can build other manufacturers’ floor plans or even draw it from scratch.
2. We can talk on the phone or in person about what options you want. I will explain what every option is, you tell me if you want it or not. I put it on a new price list. When we are done, you will have the amount that it will cost for the home the way that you want it. WeI call it a “phone appointment”. It is just like we are sitting right across the desk from each other. We would love to have an in-person appointment. Sometimes that is not feasible. Sometimes folks do a phone appointment first and follow up with an in-person appointment.
3. After this is done, we recommend that you shop at other dealers if you choose to. You will know what makes up the price of a home. You will be a very knowledgeable buyer. Most people are not very knowledgeable about what makes up the price of a home. You will be more knowledgeable after you have priced one out with me. They look at a lot of homes and don’t know any more after they leave about what their choices are.
4. We then can order the home. Set up a delivery time frame, etc.

If you are trying to keep in a price target, we will do my best to help you meet those targets. We will have suggestions as to how to accomplish the desired result.

The goal is to let you determine the best home for you. The price list is meant as a starting point not an ending point.

Thank you for your interest.

Luke Nelson
Paul Nelson