



We wanted to extend our sincerest thank you to you, Brian, Justin, Brent, Kye, and everyone else who had a hand in building our home.

Almost one year ago today, we put an offer on a home but had it fall through on the sellers' end a few days before closing. We then tortured our poor real estate agent by having her show us dozens of houses, all of which fell short of the house we had planned to buy. Luckily a friend mentioned that some lots had opened up near her home in Coralville. Doug and I had our first home built and it was a surprisingly easy process so we thought we'd investigate the option.

We first met with Brian (my kids say he reminds them of Captain America, which is probably fitting given his background!) and he was incredibly forthcoming and honest about the building process and the costs involved. Mind you, I wasn't totally in the mood for "forthcoming and honest" because I was sick of looking at houses and wanted an easy path. In spite of that, he seemed very confident that your company's product was going to be better than anything else we'd find on the market so we stayed with him.

The process of picking out all of the options and finishes before signing a contract seemed a bit daunting. (Frankly, it's a perfect sales tactic because who is going to walk away from all of those beautiful tiles, counter tops, and wood floors once they've fully imagined them in a new home?) Brian warned us several times (I may have only listened once) that most initial estimates come back much higher than the budget and that we'd work backwards to get to something we could live with.

Once the numbers were back, we met with Justin for the first time. I still owe him beer (or maybe a whole keg) because he had to listen to me screech/whine at him when we got the first estimate. (It wasn't my proudest moment.)

Despite that, Justin remained incredibly calm and patient. There are very few people who could have convinced me that we'd find a resolution. Justin is one of them, apparently. Plus, he's just so incredibly nice that it was impossible to be frustrated with him.

Just like Brian and Justin said, we finally came to a price we could live with (never mind that it was \$60K above our initial budget....did I mention it's brilliant to have customers pick out finishes first?!?). The rest of the process continued like a finely tuned machine.

Justin introduced us to Brent (who I am fairly certain doesn't sleep and has a photographic memory). There was no way we could have worried about anything. The two of them CLEARLY have more experience at construction than anyone I've known. Half the time, Doug and I couldn't remember what decisions we had made about things. Not only did Justin and Brent know, but they could find it, in writing, in their six inch binder, in ten seconds flat. (They never once made us feel bad for knowing more about our choices than we did! They should get a medal for that.)

As for the building process, every single subcontractor we met was fantastic (even poor Steve who installed our lights and clearly didn't know what to do with us distracting him). Brent and Justin both commented that they tried to pick and choose companies who were good with PR, especially for custom homes. Did they ever! When meeting someone for the first time, I always find myself wondering if I could tailgate with that person before an Iowa game. We'd have every one of those guys come over for a beer!

After the first month, it became clear that Brent keeps his foot on the gas. I kept trying to find one day where no progress was made in the house. That day never came. Plus, he and Justin were totally able to roll with the punches.

We changed a few (ok, maybe a lot) of things as we went along. We added windows and a linen closet, we changed backsplash plans, and I even tortured them with a hidden pantry. None of it phased them in the least. I must have asked Justin to make our kitchen window bigger at least three times. Instead of being irritated, he seemed excited about it.

The most impressive thing about all three of them is that I always felt like they were building this home for us. We never felt like we were one of thirty homes going up. We never once had to wait on anything. And while Doug and I were busy focusing on seemingly random things (like needing a flat driveway so our three kids could play basketball without the ball rolling into the street every three seconds, or needing a base for basketball hoop), they were right there with us!

Time and time again, they went out of their way to do things they knew we'd like. Heck, more than once, they thought of things before we could. And without fail, they all patiently listened to us talk about our three kids constantly.

So when we closed today, I have to admit, I felt a little bit of sadness. All five of us have come to genuinely like everyone we have worked with. I expected that to be offset (just a little) once we walked into our BEAUTIFUL new home but a funny thing happened....we walked in and found three brand new basketballs waiting to welcome our kids. Basketballs. These guys could have found a random basket of wine and cheese but, instead, they decided to welcome us into our home with basketballs. With total honesty, there could not have been a more perfect welcome.

If there was any doubt before (and there wasn't), we knew they clearly "got" our family. My kids were so stunned that Justin, Brent, and Brian would focus on welcoming them, instead of us alone. I would guarantee that when they look back on this entire process, that's what they'll remember.

So please know we are forever grateful for the home you have built for us. And please know, as a mom, I am so thankful that none of you lost sight of the fact that this place isn't just lumber and drywall, it's where our kids will live, and grow, and make memories. We would tailgate with any one of you!

– Mary (and Doug, Madelyn, Andrew and Evan) Greve