

# Buy from a reputable builder



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**B**uying your new home may be the one of the biggest investments you can make in a lifetime. If you are considering making a condominium purchase, there are some things that you should know first, before deciding which builder to choose from.

It is important to research the builder. Who you choose to build your home can impact the outcome dramatically. The difference can be the creation of the home of your dreams or just another condominium. Check out various websites such as Tarion and the Building Industry and Land Development Association (BILD) for information on the builder.

Compare the quality of the materials and finishes from one builder to another. Is the construction quality similar? How does the finishing compare? Ask the sales representative for information on the builder's products and finishes. A knowledgeable sales representative will be able to explain the differences between the builder and the competition. Builders with solid reputations will invest in the hiring of experienced professionals. The sales representative will not only advocate for you throughout the process, but will have extensive knowledge and can provide recommendations suitable for your lifestyle.

You will want to take a close look at the builders' warranty and after-sales service to ensure the builder's commitment to you goes beyond closing and that they pay attention to customer care follow up.

Tarion is also a good source for warranty information. Their key objectives are to ensure that every new home built is enrolled and that all new home purchasers receive the warranty coverage that they are entitled to. If a builder does not repair or re-

solve warranted items during the time frame allocated, Tarion will conduct a conciliation inspection if requested by the owner. Should items be ruled in favour of the homeowner, conciliation is charged against the builders' record and reported on the Tarion website. Tarion will also ensure that all warranted items are repaired as required. Monarch is proud of the fact that they have an unblemished conciliation record for all of its years of operation.

Another way to find out more about the builder is to ask someone who actually lives in one of the communities they developed. Ask about their experience, the quality of their condominium, and the builders' responsiveness to warranty issues.

If you are purchasing a condominium for the convenience and ease of living, check the list of amenities to see if they match your needs. From pools to rooftop terraces, fitness centres to concierge services, each community will have a unique combination of services and facilities available to their residents. Builders with a proven track record will understand what is im-

portant to today's purchasers and offer all the comforts you deserve.

The same can be said about the location. When buying a condominium in a neighbourhood, the community itself should be a factor in your decision. When someone purchases a new condominium from a reputable builder, they are not just buying a home. More often than not, they're becoming part of a community with all of the services and amenities conveniently located.

Founded over 90 years ago, multi-award-winning Monarch is Canada's oldest and most experienced builder with referral rates much higher than industry standards. Monarch purchasers have the confidence of buying nearly a century of experience and excellence.

For an overview of Monarch's condominium projects, visit [www.monarch-group.net](http://www.monarch-group.net).

— Courtesy of Monarch Corporation.  
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