

At the Liberty Lake PORTAL

Discover the Magic of True Built Home

A new home building company, located in the Liberty Lake Portal, is creating magic for families in the Spokane area. While Pat Nordquist of True Built Home, claims there is no magic to the fantastic and affordable quality his company is delivering all over the Spokane area, his delighted customers will beg to differ.

"With us, you don't have to upgrade to get quality," Pat explains. "There's no magic to it. Basically our whole business model is streamlined to give people more for less."

Suppose you want to build a new home. If you drop in to see Pat at True Built Home in the Liberty Lake Portal, he will arrange to drive out to your building site for a complimentary site visit. Let's say your site was 3 hours away, he would still be glad to go because the Liberty



Cabinetry, lighting, and fixture options adorn the True Built Home showroom in the Liberty Lake Portal.

lake branch of True Built Home covers everything within a 3.5 hour radius from his office. And Pat's extensive experience in the industry (27 years) enables him to evaluate exactly what is necessary to get the site ready for construction; power, water, septic, roadwork, foundation prep work, etc.

Once Pat visits your site, he will let you know which subset of the numerous house plans at www.truebuilt.com would work for your lot and budget. As the homeowner, you then have the opportunity to browse through the plans, and identify which style you want to build, including any adjustments or modifications you would like.

"We have two full time designers and we can tweak any plan," Pat explained. "And most of the plans on our website have 3 or 4 variations already archived because customers have done just that."

True Built Home came to Liberty Lake in May 2012. They've been delighted with the great on site manager at the Portal, and the exposure that comes from such an easy to find location. Prior to opening their office in the Portal, they ran a banner ad on their website hoping to get a sense of the interest. According to Pat, "The interest

was phenomenal." From January through March 850 visitors from the Spokane region perused the website. This was in contrast to 195 visits for the already existing branch in the Tri-Cities region.

Pat attributes the high level of interest to the quality home that True Built delivers at amazing prices. "People wonder that we're really building stick frame homes with 2x6 construction because we've kept our prices so low. We build from \$46 to \$52 per square foot." Features like Cement Horizontal Lap siding and solid wood cabinetry come standard which Pat explains isn't always the case in home construction.

"Last year we grew by 50%," Pat pointed out. "And we're on track to do 25 homes in our first year in Liberty Lake. We've really exceeded our expectations by a long shot." Now most business owners would agree that is definitely magical.

Can a Building be a Good Neighbor?

If you've stopped at the intersection of Mission Avenue and Molter Road sometime in the last few weeks, you've probably noticed a transformation taking place at the northeast corner of the Liberty Lake Portal. A space once occupied by a trash dumpster now contains the new Portal Maintenance Building. And while the building is not accessible to the entire neighborhood, the project was motivated by the desire to be a good neighbor.

Bernard Daines, a Liberty Lake resident who owns the Portal, explained, "We did this to improve the neighborhood, starting with this corner."

And if it is possible for a building to be a good neighbor, the Liberty Lake Portal definitely does it's part. During the annual Liberty Lake garage sale, residents who



aren't able to host their own sale can make arrangements to set up in the Portal parking lot. And inside the Portal, a fully equipped computer room and other facilities are often made available to community organizations who want to conduct family history research, training sessions, or other activities.

Upcoming modifications to the Portal include an expanded dining area for tenants, the construction of executive suites, signage improvements, and the addition of a larger, glass enclosed conference room. All these improvements are designed to make the Portal a better place to grow a business. And, as we all know, helping local businesses to grow is a very neighborly thing to do.

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Start your story here at The Portal.

Contact Steven Daines at 509.343.0103 for information.