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CUSTOM HOMES AND INFILL

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# Trust comes first with Revelstoke



Old world quality goes hand in hand with Revelstoke's modern technologies, its understanding of the challenges and complexities of in-fill construction and renovations, and also some bottom-line common sense.

A design-and-build firm, a custom home builder and renovator, Revelstoke has 28 years of industry experience.

Claudio Falsetto, Revelstoke's president, has been hands on from its beginnings in 1990. He has established long-term relationships both with subcontractors and clients. This ensures the success of projects.

The company began with smaller renovations, but by 1998, when vice president and business partner, Rocco

Giamberardino, added his architectural technology experience to the team, the company took on larger projects, including custom home builds.

Today the company constructs annually, on average, four to five custom homes; it also takes on between 10 and 20 larger renovation projects. With its expertise in the challenges of building in older, established neighbourhoods, Revelstoke is continually focused on engagement with clients. In many cases this has led to long-term relationships and long-term solutions.

"There is a legal warranty that comes with any new home," explains Falsetto. "But we are there for our clients all the time." That client engagement begins from the very first meeting,

when the team works with clients to understand their clients' wish list. At this point, Revelstoke helps identify what clients really need – their best long-term solution.

Its work on an infill, custom home in Old Ottawa South at 138 Aylmer is one example.

Initially the client came to Revelstoke seeking a renovation to an older home. They had been given a quote on extensive work that would be required to repair the foundation.

Revelstoke did a cost benefit analysis to assess their needs. This included accessibility, higher-than-average energy efficiency and a larger home to accommodate potential multi-generational living.

"In the end," says Falsetto, "we arrived at a decision with our client that it would make more sense financially, and for other reasons, to tear down the existing home and construct a new home on the lot."

Falsetto explains that people sometimes assume that, in an established neighbourhood, proximity to property lines means renovation is the only solution. But Revelstoke understands zoning, Building Code requirements and the permits needed, as well as the sensitivity that must be applied when constructing adjacent to other homes. This expertise gives people a greater variety of options.

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# Trust comes first with Revelstoke



“We bring a lot of experience to the table,” says Giamberardino. “We understand what can be behind the walls. We know what a really successful renovation involves, and we know what the tipping point towards a new build can be.”

The Revelstoke team’s commitment to inspired design produces breathtaking results. This is a team that is focused on pride in craftsmanship and attention to detail. It blends quality material with modern technology, which ensures the success of each project as well as each client’s satisfaction.

Revelstoke has maintained relationships with clients who invite the team back years later for additional work. Clients and team are often found sitting at a table together sharing a meal, or together with families in celebration.

Those moments alone say Revelstoke not only has happy clients. There is also deep trust. Falsetto and Giamberardino say it’s that trust in their company that means the most.

Revelstoke is a member of the Greater Ottawa Home Builders’ Association and the Ontario and National Home Building Associations. It is an Energy Star Partner, a Tarion registered builder and RenoMark member, a home builder, and a member of the Better Business Bureau.



[www.myrevelstokehome.com](http://www.myrevelstokehome.com)

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