

CARL M. HANSEN COMPANIES



President Carl Hansen, Daniel Muzzio, and Heather Hansen

CarlMHansen.com • 952-912-9895



To what do you attribute your company's success?

For 80 years and over three generations, our company has been working with clients to build custom homes of superior quality. The care that is taken to serve our clients—and provide them with a product they will proudly pass on—speaks for itself. We respect our clients' budgets and design needs, we have a reputation for sticking to our promises, and we have superior relationships with our subcontractors and suppliers, ensuring we can deliver the best product, on time and within budget.

How can a prospective client make sure they're comparing apples to apples when receiving different quotes?

Based on the detail level of your plan, construction costs can be determined and fixed before you even break ground. Product delays, weather, and scheduling conflicts can all cause bumps in the road. Less experienced builders may come to the table for less, but end up costing more in the long run. An experienced, detail-oriented builder can work around these bumps and fix them without affecting the bottom line.

What advice do you have for someone who will be building for the first time and feeling overwhelmed with the whole process?

Building a custom home can be an enjoyable and fun process, especially when you do your homework. Spend some time researching your options so you can identify where it's most important to allocate your dollars. A one-hour trip to the appliance store or a granite showroom can give you perspective. Ask your builder and designer how to get your dream look and design without exceeding your budget. You just might be delightfully surprised.

“We have found if we treat people honestly, pay our bills on time, are up-front, and have the guts to say no sometimes, everybody wins. The difference here is that we really care.”

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