



PHOTO: John and Margaret Baird take a moment with Myles Laing to enjoy seeing their beloved home being delivered into the care of another family.

Read on to see how John and Margaret turned years of earthquake frustrations into an inspiring example of how they took back control, working creatively with a tight budget to build a new dream home on their existing site.

HOME IS WHERE OUR HEART IS

WE JUST WANTED TO STAY PUT, IN THE NEIGHBOURHOOD WE LOVED. BUT WE COULDN'T GET A STRAIGHT ANSWER OUT OF ANYBODY...

And it had been going on for years. That takes a toll on you. We knew we weren't the only ones, but that's cold comfort. While our sympathies were with our neighbours and anyone else battling to get a liveable solution from EQC and insurers, we personally felt as if our life was on hold - totally dependent on waiting for a favourable assessment from strangers.

We stopped feeling like "a number" the day Margaret found the Laing Properties website.

A google search for local builders lead us to a short video clip of a young man, Myles Laing, and just the way he talked about what he believes in when he builds a home, well, that felt like finding water in the desert. On top of an infectious enthusiasm for his craft, he seemed to genuinely care about what a home means to the people who live in it. We got the sense that Laing approached building as more than a construction process, and that taking care of people was also important to the business. We hoped that meant they would understand our unique requirements.

At some point during the years of being bounced around the various dark corners of the earthquake rebuild, we wondered if it was possible to build a *new* home on our existing site with the limited *repair* budget we had been offered. We knew this was probably a crazy idea, but if you never ask, you never know.

Margaret had been researching our options for some time, and we had a fair idea that a transportable home might be our best bet. But we hoped we could find a company close to our location, both to minimise delivery costs and to increase the chances of dealing with people who really understood what we were trying to achieve by staying in the place we loved. That clip of an earnest young Myles was enough to convince us to phone Laing Properties.

The instant we spoke to office manager Jenny, we realised we were talking with people who wanted to actually HELP us. Within minutes, we were speaking with Managing Director, Grant Laing. He immediately grasped what we were asking, and then proceeded to figure out even better options to keep us on our current site.

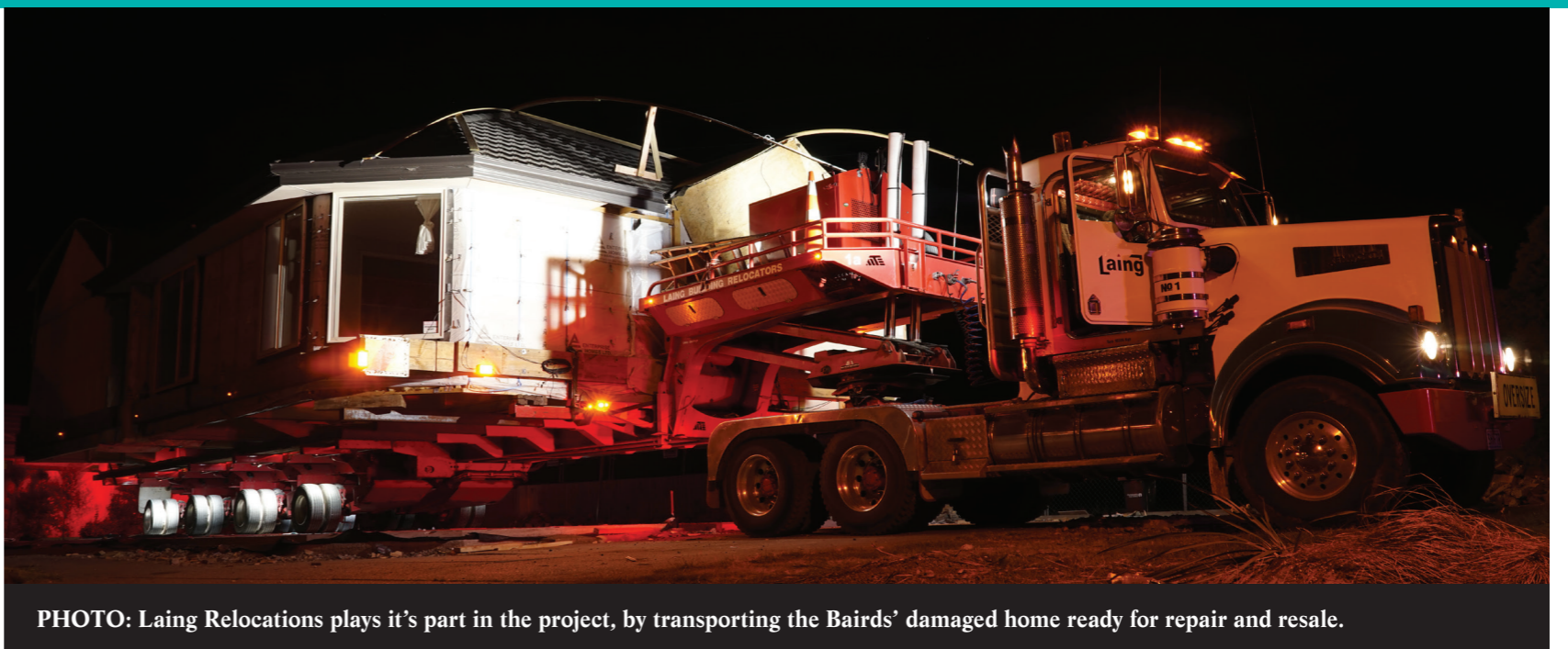


PHOTO: Laing Relocations plays it's part in the project, by transporting the Bairds' damaged home ready for repair and resale.

The more Grant told us, the more we realised Laing Properties was one in a million in terms of choices for the rebuild. Unlike the other options we had researched, Grant's team had the expertise to manage the whole project - from saying goodbye to our damaged home, right through to unlocking the door on a new home in exactly the same spot. Grant always found a "can-do" solution for our wishes.

Something we really appreciated was the special way that Laing Properties dealt with the key phase of removing our existing damaged home from the section.

Rather than demolition, which we always described as such a final and wasteful end, Grants ability to call in the Laing Relocations and Laing Transportables aspects of his business gave us the opportunity to remove and recycle our existing home and see it go on to a new life with another family. After seeing so much damage and knowing that many people have struggled to get back into decent accommodation over recent years, it felt incredibly positive to know we were giving something back at the same time we were getting our own home life back to where we wanted it.

Grant also gave us an incredible gift which we hadn't really anticipated - a decent price for the sale of our old home. By trucking our old home from our site, renovating any damage and selling it on, Grant saved us a good amount of time, hassle and money on managing a demolition crew to fit in with a team of builders and prepare our section for any new construction. That clever piece of thinking was only possible because Laing's could offer so many rebuild services in house, and it allowed us to add the sale price from our old home to our "repair" budget and really expand our dreams for a new home.

With Grant's oversight, the whole Laing Properties team worked together seamlessly to create a project scope which totally revolved around giving us the best possible results for our investment. We soon realised the "can do" attitude is a common trait in the people who work with Grant.

Construction Manager Myles stepped in again to help us select a floorplan, his enthusiasm never wavering as he modified details to give us far more than we ever imagined we could get in terms of layout, materials and the perfect space for our needs.

And we can't speak highly enough of Liz O'Neil, the Sales & Marketing Manager. Liz has been beside us every step of the way. Not only does she keep us ahead of progress on the project, but she thinks of all the little things - right down to helping us decide on those important finishing touches like kitchen and landscaping details.

So as of today, our old home has been taken away and is starting a new life with a new family. The new foundations are down on our old section and Margaret and I are counting down the days until we move back in to "our place".

Our story is a long way of showing you that in four months with Laing Properties we've made more progress towards returning to a normal, happy homelife than we have in the past four years. We're living proof that you have nothing to lose and everything to gain by working with the right people on reconstructing your home. Before you build with anyone else, give Grant, Myles or Liz a call.

- John Baird

"WHEN WE BUILD YOUR NEW HOME, WE BUILD A RELATIONSHIP FOR LIFE."


GRANT LAING
Managing Director

DON'T BUILD UNTIL YOU'VE SEEN ALL OUR OPTIONS!

Drop in to 15 Hanworth Avenue, Sockburn, Christchurch
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