Sales and Pre-Construction Process

Customer facing Appointment

Melbourne and Eclipse customers only

INITIAL ENQUIRY RECEIVED

Design & Selection
Customer selects their home design and options with guidance from a Sales Consultant.

Initial Quote & Siting
An initial sales quote and preliminary siting are prepared and presented.

Final Sales Quote Preparation
The Sales Estimating Team prepares the final sales quote.

Final Sales Quote & PWA
The Final Sales Quote and Preliminary Works Agreement are presented. The customer signs the PWA and pays deposit.

Pre-Construction Introduction
Customer introduced to pre-construction, allocated a Customer Services Coordinator and appointments scheduled.

Preliminary Concept Drawings
Preliminary Concept Drawings prepared by Drafting team and issued to customer.

Design Review Appointment
Customer attends Design Review appointment

Final Concept Drawings
Final concept drawings are prepared by the Drafting Team and issued to customer.

Colour Selections Appointment
Customer attends colour selection appointment(s) at Harmony Gallery.

Tender Preparation
The Operations Team prepares the tender documentation and final files.

Tender Appointment
Customer selects electrical inclusions, reviews the tender and variations, and signs the tender.

HIA Contract Preparation
The HIA Contract is prepared and issued to customer prior to Contract Appointment.

HIA Contract Appointment
The HIA Contract is signed, Domestic Building Insurance is provided, and 5% contract deposit is paid.

Permits & Approvals
Council, authority, engineering, energy and finance approvals are obtained.

Final Checks & ACC
Internal final checks are completed, and Authority to Commence Construction (ACC) is issued.

CONSTRUCTION COMMENCES