

The Wright stuff

BETH MUHLING

The team at Right Homes aims to build beautiful homes the right way – and the sustainable way.

The name is a play on words, because the directors are registered builder Gary Wright and his wife, Anna.

Mr Wright has been in the building industry for 22 years, starting as a carpenter and moving on to become a supervisor with some of Perth's well-known building companies.

In 2006, the Wrights decided to take their enthusiasm for building to the next step and established Right Homes.

Mrs Wright said beforehand they'd run a successful carpentry business, which helped them forge ties with some of the industry's best tradespeople.

"It's these strong business relationships combined with Gary's industry knowledge that form the backbone of Right Homes," she said.

Mrs Wright has a hands-on role at the company, which builds 15 to 20 homes a year.

Apart from organising their three children and being a "normal mum", she said, her role had expanded from accounts to helping with client relations, staff relations, sales and co-ordinating contracts.

Mr Wright said the company was "very big on" quality and personalised service.

"Because we're small we're involved on the ground and our diligence shows in the end product," he said.

The quality of the homes can be backed up by Real Estate Champions directors Michael Keil and Mark Jones, who have a strong association with Right Homes.

Mr Keil said when he met Mr



The company's HIA Housing Awards entry in Victoria Park.

Wright 13 years ago, he immediately recognised the quality of his workmanship.

He'd since found Mr Wright's homes attracted praise from customers and high resale values, making him confident to refer clients to Right Homes.

Mr Wright said the company constructed custom-built homes at both ends of the price range.

At the less expensive end there were group dwellings such as villas and townhouses starting from \$150,000.

At the more expensive end, homes from about \$300,000, many of them small-lot homes with beautiful finishes, but also bigger luxury homes.

With group dwellings the company could help guide clients through the process.

"With luxury homes it's a different kettle of fish because clients have a good idea of what they're after and we can assist them towards that," he said.

The designs were outsourced to three excellent designers who each had their own specialty, he said, but Right Homes was also very involved in the design phase.

Mr Wright, a Housing Industry Association Greensmart accredited builder, said he wanted to make the company a leader in sustainability.

Good passive solar design was critical in helping to provide a comfortable home and significant savings on energy costs.

While five-star was the minimum requirement, the aim at the company was to achieve at least a seven-star rating.

Right Homes also now had an agreement to build the eight-star Jade 808 Sustainable Home by Jade Projects.



Right Homes directors Anna and Gary Wright. Picture: Megan Powell

The display home had just opened in the Revolution Road village in Seville Grove.

"Six months ago we were looking for a company to help us go on a sustainable path and the offer came out of that," he said.

In general, understanding the client, their lifestyle and their budget was vital.

Lifestyle factors could include

the desire for more living space and fewer bedrooms for empty nesters, for example, or the need to accommodate elderly parents.

He said he enjoyed the contact with clients and delivering an excellent product, and building environmentally friendly homes.

"It's satisfying to know you're doing the right thing and be confident about it," he said.