



 **LOCAL CUSTOM HOME BUILDER**

 **\$500K - \$1.1M / HOME**

 **4-6 STARTS / YEAR**

 **OPERATES IN AZ**

CHALLENGE:

Hust Family Homes faced significant operational challenges as they aimed for fast growth. They needed a streamlined system to avoid the chaos of coordinating subcontractors and suppliers, managing timing, and ensuring accurate communication for plan revisions and updates.

SOLUTION:

The customer discovered myBLDR.com during a visit to the local Builders FirstSource store and quickly realized it was the solution that they needed. They leveraged the Schedule module and "To Do" tasks within myBLDR.com with the goal of organizing and directing their teams more efficiently, centralizing all communications and tasks in one place.


"THERE IS A GREAT MARRIAGE BETWEEN THE MATERIALS THAT TOM HINES (OSR) PROVIDES, AND THE DIGITAL TOOLS TEAM IN HELPING OUR BUSINESS STAY ORGANIZED AND PRODUCTIVE. ALL THINGS ARE BEING STREAMLINED WITHIN MYBLDR.COM. THIS WILL SET ME APART FROM MY COMPETITION."



Jeremy Hust
Owner / President
Hust Family Homes



CUSTOMER BENEFITS:

 **Time Savings**

The Scheduling module is eliminating unnecessary communications and saving Hust Family Homes about 5 hours per week, allowing them to focus on other things. For a small family builder, that's huge.

 **Lead Generation**

Once Home Configure is integrated into their website, we expect to see a 5-7% increase in leads generated.

 **Increased Revenue**

Home Configure allows Hust Family Homes to showcase a wider variety of options, increasing upsell opportunities. They estimate this will deliver \$216K in incremental revenue in 2024.

