











*Quality. Integrity. Passion.*

Putting their clients and the environment first since 2004, DVL Homes is synonymous for unsurpassed value and craftsmanship throughout the Lower Mainland of British Columbia. A leader and innovator in sustainable practices, the family owned operation harnesses futuristic features, design sense and style to build a home that reflects you.

Being a landlord is a tough job. Tenants come and go, leaving your places in ruins. There are holes in the wall, flooded bathrooms and leaky faucets to deal with. And if you don't fix it, someone else has to. Faced with this conundrum, Nick Dosanjh, owner of DVL

Homes, rolled up his sleeves and decided to do the work himself.

“I started doing renovations in 2003/2004,” he said. “After doing some renovations, I found that I wanted to start building from





the ground up. So I started to build single family homes.”

With intentions on being an engineer, Dosanjh’s plans changed as he would fall into the construction end of the home building industry. As a graduate of the British Columbia Institute of Technology in the Construction Management and Construction Technician program, Nick’s affinity and intricacies for the craft intensified.

“This shed some understanding of management – as far as budget project budgeting, analysis, and those sorts of things,” he said. “It all came together when I started my own company and everything fell into place.”

This ‘little bit’ of background, as Dosanjh defined it, would lead him onto a whole new path, networking with insiders and influencers in the real estate market who were fond of his talent and commitment to quality and attention to detail.





“What led me into single family was realtors who were selling projects and telling me that the renovations I was doing were nice some of the new homes they were selling,” he said.”

They encouraged me to try something from the ground up and that I’ll you’ll be successful at it, so that’s what I did and here I am today.”

## EXCEEDING EXPECTATIONS

In the crowded and competitive Lower Mainland construction market, personal service for the clients and passion for constantly improving your processes are defining factors of differentiation. The constant connectivity has made way to a more savvy and engaged



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home owner. “Customers are more knowledgeable now, and are more aware of what they want when they’re buying a house,” Dosanjh said. “You have to market for a lot of different angles and designs for every type of buyer. There is so much information out there for buyers that the builder has to keep on top of it otherwise you feel like you’re behind.”

The DVL team is made up of 40 employees, with each playing a crucial role in exceeding the always-evolving expectations of the client. Taking on five to seven homes a year ranging from 2400 to 10,000 square feet and between \$2 and \$5 million, Dosanjh’s formula for a successful client relationship includes face time and one other critical touch.

“Customer service,” he said. “50% of the





buyers you never hear from again. The other half, they have questions – how do you program these fancy fridges? How do I work my surveillance system?”

“Most of the time I personally go to the home and walk them through the process and show them how everything works. People like the personal, hands-on interaction, as opposed to giving instructions over email.”

When it comes to innovating, educating and enlightening his staff on the varied layers of client management, Dosanjh harnesses the power of networking, collaboration and open communication.

“I’m a member of a few different associations like the Surrey Chamber, Greater Vancouver Home Builders’ Association, Canadian Home Builders’ and a couple of local memberships in the municipality,” he said. “These partnerships enable me to participate in seminars, events, meet and greets. Because it’s global, I can stay on top of new sponsors, building techniques, installation methods, and green initiative, while seeing where things are going.”

“Staying on top of all that is mandatory because it’s a very competitive market out here when it comes to home building,” he continued. “Especially with design and architectural work, things are always changing. Expectations are very high nowadays.”

## GREEN FORESIGHT

With such a heavy prominence and presence in the Lower Mainland, specifically Surrey, South Surrey and North Vancouver, DVL Homes is more than just another business





in the area – they’re part of the community. Inspired by the historic Royal Oak trees on King George Boulevard, Elgin Oaks is a 14 single family and 16 townhome development in South Surrey. Beaming with style, sensibility, designer hardwood floors and solid quartz counter tops make it inviting and irresistible.

But for all the things you do see, it was the behind-the-scenes features that get the most attention and praise.

“Elgin Oaks was a project we finished a year

and a half ago,” Dosanjh said. “It was a great project, we had a single family development and a multi-family development behind it, and it did quite well. We were really environmentally and green aggressive with our initiatives. We had geothermal in all the homes, they sold out pretty fast.”

“We were recognized by BC Hydro for the geothermal heating and the green initiatives we took as far as energy savings,” he continued. “There was an article done by BC Hydro as well. We featured in Home and Style Magazine for best kitchens.”



The green aggressive and progressive attitude was spurred on by the realization that drastic changes to energy efficiency and sustainability were coming. And with the media attention increasing, along with a new breed of savvy homeowners, it was a case of DVL getting ahead now rather than chasing it later.

“I figured this was going to happen,” Dosanjh said. “Over the last two or three years there has plenty of I’ve been doing it for the last four years and it’s helped me grow in a lot of ways. It trains all of my trades and sub contractors and ensures that they’re involved, knowledgeable and have experience in doing

green initiatives and having the energy efficiency under their belt.”

“It’s been working well and customers appreciate it,” he continued. “When they see that BC Hydro came in and evaluated their home and the efficiency ratings are higher than the neighboring homes, it says a lot about the house.”

## THE FUTURE

With no plans to expand operations beyond the Lower Mainland, and steer towards building and developing luxury homes, DVL Homes’ commitment to excellence and per-











fection has led to new and exciting projects on the horizon.

“There are a handful of projects that are coming up which are going to be high end and in a lucrative market in south Surrey,” Dosanjh said. “We’re taking on a couple of projects more geared toward foreign and international clients. They’re going to be big homes – 10, 12,000 square feet. The projects will be within \$5 million plus range. We’ll be finishing in about 18 months.”

“I like to stay focused, pick a pocket and perfect it,” he continued. “Instead of being all over the map and mediocre, I’d rather pick my area and be an expert there.”

Driven by loyal and long-term bonds with

their suppliers, DVL has stayed the course, rarely changing from the tried, tested and proven relationships they’ve garnered since the beginning. Confidence abound, DVL hopes that its penchant for creating energy efficiency, green homes with great design and quality is ready to take the next steps.

“I like the way it’s progressing now,” Dosanjh said. “I want to continue on the path that it’s going. Growing and becoming bigger and better is always a concern for every company. I’d like to crack that \$10 million home mark. When I say that, I mean higher-end individual homes between \$10 and \$15 million homes on the west end and in the Lower Mainland.”

“I want to tap into that market,” he contin-



The logo for DVL Homes features a stylized house icon on the left, composed of a black outline and a light green square. To the right of the icon, the letters "DVL" are written in a light green, sans-serif font. Below "DVL", the word "HOMES" is written in a black, sans-serif font.

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