

Inspiring Families and Communities

Westway Homes is a champion for its team, customers and colleagues

by Kendra Lee

Since Westway Homes hit the landscape in 2018, they've become known for their eye-catching architectural styles unique to Albuquerque. Their catalog of nearly 40 designs and award-winning floor plans vary from traditional with a modern flair to ultra-modern designs.

To live out its mission “to build communities that inspire one family, one home at a time,” Westway Homes crafts affordable single-family and multi-generational homes with a range of choices including one- or two-story and varying square footages (up to 3,200). But it's the list of *All Included*™ amenities that sets Westway Homes apart from fellow builders. “Others call them upgrades but to us, homeowners shouldn't have to sacrifice for today's standard features,” says Mike Fietz, Founder/CEO of Westway Homes.

In addition, Fietz says, “Everyone lives a little different, everyone has unique needs and has desires for the way they want to live. The main, overarching attitude is we want to be flexible, to provide all of our customers with that vision and that dream they have of what their home is going to be, where their family is going to live and make memories.”

When selecting the home's interior features, buyers simply choose from either the Heritage or Artisan series. Both include energy-efficient features and high-end amenities like crown molding, granite countertops, keyless entries, Ring doorbells, Nest thermostats and Bosch stainless appliances. With Westway, homebuyers won't compromise on their dream home.

In fact, with Westway Homes, forget the anticipated upsell because what you see is what you get. “Sure, upgrades are available, but not many buyers choose them because so many are already included,” Fietz says.

The impressive Westway portfolio includes four communities: Mesa del Sol (Albuquerque), Vista Entrada (Rio Rancho), The Enclave at Vista Montebella (Rio Rancho), and Rancho Valencia (Los Lunas). Despite the obstacles COVID-19 has thrown

their way, they have four projects this year: Sage Ranch, Montage 4 in Mesa del Sol, Tesoro and Enclave Oeste.

Westway's success is, in large part, due to the talent of the team—the family. In three short years, they've grown a booming start-up and are now masterfully navigating the obstacles resulting from the pandemic. Just as it is for others in the industry, the current situation is presenting the staff of 18 with many challenges. But Westway Homes is meeting them head-on thanks to their strong team.

“When I started Westway, I made a commitment to hire smart people and then get out of their way,” explained Fietz. “Little did I know a pandemic would show me just how savvy, nimble and resourceful they could be. I couldn't be more proud and ready for the future.”



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Signature Builder

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True to its guiding philosophy "a rising tide lifts all ships," treating customers, stakeholders and subcontractors with honesty and integrity is the foundation of Westway Homes and remains at the base of every decision made. So much so, the company formed Westway Homes Foundation to support local colleagues and communities. Through this organization, they support the St. Jude's Dream Home® Giveaway program in Albuquerque.

"We always do the right thing. It's often not the easiest, or the cheapest, route," says Fietz. "But if it's the right thing, we'll do it without question, always."

Westway Homes, thewestway.com

