

CALA to reopen sales offices in Edinburgh

One of Edinburgh's best known house builders has begun the process of reopening its Edinburgh sales offices and showhomes in line with the latest government guidelines.

CALA Homes' on-site sales suites all over Scotland will begin opening by appointment only, from today, Monday 29 June 2020, including Edinburgh sites, The Crescent, Waterfront Plaza in Leith and Balerno's Ravelrig Heights and Kingfisher Park.

The reopening will allow house hunters to progress their new home journey as lockdown eases, with services such as Part Exchange and Guaranteed Buyer available to help give buyers confidence.

Philip Hogg, Sales and Marketing Director with CALA Homes (East), said: "We are looking forward to welcoming customers back to our sales offices and helping them in their search for their dream home.

"The safety of our customers, our team and the wider community is absolutely paramount, and we've put in place a number of new health and safety measures to ensure their wellbeing, which all of our teams have been extensively briefed on.

"We've increased the frequency of cleaning in our sales suites and showhomes and will leave time between each appointment for this to take place. There'll also be some changes throughout the experience, such as protective screens and hand sanitiser stations, and new signage to help customers navigate the sales areas safely.

“While our sales teams won’t be able to accompany customers around showhomes, customers will be given plenty of time to explore these properties on their own, and our advisors will be on hand before and after to answer any questions.

“We want to thank customers in advance for their understanding of the new measures and urge them to make an appointment before coming to see us, to help us safely stagger visitors. Our teams are very excited to be opening our doors again and are looking forward to making dream homes a reality once more.”

Househunters who are unable to visit CALA’s showhomes can still continue their journey with CALA through its two new services, Virtual Guided Tours and Remote Reservations. The services, which are available throughout CALA’s Scottish regions, enable customers to view and reserve homes remotely under lockdown.

The Virtual Guided Tour platform incorporates a video call function into a 360 degree interactive virtual tour programme, comprising more than 30 CALA showhomes. It supports two guests at any time as well as the Sales Consultant, meaning buyers can invite along a family member as they would in person. This has the added benefit of inviting a parent or friend who might live further away, which would not currently be an option at in-person viewings.

While on the tour, buyers can also be left on their own to take more time to privately view the property, before being re-joined by their Sales Consultant. They can also view the home in different ways including via an interactive, 3-D dollhouse and birds-eye view of the home. All these additional tools give a further clear picture of the size and scale of the home and each of its rooms, while the tour itself brings the floorplan to life.

CALA has also introduced Remote Reservations to offer

customers the opportunity to secure their next home, with a safety net to do so. Reservation fees made through the service are fully refundable, to offer an extra level of reassurance.

For more information on how you can reserve remotely with CALA, please visit:
<https://www.cala.co.uk/why-cala/cala-incentives/reserve-remotely>

To view CALA's developments across Scotland [CLICK HERE](#)