



partner spotlight ◀◀

By Dave Danielson
Photos by XSIGHT Creative Solutions



NORTH AMERICAN HOME SERVICES:

DMITRIY TUPIKOV

Your One-Stop for All Inspection Needs

AS REAL ESTATE AGENTS KNOW, IN THE COURSE OF SETTING UP TIMES WITH YOUR CLIENTS FOR SERVICES THAT NEED TO BE DONE ON A PROPERTY, YOU CAN SPEND A LOT OF TIME CONNECTING THE DOTS.



That's why it means so much when you have a partner like North American Home Services ... an experienced, knowledgeable company that saves you and your clients' steps with superior inspection services.

Dmitriy Tupikov is Owner/Operator of North American Home Services. When you talk with him, it doesn't take long to see the pride he has for his team and the results they bring to market — as your one-stop source for professional services.

"We constantly think about making life better to serve our REALTOR® partners. One unique thing that we do is that we offer a one-stop shop package for all inspection needs," Dmitriy explains. "We can schedule all of your inspection services with one call ... and schedule all of those to happen at one time."

Efficiency and Expertise

The efficiency and expertise of the NAHS team makes a big difference to their partners.

"Because all of our inspectors are there at the same time, they talk to each other and their reports speak the same story. As a result, we think we definitely make our partners' lives easier," he says. "Reports are completed within 24 hours and they tell the same story."

Another key differentiator for North American Home Services is its roots and ongoing leadership in the local construction market.

"We're a construction company first and an inspection company second. We build houses for a living through Good Life Construction, which is in the same building," Dmitriy says.

"We like to put our expertise to work for our clients. When we inspect a house for someone, we can identify what needs to be done. We find the problem and identify the solution and we offer a price to fix it at that time. That saves time for everyone involved to get bids. If you choose to hire us, great, but if you choose not to, at least you don't have to contact a bunch of others to get bids. We work with a lot of flexibility."

Fulfilling Life

Family is at the heart of life for Dmitriy.

"My family moved here in 1998 from Ukraine. My dad worked for a few different companies and then North American Home Services recruited him," he recalls. "My father, my brother, and I work together as a family-owned business."



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Dmitriy has great gratitude for his life in the U.S.

“When my family moved here to the U.S., a big reason was the fact that the Soviet Union persecuted my parents and grandparents for their Christian faith,” Dmitriy explains. “This country gave us the opportunity to continue in our faith. While nothing is perfect, there’s nothing like the

ideals of America ... liberty and the right to pursue happiness doesn’t exist in most of the world. With God’s help, we’ve been able to work really hard and He has blessed us.”

North American Home Services has been in business since 1978. When Dmitriy and his family moved to America, it didn’t take long for their path in life to converge with the company in a very special way.

As he says, “My father started working for the company in 2001 as a carpenter on the construction crew. In time, he took me to the Vice President, Stephen Gilbert.”

“Stephen had asked my dad to come on the weekend to remodel his home bathroom. I was 14 at the time,” Dmitriy says. “I remember Stephen approaching me and saying, ‘I want you to come work for us.’ The offer to work on a construction crew was very attractive to me.”

The bonds between the family and the company deepened.

It wasn’t long before Dmitriy worked his way up through the ranks. It was a fast rise. In fact, he became a foreman when he was 16 years old.



ALEX TUPEIKOV
Owner/Operator



AJA BARRAGAN
VP of Finance and Administration



ANDREY TUPEIKOV
Owner/Operator



CHRISA DAVIS
Client Service Manager



JAMES LOZANO,
Director Building
Inspection Division



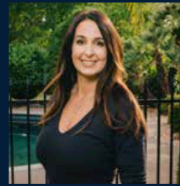
STEFFEN GILBERT
Vice President of Operations



ELVIA CERVANTES
Brand Ambassador



PAUL LEONTYEV
Crew Manager



JENNIFER FINLEY
General Manager



JUSTIN NETHERCOTT
Lead Inspector - Branch III



“When they promoted me to foreman, I needed a driver because I wasn’t old enough to drive a commercial vehicle from jobsite to jobsite,” Dmitriy smiles.

Business kept expanding—until the economic downturn of the late 2000s. By 2009, Dmitriy had been recruited to serve as the jobsite manager for his church as they built a new addition.

During that time, Dmitriy opened Good Life Construction. Soon, he would receive another call from Stephen and Dmitriy rejoined the company. In 2017, the Owner of North American Home Services retired, at which point, Dmitriy bought the organization. The pride he feels in his team is very strong.

“THE CREW IS WHAT MAKES THIS A REALLY GOOD COMPANY. OUR CREW IS HONEST, HARD-WORKING, AND THEY DO WHAT THEY DO WITH INTEGRITY.”

“We have nine home inspectors and nine termite inspectors. They go out and do home inspections, roof inspections, sewer inspections and termite inspections. Each division has a manager. We have a construction crew of 15-strong. Plus, we also have an office with eight customer service specialists, along with an accountant and two marketing professionals,” he says. “The crew is what makes this a really good company. Our crew is honest, hard-working, and they do what they do with integrity. If there is an issue at 9 p.m. they will step forward to do what they can to help.”

Away from work, Dmitriy, his family, and his team are engaged in making their community and world better.

“We go to places like Africa, India and Mozambique to support orphanages and drill wells. We are big on serving, and that starts with the local community. We get involved in helping to feed the homeless.”

Another special step North American Home Services takes involves its employees. Each year during the holidays, the company donates \$500 in the names of their employees to the cause of their choice.

As Dmitriy thinks about the record of results he and his team continue to build on, he sees the effects of service.

“We stand behind our work and inspections. If we inspect a home and people move in and something happens where the water heater isn’t working, we get the call, then go out the same day to put in the water heater, only charging for the actual cost of the water heater,” he says. “We bleed for our clients. We have the resources to serve them.” And they do.

For more information about North American Home Services: www.NAHSPRO.com