



"We looked at several homes they had built and were so impressed that we decided not to get bids from other builders."

-Scott, Leslie, Braden and Jarrett Douthitt



"We choose Campbell Garrett because of their attention to detail. They were very timely and helpful."

-Sheriff Milton and Marian Wright

**Where We Build**



**A - Southwest Office & Design Center** - 207 Morton St., Richmond, Texas 77469, Steve Floyd (p) 713-927-2879 (e)sfloyd@campbellgarrett.com

**B - Northwest Office & Design Center** - 7301 FM 1488, Magnolia, Texas 77354, Paul Tapia (p) 832.788.9056 (e)ptapic@campbellgarrett.com

**C - Central Office & Design Center** - 207 Morton St., Richmond, Texas 77469, Scott Lease (p) 832.236.6180 (e)slease@campbellgarrett.com (Serving Memorial, Bellaire, Medical Center, River Oaks & Midtown)

**Plan Design Service,  
Builder Showroom,  
Precision Craftsmanship.**

**Education**

CERTIFIED GRADUATE BUILDERS AND GRADUATE MASTER BUILDERS  
Certified Graduate Builder (CGB) and Graduate Master Builder (GMB) are two of the top designations developed by the NAHB for builders. Designations help consumers to identify professionals who have demonstrated a commitment to excellence. Their credentials demonstrate that business owners and senior managements have undertaken continuing education courses in all facets of the homebuilding industry. To earn one of these designations, a builder must complete a regularly updated curriculum of industry-related topics. Candidates for these designations are also required to pledge their commitment to a professional Code of Ethics. CGB and GMB participants take ongoing courses in the following areas:

- Building Technology
  - Building Codes and Standards
  - Building Technology: Systems and Interior Finishes
  - Building Technology: Structures and Exterior Finishes
  - Indoor Air Quality
  - Energy Efficient Construction
  - Green Building For Building Professionals
- Business Finance
  - Business Accounting and Job Costs
  - Business Management for Building Professionals
  - Construction Contracts for Law
  - Estimating
  - Finance Banking
- Project Management
  - Design/Build
  - Off-Site Project Management
  - On-Site Project Management
  - Scheduling
- Sales & Marketing
  - Customer Service
  - Land Development, Site Planning and Zoning
  - Sales & Marketing
- Safety
  - Recognizing the Safety Hazards for the Home Building Industry

**All Campbell Garrett Project Managers actively participate in the Certified Graduate Builder Program. Jim Garrett and Scott Lease both actively participate in the Graduate Master Builder Program.**

**Builder Check List**

Builder Name	CGDP	Builder 2	Builder 3
Certified Graduate Builder	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Master Graduate Builder	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Energy Star Partner	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Professional	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Quality	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Integrity	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Commitment to Education	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Financial stability	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Area of operations	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Type of Home	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Compatibility	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Customer Service/Warranty	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Plan Design Services	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Design Center	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Interior Designer	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



**Choose Us**

Campbell Garrett Distinctive Homes and Estates, LP is a professional home building company that excels in all of the areas outlined herein. Let us build your dream home. We've helped you this far, let's finish this project together.

**Your. Land  
Our Expertise.**

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**CAMPBELLGARRETT**  
DISTINCTIVE HOMES

**Plan Design Service,  
Builder Showroom,  
Precision Craftsmanship.**

**How To Find A  
Custom Builder.**

**CAMPBELLGARRETT**  
DISTINCTIVE HOMES





### How to Find a Custom Builder

The choice of a builder may be the most important decision in the custom home building process. Choosing a builder early in the process, ideally before you've settled on a site or a design for your home, can set the stage for a successful home building experience.

Campbell Garrett Distinctive Homes and Estates, LP offers homes of unparalleled quality, beauty, and reliability. Please take the time to read through this pamphlet on "How to Find a Custom Builder." We believe that by following the advice given within, you will enjoy the process of building your dream home.

### Choose Early. Choose Wisely.

Why might you prefer to choose a builder early on? Most people say the process is so complex that owners need professional guidance from the beginning to avoid mistakes in site selection, home design and written specifications. Architects can draw plans but they are not in the business of building and often don't know the price of their creations.

This is when your builder comes in. Seek a builder's advice from the beginning. By doing this you will eliminate costly redraws with your architect. In addition, designing your home with your builder's input will help to ensure that your vision is realized. Finally, no builder can quote an accurate price for a custom or semi-custom home until he or she knows the type, style, finishes, and features of the home, the site conditions and the type of contract you want to use for construction.

To assist in the process Campbell Garrett Distinctive Homes and Estates, LP offers full service drafting and design service to all of our clients to ensure that their home is delivered to expectations and within budget. Now that you know how to best design your home, let's plan a budget.



### Determining Your Budget

Before you contact home builders, decide what you can afford to spend. Your total budget should comprise the sum of cash + borrowing power + equity available for your project. At this stage, the National Association of Home Builders recommends that you visit your lender and pre-qualify for your mortgage. The lender will help you develop a realistic expectation of the budget for you new home.

To develop your budget, ask yourself and your lender the following questions:

- What can I afford?
- What attributes do I want my home to have?
- What is my current property or home worth?
- What will my mortgage payments be?

Campbell Garrett Distinctive Homes & Estates, LLC maintains a list of quality lenders to assist in the construction and mortgage loan process.



### Building Budget Worksheet

Now you can begin to determine the approximate cost for each part of the construction process. However, after a few conversations with the lenders and builders, you will gain a clearer notion of where your dollars will go. Here is a budget break-down that covers all aspects of home building process.

The project budget includes:

Cost of the lot	\$ _____
Architect	\$ _____
Interim finance	\$ _____
Engineering	\$ _____
Interior designer	\$ _____
Landscape architect	\$ _____
Landscape	\$ _____
Pool	\$ _____
Mortgage and title	\$ _____
Other	\$ _____
Home Budget	\$ _____
Total project budget	\$ _____

Now that you know where you stand financially, it's time to start talking with builders who will work to build your dream home within your budget.

### Builder Selection

While pricing is very important, when selecting a builder, you may well want to base your decision on the builder's reputation, professionalism, warranty coverage, and experience. Here are nine criteria to consider:

1. **Seek a professional:** Look for companies that emphasize customer service, quality, integrity and a commitment to education.
2. **Quality:** You get what you pay for. Be careful when assessing the prices set by different builders. The quality of the materials and service can make a significant difference in cost.
3. **Integrity:** Is your prospective builder trustworthy? Be cautious if you hear anyone suggest that a builder has been less than honest with clients. Look for an established builder with an extensive client list.
4. **Commitment to Education:** Professionals builders know that the quality of their service depends on the quality of their staff. They should be committed to ensuring their people have the tools to be successful with professional designations and continuing education. Look for designations such as a Certified Graduate Builder, Master Graduate Builder, and Energy Star Partner.
5. **Financial stability:** Some builders run their businesses better than other builders. Make sure the building company you select is financially viable. Success in the home-building business is earned by building a quality product at a fair price. A builder who is financially successful will likely be in business during the warranty period for your new home (10 years in Texas). Further, successful builders are in the best position to contract for the services of top subcontractors and suppliers.
6. **Area of operations:** Choose a builder who is familiar with the area where you want your home to be built. Local knowledge is important because residential construction is very regional in nature. An out-of-the-area builder might not be prepared to handle variations in local building codes, subcontracting practices and inclement weather patterns.
7. **Type of Home:** Select a builder who has extensive experience constructing homes in your price range and general design style.
8. **Compatibility:** Building a home is a highly personal and emotional experience. That's why you'll want to choose a builder with whom you'll feel comfortable.
9. **Customer Service/Warranty:** A company that's truly committed to buyer satisfaction will emphasize service from every member of its team and maintain a professional attitude in every interaction. The builder should be willing and able to offer you comprehensive written warranty.

Beyond these factors, the most-important consideration is the quality of the builder's homes. Cost is not a direct measure of quality. Rather, good quality is the merging of good design with appropriate products and materials that are installed with superior workmanship.

### Getting Started

Use the steps below as a guide when beginning your search for a builder:

- Determine your budget.
- Seek referrals from friends and neighbors-make sure the builder has a working knowledge of the types of homes and considerations of the area.
- Contact the local Builder Association to find out about the builder.
- Verify that the builder is an active Certified Graduate Builder or a Master Graduate Builder.
- Verify that your builder is an Energy Star Partner.

Once you find a builder and settle on a plan, request a detailed, written contract that protects both you and the builder and that complies with local, state, and federal laws. The contract must spell out the work that will be performed and provide a fair payment schedule.

### Questions to Ask Your Potential Builder

- How long have you been in business?
- In what areas have you built?
- What sets you apart from other builders?
- What type of warranty program do you offer?
- What are your fees for building a home (fixed price, cost plus, management fee)?

- How do you charge extras?
- Who supervises your construction?
- How long have your trade people been working with you?
- How often during the week is the builder out at the job site?
- Who will I be dealing with during construction?
- How many hours per year do you and your supervising staff participate in continuing education.
- Are you or your staff Certified Graduate Builders or Certified Master Builders by the National Association of Home Builders?
- Are you an Energy Star Partner?
- Can you provide a list of references, including homeowners, suppliers, subcontractors and consultants such as architects and engineers?
- Have you ever been sued? If so, did you win or lose? Are there any suits currently pending? If so please explain.
- Are there any liens against properties that you have built?
- Have you ever filed for bankruptcy protection?
- Do you have a design center to simplify the selection process?
- Do you make an interior designer available to assist in selections?
- Do you offer financing and discounts if that financing is utilized?

### Questions to Ask Referrals

- Was the builder accessible or hard to find (during your project)?
- Was the home completed when promised? If not, why?
- Did the builder stay within your budget?
- Did the builder follow the plans and specifications, or did he or she make changes without consulting the architect or you?
- Were there any surprises, such as excessive change orders, or did the work go smoothly?
- How did the builder charge for any change orders?
- Were the allowances adequate?
- Was the follow up on warranty work completed in a timely manner?
- Does the home's mechanical systems (i.e., air conditioning, heating, plumbing, and electrical) function well?
- Is the home energy efficient, keeping utility bill reasonable?
- Why did you choose this builder?
- Was the builder congenial?
- Did the builder supervise the job closely?

