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Fairmont Homes

Fairmont Homes and Clients
Partner in Creating Dream Homes



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By Kathy Bowen Stolz

Michael Pelletier, president and owner of Fairmont Homes, uses his almost-30 years of experience in building and his people skills to a great advantage when creating custom homes on the west side of Houston, an area that he foresees will be in increasing demand.

“We want the best possible fit with our clients because building a home is a partnership. We spend 12 to 18 months with these clients, so it’s important to get along, to respect each other. We have very detailed construction meetings to help clients understand what is included in the budget for their new home. There are so many decisions in building a house. We like to build the home on paper first to make sure we’re all on the same page.”

Pelletier, who earned the Graduate Master Builder designation, works with many architects and will introduce his clients to the ones that he thinks will be the best match.

“It depends on the clients’ vision. Every client has a different background, so helping clients find the best fit is very important.

“We work hard to provide whatever the client wants; we modify our services to meet their needs. We’re very good at catering to their needs.

“We’re committed to the highest quality of service and a better homebuilding experience at a fair and competitive price. We’re honest and have integrity. I think we’re very competitive,” stated Pelletier, who got his start in construction in a high school building program.

He is also aware that his clients are busy people. “We also offer sound advice and experience to produce a home that’s low maintenance so the clients can live their lives,” he added.



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While Pelletier handles the sales, marketing and estimating for each home, Robert Cox takes over once construction starts. “I can’t do what I do without him,” Mike said.

Mike and Robert were college roommates and fraternity brothers at Southwest Texas State in San Marcos. Mike studied business management while Robert studied construction management. Their major fields of study and skill sets continue to be a good fit for Fairmont Homes’ success.

As vice president of construction, Robert is responsible for staying connected with the clients during building. “Robert



Location is a factor in building a dream house. “We build in Fulbrook, which is one of the few communities where you can buy a piece of land for and build a true custom home.” The Fulbrook neighborhood offers acreage, large trees and water features.

Although the company does some projects in the West Memorial neighborhood, it typically builds in the country on acreage. It usually builds eight homes a year, starting at about \$1.2 million; the cost depends on the lot and the size of the home, of course. It is currently building a 12,000-sq.-ft. home in the \$5 million range.

Although Fairmont Homes won a Best of Houzz Service award in 2022, Pelletier is far more concerned about what his clients think about the company than by winning any awards. “We end up being friends. We even get invited to dinner, to parties.”

is in the heat of the battle with contractors making sure the homes are built per the plans and specifications. He is the liaison between the customer and the contractor. We are really good at setting expectations and really good at keeping communication going as we help manage the customers’ expectations through the process,” Mike said.

Mike notes that the building industry uses the word “custom” on production homes, ones that repeat the exterior or interior from house to house. Fairmont Homes takes the clients’ inspiration and helps them create pieces of art that will last a lifetime, he said. Fairmont’s staff prides itself on building a true custom home for its clients.

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