

THE

METROPOLITAN BUILDER

INSIDE SHOWCASE



SABO

CUSTOM BUILDERS

Sabo Makes Building a Collaborative Process



Sabo Makes Building a Collaborative Process

By Kathy Bowen Stolz

Not content to build or remodel homes, Ed Sabo wants to remodel the custom home-building process.

Sabo, owner of Sabo Custom Builders in Houston, is streamlining the often-stressful building process. This collaborative approach is based on his desire to deliver a five-star experience to his clients.

“Our industry commonly sees clients hire architects to create drawings and then send them to custom builders for bids. Unfortunately, the resulting bids vary significantly in price, can’t be compared and typically exceed a client’s budget. Fortunately, there is a better way to start,” according to Sabo, who earned a bachelor’s degree in construction management from Texas A&M and an MBA with a concentration in finance.

“To address the problems associated with the design and bid method, we developed a proactive, collaborative approach in which the homeowner, architectural designer,

interior designer and builder work together from the beginning. Not only do we help the client avoid costly mistakes, but our concierge-level service ensures that the process is stress-free and enjoyable,” he continued.

Based on his years of experience as a builder, Sabo said, “Our early involvement makes a significant difference. Our process allows us to design and plan according to the homeowner’s budget range. We can provide timely feedback and address potential issues.

“For instance, by identifying materials that may exceed the budget range, we can help the homeowners make informed decisions before they invest in a complete set of drawings. Of course, there will be different levels of finishes on the exterior, tile, flooring, cabinetry and appliances in an \$850,000 home compared to a \$1,500,000 home,” he added.

Sabo, the architectural designer and the client collaborate



and finalize selections and specifications to complete the bid process. The architectural designer creates a full set of permit-ready construction drawings that maximize design, innovation and value engineering – while maintaining the client’s budget range.

“Planning and collaborating may not seem as exciting as the actual building of a home, but those steps are essential to successful and timely construction. Disruptions in the supply chain have made planning more critical than ever before.” And Sabo should know. He worked in commercial construction and then “corporate America” in supply chain management for seven years before becoming a self-employed builder.

“Not only will a well-planned project take it halfway to completion, but it also keeps the project on schedule and within budget,” he noted. At the end of the planning phase, homeowners have a firm estimate and access to a proven team of professionals familiar with the project. The client signs the final construction contract at the end of this phase.

Next, the construction team transforms all the dreams and discussions into reality during the building process, which a project manager helps to oversee. In addition to his employees, Ed said he treats his subcontractors, suppliers, affiliates and clients as his team members.





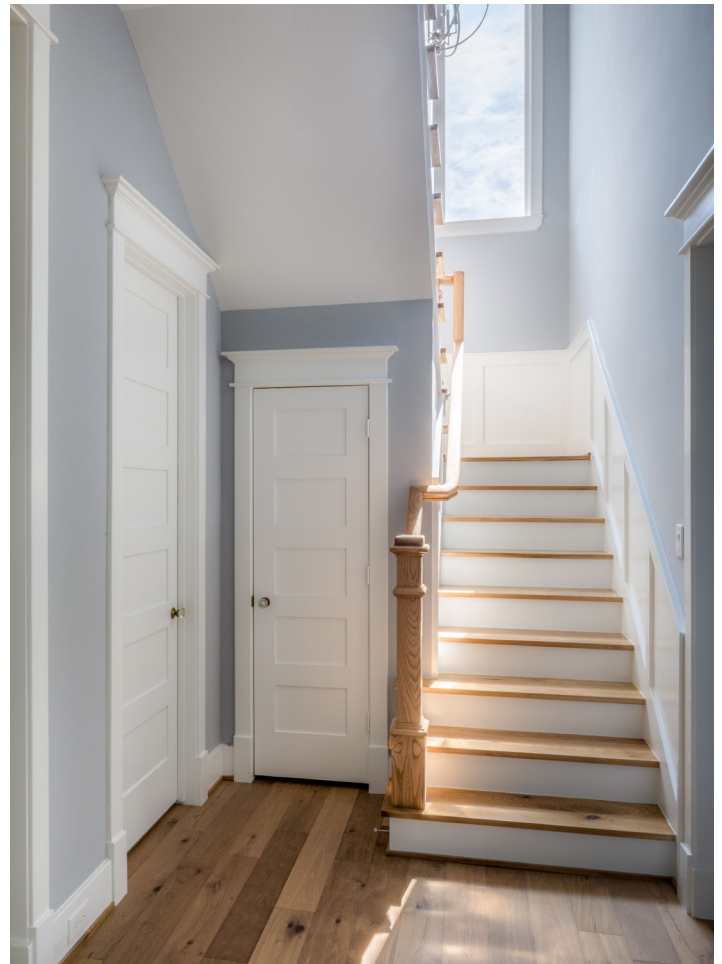
Sabo Custom Builders provides access to a secure website portal that details the work on its clients' custom homes. Clients can find documents, photos and more at their fingertips. The simple online system allows clients to access their projects from any computer, tablet or smartphone – whether at work, at home or on the road.

He takes daily photos of each project's progress so the clients can see the project in real-time. He finds the images and video to be a great way to document progress and changes and to ensure the clients are satisfied that their dream home is becoming a reality.

According to Sabo, during this final step the project is completed on time and within budget; consequently, he expects to earn another five-star review from the clients. "It is our goal to make certain that everyone who has contact with our company shares in the predictable excellence of a Sabo Custom Builders' five-star experience," adding he follows a Code of Ethics and Standards to be the best. He is rated as a top builder in Houston.

Based on his approach to building, it's not a surprise that he finds value in collaboration. He is part of a National Association of Home Builders (NAHB) Builder 20 group that meets frequently. He can solve almost any problem by





talking with others with different perspectives, he said.

Sabo Custom Builders has been building custom homes and garage apartments in addition to remodeling in Houston since 2009. Sabo is also certified by NAHB as a Certified Aging In Place Specialist and as a Graduate Builder.



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