

THE METROPOLITAN BUILDER

Greater Houston Edition
themetropolitanbuilder.com



JTX Builders

Puts Quality Before Speed



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By Kathy Bowen Stolz

For Joshua Cadis, owner of JTX Builders, the best compliment a homeowner can give him is to never call him with a problem after closing.

Cadis is a builder who puts quality before speed, doing things the homeowners will never see to ensure they can live in the house forever with confidence. “I want to build a good quality product for a select group of people who want things done correctly.

“I take pride in my work, putting honesty and integrity above all else. In reality, all a builder has is his reputation. When no one’s looking, are you doing the right thing? Do you stand behind your work? If I discover a mistake, I correct it. Doing things right gives me peace of mind.”

He also uses vendors who share his philosophy. As an example, he cited a home where the entire air conditioning



system was replaced at no cost to the homeowner after he learned that the system was not cooling properly in one section of the home. The vendor picked up the cost. “My vendors also stand behind their work,” he explained.

Josh developed his philosophy in part by observation. Coming from a family of builders in Louisiana, he became interested in the building industry as a teen. He jumped at the chance to learn from a custom builder who was looking for someone to train. Riding around with the builder, he learned many of the fine points to the trade: How to do calls. How to walk a job site. How to frame.

But before taking the leap into homebuilding, he worked on the periphery of the industry, starting a business that focused on home maintenance, primarily pressure washing. When a builder service company hired him as an office manager, he learned about counter tops, further deepening

his knowledge of the industry. After a four-year stint as a project manager for another builder, Hurricane Harvey propelled Cadis into homebuilding because of the high demand for demolitions and renovations.

Twelve years after entering the building industry, he started JTX Builders in 2018, proving himself with speculative homes at first. The company is growing steadily with 80 percent of its custom home clients coming through word-of-mouth referrals, although JTX does maintain a social media presence.

JTX Builders’ “sweet spot” is a 3,500- to 5,000-sq. ft. home that sells for \$850,000 to \$1 million without land. His clients cover a range of demographics, although he said he frequently builds for almost-retirees who are constructing their final homes.



Cadis prefers to build in the area northwest of Houston within a two-hour radius of his Waller home, including Kady, Magnolia, Dayton, Bremen and Montgomery. JTX builds five to 10 custom homes yearly, with 70 percent contracted and 30 percent speculative on average. He buys lots in neighborhoods where the developer has already begun work, such as High Meadow, Crown Ranch and Saddle Creek Forest, for his spec projects.

Whether contract or spec, “I use the same trades no matter what the size of the house. I put an emphasis on quality. I pay more money because I expect them to show up on time and stand behind their work. I treat them with respect, call them by their first names. I pay them what they ask and pay on time. It creates a more cohesive, more peaceful job site and they deliver a better product for my clients. Punch list items get taken care of the next day.”

He continued, “I don’t put timelines in my contracts, although it typically takes 9-12 months to finish a home. We take it step-by-step. I tell my clients, ‘This week we’re doing this; next week we’re doing that.’

“When you have to finish things in a hurry, quality suffers. I don’t stack subs on top of each other to meet some arbitrary deadline. Chaos on a job site is not fun. I give painters the run of the house, for example. I tell them to take as long as it takes.”



Cadis said he tries to continually improve, trying to make each house better than the last. He said he learns by listening to the different subcontractors. For example, he has learned that pre-conditioning a house by controlling the humidity creates a better environment for the painters.

Josh expects to continue his career in the building industry, although he’d like to be known as a premier customer builder focusing on more boutique projects at a higher price point within the next 10 years. “For me, building’s fun, exciting. I like the new challenges that come with every project.”





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