

THE METROPOLITAN BUILDER

A Conversation with . . .



Guide to Building or Remodeling
with Confidence

A Conversation with Sabo Custom Builders . . .

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Building or renovating a home is one of the most significant investments a homeowner will make, and selecting the right professional for the job is crucial. In this exclusive Metropolitan Builder Q&A, we sit down with custom home builders and remodelers to address the key questions prospective clients often ask. From understanding the building process and timelines to discussing materials, costs, and industry trends, this conversation is designed to provide homeowners with the insights they need to make informed decisions. Whether you're embarking on a custom home project or transforming an existing space, our experts share their knowledge to help you navigate the journey with confidence.

This month, Metropolitan Builder sits down with Ed Sabo of Sabo Custom Builders, a premier custom home builder recognized for exceptional craftsmanship and a client-centered approach. Since 2009, Sabo Custom Builders has been bringing dream homes to life with meticulous attention to detail and a commitment to quality.

Ed and his team understand that building a custom home is both a financial and emotional investment. That's why

they emphasize a collaborative process, ensuring every home reflects the client's vision while maintaining efficiency and excellence.

One of the most common mistakes clients make when building a custom home is waiting too long to involve a builder. The best results come from early collaboration between the client, builder, and designer. Engaging the builder from the start helps streamline the process, avoid costly changes, and create a seamless experience from concept to completion.

TMB: What is the most common mistake clients make when building a custom home?

ED SABO: One of clients' most common mistakes when building a custom home is delaying their engagement with the builder. The best projects involve collaboration among the builder, client, and designer from the very beginning. Engaging the builder early in the process is crucial for achieving the best possible outcome.

Experience & Credentials

TMB: How long have you been in business?



ED SABO: Sabo Custom Builders has been constructing custom homes and completing high-end remodeling projects since 2009.

TMB: Can you share an example of projects that you've completed?

ED SABO: We have recently completed both custom homes and high-end remodels. Most clients come to us through referrals from past clients and architectural designers.

TMB: Are you licensed, bonded, and insured?

ED SABO: Home builders and remodelers in the State of Texas are not required to be licensed. However, Ed has a construction science degree from Texas A&M and an MBA from Houston Baptist University. We are fully insured and work with the highest levels of integrity.

TMB: Do you have any industry certifications or affiliations?

ED SABO: Yes. The National Association of Home Builders Certifies me as a Graduate Master Builder and a Certified aging-in-place specialist.

TMB: Are you part of any builder or remodeling associations?

ED SABO: Yes, I'm a member of the local chapter of the

Greater Houston Builder's Association and the National Association of Home Builders. I'm also part of the National Association of Homebuilders Builder 20 group.

TMB: Can you provide references from past clients?

ED SABO: Absolutely. We also invite clients to visit our Houzz and Google Profiles for online reviews.

Project Approach & Communication

TMB: What is your process for planning and executing a project?

ED SABO: As part of the design team, we usually collaborate closely with potential clients. This involves writing work scopes and specifications and obtaining pricing for various scenarios. Every project begins with "Sabo Planning," a collaborative approach that consistently delivers the best results and value to our clients.

TMB: How do you handle unexpected changes or challenges during a build?

ED SABO: We will evaluate the situation and determine which team members must be part of the solution. We communicate our findings and work towards the best solution for the client. We usually will address a problem with a solution already in hand.



TMB: How often will we meet or communicate about the project's progress?

ED SABO: We communicate with our clients via a daily log. We utilized a secure portal called JobTread. We set a standard of a minimum of 20 pictures per day so the client can see their project progress in real-time.

TMB: Who will be my primary point of contact throughout the project?

ED SABO: Clients work with Ed Sabo and possibly their project manager during the sales process. During the build, the project manager runs the daily job with input from management. Ed Sabo reviews the job logs and pictures daily.

TMB: How do you involve clients in the decision-making process?

ED SABO: Everyone has a seat at the table. The Client chooses their design team (Architectural Designer, Interior Designer, and Builder). The homeowner may hire additional consultants, but the core team is assembled at the beginning of the design process.

TMB: Do you have systems or tools (like project management software) to keep clients updated?

ED SABO: We proudly use the JobTread project management portal. This portal lets clients securely access their project information, daily log, and production

schedule.

TMB: What is your approach to staying on schedule?

ED SABO: As part of the "Sabo Planning" services, we produce about a 200-line-item schedule where every aspect of the project is planned. At the beginning of the project, we set that as a baseline and measured our progress toward that baseline schedule. We also have a weekly production meeting and discuss a two-week look ahead for each project.

TMB: How do you handle delays, and how are they communicated?

ED SABO: Delays or schedule improvements are communicated via our daily log.

TMB: Tell me about the Budget & Financial Transparency

ED SABO: We use a fixed-price contract with "allowances" for unidentified choices during the construction contract. We provide monthly allowance accounting in the project portal for client review.

TMB: How do you establish and control the project budget?

ED SABO: We use a purchase order system to control costs.



TMB: Are there any additional costs I should anticipate?

ED SABO: When creating your overall budget, consider the following in addition to the construction cost: land costs, surveys, geotechnical studies, architectural services, engineering services, interior design services, an energy consultant, Interest and property taxes, off-site living arrangements, pools, outdoor kitchens, etc.

TMB: How do you handle change orders and additional expenses?

ED SABO: We present change orders when a client requests a change to the original work scope. Before we proceed with any change, the client must approve and pay for it. We also recommend clients have a 5% to 10% contingency budget for upgrades.

TMB: Will there be a straightforward approval process before extra costs are added?

ED SABO: Yes. Changes are presented and approved via the JobTread Portal.

TMB: Who will be onsite daily, and how will the work be supervised?

ED SABO: The Project manager is on site daily. He has daily checklists and actively manages the sub-contractor base.

TMB: Do you use subcontractors, and if so, how are they selected and managed?

ED SABO: Since 2009, we have worked with trusted trade partners. We select the trades for each job based on the project scope, their experience, and the project budget. The trades are actively managed; we never “just send the guys.”

Quality & Warranty

TMB: How do you ensure quality control throughout the project?

ED SABO: We visit the sites daily and provide a daily report with at least twenty pictures. In addition, we have several checklist phases with over 500 points of inspection. We don't consider the task completed until our checklist is completed.

TMB: Do you have a final inspection or checklist process before completion?

ED SABO: We have inspection checklists in addition to our daily supervision. We visit the job sites daily; we have a baseline calendar and over a 500-point checklist by construction phase.

Client Satisfaction & Final Steps

TMB: How do you ensure client satisfaction from start to finish?

ED SABO: Our goal is to provide our clients with a five-star experience. Their final satisfaction is usually expressed in a five-star Google rating. We take pride in our work and our reputation.



Ed Sabo • Sabo Custom Builders

713-498-2050 Cell

ed@sabocustombuilders.com

www.sabocustombuilders.com



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