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Dynamic Builders Remains Focused on Customers

Dynamic Builders | Houston, Texas

Dynamic Builders Remains Focused on Customers

By Kathy Bowen Stolz



Dynamic can mean lively, active, energetic or vibrant. But Terry Collins, president of Dynamic Builders, picked the company name “Dynamic” when he started the company in 2002 because he has always liked the dynamics of custom home building.

“There is nothing monotonous about custom home building! The industry is always changing and the relationships you build with people are always exciting. As a builder, you receive influences from people in all walks of life, from the maintenance companies who clean up the work sites to the very, very detail-oriented craftsmen who incorporate the customers’ wishes. In this industry you deal with all of these dynamics, including the customers.”

Typically Dynamic Builders builds only three or four custom or estate homes on the clients’ lots each year in the area between Houston and Galveston. “Dynamic’s owners are the ones who build the homes, who are in the field. We do fewer contracts so we don’t have to worry about the customers being upset that they don’t get the attention they need.” Terry said.

Collins’ partners are John Hinson, Steve Cobb, Justin Ostrum, Edgar Castillo, Elva Rodriguez, Jared Kelly, Nathan Wooley and Leon Yang.

“We’re not only impassioned about building homes; we’re





impassioned about building relationships. Trust is not built over night; it is nurtured over time and experience.”

Dynamic depends on the customers’ satisfaction to create positive word-of-mouth advertising for the company, he noted. “We make sure that we provide unmatched customer service when delivering the home of customers’ dreams so they will be inspired to share their experiences with their friends and families. We want their experiences to be positive and memorable.

“We love building for people because this is such a unique industry. If you do it right, you make a long-term friend in the process. I’m most proud of the projects where we’re still good friends with the clients. Not only do we have the satisfaction of finishing a project, it’s probably just as rewarding knowing we’ve got a friend for life.”

That friendship between client and builder is also important to Dynamic Builders because word-of-mouth marketing is its primary form of advertising. Every single one of its clients is connected to another client in some way. “We’ve done projects for a client’s business, their family members and their friends. Word of mouth is the best way to do it. We are very appreciative of all our customers and the relationships we have built.”

Collins noted that one of the things that sets his company





apart is its consistency in pricing and quality. “We don’t charge one customer one thing and another something else. We’re even. The customers know what to expect. We build the home with the customer for the customer. New customers know what to expect from visiting previous owners. Since we have low overhead and great customer service, we’re able to be competitive with anyone in the industry,” Collins said.

“We survived the 2008 downturn by making sure all past and current customers stayed happy.”

Collins said the custom home building process can be lengthy at times. “From





the time you meet the customer, it may be three months to a year before you break ground. Customers and I want to make sure they have everything on the plans first. The time also allows relationships to form and the home to become the dream it was meant to be.”

The company also provides a home warranty that exceeds the standard to enhance the homeowners’ peace of mind.

Dynamic works with a variety of architectural and engineer subcontractors. “Our suppliers are always changing because customers want different things.” Many of Dynamic’s clients bring their own interior designers into the process, “but we have a seasoned, degreed interior designer who is dearly loved by all of our clients,” Collins noted.

Terry belongs to the Bay Area Builders Association (BABA), the southerly chapter of the Greater Houston Builders Association (GHBA), which named him the Builder of the Year in 2003, 2005 and 2006. He also served as the organization’s president in 2006.

He also has held positions on the boards of the GHBA and the Galveston Area Builders and Remodelers Association, Texas Association of Home Builders, National Association of Home Builders’ Custom Builders Council, Remodelers Council and as an Operation Finally Home director. He is currently Operation Finally Home’s treasurer.







His association with Operation Finally Home began because its founder, Dan Wallrath, is a mentor and friend to Collins. The non-partisan/non-profit organization provides mortgage-free homes to injured veterans and their families who are trying to move ahead instead of being held back by their injuries.

The organization depends upon the goodness of developers, contractors and suppliers to provide the homes. Developers provide the lots, contractors provide the labor and suppliers provide the materials.

Collins' other company, Dynamic Pools, Spas & Patios, just provided a swimming pool to the latest Operation Finally Home project, a home in Santa Fe, Texas. It is the first swimming pool to be supplied to one of the homes.

Terry and his wife Helena are parents to two daughters and a son.

The miracles he notes in his life are his family and friends, his church (New Hope), Operation Finally Home, his building company, his pool company and Apache Pressure Products (which he has seen come from nothing). "My family and I are very blessed. All of the partners and employees have been loyal and hardworking. Prayer is the glue that holds it all together!" he concluded.





Operation Finally Home is a non-partisan/ non-profit organization which provides mortgage-free homes to injured veterans and their families who are trying to move ahead.



Terry, his wife Helena, all of the partners and employees are loyal and hardworking. They provide unmatched customer service to make the home building experience positive and memorable.



**Dynamic
Builders** inc.



You may learn more about
Dynamic Builders by visiting

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