



## CUSTOM BUILDER

McPhee Associates of Cape Cod



*"...it is important to choose someone you trust."*

Rob McPhee believes that a key component of any new home or renovation project is a good working relationship with the client. "When selecting a builder for a project, it is important to choose someone you trust," says McPhee, president of McPhee Associates of Cape Cod.

Founded in 1972, the East Dennis-based company has had a successful run for more than 40 years. McPhee says a part of that success is due to an understanding that any project—whether a new home, an addition, or a renovation—starts with an honest conversation.

"It begins with establishing a realistic baseline," McPhee says. "We need to know what the client wants their home to look like. We talk about the things that are important to them. From there, we put together a proposal that includes a detailed specification list."

No matter the scope of the project—large or small—McPhee Associates is there to assist their clients through the entire process. McPhee says the relationship he has with his customers does not end when the project is complete. "You want someone who is going to support you from the design phase through construction and afterward."

McPhee has seen a lot of changes over the years in the industry and regarding the Cape itself. "There are a lot more regulations and there have been a lot of changes to the building codes," he says. "Because of these changes and the lack of available land, many people are choosing to buy existing homes and renovate rather than build new structures."



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When it comes to real estate, McPhee says the old adage of “location, location, location,” still rings true today. He adds that when customers seek out a certain location, and opt to buy an existing home there and renovate it to meet the needs of their lifestyle, at the end of the day, they will enjoy their home. “More people are coming here for the lifestyle and the location,” he says.

Because of the trust that the company has established with its clients over the years, McPhee Associates has expanded its offerings to also include property management services.



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“No matter how big or small the project, a home needs maintenance,” McPhee says. “We had so many clients who owned second homes on the Cape asking us to do a variety of maintenance services that we decided to add property management to our list of services.”

Like the unique homes they build, the company’s management service is also customized. “We do everything from checking on homes when clients are away, to cleaning gutters, to draining irrigation pipes,” McPhee says. “We have a baseline service that we offer and clients can

tailor their management contract from there. We can personalize the service for each homeowner.”

McPhee’s customers can be assured that when it comes to a project, whether large or small, the service they receive will be personal—tailored to meet their own unique needs. And providing that service, McPhee says, is what brings him the most satisfaction.

“I really enjoy the excitement of working with a customer from the design phase to their move into a home,” McPhee says.

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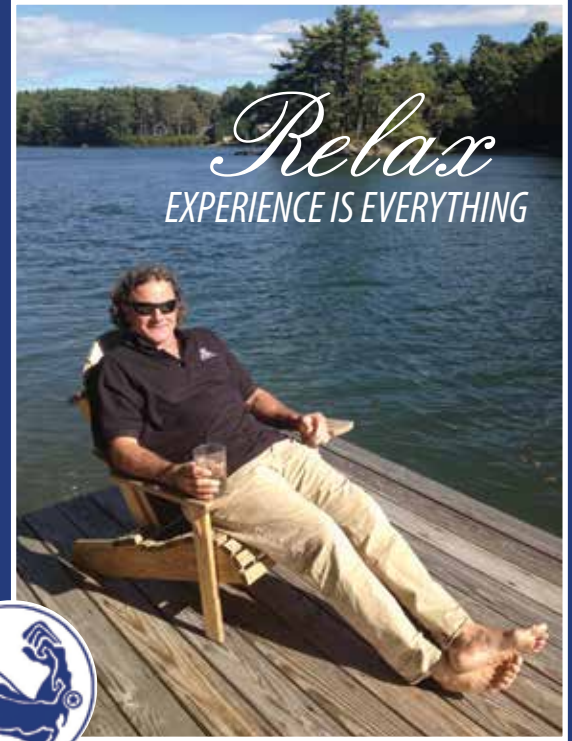

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