

The Grand Rapids Press

WEDNESDAY, FEBRUARY 4, 2004



Pierson-Gibbs offers new home owner/builders a savings option

The concept of owners acting as their own general contractor when building a home is not a new one, but Pierson-Gibbs Homes has taken it to a new level and made it into a one-stop shopping experience.

"We've made this process easy for customers by having everything they need to finish the home available through one company," says Doug Wickens, builder representative.

The difference with Pierson-Gibbs is that skilled carpenter teams will build the entire main structure

of the house on the foundation the customer provides. Once completed, the home will be weather tight with lockable doors and the customer can then step in as the general contractor and complete the interior.

The number one reason most people like to assume this role is saving about 25-30 percent of costs. Being in control of the project and hiring the subcontractors is another plus," Wickens says. Part of the savings is realized through Pierson-Gibbs' wholesale supply company that offers cus-

tomers such finishing products as countertops and flooring. As well, expensive upgrades are made available at standard prices.

Pierson-Gibbs has been around since 1984 and has built more than 1,200 homes. Currently, the company has more than 160 projects under construction, nearly half of them in West Michigan.

"The bulk of our work is in Michigan, where we have about 25 construction crews that travel throughout the state," Wickens says. "We don't just back up the truck and dump the house. We

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have a customer service coordinator who acts like a coach and works with the customer from beginning to end.

Financing is another aspect where Pierson-Gibbs tries to offer its clients an advantage. The company offers 0 percent construction financing with no payments for six months and unlimited draws.

"We also offer a price guarantee once the contract is signed. So even if lumber or loan rates rise, customers are locked in at the signing price."

Wickens says.

For information call 616-304-6978. On the Web, visit www.p-ghomes.com