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Expert Advice on Building a Luxury Custom Home: An Interview with Alan S. Macken of VCM Builders

By *Alan S. Macken*

Please tell us a little bit about your company and the services you offer.



We are a hybrid of a development/construction firm. Over the years we have developed and/or constructed a variety of projects, ranging from single-family residential, multi-family communities, townhomes, planned-unit developments (PUDs); and commercial office buildings, tenant interiors and shopping centers. We have a relatively unusual business model, because we offer third-party construction and construction management to a select group of private individuals and developers, but an equal volume of our construction activities are dedicated to our own projects.

What are some of the misconceptions that people in Florida have about building a new home when you first meet with them?

That it has to be a miserable experience.

Can you briefly talk about the major choices that prospective homeowners will need to make?

The most important choice begins when selecting the professionals that will be attached to the project. From that point forward a clear track and plan must be determined for project budgets and milestones.

What are some of the luxury features that Florida homeowners want to have?

Smart technologies, low-e glass and energy-efficient components.



What do you think is one of the most challenging parts of the building process for homeowners?

Maintaining a project's predetermined goals and objectives. In the event that there is more than one homeowner, it is critical that they determine who will be the decision maker and clear, agreed-upon directives must be delivered.

What tips do you have for homeowners to help them prepare and avoid stress while their home is being built?

Don't necessarily pick the cheapest bidder. Select a contractor whose work you have reviewed and take the extra time to spend time together to ensure that a certain synergy exists and that you enjoy the time spent together. A good working relationship and regular communication is critical.

What's the best way for people to contact your company?

Call (844) 617-8500 or visit www.vcmbuilders.com. We can also be found on Facebook at <https://www.facebook.com/vcmbuilders>.