



Garrison: Custom homes, quality craftsmanship

Company moves from Dover to Lewes

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Garrison Homes' goal is to exceed its customers' expectations one home at a time. The company started building custom homes in 2000, after opening an office in Dover. Since then, Garrison Homes has built more than 75 homes from Broadkill Beach to Bethany Beach.

This summer the company moved its office from Dover to the Lewes area, opening in July.

"We're very big on quality and workmanship. Our clients are going to get a nice, finished product that's going to perform and hold up well into the future,"



GARRISON HOMES PHOTO

This home is built in Garrison Homes' classic signature style - cedar shingles, white trim and copper roof. Garrison Homes start at \$250,000 to more than \$1 million depending on size and features.

said Charles Garrison, company vice president.

Garrison Homes is family-owned and reflects three generations of building experience. Charles Garrison is in charge of the company's fieldwork. Jeff, his son, handles the administrative side of the business.

The company builds six to eight homes a year Kent and Sussex counties

"We don't work with all base-grade products. We're not a tract builder. Many of our standard products are other builder's upgrades," Jeff Garrison said.

He said whenever needed, customers can have daily contact with company owners. "You're working with the owners, not a foreman or a company that has 80 employees. And we're available to our clients seven days a week," Jeff said.

On Saturdays and Sundays, the Garrisons walk through homes under construction and hold progress meetings with clients.

They also take new clients to see of homes the company has built. After touring a home, Jeff said, some prospective clients have said they don't think they can afford a Garrison home.

But after they do a price comparison, customers find out the home is affordable. Garrison said that's because of the com-



HENRY J. EVANS JR. PHOTO

SHOWN AT GARRISON HOMES ribbon cutting celebrating its new office near Lewes are in front (l-r) Barbara Vaughan, Fred Beaufait, Lewes City Council members; Susan Geyer, Jeff Garrison, Charles Garrison and Liz DiCecco, Garrison Homes; Betsy Reamer, Lewes Chamber of Commerce executive director; and Orville Mills, Lewes Chamber of Commerce board member. In back are Elaine Cinque, Garrison Homes; Victor Letenoff, Lewes City councilman; Yvonne Moore and Eric Brough, Garrison Homes; Ted Becker, Lewes City councilman; and Rick Cornell and Bruce Geyer, Garrison Homes.

pany's competitive pricing.

He said prospective custom homebuyers should remember that when getting multiple bids, they have to compare apples to apples.

"There are a lot of builders using inferior products and different products of different levels. They might be able to build a home for \$225,000, but you're going to get what you pay for," Jeff said.

The company builds homes at prices ranging from \$250,000 to more than \$1

million. "We build houses starting around \$125 a square foot to well over \$200 a square foot. If you can afford it, we can build it," Jeff said. It takes about four to eight months to complete a home, depending on size and special features, he said.

Garrison Homes offers in-house design and has a product selection center in the office.

He said the company's subcontractors

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