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 CUSTOM HOMES
 Constructing Homes...Building Relationships



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- CONSTRUCTING HOMES...*BUILDING RELATIONSHIPS* -

ARTICLE BY MICHAEL PASKEVICH

Initial contact with Cameron and Cameron Custom Homes won't include the obligatory office tour of formal conference rooms, featuring glossy photos or sketchy artist renderings of works in progress. That's because the independent Bluffton-based building team doesn't have a formal office, preferring to eliminate needless overhead and concentrate instead on building quality homes and the crucial camaraderie with its discerning clientele.

"We're not an assembly line," said Nathan Cameron, the company's owner, "Our goal is a personal relationship with each customer ... we go further than just knowing all of them on a first-name basis. We get to know them and their needs for their home intimately to build the best product for them individually."

Pre-construction encounters usually occur over coffee in the dining room of Nathan Cameron's home in the Bluffton, with the decidedly hands-on owner with more than 20 years of experience constructing new homes and handling extensive remodeling projects. Cameron worked with his father in upstate New York and, after working in home construction in the Lowcountry over the past decade, he opened Cameron and Cameron in 2011 sporting the family name in honor of his now-retired dad.

Though relatively new, the financially solid builder has already won a number of area Lighthouse Awards for quality upscale new homes which average 6,000-square-feet and range in price from \$800,000 to \$2.5 million plus. "Most of our work has been (and continues to be) in the Colleton River, Palmetto Bluff and Belfair communities. In addition to our Bluffton projects, we also have a few projects on the island that we are working on," says Andrea Eldred, the company's accounting and marketing director, noting the recent major renovation of a spacious residence in Spanish Wells. Their upcoming projects include homes in Colleton River Plantation and Palmetto Bluff.

However, Cameron and Cameron's primary focus is on building from the ground-up, starting with architectural blueprints and then working on refining and enhancing a homeowner's desires during the building process. "Nathan really gets involved," says Eldred, "He'll look at the plans and suggest changes based on his experience, even down to the trim details that are so important in creating a true custom home that exceeds a customer's wishes."

The company carefully coordinates construction of simultaneous projects, allowing for continuity and quality from the select contractors it utilizes. "We have a set team of contractors that we use for all of our work, so on every job we have the same framers, plumbers and craftsmen."

Owner, Nathan Cameron is a steady presence on job sites and the company's small but vital support team includes two lead project managers and Nathan's younger brother Eric as jobsite coordinator. In addition, Gina Horry helps guide clients through the varied choices in interior and exterior materials and finishes. Cameron has succeeded in building a solid team of building professionals with a combined experience of over 60 years.

"We're not a big company but we're dedicated to our clients and their homes," said Cameron. "We don't have any debt, which is important these days as more people are choosing to build, and by keeping our overhead low, we can concentrate on building quality homes and our personal touch with customers."

For more information, contact Cameron and Cameron Custom Homes, Bluffton, 843-837-9300, cameroncustombuilder.com