



photo by SAM FLEISHMAN

GREG ALFORD

What is your favorite style of home to build? Your specialty?

At Alford Homes, our specialty is working in French Country and Tuscan architecture, but we have also created homes in the Arts and Craft, Hill Country and Lodge/Ranch styles, as well. We are always focused on historic and architectural accuracy in not just the brick, stone, and mortar colors but also the finer details of building for each distinct style and phase of every residence we build.

What “green” techniques and products do you use in your homes? What are the benefits to the homeowner?

Alford Homes earned the Certified Green

Professional builder designation over two years ago. Since then, we have worked in all facets of these principles, including foam-encapsulated homes with high-rated HVAC systems and upgraded low-E glass. (There are many types of low-E glass, so it’s important for homeowners to ask.) Our clients like “green” techniques for many reasons, which include: Improved air quality, Elimination of “hot and cold” spots, Reduced dust due to no attic insulation, Living spaces that are quieter, Greatly reduced utility bills

What makes your homes different from other builders and the competition? How do you position yourself in the market?

At Alford Homes, communication is key. Our clients know they can depend on us for up-to-date details and quality of work. We spend the amount of time necessary to produce a top-of-the-line home. And our personnel as well as our sub-contractors are tops. Many have been with us for over 25 years.

Name one thing that you can always count on that homeowners will like:

Our homeowners have come to rely on us for expert communication – before, during, and after the sale. At Alford Homes, we are really proud of our high standards, our quality, our timeliness, and our clean job sites.

What is your favorite charity? Why?

My favorite charity is Happy Feet Missions – their website is www.HappyFeetMissions.com. I have had the distinct privilege of serving with this wonderful group for five years; their work is primarily in South/Central America. We go into remote areas of the Andes Mountains, or along the San Juan River of Nicaragua, or into the jungles of Ecuador, and wash the feet of the children, put a pair of socks and shoes on each of them (many for the first time), and then share the Gospel of Jesus Christ with these children and their parents. It is such a joy to supply such a simple but great need to the kids and then to give them a gift that will last a lifetime – in being a part of securing their salvation for eternity through their acceptance of Jesus Christ into their hearts. There is incredible follow-up in each village that we visit, with a pastor designated to work with the new believers and to prayerfully start a church. It is amazing to see this work and then realize what we Americans take for granted.

What would most of your homeowners say about you?

I am honored to have worked with so many wonderful homeowners who tell me that I am honest, dependable and courteous, that I follow up and do what I say I’m going to do, and that I’m there for them after the sale. They also tell me that I build a great home!

What is the nicest thing that a homeowner has said to you or done for you?

Referrals are the best testament to any company, and with Alford Homes, I am privileged to enjoy a wealth of new business from “word-of-mouth” customers. I have many homebuilding clients who have become close friends during and after the process – I truly believe this says something special about our company. www.alfordhomes.com 972-429-1074

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