



fairmont homes
NSW





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Looking onto Sydney's skyline, observing the numerous buildings across, as they testify to the fair share of contribution Fairmont Homes NSW has made to this city.

Managing director Tom Logue got into construction through his father-in-law, builder Domenic Vitocco. The two worked together for a time, after which Mr Logue became licensed and started his own company. His two sons, Daniel the general manager and James the housing manager both play a vital role in the organization, having seamlessly assimilated to the family business.

Today, the company enjoys the privilege of plotting and designing for a host of "roomy subdivisions" that have since been added to their collection. They also remain actively involved in a host of projects across Australia.

"We're in the process of doing some construction in the Gregory Hills Industrial Area," reveals Tom. "We go to every job there daily, and triple-check everything."

"We have a range of 25 standard designs," states Daniel, "and some custom designs, so the customer can get what they desire. We customize the standard designs as well, in case they want to add anything."

Fairmont is mindful of consumer demand, prioritizing around it. "A great amount of steel frame-related work is being done, as it is currently quite popular" advises Tom "however, double-brick construction is done maybe once a year" adds Tom, being a far less common request. Another carefully considered factor is environmental sustainability.

"We try to use products in the market at a lightweight consumption rate," emphasizes Tom, "but it really depends on our customers want. A year ago, we completed a double-story house for a hostile rain environment"

Some items, such as brick garages, are perpetually in demand. Fairmont markets their work so that customers know these items are available, and can outfit their home however they choose, to whatever extent.

"We still do the occasional extensive renovation," elaborates Tom. "Last year, we did an old church in the highlands, opened in 1887. We added an indoor swimming pool, new garages - all sorts of additions, to make it livable."

Their considerate and thorough methods of construction have earned them a fair amount of recognition, some in the form of various industry awards and accolades. Last year, the company received the Master Builders' Association award for Best Contract Home between \$300,000-400,000.

Although it was their first win in this particular category, Fairmont has previously received recognition for project and display homes, winning 2010's Builder of the Year Award and racking up ten wins in between.



With a sterling reputation and a consistent influx of new projects, it would seem as though they have little to worry about, but some troubles linger, from the ongoing overall shortage of land supply and onwards.

“At the moment,” explains Tom, “there’s plenty of land, but it’s not being registered properly.”

The company seeks to turn this situation around to work in their favor by purchasing and securing as much land as they possibly can. “The shortages are still going on,” says Daniel, “and we just have to be prepared for them, just in case.”

Regardless of what setbacks Fairmont Homes NSW may come across in the coming year and beyond, the Logues and their compatriots will

soldier on. Currently, attention and resources will be focused towards key projects of the moment, such as the aforementioned development in Gregory Hills. As always, the company and its affiliates will strive to remain mindful of both old and new clients.

“When we complete a house,” says Daniel, “we’re able to build a great relationship with the clients, and we can keep dealing with them for whatever else they may need in the years to come.”

Dealing within a family-heavy atmosphere also helps; today’s youthful tenants are tomorrow’s potential house-seeking clients. Wherever they end up, Fairmont Homes NSW will be around, crafting ideal places in which Australians can comfortably live.



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