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JEFF JENKINS

Bringing Alair Homes to San Antonio Area

A Homebuilding Industry Publication



PHOTO BY JASON ROBERTS



JEFF JENKINS LAUNCHES ALAIR HOMES



Like many builders, Jeff Jenkins, from the New Braunfels area, grew up in the construction industry. His father owned a home building company for about 20 years. Jeff went to work for national builders in the Dallas area right out of college and then started a custom home building company in New Braunfels in 2006.

Many in the community know Jenkins from his 13 solid years as a partner with Anderson-Jenkins Signature Homes, which built roughly 300 homes in and around the New Braunfels area. Jeff is shifting gears now as he is partnering with Alair, an international home-building conglomerate out of Canada. Alair is in full expansion mode throughout the U.S.

“Alair is the fastest growing construction management company in North America and it is our strategy to partner with the absolute finest contractors in every market,” said

Blair McDaniel, founder and CEO of Alair. “Jeff Jenkins represents the best of the best in the area and his reputation as a committed industry and community leader set him apart when we were looking for the right partner to assist in our expansion efforts.”

The hallmark of Alair Homes is a patented 100% Transparent Client Control Method. This includes full inhouse floor plan design, clearly defined scopes of work, and multiple bids on all aspects of the home. Customers make 100% of their selections upfront, and then are privy to every bid on every aspect of the house. Management fees and percentage markups are also fully disclosed.

“It blows my mind that many builders can convince a customer to sign a contract – and even start construction – with neither the builder or the customer knowing what the home will ultimately cost,” says Jenkins. “With us, the true cost



Photos taken were from Kim Kenney's beautiful home. Kim is an Interior Designer, and can be reached at <https://www.kimkenneyinteriors.com>.

of the home is known before the home buyer ever signs a contract.”

The ideal customer for Jenkins and Alair is someone who realizes that spending a little extra time on the front end to know what every detail of the project costs. “By clearly defining every the scope of work for each phase of construction, we can eliminate all kinds of typical contracting headaches and unwanted money surprises during the construction process.”

Jeff’s involvement with his community also played a role in his partnership with Alair. He is a member of the resource development board for Communities in Schools, the Downtown Rotary Club, Leadership New Braunfels and the Wurstfest Association.

The move to Alair seems to be a natural fit for Jenkins, who has been practicing transparency with clients for years. “Alair brings an entirely new business model to the residential construction industry and they provide the backbone of support, services and brand that I knew could propel my business much further than anything I could do on my own,” said Jenkins.

Jenkins still uses most of the subcontractors and suppliers and financial partners that he’s worked with for years. Here’s what some of them have to say:



“Jeff is very easy to work with, very organized, and pays promptly.” **Jeff Griffith, Griffith Construction**

“Alair Homes is the model of what makes a good homebuilder. They are highly organized and efficient and that makes all the difference for those of us that are subcontractors.” **Lynn Monahan, Keystone Granite**

“Jeff gives us access to the homeowner and brings us in early on during pre-mechanical walkthroughs. This elevates us, in the eyes of the homebuyer, as a valued, trusted partner. And that means a lot to us!”

Eric Ramirez, Airtron

“I’ve worked with Jeff for 12 years or so. He’s always on top of his business. And he pays fast...which is always good.”

Craig Barrett, Benedittini Cabinets

“Jeff is very direct, thorough, and to the point. He’s spot on when it comes to scheduling. When he gives us the go ahead to show up to a job site, we know we’ll be ready to start with no downtime or waiting.”

Wes Zunker, Radiant Roofing

“I’ve known Jeff, and worked closely with him for years. We have weathered our share of business storms together. I totally respect his integrity and his dedication to his craft.”

Linda Strickel, Centricity ▼

