



PHIL KELLEHER **HOMES**

*Building happy homes*





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Phil Kelleher Homes is one of the premier building companies in Western Australia's southwest. The company – which specialises in high quality custom-built homes, additions and renovations – has a long running family history and specialist knowledge of building to go along with that. Over the years, their success has been acknowledged by a long list of industry awards and glowing client testimonials.



“Our emphasis is on quality control and construction integrity,” says Phil, the eponymous founder and director of the company. “Our goal is always to turn the client’s vision into a stunning, unique home.” Phil comes from a family of builders – two of his brothers are registered builders in Perth, as was his father and his grandfather before that.

Prior to starting his own building company in 1996, Phil worked with the family business for many years, first as an apprentice in carpentry, and then as an estimator and scheduler. When he achieved his Builders Registration License in 1995 at the age of 24, he was the youngest registered builder in the state.

According to Phil, that depth of expertise is a

large part of what sets his company apart. His work generally tends to range in value from \$500,000 to \$1.5 million, and those clients are very responsive to his experienced approach. “I’ve been working in the area for a long time, I know what works and what doesn’t,” Phil says. “I know how people like to be treated.” Many of Phil’s customers would back up that

claim, as proven by the company’s wealth of client testimonials. For example, one Dunsborough client wrote that “Phil gives the appearance of being quite laid back but is in fact very focused, highly competent, and is attentive to all details.”

“I like to take a less formal approach in order to make clients feel comfortable,” Phil explains. “I don’t want them to feel like they’re dealing with a big company, where they have to go through a supervisor or an estimator. Instead, their relationship is with me directly.”

Another point of difference, Phil adds, is the company’s passion for resource efficiency. Over the years, Phil has made it an important priority to examine the ways in which they can minimise the impact their buildings have on their surroundings. They have also encouraged design principles and materials that allow for solar passivity and energy efficiency.

“In these days of increasing concern about the effects of climate change, we feel we have the experience and expertise necessary to advise clients who are interested in maintaining a low impact on the environment,” Phil says. According to Phil, environmental efficiency has been a priority of his for a long time. It’s also extremely important to his partner Maree,





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- Dedicated team of workers to get a job completed on time and to a quality standard
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who he runs the business with. Fortunately, they live in a part of the country where it's a growing concern, and with their knowledge and experience they are well equipped to service that niche.

"So we always try to do the right thing by the environment," Phil says. "We do our research, and we try to use materials that are more sustainable and make a home more comfortable to live in."

Finally, Phil Kelleher Homes is also set apart by their quality of workmanship – which once again starts at the top. As the director, and the man with his name in the title, Phil

manages all aspects of building, including supervision. He's also the person clients deal with directly throughout the whole process. To ensure he can supervise and manage every site efficiently, he only takes on two to three projects at a time.

Phil Kelleher Homes' high standard of quality is also a credit to their reliable team of tradespeople, who have been working with the company on a regular basis now for many years. Phil's regular team of carpenters, for instance, have worked with the company anywhere from 13 to 19 years.

"I look after the trades who do the right thing



by me and deliver quality work," Phil says. "We've all been together for a long time, and we have a good understanding of each other. Everyone knows what to expect."

## Energy efficiency with style

Over the course of the last 20 years, Phil Kelleher Homes has won or been nominated for numerous industry awards, in a number of categories representing excellence in housing construction. That includes many accolades from the HIA GreenSmart Awards,

which recognises the diligent efforts of environmentally-aware builders.

At the 2016 GreenSmart Awards, the company was particularly successful. At the state level, they won Western Australian Framed Home of the Year, Western Australian Custom Built Home of the Year, and Western Australian Home of the Year. At the national level, they continued their success, winning a Highly Commended Award for Custom Built Home. This year, the multi-award-winning home was located on Allison Court in Yallingup. It





was a home that “embraced a rural lifestyle and energy efficiency with style.” In addition to the many GreenSmart Awards, it also achieved an 8.5 star energy rating.

One thing the home had going for it was its orientation. According to Phil, it was designed, built and positioned in in order to take “full advantage of the northerly sun with shelter from southerly winds.” The home also took full advantage of the area’s vegetation, which was taken into account in order to provide opportunities for natural cooling. And instead of being chopped down and thrown away,

the grass trees in the way of the build were relocated or resold – a measure a lot of other builders wouldn’t bother with.

In general, all of the materials and fixtures of the home were chosen for their environmental performance. For example, the windows are double-glazed to retain thermal mass, and rainwater is collected for reuse.

Phil is proud of those environmentally-conscious measures, but he’s even more proud of the reception the project got from the clients. At the end of the job, the client even



gifted them with an unsolicited testimonial that praised both the building experience and the way the house turned out.

“It was a very happy build,” Phil says. “You hear a lot of horror stories in the building industry, but our company does everything we can to avoid those. We want the experience to

be a great one. We don’t want clients to be stressed out for a year.”

The clients on the Allison Court project certainly weren’t. In their testimonial, they wrote that from the initial meeting with Phil, through to the planning and building phase, they had “total confidence” in Phil and his

tradesmen’s abilities to deliver what they wanted.

“It’s not everyone that can look back on a building experience and say it was basically stress-free and that the outcome has been as they’d hoped, especially when they’re not in close proximity to the build,” they wrote.

“But we can and we’re very grateful to you for that.”

“Thank you for all you have done to help us realise our dream build,” they said at the end of the note.

Phil says that he highly values the industry recognition that project won – but that it all comes second to client satisfaction.

“One of the greatest privileges of being a builder is being there in that moment when you hand over the keys, and see the look of ‘Wow,’ on their face,” he says. “Homes like that one are a big investment, and they take a long time to design and build – so to get that look of satisfaction when it’s all said and done, that’s the real reward.”

Moving forward, Phil Kelleher Homes will continue to earn those looks of satisfaction. In particular, the company will look to earn them by completing more environmentally-conscious homes like Allison Court, the kind Phil and his team are so adept at delivering.

To contact Phil Kelleher Homes, and to learn more about the company, visit <http://www.philkelleherhomes.com.au/index.html>

