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Mark Guidobono

Cambridge Homes
Integrity & Professionalism



Design, detail and craftsmanship are hallmarks of every Cambridge Home. Photograph © Carlson Productions, LLC.

Cambridge Homes *Integrity & Professionalism*

By Jim Akans

Design, craftsmanship and detail. Each of these elements blend to create the essence of a custom home, carefully guided by the dreams and aspirations of the home buyer. At Cambridge Homes, the process of designing and building each

customer's dream home is an individual journey led by the experienced staff and team of construction experts that comprise this dedicated, 25 year-old building operation.

Mark Guidobono, founder of Cambridge Homes, and Kevin Macaddino,

president, state, "Our values in this company are based on integrity and professionalism. We do what we say we will do and we do the job right for our customers. Professionalism is about making the customer's homebuilding experience a positive



Whether entertaining or preparing a feast, the kitchen is the focal area of the home. This gorgeous gourmet kitchen features custom cabinetry, granite countertops, and a large preparation island. Photograph © Carlson Productions, LLC.

one. Homebuilding can be a challenging process for the buyer, there are many decisions to be made along the way. We understand that this is someone's dream home and it is our job to guide them and ensure a successful, satisfying relationship and construction experience."

Cambridge Homes was founded in 1979, shortly after Mark Guidobono graduated from Michigan State University with a degree in Business Management. "I knew I wanted to be an entrepreneur," states Mark, "I just didn't know doing what! I had worked for my father in his concrete

business for several years during high school and college, and a couple of years after graduation I decided to put my education and experience to the test by starting my own homebuilding operation."

Cambridge Homes drew immediate attention among new home buyers enamored by the company's dedication to workmanship and design. Mark was soon joined by his brothers Frank and Eric Guidobono (who now operate their own building companies), and the scope of the business soon expanded to include community design and development as well as

custom home design and construction. The building industry also took notice of the firm's accomplishments, and Mark Guidobono was honored by the Building Industry Association of Southeastern Michigan (BASM) by being named Young Builder of the Year in 1993, and he became President of the organization in 1997.

"Our company has learned a great deal from the Homebuilder's Association," notes Mark. "Like our organization, it is a terrific network of individuals who work together in the best interests of the new home buyer. We were once again honored by BASM

as they awarded “Subdivision of the Year” to our *Woods of Edenderry* community in 1999.”

Completed in 2000, the *Woods of Edenderry* comprises 101 spacious homesites set amid rolling terrain, with winding streets and sidewalks framed by Victorian street lamps, and home styles reflecting classic elevations and Victorian style accents. Cambridge Homes current community, *Bellagio*, is inspired by the Italian translation of “a beautiful place of leisure,” with expansive homesites, a stately brick and iron community entrance, and a picturesque central park with colorful gardens and walking paths. Home styles in *Bellagio* reflect a sense of old-world craftsmanship by capturing the grandeur and classic beauty of European inspired architecture.

“Our newest community is *Tuscany Reserve*,” states Mark Guidobono. “It is a beautiful 58 site development located on 8 Mile Road just west of Beck Road in the City of Novi. As with our homes in *Bellagio*, we are working with a local architectural firm in creating exceptional designs for this community. As a smaller operation, we are also able to offer our customers the flexibility to modify our home plans to meet their needs, or work with them to custom design a home specifically tailored to their lifestyle and desires.”

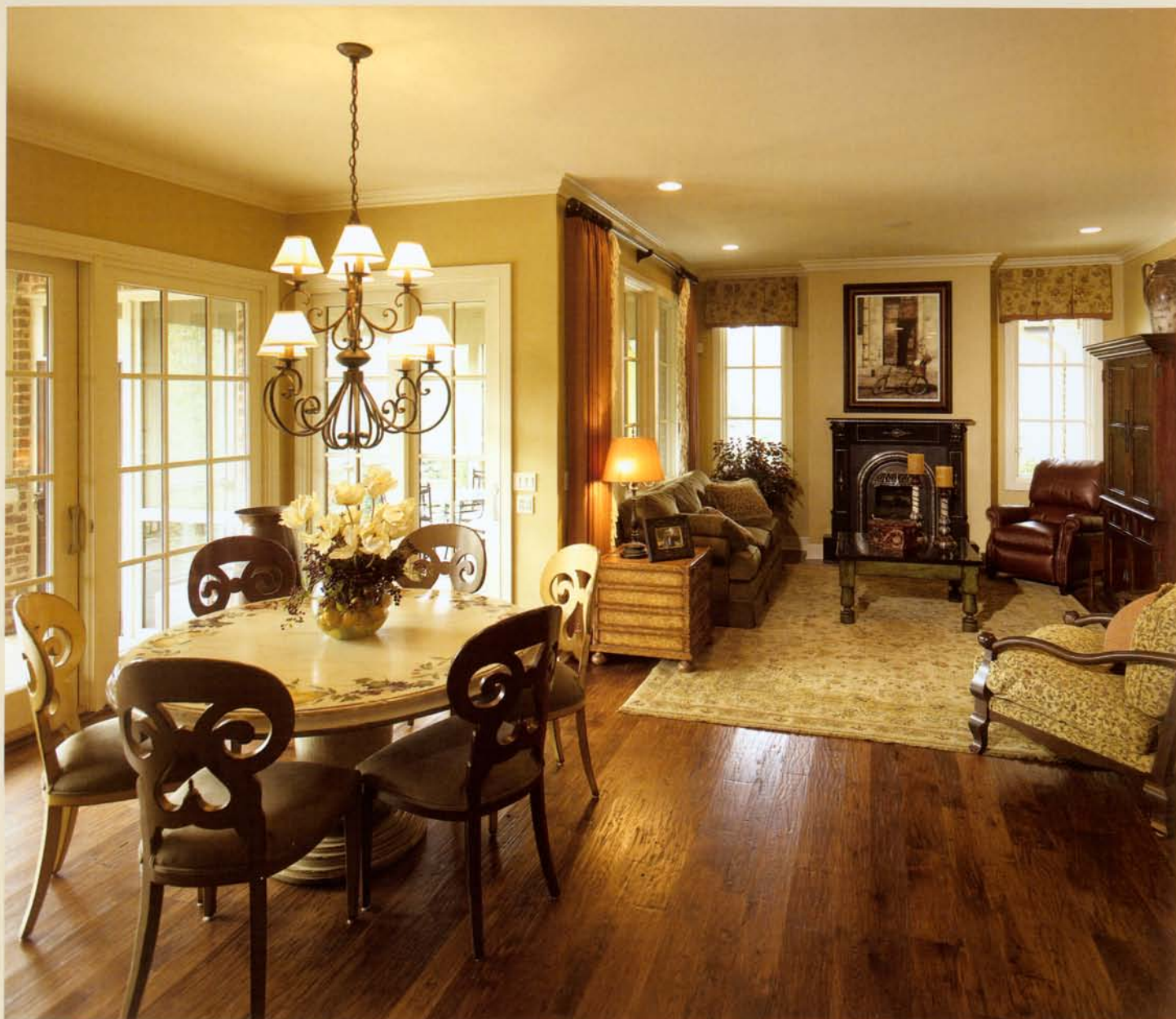
The exceptional level of detail in a custom home presents a nearly limitless range of choices for the home buyer to consider. Cambridge Homes has a selection coordinator on staff dedicated to assisting the home buyers in making their selections. The company is also introducing “turn-key” service for their customers which will encompass the entire interior of the home, from standard selections such as cabinetry, countertops and flooring, to finish details including furnishings and artwork.

“We have a system that breaks up



Above: The extraordinary level of workmanship in a Cambridge Home is highlighted in the impressive design of this fireplace and beautiful ceiling beams above. Below: A claw-foot tub and vanity with hutch create an old-world ambiance and charm to this main bath. Photographs © Carlson Productions, LLC.





The character and warmth of distressed hardwood flooring provides a wonderful distinction to the design of this nook and sitting area. Photograph © Carlson Productions, LLC.

the selection process into categories based on the timing we need decisions from the customer,” notes Mark Guidobono. “We also encourage customers to work with an interior designer. At this level of design and construction, we believe it is very important to tie all the elements of the interior design together in a well thought-out, professional manner to maximize the presentation of the home.”

Unparalleled customer service is another hallmark of the Cambridge Homes reputation in the

homebuilding industry. From the preliminary design stages of capturing the home buyers aspirations on paper, through the construction process of bringing the details of the design to life, to well after the homeowner has taken possession of their new estate, the Cambridge Homes team works closely with each client to ensure their concerns are thoroughly addressed. Communication is the key element in creating a personalized building experience, and each member of the organization’s staff and expert crew

of contractors and suppliers constantly interact to make sure the customer’s desires are the top priority in each building project.

The distinctive homes and communities created by Cambridge Homes have met and exceeded the dreams of hundreds of new home buyers in the Southeastern Michigan marketplace for over a quarter of a century. Utilizing the highest quality materials, superior workmanship, and personalized design, Cambridge Homes is poised to continue its position as a



At Cambridge Homes, the process of designing and building each customer's dream home is an individual journey led by the company's experienced staff and team of construction experts. Photograph © Carlson Productions, LLC.

leader in the premium niche of fine home and community development well into the coming century.

Mark Guidobono relates, "The customer can depend on our company to do what we say we will do for them. We have a unique home and community product and the highest caliber of trades and systems in place to deliver that product to our customers in a way that is creative and flexible to their needs. Our mission is to design and build the customer's home of their dreams exactly the way they have envisioned."

The Builder's Journal is proud to present Cambridge Homes as our spotlight in this month's issue. For further information, call (248) 348-3800 or visit their web site at www.cambridgehomesmi.com. © Centennial Publications, Inc.

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