

ARIZONA EDITION



American Builder[®]

America's Oldest Building Trades Publication — Founded 1868

MAGAZINE

VII • 5

www.AmericanBuilder.com

Desert Sky DEVELOPMENT

Custom Homes, Inc.

“Where Quality Feels at Home”™

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Desert Sky Development Custom Homes, Inc., specializes in the design and construction of custom luxury homes in the finest subdivisions in Paradise Valley, Pinnacle Peak and North Scottsdale, Arizona. Formed in 1992, the company has become a locally recognized leader in premier home building.

Managed by principles Charlie and Michael Frat, the company established early on its philosophy of making every home as unique as its future homeowner. "Desert Sky does not merely provide shelter, we supply the backdrop for years of family memories," said Michael Frat. "Buyers are investing their time and emotion, as well as their money. We offer the services necessary to take their vision from concept to completion."

Desert Sky's services include financing, architectural design, construction and landscape design. The company uses modern building methods and technologies to seamlessly coordinate the design and construction process. The company also uses a detailed design process, where team members work together with the client from design inception to the final walk through to ensure that each home matches the client's expectations. The company's attention to detail and unparalleled customer service makes it the builder of choice for its many satisfied customers.

"The best compliment we receive is through return customers. We have quite a few clients who purchase second homes from us and state that they will never use another builder."

— Michael Frat





“Desert Sky critically monitors the construction of each home as if it is being built for Michael and I personally. Our staff becomes emotionally attached to each project. Homeowners are grateful for all the extra steps and special designs we add to the home, touches such as copper roof accents, unique cathedral arches and extensive use of exotic natural stone.” — Charlie Frat



ENJOYABLE BUILDING PROCESS

Why do so many customers return to Desert Sky for their next homes? Making the entire building process easy and enjoyable is one key reason. Homeowners are intimately involved in the design process, meeting with the builders regularly to review plans and suggest changes. Only when the clients are completely satisfied with the plans does construction begin.

Quality materials and workmanship go into each home. All of Desert Sky's projects feature upgrades and appointments that are rarely found in other luxury homes. The meticulous collaborative effort of several designers and architects have come together to create these one of a kind homes. With room to roam inside and outside, these incredibly stunning homes are well prepared for modern living.

A few of the many features found in Desert Sky's homes include granite countertops, smart house prewiring technology, unique ceiling treatments, oversized gourmet kitchen, multifunctional entertainment centers, oversized natural stone floor tile, an abundance of storage, heavy-duty A/C and water heaters, surround sound systems, designer swimming pool and spa, fully landscaped front and backyards and complete home system, including security, central vacuum and intercoms.

QUALITY DESIGN & CONSTRUCTION TEAM

Another important key to Desert Sky's success is its design and construction team, which is composed of quality subcontractors that have worked together for quite some time. In fact, many began working with Desert Sky over ten years ago.

This longevity allows many of the subcontractors to maintain their own schedules without the direct involvement of the principals. For example, the air conditioning contractor understands the needs of the plumber and will take extra steps if necessary to ensure a smooth transition for that subcontractor. That level of cooperation can only be done with a lot of trust and integration between team members.

Desert Sky limits its yearly construction activity from five to ten homes. This allows the Frats to devote the proper amount of time and care necessary to provide personal services to each homeowner. Their homes range from 5,000 to well over 12,000 square feet and prices range from \$1 million to over \$5 million.

Over the years, the Frats have developed a keen sense of what a home buyer desires in their particular caliber of home. This unique insight was attained through years of experience in the construction industry, beginning early in their teen years, as the brothers worked at their father's residential and commercial sites every summer. "He was more than just a father to us; he was our mentor, our teacher and our best friend," said Michael.

The Frats combine their respective strengths in design and finance to better address the diverse aspects of construction and meet client needs. These diverse skills and abilities complement the team and contribute to the successful interaction with clients.

"At various
times of the day,
we are artists,
economists, CPAs
and counselors.
Those are the
roles of a builder.

— Charlie Frat





BUILDING DREAMS

It is no exaggeration to say that Desert Sky is building dream homes for their customers. Many times a client will have a portfolio of photos or graphic ideas for their future home. Desert Sky then attempts to incorporate these images and ideas into the clients' new homes. Other times clients have a difficult time visualizing the final product, even when they review blueprints or artistic drawings. "Ultimately, they either have to trust us or see one of our other homes we have built," Michael said.

It is the Frats' job to make clients' wishes work in light of today's challenging environmental rules. "It was not too long ago, when you



"Based on the clients goals, we show them a house that might fit that need. Often that home will become the model from which to start the planning for their own dream home." — Michael Frat



bought a lot, it was pad ready and prepped for the start of construction," Charlie said. "But with today's environmental building codes, more natural area must be preserved. In some cases, no one is allowed to even walk on the preserved area during construction. Quite a few times homeowners have purchased a unique shaped lot and we have been able to design a home that will incorporate the unique natural attributes of that lot."

The Frats have thrived during the inherent ups and downs of the construction market because of the solid team they have assembled over the past ten years. They continually adapt to market changes and will continue to build unique luxury homes for their clients...one dream at a time.

Homes built by Desert Sky can be found at the following subdivisions:
Pinnacle Canyon (Dynamite and 103rd Street); **Desert Highlands** (10040 E. Happy Valley Road); **Quail's Nest** (106th Street and Pinnacle Peak Road); **Rancho Trinidad** (132nd Street and Via Linda); and **Firerock Country Club** (Shea and Firerock Country Club Drive in Fountain Hills).



"Where Quality Feels at Home"™

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