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Charlie & Mike Fratantoni

**DESERT SKY DEVELOPMENT
CUSTOM HOMES, INC.**
Quality Homes Built on Solid Values



Classic arches and columns emphasize the entrance to the formal living and dining room in this home built by Desert Sky Development Custom Homes, Inc. Photo by Mark Boisclair Photography.

DESERT SKY DEVELOPMENT CUSTOM HOMES INC. Quality Homes Built on Solid Values

Being a "hands-on" builder means being prepared to make certain personal sacrifices. It means meeting the cement truck at 5 a.m., when concrete is being poured. It means finding the energy to

meet with potential customers at 9 p.m., if that's a convenient time for them. Being a "hands-on" builder means that your desk is more accurately described as that part of your truck large enough to unroll a

set of plans. But, nowhere is it written that being a "hands-on" builder means sharing your success with the person who purchased your first house, by escorting her on a tour of your current projects. Certainly, no

one expects a call from their builder, informing them when the "big trucks" will be on-site so that they may bring their four-year-old son there to watch them. No, these things don't describe a "hands-on" builder; they describe a "hands-on" builder who cares about the homes they build and the people they build them for. They describe Charlie and Mike Fratantoni, brothers and partners in Desert Sky Development Custom Homes, Inc.

Charlie and Mike Frat (as they are often called) grew up around the construction industry, with their father being a successful commercial and residential builder. "Even when we were very young," Charlie explains, "my father would bring Mike and me to different job sites to *help out*."

"Much of the time," Mike adds with a smile, "I'm sure we



Right & Below: Handsome master suite showcases a corner fireplace and glass block detailing. Photos by Mark Boisclair Photography.



just got in the way. But our father kept us involved, and took every opportunity to teach us his business philosophy. He was a man of many sayings, but one, in particular, that has guided us in our business dealings was to treat each customer and subcontractor in a manner that always allows us to *sleep well at night*."

As Charlie and Mike grew up, they graduated from running errands and answering phones



Home buyers are struck by the detailed curb appeal of Desert Sky Development Custom Homes' elevation designs. Photo by Mark Boisclair Photography.

to working side-by-side with their father and teacher. His sudden passing in 1991 caused Charlie and Mike Fratantoni to unexpectedly take the reins of the family-run operation. But how could two young men survive in such a competitive business?

"We just remembered and applied the teachings of our father," Charlie states. "Not just

his quality-first standards of construction, but also his people-oriented approach to doing business. Mike and I are proud of the homes we build, but both of us feel our father is somehow on each job site with us every day."

While typically building in the \$250,000 to \$450,000 range, Desert Sky Development Custom Homes, Inc. accepts

projects anywhere from \$100,000 to \$600,000 and up. "Regardless of price," Mike points out, "every house we build is important to us, because we understand how important that home is to our buyer. We're not merely providing shelter, we're supplying the backdrop for years of family memories. It's a big responsibility, and we want to be wel-

come visitors in our customers' homes for many years to come."

Charlie and Mike attribute Desert Sky's competitive edge to maintaining a low overhead, without layer upon layer of construction managers. Their subcontractors are selected

high, custom-quality standards. Products and materials are chosen that offer proven durability and long-term value.

Charlie explains, "Throughout the building process, we try to view our home designs from the perspective of our buyers. The

things for them and we take that responsibility very seriously."

Building 15 to 20 homes per year in the Scottsdale and Phoenix areas, Desert Sky Development Custom Homes, Inc. often meets new clients as they stop into a job in progress



This spacious feature-filled gourmet kitchen provides the homeowner with abundant storage and display space. Photo by Mark Boisclair Photography.

based upon their ability to deliver quality work in a cost-efficient manner. Most of their subs have a long-standing relationship with the Fratantoni family and understand their

little things, like placing switches and phone jacks where they are convenient for them, rather than for us, may often go unnoticed. But our buyers have trusted us to think of these

to ask, "Who's the builder?" Struck by the detailed curb appeal of Desert Sky's designs, these home shoppers are usually surprised to hear the response, "We are!"



Repeating front facing gables accented with color are used in this well-designed Desert Sky elevation. Photo by Mark Boisclair Photography.

Charlie and Mike Fratantoni build each house as if they were building it for a friend. That's not just the kind of builders they are...that's the kind of people they are. Their late father's words of advice have not only benefited Mike and Charlie, but also served to benefit their customers. Desert Sky's concern for quality construction and customer satisfaction also allows each of their homeowners to *sleep well at night.*

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"Regardless of price," Mike points out, "every house we build is important to us because we understand how important that home is to our buyer. We're not merely providing shelter, we're supplying the backdrop for years of family memories. It's a big responsibility, and we want to be welcome visitors in our customers' homes for many years to come."