

The List

Custom Home Builders Ranked by Dollar value of Maricopa County homes closed in 2015

Locally Researched by: Dale Brown, Phoenix Business Journal

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Staff Phoenix Business Journal

For the second year in a row Cullum Homes Inc. captured the No. 1 ranking in the Phoenix Business Journal's Custom Home Builders list. The list is ranked by the value of Maricopa County custom homes closed in 2015. Cullum Homes reported a value of \$41.12 million, while Calvis Wyant Luxury Homes was second on the list with \$18 million. Third on the list went to Sommer Custom Homes LLC at \$17.5 million.

Rank	Builder name	Dollar value of Maricopa County homes closed in 2015	2015 renovation revenue	Most expensive home closed in 2015	Dollar value of least expensive home closed, 2015	Specialties	Top local executive
1	Cullum Homes Inc. 8408 E. Shea Blvd. #D-100 Scottsdale, AZ 85260 480-949-2700 cullumhomes.com	41118213	1635675	4200000	NA	Luxury lock-and-leave lifestyle residences, custom homes, renovations, ongoing client care and service	Rod Cullum, rod@cullumhomes.com; Kim Cullum; Brad Cullum
2	Calvis Wyant Luxury Homes Inc. 8755 E. Bell Rd. Scottsdale, AZ 85260 480-905-0200 calviswyant.com	18000000	NA	2840000	NA	Design-build firm specializing in luxury custom build-to-suit and spec homes	Tony Calvis
3	Sommer Custom Homes LLC 9383 E. Bahia Dr. #200 Scottsdale, AZ 85255 602-818-2726 sommercustomhomes.com	17500000	500000	4500000	1500000	Luxury custom homes	Steve Sommer, stevesommer1@aol.com; Angela Sommer
4	Fisher Custom Homes LLC 7410 E. Pinnacle Peak Rd. #116 Scottsdale, AZ 85255 480-585-7350 fishercustomhomes.com	16000000	2000000	3600000	1.13	Technical hillside, raze-and-rebuild, engineering, construction management	Thomas Fisher, tom@fishercustomhomes.com
5	Forte' Homes 4120 W. Kitty Hawk Way #1 Chandler, AZ 85226 480-777-5823 fortehomes.com	15200000	NA	2350000	509000	Turnkey design-build, in-house design center, hillside locations, basements, home theaters	John Perkins, john.perkins@fortehomes.com; John Cochran
6	Argue Custom Homes 8912 E. Pinnacle Peak Rd. #660 Scottsdale, AZ 85255 480-941-0531 arguecustomhomes.com	15000000	NA	7500000	NA	Luxury homes	Tom Argue, tom@arguecustomhomes.com
7	Legendary Homes Inc. 6501 E. Greenway Pkwy. #103-408	10890000	NA	8100000	2800000	Designs, construction and onsite management	Gregory Stanford; Sam Hock, Samhock@legendaryhomesaz.com

From the Phoenix Business Journal:

<http://www.bizjournals.com/phoenix/news/2016/07/01/the-list-custom-homes-going-high-tech-as-market.html>

The List: Custom homes going high tech as market expands in Phoenix

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From smartphone to smart home, custom home builders are prioritizing technology.

The reason is simple: the market is there for increasing use of technology in homes. A recent survey by [Coldwell Banker Real Estate](#) found 45 percent of Americans said they plan to own smart-home technology or invest in it later this year.

[Tony Nace](#), owner of Kyan Builders LLC, said keeping up with the newest technology is the hardest part when it comes to building smart homes.



TONY HERNANDEZ

A recent custom home built with smart-home technology by Kyan Builders LLC.

“People want everything fully automated in their home from their phones,” Nace said. “They want their water features, lights, and security cameras controlled when they’re away. It’s 100 percent the number one thing right now.”

Tom Fisher, owner of Fisher Custom Homes LLC, said 100 percent of the homes his company builds includes smart-home technology.

“Every one of them includes some form of low-voltage, high-tech installation,” he said.

Consumers surveyed by Coldwell Banker indicated smart security systems (58 percent) and temperature technology (56 percent) were most appealing if they were buying a home.

“People want to get away from wires,” said Fisher. “They are looking for whole-house controllers from a smart phone or tablet.”

When it comes to home security systems, Nace said some clients forgo a more extensive hard-wired security system for a wireless one. Some clients opt to save money so they can focus on upgrading lighting and entertainment systems.

One way Nace said his company stays ahead of the tech curve is by installing conduits, or empty wire sleeves, in homes for high-end products that may be installed later. For example, Nace said his company places conduits for solar panel and electric car charging ports.

“People are buying these products or are going to and otherwise they’d have to tear up the whole place,” he said.

Nace explained that by proactively wiring a home for products not commonly adopted but growing in popularity such as electric cars and solar panels, he is saving his clients the trouble of paying expensive fees later.

But many electric car chargers require different outlets, said Fisher. He said his business pre-installs an outlet but that most electric car chargers are like cell phones just a few years ago, all requiring different chargers and plug-in types.

Fisher cited home technology as a more appealing upgrade than a pool.

“People who live out of state don’t want to maintain a pool if they’re not even here in the summer,” Fisher said. “They want to be able to see inside their home, see their driveway while they’re away.”

Nace said his company also has millennial clients who expect their homes to be wired for smart home technology and prefer a wired home over a pool. According to the Coldwell Banker survey, 44 percent of millennial homeowners surveyed would pay \$3,000 or more to upgrade their house into a smart home, according to the Coldwell Banker survey.

What will it cost to install wireless technology in a custom home? The cost varies widely, according to Valley custom home builders. From basic lighting and entertainment systems to cell phone-controlled water monitoring, the range of costs is dependent on the clients’ specific needs, said Fisher.

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