

A portent of talent and life-long passion often surfaces when only a child. Picasso demonstrated his gift when as a child, he took a piece of charcoal from his family's wood stove and began drawing pictures on the kitchen floor.

Steve Wiggins, founder and President of Regency Homes, drew his first floor plan when only seven years of age, and dreamed of building stately homes, estates and palaces. He pursued this talent and passion to success in the custom homebuilding industry with the opening of Regency Homes.

Regency
HOMES

Passion Pursued to Perfection

Written by Suellen McMillan

The Tools of the Trade

After receiving a degree in Construction Engineering from Arizona State University, Steve Wiggins set out to learn the tools of the trade from the ground up. He first served as a construction superintendent for a local production builder, overseeing the construction of more than 300 production homes. He then spent years as a purchasing manager for one of the country's largest homebuilders learning the art of contractor negotiations and getting the best value from every component that makes a home.

With his focus always on starting his own company, the time spent with production builders gave him experience in hundreds of homes and floor plans that would have taken him a lifetime to achieve on his own as a custom builder.

Unsatisfied with the inherent limitations of building tract homes, Wiggins wanted the opportunity to create and construct homes that would allow for his input and attention to detail. When he launched Regency Homes, he demonstrated his mastery of the art of true craftsmanship, unique design and unmatched quality. He applied his education, experience and passion for perfection to create a truly unique experience in custom homebuilding.

Regency specializes in homes in the range of \$1 million and above, though from time-to-time the company takes on special smaller projects. In addition to client specified homes, Regency also builds elegant spec homes, ready for immediate occupancy.

In it's first year, Regency completed four custom homes. The company's reputation for excellence spread quickly among homebuyers with discriminating tastes, and that number more than doubled in the second year. At the time of this printing, the company currently has eight homes under construction and another eight in various stages of the design process.

The company's reputation for excellence was spurred by Wiggins' personal attention to detail. To maintain that level of involvement and keep pace with the company's dramatic year of growth, Wiggins partnered with his former college roommate and long-time friend, Brian



This elegant Tuscan style bath features separate vanities of Travertine slab, cantera stone columns, spa tub, a massive walk in shower with a rain head and 2 separate shower heads.

Recher, a hands-on manager who shares Wiggins' penchant for detail and oversees the day-to-day construction operations for the company. Recher also draws on his architectural background to complete home designs and make needed changes to plans in-house, saving time and money.

This allows Wiggins to concentrate his efforts on meeting with clients and walking them through the daunting task of specifying materials and finishes for their new home. "People can get overwhelmed by the myriad of decisions that have to be made prior to building their home," explains Wiggins, "so we work hand-in-hand with our clients to put them at ease and follow a logical progression of the decision-making process."

Setting the Standard

With Regency Homes, Wiggins sincerely believes he has brought together the best people in the business and is committed to delivering the highest quality homes and the most prestigious properties available. Professional consideration is used in selecting the most qualified subcontractors, designers, engineers and architects.

Regency eliminates the need for the homebuyer to hire an architect, landscape planner, civil engineer, structural engineer and general contractor on their own, just to begin the design process. “Many people think the builder can be selected after the home is already designed. While this is one way to go through the process, we can handle all of the tasks inherent in taking a home from a dream to an actual building permit.”


Regency Homes works closely with award-winning designer Bryan Rains, who provides unparalleled custom design services, interior architecture and space planning. Wiggins and Rains have successfully

completed many fabulous homes together and genuinely enjoy working together. Rains states, “It’s nice when a designer and builder can work together without egos and personal agendas getting in the way. Steve and Brian are truly a pleasure to work with.”

To take the hassle out of the client’s need to search for financing, Regency shares office space in a partnership with Apex Mortgage. Apex boasts the lowest rates in the country, a “Best Rate/Best Cost Guarantee,” and online pre-approval. Apex can handle the construction financing and then roll this over into a traditional mortgage with a very popular one-time close feature. “Having Regency pre-approved with several lenders makes the chore of securing financing a breeze,” explains Apex President Scott Dusenberry.

“We are not locked into one type of design
or one regional look.”

—Steve Wiggins



Blending the desert with dramatic contemporary styling, this backyard truly impresses with fire pits, waterfalls, mood lighting and a glass-enclosed view deck overlooking the Sonoran desert.

Seamless Construction Process

Regency is determined to provide clients with a seamless construction process from design through building. In pursuit of that goal, Wiggins developed a comprehensive computer program with a questionnaire designed to gather from the homebuyer the information essential to creating a plan and budget. He then researched the long list of construction costs and plugged them into the program. Within about 30 minutes, the homebuyer can have a ballpark figure of construction costs for their proposed home.

By preparing detailed, exacting specifications prior to the bidding process, the trades only bid on what Regency specifies. There are no allowances or room for shortcuts. Regency's vendors are accountable for the quality and price, resulting in an even higher return on the homebuyer's investment. Wiggins elaborates, "There are no 'upgrades' in our homes; everything we install is top notch, from the door pulls to the shower heads."

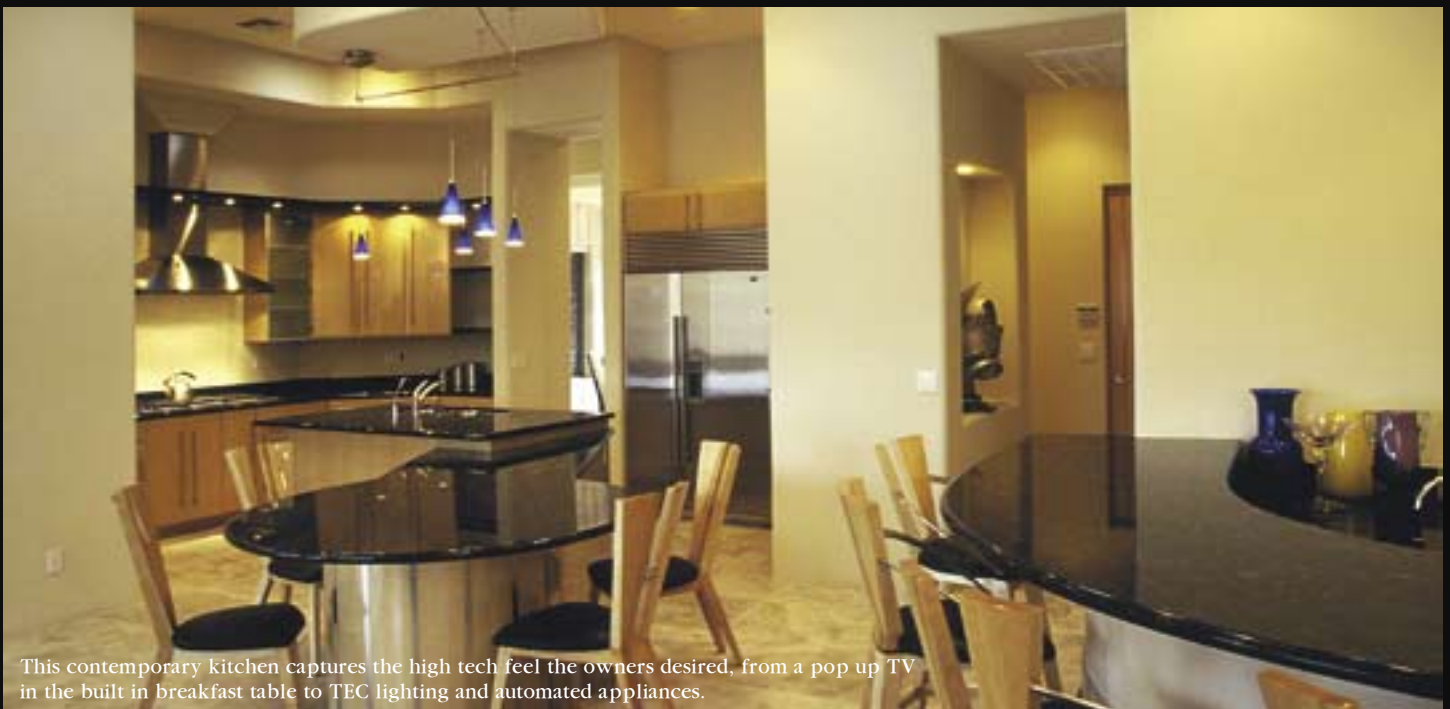
An expert in the language of computers, Wiggins utilized his skills to create a website, updated weekly, that allows clients to view the progress of their home during construction. Greg and Heidi Borca, who live in Wisconsin and wanted to build a home in Scottsdale, reaped the rewards of Wiggins' technological talent when Regency built their home.

Greg Borca was concerned that because he lived 1,600 miles away, building a second home in Scottsdale would be a fiasco. Wiggins dispelled those fears by communicating electronically with Borca during the entire construction process, keeping him apprised of any changes or suggestions. He used digital images to show Borca everything from paint colors to interior trim and product suggestions.

A company owner himself, Borca was pleased by the fact that his standards of excellence were matched at every turn. "I can't believe how incredibly easy it was. We were able to make all the decisions about our home electronically," Borca said. "It was like being just around the corner."

Regency incorporated technology into the home, allowing the owners complete control of the electronic operations of the home from anywhere in the world with the touch of a mouse. When guests arrive, the temperature inside the home or guest casita is perfect, their favorite CD or DVD is playing, the lights are on and the spa and pool are ready for a splash.

"My experience with Regency could not have been better," Borca said. "With Steve and Brian's help we found a home site we loved and built the beautiful, functional home of our dreams."



This contemporary kitchen captures the high tech feel the owners desired, from a pop up TV in the built in breakfast table to TEC lighting and automated appliances.

Homebuyers Entrust their Dreams to Regency

Steve and Brian oversee the creation of the home from the first brainstorming sessions until the moment the homebuyer turns the key in the front door. They meet with the client upon request and at critical junctures in the construction process. When homebuyers entrust their dreams to Regency, they receive a full commitment and personal attention in every step of the home building process. This includes consultations, home design, budget adherence, specification writing and supervision of construction.

Regency's design and build solutions are never the same because each client's needs are different. A home from Regency speaks of the individuals occupying it. "We are not locked into one type of design or one regional

look," Wiggins said. "Whether a Southwest, Tuscan or contemporary style, our clients will not find their home cloned in another subdivision; they will never again pull into a driveway mistaking it as their own."

Perfect harmony is ever the goal at Regency, and compromise is never an option. The discerning homebuyer's desire for dramatic views from private custom home sites nestled in the majestic Arizona landscape incorporates environmentally sensitive grading to preserve the integrity of the land and native vegetation. The site dictates the location and size of windows, views, convenience and much more. Every home Regency builds is designed for best use of the site.



Appliances are blended seamlessly with the woodwork in this dramatic kitchen.



A private Mediterranean style courtyard complete with grape leaf details in the railings, soothing fountain and flagstone patio.

Superior Service

Regency's focus on superior customer service and construction supervision creates a distinctive experience that brings to life a one-of-a-kind custom home. Wiggins' involvement from the design stage to the finishing touches allows Regency to maintain the rigorous quality control he demands and to meet projected move-in dates as well.

The portent of talent and life-long passion has come to fruition—Regency—the custom builder of Estates, Palaces and Dreams.

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