

LH

Q

LUXURY
HOME
QUARTERLY

Pacific Palace

Kari Whitman rolls out the red carpet for this regal L.A. pad



Cudmore Builders

MEDITERRANEAN LIFESTYLE & ARCHITECTURE IN THE AMERICAN SOUTH

by Rob Johnson

Terry Cudmore decided more than 20 years ago that he did not want to go the route of many Florida builders and develop just tract and spec homes. Instead, he decided to put his efforts into building custom high-end homes, staying small and focusing on customer service.

“We just go out of our way to have happy customers,” says Cudmore, adding that some clients are coming back to him to renovate homes he built for them in the 1990’s. “Virtually everyone who has ever done a home with us would do it again.”

That approach has allowed Cudmore Builders to rely entirely on referrals, with many clients turning again to the Boca Raton firm to build another home elsewhere in south Florida.

“At this level, people are quite demanding,” he says. “We just really try to service people to death.”

Cudmore credits his background in engineering and finance, as well as time working for a major oil services company that provided support to oil rigs in the North Sea and Gulf of Mexico in helping him control costs and scheduling as a builder.

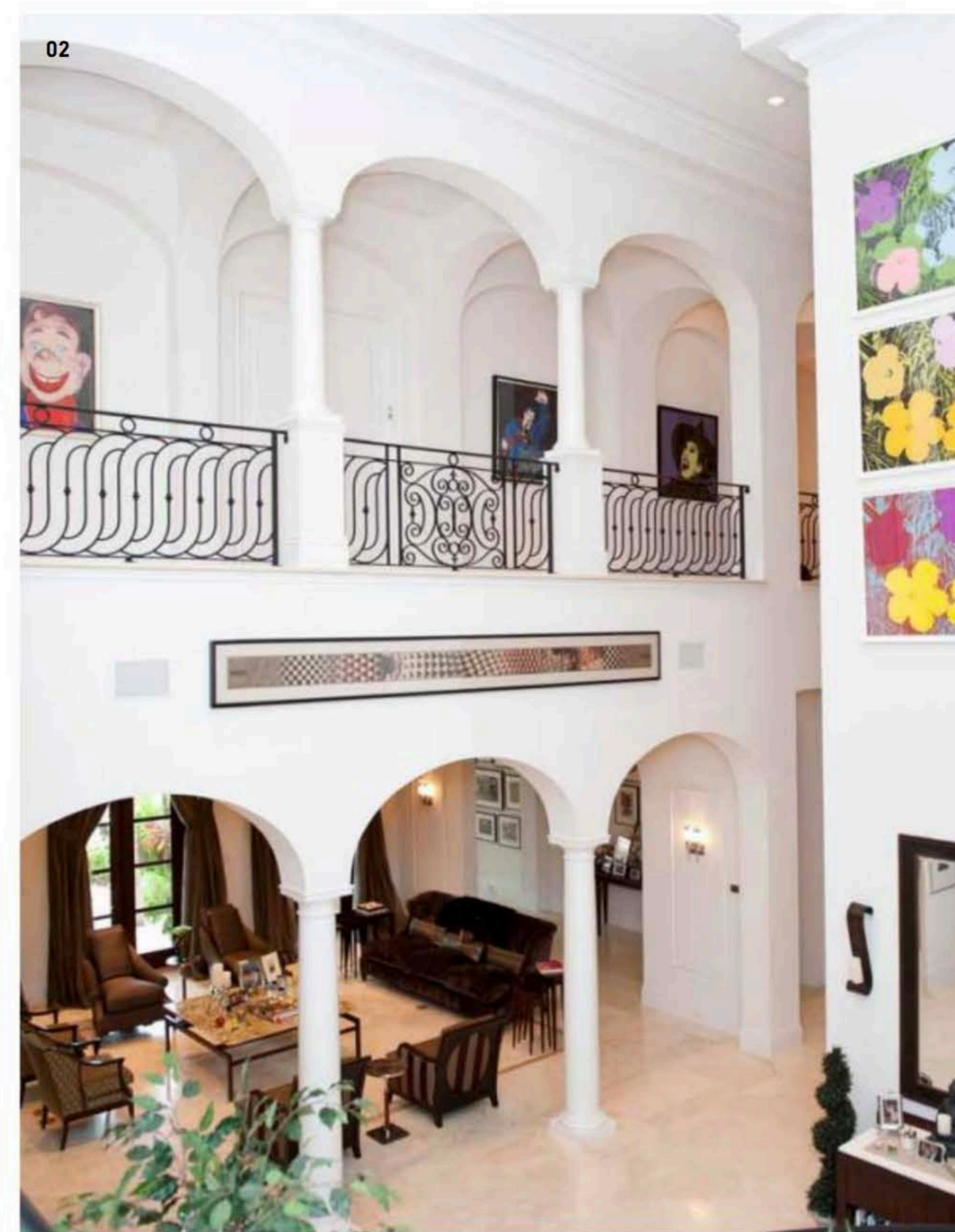
“When you bring in houses on budget and on time, that’s the easiest way to have a happy customer,” he says.

Cudmore started out in home building in Houston, TX when he built the home of an architect neighbor. The 3,200-square-foot home was built in an all-brick courtyard style, which was uncommon

for that market at the time, and it received a lot of attention upon completion in the mid-1980’s, according to Cudmore.

When the oil industry in Texas collapsed around that time, Cudmore joined a friend who had moved to Florida to work in construction with his father. Cudmore and the friend went into business together and began building between 20 and 40 homes a year for the next couple of years, but Cudmore decided to go out on his own. He formed Cudmore Builders in August 1991.

“It wasn’t really something I wanted to do,” he says, adding that the half-dozen or so homes he builds now each year range between 5,000 and 25,000 square feet. “I like the small house, frankly. I like



The Bell Residence

The 25,000-square-foot Bell residence in Boca Raton, FL was influenced by the Mediterranean Revival style that the area has been famous for the past 80 years. The large living room incorporates a kid-friendly feel that the owner was looking for, with prints of Superman, Alfred E. Neuman of *Mad Magazine* and the Wicked Witch of the West from the “*Wizard of Oz*” overlooking the space.

fairly-detailed 5,000-square-foot homes in some ways more than the really big homes. Although, the big ones are fun too.”

One of the fun ones was the 25,000-square-foot home Cudmore built in Boca Raton for an Internet entrepreneur and private equity manager who is close to his children. The home, which took three years to build, was inspired by the Mediterranean Revival first made popular in Florida by famed architect Addison Mizner more than 80 years ago.

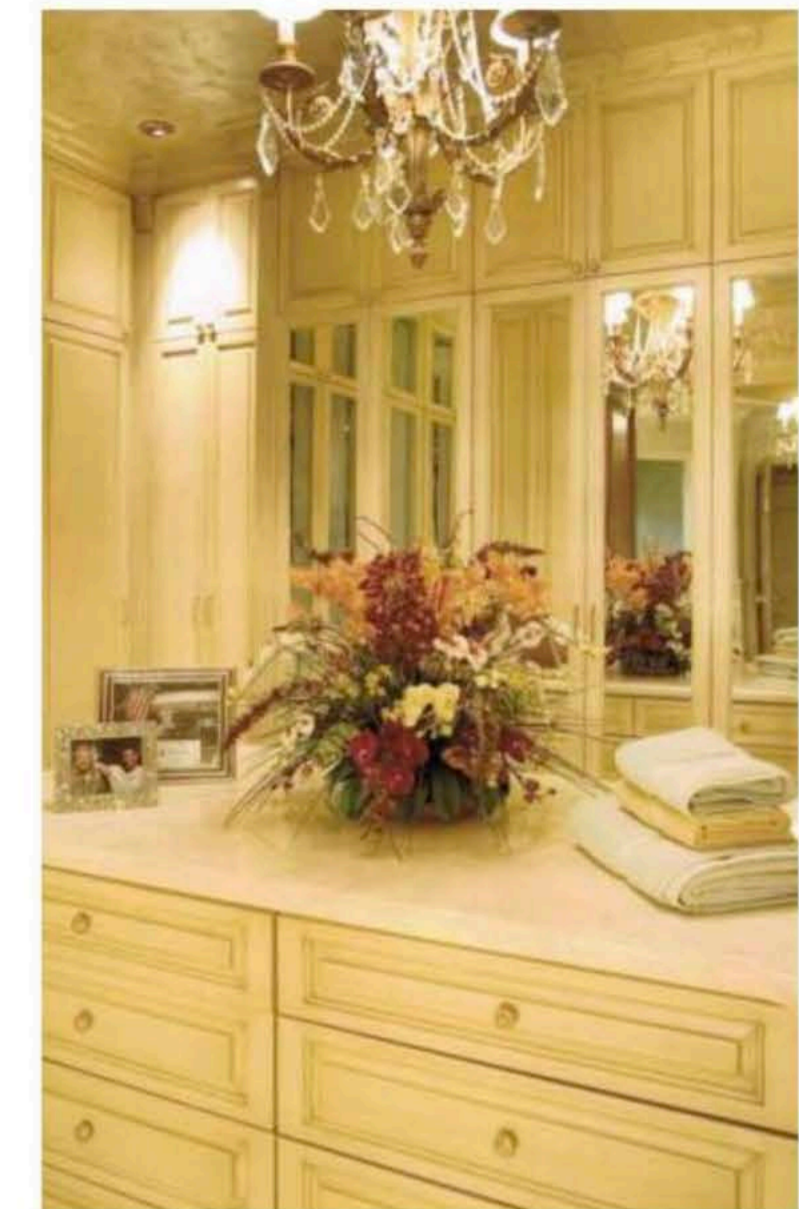
The home featured a 5,000 square-foot game room with vintage stand-up arcade video games and pin-ball machines. The children’s rooms were built with boating and princess themes. The home theater was built to resemble the bridge of the *Starship Enterprise* of the TV series and movie “*Star Trek*.” The

01 The palatial entrance, complete with doric columns and shaped topiaries.

02 On the entry floor, large open passages incorporate a Mediterranean influence.

03 The kitchen’s recessed ceiling and rounded corners flow seamlessly into the rest of the home.

04 The theater was built to resemble the bridge of the *Starship Enterprise* of the TV series and movie “*Star Trek*.”



1080 S. Rogers Circle, Ste. 1
Boca Raton, FL 33487
Ph. 561.912.9881 / F. 561.912.9818
jlclosets@aol.com / jlclosets.com

MELLON
Security & Sound Systems, INC.

First Alert
PROFESSIONAL SECURITY SYSTEMS
Authorized Dealer

Honeywell
AUTHORIZE SECURITY DEALER

24 HOUR CENTRAL STATION MONITORING

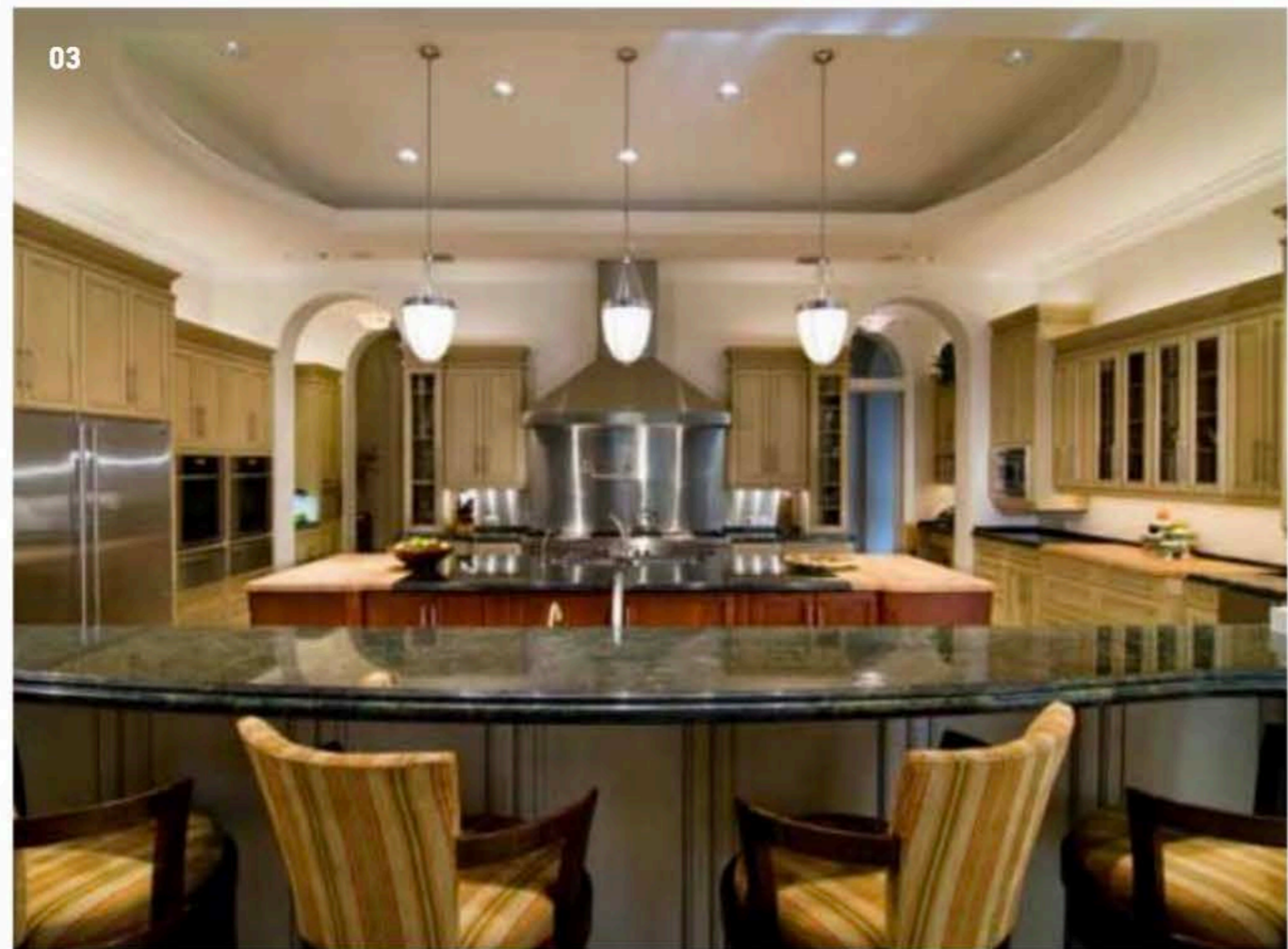
STAY CONNECTED WITH OUR TOTAL CONNECT SERVICES

ENVIRONMENTAL SENSORS INTEGRATED WITH SECURITY SYSTEMS

RESIDENTIAL & COMMERCIAL SECURITY CAMERAS

P: 888-499-0999
www.MellonSSS.com

LICENSED AND INSURED
FL STATE LICENSE #EF0001189



“They know if we get involved in a project we’re going to do a good job.”

TERRY CUDMORE, FOUNDER

home was wired for sound throughout. The pool, in the courtyard area of the home, can be closed off during inclement weather to protect people from the elements.

Even with the tough economic times Florida is going through now, Cudmore says his company has done well and been able to retain his 10 employees without any layoffs. He says that the economy has forced sub-contractors to provide more affordable pricing for their services. Plus, he says, his company is known for “paying well and on time.”

“Over the years, the homes have gotten a little bit larger, a little more complicated,” says Cudmore. The renovations are more involved as well, he says. The type of building Cudmore does in south Florida is usually complicated, he says, because there is not much undeveloped land available in the region and a home already built there has to be demolished.

“They know if we get involved in a project we’re going to do a good job,” Cudmore says. “People are very comfortable coming to us.”



Wolford Built Homes

LEADING LOUISVILLE’S LUXURY HOME INDUSTRY

by Rodric J. Bradford

Louisville is synonymous with the Kentucky Derby. For the past three decades the lead horse in the city’s luxury home builder market has been Wolford Built Homes, and its jockey has been Founder and President Ron Wolford. Wolford Built Homes has built over 500 homes in the Louisville area.

“Our mission combines many basic philosophical beliefs,” says Wolford. “We deliver the best we have to offer because we know what you put out in life comes back to you many times over. We strive to improve the lives of others and treat them well because everyone is important and deserves to make a living.”

Wolford Built Homes has set dozens of trends in the area’s luxury homes market, including: fin-

ished basements, rear stairways, Jack-n-Jill baths, a great room, hearth room concepts, outdoor fireplaces and kitchens.

However, cutting-edge features alone are not the foundation for the ongoing success of Wolford Built Homes. Building and maintaining relationships with more informed buyers is critical for their growing client base.

“Technology has made buyers more aware of everything, from lot prices to material costs,” says Wolford. “But it is still about relationships because people want to be pampered and treated like individuals, not transactions.”

Building those relationships remains the same as Louisville’s residents become more diverse.

Wolford now boasts clients from India, Pakistan and Russia.

“You have to make the effort to learn about the culture,” says Wolford. “I just attended my first Indian house blessing and it was a great experience. I felt honored.”

The presence of Wolford Built Homes can be felt throughout the Louisville community, as his wife Martha Wolford heads all corporate giving and charitable initiatives, fulfilling a responsibility that comes with being their market’s industry leader.

Two of their larger projects benefit Kosair Children’s Hospital and saved the lives of local children. They sponsor ARTavenue, allowing visitors to view original art and luxurious Wolford Built Homes and they also offered the grand prize—a new home, for the hospital’s annual fundraiser.

“In keeping with our philosophy we have always sought to give back to our community,” says Martha. “Since the collapse of the housing indus-