

Az Business LEADERS

2018



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DAVID KITMICK
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CONCENTRIC
HEALTHCARE STAFFING

JOKAKE



TOM ARGUE
 Founder and president
 Argue Custom Homes
arguecustomhomes.com

Nearly two decades ago, Argue Custom Homes entered the

Valley's homebuilding market with the goal to build the finest homes in the finest neighborhoods. Today, Argue is a preferred builder in DMB's prestigious Silverleaf, Estancia, Troon and Fulton Ranch communities. Many of these communities offer exquisite architecture, private golf courses and world-class amenities. With more than 100 luxurious homes from Cave Creek to Paradise Valley, Argue has become one of the premier builders in the Valley. Argue Custom Homes was the No. 1 Custom Home Builder in the 2016 edition of Ranking Arizona.

Latest projects: "Carefree Estates in Carefree and Village of Saguaro Forest within Desert Mountain."

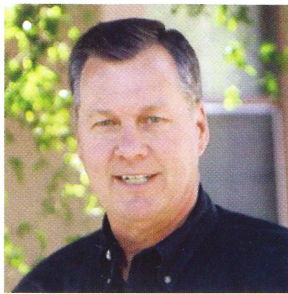


MATTHEW CODY
 President
 Cachet Homes
cachethomes.net

Cody has been active in the real estate industry during the last 33 years, with

extensive experience in the Phoenix metropolitan area. He is a graduate of the University of Wisconsin/Madison with a master's degree from the real estate program. He formed Cachet Homes in the early 1990s and has been committed to developing neighborhoods that serve their residents and the surrounding areas as a whole.

Business advice: "The current era of technology seems to emphasize immediacy and urgency. However, when developing an overall business strategy or personal career, I think it is wise to adopt a long-term and patient mindset, carefully evaluating and reevaluating along the way."



ROD CULLUM
 Owner and founder
 Cullum Homes
cullumhomes.com

Cullum founded Cullum Homes in 1985 and has helped it become one of the oldest and most reputable

luxury homebuilders in Arizona. The Scottsdale-based business specializes in custom and semi-custom homes in affluent areas of the Phoenix metropolitan area. Cullum Homes' new custom homes at the redevelopment of the Mountain Shadows golf course in Paradise Valley features homes ranging between \$2.3 million and just under \$4 million.

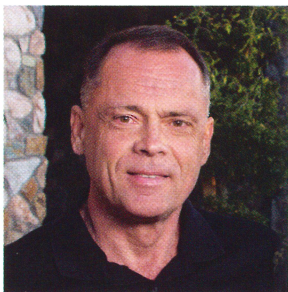
Trend to watch: "We are seeing a more savvy buyer who still wants the best quality materials, but instead of the huge mega mansions with acreage that we saw in the mid 2000s, today's buyer wants a home that is right-sized to fit their current lifestyle needs."



DAVID KITNICK
 Founder and president
 Rosewood Homes
rosewoodhomes.com

Kitnick is a 30-year homebuilding veteran, having earned local and national recognition, including having started and successfully led the Arizona Division of Greystone Homes in the 1990s, then Ashton Woods in 2001 before starting Rosewood Homes. He led all three start-ups to "Builder of the Year" or "Small Volume Builder of the Year" recognition. Rosewood Homes is the only Arizona builder to have been recognized by homeowners with the prestigious Eliant Homebuyer's Choice Award for providing the "Best Overall Purchase and Ownership Experience" in North America.

Trend to watch: "We may be several years away but car sharing services like Uber and Lyft could dramatically affect real estate development. This could have a profound effect on multifamily, retail and office development, particularly in the more densely populated areas. Garages and parking lot sizes could be reduced as more people use temporary car sharing services rather than owning and needing to store and park multiple cars."



THOMAS LABLONDE, JR.
 Founder and president
 LaBlonde Homes
lablonde.com

LaBlonde formed LaBlonde Homes in Scottsdale in 1987.

LaBlonde started building homes in McCormick Ranch, followed by Scottsdale Country Club, Scottsdale Ranch, then subsequently in Troon North, DC Ranch and other prestigious communities in the Pinnacle Peak area. LaBlonde offers fully integrated design and construction services that honor and reflect the requirements, preferences and vision of each client.

Trend to watch: "The use of technology in new homes is definitely the trend that is impacting our industry the most. LaBlonde Homes is excited to take advantage of forefront technology and style, while implementing functional and practical living."