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Greater Houston Edition

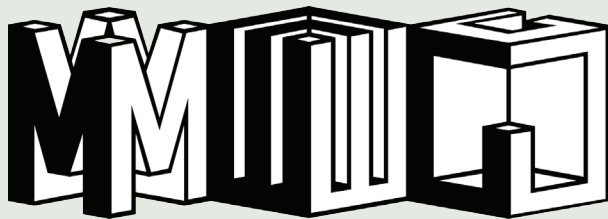
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A photograph of a modern, high-end living room. The room features a dark wood ceiling with recessed lighting and a central chandelier with multiple spherical shades. The walls are finished with dark wood paneling and built-in shelving units. A fireplace with a marble surround and a dark metal frame is the focal point, with a fire burning inside. Two white leather armchairs are positioned on either side of a round glass coffee table. The floor is made of light-colored, geometric-patterned tiles. Large windows on the right side offer a view of a green landscape.

Quality Always First at
Fifty Seventh & 7th Luxury Homes

Sabo Makes Building
a Collaborative Process

Dialogue with a Designer
Kelly Wesson



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THE METROPOLITAN BUILDER

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For Local Information Contact:
themetropolitanbuilder@yahoo.com
832-317-4505
www.themetropolitanbuilder.com

2206 Paso Rello Drive
Houston, Texas 77077
832-317-4505

Owner/Publisher
Giselle Bernard

Editor
Kathy Bowen Stolz

Magazine Layout & Design
Pamela Larson

Website
www.themetropolitanbuilder.com

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PUBLISHER'S *note*



Giselle Bernard,
Publisher

Gratitude for Industry Support

As I pause to reflect on our journey, we are overwhelmed with gratitude for the unwavering support of the industry we serve. It is with heartfelt appreciation that we extend our sincerest thanks to all our partners, contributors, and readers who have been instrumental in our success.

At the core of our mission lies the commitment to spotlighting building professionals with compelling stories and connecting them with trusted vendors. As we move forward, we are excited to embark on a new chapter by marketing our sponsored digital directory, www.communityhomeguide.com, to consumers seeking outstanding building professionals.

Your trust, collaboration, and commitment have fueled our mission to deliver quality content, insightful analysis, and valuable resources to our audience. With www.communityhomeguide.com, we aim to provide a comprehensive platform for consumers to discover top-notch building professionals endorsed by our community.

As we embrace the opportunities that lie ahead, we remain deeply appreciative of the relationships we have cultivated and the support that propels us forward. Together,

we will continue to shape the future of our industry, driving progress, fostering collaboration, and making a positive impact on the world around us.

In this season of gratitude, we extend our warmest wishes for continued success, prosperity, and fulfillment. Thank you for being an integral part of our journey—we are truly grateful for your support.

With heartfelt appreciation,
Giselle Bernard,
Owner/Publisher



Harnessing Kaizen:

A Path to Sustainable Growth for Small Businesses

In the hustle of modern business, where resources are scarce and competition is fierce, small business owners seek pathways to thrive. Amid this quest, Larry Culp's tenure at General Electric stands as a beacon, showcasing how the principles of Kaizen can catalyze corporate resurgence. As Culp steered GE through turbulent waters, his strategic embrace of Kaizen breathed new life into the conglomerate, offering valuable lessons for businesses of all sizes.

Kaizen, rooted in the ethos of continuous improvement, offers a roadmap for small business owners to enhance revenue streams and fortify sustainability. By instilling a culture of incremental advancement, Kaizen empowers teams to drive efficiencies, elevate quality, and foster innovation. Its principles, though steeped in Japanese philosophy, resonate universally, providing actionable insights for businesses seeking to thrive in today's dynamic marketplace.

Understanding Kaizen

At its core, Kaizen embodies the mantra of "change for the better," advocating for iterative enhancements that collectively yield substantial progress. It beckons entrepreneurs to engage their workforce in a collaborative pursuit of excellence, transcending hierarchical barriers to harness collective wisdom.

Benefits of Implementing Kaizen

The benefits of Kaizen are manifold, offering small businesses a strategic edge amidst myriad challenges:

1. **Cost Reduction:** By scrutinizing processes and minimizing waste, businesses unlock avenues for cost savings, bolstering their bottom line.
2. **Increased Productivity:** Streamlining operations empowers teams to accomplish more with less, amplifying productivity and efficiency.
3. **Enhanced Quality:** Through relentless refinement,



businesses elevate the caliber of their offerings, cultivating customer trust and loyalty.

4. **Employee Engagement:** Involving employees in the improvement journey nurtures a sense of ownership and purpose, fueling heightened engagement and retention.
5. **Customer Satisfaction:** Attuned to customer feedback, businesses tailor their offerings to meet evolving needs, forging enduring relationships.

Implementing Kaizen in Small Businesses

Embarking on the Kaizen journey demands deliberate action and unwavering commitment:

1. **Start with a Clear Vision:** Define overarching goals and communicate them transparently, aligning every endeavor with the broader organizational mission.
2. **Engage Your Team:** Empower employees to identify inefficiencies and propose solutions, nurturing a culture of collaboration and accountability.
3. **Small Changes, Big Impact:** Embrace incrementalism, effecting small, manageable tweaks that cumulatively drive transformative outcomes.



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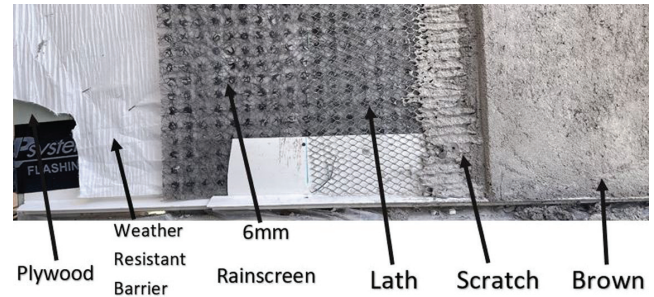
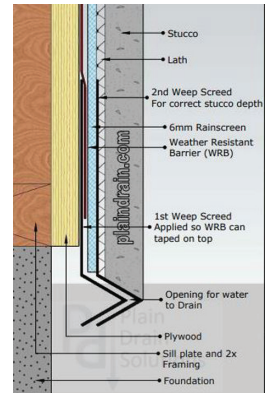
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Quality Always First at Fifty Seventh & 7th Luxury Homes

By Kathy Bowen Stolz

For Arpan Gupta, CEO of Fifty Seventh & 7th Luxury Homes, premium materials, impeccable workmanship, and visionary design are paramount when building a home. Each element underscores Gupta's unwavering commitment to excellence.

"We always put quality first. As Henry Royce of Rolls Royce said, 'The quality will remain long after the price is forgotten.'"

The name and logo of Fifty Seventh & 7th Luxury Homes are a nod to the address of Carnegie Hall in New York City, which Gupta said symbolizes cultural and architectural excellence. Inspired by the values embodied by Andrew Carnegie, the company strives for a similar standard of excellence in luxury home construction, he added.

Gupta's understanding of his clients' expectations shapes his approach to home construction. Accordingly, he meticulously sources the highest quality finishes and materials, partnering with top artisans to ensure each home exudes opulence and refinement.

Consequently, most of his homes command prices at or near the asking price, often securing buyers before completion.

"Our homes speak for

themselves. They don't sit on the market."

In fact, one of Fifty Seventh & 7th Luxury Homes, which was listed at \$13.5 million, was the highest speculative home sale in Houston's history, and two of his homes were ranked #1 and #4 among all Houston home sales in January. The company builds at the \$5-20 million level, creating homes

I'd like to express my appreciation for the professionalism and amiability exhibited by all your team members. Despite the numerous changes we're implementing, there hasn't been an ounce of judgment from them. I felt it important to bring this to your attention. Working with such competent professionals is truly invigorating.

– Bill Baldwin



that are “really unique architecturally.”

Gupta works with many architects and designers, adding that hundreds of people are involved in building one of his homes. “It really is a team effort.”

The company builds six to eight homes a year and a maximum of two of those are for custom clients. Accepting no more than two presold custom contracts at any given time allows Fifty Seventh & 7th to provide the personalized service they believe their clients deserve.

Gupta, who has a medical degree, noted the intricacies of luxury home construction. “There are over 10,000 individual decisions involved in building a luxury, custom home, with clients typically making 500 to 1,000 of them. This decision-making process can be quite stressful and isn’t suited for

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everyone, but we endeavor to make it enjoyable.

“Building a custom home with a client is akin to a marriage; it requires a strong match as we spend two to three years in this collaborative relationship. Consequently, we are highly selective when choosing clients for custom projects, ensuring a good fit for both parties.”

Fifty Seventh & 7th focuses on Houston’s neighborhoods near River Oaks as well as Memorial. The company has built multiple homes in arguably the most exclusive neighborhood of Sherwood Forest in Memorial. They currently have under construction at 400 East Friar Tuck Drive a \$16 million, 16,00 sq. ft. architectural marvel designed by Robert Dame, reminiscent of those ones would find in the English countryside. The lot is more than an acre. This is one of his great draws to Memorial and particularly Sherwood Forest, with its sprawling acreage, provides opportunities for architectural opulence, he noted.

Because he’s building in established neighborhoods, Gupta said, “We build timeless homes with contemporary interiors. We try to achieve a home that looks like it’s been there for 100 years but has all the contemporary details and state-of-the-art amenities. If we can envision a feature, we try to incorporate it.”

Recently, the company garnered international acclaim with one of those amenities when a video showcasing a car turner in one of its homes went viral on social media. The images amassed over 200,000 views and attracted comments from admirers worldwide, including from as far as China and Dubai, Arpan said. “It was amazing and a testament to people’s appreciation of some of the unique features we include in our luxury homes.



Gupta feels outdoor spaces are often treated as an afterthought by many builders and are a missed opportunity to make an unforgettable first impression. By teaming with award-winning landscape architects, pool designers and exterior artisans, he ensures each feature enhances his properties.

As for the future, Gupta said he eagerly anticipates the transformative potential of artificial intelligence in the construction industry, viewing it as a catalyst for raising current standards. Drawing inspiration from Henry Royce once again, Gupta sees AI as a means to “take the best that exists and make it better.”

***To contact Fifty Seventh & 7th Luxury Homes,
call (281) 788-5700,
visit www.fiftyseventhandseventh.com
or email info@fiftyseventhandseventh.com.
The office is located at
7026 Old Katy Road, Suite 103, Houston, TX 77024.***

Houston, Texas Housing Market Outlook

Based on recent data from reputable sources such as the U.S. Census Bureau, the National Association of Home Builders (NAHB), and the Houston Association of Realtors (HAR), the outlook for the housing market in Houston, Texas remains positive. Despite fluctuations in the broader economy, Houston's housing market continues to show resilience and steady growth.

Population growth, driven by factors such as job opportunities, favorable business conditions, and a relatively low cost of living, continues to fuel demand for housing in the Houston metropolitan area. The influx of new residents, coupled with a robust economy, has sustained a healthy level of home construction activity, with builders striving to meet the growing demand for both single-family homes and multi-family units.

Key indicators such as housing starts, building permits, and home sales suggest a steady pace of construction and transactions in the Houston housing market. Additionally, home prices have generally remained stable, with moderate appreciation reflecting a balanced market

environment.

However, challenges such as affordability constraints, supply chain disruptions, and potential regulatory changes pose risks to the market's stability. Rising construction costs, including labor and materials, could put pressure on home affordability, particularly for first-time buyers and low-to-moderate-income households.

Looking ahead, the outcome of the 2024 presidential election may introduce further uncertainties, particularly regarding potential policy changes impacting the housing market, infrastructure investment, and economic conditions in Houston and across Texas.

Overall, while the Houston housing market faces both opportunities and challenges, the prevailing trends indicate a resilient and dynamic market poised for continued growth and adaptation in the coming years. Industry stakeholders will need to monitor market dynamics closely and adapt their strategies to navigate changing conditions effectively.



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New Builder Trends Emerge From The National Kitchen & Bath Show

By Linda Jennings

Adding new “happy” hardware and innovative features like a glass washing kitchen sink can give the home space a fresh update. This year’s Kitchen & Bath Industry Show (KBIS) in Vegas welcomed the latest products and trends in kitchen and bath design. Updating with colorful cast concrete fixtures is an easy way to achieve that

immediate wow factor. And to create a wellness space, consider adding a whirlpool hydromassage tub with a peek a boo view bath. Whether renovating, building new or just refreshing these brands offer clever fixtures and fittings to polish off the home’s design look, providing years of lasting beauty and enjoyment.



Ruvati Ibiza Glass Rinsing Sink

Functional Finalist

Ruvati’s Ibiza sink was a showstopper and finalist for Best of KBIS. This innovative new model offers the convenience of having a sink with a built-in glass rinser to quickly clean everything from coffee mugs to wine goblets. The Ibiza Collection features a patent-pending design with dynamic jets that can easily and efficiently rinse drinkware. The sink is also designed to maximize efficiency in a small space, doubling as a workstation with a wood cutting board that spans the width of the basin to increase prep area and a rinse grid to allow glassware to drip dry safely. Measuring 22” wide and 20” long with a 10” deep bowl, the Ibiza brings impressive productivity to compact workspaces such as a home bar, RV or tiny house setting.

Colorful Concrete

Concretti’s colorful KBIS booth offered a beautiful glimpse of the brand’s range of products crafted right in Las Vegas! Their gorgeous sink line is offered in 17 colors ranging from classic concrete to bright, vivid pops of color. With a range this wide, the possibilities are truly endless! The brand’s Overflow Collection features five classic Concretti sinks with a new overflow drain, allowing you to customize

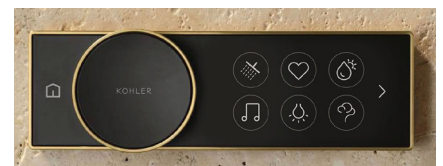


Murano Vessel Sink from Ruvati.

your space further without limitations. Concretti showcases the material’s functionality but also celebrates its inherent natural beauty and enhances it with colorful pigments and playful designs.

Multi-Sensory Shower

Building off Anthem Digital, the Anthem+ Digital Control and System creates a multi-sensory



Kohler Anthem+ Digital Control and System

showering experience by allowing control over water, light, sound and steam at the touch of a button. A sleek, minimalist display lets you configure and control your outlets, temperature, and flow, creating a personalized showering experience every time. Optional built-in eco mode lets you conserve water by using just one outlet at a time, and the summary screen helps to promote mindful water usage.

Clear Comfort

Designed to make a statement in any bathroom décor, the Empava Alcove Whirlpool Bathtub features a contemporary acrylic and fiberglass design, complemented by an

innovative tempered glass panel strategically positioned on the front for enhanced visual appeal. The tub offers chromotherapy and 11 powerful water jets strategically placed alongside the contoured back design and headrest to soothe key muscles and reduce body tension through a full-body, deep-tissue massage. The tub is available in black, grey and white, and customizable hardware finishes that include gold, black or stainless steel.



Empava Whirlpool Hydromassage Bathtub with Glass Panel



Kast Concrete Basins' Aura Pedestal

gold, brushed nickel and polished chrome.



Hapny Clarity Collection

Flexible Faucet

The Pasgo patented pull-out kitchen faucet model 15598QT offers a new twist on reachability to all corners of the sink. With a 360° spout rotation and a unique secondary access sprayer, this faucet is as functional as it is fabulous. The intelligent switching function of the faucet is assisted magnetically and a simple button changes the flow from the standard faucet to the durable hose that reaches farther than a traditional style faucet. This innovative faucet is offered in rose gold and black (shown here) as well as brushed

Clearly Captivating

Located in the Kickstarter section, Hapny Home's initiatory KBIS booth inspires one to add a little joy to any decor

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Continued from page 7

with eclectic yet elegant hardware designs. The brand offers a thoughtful, intentional product collection that lives at the sweet spot of durability, affordability, and beauty - with a little whimsy added. Shown here is the modern and sophisticated Clarity Acrylic Collection with one knob, three cabinet pull sizes, and two appliance pulls in two acrylic colors and four finishes.

A Peachy Statement Piece!

Kast Aura Pedestal is a sleek, minimalist addition to any modern bathroom or powder room. With a gently curved silhouette, this freestanding pedestal basin boasts a contemporary ribbed surface pattern, adding depth and texture. Designed for use with a wall-mounted tap, the Aura is crafted from concrete in the UK. The Aura is available in 28 colors and each



Kast Concrete Basins' Aura Pedestal

basin is made to order, ensuring a semi-bespoke touch to your space. The Aura Pedestal is a statement piece that seamlessly combines luxury and functionality.

Perfect Flow

Winner of the coveted "Brand with the Biggest Bite" from DesignBites, Craft + Main's Deven Flush Guard Anti-Overflow Toilet proves there's no longer a reason to fear the overflow. Their patented drain system with three anti-overflow holes and backup trapway is the cure for Overflowbia: offering the ultimate assurance that you can flush with confidence. Flush Guard Toilets are stylish, high-quality, easy to keep clean, and easy to install...so there's nothing standing between you and total peace of mind.



Deven Flush Guard Anti-Overflow Toilet from Craft + Main

Architectural Icon

The Arca Collection from Riobel pays homage to the arch - an engineering marvel of stability and strength, with an aesthetic rooted in elegance and simplicity. The Collection is inspired by the innovative aqueducts of classical Rome and captures the beauty of the arch in line and curve. Shown here is the 1/2" Therm Pressure Balance Shower System in black. The shower arm follows a clean, rounded geometry, while nuanced, two-step details on the handle and base create a solid foundation. The Arca Collection embodies symmetry that is effortless, exquisite, and always relevant.



Riobel ARCA Shower System



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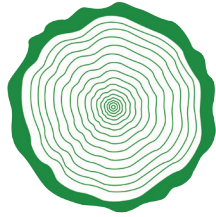
To learn more about these exciting products launches from KBIS 2024 visit their websites:

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Sales Professionals



Charlie Molloy -
cmolloy@hwp.us

Charlie has over 30 years of experience in the building material industry, dating from 1992 to the present. He has expert knowledge of most building products, including hardwood lumber, plywood, cabinet hardware, plastic laminate, and custom moldings. In his previous years, he was a manager in the grocery industry for Eagle Discount Supermarkets and Randall's Food markets in the Houston area. His strengths include managing employees, customer service relations, logistics, and outside sales. He has lived in the Houston area since 1968 and spent his childhood in Spring Branch, graduating from Spring Woods High School. He went to the University of Houston where he majored in Music, Hotel and Restaurant Management, and Business management. Hobbies include playing the National Anthem with his trumpet at professional baseball games, hiking in the Big Bend area, and woodworking. Charlie has been married 39 years and has one son, a daughter, and two grandchildren.



Kenny Francis -
kfrancis@hwp.us

Kenneth has 32 years of experience in the building industry from 1990 to present. He started at Wilsonart in 1990-2001 in the Houston area. He was employed as the operations manager of over 27 employees. He decided to take his sales knowledge & expertise to Hardwood Products 2001 - present. Kenny enjoys working with companies & building relationships. From commercial millwork shops and remodelers to Custom Builders. Every day is a challenge, from supply & demand to rising costs. Providing innovation & service for the customer is the bottom line. Kenny has lived in Houston his entire life & knows the area well. His hobbies are anything outdoors, from hunting and exercise to sports. He has a wife of 17 years & two beautiful daughters.

Customer Reviews

Cullen Franz - Savannah Grace Homes

"Hardwood Products has gone over and above to source the best quality materials for the best price to help me grow my business. Kenny Francis and the HWP team has provided me with outstanding customer services that leaves other competitors in the dust. I can't say enough about the value that I have received in partnering with HWP. My custom homes have never looked so good !! Thank you Kenny and HWP !!"

Matt Sneller - Sneller Custom Homes and Remodeling

"I have known and worked with Kenny/Hardwood Products for over 15 years. We consider them to be one of our most loyal and trusted trade partners. We are a custom builder/remodeler and use them for a lot of our interior and exterior trimwork/materials. Their pricing is fantastic, but even better than that is their customer service. Kenny

is always easy to get a hold of and super responsive to any issue that arises. We would highly recommend using them!"

Rick Davis - DC Kitchens & Remodeling

I can't say enough about working with Hardwood Products. I've been in business for about 35 years and have been working with Hardwood products for as long as I can remember. I find their entire staff trustworthy and extremely professional, especially Kenny and Laura. The entire staff has a full understanding of their extensive line of hardwood products. I find that they are extremely dependable, and their customer service is outstanding. They always go out of their way in providing the very best in high-quality materials and for the best price. Not only that, I find them to be very dependable. I can trust that they will always be on top of things. I feel more comfortable working with them than anyone else.



Sabo Makes Building a Collaborative Process

By Kathy Bowen Stolz

Not content to build or remodel homes, Ed Sabo wants to remodel the custom home-building process.

Sabo, owner of Sabo Custom Builders in Houston, is streamlining the often-stressful building process. This collaborative approach is based on his desire to deliver a five-star experience to his clients.

“Our industry commonly sees clients hire architects to create drawings and then send them to custom builders for bids. Unfortunately, the resulting bids vary significantly in price, can’t be compared and typically exceed a client’s budget. Fortunately, there is a better way to start,” according to Sabo, who earned a bachelor’s degree in construction management from Texas A&M and an MBA with a concentration in finance.

“To address the problems associated with the design and bid method, we developed a proactive, collaborative approach in which the homeowner, architectural designer,

interior designer and builder work together from the beginning. Not only do we help the client avoid costly mistakes, but our concierge-level service ensures that the process is stress-free and enjoyable,” he continued.

Based on his years of experience as a builder, Sabo said, “Our early involvement makes a significant difference. Our process allows us to design and plan according to the homeowner’s budget range. We can provide timely feedback and address potential issues.

“For instance, by identifying materials that may exceed the budget range, we can help the homeowners make informed decisions before they invest in a complete set of drawings. Of course, there will be different levels of finishes on the exterior, tile, flooring, cabinetry and appliances in an \$850,000 home compared to a \$1,500,000 home,” he added.

Continued on page 16



Continued from page 15

Sabo, the architectural designer and the client collaborate and finalize selections and specifications to complete the bid process. The architectural designer creates a full set of permit-ready construction drawings that maximize design, innovation and value engineering – while maintaining the client’s budget range.

“Planning and collaborating may not seem as exciting as the actual building of a home, but those steps are essential to successful and timely construction. Disruptions in the supply chain have made planning more critical than ever before.” And Sabo should know. He worked in commercial construction and then “corporate America” in supply chain management for seven years before becoming a self-employed builder.

“Not only will a well-planned project take it halfway to completion, but it also keeps the project on schedule and within budget,” he noted. At the end of the planning phase, homeowners have a firm estimate and access to a proven team of professionals familiar with the project. The client signs the final construction contract at the end of this phase.

Next, the construction team transforms all the dreams and discussions into reality during the building process, which



a project manager helps to oversee. In addition to his employees, Ed said he treats his subcontractors, suppliers, affiliates and clients as his team members.

Sabo Custom Builders provides access to a secure website portal that details the work on its clients' custom homes. Clients can find documents, photos and more at their fingertips. The simple online system allows clients to access their projects from any computer, tablet or smartphone – whether at work, at home or on the road.

He takes daily photos of each project's progress so the clients can see the project in real-time. He finds the images and video to be a great way to document progress and changes and to ensure the clients are satisfied that their dream home is becoming a reality.

According to Sabo, during this final step the project is completed on time and within budget; consequently, he expects to earn another five-star review from the clients. "It is our goal to make certain that everyone who has contact with our company shares in the predictable excellence of a Sabo Custom Builders' five-star experience," adding he follows a Code of Ethics and Standards to be the best. He is rated as a top builder in Houston.

Based on his approach to building, it's not a surprise that he finds value in collaboration. He is part of a National Association of Home Builders (NAHB) Builder 20 group that meets frequently. He can solve almost any problem by talking with others with different perspectives, he said.

Sabo Custom Builders has been building custom homes and garage apartments in addition to remodeling in Houston since 2009. Sabo is also certified by NAHB as a Certified Aging In Place Specialist and as a Graduate Builder.

For more information about Sabo Custom Builders, call 713-344-1241 or visit www.SaboCustomBuilders.com. The company's office is at 1117 Heights Blvd., Houston, TX 77008. The mailing address is P.O. Box 701007, Houston, TX 77270-1007.



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Dialogue with a Designer

Kelly Wesson

Photography by Michael Hunter

MWG INNOVATIONS - With a passion for designing and working with glass, Esvin Tista founded MWG Innovations in 2018 on the idea that offering custom bath glass and mirrors for new construction and remodeling projects should fall in the line of an exquisite art job. Esvin takes great pride in creating unique pieces of art designed to bring life to the ideas given to him by the builders, designers, and trades he partners with. His work includes intricate designs of fabricated unique custom metal, wood, and glass pieces for shower doors, vanities, mirrors, handrails, and more. MWG Innovations is committed to providing all clients with high-quality products and services in which yield outstanding customer satisfaction.

This month MWG INNOVATIONS speaks with Kelly Wesson, Managing Designer at Eklektik Interiors, where she began her interior design career out of college in 2017. At Eklektik Interiors, she manages the team and leads projects. Her current focus is on residential design, where she works with builders, remodelers, and homeowners. She coordinates all facets of a project, from construction drawings and material selections, to the finishing touches of furnishings and accessories.

Kelly has a particular love for livable design that feels

unique from room to room. Her goal for every project is to create a space that feels intriguing yet comfortable. She likes to fuse classic elements with bold ideas and pops of quirkiness. Her favorite aspect of designing is creating personal connections within the industry and with clients.

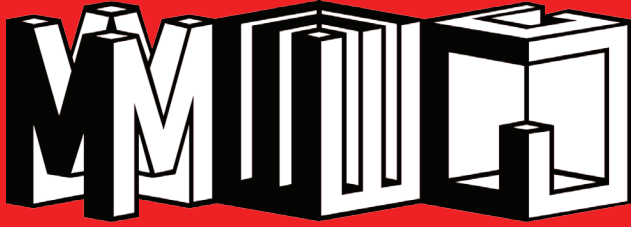
MWG INNOVATIONS: *What motivated you to enter interior design?*

KW: Early on, I learned that our surroundings can have a massive impact on our emotions and well-being. When I was in a rut as a child, I would move my entire bedroom around to revitalize the space and create new energy. I still do this, honestly! I also found an early love for computer-aided design through games like SIMS, where even as a teenager, I had access to learning how to build homes with a mouse & screen. Due to these factors, I naturally followed the path towards studying interior design in college.

MWG INNOVATIONS: *How has the field of interior design changed since you graduated?*

KW: The most significant change to our industry in recent years has been social media's influence on design. It has allowed more and more people to have access to images

Continued on page 20



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Customer Reviews

Matt Sneller -

Sneller Custom Homes

We are a custom builder/remodeler and have been working with Esvin/MWG for about 4 years now. They are one of our best trade partners that we have. Esvin is extremely creative and great around our clients, but he also does what he says he's going to do and is great about staying in communication. He has done everything from simple framed glass shower doors to very detailed shower enclosures to custom cabinet doors to a custom metal and wood table for our new conference room. I would highly recommend working with MWG!

Michael Pelletier

President/Owner Fairmont Custom Homes

We have been working with Esvin Tista and MWG Innovations for over 5 years. Esvin is our go to for shower glass and mirror work. I am proud to say that we have been able to set market trends with the help of MWG Innovations and his excellent customer service. Rarely, do I find an individual that is as reliable as Esvin in our world of building custom homes. Esvin has been a great partner for Fairmont Custom Homes bringing excellent value to our customers and helping us become the number one builder in Fulshear, TX. We look forward to our continued relationship with MWG Innovations.

Double L Interiors -

Double L Interiors has worked with Metal, Wood, Glass Innovations (Esvin) on a several jobs. The process has been nothing but short of perfection. Interior design process can be trying. However, the right vendors make all the difference! MWG is one of those vendors you can rely on to make your idea come to life. Esvin "gets design!" He understands and appreciates the details that go into every space. Keep up the excellence Esvin!

Sales Professionals



Esvin Tista - Esvin@mwginnovations.com

In his 12 years of experience in the glass industry, Esvin found himself wanting to do more than install glass. As a true Texan, he believes everything is bigger in Texas and decided to open his own business in 2018. Esvin is talented and has the passion and vision for designing and fabricating unique pieces of art for

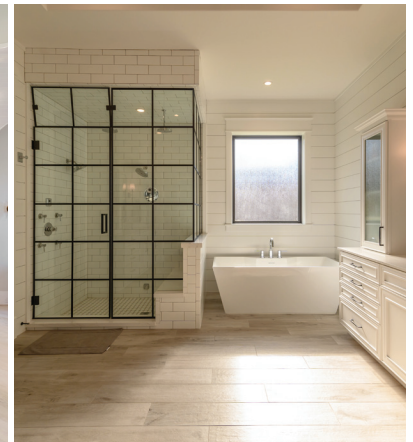
metal, wood, and glass consisting of shower doors, vanities, mirrors, handrails, and more. He credits his passion to his loving family and success to his professional team. When his not working, you will find Esvin enjoying the beautiful Houston weather fishing, hoping to catch more than a cold breeze on a sunny, rainy day, all in one trip to the bay!



Lilian Tista - ltista@mwginnovations.com

Lilian is experienced in management accounting. In search of a better balance between work and family time, she joined Metal Wood Glass Innovations LLC in 2021. Her commitment is to provide excellent service, helping the corporation to create and build a better business.

She enjoys the opportunity to serve customers on a personal level and the originality behind each project. She spends her free time with her son. She loves to run, and occasionally you will find her running marathons and obstacle course races.





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and videos of great design. It's made design more tangible to the average homeowner. They see that well-designed spaces can come from something other than a luxury budget. As designers, we use social media as a multi-functional tool - to promote our work in a portfolio manner, obtain potential clients, and find inspiration for new ideas.

MWG INNOVATIONS: *What sets you apart from other designers?*

KW: While I may have my own personal design style when working with clients, I always prioritize their desired style. I want to make sure their home feels well designed but also totally them, filled with all their favorite things! I also want my clients to feel personally involved with the project from start to finish. I ask lots of questions about how they live, why they do or don't like things, and what they want/need to make their home as perfect for them as possible. I'm also very detail-oriented and organized; I make sure to prioritize spreadsheets and selection books. My construction drawings will have call outs of every detail that is important to building the design how it's intended. I've learned over the years that these details need to be documented and provided as early as possible to avoid future confusion or concerns.

MWG INNOVATIONS: *How do you begin the materials selection process when working with builders' and remodelers' clients?*

KW: I always start with finding out the client's style, by going through example photos with them of my own work and inspiration photos from other sources. Then, I like to develop a mood board of preliminary ideas and selections for paint colors, flooring, lighting, etc. If possible I prefer



Photography by Michael Hunter

to meet in person to show real tangible materials/colors laid out in front of the client, but I also will always have a supplementary digital version that I send to the client. Once I have an understanding of the client's preferences, I start selecting options for them to choose from in each material category.

MWG INNOVATIONS: *What is your favorite design style?*

KW: I love and appreciate so many different styles, but my personal favorite is what some call California Casual. Off-white walls, natural wood floors & cabinets, textural elements, chunky furniture, warm accent colors, and unique/quirky touches. It creates a fun space that feels comfortable and youthful but also harkens to great vintage designs from the mid-century.



Kelly Wesson
Managing Designer at
Eklektik Interiors

Phone: 281-881-8794

Email: kelly@eklektikinteriors.com



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Sales Professionals



Jeff Steiner -
jsteiner@bathsofamerica.com

Jeff has always enjoyed working with people and being able to offer them his exceptional services. No matter the size of the job, Jeff makes sure that the customer is satisfied and that the job he started gets his full attention

until completion. After sales, Jeff also follows up with clients to ensure they are aware of the functions of the products they have purchased and if he can assist in any product demo in person. Jeff, along with his assistant, Hillary Ratliff, started the appliance builder sales division at Baths of America. He has been in the appliance industry for 30 years now and has led Baths of America to one of the largest appliance dealers in Houston, TX.



Hillary Ratliff -
hrtliff@bathsofamerica.com

Hillary has been in appliance builder sales for the past four years and has no plans to go to another industry. Assisting Jeff with his builders, Hillary makes sure that products are ordered, scheduled for installation and the logistics

of jobs are handled sufficiently. Hillary enjoys the appliance category as it is a very niche, and the relationships that she's made in this industry. Helping builders and meeting new clients and industry partners has become a reason why Hillary plans to keep continuing her plans to grow in the appliance industry.



Chadney Alvarez-
chadney@bathsofamerica.com

Chadney has been in plumbing and hardware sales for 25 years now. Starting as a bookkeeper at EXPO Design Center at age 18, she has developed herself into one of the leading salespersons in the plumbing and hardware

industry. Developing customer relationships is very important to Chadney and a key reason why she's been very successful in maintaining her business. Starting from the beginning, when plans are just on paper, making selections, and seeing the final projects come to fruition a year or so later makes me love what I do.

Customer Reviews

Brian Phillips - Cayson Graye/Alair Homes

As a custom home builder, we have specific needs when it comes to appliances for our projects. Jeff and his team offer not only the selection we need for our clients, but also the expertise, competitive pricing and professional installs. Baths of America is a vendor with whom we are very proud to partner.

Rosenberg + Gibson Designs

After having a horrible experience at another appliance dealer, we Baths of America has been Rosenberg + Gibson Design's go to bath and kitchen gallery since 2018. They offer an extensive range of top-tier products, all conveniently available under one roof, which makes the purchasing process seamless. But their best asset is the exceptional customer service experience. Their entire team is knowledgeable and friendly. It's always a pleasure to work together on design projects and we are grateful to have them as an industry partner.

Missy Stewart Designs

Baths of America is a key partner for sourcing plumbing, appliances, and hardware for my interior design company. Working with Baths of America has been an advantageous experience, thanks to their exquisite showroom and a team of knowledgeable staff dedicated to providing top-notch service. The showroom at Baths of America is nothing short of inspiring, showcasing a diverse range of high-quality products that align perfectly with my projects' aesthetic and functional requirements. The variety and sophistication of their offerings have significantly contributed to the success of my interior design ventures, allowing me to curate spaces that exceed my client's expectations.

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