



SPOTLIGHT

Don Burns

BUILDER MEMBER

📍 PROSOURCE OF TEMPE (AZ)

Tell us about your job as a builder.

In high school, I entered a construction trade school. Then, I gained construction experience as a framing carpenter, where I developed an eye for quality, craftsmanship, and artistic design. In 2011, I started Cactus Valley Homes to further develop my talents and master the building of unique and elegant homes with innovative and impressive features in both new custom builds and renovations.

Who do you partner with to serve your customers?

We have an in-house designer who works with our suppliers. One of our suppliers is ProSource Wholesale®, who provides everything we need in a one-stop location that makes it easy for our clients.

What are the hottest home trends right now?

Clients are overwhelmed by the sheer number of styles and selections available. It's more about qualifying "what" they are trying to accomplish, not necessarily the exact "how". I help them filter and streamline their interests to create a holistic space that meets their unique needs.

What's one thing you wish your customers could know about building a home?

Today's clients are looking for fine lines and modern themes. The traditional style is starting to become a secondary choice. Clients are opting for large-format tile with 1/16" grout joints to make their spaces look larger.

What are some of the toughest challenges facing your clients, and how can you help?

Timelines. We explain to everyone that lead times on materials have extended. We schedule trades for the entire project at the time of contract signing, which helps cut down on delays.



What's one thing you wish your customers could know about building a home?

Three attributes that make for a successful project are:

- 1) Attention to detail
- 2) High level of quality of the finished project
- 3) Good communication throughout. Expressing your visions, dreams, styles, and how you live helps us create a dream home that fulfills your needs.

What is the most satisfying aspect of your job?

When the project is completed, we know that our team has done their best, and the client is ecstatic. It is a great feeling to hear their project turned out better than they dreamed possible.