



Embracing a Woman-Centric approach to building

Darcy Baylis didn't step into homebuilding like most others. The time had come for a new home for her family, and Darcy's father, a retired air force veteran, encouraged her to be her own general contractor. However, Darcy, a special needs educator, didn't feel she had the time nor knowledge, so she hired a builder. And, fell in love with homebuilding!

Through the process of having her home built, Darcy saw that she could do it. Yes, there was much to learn, and Darcy credits her builder – along with other sub-contractors – with taking the time to help her learn the trade. Darcy describes her father as a “real go-getter” (a trait she says she inherited) and she and her dad built their first home together in 1999. That home sold right away and they started a second home, which likewise sold quickly. After that, local banks were willing to make construction loans for Darcy, so her father no longer needed to put up the money to acquire the home site and for construction. That’s when Darcy left the teaching profession to pursue her homebuilding career full-time, naming her business “Aubrey Homes” after her eldest daughter.

The company builds homes priced from \$250,000 to \$1,000,000 in the hill country and suburbs surrounding Austin, Texas. Darcy prides herself on crafting homes that meet the needs of everyone in the household. About 75% of the homes built by Aubrey Homes are market homes, available for immediate possession.

When Darcy discovered the Woman-Centric Matters!® approach to building homes, she was attracted to teaming up with Design Basics, LLC. “You can tell when a home has been designed and built by a woman,” Darcy says, adding, “Our homes are centered around all of the buyers’ needs. We look at every detail. I’m happy to work with each of my clients from the design phase through product selections and finishes to get the home they truly want.”

What’s it like being a woman builder in a male-dominated industry? According to Darcy, “It’s pretty cool, actually. I don’t get shunned. Occasionally there’s a sub-contractor that doesn’t want to work with a woman but generally I’ve been treated well. It’s an exciting time for women to be involved in the homebuilding industry and the education opportunities are endless.”



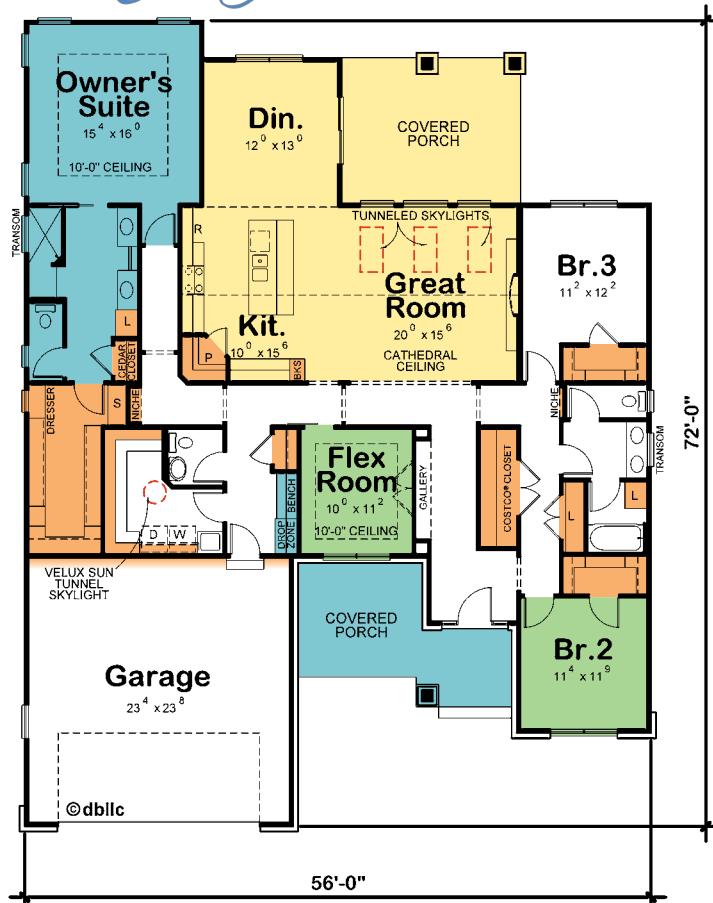
Bonham VELUX
#42239V-54AE

2407 total sq. ft. foundation basement interior doors 32" W

Aubrey Homes' Bonham includes modifications by Design Basics to the original Bonham plan.

It was the Greater Austin Home Builders Association’s “Green Boots” classes that helped shape Aubrey Homes’ focus on the environment. Darcy just finished building Design Basics’ “Bonham” plan, which sold for \$415,700, and featured blown-in cellulose insulation in the walls and spray foam insulation in the attic, creating a highly energy efficient home. The heating and air conditioning systems were sized properly for such energy-efficient construction and ductwork sealed to minimize air duct leakage. Construction Waste Recyclers of Texas, who Darcy was referred to at the Green Boots classes, was able to recycle approximately 85% of the jobsite waste, keeping tons of debris out of area landfills.

Bonham





*Bonham as built by Aubrey Homes
Photos taken by Crown V Photography
www.crownvphoto.com*

Darcy chose the Bonham design in part based on the home's curb appeal and dreamy outdoor living spaces, front and back. While the design features multiple windows, Darcy added sun tunnels for increased daylight in the laundry and open entertaining area. In addition, transom windows over the walk-in shower in the owner's suite and the dual sink vanity in the shared hall bath provide even more illumination. There are polished concrete floors throughout, and Darcy substituted a "Costco closet" in lieu of the original design's staircase. The rear foyer entry from the garage turned out beautifully, as did the closet in the owner's suite, which also offered a window over the built in dresser and more than 50 lineal feet of hanging. The Bonham's buyers were a couple with one child still in high school, searching out that perfect home for soon to be empty-nesters. After looking at area production builders' "cookie cutter" homes, they found the Bonham's floor plan to be an ideal fit and had an appreciation for Aubrey Homes' creativity and attention to detail in its construction and design.

Darcy has set her sights on the Marble Falls market, 45 miles northwest of Austin, for her upcoming market homes. With its below-average cost of living and series of lakes, it's no surprise Marble Falls has been growing at a rate of 20% per year since the beginning of the new millennium. Darcy recognized Marble Falls was underserved in terms of new homes under \$350,000; not to mention with Aubrey Homes' custom touches, quality, and attention to detail.



Custom touches: polished concrete floors throughout



Well thought layout design: rear foyer entry from garage



Attention to detail: built-in cutting board/trash/recycle bin



Cabot Grove

Cabot Grove
#42232-54AE

1619 total sq. ft.

walls 2"x6"
main level 9' high
foundation basement
interior doors 32" W

Aubrey Homes' Cabot Grove design is reverse of Design Basics' original Cabot Grove plan.

She selected Design Basics' Cabot Grove design to build next – a split, 3-bedroom layout that presents a free-flowing entertaining space, Texas-sized closets, and one of today's hottest amenities, the Pocket Office.

No, Darcy didn't grow up around home building nor did she major in architecture, design, or engineering. She wasn't in land development nor selling real estate. And she didn't pick home building because it would be an easy way to make a nice living. Rather, Darcy chose to do what she loves, a passion that is evident in every Aubrey Homes residence.

