



Raymus Homes - The Darlington

featured builder:

Raymus Homes



Owners: Bob Raymus and Toni Raymus
(brother-sister team)

Location: Manteca, CA

Year Started: 1947

(by Antone "Tony" Raymus)

Homes Built Per Year: 80 - 120

Price Range: \$325,990 - \$394,990

Market: First-time home buyer, first
move-up home buyer

Sales Center: Yes, Raceway Collection

Model Home: Yes, Raceway Collection

Broker Co-op: Yes



Bob Raymus and Toni Raymus

Raymus Homes Team



Laurin Sephos
Sales & Marketing
Manager



Heidi Honberger
Sales Counselor



Bryun Klinesmith
Sales Counselor



Pat Johnson
Construction Manager

At Raymus Homes, they don't build homes like they used to--they build them better! They accomplish this by situating themselves with three unique selling propositions:

Local

Second-generation home builders with a legacy of building new homes in the Manteca area since 1947, Toni and Bob Raymus are part of a team that loves planning for and building new homes. Because they are local, they build with Manteca and the entire community in mind, creating thoughtful neighborhoods that hold their value and create a beautiful Manteca for generations to come.

Semi-Custom

Raymus Homes never builds more than 120 homes a year so they can craft each and every home with an unsurpassed level of quality. They work closely with each home buyer to help them build the home they want and within their budget. Besides offering robust standard options, they also offer thousands of choices when it comes to options and upgrades. Buying a home is a huge investment--both financially and emotionally--and they want to make sure the finished home is everything the home buyer dreamed of, and more!

Woman-Centric Approach

"Design Basics certifies each of our home plans to make sure they are Woman-Centric and make life easier for the future occupant. They also comb through each of our plans and provide helpful suggestions and tweaks for each one. These small touches set our floor plans apart from the competition and guarantee the home buyer a well thought out home design they will thrive in," says Laurin Sephos, Sales and Marketing Manager, Raymus Homes.



The Darlington - Kitchen and Family Room



The Darlington - Dining Room

Emerging Trends and Unique Design Features

In the Manteca area, Raymus Homes is seeing a big trend towards multi-generational living--either parents moving in with their son/daughter and their spouse, or even three generations living under the same roof. They've also noticed that having a bedroom with a full bath on the first floor has been in higher demand. "We speculate this stems from the desire to prepare 'aging in place' or from those who are already at the point where they don't want to deal with stairs," says Sephos. "We also have seen an increase in the typical number of bathrooms desired per residence. For example, traditionally a four bedroom/two bath home would suffice, but now we have a demand for at least two and a half or three bathrooms for a four bedroom home."

Raymus Homes is the only home builder in Manteca that offers Drop Zones in every single one of their home plans. "Integrating Drop Zones into each of our home plans has been wildly successful. While the Central Valley of California doesn't have extreme weather other parts of the country experience, Californians love to be outdoors and get active. The Drop Zone in our plans helps the dirt from all that playing stay out of the main parts of the home and contained in one space," says Sephos. "Also, the addition of a USB charging station within the Drop Zone has significantly cut down on the 'cord clutter' from a typical outlet and allows for a centralized location for charging phones, tablets, computers, and cameras."



Drop Zone



Hallway Study Zone

Why Design Basics and the Woman-Centric Approach?

Raymus Homes has been collaborating with Design Basics for nearly a decade and appreciates the creativity and support provided. "The ideas Design Basics gives us are just so creative! Sometimes we get stuck in a rut and they are always there with smart suggestions that save the day--like a coffee bar in the Master Bedroom, a sun room option, or an upstairs reading nook," says Sephos. "Their ideas are golden and we love how they have no problem thinking outside the box and coming up with amazing ways for people to customize their home to truly make it their own."

The Design Basics' Woman-Centric program is more than just a marketing tool or a branding statement for Raymus Homes; it has affected their daily interactions with clients and the way they think about their homes. "As a whole, Raymus Homes is just a lot more thoughtful and introspective about everything we do, especially how it will affect the home buyer," says Sephos. "For example, we strategically plan the LED can lights in the kitchen so in the areas where food prep is common, lighting is more abundant. We also always place a light over the sink so you never have to guess if a dish is dirty or clean. The Woman-Centric approach has made our entire company hyper-conscious of how it is to actually live in our home plans so we are able to do those little touches that make the home that much more intuitive and comfortable."



Darlington Master Bath

Note the larger drawers and counter top on the vanity to the right.



Daytona Bedroom

Note the walk-in closet and multiple windows, providing an abundance of natural light.

Woman-Centric Matters!®

Raymus Homes is the only builder in the Manteca, California, area that offers the Woman-Centric program. This not only makes Raymus Homes a superior builder in the area, but also the market leader. Sephos says, "We like seeing the big builders trying to follow our lead!" Raymus Homes has embraced the Woman-Centric concept and incorporated the Finally About Me® questionnaire on their website. The questionnaire not only helps the (female) home buyer identify their personal style, but is also a dynamic resource that assists the sales team in further understanding the client's personality so they can guide them to the home that best fits their family's needs.

"We starting using the Woman-Centric approach about eight years ago. It's a 'simple' idea that makes sense," says Sephos. She said she enjoys working with Paul Foresman, VP of Marketing Woman-Centric Matters!, Design Basics, LLC, to incorporate Woman-Centric design into their homes. From storage options to Drop Zones, to the subtle details such as how to set up the client meeting area and wording of marketing materials, the Woman-Centric program offers exceptional support. "Questions as simple as, 'Is using the term recreation room outdated?' – Paul is always available to bounce ideas off of and offer suggestions," says Sephos.

One of the hallmarks of Raymus Homes' dedication to their clients is their customer service. And, not just in the traditional sense, but in all aspects of the building and design process. "The colorized plans [Design Basics' Livability at a Glance™ approach] helps our customers visualize the suitability of a home based on their family's needs. And, the interactive floor plans on our website instantly show layout options that are readily available," says Sephos. Of course, at Raymus Homes customers are not limited to the layout as shown. As the Raymus Homes' mission states, "We believe that each and every home buyer is unique and that their new home may be built to reflect this with uncompromising integrity."



The Pocono



The Pocono - Kitchen & Dining Room

Newest Woman-Centric Inspired Development

Situated in South Manteca--Oleander Estates--a thoughtfully planned community, will feature 414 homes in distinct neighborhoods. One of the first neighborhoods, the Raceway Collection, will be an exciting, bold, energetic neighborhood of 113 homes. Dynamically situated on home sites 5,500 square foot (or larger), the Raceway Collection homes highlight open, flexible three to seven bedroom homes and push conventional home building norms to the extreme! Every home is complete with a state-of-the-art Drop Zone, which keeps the clutter out of the rest of the home and ensures guests never enter through a laundry room. Besides the above-and-beyond features list, the homes set the standard for energy efficiency, are packed with strategically placed storage, incorporate abundant natural light, and are extremely low maintenance.



The Daytona



The Daytona - Kitchen and Dining Room

Commitment to the Community

Using the Woman-Centric approach, Raymus Homes creates fresh and exciting designs with loads of storage, energy efficiency, and high quality workmanship at affordable prices. Toni and Bob Raymus continually strive to stay current with new home trends, construction techniques, and design. They have earned Certified Graduate Builder and Green Professional from the National Association of Home Builders and are members of the exclusive Builder 20.

Understanding that quality homes for neighbors to live in is only one part of the equation, Toni and Bob have been developing their community in another way--through actively serving on boards of local organizations such as the Manteca-Lathrop Boys & Girls Club, HOPE Family Shelters, and Doctors Hospital of Manteca. Toni even spearheaded Manteca's newest event--Great Valley Bookfest--creating a high energy, literacy-focused event in the Central Valley, inviting 60 plus authors to enchant the 7,000 annual attendees. A strong proponent of the building industry, Toni served as President of the BIA of the Greater Valley and enjoys being active in the organization today.

Raymus Homes is based in Manteca, California, and has been building new homes since 1947 in Manteca, Stockton, Modesto, Linden, Oakdale, Escalon, Valley Springs, and Patterson.



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