

Getting it right pays dividends for couple

BETH MUHLING

Devrite Constructions builds just a dozen homes a year for clients who want a quality home built exactly the way they envisage it.

Ron Mangano and his wife, Jay, started the business in 2003 and word of mouth has helped it grow.

For example, the company built an attractive house on a difficult site in Victoria Park and the client was impressed.

She recommended the company to her business partner, who signed up without hesitation for a home in Subiaco.

“We get a lot of our business like that,” Mr Mangano said.

The company builds mainly double-storey homes in the \$500,000 to \$1.2 million range, with most between \$600,000 and \$700,000, plus some single-storeys in the \$300,000-plus bracket.

“They’re all one-offs and we emphasise that — we never build a design again,” Mr Mangano said.

“We pride ourselves on that point of difference and it’s our catchcry.”

Mr Mangano said most clients

had worked all their lives and were ready to “spoil themselves a bit”. They still wanted value for money.

Designing was outsourced to Dean Bell, of Bell by Dezine Design and Drafting, a talented young designer who liked to “push the boundaries”.

The most popular style at the moment was contemporary, with elements of the “hotel-lobby look” incorporated.

Mr Mangano said when travelling he now took pictures of hotel rooms, which he then discussed with Mr Bell.

Clients also wanted a “wow” factor in their kitchens, and other focal points were outdoor areas and pools.

Mrs Mangano said most of the company’s homes had pools, even on 200sqm blocks.

The interior design and garden design were outsourced to Yvette May Design Consultants. By using a combination of innovative young designers and more mature tradespeople, the perfect result could be achieved.

“Most of our trades are very experienced and mature because

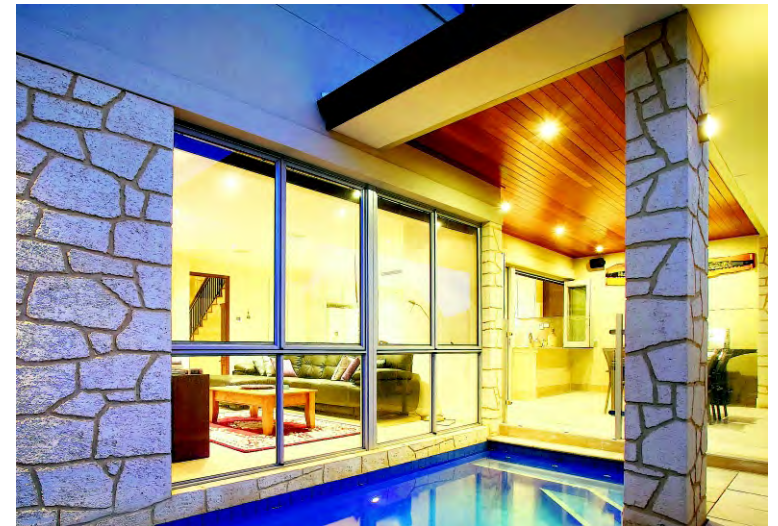


Ron and Jay Mangano.

they’re the ones who give us the finish we want,” she said.

“We also have a full-time maintenance man to keep our sites clean.”

Recent projects include three modern double-storey homes on a 1012sqm block in Marchamley



The alfresco area and pool of a home built by Devrite Constructions.

Street, Carlisle. To make the most of the views of leafy Fletcher Park opposite, Mr Bell designed the homes so they all faced the street.

One of them is now a display home to show off what the company can do.

The registered builder on the team is Jim Graham, and he and Mr Mangano do all the supervision, ensuring each home is given plenty of attention.

“It’s very hard, even with the best design, to capture the picture of what someone has seen in a hotel in Europe,” Mr Mangano said.

“It’s quite labour intensive because we might go to the site every day for two weeks just to get the bathroom right.”

Mr Mangano was a motor mechanic and spent most of his working life in the mining industry.

In his time off, he and Mrs Mangano renovated a home and

co-ordinated the building of two more behind it.

This led to developing units, up to five homes, by buying blocks, subdividing and subcontracting out to builders.

The experience led them to start Devrite Constructions, the name coming from the desire to “develop right”, highlighting the focus on client satisfaction.

The office is upstairs at the back of the family home in Lathlain, a war service house renovated in Federation style.

Mr Mangano said he hoped the homely atmosphere, complete with children’s school bags, didn’t give clients the wrong impression.

However, taking a trip to Marchamley Street, just a few streets away, should leave no doubt about what the company can do.

The Manganos plan to move eventually to an office in the surrounding area.