

# Building Dream Homes

Twilight Luxury Homes caters to sophisticated buyers looking for a one-of-a-kind residence

By Heather Shoning

In the competitive world of custom home builders, Twilight Luxury Homes stands apart by blending expertise, craftsmanship and an unwavering commitment to client satisfaction. Established nearly 12 years ago, Twilight Luxury Homes originated from a desire to cater to clients seeking fully customized, high-end residences. As demand for bespoke homes increased, Twilight Homes, which has been building in Albuquerque, Las Cruces, Santa Fe and Rio Rancho since 2003, adapted by developing a division dedicated exclusively to luxury builds. It has steadily grown under the leadership of Dan Mallak, luxury division president, and Pauline Hansen, luxury homes sales specialist. With a deep understanding of high-end homebuyers' needs, the team has successfully built and designed residences that redefine elegance and functionality.

"Our ultimate goal is to build the home the client wants for themselves and their families, to perfectly complement their lifestyle," Mallak says. "We feel it is our responsibility to listen to our clients and use our expertise to design and build the perfect home for their needs and desires."

The division started with just five homes, but today,



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## Signature Builder

it builds an average of 15 luxury homes annually. Its commitment to personalizing every project, plus providing clients with a home-building experience that is seamless and enjoyable, fuels the company's growth.

From the initial consultation to the final walk-through, Twilight Luxury Homes ensures that every client receives dedicated support by managing every aspect of the building process, including permitting, engineering and inspections. Hansen, who works closely with clients throughout the process, emphasizes the importance of guidance in such a significant investment. "We take the stress out of building a home," she says. "Our in-house designer, Melanie Pizzonia, is with our clients at every appointment. This level of support ensures our clients never feel overwhelmed."

Customization is a cornerstone of Twilight Luxury Homes' approach. Clients can select from existing floor plans, modify them to fit their needs or work with an architect to create a fully bespoke design. The company also leverages its vast construction experience and buying power to

offer cost efficiencies that smaller independent builders struggle to match. "Our price per square foot is a better value than most builders because of our affiliation with Twilight Homes, one of New Mexico's largest builders," Hansen says. "Yet, we operate separately to maintain the high standards of a luxury build."

Twilight Luxury Homes prides itself on delivering residences that stand out in quality and attention to detail. Clients choose finishes to match their style and budget. Whether it's high-end tile flooring, custom cabinetry or premium countertops, Twilight Luxury Homes ensures that every home reflects the homeowner's vision. "When you walk into one of our luxury homes, you can just tell the difference," Mallak says. "The craftsmanship and level of detail speak for themselves."

The company has a strong reputation in some of the most desirable communities, including Las Campanas, Paako Ridge, Prado, The North Valley, Tanoan and Mariposa Estates. Having built homes in these exclusive locations with high expectations allows the company to navigate the process efficiently, ensuring



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clients don't face unnecessary delays.

Twilight Luxury Homes focuses on building lasting relationships with clients. Its dedication to service extends beyond the closing date with its 10-year structural warranty. "Each home we build improves the lives of those we build for, the lives of our team, trade partners and the communities in which we build, for today and for future generations to come," Hansen says. This mission statement drives every project, ensuring that clients feel supported and valued throughout the process.

This dedication is personal for Mallak and the entire Twilight Luxury Homes team. "When you care, you do everything within your power to meet a client's expectations," he says. "Our team interacts with clients regularly, addressing concerns and making adjustments as needed. The passion we have for building dream homes is what sets us apart."

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