Representing The Interests of the Home Building, Multifamily Construction and Remodeling Industry in the Greater Dallas Area

HOME BUILDER

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VOLUME LXIII

No. 8

Dallas BA's Industry Investors for 2016



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4. Type in "Operation FINALLY HOME." and select the first result: Operation Finally Home, located in New Braunfels, TX, founded in 2005.

Leadership to be installed Sept. 30 at sixty five **hundred Cedar Springs**

The Association's senior officers, board of directors and the division and council leadership teams will all be installed Sept. 30 during ceremonies held at sixty five hundred Cedar Springs. The Installation will be presented in partnership with StrucSure Home Warranty.

Officers and directors for 2016-2017 will be announced following the official election and organizational meeting this month. Theme of this year's Installation and for the year ahead is "Building the Next Generation."

Registration with cocktails will begin at 6 p.m. Tickets are \$80 per person and can be purchased online at DallasBuilders.com.

The evening will also feature presentation of some of the Dallas BA's most prestigious awards. The Hugh Prather Trophy is given annually to the builder, remodeler or developer member who has done the most for the betterment of the community and the industry. The Associate of the Year recognizes an associate member's contributions to and support of the Dallas Builders Association. The AP Roffino Award will be presented to an outstanding division or council. The Shorty Howard Trophy goes to the year's top membership recruiter. The APEX Award recognizes a builder's professionalism with associates.

Partnership opportunities are available for this event. Contact Director of Member Services Misty Varsalone at 214-615-5012 for details.



military heroes who have sacrificed so much

in the defense of our freedoms and values.



Home Dedication



Classic Urban Homes, Dallas Division and Dallas Builders Association invite you: Friday, August 12, 2016 10:00 a.m.



Congratulations to ARC Finalists; Winners Announced Aug. 20

Congratulations to the finalists in the 2016 ARC Awards, which recognizes excellence for associates, remodelers and custom builders. (See list on page 2.)

This year's ARC Awards gala is being presented in partnership with Bonded Builders Warranty Group on Saturday, Aug. 20, at The Westin Galleria. The evening begins at 6 p.m. with a cocktail reception hosted by Stellar Home Theater & Beyond. Tickets are \$85. Tables of 10 are available for \$850.

The ARC Awards would not be possible without the support of partners. With six levels of partnerships, there is one that fits every company and individual. Get details at ARCAwardsEntries.com.

Partners to date include Bonded Builders Warranty Group, Stellar Home Theater & Beyond, TexEnergy/Tempo Mechanical, Frisco Wholesale Lumber, Ferguson Bath, Kitchen & Lighting Gallery, StazOn Roofing, MLAW Engineers, Signature Floors & Interiors, Capital Distributing, Walker Zanger, Legacy Texas Insurance Services, Douglas Cabinets, Lights Fantastic Pro, Texas Counterfitters, Kelly-Moore Paint Co., RC3D Visualization Design, CB USA and Exclusive Media Partner D Home magazine.

For information contact Misty Varsalone at 214-615-5012.

Dallas Builders Show offers full slate Oct. 13

The Dallas Builders Show, presented by Alexander Chandler Realty, returns to the Plano Centre on Thursday, Oct 13

Opening Session

The Show will open with a panel discussion featuring Dr. Kevin Gillen, chief economist with Meyers Research,



Dr. Kevin Gillen

Phil Crone

5. Start shopping to give back to Operation FINALLY HOME!



At the Future Home of U.S. Army Staff Sgt James Sackett Wellington Trace

9405 Windsor Drive Oak Point, TX

Thank you to our contractors, suppliers, donors and the community who have contributed to honoring U.S. Army Staff Sgt James Sackett and his family with a mortgage-free, custom-built and beautiful home!

We look forward to seeing you on August 12, 2016!



Dallas**Builders** ASSOCIATION **Dallas Division**

If questions, contact: Sheena Beaver, Director of Education and Executive Administrator sheena.beaver@dallasbuilders.com 214-615-3881

and Phil Crone, executive officer of the Dallas BA. Gillen and Crone will discuss the state of the local housing marketing and the forecast for 2017. Also on hand will be a panel of the region's leading builders and developers to discuss the next big housing trends.

Trade Show Floor

This one-of-a-kind event houses dozens of local exhibitors showcasing the latest products, materials and technologies. The show floor is open from 1 to 8 pm so in-between educational sessions, meet with area suppliers and contractors who can help your business grow.

Education

In addition to must-see products and exhibits, the Dallas Builders Show will offer up-to-date and innovative education focusing on the most relevant topics for local residential construction professionals. The 2016 Show offers sessions, taught by renowned building industry experts from across the region.

With topics ranging from sales and marketing, what you need to know about the new energy codes that are effective this fall, and development issues including the Postal Service's new mail delivery rules, there is literally something for everyone.

For a Cause

Ticket proceeds benefit Operation FINALLY HOME, an organization that helps provide mortgage-free homes to our nation's combat-wounded veterans and the official charitable partner of the Dallas BA.

Stop by their booth on the Show floor to bid on silent auction items benefiting projects in North Texas and meet with present and past home recipients.

Same Low Pricing

Exhibit space remains only \$400 for a 10-by-10-foot booth. Register online today for discounted admission pricing: \$10 for builders and \$30 for non-exhibiting associates. Visit Dallas-BuildersShow.com for details.

2016 ARC Awards finalists announced



Alan Hoffmann, LLC Alford Homes Audio Video Innovations **Bauhaus Custom Homes Booth Brothers Homes** Centre Living Homes **Classic Urban Homes Coats Homes Cresswell Custom Builders** DeVance AV Design Earl Williams & Associates Elite Remodeling Ferrier Builders **Greico Modern Homes** Hatfield Builders & Remodelers Intex Electric James Andrews Custom Homes John Lively & Associates Kasper Custom Remodeling Key Residential KJ Custom Screens and Designs LeComte Homes Mike Blake Custom Homes **RH** Residential Renovations **Robert Raymond Homes** Stellar AV **Thomas Development & Construction Thomas Signature Homes USI Design & Remodeling** Westchester Homes Wine Cellar Specialists

Lee Lighting hosts July After Hours



John Bynum of John Bynum Construction (left) won a \$500 gift card to Lee Lighting; with him are builder TW Bailey, Geanie Vaughan of Lee Lighting, and Membership Chair Bob Cresswell.



The Lee Lighting team



Darrel Weidner of cbusa (second from left) won a Kichler fan. He is pictured with Cindy Young, Geanie Vaughan and Bob Cresswell.



Roy Robertson of Performance Drywall Services, winner of a Kichler fan; with Cindy Young, Geanie Vaughan and Bob Cresswell



Matt Mitchell of James Andrews Custom Homes, second from left, won four Kichler LED Trim Lights.



Ada Maynor of Materials Marketin, second from left, won a gift basket with home decor items and a gift certificate.



Cole Baker of BMC, second from left, won four Kichler LED Trim Lights.



TW Bailey of Bailey Family Builders, left, won a \$500 gift card to Lee Lighting.



Kathy Williams of Natural Stone Designs, left, won a \$100 Visa gift card.

Dallas BA / Meyers Research Housing Outlook - August 2016 Dallas-Fort Worth-Arlington MSA

Dallas continues to be the leading new home market in the country after it took the top spot from rival city Houston earlier this year. On the back of one of the nation's strongest employment markets, about 29,000 new homes are expected in the North Texas region by the end of the year. Labor shortages and increasing regulation are increasing prices as builders still struggle to keep up with demand. Overall, housing inventory was at a 2.3 months' supply with some areas, such as Collin County, well below that mark.

Starter homes priced between about \$100,000 to \$300,000, have less than two months of supply across those price points. Luxury homes are still in good supply in the region, as anything priced higher than \$500,000 has five or more months of supply. Homes costing more than \$1 million have about a 14.3 months' supply.

"Half of our region's demand continues to be for the under \$250,000 price point," said Dallas BA Executive

ENVIRONMENTS FOR

Officer Phil Crone. "Unfortunately, the housing industry cannot adequately meet that demand due to our ongoing labor shortage and increasing local regulation." In a recent survey, more than 80 percent of Dallas BA member builders claimed that the labor shortage was a substantial factor in increased prices and delays. More than one-third claimed that fee increases and development dedication requirements were a substantial factor.

Median single-family home prices increased by about 8% in May when compared to last year. Overall, prices regionwide have increased by about 40% since the 2009 economic recession. A recent report produced by the National Association of Home Builders revealed that in the last five years, regulatory costs for building single-family homes jumped about 30% on average, costing more than about \$84,000. With low inventory for starter homes and high costs for building homes, many people in North Texas are being compelled to continue renting.

Apartment occupancy rates reached 95.3% in 2015, the highest percentage in the last 20 years. That figure tends to climb commensurate with home price increases. Correspondingly, rents also increased 5.7% in 2015; the largest single year increase in the last 20 years. More than 16,000 new multifamily units are expected in 2016. In town Dallas and Collin County continue to be the most active multifamily markets. New multifamily construction, built in the last six years, rents for an average of \$1,355/month in Frisco (\$1.34/ square foot). The average rent for new multifamily in Intown Dallas is \$1,847/ month (\$1.96/square foot).

*Unless otherwise noted, data included in this article is produced by Meyers Research, the real estate consulting partner of the Dallas BA, via their Zonda application. Zonda offers approachable and intuitive real time housing data across the United States.



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We provide hope for our team and opportunities to work, grow, and improve daily to achieve their dreams.

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-Gov't Affairs News and Info

Dallas BA Seeking Clarity from USPS Regarding Cluster Mail Box Requirement



The Dallas Builders Association is encouraging builders and developers to be aware of changes to mailbox requirements in their communities. As previously reported by the National Association of Home Builders (NAHB), in recent years the United States Postal Service (USPS) has fundamentally sought to change the way single-family residential developments are serviced, by focusing delivery away from sidewalk and curbside delivery and towards centralized Cluster Box Units (CBUs).

Dallas BA is currently monitoring the attempted implementation in areas of the USPS's Dallas District. There are communities in the Association's service area where USPS has denied curbside delivery for new single-family homes, instead requiring CBUs, even in developments where recently finished phases were already receiving curbside delivery.

Due to the timeliness that developments face in planning, the Association is seeking clarity regarding how USPS is implementing the policy in the North Texas region. With regards to the initial roll-out, Dallas BA is concerned that there was not adequate and thorough notification relayed to all developers, engineers, surveyors and other administrators. There are communities where builders followed the normal local guidelines, only to find out during or after construction that USPS would be denying curbside delivery service, necessitating the redesign of already approved and/or constructed subdivisions to allow for the use of CBUs for delivery of mail. The Association believes that it is unreasonable for communities that already have curbside delivery to existing and previously finished homes to be denied curbside delivery on the newest phases, especially after a preliminary plat has been submitted or construction begun.

With the reality that planning for residential communities occurs well before construction

begins, implementation of the CBU requirement in North Texas should be more pragmatic and should not apply to developments that are currently platted. It is important to keep in mind that these changes can occur in areas where curbside delivery is a normal, historical and expected practice.

Dallas BA has been in communication with congressional representatives in our service area to request assistance in getting the needed details regarding what the timeline for implementation is throughout the service area, what the actual guidelines are for CBU placement would be, who is responsible for maintenance of the CBUs, what protection do builders have if any CBU parking or access requirements conflict with local development regulations and if there can be any relief for communities that are already approved or under construction. The Association will continue to seek information from USPS as well. If builders and developers, and ultimately, area citizens, are to be faced with the challenges that come with putting CBUs in single-family residential communities, ample time and guidelines are needed for planning.

Dallas BA's effort to seek clarity regarding USPS' policy implementation should not be confused for actual agreement by Dallas BA that all communities should have cluster mail boxes. The Association supports maintaining the option of curbside delivery in new residential developments as it reduces risk to residents, provides better delivery for elderly homeowners and those with disabilities, and does not require land to be used for CBUs, as well as for access and parking.

However, developers and builders should expect that Cluster Box Units will be required for new residential development going forward. Dallas BA will provide updates as further information becomes available.



EXHIBIT / PARTNER

Learn how to be at the forefront of North Texas' top builders, developers and remodelers with over \$60 million in buying power.

Exhibit space starts at just \$400 and includes a 10x10 booth, 8ft skirted table, 2 chairs, trash can and signage.

Numerous partnerships are available including the Canteen Partner whose logo will be printed on drink tickets and prominently displayed at beverage stations.

www.DallasBuildersShow.com

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4401 BIG A RD. ROWLETT +/-14 ACRES, SOME FLOOD ZONE



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814-816 FOURAKER, BISHOP ARTS MF2 · OFFICE · RETAIL · 100' X 100' \$540K



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HOME +/- 8 ACRES I-20 FRONTAGE \$650K



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Johnson Supply presents Dallas BA Golf Open July 18



Championship Course: First Place - Scott Spiegel, Perri Kittles, Katie Harris, Steve Kloza, all with Huffines Chevrolet Lewisville



Championship Course: Second Place - Doug Olson, Manny Papidakis, Kyle Hamlin, Taylor Williamson all with EveSite Surveillance



ris, Huffines Chevrolet

Lewisville

Championship Course: Longest Drive and Closest to the Pin - Katie Har-



Masters Course: Longest Drive - Garret Cockrell Builders FirstSourse



Mike Sugrue, StoneLeaf Homes of Distinc-

tion, won two footballs autographed by

Masters Course: Dead Ass Last - Danny Owens, Chad Bisbee, John Marten, Brian Litchko, all with Builders FirstSource

Championship Course: Dead Ass Last- Nich Romich, RealManage; Jordan Jackson, RealManage; John McLaughlin, RealManage, Jed Dolson, Green Brick Partners

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Upcoming Classes

Register for classes at DallasBuilders.com/calendar or contact Sheena Beaver at 214-615-3881. These classes are made possible through the partnership of StrucSure Home Warranty; their commitment to educating the industry is vital to our Association's program.

Code Changes Class – August 10

10 a.m. - 1 p.m. - \$40/member; \$50/nonmember (lunch provided)

Texas will transition into the 2015 ICC codes by Sept. 1 this year. With new codes come new building practices. On Aug. 10 the Dallas Builders Association will highlight the major changes to be aware of in residential construction. Paul Evans, 2015 NAHB Educator of the Year and ICC steering committee member, will help you make sense of it all, covering major changes contained within the ICC codes affecting the residential market in Texas, and helping builders obtain Certificates of Occupancy and avoid red tags.

The state of Texas is recommending all counties adopt at least the minimum 2015 codes, including the IRC chapter 11. When the first IECC came out of the IRC in 2006, it was 64 pages long. In 2015 it is 172 pages long, so in 10 years that code has more than doubled.

Energy codes were enacted in 2001 after it was determined that housing was the biggest contributor to carbon output. In the new IRC there are 194 changes from 2012 to 2015, including several that are good for Texas. Most of the ones that are changing are clarifications to the code and not a true change.

A special thank you goes to the 2016 Building a Better House Series Partners: Dow Building Materials and Texas Builders Resource Group.

General Liability Law Seminar – August 25

11:30 a.m. - 1:30 p.m. - \$40/member; \$50/nonmember (lunch provided)

Is your business exposed to liability? Join the Dallas BA to find out if this is the case and how to protect your company. Don Shelton of Bush Rudnicki Shelton, along with Ross Conner of Hotchkiss Insurance Agency and Brian Eubanks of Paragon Structural Engineers, will teach the class. These three experts will discuss what type of liability contractors and trades are exposed to, cost effective engineering to avoid massive losses and how to inexpensively manage your risk.

Basics of Building – September 7

9 a.m. - 5 p.m. - \$210/member; \$310/nonmember (breakfast & lunch provided)

The basics of building is a must attend class for anyone new to the construction industry and those who want to expand their knowledge in order to better communicate with builders about the construction process. This course is designed to provide the student with a basic understanding of the project management process. Focusing on six sections, "Basics of Building" will thoroughly cover common terminology, the sequence of events throughout the construction process, materials and methods typically used in residential construction and the roles stakeholders take during a new construction build or a remodel.

This is a REQUIRED COURSE for anyone working toward obtaining a Certified Graduate Associate (CGA), Certified Green Professional (CGP) and Certified Sales Professional (CSP) designation. A special thank you to the 2016 Designation Partner DuPont Tyvek, Weatherization Partners.



Sometimes it's hard to make it to class...We have your solution! Class videos are available to purchase. Contact Sheena to watch Dr. Ernst Kiesling, P.E., Ph.D., of Texas Tech University and executive director of the National Storm Shelter Association, and his team teach how to construct site-build storm shelters. In the midst of last year's tragedy, consumers are acutely interested in storm shelter options. Topics covered include design criteria, prescriptive designs in FEMA P320, site-built shelter material concepts, and critical construction elements. From left to right: Dr. Ernst Kiesling, P.E.; Randy Shackelford, P.E; and Education Co-Chair Kevin McLain, CGA, CGP, GSP.



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warranty noun \'wor-ən-tē, 'wär-\

A representation, especially in writing, made by a seller or company to a purchaser of a product or service that a refund, repair, or replacement will be made if the product or service proves defective or unsatisfactory, especially within a given time period.



Masters Course: First Place - Greg Paschall, In-

tex; Tom Bell; Dave Hambley, Expressions Home

Gallerv: Tim Karlen. Intex



Gadd, Andersen Windows; Wes Lindsey, Elite Home Design; Sean James, Builders FirstSource, Gary Chasteen, Crestmont Custom Homes & Construction

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Hampton Homes Larry Craven 469-892-7301 Spike: Donnie Evans, Altura Homes

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Nob Hill Decorative Hardware Annette Flick 972-934-1451 Spike: Michael Turner, Classic Urban Homes

Noltex Truss Tracy Roe 817-866-2244

MILESTONE ANNIVERSARIES

The Dallas BA recognizes these members who are celebrating a milestone membership anniversary this month. Thank you for your support of the Association and commitment to the home building industry.

> 20 Years Builders FirstSource

15 Years The Bath & Kitchen Showplace/ Moore Supply

5 Years

KWA Construction, L.P. MMG Building & Construction Services M S International, Inc. Republic Title - Lakewood

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Petersendean Roofing & Solar Cynthia Chatham 214-306-4793

Precision Designs Jay Wojnas 214-227-7527

Securadyne Systems Randy Hutchinson 972-248-4949 Spike: Frank Murphy, Wynn/Jackson

Walter Renu, LLC Daniel Alford 972-267-0004

Water Renu, LLC Daniel Alford 972-267-0004

AFFILIATES Alan Hoffman, LLC Charles Charley II 214-324-0046

BHR Timber Products Herbert Pearce 817-771-1244

Noltex Truss Michael Rocco 817-866-2244

Republic Title - Lakewood Diane Donley 972-618-4711

Water Renu, LLC Eric Clowers 972-267-0004

New Member Orientation scheduled for August 9

Are you new to the Association and ready to learn how to make the most of your member- ship? Have you been think-

ing about getting more involved, but don't know where to start? Join us Aug. 9 and

enjoy breakfast and coffee with the Dallas BA Ambassadors Committee and staff, as they provide

insight on how to get active in the Association, and take advantage of the great benefits, events, and member discounts available through membership. New members, current members, and non-members interested in learning more are encouraged to attend.

New Member Ori-

entation is a great way to kick start your membership! The event is free to attend but reservations are requested. Please visit the Events Calendar at DallasBuilders.com to register today.

Thank you to Yearlong Membership Drive Partner StrucSure Home Warranty.

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Thirty-nine members recruited during Spring Membership Drive

During the Spring Membership Drive, 39 new members joined the ranks of the Association: 13 builders, 24 associates, and 2 affiliates. The May drive was held in partnership with yearlong membership drive partner StrucSure Home Warranty, with the goal of boosting the Dallas BA's membership solidly over 1,000 members.

"Membership is the lifeblood of the Association. We're grateful to the many members who made great efforts with their contacts and prospects to bring in new talent and businesses to the Dallas BA family," said Bob Cresswell of Cresswell Builders and current chairman of the Membership Committee.

New members were incentivized to join in May with a waived processing fee – a savings of \$60 – and special giveaways. These incentives ranged from lunch with President Donnie Evans of Altura Homes to a team of four at the Dallas BA Open golf tournament.

Current members of the association were motivated to help recruit their industry peers with special incentives. T.W. Bailey Sr. of Bailey Family Builders recruited four members during the Spring Drive and earned himself the title of Top Recruiter. For his hard work, he received a personal parking spot in front of the Dallas BA's building. Anyone who recruited three or more members was rewarded with a Dallas BA YETI tumbler. Both T.W. Bailey Sr. and Bob Cresswell of Cresswell Builders were recognized at May's Board of Directors meeting. Additionally, recruiters during the month of May earned triple Spike credits, a vehicle to recognize those members play a vital role in the growth, development and stability of the Association.

Growth wasn't the only goal of the drive; members received incentives for renewing their membership as well. Those whose memberships were due for renewal later this year, could renew early and receive \$50 in savings. Additionally, anyone who signed up for annual auto-renewal would save \$50 on their 2017 dues. There were 24 members who elected to renew early and 23 who signed up for auto-renewal.

If you missed out on these great renewal deals, don't worry! Members can still take advantage of these specials throughout the rest of this year. Contact Director of Membership Amy Kirk at 214-615-5004 or amy.kirk@dallasbuilders.com for more information.

Thank you to everyone who participated in the Spring Membership Drive and congratulations to the prize winners.

AFTER HOURS

Thursday, August 25 6-8 p.m. *Hosted By*



1403 Slocum St. #100, Dallas Enjoy complimentary food & beverages while networking in a casual atmosphere. Prizes.

Builders Jackpot - \$1,200

Builder must be present at time of drawing to be eligible to win the Builder Jackpot.



2015-2017

Texas Residential Construction Contracts Package Order Online

New Contracts Available & can be Ordered Online at http://www.texasbuilders.org/membership/tab-contracts-package

Available only to builder and remodeler members of the Texas Association of Builders, TAB's contracts package subscription is your blueprint for typical construction and remodeling transactions in the State of Texas. At a cost of only \$399.99 plus tax, the package of contracts and related addenda is a fantastic value and can save you thousands of dollars in legal fees. As always, the subscription includes any needed updates that may occur during the two year cycle. And unlike other national and state packages, the TAB contracts package includes legislatively mandated requirements particular to Texas, the absence of which could result in dire consequences for your business.

In addition to addressing new legislatively mandated notices for water front homes, many improvements have been made to the 2015-2017 package, which include:

- a new lot sale contract addendum, a new consultant-design agreement, an even shorter remodel contract, added advertising and media
 permissions, revisions to the independent contractor agreements, and a needed revision to the termination damages language;
- performance standard updates and numerous other changes that reflect best practices and up to date construction transactions and;
- revised warranty and performance standards to reflect current engineering and construction practices.

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It is FREE to attend, but please make reservations. www.dallasbuilders.com



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