

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



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Dallas BA's Industry Investors for 2021



BRIEFLY

The Texas Association of Builders' Contracts reflect the most recent legislative changes affecting the home building industry in Texas. Overall, more than 50 additions and enhancements have been made to the various contracts and agreements, including arbitration procedures, latent defect claim issues, code compliance matters and attorney's fees. Also, the fixed price contracts help protect you from rising lumber costs. They include a detailed escalation clause to address unforeseen increases in the price of various supplies, such as lumber. Visit TexasBuilders.org for details.

The 2021 Marketing Guide is now online! The Guide provides a snapshot of all the various advertising and promotional opportunities available to members. It gives information on partnership levels, event details and benefits to expect with your marketing investment. You'll find the Guide under the News & Media tab of DallasBuilders.org.

Visit DallasBuilders.org/continuing*education to view a series of on-demand webinars created for members.

Periodicals Postage Paid at Plano, TX, and Additional Offices

McSAM Awards '21 makes Call to Enter

The 2021 McSAM Awards, presented by StrucSure Home Warranty, will be held on Saturday, July 24, in at the Westin Galleria Dallas. For the first time ever, the McSAM Awards will also be live streamed for anyone unable to attend the in-person event, which will have a limited attendance.

The official call for entries has been made. Visit McSAMAwards.com for details.

The McSAM Awards were created in 1979 by the Sales and Marketing Council of the Dallas Builders Association in recognition of Sales and Marketing excellence. The prestigious McSAM Award is given to builders, developers and associates who have made a significant and creative contribution in residential marketing through specific achievements during the past 12 months.

Entry applications and materials will be due April 30. This year's awards show will include more than 60 categories and two People's Choice

Awards: Community of the Year and Builder of the Year.

Awards categories will be in the areas of Professional Achievement; Marketing, Advertising, Signage, Online; Interior Merchandising; Builder/Developer of the Year; and Community of the Year.

Sales Achievement Awards, which are non-judged volume-based recognitions, will be made in four dollar volume categories ranging from \$5 million to \$20 million.

A variety of partnership opportunities are available starting at \$500. Market directly to decision makers including volume builder CEOs, division presidents, architects, brokers, builders, developers, interior designers and sales and marketing professionals. Contact Dallas BA Director of Member Services Misty Varsalone, 214-615-5005, if you are interested in partnering.

Last year more than 400 entries were submitted, and attendance for the virtual gala exceeded 450.

DALLAS BUILDERS ASSOCIATION
McSAM AWARDS 2021



STRUCSURE

Safety is essential with Covid-19 virus surging

With cases of COVID-19 at or near record levels, the Dallas BA is urging members to continue focusing on the jobsite safety measures that have kept the housing industry essential for the last ten months. These include adhering to state and local regulations and utilizing the resources contained in the Dallas BA's Response Kit.

This comprehensive jobsite toolkit is fillable, includes interactive video in English and Spanish and guidance on model homes and sales offices. The toolkit covers how to address instances where employees contract or come into contact with someone who has contracted COVID-19. The Association strongly recommends that all builder members utilize this plan or an equivalent one.

On Jan. 21, the Association con-

ducted a very informative webinar with Dr. Jeffrey Kahn, a respiratory infectious disease expert who has been on the front lines of researching the virus. He offered extensive insight on key aspects of the pandemic including emerging variants, the rollout of vaccines, differing immune responses and what the future holds.

Members can access a webinar of this program at the calendar on DallasBuilders.org.

The Association is monitoring the rollout of COVID-19 vaccines. Essential workers, including those in the housing industry, are slated to receive access in future phases.

Information, when known, will be distributed on the Dallas BA's COVID-19 homepage located at DallasBuilders.org/COVID19.



Scott Roberts of Creative Architects designed the Association's eighth Operation FINALLY HOME project.

8th Operation FINALLY HOME project underway

By Sheena Beaver,
Dallas BA Director of Education

The Dallas Builders Association and Operation FINALLY HOME on Jan. 12 pioneered its first virtual town hall event. All who participated echoed the comments of Executive Officer Phil Crone in stating, "The event was a great success and helped prove that a virtual experience can continue to bring generous members together." In total, a couple of dozen attendees logged into the meeting to hear the new details of the anticipated project.

Jake Murrillo, the owner of V Luxury Homes, graciously stepped forward to build the home. He is no stranger to voluntarily building homes for those in need, as this is his second custom-built mortgage-free house for a deserving veteran. During the Town Hall meeting, he humbly provided details of the project and its various specialty modifications.

Designed by Scott Roberts of Creative Architects, the home features two stories with a wide garage, handicapped vehicle access, wide doors throughout the house, roll-in showers with additional accessibility amenities built-in. A no-step front entry along with a large outdoor covered patio with roll-in access allows unrestricted movement throughout. The home is specifically designed for total first floor living with additional family space upstairs and features reinforcement in walls for grab bars. Jake says he is excited to build the well throughout the design and looking forward to the next steps. He is currently taking donations for materials and services and asks that members consider participating in this worthy cause.

By Council vote, the City of Irving donated four lots to Operation FINALLY HOME for first responders and U.S. military veterans. Their graciousness was a well-received invitation for the honorable men and women to call Irving home. In 2019 the first lot was utilized, and a home was constructed for Army Major Eric King. Major King spoke during the recent Town Hall and noted that he is looking forward to having another veteran recipient to call a neighbor. Since receiving his home, Major King has established the foundation whatsnextvets.org to help others acclimate after their service.

Ronnie Lyes with Operation FINALLY HOME shared details of the newly selected recipient and the numerous awards and medals they have received throughout their career. The next steps forward will include a recipient reveal, a groundbreaking event, a Notes of Love event, and, finally, a dedication. Stay tuned for announcements on how and when these will occur. Like the virtual Town Hall event, these upcoming events may be unique and inventive. The Dallas BA will keep members and donors updated through email communications and on the DallasBuilders.org website.

In the meantime, we are accepting material, services, and monetary donations for Project #8.

If you are interested in donating to this project, please contact Sheena Beaver at sheena.beaver@dallasbuilders.com or at 214-615-3881.

Virtual

STATE of the INDUSTRY SUMMIT

DallasBuilders ASSOCIATION

Thursday, March 25

9:00am

Partnership Opportunities Available

DETAILS COMING SOON!



The HomeFront

-Gov't Affairs News and Info

For Advocacy — Meet the New Normal, Same as the Old Normal

David Lehde
Director of
Government
Affairs



While the world wonders what 2021 will bring, on the Dallas BA's advocacy front, it is full steam ahead. Here are just a few items that are already on the agenda.

Builders and developers should be aware of proposed fee changes related to permitting and site construction, as well as proposed impact fee increases in Flower Mound.

Proposals for increases to permitting fees, as well as plumbing, mechanical and electrical, are being considered based on square footage. The town is also proposing new fees related to site construction activities and other plan reviews and changes. Dallas BA has reviewed the fee table and is concerned about both the amount of increase and variance in cost per square foot, as it relates to homes of different sizes. For a home that measures 2,501 sq. ft., the permit fee would see an increase of 27%. While it's understandable that a municipality may need to raise a fee for cost related to the service if it has not done so for some time, the impact on the ability to provide homes at a competitive price must be kept in mind.

Add to this the reality that, at the same time, Flower Mound is considering changes to its impact fees. Dallas BA relayed our concerns to council, especially regarding significant increase in roadway impact fees in multiple service areas.

Both the permitting fees and impact fees were originally scheduled to be presented to the town council on Jan. 3, but were tabled until Feb. 1 for further information. As of the writing of this article, Dallas BA is continuing to monitor this issue.

In Dallas, the Association continues to weigh in on the issue of permitting delays, as well helping arrange stakeholder input for a proposed amendment to the city's fire code.

As has been reported to members by the Dallas BA, as well as finding its way into local news local periodicals, there has been ongoing consternation regarding crippling delays in Dallas' building permit process. In early December, the Association's Executive Officer, Phil Crone, suggested multiple areas of improvement to the city council on behalf of the industry. Included was a recommendation to continue to hold regular meetings of the development advisory committee, of which Dallas BA is a participant, be more proactive in communicating with applicants to assure that small clerical issues do not stall projects, provide an online help desk and identify any

processes that can be restored to an in-person experience.

In mid-January, the wait time for permits in Dallas was still as long as 11 weeks, a far cry from the 2-3 week goal that the City of Dallas and stakeholders would like to see. The delays also come at a price for the city. Due to the fewer permits getting issued in 2020, Zonda Meyers Research estimates Dallas lost out on as much as \$382 million in potential additions to the city's tax base. When considering that surrounding cities saw an uptick in year over year permitting, it can't be pinned lower demand.

Dallas BA provided additional feedback Dallas in January. Meetings in the coming weeks will hopefully produce a third party plan review option and a bona fide path to clear the crippling backlog.

On the fire codes front, Dallas is considering its process for adopting Section 510 of the 2018 Fire Code that relates to Emergency Responder Radio Coverage. City staff has signaled that they are cognizant of the need to implement it wisely and avoid unneeded costs to multifamily and commercial projects. A key concern is how the need for signal amplification is determined. Obviously, all desire for fire crews to have a reliable signal throughout the structure. But the question arises, what about the buildings where the signal already carries without being impeded? The cost for signal amplification can range as high as \$1.50 per square foot.

Dallas BA has already worked with members of the Dallas Fire Department to host a stakeholder meeting and bring input from residential builders, commercial contractors, developers and the engineering sector. We'll provide updates as the process moves forward.

Builders in all 10 counties of the Association's service area should keep

an eye out for code updates later this year. The Regional Codes Coordinating Committee, of which Dallas BA is a voting member, has already begun the important process of reviewing the 2021 I-Codes to make recommendations for regional amendments. Many cities in the region will use the RCCC's recommendations as a basis for their own cities amendments when they update their codes.

The codes process started 2 years ago as proposals were made at the national level, but the debate on what should really be enforced on the end-user continues. Area builders, architects and building officials alike have the goal of reaching a consensus that provide safety while avoiding unneeded cost increases.

Dallas BA has also recently had its voice heard on the National Association of Home Builders' Codes and Affordability Task Force. The group just completed its work and will have its findings presented at the Virtual International Builders Show.

As you may be aware, the Texas Legislature gave-in the 87th session on Jan. 12. This session is unique in that the members of the House and Senate must find ways to navigate a set legislative calendar while abiding by their pandemic safety protocols. This comes on top of the fact that the legislature must also perform its duties related to redistricting. And there are already bills filed that impact housing. We are fortunate to have the government affairs team at TAB and Dallas BA will coordinate with them as we have in previous sessions.

Direct questions about regulatory matters to the Dallas BA Director of Government Affairs at David.Lehde@DallasBuilders.com.



Hoffmann Homes wins ICF Builder People's Choice award

Hoffmann Homes is the People's Choice winner in the annual Insulating Concrete Forms Magazine's Builder Awards. The 2,556-sq.-ft. spec home in East Dallas was the top contender in the small residential category.

Winners were announced live, via YouTube, on Jan. 21. The annual project-of-the-year competition is widely regarded as the biggest event in the ICF industry, and the best opportunity to celebrate the advances that have been made in recent years.

Winners and two runners-up were chosen in the following categories: Small Residential, Large Residential, Unlimited Residential, Specialty Applications, MultiFamily, Light Commercial and Heavy Commercial. This year's event also featured a new addition to the contest the

People's Choice Awards, which was extremely popular, receiving 3,775 votes from over 900 individuals.

Complexity, creativity, site challenges and media exposure were all factored into determining which projects deserved top honors.

Hoffmann's one-story modern farmhouse boasts a unique layout with tall ceilings in the public areas. Clerestory windows bring in natural light with minimal exterior glass. The home features a Lennox sealed combustion high-performance HVAC and a safe room/pantry.

"It is great to accolades for this home, as it is representative of the product we are building in our community," said builder Alan Hoffmann. Abode @ White Rock features deep green homes that have gone beyond the builder-grade standard.



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BARCIE VILCHES, Editor



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Dallas Builders Association

2021 Class Schedule

Dates and Topics May Change, Check Dallasbuilders.org for Information

February

February 25 (10am-11:30) - Building Science I - Building a Better House
 February TBD (10am - 11:30am) - Advanced Framing - @Project Site

March

March 3 (9am-4pm) - Business Accounting and Job Costing: A Road Map to Profitability - Certification
 March 3 (4pm-5pm) - Structure & Accountability - Building a Better Business
 March 16 (10am-11:30) - Building Science II - Building a Better House
 March 17 - (9am-4pm) - Marketing & Communicating with the Aging-in-Place Client (CAPS I) - Certification
 March 24 - (9am-4pm) - Design Concepts for Livable Homes and Aging-in-Place (CAPS II) - Certification
 March 31 - (9am-4pm) - Details and Solutions for livable Homes and Aging-in-Place (CAPS III) - Certification
 March TBD (10am-11:30am) - #EpicFails - @Project Site

April

April 7 (4pm-5pm) - Winning New Customers - Building a Better Business
 April 8 (9am-4pm) - Universal Design Essentials - Certification
 April 29 (10am-11am) - Foundations I, Simple Solutions - Building a Better House
 April TBD (10am-11:30am) - Retaining Walls - @Project Site

May

May 5 (9am-4pm) - Marketing and Sales for Building Professionals - Certification
 May 5 (4pm-5pm) - Superior Execution - Building a Better Business
 May 19 (10am-11:30am) - Foundations II, Complex Systems - Building a Better House

June

June 2 (4pm-5pm) - Pro-Active Customer Engagment - Building a Better Business
 June 9 (9am-4pm) - Project Management - Certification
 June 23 (10am-11:30am) - Insulation - Building a Better House

July

July 14 (10am-11:30am) - Landscaping - Building a Better House

August

August 4 (4pm-5pm) - Building a Winning Team - Building a Better Business
 August 11 (9am-4pm) - Estimating and Scheduling for Profitable Business Operations - Certification
 August 18 (10am-11:30am) - Lighting Class - BBH
 August 18 (10am-11:30am) - Lighting - @Project Site (possibly in conjunction with BBH)

September

September 1 (4pm-5pm) - Team Engagment - Building a Better Business
 September 8 (9am-4pm) - Project Management - Certification
 September 15 (10am-11:30am) - HVAC & Water Heaters - Building a Better Business
 September TBD (10am-11:30am) - Exclusive BMC Millwork Tour & Class - @Project Site

October

October 6 (4pm-5pm) - Hiring & Retaining Top Talent - Building a Better Business
 October 7 (9am-4pm) - Construction Contracts and Law - Certification
 October 14 (9am-4pm) - Marketing & Communicating with the Aging-in-Place Client (CAPS I) - Certification
 October 21 (9am-4pm) - Design Concepts for Livable Homes and Aging-in-Place - Certification
 October 28 (9am-4pm) - Details and Solutions for livable Homes and Aging-in-Place (CAPS III) - Certification
 October TBD (10am-11:30am) Soils & Concrete Lab Testing Tour & Class - @Project Site

November

November 3 (4pm-5pm) - Compensation & Rewards That Inspire Top Performance - Building a Better Business
 November 9 (9am-4pm) - Advanced High-Performance Building: Project Management - Certification
 November 11 (10am-11:30am) Construction Technology - Building a Better House

December

December 1 (4pm-5pm) - Keeping Score - Building a Better Business
 December 8 (9am-4pm) - Universal Design Essentials - Certification

Presented in partnership with



Robertson named February CAPS Designee of the Month

Presented by **DUPONT**

Roy Robertson, owner of Performance Drywall Services, has been a Dallas BA member for 13 years. He has committed himself to continuing his education by becoming a Certified Aging-In-Place Specialist, attending countless education classes and graduating as a Dallas BA LEADER, class of 2019.

Robertson started Performance Drywall Services in 1982. Previously trained in architecture, he understands the unique challenges that both remodeling and new builds present when viewed through the lens of aging-in-place.

Roy is a member of the Dallas BA's Government Relations Committee and voluntarily walks the halls of the Texas State Capitol to help advocate for the industry. In 2018 the Dallas BA stepped forward to aid Patriot PAWS, an organization that trains service dogs for veterans at no cost. Robertson graciously donated materials and services to help build a home where veterans and their families can stay while getting acquainted with their new best friends.

This proud Scotsman and his wife Karen have been residents of Grapevine since 1985. They participate in many philanthropic endeavors ranging from fundraising for the Alzheimer Association to serving on the Parks and Recreation Board.

Why did you choose the Certified Aging-In-Place Specialist designation? When the elderly trip and fall it does not end well, and the loss of balance is in one's most of our future. While watching my in-laws age I realized that learning how to prevent falls and help increase stability with grab bars, etc. would help to prolong their lives.

What does your designation add to your business? Adding the CAPS Designation shows that I took the time to learn how to do it correctly.

How do your customers respond to your designation? Honestly, after I explain what the designation stands for and how I've learned to create a safer, more accessible environment around them they're excited to start "The Journey."

What do you like most about the industry? Adding quality of life for others and its unexpected rewards.

What advice do you give to someone new starting out? Education and achieving accreditations will help to set you apart from your competition.

What are your favorite hobbies? Off-road mountain bike riding, I raced for several years back in the day. Also, drag racing, I grew up around it and now I have an amazing drag car.

Outside of your professional achievements, what else have you

conquered? The Outdoor Hospitality Manager designation, which took two summers in Denver to achieve at the National School of RV Park and Campground Management. I now can operate and manage RV parks and campgrounds across the U.S. and Canada.

Are you interested in becoming a Certified Aging-in-Place Specialist? You can obtain your certification by attending the three required courses all in the month of March. Register online at DallasBuilders.org.

The program teaches the technical, business management and customer service skills essential to competing in the fastest growing segment of the residential remodeling industry: home modifications for the aging-in-place.

To learn how to become a Certified Professional or to find out about other educational opportunities, contact Sheena Beaver at sheena.beaver@dallasbuilders.com.



Roy Robertson of Performance Drywall Services, CAPS, with Kevin McLain, CGA, CGP, of DuPont, Designee of the Month Program Partner.

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TAB Rebates deadline is Feb. 26

Friday, Feb. 26, is the deadline to submit new claims in the TAB Member Rebates Program. All claims for residential jobs completed Oct. 1 through Dec. 31, 2020, must be made by this time.

The TAB Rebates Program is an exclusive membership benefit that each builder and remodeler in the Association can easily implement.

The program helps builder and remodeler members put dollars back in their pockets for using products that they use each day, partnering with over 50 of the leading manufacturer brands in the country. It offers the same benefits as a Top 5 Builder rebate program, and the same rebate is offered to members regardless of how much volume you produce.

As of third quarter 2020, almost 500 builders across the state were participating in the program. Of that number, 228 have sent in a rebate claim receiving \$851,822.50 in rebates. The cumulative average rebate per member since the program began is \$3,736.06.

Fifteen Dallas BA members filed rebate claims for third quarter, receiving an average rebate of almost \$300.

Les Owens from LRO Residential mentions that “we document all of our purchases, and the program is incredibly easy to use.” LRO Residential has had success with the TAB Member Rebate Program, and Les “highly recommends all builders/remodelers use this program to help their business.”

Adam Lingenfelter of Lingenfelter Custom Homes says that “the program can (also) be very beneficial to volume builders who buy lots of products in bulk.” The rebates can add up quickly for each member to help with their bottom line.

John Todd with Elite Remodeling says that his favorite part of the program is its simplicity. “I submit two Excel spreadsheets to the (TAB Rebate) group. We have averaged rebates of more than \$1,000 per year. This pays for our Dallas BA dues.”

Simplicity of use isn’t the only reason this benefit is worth your time

and effort. John believes that “this program is a no brainer. Every builder/remodeler should be involved.” He details his process by saying that members should “list all of your purchases with the TAB Member Rebate Program partners, and then have a customer list that refers back to the purchases in the first spreadsheet.”

According to the TAB Member Rebate group, over 70 percent of the members who participated in 2019 received more in rebates than they paid in annual dues to their local home builders association. John says that there are no drawbacks to the program. He emphasizes that “any builder/remodeler who says they don’t want their Dallas BA dues covered by the rebates offered by this program is making a big mistake.”

Register for the TAB Member Rebate program at hbarebates.com/tab.



Thank you, Education Committee volunteers

The Dallas BA Education Committee is a diverse group that includes both builders and associates working for the common good of the Association. The committee strives to provide a resource for members to invest in their future by enrolling in certification courses and continuing education classes offered exclusively to housing industry professionals.

Professional growth is vital at all career levels, and the Dallas BA Education Committee is committed to improving and sharpening the skills of members to keep them at the top of their fields.

Those who serve on the committee are selflessly dedicated to helping members build better homes, better businesses and keep others abreast of industry issues and trends. The Association gives a heartfelt thank you to:

- Chair, Joshua Correa, CSB, CAPS, CGB, CGR, CSP, GMB - Divino Homes
- Vice-Chair, Poonam Patel - Urban Loop Studio
- Keith Brown - Bravas
- Mark Dann - Highland Classic Homes
- Brian Eubanks - Paragon Structural Engineers

- Tag Gilkeson, CGB, GMB, CGR, CGP, CAPS, CGA, CSP, CMP, MASTER CSP, MASTER CGP, MIRM - Tag & Associates, LLC

- Tim Lansford, CGB, GMB, CGR, CGP, CAPS, CGA, CSP, CMP, MASTER CSP, MASTER CGP, MIRM - Luxury Homes of Texas

- Donny Mack, CGB, CGP, CGR, CAPS, GMB, CSP - Mack Professionals, Inc / Beaver Builders

- Kevin McLain, CGA, CGP, GSP - DuPont

- President, Matt Mitchell, CSB, CAPS, CGB, CGP, CSP, GMB, Master CGP - James Andrews Custom Homes

- Jake Murillo - V Luxury Homes
- Scott Roberts, CAPS, CGP - Creative Architects

- Cathy Scarince - APA-The Engineered Wood Association

- John Todd, CAPS, CGP, CGR - Elite Remodeling

- Cody Wilson - Owens Corning

If you are interested in serving on the Education Committee email Sheena. Beaver@dallasbuilders.com. View upcoming classes at DallasBuilders.org

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Spike: Greg Paschall, Richardson Ready Electric

Plungie USA Inc.
Chris Macaulay
855-758-6443
CONCRETE
Spike: Christina Dewbre, Republic Title - Lakewood

Suncoast Post-Tension, Ltd.
Sanders Ott
682-274-1290
CONCRETE
Spike: Donnie Evans, Altura Homes

The Holmes Builders
Ed Kopal
972-762-3007
BUILDERS - RESIDENTIAL

The Shaddock Companies
Ingrid Prince
813-727-2444
BUILDERS - LAND DEVELOPER

Milestone Anniversaries



Halifax Homes - 25 Years
Robert and Gordon Greeson of Halifax Homes display the recognition they have received for 25 years of continuous membership in the Dallas BA. The Milestone Program is possible through the partnership of Struc-Sure Home Warranty.



Prosperity Bank - 25 Years
The Prosperity Bank team is celebrating 25 years of continuous membership in the Dallas BA. Showing off their Milestone Award are, from row, Stephanie Young, Molly Wells, Megan Sarver, Debbie Caperton; back row, Robert Homan, Richard Gore, Eric Sonneborn, Zach Armstrong, James Smith and Natalie Chanroun. Thank you to Milestone Program Partner StrucSure Home Warranty.

Milestone Anniversaries

15 Years
Entrada Doors

10 Years
Trinity Hearth & Home, Inc.

5 Years
BB&T, now Truist Bank
cjb HOMES
D & D Elevators, Inc.
Ebbly Halliday Realtors - Jerry Welch
Floor and Decor
Hillwood Communities - Andrew Pieper

Robert Raymond Group
Slates Harwell LLP
Trendmaker Homes
Zytech Building Systems (DFW) LP

Milestones Presented by:



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Construction Monitor				Single Family Builders	
The Ultimate Lead Source				Year-to-Date 12/31/2020	
	Builder	Homes	Value		
Dallas Metro Building Permit Summary					
Year-to-Date 12/31/2020					
Residential	Permits	Value	Units		
Single Family Homes	34,934	\$9,536,149,532	34,930		
Duplexes & Twin Homes	170	\$41,076,088	340		
Apartments & Condos	281	\$2,515,192,908	25,346		
Other Residential Structures	770	\$42,047,281	3		
Swimming Pools & Spas	6,956	\$270,894,696	1		
Garages & Carports	281	\$71,222,163	0		
Res Rmdl, Addn, Int Fin	4,579	\$312,132,454	0		
Reroof Residential	1,567	\$77,948,087	0		
Total Residential Const	49,538	\$12,866,663,424	60,620		
Dallas Metro Building Permit Summary					
Week 2 - 01/07/21 to 01/13/21 (permits over \$20,000)					
Residential	Permits	Value	Units		
Single Family Homes	1,725	\$461,322,193	1,725		
Demolition	29	\$33,275	0		
Grading & Dust	2	\$20,000	0		
Footing & Foundation	206	\$806,717	0		
Duplexes & Twin Homes	5	\$725,000	10		
Apartments & Condos	176	\$88,000,000	1056		
Other Residential Structures	30	\$1,492,093	1		
Swimming Pools & Spas	224	\$8,162,512	0		
Garages & Carports	19	\$1,290,090	0		
Res Rmdl, Addn, Int Fin	94	\$8,873,644	0		
Reroof Residential	42	\$2,607,686	0		
Total Residential Const	2,552	\$573,333,248	2,792		



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