HOME BUILDER

Dallas Builders

www.DallasBuilders.org



VOLUME LXX No. 11 November 2023

Industry Investors

















BRIEFLY

Carl Whitaker with RealPage will give a market update at the next Multifamily Builders Council luncheon. It begins Nov. 7 at 11:30 a.m. at Dallas BA offices in Plano. RSVP.

The Dallas Division's Dec. 7 lunch meeting at Maggiano's NorthPark will feature Fred Balda, president of Hillwood Communities. RSVP.

. . .

Registration is now open for Casino Christmas presented by KJ Custom Screens & Outdoor Living. Set for Dec. 7 at Vouv, it features casino plav. a photo booth, a poker tournament, an ugly holiday sweater contest, DJ and more. This event usually hosts over 200 attendees, and Dallas BA members are encouraged to make Casino Christmas their annual employee holiday event! RSVP.

November 9 State of the Industry Summit to feature Tobin, Crone

The State of the Industry Summit, presented by Hotch-kiss Insurance Agency Nov. 9, features two speakers who will address key issues impacting the market in the North Texas region.

The national political environment is complicating the movement of legislation, as well as new federal regulations that impact home building and development. With Washington seemingly sidelined, state and local governments are racing to fill the void in housing policy. Bringing his unique perspective on the intersection of politics, policy, and the economic outlook and what it means for housing will be James Tobin, who was named the National Association of Home Builder's new president and chief executive officer in May.

Tobin has 20 years of experience in the housing industry and a proven track record of success in leading federal legislative advocacy.

Former Dallas BA Executive Officer Phil Crone will cover some of the defining issues he's working on in his new role as vice president of the Leading Builders of America, whose leadership is composed of CEOs from more than 20 of the nation's largest home builders, companies that collectively comprise nearly half of the country's residential construction activity.

Crone will address the numerous regulatory and legislative challenges at the federal and state levels that the housing industry is facing. At



James Tobin

Dhil Onne

Phil Crone

the federal level, this includes policies intended to address climate change through energy efficiency, decarbonization and resiliency measures. "Builders continue to face headwinds, especially in western states, which contribute to the nation's overall housing shortage, but also position DFW as a strong

growth market," he stated.

The event, held at Venue Forty|50 in Addison, begins with breakfast at 8:30 a.m. courtesy of James Hardie Building Products followed by the program at 9 a.m. Tickets are available HERE

Partnerships are available; details can be found HERE.

November is Spike appreciation month

November is National Spike Appreciation Month. This month members are encouraged to recognize one of the most active and dedicated groups in the Association.

Dallas BA's top membership recruiters will be honored Nov. 30 with a special After Hours hosted by HomePro at their showroom in Carrollton. All members are encouraged to attend this free event and enjoy food, adult beverages and door prizes.

Dallas BA Spikes help keep the housing industry's voice strong. "Everyone in the housing industry is better off together and behind the same shield," stresses Dallas BA Past President Andrew Pieper of Hillwood Communities. "It's better than going it alone."

With more than 2,100 Spike credits, Past President T.W. Bailey of Bailey Family Builders is not only the highest ranked Dallas BA Spike, but also one of the highest ranked in the entire nation.

He emphasizes that "everyone in the home building industry needs to belong to their local association."

Continued on page 4



Lansford Elected Honored Life Director
Tim Lansford of Luxury Homes of Texas has been
elected an Honored Life Director by the Dallas BA.
Story is on Page 7.



The HomeFront

Government Affairs News and Info

David Lehde Director of Government Affairs



Member Opportunity, Member Participation, Member Benefit

It's that time of year. When the reason and the means for Dallas BA member engagement is right in front of us.

The Fate City Council on Oct. 16 voted to approve updates to the city's water, wastewater and roadway impact fees. The council was originally scheduled to vote on the fees on Oct. 9, but the item was tabled after the Dallas BA continued to weigh in with concerns.

Relaying the industry's concerns about the proposed increases coming at a time of higher interest rates, material costs and other challenges to housing attainability, Dallas BA urged that the council consider amending the proposed roadway impact fees to lessen the impact.

While water and wastewater impact fees were increased to \$3,659 and \$4,028 respectively, roadway impact fees were proposed to jump from \$4,500 to \$7,103 in the updated fee schedule.

After further discussion with Dallas BA, Fate agreed to amend the proposed roadway impact fees to \$5,000, with a phase-in to \$5,400 in 2024 and \$5,800 in 2025.

As mentioned in previous Home Front columns, the City of Denton is preparing to bring back up their roadway impact fees for discussion, after taking a brief hiatus on the subject this past Spring.

Council is tentatively on deck for Nov. 14 to receive and update on proposed fees. Dallas BA has been in communication with council members on the issue for almost a year.

The Dallas Builders Association has long been the advocating voice for residential development and construction. The drive for that comes from our member participation, but also from inspiration both inside and outside of our organization.

Members may remember former Dallas City Councilman Bill Blaydes, who served on city council in the early 2000s, and on the Dallas City Plan Commission before that. The councilman, who was known as a friend to our industry, recently passed away. We want to take this opportunity to recognize his service to the community, as well as his part in inspiring advocacy for our industry.

Longtime Dallas BA Government Relations Committee and TAB committee participant Sharon Reuler, as well as one of my predecessors, Paul Cauduro, recall an important experience when delivering a HOMEPAC of Greater Dallas contribution to Blaydes during his run for city council. During that meeting, Bill Blaydes made a point to strongly urge Dallas BA to engage more actively at Dallas City Hall, including testifying at Planning and Zoning and City Council hearings.

It is a duty we still take very seriously, but we can always use more member participation, as that is what sends the clear message to decision makers. There are multiple ways, both upcoming and ongoing, that members can take the opportunity to get engaged.

All Dallas Builders Association members who wish to participate or learn about our advocacy activities, or just get an update on local, state and federal regulatory movements that can impact our Dallas BA members, can join in on our Government Relations Committee meetings. Meetings are open to Association members only and information about dates and times can be found in Punch List or by contacting the Director of Government Affairs at David.Lehde@DallasBuilders.com. Our next GRC meeting will be Thurs-



Dallas BA member builders, developers and associates at Government Relations Committee meeting.

day, Dec. 14, at 9 a.m. There is not a November GRC meeting, as that will be covered by our State of the Industry Summit on Nov. 9 when Jim Tobin, president and CEO of the National Association of Home Builders, will join past Dallas BA Executive Officer Phil Crone to talk about regulatory matters impacting housing.

Another opportunity for Association members to participate in advocacy efforts is through HOMEPAC of Greater Dallas. Registration is now open for new member participation and member renewal for the 2023-24 cycle, which began in October.

HOMEPAC of Greater Dallas is the political action committee for members of the Dallas BA. It is an essential part of the Association's advocacy program. As we roll into 2024—with spring municipal, county and state legislative elections on the calendar—the government arena will only become more intense.

It will be important that those

elected decision makers understand the need for a regulatory environment that does not negatively impact home building, as well as the boost it brings to the local and state economy.

HOMEPAC of Greater Dallas helps support pro-housing candidates and incumbents for key city, county and selected state level offices.

Members interested in participating should contact the Director of Government Affairs or visit https:// dallasbuilders.org/advocacy/.

We are always looking at new means to energize our advocacy and serve our members. So we appreciate our members' participation and insight.

"There's nothing noble in being superior to your fellow man; true nobility is being superior to your former self." - Credited to Ernest Hemingway, argued to be W. L. Sheldon, maybe even Seneca

(Note: Scholars argue the source via comparison. Possibly missing the point.)



The Home Builder is published monthly by the Dallas Builders Association at 5816 W. Plano Pkwy., Plano, Texas 75093. Telephone 972-931-4840.

BARCIE VILCHES, Editor



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Upcoming Class: November

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- Training;
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- Motivating.

Time: 10 a.m. to 1 p.m.

Cost: \$35 Member/ \$55 Non-

Member

Register for Human Resources

Class.

Dallas BA celebrates its awesome Spikes!

continued from page 1

Six-time Shorty Howard Award honoree Donnie Evans of Altura Homes explains to membership prospects that the Association is working on everyone's behalf to make this the best industry to be working in.

Chris Clay of 2-10 Home Buyers Warranty, the top membership recruiter in 2021 and 2022, mentions that in his experience "If you get involved with the Association, it will pay you back."

Spikes understand and communicate the vital importance of membership in the Dallas BA effectively to prospective members of the Association.

The National Association of Home Builders recognizes and rewards peer-to-peer recruiting through the Spike Club. Members of the Spike Club receive several benefits and recognition throughout the year. Qualifying members will receive national recognition on the Spike Wall of Fame and Top 100 leaderboards.

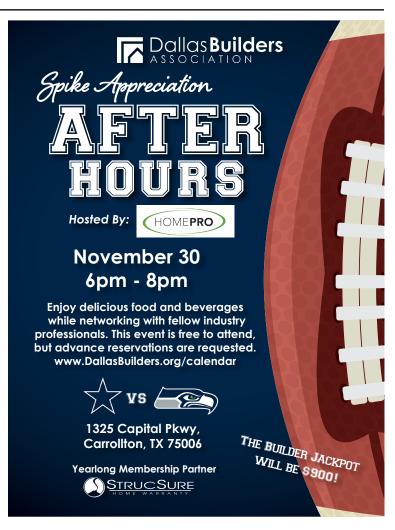
Additionally, the NAHB Spike Club includes unique and valuable lapel pins for each level of achievement. These Spike Club levels range from Spike Candidate (1-5 credits) to Life Spike (25 credits) to Royal Spike (150 credits) all the way up to All-Time Big Spike (1500+ credits).

"Member-to-Member recruitment and retention is the largest source of growth for our Association," says Dallas BA Executive Officer Gena Godinez. "Our Spikes are the influential leaders who provide strength and vitality to our organization."

The Dallas BA has some of the highest ranking Spikes in the nation. The Association's Top 25 Spikes are:

- T.W Bailey 2,109.50
- John Bynum 1,509.00
- Bob Cresswell 1,407.00
- George Lewis 455.50
- Donnie Evans 377.50
- Mike Mishler 320.00
- Tim Jackson 285.00
- Mike Phillips 256.50
- Kristin King 247.00
- Pat Nagler 244.00
- Jerry Carter 234.00
- James Siepiela 220.50
- Peter Shaddock Sr. 218.00
- Tommy Ford 211.50
- Rich Messenger 175.00
- Jim Johnson 160.50
- Chris Jackson 143.00
- Kevin McLain 142.00
- Bill Deal 131.00
- Richard Harwood 130.00
- Matt Walls 126.50
- Jeff Dworkin 123.00
- Chris Clay 122.00
- Carol Longacre 116.50
- Michael Turner 100.00

Thank you to Yearlong Membership Partner StrucSure Home Warranty!





NOVEMBER 9, 2023

Venue Forty | 50 4050 Belt Line Rd Addison, TX, 75001

8:30 - 9:00am Registration & Breakfast



James TobinPresident & CEO
National Association of Home Builders



9:00 - 11:30am Program

Dallas BA Member: \$25 Non-Member: \$35

Phil Crone Vice President Leading Builders of America





Collin College honors DBA for contributions

Collin College honored the Dallas Builders Association Sept. 21 with a Legacy Patron President's Circle Award, presented at the Plano Event Center.

The President's Circle is the premier giving society honoring Collin College's donors with lifetime giving of \$20,000 or more.

This year's President's Circle members were recognized at a VIP reception hosted by Collin College President Neil Matkin. Membership in the President's Circle has eight tiers ranging from the "Legacy Patron" tier to the "Million Dollar Club."

Sheena Beaver, Dallas BA staff operations officer, accepted the award on behalf of the Association.

Dallas BA supports the Collin College Construction Management Program's Excellence Fund, which assists students financially on a needs-based basis and helps keep them on track for the program.

Contributions to the fund can be made HERE.



Collin College President Dr. Neil Matkin presents the President's Circle Award to Dallas BA Operations Officer Sheena Beaver, who accepts on behalf of the Association.

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Associates connect with volume builders at Speed Networking



Kendall Goshorn and Matt Mayberry of HomePro with Barry Wood, Pacesetter Homes

Landon Hood, Beazer Homes with Paige Williams and Damon Richardson of Corey Construction





Geoff Farber of Brayn Consulting with Scott Ward and Lindsey Kastelic with K-Hovnanian Homes

Ron Heidt with BASF with Mike Holland of Pulte Homes



Tim Lansford named Honored Life Director

Tim Lansford, CAPS, CGA, CGB, CGP, CGR, CMP, CSP, GMB, GSP, Master CGP, Master CSP, MIRM, has been elected an Honored Life Director by the Dallas BA.

This honor is given to active, committed and contributing Association members who have served on the Board of Directors for at least seven years. They are selected by the Nominating Committee, who reviews their qualifications. They are then elected by the Board of Directors.

Tim holds 12 professional certifications, 11 of which he earned in less than 10 months.

He is a veteran home builder, remodeler and real estate broker with 25+ years in the industry and has over three decades of applied leadership experience spanning multiple industries.

Tim is a national trainer and owns a thriving full-service training and consulting firm. He has influenced thousands in successful leadership, business and sales. Tim has presented his training programs to numerous Fortune 500 companies, colleges and universities, government agencies and defense and military organizations.

Tim is a speaker at residential construction industry events, including The International Builders' Show®. He also conducts regular educational sessions for NAHB and the Dallas BA and is now certified through NAHB to train and approve instructors. He is currently serving his second year as chairman of the Education Commit-

tee. Tim has developed and instructed the DBA LEADERS program for three years. The program is yearlong with over 40 participants since its inception.



Tim Lansford

He has been the on-air talent and host for two Dallas real estate radio shows. He is active in the National Association of Remodelers Institute, National Association of REALTORS®, National Speakers Association, Society for Human Resource Management, Toastmasters and many state and local associations and charities.

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Today, we express our sincere gratitude to all those who have placed their trust in us—the builders within the Dallas Builders Association.

As we embark on the next quarter century, we raise a toast to the future. With FraserCon by your side, you can rely on our expertise and unwavering commitment to excellence. Together, let's build a stronger, more concrete future.

Jason Fraser Founder

Construction Monitor

Dallas Building Permit Summary Year-to-Date 10/18/2023

| Year-to-Date 1 0/18/2023 | Vear-to-Date 1 0/18/2023 | Vealue | Vear-to-Date 1 0/18/2023 | Vealue | Vear-to-Date 1 0/18/2023 | Vealue | Vear-to-Date 1 0/18/2024 | Vear-to-Date 1 0/18/2024 | Vear-to-Date 2 0/18

25.065

Dallas Single Family Builders Year-to-Date 10/18/2023

Year-to-Date 10/18/2023				
Builder H	omes	Value		
1 Highland Homes	659	\$224,928,835		
2 Bloomfield Homes	615	\$180,230,774		
3 First Texas Homes	496	\$149,730,049		
4 K Hovnanian Homes	318	\$104,292,527		
5 Lennar Homes	382	\$89,018,726		
6 Trophy Signature	329	\$88,537,274		
7 M/I Homes	260	\$84,160,700		
8 CB Jeni Homes	231	\$77,483,953		
9 Dr Horton-Texas Ltd	272	\$77,354,392		
10 David Weekley	177	\$61,628,420		
11 D R Horton	236	\$47,566,681		
12 History Maker Homes	133	\$46,557,914		
13 Pulte Group	158	\$45,922,359		
14 Hallmark Land	98	\$43,655,526		
15 Drees Custom Homes	97	\$43,608,437		
16 Landon Homes	161	\$43,114,700		
17 LGI Homes	214	\$39.512.630		
18 Toll Brothers Inc	86	\$39,429,772		
19 Dr Horton	134	\$39,177,316		
20 Perry Homes	109	\$38,979,032		
21 First Texas Homes	92	\$37,899,899		
22 Taylor Morrison	102	\$37,488,925		
23 M/I Homes of Dfw	80	\$36,501,035		
24 MHI Partnership	81	\$35,876,461		
25 Shaddock Homes	95	\$31,786,148		
26 Ashton Woods Homes	155	\$31,261,970		
27 Meritage Homes	153	\$29,476,540		
28 Beazer Homes	87	\$28,790,192		
29 Tri Pointe Homes	110	\$28,735,694		
30 American Legend	74	\$28,505,082		
31 Megatel Anacapri LLC	137	\$27,400,000		
32 Century Communities	79	\$23,150,000		
33 Grand Homes	78	\$23,065,992		
34 Pulte Homes	79	\$22,629,558		
35 TSHH LLC	82	\$20,916,794		
36 D R Horton Express-	88	\$20,320,465		
37 Impression Homes	75	\$19,097,108		
38 Tradition Homes	27	\$18,856,059		
39 Gehan Homes	52	\$18,615,368		
40 Perry Homes	39	\$18,550,143		
41 Tshh LLC	46	\$17,866,124		
42 Camden Homes LLC	88	\$17,148,911		
43 Ag Ehc li (Lgih) Multi	83	\$17,128,400		
44 Brightland Homes Ltd	69	\$16,160,522		
45 Pulte Homes Of	58	\$15,964,191		
- o i dite i lonies oi	00	\$10,00 1 ,101		

Dallas Building Permit Summary

Dallas Building Fermit Summary					
Week 42 - 10/12/23 to 10/18/23 (permits over \$5,000)					
Residential	Permits	Value	Units		
Single Family Homes	681	\$149,295,084	681		
Demolition	57	\$85,300	0		
Grading & Dust	2	\$0	0		
Footing & Foundation	111	\$738,677	0		
Duplexes & Twin Homes	2	\$150,000	4		
Apartments & Condos	8	\$4,000,000	425		
Other Residential Structures	43	\$551,313	0		
Swimming Pools & Spas	42	\$1,813,300	0		
Garages & Carports	9	\$287,409	0		
Res Rmdl, Addn, Int Fin	128	\$4,531,181	0		
Reroof Residential	49	\$2,165,115	0		
Total Residential Const	1,132	\$163,617,376	1,110		

Association members take aim for advocacy



HOMEPAC Chair Rane Pearson, left, congratulates first place Team Bush Rudnicki Shelton: Daniel Pugh, Austin Motheral, Dustin Baker and Dillon Baker.



2nd Place: Team FACETS Kitchens, Appliances & Baths. From left are Phil Smith, Michael Turner with Classic Urban Homes and Wade Bruce. (Unavailable for photo: Rob Tye)



Top Shooter Dustin Baker, Bush, Rudnicki Shelton





A core mission of the Dallas BA is advocacy. Representing the home building industry in city halls, county court houses and the state capitol, Dallas BA works to keep its members informed on regulatory issues as well as serving as a trusted information resource for public officials.

Dallas BA members took to the field on Oct. 12 to participate in the HOMEPAC Shootout, presented by BGE, Inc. The Association's clay shoot, benefiting advocacy, provided a fun opportunity for members to enjoy the outdoors. Hosted at the famed Elm Fork Shooting Sports facility in Dallas, the event saw many shooters take to the field.

The team representing Bush/Rudnicki/Shelton took home first place, followed by the team representing FACETS in second, besting a field of competitive teams. Dustin Baker achieved the honor of Top Shooter.

A special thank you to HOMEPAC Shootout Partners:

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Currently filling feature dates November - January

Texas Door & Trim hosts October After Hours



After Hours host Eric Kimberly with Texas Door & Trim presents door prize winner Aristotle Terzis with 4D Insurance Agency LLC dba Program Insurance Group with a hunting knife set.

Kelly Hoodwin
with Altura Homes
receives a Dallas
Cowboys
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certificate,
presented by After
Hours Host Eric
Kimberly with Texas
Door & Trim.





Dennis Jaglinski with N3 Luxury Living wins an autographed Roger Staubach Cowboys football. Presenting the door prize is Eric Kimberly with Texas Door & Trim.



Sue Turk with Cava wins a set of grilling accessories.



Erika Herman with 1-800 Water Damage of NE Dallas & SE Collin is the cash door prize winner.

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NEW MEMBERS

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Bahar Builders Inc. Oscar Erkin 408-643-3760 BUILDERS/RESIDENTIAL

BufordHawthorne Builders, LP Barry Buford 214-232-0235 BUILDERS/RESIDENTIAL Spike: Russell Daniels, Bush Rudnicki Shelton, P.C.

Our North Texas Home, LLC C.J. Clem 214-392-9339 BUILDERS/RESIDENTIAL

Robert Elliott Custom Homes Hannah Flansburg 972-629-6028 BUILDERS/RESIDENTIAL

> See complete contact information for all Dallas BA members at

DallasBuilders.org.

RockWell Homes Benjamin Romski 914-500-5336 BUILDERS/RESIDENTIAL

Spruill Remodel, LLC Brandon Spruill 214-226-7796 BUILDERS/REMODELER Spike: Doug Bowerman, Susser Bank

ASSOCIATES

Bellmont Cabinet Company Zach Knuckey 253-321-3011 **KITCHEN**

Eden Landscape and Irrigation, LLC Tom Adams 972-784-9237 **PROFESSIONAL SERVICES**

Empire Today for Business Hunter McAnally 877-787-0816 **FLOORING**

Gene Johnson Graphic Arts Gene Johnson 903-595-5665 AUDIO/VIDEO Spike: Michael Land, Plans by Land

Next Day Access - Dallas Central David Rice 214-257-8291 SECURITY/SAFETY/ **ACCESSIBILITY**

AFFILIATES/ ADDITIONALS

Bellmont Cabinet Company Scott Lemke 817-301-3724 KITCHEN

BufordHawthorne Builders. LP Gabe Hawthorne

214-734-4771 BUILDERS/RESIDENTIAL Spike: Russell Daniels, Bush Rudnicki Shelton, P.C.

Bush Rudnicki Shelton, P.C. Tyler Hood 817-274-5992 PROFESSIONAL SER-VICES

Spike: Donnie Evans, Altura Homes

Eden Landscape and Irrigation, LLC Kelly Adams 214-649-4861 PROFESSIONAL SERVICES

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Sold out Multifamily Builders Council golf tournament raises funds for Samaritan Inn



The sold-out MFBC Golf Tournament was held on Friday, Oct. 13, at The Courses at Watters Creek. Thank you to Title Partner Andersen Windows & Doors, and everyone who participated and made this event a success. View full Photo Gallery.



2nd Place Team: Steve Coe. Scott Beach, Todd Fereday, Trevor Spring NOTE: The 1st place team of Chris Schmidt, Matt Atkins, Nate Witzel and Edward Beecherol was unavailable for a photo.



Dead Ass Last Team: EMS Electrical Team - Sergio Valadez, Kevin Ford, Hudson Kokerth, Carlos Villa



Longest Drive: Demarus Davis. Fashion Glass & Mirror



ny Jones



Multifamily Builders Council Chair Corey Pruitt with Title Partner Nino Gonzales with Andersen Windows and Doors



Closest to the Pin: Awards Reception Part-Daniel Trevino. EMS ner Justin Jeffrev with Electrical Slate Plumbing

Thank You, Partners!



KWA Construction Advanced Concrete Surfaces Huber Engineered Woods Trinsic Residential **BBLBC** Cadence McShane West Fraser Republic Elite Multifamily Interiors **Division Construction Supply Turner Forest Industries** JPI Companies Specialty Concrete EMS Electrical, LLC Spring Valley Construction Company

Milwaukee Tool Daikin/Goodman Manufacturing Helvex Corey Construction Trussworks Llc Blue Sky Tie Down Systems Fashion Glass & Mirror, LLC Moss Nationwide Gutter **GE Appliance CQ** Insulation **E2I Solutions** Integris Solutions Slate Plumbing LMI Landscapes **IB** Supply

