

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.org



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## Industry Investors



# McSAM Awards makes official Call for Entries in December

The 2024 McSAM Awards presented will be held on Saturday, April 20, at the Statler Hotel.

The official call for entries will be announced Dec. 4 Visit [McSAMAwards.com](http://McSAMAwards.com) for details.

Entry applications and materials will be due March 11. This year's awards show will include 84 categories and two People's Choice Awards: Community of the Year and Builder of the Year.

Again this year, several categories previously exclusive to the ARC Awards, are included in the McSAM line up. These include categories for custom builders: Best Interior Design, Best Kitchen, Best Architectural Design - Modern, Traditional and Transitional and Custom Builder of the Year. Four remodeling categories are also included: Best Addition; Best Kitchen Remodel; Best Bathroom Remodel; and Best Whole House Remodel.

Other awards categories will be in the areas of Professional Achievement; Marketing, Advertising, Signage, Online; Interior Merchandising; Design, Home/Builder/ Developer 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 over \$35 million.

A variety of partnership opportunities are available, Market directly to deci-

sion makers including volume builder CEOs, division presidents, custom builders, remodelers, architects, brokers, builders, developers, interior designers and sales and marketing professionals.

Contact Dallas BA [Executive Officer Gena Godinez](mailto:Executive Officer Gena Godinez), 214-615-5012, if you are

interested in partnering.

Last year more than 430 entries were submitted, and attendance at the awards gala was almost 500.

The McSAM Awards were created in 1979 by the Sales and Marketing Council of the Dallas BA in recognition of sales and marketing

excellence.

The prestigious McSAM Award is given to both volume and custom builders, remodelers, developers and associates who have made a significant and creative contribution in residential marketing through specific achievements during the past 12 months.

## BRIEFLY

Learn how Dallas BA membership can benefit your business at the Dec. 5 New Member Welcome Breakfast hosted by StrucSure Home Warranty. Held at Association offices in Plano, this free event will provide valuable information for both new members and veterans alike. [RSVP](#).

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

Join the Young Professionals Council Dec. 13 for an end-of-year happy hour presented by SiEnergy. It begins at 5:30 p.m. at Side-car Social in Addison. This event is free for members within the Young Professionals demographic (age 40 and under). Others are welcome but will be charged a fee. [RSVP](#).

## President's Holiday Message

I want to wish you and your loved ones a happy holiday season and new year! I am blessed to be part of such a great association of people.

Wow, 2023 flew by so quickly! The heat at my house has started to kick on regularly, and the fireplaces are getting used more often. This is a very special time of the year. This season can give us a small break from the craziness of our everyday working schedules, and it provides most of us with some time to enjoy the company of family and friends that is too often missing the rest of the year. I urge each of you to reflect on those special moments and savor those very special relationships.

I look forward to leading the Dallas BA this year, and I am very appreciative of the support already received from the Executive Committee, the board, the members and the Association staff. You are a special group of people, and I am honored to serve you.

I am in this leadership position because several years ago I asked how I can get more involved with the Association, and it eventually led me to this position. I want to encourage all members to get involved if possible. Join a committee, council or become a board member. We need more good people to get involved, so just ask one of our leaders or staff and we would love to get you plugged in somewhere.

God bless you this holiday season and in this new year!

Adam Lingenfelter  
Dallas Builders Association President



# The HomeFront

## Government Affairs News and Info

David Lehde  
Director of  
Government  
Affairs



## 'Tis the Season to Stay Aware and Get Involved

As we head towards 2024, there are a few regulatory and political items to keep in mind.

### *The Eve of Development Codes*

Municipalities are still reacting to a busy year in the state legislature, and "interpretation" of new state laws will continue to come into play. This means development codes could see interesting proposals as cities consider updates.

The City of Dallas is in the early process of updating its development code. The city hired a consultant who is holding stakeholder interviews with the stated goal of gaining insight into the land use and development environment in Dallas.

The interviews are a preliminary step in the process that the city's consultant will use to gather information and context regarding zoning and development, likely followed by the proposal and drafting of code amendments.

While the process in Dallas is looking at the development code and zoning across the board, other cities continue to update parts of their regulations regarding land use and development.

One such item we urge our members to be on the lookout for is any update to municipal parkland dedication ordinances. If you hear of a municipality considering changes, please contact the Dallas BA.

The home building industry is not opposed to the responsible development of parks. In fact, there are parks in the City of Dallas, for example, that were contributions of the nearby residential development.

These parks were developed long before any talk of park dedication ordinances. Park dedication ordinances are

regulatory requirements mandating the dedication of land to cities for a park, without reimbursement. These include a fee-in-lieu option, and some include an additional park development fee. Obviously, there are more appropriate mechanisms to fund parks.

Here are some provisions that you should look for to ensure there is a balanced approach as possible to a current or proposed parkland dedication ordinance you may be facing.

First and foremost, a city's regulation for calculation of the parkland dedication must be roughly proportional to the increased demand that the residential development puts on the city's park system.

Much like an impact fee, the dedication and fee-in-lieu payment assessments cannot be arbitrary. Some cities will attempt to meet the standard by assuming that the new residents' demands on the park system will require the same amount of service as existing residents. In that case, the calculation should include a measurement of the existing level of service.

Another key provision is for the ordinance to make use of what is known as the nexus principle. Fees must be used in a manner that benefits the new residential development. Unless it is a small city, the reasonable expectation is that the city be divided into zones or districts. The fees paid on behalf of a new development should be spent in the nexus zone or district of development that paid them.

Similar to the benefit expectation of nexus zones is the time a city has to expend the fees. The new parks and park amenities should be available to the homes within a reasonable time. City park dedication ordinances should specify a time for fees to be spent, as well as a fee refund policy.

Equally important is the need for the ordinance to offer credits for private parks and recreation amenities. As the claimed purpose of these ordinances is that the dedication or fee-in-lieu is needed to address that additional use of park service resulting from new development, then it is difficult for a city to claim that the exaction or fee required by its ordinance is proportional to demand if the city is not offering credits for private parks and amenities that are reducing the need for that park service, as well reducing the city's need for funds to maintain the park.

Other helpful provisions include crediting the dedication of land to be counted towards a development's assessed tree mitigation and density incentives for those developments offering larger dedications.

Development ordinances should take into consideration any loss of developable lots and the additional costs that will be paid by the home buyer.

### *It's Election Season ... Again*

2024 is a big election year, and some openings at the top could impact who the decision makers are all the way down to city hall.

Two legislators, one federal and one state, that have held a firm understanding of the need for a regulatory environment that is considerate of housing have announced they won't seek re-election for their current offices.

U.S. Congressman Michael Burgess, M.D. (TX-26), announced in November that he will retire from office, opening up his seat for the 2024 election season.

State Senator Drew Springer, (SD-30) announced his intention to not seek re-election as well. We appreciate

the work of both gentlemen.

As both districts have overlap and have significant portions inside the Dallas BA service area, it could have a domino effect. Not only will the industry need to be aware of the views of the candidates for those offices, but also keep in mind that elected seats in the Texas House, as well as area county commissioner courts and city councils, could see movement if any of those officials decide to serve in a new and open capacity.

Filing for the 2024 primaries will close on Dec. 13. Just as soon as the primary season gets heated, the election process for city council seats in multiple area cities will begin, with Spring municipal elections being held in May. This is all in addition to what will likely be a dramatic Presidential election.

The Association will monitor all of this closely. But your help is still needed.

HOMEPAAC of Greater Dallas, the political action committee for members of the Dallas BA, has opened registration for its 2024 cycle. HOMEPAAC 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](mailto:Director of Government Affairs) or visit <https://dallasbuilders.org/advocacy/>.

### *He Sees You When You're Attending*

Want to impress our Dallas BA President? Join us at our Dec. 14 Government Relations Committee meeting, which begins at 9 a.m. at Dallas BA offices. It is open to all Association members.

For more information, contact the [Director of Government Affairs](mailto:Director of Government Affairs).

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

THE HOME BUILDER

Dallas Builders Association

[www.DallasBuilders.org](http://www.DallasBuilders.org)



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[BARCIE VILCHES](mailto:BARCIE.VILCHES), Editor

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# Upcoming Class: December

## Presented by



### Best Practices for Flooring Preparation and Installation: Building a Better House Series - Dec. 6

Expert Timothy K McCool, National Wood Flooring Certified Wood Flooring Inspector, will share his knowledge and flooring practices in this hybrid class.

Topics will include:

- Luxury Vinyl Plank and Tile;
- Solid Wood Flooring; and
- Engineered Wood Flooring.

In each segment, the class will cover Jobsite Readiness, Jobsite Inspection, Moisture Testing, Acclimation Requirements, Substrate Recommendations, Installation Recommendations, Expansion Space Needed and Common Problems seen during an Inspection.

Instructor: Timothy K McCool, National Wood Flooring Certified Wood Flooring Inspector, Luxury Vinyl Products Inspector, certified by IFCII (Institute for Floor Covering Inspectors International), Laminate Flooring Inspector, Certified by North American

Laminate Flooring Association.

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

Cost: \$35 Member/ \$45 Non-Member

[Register for Flooring Class.](#)



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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

## You've still got time to place an ad in the new membership directory

Don't be left out of the 2024 Membership Directory, which will be mailed to all members in late January.

The Association is again working with E&M Consulting, who manages ad sales. Please give E&M a moment of your time when they contact you about advertising opportunities.

This gives you the chance to promote your business while supporting the Dallas BA.

Ad sales will be wrapped up soon.

A copy of the 2024 Rate Sheet can be found [HERE](#).



Presented by



December 7  
6pm-10pm

The Dallas Builders Association's annual Casino Christmas features casino play, a photo booth, a poker tournament, an ugly holiday sweater contest, a DJ, and more.

Vouv  
4445 Sigma Rd.  
Dallas, TX 75244

Members: \$30 online/\$40 walk-in  
Non-Members: \$40  
Texas Hold 'em Tournament: \$25\*

\*poker tournament entrants must purchase ticket to Casino Christmas AND entry fee for the poker tournament

[REGISTER](#)

# Building industry experts Phil Crone, James Tobin: Solve housing crisis with more supply

EDITOR'S NOTE: THIS ARTICLE IS PUBLISHED WITH PERMISSION FROM [CANDY'S DIRT](#).

By April Towery

Texas builders are in the best housing market in the country, and while it's far from perfect, other states have it a lot worse, Leading Builders of America Vice President Phil Crone told a crowd at Dallas Builders Association's State of the Industry Summit.

The event was presented Nov. 9 in partnership with Hotchkiss Insurance Agency. James Hardie Building Products served as breakfast partner.

Crone, who previously served as executive officer of the Dallas BA, joined National Association of Home Builders president and CEO James Tobin for a discussion on how federal regulations are impacting home building and development.

The Federal Reserve pushed to drop inflation to 2 percent about a year ago and warned home builders that it was going to hurt, Crone said.

"They thought that with the inflationary attack, they were going to break the consumer," he said. "What happened was they broke the transaction. When you think about it, prices are still high. Supply is as low as it's ever been. It's rough out there."

## Everything is Better in Texas

There's no doubt that demand exists, so a suitable solution, Crone said, is to provide more supply.

"We can fix it by building more homes," he said. "That's what we do. That's what needs to happen. It's easier said than done."

The U.S. is short about 4 million homes, he added. The National Association of Realtors reports that the country is experiencing the lowest supply of single-family homes since 1982 when the NAR began tracking such data.

"You should be able to build your way out of it, but it's not easy," he said.

Americans need an annual income of about \$115,000 per year to afford a median-priced home, which is about \$40,000 more than a typical household earns, Crone said.

Crone explained that some of the greatest challenges exist for home builders in California where wildfires are rampant; in Nevada, where illegal practices were commonplace for decades; and in Arizona, where water resources are scarce.

Climate-related legislation has been aggressive out of Washington, D.C., without much consideration given to the impact on housing affordability, Crone explained.

"The takeaway here is you're still, for a lot of reasons, in the best market in the country and in as good of a situation as you could possibly have," he said. "There's plenty of things to be worried about and plenty of things to complain about ... It's all

April Towery  
Candy's Dirt



From left: Speaker Phil Crone, Leading Builders of America; Title Partner Jessica Goehring, Hotchkiss Insurance Agency; Dallas BA President Adam Lingenfelter; Breakfast Partner Tyler Brown, James Hardie Building Products; and Speaker James Tobin, NAHB

relative. You've got to realize, that like a lot of things in life, other people have it worse and in the housing industry, just about everybody else does in terms of the challenges we're dealing with."

## National Association of Home Builders

Tobin, a "recovering lobbyist" whose office with NAHB is based in the nation's capital, said a tough conversation is taking place at the



national level about how to solve the housing crisis.

"We're all trying to build the American dream as affordably and attainably as possible," he said.

The average regulatory burden is over 25 percent for a newly constructed single-family home and over 42 percent for multifamily development.

"I've never met a legislator who is anti-housing, but they really put some barriers up toward achieving that goal," Tobin said. "They care about housing. They are trying to find a way to make housing more affordable, but they are trying to solve the problem from the demand side. They want to help people afford an already-expensive product because they don't want to lower the price."

If more supply is added to the market, prices will be lowered organically, Tobin explained.

"We're looking for the government to step back and let us do our jobs, which means if you turn the power in this room loose, we will meet the demand in this country for housing in America, plain and simple," he said.

"We are creating a society where only the wealthy can afford to be land-owners in America. We can no longer do that. We've got to decide if we want to house everybody or if we just want to house the wealthy. The way we do that is with more supply."

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# Christmas Party

December 5 | 6-9pm

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Registration closes 12/1 at noon but walk-ins welcome.

*\*The Samaritan Inn has requested gift cards in lieu of actual toys this year.*

VOUV

4445 Sigma Road, Dallas, TX

[Register](#)



## Year End Happy Hour

Dec 13  
5:30-7:30pm



This event is free to attend, but advance reservations are requested.

If you are not a member of the Dallas BA or do not fall in the young professional demographic, you may still attend, but there will be a fee collected when registering.

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# TAB honors members



Texas Association of Builders Executive Director Scott Norman presents Presidential Distinguished Service Awards to (upper left) James Rudnicki with Bush Rudnicki Shelton; (upper right) Rod Vochatzer with Kelly-Moore Paint Co; (bottom left) Adam Aschmann with Tilson Homes; and (bottom right) Frank Murphy, Wynne/Jackson. These awards are given to members who go above and beyond the call of service for the local and state associations.



### Construction Monitor

The Ultimate Lead Source [www.constructionmonitor.com](http://www.constructionmonitor.com)

Dallas Building Permit Summary			
Year-to-Date 11/22/2023			
Residential	Permits	Value	Units
Single Family Homes	16,477	\$4,725,711,196	16496
Duplexes & Twin Homes	225	\$54,246,846	450
Apartments & Condos	406	\$3,473,395,287	43862
Other Residential Structures	1,402	\$40,596,489	0
Swimming Pools & Spas	2,748	\$126,560,383	0
Garages & Carports	315	\$10,105,121	0
Res Rmdl, Addn, Int Fin	5,273	\$252,924,111	0
Reroof Residential	1,196	\$49,996,413	0
<b>Total Residential Const</b>	<b>28,042</b>	<b>\$8,733,536,256</b>	<b>60,808</b>

Dallas Building Permit Summary			
Week 47 - 11/16/23 to 11/22/23 (permits over \$5,000)			
Residential	Permits	Value	Units
Single Family Homes	344	\$95,653,654	344
Demolition	9	\$309,750	0
Grading & Dust	1	\$500	0
Footing & Foundation	95	\$709,039	0
Duplexes & Twin Homes	1	\$200,000	2
Apartments & Condos	1	\$34,986,000	105
Other Residential Structures	27	\$423,742	0
Swimming Pools & Spas	31	\$1,548,985	0
Garages & Carports	9	\$134,449	0
Res Rmdl, Addn, Int Fin	92	\$6,550,296	0
Reroof Residential	21	\$1,183,963	0
<b>Total Residential Const</b>	<b>631</b>	<b>\$141,700,384</b>	<b>451</b>

Dallas Single Family Builders		
Year-to-Date 11/22/2023		
Builder	Homes	Value
1 Highland Homes	722	\$249,182,898
2 Bloomfield Homes	669	\$194,019,494
3 First Texas Homes	580	\$182,599,210
4 K Hovnanian Homes	341	\$115,675,820
5 Lennar Homes	441	\$101,081,638
6 Trophy Signature	348	\$93,287,642
7 M/I Homes	285	\$92,598,463
8 CB Jeni Homes	287	\$90,254,894
9 Dr Horton-Texas Ltd	278	\$78,554,392
10 David Weekley	197	\$67,963,412
11 Pulte Group	210	\$64,516,637
12 History Maker Homes	158	\$54,532,694
13 Dr Horton	218	\$52,856,076
14 D R Horton	245	\$50,593,417
15 Hallmark Land	110	\$48,854,867
16 Drees Custom Homes	100	\$45,136,332
17 Taylor Morrison	122	\$44,074,611
18 Toll Brothers Inc	95	\$43,977,204
19 Landon Homes	161	\$43,114,700
20 Perry Homes	113	\$39,779,032
21 LGI Homes	214	\$39,512,630
22 First Texas Homes	95	\$38,560,944
23 Shaddock Homes	117	\$37,440,683
24 MHI Partnership	84	\$36,516,749
25 M/I Homes of D/W	80	\$36,501,035
26 Tri Pointe Homes	134	\$35,389,326
27 Ashton Woods Homes	170	\$34,281,970
28 Beazer Homes	95	\$30,390,192
29 American Legend	79	\$29,505,082
30 Meritage Homes	153	\$29,476,540
31 Grand Homes	92	\$27,514,406
32 Megatal Anacapri LLC	137	\$27,400,000
33 Pulte Homes	93	\$26,513,910
34 Perry Homes	55	\$25,340,354
35 Century Communities	80	\$23,350,000
36 TSHH LLC	90	\$22,697,926
37 Pacesetter Homes	108	\$21,782,210



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# NEW MEMBERS

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Spike: Tony Paez, DFW  
Design and Build, LLC

Clark Custom Homes  
Cody Clark  
214-766-7367  
BUILDERS - RESIDENTIAL

Jewel Homes  
Robert Brown  
214-876-3115  
BUILDERS - RESIDENTIAL

Rhino Residential, LLC  
Ken Higginson  
303-550-9907  
BUILDERS - RESIDENTIAL

Shane Homes  
Dave Rickett  
403-536-2200  
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TX Elite Development LLC  
Joseph Godinho  
319-610-7078  
BUILDERS - RESIDENTIAL

## SUSTAINING ASSOCIATES

Omega Natural Stone  
Sucharita Reddy  
214-660-5393  
KITCHEN  
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Zach Ahlstedt  
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PROFESSIONAL SERVICES

## ASSOCIATES

DFW Elite Living  
Joseph Garcia  
214-506-0634  
REAL ESTATE

StruxCo  
Joshua Palladeno Hamilton  
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AUDIO/VIDEO

## AFFILIATES/ ADDITIONALS

DFW Elite Living  
Cliff Graham  
214-675-3755  
REAL ESTATE

Lingenfelter Luxury Homes  
Lisa Lingenfelter  
972-410-4141  
BUILDERS - RESIDENTIAL

Shane Homes  
Brenden Montgomery  
403-536-2224  
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Shane Homes  
Kayt Burrens  
403-536-2224  
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Shane Homes  
Shane Wenzel  
403-536-2283  
BUILDERS - RESIDENTIAL

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Devin Croteau  
603-777-2314  
AUDIO/VIDEO

Tim Jackson Custom Homes  
LP  
Shannon Brown  
972-562-6623  
BUILDERS - RESIDENTIAL

## Jerry Parks becomes Spike Club member



*Jerry Parks with Traditional Classic Homes is now an official member of the prestigious Spike Club after recruiting six new members. Contact Director of Membership Coleman Yates for information on the NAHB Spike program.*

## Across the State Coverage BUILDER'S RISK INSURANCE



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## Milestone Anniversaries

### 40 Years

Stuart Margol Companies

### 15 Years

Bauhaus Modern Homes  
The Holmes Builders

### 5 Years

Bandera Utility Contractors  
Bandera Utility Contractors, Inc. - Jeff Hicks  
Bandera Utility Contractors, Inc. - Jackson Hicks  
Bandera Utility Contractors - Francisco Ovalle  
Trophy Signature Homes  
Builders FirstSource - Paul Evans

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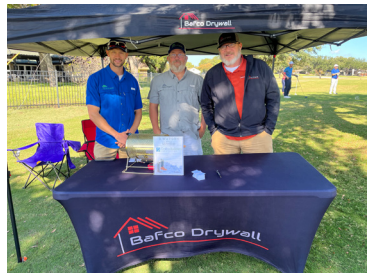
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- Corey Construction
- Pella Windows & Doors
- StazOn Roofing
- HOMEnhancements
- Atmos Energy
- Burgess Construction Consultants
- Fox Energy Specialists
- Sherwin Williams
- Wan Bridge Group
- FACETS Appliances, Kitchens & Baths
- Hard Rock Excavation
- Texas Counter Fitters
- ProSource Wholesale
- The Bentwood Companies
- Foxworth Galbraith Lumber Company (USLBM)
- Southwest Sales
- Texas Door & Trim
- Pape-Dawson Engineers
- Wortham Bros
- Bafco Drywall
- Allied Gallery
- Packer Brick
- A Better Blind
- Allied Gallery
- Arizona Tile
- Burns Surveying
- Moss Utilities/Moss Heating & Cooling
- Kelly Moore Paint Co
- James Hardie Building Products
- West Fraser
- RoyOMartin Lumber
- Independent Financial Mortgage
- Texas Insulation
- NTX BBQ Supply
- Peppo Sales & Marketing