

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.org



VOLUME LXXI

No. 9

September 2024

Industry Investors



Hoodwin, Walls, Robinson, Hood to be installed Oct. 11

Kelly Hoodwin, CGA, CMP, of Altura Homes will be installed as the president of the Dallas Builders Association Oct. 11 during ceremonies held at the Frontiers of Flight Museum in Dallas. The annual Installation of Leadership is presented in partnership with StrucSure Home Warranty.

Matt Walls of Winston Custom Homes will become the first vice president.

Matt Robinson of BGE Inc. has been elected associate vice president, and Landon Hood of HistoryMaker Homes will begin his term as treasurer.

All officers serve one-year terms except the treasurer, who serves for two years.

The Installation of Leadership 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 Clyde Anderson Associate of the Year Award recognizes an associate member's contributions to and support of the Dallas BA. The Shorty Howard Trophy will be presented to the year's top membership recruiter.

Media personality and brand ambassador Amy Vanderhoeft will serve as mistress of ceremonies. She is best known for her role as the Emmy-nominated host on WFAA's Good Morning Texas.

Aviation themed Installation ceremonies will also feature an open bar, themed

[Continued on page 4](#)



Kelly Hoodwin
President-Elect



Matt Walls
1st Vice President-Elect



Matt Robinson
Associate VP-Elect



Landon Hood
Treasurer-Elect

BRIEFLY

Association offices will be closed Monday, Sept. 2, in observation of Labor Day.

New members and veteran members alike are invited to the New Member Welcome Breakfast on Tuesday, Oct. 8. Network with the Association's newest members while learning about the great benefits and discounts available through membership. Special thanks to Year-long Membership Partner StrucSure Home Warranty and event partners Alphagraphics and Tom Sadler and Associates. [RSVP.](#)

Partnerships are now available for Casino Christmas, to be presented by KJ Custom Screens & Outdoor Living Dec. 5. [Details.](#)



DallasBuilders ASSOCIATION

Presented By



SEPTEMBER 25

8:30 - 11:00am

Venue Forty | 50

4050 Belt Line Rd. Addison, TX, 75001

REGISTER



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Executive Officer
Texas Association of Builders



Bryan Glashagel
Senior Vice President
Zonda



Scott Rohrig
Director Industry Relations
New Construction
Zillow Group



The HomeFront

Government Affairs News and Info

David Lehde
Director of
Government
Affairs



Local Regulatory Updates, Election Season & a Date You Need to Save

As we move into the “ember” months there is plenty for members to remain aware of on the regulatory calendar.

Municipal Regulatory Update

In Denton, following the Council’s approval of the new roadway impact fees at a much lower rate than originally proposed, thanks to the advocacy efforts of Dallas BA staff and members, discussion about new water and wastewater impact fees began in July.

The fee study shows that the maximum assessable water impact fees in two of the three service areas will have significant increases, while the maximum assessable wastewater impact fees more than doubles in one service area and nearly triples in another.

The city currently has a target of mid-October for a public hearing before the City Council, when the rate per home will be decided.

Denton is also looking over a proposed affordability incentive amendment. Dallas BA offered our preliminary comments and concerns to city staff in August. The concept, to this point, is focused mainly on multifamily projects with promoted tradeoffs to help provide more affordable units.

However, Dallas BA is concerned that, based on what has been presented thus far, the incentives may not be enough to offset the increased cost of building the proposed denser product when considering the loss of needed market rent income.

Having fewer market rent units to help fund the proposed type of product could result in the city seeing fewer applications for the incentive,

as current yield on market rent units in Denton may not be enough to offset a large percentage of discounted affordable units.

Dallas BA will look to offer recommendations in an effort to help the City of Denton keep affordability in housing. There are multiple avenues to address affordability in the development of multifamily homes.

Dallas BA advocacy was successful in addressing cost challenges that result from the City of Dallas’ infill fire hydrant requirements. Changes in design goals by the city were headed in a direction that would have seen builders, and ultimately the homebuyer, paying for new fire hydrants when building on an existing lot in developed neighborhoods that have the service of the city’s existing hydrants and fire service.

Dallas BA voiced our concern that it was inappropriate to force the cost of an improvement of a city service to be carried by one homeowner. The cost for installing an additional hydrant that would also be designated to service other surrounding homes is considerably higher than some may think.

After hearing from the Dallas BA and some long discussion, city staff notified the Association in August that if the city code allows for Dallas Water Utilities to design and install a hydrant, then the city covers the cost.

If the city does not allow for the department to process the design and install, then the hydrant will be designed and installed at the customer’s expense via a private development contract.

Most infill projects should be covered; however, builders are advised to confirm their particular project’s

requirements with the city.

Celina has invited the Dallas BA to sit as a stakeholder in third party meetings that are intended to take industry input in hopes of making Celina’s development and permitting services more efficient. The Association will join multiple home builders who will offer ideas on how to provide a smooth process.

Dallas BA had already participated in regular stakeholder meetings with the city where both the city and the industry benefited from a focus on best practices.

Election Season

Members should keep Nov. 5 in mind. That is the general election day when voters across the Lone Star State will head to the polls to make their voices heard via their vote for county, state and federal offices.

The last day to register to vote will be Oct. 7. Early voting will begin on Oct. 21 and run through Nov. 1; with the final opportunity to vote being Nov. 5.

You can find more details on election dates, how to find your polling place and other related information, at votetexas.gov.

Rally Day 2025

Save Feb. 11, 2025, on your calendar for Dallas BA’s biggest grassroots advocacy event focused on state government.

Rally Day will provide Dallas BA members the opportunity to visit the Texas Capitol in Austin to meet with our service area’s State Senators and Representatives in the Texas Legislature.

This is our time to impress upon them the economic benefit home building brings to Texas, and the need for a regulatory environment that protects the availability of housing.

More information, including how to register, available partnerships, and travel (via charter bus), will be provided as we get closer to the end of the year.

Our members have enjoyed this event for many sessions as it also provides a front row view to the Legislature and an opportunity for fellowship with fellow members.

“Perseverance and spirit have done wonders in all ages.”
– George Washington
in letter to Major General Philip Schuyler, August 20, 1775

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

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

Dallas Single Family Builders			
Year-to-Date 08/21/2024			
Builder	Homes	Value	
1 Highland Homes	540	\$228,922,076	
2 D R Horton Custom	844	\$196,036,282	
3 Trophy Signature	507	\$137,917,905	
4 Lennar Homes	519	\$134,128,330	
5 Bloomfield Homes	399	\$115,191,033	
6 Pulte Homes Of	380	\$114,025,346	
7 First Texas Homes	340	\$113,964,384	
8 Perry Homes	192	\$73,642,381	
9 CB Jeni Homes	233	\$72,378,150	
10 TM BTR of Texas LLC	365	\$70,336,781	
11 Meritage Homes Of	351	\$68,165,785	
12 M/I Homes	167	\$67,329,884	
13 David Weekley	181	\$63,642,393	
14 Taylor Morrison	154	\$55,533,920	
15 Hallmark Land	139	\$53,055,459	
16 Shaddock Homes	168	\$52,604,681	
17 Landon Homes	223	\$49,852,000	
18 American Legend	106	\$49,353,169	
19 K Hovnanian Homes	142	\$47,299,504	
20 History Maker Homes	126	\$45,138,211	
21 Tri Pointe Homes	138	\$44,302,476	
22 Beazer Homes	153	\$41,983,147	
23 Acadian Construction	342	\$36,938,918	
24 MTGA Development	1	\$35,534,317	
25 HHS Residential	168	\$33,964,320	
26 Brightland Homes Ltd	150	\$30,954,146	
27 Toll Brothers Inc	91	\$29,335,657	
28 LGI Homes	141	\$28,200,000	
29 Starlight Homes	138	\$28,032,620	
30 Ashton Woods Homes	125	\$27,780,790	
31 Tshh LLC	136	\$27,412,224	
32 Impression Homes	116	\$27,212,688	
33 Mattamy Texas LLC	89	\$23,868,518	
34 MHI Partnership	51	\$20,953,313	
35 Drees Custom Homes	57	\$20,495,360	
36 Pacesetter Homes	70	\$18,496,258	
37 UnionMain Homes	43	\$18,481,085	

Dallas Building Permit Summary			
Year-to-Date 08/21/2024			
Residential	Permits	Value	Units
Single Family Homes	14,288	\$3,890,319,089	14308
Duplexes & Twin Homes	198	\$65,686,871	410
Apartments & Condos	185	\$1,331,360,965	15336
Accessory Dwelling Units	30	\$2,456,000	28
Other Residential Structures	1,246	\$32,400,628	0
Swimming Pools & Spas	1,546	\$80,567,828	0
Garages & Carports	312	\$578,756,305	0
Res Rmld, Addn, Int Fin	3,774	\$161,530,074	0
Reroof Residential	932	\$37,986,855	0
Total Residential Const	22,511	\$6,181,063,680	30,082

Dallas Building Permit Summary			
Week 34 - 08/15/24 to 08/21/24 (permits over \$5,000)			
Residential	Permits	Value	Units
Single Family Homes	278	\$73,359,124	278
Demolition	19	\$109,040	0
Grading & Dust	3	\$0	0
Footing & Foundation	53	\$386,603	0
Duplexes & Twin Homes	17	\$3,180,000	34
Other Residential Structures	28	\$838,152	0
Swimming Pools & Spas	47	\$2,557,771	0
Garages & Carports	3	\$30,000	0
Res Rmld, Addn, Int Fin	89	\$4,916,192	0
Reroof Residential	22	\$1,063,518	0
Total Residential Const	559	\$86,440,392	312

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Leadership to be installed at Oct. 11 gala

continued from page 1

cocktails, valet parking and a photo booth.

Tickets are \$150 per person through Sept. 27 and can be purchased at DallasBuilders.org. Tables of 8 are available.

Being sworn into office will be the 2024-2025 Board of Directors.

These include elected directors Kendra Barnes, REHAU Construction; Doug Bowerman, Susser Bank; Michelle Carter-Love, sHeECO Custom Homes; Joshua Correa, CSB, CAPS, CGB, CGR, CSP, GMB, Divino Homes; Dave Hambley, Lee Lighting; Bob Hansen, Garvey Homes; Ryan Joyce, Michael Joyce Properties; Richard Miller, GMB, Richard Miller Custom Homes; Zach Motley, M/I Homes of DFW; and Jake Murillo, V Luxury Homes.

Other elected directors are Pat Nagler, Edge Home Finance; Jerry Parks, Traditional Classic Homes; Greg Paschall, Richardson Ready

Electric; Stephen Puckett, Prosperity Bank; Phil Smith, FACETS Appliances, Kitchens & Baths; Steven Smith, Smith Custom Building & Design; Katie Youngblood, Taylor Morrison; Brian Webster, KWA Construction; Teresa Williams, KJ Custom Screens & Outdoor Living.

Appointed directors include builders Shawna Guevara, Landmark Structural Builders; Jennifer Johnson Clarke, Olivia Clarke Homes; and Vicki Wattanapongwat, Preserve Custom Homes.

Associate appointees are Erica McLain, McLain by Design Interiors; and Xanica Skuza, Southwest Sales.

Additionally, the presidents of Dallas BA divisions and chairs of its councils will serve on the board.

These are Jeff Dworkin, CGP, JLD Custom Homes, Dallas Division; Meredith Joyce, Michael Joyce Properties, Metro East Division; Adam Sumrow, Republic Elite Multifamily Interiors, Multifamily Builders Council; Meredith Chapman, K Hovnanian

Homes, Professional Women in Building Council; and Colin Byrne, Forestar Group, Young Professionals Council.

Chairs of certain committees will also serve on the Board.

These are Alan Hoffmann, CGB, CGP, Hoffmann Homes, Communications; Tim Lansford, CGB, GMB, CGR, CGP, CAPS, CGA, CSP, CMP, MCSP, MCGP, MIRM, Luxury Homes of Texas, Education; Matt Walls, Winston Homes, Government Relations; Rane Pearson, RPRE, HOMEPAAC; Chris Clay, 2-10 Home Buyers War-

ranty, Membership; John Porizek, M/I Homes of DFW, Nominating; and to be determined, Volume Builders & Developers Committee.

The Association's active Honored Life Directors and Past Presidents are permanent members of the Board. A list of these individuals can be found on DallasBuilders.org.

Partnership opportunities are available ranging from \$1,000 to \$3,800. Information is available from Jasmine Streete at 214-615-5012 or jasmine.streete@dallasbuilders.com.

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The Sky's the Limit

The Dallas Builders Association invites you to attend the Installation of its 82nd President

Kelly Hoodwin

Altura Homes
Presented By



Friday, October 11

6:00pm - 10:00pm
Cocktails, Dinner & Presentation

Frontiers of Flight Museum
6911 Lemmon Ave, Dallas, TX 75209

Attire: Cocktail/Black Tie Optional
Tickets: \$150

Registration Deadline
Friday, September 27






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**Chris Clay
Reaches
150-Spike Level**

Congratulations to Chris Clay with 2-10 Home Buyers Warranty, who has reached the 150-Spike level of membership recruitment.



September is Associates Appreciation Month

September is National Associate Member Appreciation Month! This month builder members recognize their partners, friends and colleagues that make up more than half of the Dallas Builders Association membership.

Thanks to the efforts of suppliers, vendors, subcontractors and tradespeople, the Dallas Builders Association is growing and the housing industry in

this region is strong,

Builders, land developers and remodelers alike all appreciate the value of the associate members they partner with and why it is so important for them to be part of the Dallas BA.

Although some job titles of associates—such as marketing/ promotional services, audio/visual, automotive—are not always what comes to mind when thinking about the home building industry, the Dallas BA's associate members have been and will always be a vital piece of the Association.

“From devoting countless volunteer hours in divisions, councils and committees to being the first in line to donate to the Association’s political action committee, HOMEPAAC, associate members never miss an opportunity to support the Association,” observes Alyssa Morales, staff membership coordinator.

“Associate members recognize the vital importance of membership in the Dallas BA and support their builder and developer partners in multiple ways,” agrees Dallas BA Executive Officer Gena Godinez. “The insight and expertise of our associates is helping builders transcend many of today’s challenges. Their individual ability to elevate our entire industry has never been more important.”

Donnie Evans of Altura Homes, immediate past president of the Texas Association of Builders and a Dallas BA past president, emphasizes that “we wouldn’t be where we are today without our associate members. Anytime I ask for their support they give it.”

The Association is honored to be able to have associates as members and looks forward to celebrating them for many years to come!



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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**



DallasBuilders
ASSOCIATION

Hosted By:

After
Hours



Windows
& Doors

September 19 | 6pm - 8pm

Enjoy delicious food and beverages while networking with fellow industry professionals.

This event is free to attend, but advance reservations are requested.
DallasBuilders.org/calendar

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Greg Faulkner**



**Mishler Builders
25 Years
Metro East Division
President Steven Smith
and Mike Mishler**



BOOS & BOOZE




OCTOBER 16 | 4-6PM

The event will feature a live mixologist crafting signature drinks, delicious food to satisfy every craving, and interactive activity stations where you can paint your own pumpkin or decorate cookies.

Shop from a variety of vendors showcasing unique items, and capture the moment at our photo op station. It's the perfect way to kick off the Halloween season with a mix of fun, creativity, and a little bit of booze!

A portion of the proceeds from this event will go to the Collin College scholarship fund.

PWB Members \$25
(with promo code)
Non-PWB Members \$35

5816 W. Plano Pkwy.
Plano, TX







Register at www.DallasBuilders.org/Calendar

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- Bill Shaddock

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Dallas Division Hosts Media Panel

The Dallas Division's Aug. 1 program featured a panel of DFW media who discussed current real estate market trends. From left are: Joe Mazza, Dallas Division board member; Christine Allison, D Home Magazine; Jeff Dworkin; Nick Wooten, The Dallas Morning News; Ollie Chandhok, The Dallas Business Journal; and Jason Wheeler, WFAA-TV.



Young Professionals Present Builder Panel

Landon Hood, Young Professionals chair; Bruno Pasquinelli, Cadence Homes; Dennis Pitt, RockWell Homes; Colin Byrne; YP Vice Chair



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Trouble House Diagnostics
Sales Staff & Subcontractor Training

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Green Build Scoring Analysis
Net-Zero Energy Analysis



All From an Independent Third Party!
That means unbiased recommendations, not influenced by product suppliers.



HOME OF THE WEEK

In conjunction with The Dallas Morning News, the Dallas BA is accepting submissions for the Home of the Week. Homes in all stages of completion – from conceptualization to on-the-market properties – are eligible. Featured builders (land developers and multifamily included) will submit an article describing their home and a high quality photo/rendering. Projects will be showcased on DallasNews.com, on DallasBuilders.com and on Dallas BA social media sites. Contact the Dallas BA office at 214-624-3176 or send an email to [Holly Pemberton](mailto:Holly.Pemberton).



Professional Women in Building Host Entrepreneur Project Founder at August Luncheon
 Professional Women in Building board members welcome Aug. 21 speaker Abbie Mirata. From left are PWB board members Jeanine Jones, Katie Youngblood and Teresa Williams, author Abbie Mirata, PWB Vice Chair Meredith Chapman and board member Tiffany Acree. The council will host a Boos & Booze Halloween party Oct. 16. Details are at DallasBuilders.org.

CALLING Volume Builders

Speed Networking needs volume builders to make this event a success. This is a FREE event and includes snacks, door prizes and will hopefully result in up to 10 new vendor, supplier or subcontractor contacts.

WHO: Volume Builders. The Builder member who attends should be the "decision maker."

WHAT: Meet 10 Associates in 2 hours. Learn about new innovative products and find new deals that could improve or promote your business. The Associate Member will have 10 minutes of one-on-one and face-to-face time with each Volume Builder in a rotation.

WHEN: Tuesday, October 8 @ 3:00pm – 5:00pm

WHERE: Dallas BA Offices – 5816 W. Plano Parkway, Plano, TX

COST: FREE for Volume Builder Members

[REGISTER FOR SPEED NETWORKING](#)

Questions? Please contact Jasmine Streeete at 214-615-5012 or Jasmine.Streeete@dallasbuilders.com

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MULTIFAMILY BUILDERS COUNCIL GOLF TOURNAMENT PRESENTED BY

ANDERSEN
 WINDOWS & DOORS

NOV. 1
 10:00AM

SEEKING PARTNERS! TEAMS ARE SOLD OUT BUT THERE ARE PARTNERSHIP OPPORTUNITIES STILL AVAILABLE! 144 GOLFERS, AND LOTS OF FUN & NETWORKING

BEAR CREEK GOLF CLUB
 3500 BEAR CREEK CT. DALLAS, TX 75261

PARTNER

NEW MEMBERS

BUILDERS

All American Custom Home Builders
Michael Moody
972-800-9790
BUILDERS - RESIDENTIAL

CBG Building Company LLC
Tim Smith
469-312-5580
BUILDERS - MULTIFAMILY

LandVest Development LLC
BUILDERS - LAND DEVELOPER

Minto Communities
Amber O'Shaughnessy
843-986-7110
BUILDERS - LAND DEVELOPER

Herack Inc
Luis Hernandez
214-876-8828
BUILDERS - RESIDENTIAL

Mollo Rather Custom Homes, LLC
Brett Rather
214-533-2732
BUILDERS - RESIDENTIAL

Netze Homes
Anthony Tworek
561-212-0446
BUILDERS - RESIDENTIAL

Renu Property Investments LLC
Daniel Bressler
404-625-3016
BUILDERS - RESIDENTIAL
Spike: Chris Clay, 2-10
Home Buyers Warranty

RPB Roofing and Construction
Ryan Baddii
469-639-7663
BUILDERS - RESIDENTIAL

Texas Yeti Construction and Remodel LLC
BUILDERS - RESIDENTIAL

Ventura Custom Homes
Loy Lowary
972-335-5233
BUILDERS - RESIDENTIAL

Whittle and Johnson Custom Homes
Aaron Johnson
469-628-3371
BUILDERS - RESIDENTIAL

SUSTAINING ASSOCIATES

KA Building Supply
Yaniv Amsellem
214-764-6629
LUMBER/FRAMING/ CARPENTRY
Spike: Joshua Correa,
Divino Homes

ASSOCIATES

CMD Group USA
Jefferson Chen
469-206-3892
FLOORING
Spike: Kase Selman, TTS
Flooring & Countertops

Performance Pro Supply
Rick Kirkpatrick
682-419-9608
INSULATION
Spike: Chris Clay, 2-10
Home Buyers Warranty

Plumb Krazy Plumbing
Madison Besio
817-225-6455
PLUMBING

Schluter Systems
Katie Mazza
888-472-4588
FLOORING

Synthetic Grass DFW
Melissa Cowser
214-616-7267
OUTDOOR LIVING

AFFILIATES/ ADDITIONALS

All American Custom Home Builders
David Chavez
972-800-9790
BUILDERS - RESIDENTIAL

Atmos Energy Corporation
Jonathan Arriaga
469-261-2039
UTILITIES

CMD Group USA
Jay Liu
469-882-2122
FLOORING

Highland Homes
Carolina Zuniga
214-693-5998
BUILDERS - RESIDENTIAL

Netze Homes
Chloe Ephraim
972-979-7749
BUILDERS - RESIDENTIAL

Netze Homes
Nejeeb Khan
512-460-7172
BUILDERS - RESIDENTIAL

RW Supply + Design
Stephanie Shepherd
469-504-2642
FLOORING

Texas Yeti Construction and Remodel LLC
Binod Aryal
BUILDERS - RESIDENTIAL

Texas Yeti Construction and Remodel LLC
Pankaj Bhusal
BUILDERS - RESIDENTIAL



New Members Win Prizes!

Congratulations to these four members who won Dallas BA logo mugs and Starbucks gift cards at the August New Member Welcome Breakfast presented by StrucSure Home Warranty. From left they are Stephanie Mathena, Pella Windows & Doors; Matt Woytek, Neighborhood Management; John Mark, Synthetic Grass DFW; and John Applebury, Real-Manage. The New Member Welcome Breakfast, presented every other month on the second Tuesday, is open to guests and members (new and old!). It provides the opportunity to learn how the Dallas Builders Association can benefit your business. This event is free to attend, but advance reservations are needed. In addition to Yearlong Membership Partner StrucSure Home Warranty, the New Member Welcome Breakfast is presented by Tom Sadler & Associates and Alphagraphics.

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See complete contact information for all Dallas BA members at

DallasBuilders.org