

# THE HOME BUILDER

DallasBuilders  
ASSOCIATION

www.DallasBuilders.com



VOLUME LXIII

No. 6

June 2016

## Dallas BA's Industry Investors for 2016



## BRIEFLY

The Texas Supreme Court on May 27 affirmed the Appellate Court's favorable decision in the Town of Lakewood Village v. Bizios case. The court concluded that the Texas Local Government Code does not grant general-law municipalities the authority to enforce building codes within their Extraterritorial Jurisdiction (ETJ); thus, the Town of Lakewood Village has no authority to do so in its ETJ.

The fact pattern in this case involved a Dallas BA builder member who was subjected to unnecessary and onerous building inspection fees in an area outside the town limits where no services were provided. The Association wrote a scathing letter to the Town explaining their violation of state law. The Town responded by filing suit against the homeowner.

The court's decision is a major victory for property owners and sends a clear message to other cities who have engaged in similar practices. Support for this case was provided by the Dallas BA and the Texas Association of Builders. This is an example of your Association's tireless efforts to preserve and protect your ability to provide the region with safe, affordable and quality housing.

Periodicals Postage Paid at Plano, TX, and Additional Offices

## Winners announced in 2016 McSAM Awards presented by StrucSure Home Warranty

The Dallas Builders Association has announced winners of its 37th Annual McSAM Awards, presented May 7 in partnership with StrucSure Home Warranty. The McSAM Awards are held each spring to recognize "maximum creativity in sales and marketing." More than 300 entries were received this year, and winners were named in 61 categories.

The awards gala held at the Hotel InterContinental was a sellout. Colleen Coyle, meteorologist at WFAA-TV, was the master of ceremonies. The event was presented by the association's Sales and Marketing Council.

In the industry-judged awards, American Legend Homes was awarded the McSAM Builder of the Year. Inspiration, Huffines Communities was named Master Planned Community of the Year - 600 acres or less, and Trinity Falls by Castle Hill Partners was named Master Planned Community of the Year - 600 acres or more. Industry experts from around the country including builders, architects, interior designers

and new home marketing professionals judged the awards.

Highland Homes won the prestigious People's Choice Builder of the Year honors. Windsong Ranch by Terra Verde Group, LLC was named People's Choice Community of the Year.

The People's Choice competition rewards builders and developers based on consumer voting. To identify the People's Choice winners, the Dallas BA enlists the help of a market research firm that sends an online survey to hundreds of homebuyers, asking for feedback on everything from home design, sales experience, customer service, community lifestyle and overall satisfaction. Respondents were also asked to rate – on a scale from zero to 10 – how likely they would be to recommend a particular builder or community to a friend or family member, which is considered the gold standard in customer satisfaction surveying. This is the fifth time that Highland Homes has received this honor.

Winners and photos can be found inside and at DallasBuilders.com.



Forrest Hartley of American Legend Homes accepts the Builder of the Year award.



Margaret Jarvis of Hillwood Communities accepts the Developer of the Year award.



Highland Homes was honored as the People's Choice Builder of the Year.



Windsong Ranch, Terra Verde Group was named People's Choice Community of the Year. Accepting the award were David Blom, Craig Martin and Lauren Stephen.



Michelle Stone of Darling Homes accepts the Community of the Year award.

## Final entry deadline for ARC Awards is July 8

Final entry deadline for the 2016 ARC Awards, presented by Bonded Builders Warranty Group, is July 8. Finalists will be announced during a special reception on July 21.

The ARC Awards recognize excellence for associates, remodelers and custom builders.

"Take a walk on the blue carpet as we recognize the best of the best in custom home building Aug. 20 at the Westin Galleria Dallas," said Chairman John Todd of Elite Remodeling.

The cocktail hour will be presented in partnership with Stellar Home Theater and Beyond. *D Home* will present the blue carpet, a new, special feature this year where attendees will walk down a "paparazzi" line during the cocktail hour.

Starting this year, ARC Award winners will be denoted in *D Home*'s annual Best Builders in Dallas issue.



New categories this year include Best Master Suite and Best Dining Room for remodelers and Best AV Package in the specialty categories. Again this year, ARC Award winners will be featured in the November/December issue of *D Home*.

Todd reports that the ARC Awards Committee is working with Realty Pro Shots to offer two reduced-rate packages for entry photography. Contact Charles Lauersdorf at charles@realtyproshots.com or visit www.RealtyProShots.com/DBA.

*D Home* will offer reduced advertising rates for their post event coverage.

ARC Awards partnerships are available ranging from \$250 for a Silver Partnership to \$750 for a Category Partnership (or \$1,250 for two categories).

For information, contact Director of Member Services Misty Varsalone at 214-615-5012 or misty.varsalone@dallasbuilders.com.

## Sgt. Rivas surprised at Rangers with new home



In an emotional ceremony in front of a capacity crowd at a Texas Rangers game on Memorial Day weekend, U.S. Army First Sgt. Guillermo Rivas was surprised with the news that he's receiving a custom-built, mortgage-free home through Operation FINALLY HOME. The announcement followed the Texas Rangers "Military Wel-

come." During 26 years in the military, Rivas served on a number of deployments, including Operation Iraqi Freedom and Operation Desert Shield and Storm in Kuwait. His honors include the Purple Heart, four Meritorious Service Medals, a Navy/Marine Combat Action Ribbon and Humanitarian Service Medal. Read the complete story at DallasBuilders.com.

On hand to share the news with U.S. Army First Sgt. Guillermo Rivas that he and his family will receive a custom built mortgage-free home are Dallas BA Executive Officer Phil Crone, Ruth Coffman with Operation FINALLY HOME, 2011 Heisman Trophy winner and Cleveland Browns quarterback Robert Griffin III, whose Family of 3 Foundation is providing support for the project, and builder Justin Webb with Altura Homes.



## Dallas BA seeks nominations for 2017 Board of Directors

Each year the Dallas BA searches the ranks of its members to find those who want to take an active role in the leadership of the Association and the evolution of the home building industry in the area. The Association Board of Directors is selected by the membership in an election at the end of each summer. This is accomplished through a series of steps that will first seek out interested candidates, then affirm their willingness to become a leader, not just a Board member. Once the Nominating Committee completes the review of the interested candidates, it then prepares recommendations and the ballot. If you are interested, or know someone who is, now is the time to let the Nominating Committee know. Jeff Dworkin of JLD Custom Homes is chairman of the committee this year.

### Expectations of a Director

- Each director is elected for a one-year term, starting around Oct. 1. He/she is expected:
1. To attend the monthly Board meetings;
  2. To attend all Dallas BA general functions;
  3. To invest in HOMEPAC of the Dallas Builders Association;
  4. To take an active role in the committee structure of the Dallas BA;
  5. To be active in recruiting new members; and
  6. To support the special events of the Dallas BA (e.g. Speed Networking, ARC Awards, Dallas Builders Show).
- Express your interest or make a nomination by emailing Sheena Beaver at sheena.beaver@dallasbuilders.com. Please put "Nominating Committee" in the subject line.

## Services held for George Underwood

Funeral services were held May 13 for George M. Underwood Jr., who served as the Dallas Builders Association president in 1960. He died May 9 at his Dallas home at the age of 96.

Mr. Underwood was honored with the Association's Hugh Prather Trophy, the highest honored bestowed by the Dallas BA.

He was a lifetime resident of Dallas and the Park Cities, attending Southern Methodist University.

After serving as an officer in the Army from 1942 to 1945, he entered the building business and built homes from 1946 to 1952, at which time he concentrated on land development, including an area on Preston Road.

He and original partners, J. Lindsey Embrey and W.T. Troth, had the foresight to predict the vast residential development potential of Richardson with completion of North Central Expressway, and were positioned to pioneer and lead the city's growth. From 1954, Mr. Underwood had developed over 4,000 lots on the west side in Richardson.

With the completion of Richardson Heights, Mr. Underwood was joined by his son, George M. Underwood, III, in the development of the Rosemeade area of Carrollton and several areas of North Dallas. In 1965 he organized and was the only chairman of the Richardson Bank and Trust. In 1982 The Under-

woods purchased the Riverhill Country Club in Kerrville and adjoining real estate development, which they expanded and completed under the direction of Wanda Kemp-Maxon, Golf Pro Ross Collins and Byron Nelson.

Before becoming Dallas BA president, Mr. Underwood was active with many civic, business and charitable commitments, mainly in north Dallas County. And after his presidency, from 1961 to 1965, he was elected as a member of the Dallas City Council, where he served two terms.

In addition to banking and real estate interests, he continued to be active in church, SMU and Dallas civic affairs and was a member of the D/FW Airport Board. He was chairman of the Construction Committee which planned and built the airport from 1968 to 1972. After the DFW Airport was completed Mr. Underwood was appointed to the Texas Aeronautics Commission by Governor Clements, and was elected chairman.

He served on both the Board of Governors and Board of Trustees of SMU for 18 years. Both Mr. and Mrs. Underwood were lifelong supporters of SMU, and they were the major donors of the SMU Law Library which bears their name.

He served on the Board of the Dallas Assembly, the Greater Dallas Planning Council, the Southwest Medical



George Underwood Jr.

Foundation, and the Hockaday School Board of Trustees. He was president of the SMU Alumni Association.

Mr. Underwood was an avid golfer and fisherman and played on both the Highland Park High School and SMU golf teams. He was honored in October 2011 for his standing record as the longest active golf player in the history of Dallas Country Club, playing for 78 years.

Memorials may be made to the Dean Charles Galvin Rare Book Fund at SMU's Underwood Law Library, P.O. Box 750116, Dallas, Texas 75275; or to Highland Park Presbyterian Church.

## Dallas BA / Meyers Research Housing Outlook - May 2016

The Dallas Builders Association's outlook for the area's housing market is largely positive, but costs from delays and increased regulation are growing concerns. Better weather conditions from this time last year have helped in speeding up the building time for homes, but labor shortages continue to delay development in North Texas.

According to the 2016 Mayflower Movers Insight Study, Dallas ranked the No. 1 city for millennials to move in 2015. Large companies relocating to the region have greatly impacted the housing market and more are on the way.

Total non-farm employment in the Dallas-Fort Worth-Arlington metroplex increased 3.7% from the same period last year to 3,481,600 payrolls in March 2016. There are approximately 128,500 more jobs than March of last year. Industry's seeing the most growth include hospitality, professional and business services, and trade, transport and utilities.

The rise in employment has had a broad-based impact on the residential

building industry. There are approximately 2,560,678 households in the region which is up 1.6% year-over-year.

The housing demand has never been higher, leaving builders backlogged and struggling to keep up. Unfortunately, supply is not keeping up with demand and Dallas alone is short about 40,000 home listings. Nearly all Dallas BA member builders are reporting delays caused by the lack of available labor and/or skilled trades.

As a testament to the demand, permit activity totaled 51,355 units for the 12-month period ending March, up 20% year-over-year. Broken down, 23,474 were issued from the single-family sector and 27,881 were from multifamily.

Home prices remain high as a result of the industry's struggle to meet such high demand. The median closing price for a new detached home increased 2.8% to \$297,017 for the twelve-months ending March 2016. The most popular price range for homes in the area is between \$160,000 and \$240,000. However, builders are struggling to supply

homes in that price point. Buyers may find luck if they are looking in Denton County, which led the pack of North Texas markets for new listings; the county had about 1,042 new listings in the first two months of the year. The increase in activity is beginning to satisfy market demand as evidenced by a steady decrease in the Employment to Permit Ratio over the past few years. The E/P ratio is a barometer of the industry's ability to supply market demand attributable to job growth. It is derived from dividing job growth by total permits. The E/P ratio hit 1.7 in January and has remained low through the first quarter. This is an 8.5% decrease from this time last year.

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

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Dallas Builders Association  
www.DallasBuilders.com

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## Association Advocacy Brings Needed Changes

It was a busy Spring for advocacy in the Dallas Builders Association’s service area.

Dallas BA weighed in on the amendments process to the City of Frisco’s stormwater discharge ordinance (Article 9). The Association recommended changes to proposed amendments that could have been problematic for residential construction.

Of key concern was a proposal for a \$500 deposit, to be charged after a notice of noncompliance, that would have been well above any assessed reinspection fee. The proposed provision would have required amounts left over after a reinspection to be held by the city for the purpose of paying for possible future reinspections. Operators of the residential construction site would have been required to keep the deposit account at an amount of at least half of the initial deposit, with leftover funds refunded upon request after final inspections. Association advocacy, which included communicating industry concerns to council in a public hearing, resulted in the removal of that proposed deposit from the final amendment, as well as a needed language change in the provision that triggers a notice of noncompliance.

Builders and developers should remain aware of Best Management Practices (BMP) required by Frisco. The amendments approved by city council include a new provision that the right-of-way be free of pollutants originating from the construction site at the end of each work day. A provision in the current ordinance that requires operators of construction sites to inspect areas not finally stabilized within 24 hours of the end of a storm (rain event) that is 0.5 inches or greater was also removed during the amendment process.

The stormwater ordinance changes become effective on July 18. The amendments were originally proposed to go into effect 30 days after pas-

David Lehde  
Director of  
Government  
Affairs



sage, however, Dallas BA advocated for a longer grace period.

In Plano, Association advocacy resulted in a needed amendment to the city’s Landscaping and Tree ordinances (Article 17). The amendment exempts sufficient area from tree mitigation requirements to allow the normal operation of equipment for construction and improvements.

Previously, the ordinance only contained such language for multifamily and nonresidential construction sites. The amendment means the ordinance now includes the exemption for single-family development as well. Dallas BA proposed the ordinance change to the city council during a May public hearing.

Adding the exemption for single-family development was crucial, as Plano is removing the exemptions for species that are commonly seen as nuisance trees. Dallas BA opposed the removal of the species exemption. Builders and developers are encouraged to review Plano’s landscaping and tree ordinances to ensure they are within compliance.

It is important to note that landscaping and tree ordinances usually result in increases to construction costs. Those costs are borne by the home buyer. Whether it be for trees, roads or other items, regulatory fees can cost more than advertised, because they become amortized over the life of the mortgage.

Dallas BA continues to engage other municipalities as they consider adoption of roadway impact fees, as well as amendments to existing tree ordinances.

Advocacy, it’s what the Dallas Builders Association does for you.

### EXHIBIT / PARTNER

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

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

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

[www.DallasBuildersShow.com](http://www.DallasBuildersShow.com)

### DALLAS BUILDERS SHOW

THURSDAY, OCTOBER 13, 2016

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HOME +/- 8 ACRES I-20 FRONTAGE \$650,000



2200 LUCAS, DALLAS • MF2  
MEDICAL AREA DUPLEX SITE • 50' X 100'



# McSAM Awards presented by StrucSure Home Warranty

**Rookie Sales Professional of The Year**  
Ashley Swanson, Darling Homes

**Sales Professional of the Year — sales price under \$325,000**  
Toni Petty, CB JENI Homes

**Sales Professional of the Year — sales price between \$325,000 & 375,000**  
Don Arnold, Ashton Woods

**Sales Professional of the Year — sales price between \$375,001 & \$425,000**  
Kevin Turpin, Altura Homes

**Sales Professional of the Year — sales price between \$425,000 & \$500,000**  
Deena Sukenik, David Weekley Homes

**Sales Professional of the Year — sales price between \$425,000 & \$500,000**  
Angel Boales, Meritage Homes of Texas, LLC

**Sales Professional of the Year — sales price between \$500,000 & \$600,000**  
Chris Sahualla, Toll Brothers

**Sales Professional of the Year — sales price between \$600,000 & \$800,000**  
Kelli Goodman, David Weekley Homes

**Sales Professional of the Year — sales price over \$800,000**  
Cyndi Farris, Toll Brothers

**Online Sales Counselor of the Year**  
Ingrid Estrella, Dunhill Homes & Nathan Carlisle Homes

**REALTOR® of the Year**  
Lisa Birdsong, Ebby Halliday | Lisa Birdsong Group, Castle Hills, Valor Point & Whitney Place

**REALTOR® of the Year**  
Bill Nelson, Your Home Free LLC  
Nominated by Viridian

**Sales/Project Manager of the Year**  
Chris Hartley, Dunhill Homes & Nathan Carlisle Homes

**Marketing Professional of the Year**  
Debra Meers, Johnson Development

**Builder/Project Manager of the Year**  
Rick Davis, CB JENI Homes

**Best Logo Design**  
Harvest, Hillwood Communities  
*Created by Anderson Hanson Blanton*

**Best Brochure — Developer**  
The Harbor at Possum Kingdom  
*Created by Anderson Hanson Blanton*

**Best Brochure — Builder**  
Darling Homes  
*Created by Freed Advertising*

**Best Print Ad**  
Phillips Creek Ranch, Republic Property Group

**Best Radio Campaign**  
Union Park, Hillwood Communities  
*Created by Anderson Hanson Blanton*

**Best TV Campaign**  
Trinity Falls, Castle Hill Partners  
*Created by Anderson Hanson Blanton*

**Best Billboard**  
Trinity Falls – Choose your adventure  
Castle Hill Partners  
*Created by Anderson Hanson Blanton*

**Best Signage**  
Union Park, Hillwood Communities  
*Created by Anderson Hanson Blanton*

**Best Signage**  
Drees Custom Homes NEW Model Home Sign

**Best Community Entry Feature**  
Inspiration, Huffines Communities  
*Created by Noblique Studios & Mesa Design Group*

**Best Internet Media Campaign**  
Windsong Ranch, Terra Verde Group  
*Created by Anderson Hanson Blanton*

**Best Social Media Campaign**  
Trinity Falls, Castle Hill Partners  
*Created by Anderson Hanson Blanton*

**Best Computer Generated Sales Tool**  
Harvest, Hillwood Communities  
*Created by Anderson Hanson Blanton*

**Best Website — Builder**  
Dunhill Homes, Dunhill Homes & Nathan Carlisle Homes

*Created by Builder Designs, My Marketing Team, Sky-cam Tours, BDX*

**Best Website — Associate**  
Sales Solve Everything  
*Created by Andre P. van den Broeck*

**Best Website — Community**  
Trinity Falls, Castle Hill Partners  
*Created by Anderson Hanson Blanton*

**Best Special Event/Promotion for a REALTOR**  
Sweet 16 NYC Trip, American Legend Homes  
*Created by Bright & Co. Marketing*

**Best Special Event/Promotion for the Public**  
Viridian Stars & Stripes Celebration  
Johnson Development

**Best Overall Advertising Campaign**  
Union Park, Hillwood Communities  
*Created by Anderson Hanson Blanton*

**Best Sales Office or Welcome Center**  
Phillips Creek Ranch, Republic Property Group  
Designed by Larson Pedigo  
*Merchandised by Erika Everett Yeaman*

**Best Sales Office or Welcome Center**  
Canyon Fall – Meridian Collection  
Meritage Homes of Texas, LLC  
*Designed by ImageCraft Exhibits*

**Best Interior Merchandising — sales price under \$375,000**  
Village at Twin Creeks – Florence  
Normandy Homes

**Best Interior Merchandising — sales price between \$375,000 & \$425,000**  
Raiford Crossing – The Eastmoreland  
David Weekley Homes  
*Merchandised by Kathy Andrews Interiors*

**Best Interior Merchandising — sales price between \$425,000 & \$500,000**  
Union Park – The Tanner, Drees Custom Homes  
*Merchandised by Allan Moore & Associates Interiors*

**Best Interior Merchandising — sales price between \$500,000 & \$600,000**  
Mustang Park Normandy – Aberdeen  
Normandy Homes

**Best Interior Merchandising — sales price between \$600,000 & \$800,000**  
Creskside at Heritage Park – The Bellwynn  
Toll Brothers  
*Merchandised by Linfield Design Associates*

**Best Interior Merchandising — sales price over \$800,000**  
Canals at Grand Park – The Hampton  
Southgate Homes  
*Merchandised by Bridgett Bamel & Associates*

**Best Interior Merchandising — Patio/Townhome Plan**  
VUE Las Colinas Community – Plan # 1045, Darling Homes  
*Merchandised by Creative Design*

**Best Outdoor Living Space**  
Newman Village – Plan 2240, Darling Homes

**Best Architectural Design — sales price under \$375,000**  
Village at Twin Creeks – Florence  
Normandy Homes  
*Designed by Stephen Fuller and BSB Design*

**Best Architectural Design — sales price between \$375,000 & \$425,000**  
Wildridge – The Tuscola, Plantation Homes  
*Designed by The ML Group*

**Best Architectural Design — sales price between \$425,001 & \$500,000**  
Village at Twin Creeks – Seville, Normandy Homes  
*Designed by Stephen Fuller and BSB Design*

**Best Architectural Design — sales price between \$500,001 & \$600,000**  
Mustang Park – Aberdeen, Normandy Homes  
*Designed by BSB Design*

**Best Architectural Design — sales price between \$600,001 & \$800,000**  
Windsong Ranch – The 6731, Highland Homes

**Best Architectural Design — sales price over \$800,000**  
Canals at Grand Park – The Hampton  
Southgate Homes  
*Designed by John Lively & Associates*

**Best Architectural Design — Patio Plan**  
The Village at Twin Creeks Model  
American Legend Homes

**Best Architectural Design — Townhome Plan**  
Canals at Grand Park – Winslow  
CB JENI Homes

**Best Design Series**  
Village at Twin Creeks  
Normandy Homes

**Home of the Year — Production Model**  
Mustang Park Normandy – Aberdeen  
Normandy Homes

**Builder of the Year**  
American Legend Homes

**Developer of the Year**  
Hillwood Communities

**Community of the Year**  
Main Street Coppell Community  
Darling Homes

**Master Planned Community of the Year Under 600 Acres**  
Inspiration  
Huffines Communities

**Master Planned Community of the Year 600 Acres or More**  
Trinity Falls  
Castle Hill Partners

**People's Choice Community of the Year**  
Windsong Ranch  
Terra Verde Group, LLC


**People's Choice Builder of the Year**  
Highland Homes



## PARTNERS



David Weekley Homes  
Plantation/Coventry Homes  
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Hillwood Communities  
Crescent Communities  
Neighborhood Management, Inc.  
Anderson Hanson Blanton  
CB JENI/Normandy Homes  
Drees Custom Homes  
Trinity Falls  
WFAA - Channel 8  
Windsong Ranch  
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## ALL WARRANTIES ARE NOT CREATED EQUAL.

**war·ran·ty**    *noun*    \ 'wòr-ən-tē, 'wār-\

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


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# Houses That Work Is Coming to Dallas BA



**HOUSES THAT WORK**

The Dallas BA will host Houses That Work, which presents building science principles and practices to cost-effectively solve key construction problems that most affect building performance. The workshop covers building science principles, wall and roof structures, window and door systems, protecting building systems, foundations, mechanical systems, indoor air quality, the case for green building, changing the building process, marketing for performance and more. Gord Cooke will be the instructor. Registration is \$140 and includes lunch and refreshments, handouts and a mini-expo provided by National Education Partners. Learn more at [www.eeba.org/2016-06-09-Dallas](http://www.eeba.org/2016-06-09-Dallas).

# Multifamily Builders Council golf tournament is another sellout!



First Place and Grand Prize Winners: Sean Gray, Randy Bronaugh, Lucky Ivy and Ty Hogan, all with Advanced Concrete Surfaces



Second Place: Forrest Woods, John Woods, Adrian Woods with Jetstream Outdoor Cooling; Chris Force, Morrison



Dead Ass Last: JD Conner, Subfloor Systems; Joey McMillon, Cobalt; Darwin Spillar and Ron Peterson, both with Fairfield.




**Dallas Builders Association**

Don't golf? Be a tee box partner. Set up a table at the tee box and network with the golfers as they come by.

**\$125 Individuals**  
**\$500 per team**

For more information on this event, please contact Misty Varsalone, Director of Member Services at 214-615-5012.

## 2016 Dallas Builders Association Open

**BROOKHAVEN COUNTRY CLUB**  
a member of the Dallas Area Country Club

**Monday, June 13, 2016**  
**12:00 pm - 1:30 pm Registration/Lunch**  
**1:30 pm Shotgun Start**

**Over 200 golfers expected!**



Closest to the Pin - Danny Conaway and Todd Monroe with ZyTech and winner Richie Keene with KWA Construction



Longest Drive Winner Chad Sanderson, Rumsey Construction, with Multifamily Builders Council Chairman Brian Webster

## PARTNERS



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| Subfloor Systems                     | Elite Multifamily Interiors  |
| Norbord Inc.                         | Simpson Strong Tie           |
| Whirlpool                            | Shreve Land Constructors     |
| Milgard Windows & Doors              | D3 Surfaces                  |
| Builders Firstsource                 | Cadence McShane Construction |
| Tuffplank/International              | Trammell Crow Construction   |
| Builders Supply                      | Trussway                     |
| KWA Construction                     | Advanced Concrete Surfaces   |
| LMI Landscapes                       | Rumsey Construction          |
| Fox Energy Specialists               | Alliance Residential         |
| Dupont Tyvek/Weatherization Partners | ICI Construction             |
| BBL Builders                         | Billingsley Construction     |
| GE Appliances                        | Jetstream Outdoor Cooling    |
| Zytech                               |                              |



Sunbelt Builders Show

# Sunbelt Builders Show™

Grapevine, Texas **2016** Gaylord Texan



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## August 3 - 4, 2016

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# Upcoming Classes

**June 14 – Energy Series: The Bottom Line of Efficiency**  
A panel of expert builders will discuss how they market these homes to consumers and where they feel money is best spent on products and design. DOW scientist Gary Parsons from the DOW research facility in Michigan will report on the Twelve Energy Efficient Test Homes project (TEETH). The TEETH project was completed in 2012 and analyzes 12 occupied homes that tracked building performance data based on varying construction methods IECC codes. Attendees will learn what current green programs are available and how to take advantage of them.

**June 23 – Business Management for Building Professionals**  
In this course you will learn the management skills that give industry leaders the edge. Obtain a solid foundation for managing small to medium size building/remodeling and service companies. This course explains critical elements from planning to evaluating progress and presents practical tips and tools for managing a business successfully. You'll get a solid grasp of business best practices and practical tools of value whether you are a new or experienced business owner.

**July 6 – Building a Better House Series: Significant Code Changes**  
**July 27 – Project Management**

*Visit the Calendar on DallasBuilders.com for full information and to register for these and other classes.*



Dallas Metro Building Permit Summary Year-to-Date 05/18/2016			
Residential	Permits	Value	Units
Single Family Homes	7,660	\$2,233,290,374	7660
Duplexes & Twin Homes	35	\$12,246,639	70
Apartments & Condos	72	\$193,348,430	3184
Other Residential Structures	138	\$6,524,270	0
Swimming Pools & Spas	1,733	\$85,344,386	0
Alternative Residential Energy	467	\$7,561,328	0
Garages & Carports	64	\$3,806,628	0
Res Rmdl, Addn, Int Fin	1,572	\$119,729,073	0
Reroof Residential	236	\$11,603,323	0
Total Residential Const	11,977	\$2,673,454,336	10,914

Dallas Metro Building Permit Summary Week 20 - 05/12/16 to 05/18/16 (permits over \$20,000)			
Residential	Permits	Value	Units
Single Family Homes	450	\$122,221,493	450
Demolition	28	\$1,600	0
Footing & Foundation	41	\$356,790	0
Other Residential Structures	8	\$326,197	0
Swimming Pools & Spas	123	\$6,096,906	0
Alternative Residential Energy	25	\$359,604	0
Garages & Carports	4	\$180,700	0
Res Rmdl, Addn, Int Fin	101	\$9,407,242	0
Reroof Residential	70	\$1,985,069	0
Total Residential Const	850	\$140,935,616	450

Dallas Metro Single Family Builders Year-to-Date 05/18/2016			
Builder	Homes	Value	
1 Highland Homes	325	\$103,369,896	
2 D R Horton Custom	570	\$101,076,734	
3 First Texas Homes	289	\$88,385,157	
4 K Hovnanian Homes	196	\$83,689,518	
5 Pulte Homes	430	\$82,074,835	
6 Lennar Homes	277	\$79,558,506	
7 Darling Homes of	161	\$64,122,688	
8 Beazer Homes	225	\$62,132,201	
9 DR Horton	292	\$61,152,038	
10 Bloomfield Homes	241	\$56,824,121	
11 Grand Homes	142	\$44,521,732	
12 Landon Homes	131	\$42,789,991	
13 Toll Brothers	82	\$40,750,821	
14 American Legend	178	\$40,408,193	
15 Gehan Homes	105	\$34,888,972	
16 Megatec Homes Inc	116	\$33,787,009	
17 History Maker Homes	146	\$32,540,966	
18 Dunhill Homes	105	\$30,965,184	
19 David Weekley Homes	78	\$30,660,772	
20 Standard Pacific	66	\$27,034,157	
21 Meritage Homes	66	\$25,664,634	
22 Shaddock Homes	51	\$22,733,446	
23 Ashton Woods Homes	86	\$22,095,848	
24 David Weekley	51	\$21,030,807	
25 KWA Const	4	\$20,000,000	
26 CB Jeni Homes	79	\$19,362,154	
27 MHI Partnership	71	\$18,819,790	
28 Horizon Homes	82	\$17,803,020	
29 Drees Custom Homes	55	\$17,521,188	
30 J Houston Homes	84	\$16,028,268	
31 Sumner Homes Inc	68	\$15,681,867	
32 Calatlantic Homes	51	\$15,371,950	
33 Impression Homes	85	\$15,248,193	
34 Our Country Homes	38	\$15,228,156	
35 Meritage Homes	48	\$14,760,362	
36 LGI Homes	83	\$12,769,014	
37 Antares Homes	59	\$11,707,074	
38 Robison Ranch	37	\$11,541,322	
39 M Christopher	17	\$10,936,542	
40 Megatec Homes	45	\$10,548,068	

# Expressions Home Gallery hosts May 26 After Hours



Host Dave Hambley with prize winner Roy Robertson, Performance Drywall Services



Dave Hambley and Shellie Stewart, Floor & Decor



Colin Perkins, The Bath & Kitchen Show-place



Larry Baty, Cadenhead Servis Gas



Tom London, Thomas Signature Homes



Prize winner TW Bailey, Bailey Family Builders, with Tim Stumm of Expressions Home Gallery



Edgar Mora, Stellar Home Theater & Beyond



David Wing, QDI Surfaces, with Dallas BA Executive Officer Phil Crone



Phil Crone with Barbara Bynum of John Bynum Construction



John Bynum of John Bynum Construction was also a prize winner.



Members enjoy networking with fellow housing industry professionals at After Hours.





2016 Chevrolet Silverado 2500HD

**NAHB members benefit from these special offers.** Members of the National Association of Home Builders (NAHB) can now enjoy a private offer<sup>1</sup> of up to \$1,000 toward the purchase or lease of most new Chevrolet, Buick, and GMC vehicles. Choose an eligible vehicle at your local dealer and present your NAHB proof of membership. You can add on incentives from the National Fleet Purchase Program<sup>2</sup> and Business Choice<sup>3</sup> to get the best value on vehicles that run your business. For private offer details, [visit nahb.org/gm](http://visit.nahb.org/gm).

GENERAL MOTORS FLEET





<sup>1</sup>Available at participating dealers. Private offer amount varies by model. Retail and fleet deliveries for City Express receive a \$250 offer. Retail deliveries for all other eligible vehicles receive a \$500 offer. Fleet deliveries on the following vehicles receive a \$1,000 offer: Buick Enclave; Chevrolet Traverse, Silverado, Express; GMC Acadia, Sierra, Savana. All other fleet deliveries will receive a \$500 offer. Valid toward the purchase or lease of eligible 2015 and 2016 model-year vehicles. Customer must take delivery by 1/3/17. Not compatible with other private offers. Not valid on prior purchases. Compatible with many current incentives. Incentives are subject to change without notice. Excludes Buick Regal, Cascadia; Chevrolet Corvette, Impala Limited, Sonic, Spark, Trax, SS, Volt; all Cadillac models. FAN required for fleet deliveries. See dealer for complete details. <sup>2</sup>Offer eligible for non-CAP customers only through 12/31/16. See dealer for details. <sup>3</sup>To qualify, vehicle must be used in the day-to-day operations of your business and not solely for personal/non-business-related transportation purposes. Must provide proof of business. For complete program requirements, including information regarding offers, vehicles, equipment, options, warranties, and ordering, consult your dealer or visit [gmbusinesschoice.com](http://gmbusinesschoice.com). Take delivery by 9/30/16. ©2016 General Motors. All rights reserved. The marks appearing in this ad are the trademarks or service marks of GM, its subsidiaries, affiliates, or licensors.



# NEW MEMBERS

BUILDERS		
ACH Construction & Properties, LLC James Arledge 903-563-1327 Spike: Geanie Vaughan, Lee Lighting	Lingenfelter Custom Homes, LLC Adam Lingenfelter 972-746-1803 Spike: Tag Gilkeson, TNT Drafting	Lowe's Home Centers Mitch York 972-246-1475 Spike: Greg Paschall, Intex Electric
Austin Design Build Inc. Lynn Motheral 817-501-7745 Spike: Richard Miller, First American Title	McKittrick Custom Homes Randy McKittrick 817-487-0202 Spike: David Tague, Cadence McShane	MG Doors & More LLC Gavin Cantu 972-291-4389 Spike: Ed Harrison, Harrison Homes
Axiom Builders Preston Johns 469-939-1616		Pierce Decorative Plumbing & Hardware Kathy Richardson 214-368-2851 Spike: Jim White OmniView
BR Construction Brian Royal 972-259-0378		Secured Title of Texas Michelle Beatty 469-310-0530
Constructionologists LLC Alberto Jaimes 469-774-2941 Spike: Michael Turner, Classic Urban Homes		Southern Pride Openings Kelli Herold 972-475-9500
DaVinci Homes Tony Foust 405-642-1096 Spike: Donny Mack, Beaver Builders		Stone Avenue David Trevino 469-320-1911
G+S Services Gordon Leonard 214-494-0782		Titan Supply, LLC Will DeBidart 972-457-0418

### MILESTONE ANNIVERSARIES

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

#### 40 Years

Beach Sheet Metal Co. Inc.  
Sabre Realty Management Inc.

#### 20 Years

The Ed Jarrett Co.  
Lentz Landscape Lighting

#### 15 Years

DeWitt Marketing

#### 10 Years

Allegiance Title Company  
MLAW Consultants & Engineers  
Tatum Brown Custom Homes  
TXU Energy

#### 5 Years

Affiliated Bank  
Bridgewell Resources  
Chandler Cabinets Inc.  
Daltile  
Energy Foam Insulation North Texas  
Nix Door and Hardware  
Norbord Inc.  
Oldham Lumber Co. Inc.  
Pulte Group  
RH Residential Renovations  
Schluter Systems

ASSOCIATES	
Air Rey Service LLC Fernando Alegre 972-352-1405	
Alexander Chandler Realty, LLC Alex Chandler 817-866-4100	
B/S/H/ Home Appliance Corporation Charles Pizzeck 985-302-1160, Spike: TW Bailey Bailey Family Builders	
Carrillo Window Cleaning Manuel Carillo 214-669-3864 Spike: TW Bailey, Bailey Family Builders	
DK Professional Services Dillon King 903-771-8266	
Green Leaf Air Rick Baker 214-502-1446	
Gulf Professional Property Management, Inc. Greg Lamb 469-600-5080 Spike: Donnie Evans, Altura Homes	
JAN-PRO of Dallas/Fort Worth Clifford Newkirk 214-687-5500 Spike: Kelly Hoodwin, Altura Homes	
	<b>AFFILIATES</b>
	BR Construction Michael Royal 214-212-3681
	Kasper Custom Remodeling LLC Jeff Feuerbacher 972-239-373
	Visit <a href="http://DallasBuilders.com">DallasBuilders.com</a> for complete contact information on these new members.



**Metro North Division**  
*President/CEO of Real News Public Relations Jeff Crilley, a former news anchor, spoke at the May Metro North Division luncheon, sharing insights on the secrets of marketing successfully without spending any money on a large PR firm. With him is Cole Baker, president of the Metro North Division. The group's next meeting will be held June 22 at the Hilton Garden Inn in Richardson. A banker panel will be highlighted.*



**Sales and Marketing Council**  
*The Sales and Marketing Council on May 19 presented "10 NextGen Marketing Strategies for the Modern World" featuring national speaker Meredith Oliver, Meredith Communications. With her is Stacy Rummage, J Williams Staffing, a presenting partner for the program, along with SmartTouch Interactive. Attendees learned how to convert leads into appointments and sales.*

## AFTER HOURS

Thursday, June 30  
6-8 p.m.  
Hosted By

15340 Dallas Pkwy., Dallas

Enjoy complimentary food & beverages while networking in a casual atmosphere. Prizes.

**Builders Jackpot – \$1,000**

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

It is FREE to attend, but please make reservations.

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

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

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

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