

THE HOME BUILDER

DallasBuilders
ASSOCIATION

www.DallasBuilders.com



VOLUME LXIV

No. 12

December 2017

Dallas BA's Industry Investors for 2017



BRIEFLY

Effective Jan. 1, 2018, annual dues for all Associate members will be \$740. The Board of Directors voted to combine the A1 and A2 membership categories at the average dues rate paid by Associate members. AS (Associate Sustaining) dues are not affected by this change.

Builder and remodeler members are urged to update their profiles so they will be included in the builder search in the soon-to-be launched consumer website. The search tool will allow consumers to find Dallas BA members in the area, price point and style they are looking for. Simply go to DallasBuilders.com and click on the MEMBERS tab in the top navigation bar. Click on LOG IN. If you cannot remember your login credentials, click on "Click here for personal login information," which will send them to you via email. Once you are in your member profile, you will be able to update both your individual profile and your company profile. Make sure you are in the company profile and be sure to click on UP-DATE YOUR PREFERENCES to select cities where you do business, price range and other search limiters. Contact staff at 972-931-4840 if you need assistance.

Periodicals Postage Paid at Plano, TX, and Additional Offices

McSAM Awards Call for Entries now available

Plans are well underway for the 2018 McSAM Awards, which will be held on Saturday, April 14, at the Westin Galleria Dallas. The official call for entries is now available at DallasBuilders.com under the Calendar tab.

The McSAM Awards were created in 1979 by the Sales and Marketing Council of the Dallas Builders Association in recognition of Sales and Marketing excellence. The prestigious McSAM Award is given to builders, developers and associates who have made a significant and creative contribution in residential marketing through specific achievements during 2017.

Entry applications and materials will be due March 9. This year's awards show will include 59 categories and two People's Choice Awards: Community of

the Year and Builder of the Year. Sales Achievement Awards, which are non-judged volume-based recognitions, will be made in four dollar volume categories starting at \$5 million.

An Entry Prep Seminar is scheduled for Jan. 24, 9 to 10 a.m. at Association offices. This free event includes breakfast and is presented by the McSAM Awards Committee and event producer Peter Mayer Productions. Register at DallasBuilders.com.

A variety of partnership opportunities is now available starting at \$500. Please contact Dallas BA Director of Member Services Misty Varsalone, 214-615-5005, if you are interested in partnering. Last year more than 300 entries were submitted, and attendance reached almost 450.

Casino Christmas presented Dec. 14 by Classic Chevrolet

Make the Dallas Builders Association's annual Casino Christmas your company's holiday party and bring your entire crew to enjoy the festivities Thursday, Dec. 14. Casino Christmas is presented by The Thompson Group at Classic Chevrolet.

On this special night, the entire Association office will be transformed, and members and their guests can experience a fun-filled evening.

Some of the highlights of Casino Christmas include:

- Casino style gaming
- Silent auction
- DJ playing a wide array of music
- Holiday buffet

'Happy Home' class Dec. 13

The Association's final education offering for 2017 will be "Happy Home, Happy Homeowner," part of the Building a Better House Series, to be held Dec. 13.

This class will take into consideration the lifestyle of the occupant. Does the home meet the owner's needs? The instructor will discuss eco-systems performance, energy efficiency, flow (with an emphasis on kitchens and baths), entertainment (including home technology), safety, and security. How do your homes perform? Participants will also get full information on High Performance in this class.

Hours are 10 a.m. to 1 p.m. with lunch included; the cost is \$35 with advance registration.

The Building a Better House Series is presented in partnership with StrucSure Home Warranty. Lunch partners include: Dow Building Solutions, Texas Builders Resource Group, Paragon Structural Engineers and ProSource Wholesale Flooring.

Education programming will resume on Feb. 14 when the "Basics of Building" class will be offered, covering the residential construction process from the ground up. Details are at DallasBuilders.com.

- Beer, wine and frozen margaritas
- Wacky photo booth presented by Centricity
- Texas Hold 'em Poker Tournament (separate entry fee; limited seats)
- Lots of prizes
- Ugly Sweater Contest

Tickets are now available at DallasBuilders.com. Members pay \$25 online and \$35 at the door.

Silent auction donations of all price ranges are needed. Great items include sport/event tickets, gift cards, themed baskets, tools and electronics. Signage promoting your company as the donor will be included with the prize display.

Partnerships are also available at levels ranging from \$500 for a casino table to \$1,500 for dinner. More than 200 attendees are expected.

To partner or donate a silent auction item, please contact Director of Member Services Misty Varsalone at misty.varsalone@dallasbuilders.com or 214-615-5012.

Join us in giving an American hero a real homecoming.

Operation FINALLY HOME is dedicated to providing custom-built homes for America's military heroes who have sacrificed so much in the defense of our freedoms and values.

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Town Hall Meeting

Thursday, December 7, 2017
11:00 am – 12:30 pm

Dallas Builders Association
5816 W. Plano Pkwy
Plano, TX 75093

Lunch will be provided
RSVP to tcampbell@mhinc.com

You're invited to help us build another brand new, custom home in Union Park located in Little Elm, Texas. As we finalize the details for our next build in the Dallas area, we need to determine who will help – and we need YOU!

BUILDING SUPPLIERS:
We need building suppliers to donate materials to build the home.

SUBCONTRACTORS:
We need contractors and subcontractors to donate time and people to donate their building expertise to complete the home.

MONETARY DONATIONS:
If you not a supplier or contractor but want to help our family's home please make a cash donation at www.dallasbuilders.com/dallas-ba-charity Project 6.

For questions or to RSVP, please contact:
Taylor Campbell, Marketing Coordinator, Plantation Homes
(972) 277-3822 or tcampbell@mhinc.com

President's Holiday Message

As we enter this holiday season and the end of the year, we as an Association can reflect on the blessings this past year has brought to us all. The countless blessings that our work as an industry brings to us gives us a special perspective. We house the new members of the neighborhoods we create, build and improve. We house families that grow in our expanding towns and cities of the Dallas region. With the growth of our region we have experienced these blessings of prosperity and change. In all of these, we see challenges to our own growth as member companies of this Association.

I want to thank our staff for their constant commitment to the vision of the Dallas Builders Association and our service to our members and industry. Additionally, I would like to thank our executive board, committee and council chairs and board members for their stewardship of the mission of our Association. It takes the efforts of a great many people to guide the mission of the Dallas Builders Association.

In our success, this season reminds us of the giving nature of our community. With the expansion of these blessings come the added responsibility we share as a community of committed members of our region, state and country. We share the excitement of our continued projects with Operation FINALLY HOME and the warmth and hope for the healing a new home brings to each combat wounded veteran we house. I share your excitement in seeing the students who attended the Dallas Builders Show recently. We were blessed to see a new generation of young people joining us in our work as builders and associates at this recent event.

In this season of love, hope and reflection, our thoughts and blessings go to those who have left us this year and their families. In the sadness of their passing, we also connect to the joy of their companionship and the connections and memories we share.

As our ranks expand in the coming year, welcome all our new members and share the stories of where we have come and where we are going. It is certainly an honor to be a member of this Association and it is my honor to serve as its temporary steward as president.

Celebrate, connect, welcome, reflect and share in this season of hope. May the Spirit of the Holidays be with you throughout the New Year.

Sincerely,
Alan Hoffmann

Lee Lighting hosts Spike Night After Hours Nov. 9



Membership Chairman Donnie Evans, far right, recognizes seven of the Dallas BA's Top 10 Spikes: T.W. Bailey, Bailey Family Builders; Bob Cresswell, Cresswell Builders; Gary Hubbard, Acme Brick; Geanie Vaughan, Lee Lighting; Barbara and John Bynum, John P. Bynum Construction; Mike Mishler, Mishler Builders. Top 10 Spikes unavailable for the photo were Clyde Anderson, Homes for Hope; George Lewis, George Lewis Custom Homes; and Phil Jobe, Jobe Company Inc.



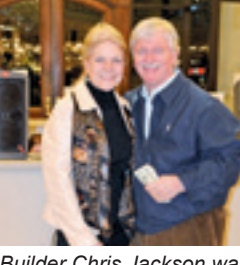
Spike Night host Geanie Vaughan of Lee Lighting presents a \$100 gift card to door prize winner Bryan McNabb, Dallas Floor & Remodel.



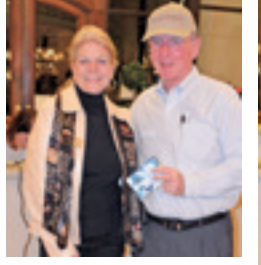
Spike Chairman Geanie Vaughan and Membership Vice Chair Pat Nagler present top Dallas BA retention Spike John Bynum with a \$500 prize.



Builder George Davis, George Davis & Associates, won a \$500 gift certificate to Lee Lighting.



Builder Chris Jackson was the winner of the cash door prize, presented by Geanie Vaughan.



Jim Falgout, Falgout & Associates, PC, also won a \$100 gift card.



Dan Rhodes, Washington Federal, won a Dallas BA Yeti water bottle.



Dallas Division
Mike Briggs, former U.S. Navy SEAL (pictured here with builders Alan Hoffmann and Tom London) spoke to the Dallas Division, giving insights on how to not only overcome adversity but to actually thrive during times of hardship.

The HomeFront

-Gov't Affairs News and Info

'Tis the Season, Never Ending

For members following Dallas BA's advocacy updates, it may seem like it has been a whirlwind year on the regulatory front. That view is correct. As we head deep into the busy holiday season and towards the new year, now is a good time to review some of the bigger highlights of the Association's regulatory outreach.

- On Feb. 22, members of the Dallas BA ventured to the State Capitol in Austin to take part in Rally Day 2017. Joining colleagues from home builders associations statewide, Dallas BA members served as the voice of the home building industry in more than 30 meetings with state senators and representatives. The meetings were key in presenting the Association's legislative agenda and building support for bills that would eventually be voted and signed into law. Two of those bills included a prohibition on costly California style "linkage fee" taxes and moving towards more balance in tree mitigation ordinances by attaining tree planting credits.

- In early March, members and staff of the Dallas Builders Association met with Congressman Johnson to discuss key issues impacting the home building industry, including concerns about duties on lumber and the labor challenge. During that meeting, the Association voiced our appreciation for the Congressman's work on the Small Business Health Fairness Act, which allows small businesses to join together through association health plans (AHPs), allowing small businesses greater ability to negotiate for lower health care costs for their employees.

- Throughout the spring and summer, Dallas BA staff and members made many trips to Austin to offer testimony and take part in negotiations for legislation that was a priority for the Dallas BA and TAB. Two of those successes include the passing of a statewide ban on linkage fees and a requirement that political subdivisions offer credits for newly planted trees as a discount to offset remaining mitigation fees.

- Advocacy efforts for the region continued as the Dallas BA worked with other stakeholders at the Regional Codes Coordinating Committee (RCCC) to negotiate a multifamily sampling protocol for R2, R3 and R4 occupancies, which provides an economy of scale approach for larger projects.

- In June, members and govern-

ment affairs staff met with members of Congress in Washington, D.C., as part of the National Association of Home Builders Legislative Conference. The effort included meetings with the Chairmen of the House Rules Committee, Financial Services Committee, Energy and Commerce's Subcommittee on Health, House Ways & Means Social Security Subcommittee and Homeland Security's Subcommittee for Cyber-Security and Infrastructure Protection, as well as other members of important committees.

Dallas BA spoke with our service area's U.S. Representatives about key issues such as regulatory reform, housing finance reform, federal tax policy that impacts single- and multifamily housing markets, building energy codes, softwood lumber trade tariffs, the national flood insurance program and workforce/labor shortages.

- In August, Dallas BA hosted Scott Pruitt, Administrator of the Environmental Protection Agency (EPA), to discuss the correct way to draft a rule that defines the "waters of the United States" (WOTUS) and the negative impacts of the definition issued in 2015, which is now on hold.

Playing a significant role in discussion on how WOTUS will be redrafted, a dozen members and staff from Dallas BA, were joined by a member from HBA of Greater Austin and NAHB staff, as the Association offered firsthand accounts of the needless delays and cost increases that are caused by the misguided rule. During the meeting, the Administrator spoke of the importance of returning the EPA back to a partnership relationship, as opposed to the adversarial one that has existed in recent years.

- Also in August, work by the

David Lehde
Director of
Government
Affairs



Dallas Builders Association helped get certain language in an amendment to a McKinney ordinance that had been requiring city issued building permits for any construction or remodeling of a single-family home on lots that are not subdivided in McKinney's extraterritorial jurisdiction (ETJ). An amendment, approved by the McKinney City Council, contains language that removes the requirement for a permit to be obtained in that situation.

- Advocacy efforts on municipal regulation continues across the service area as the Association weighs in on design ordinances in Frisco, McKinney and Prosper, platting and park land dedication regulations in Dallas, water meter fees in Celina and tree preservation and mitigation ordinances in five municipalities.

These highlights are just some of the Dallas BA's advocacy efforts. But as many wind down for the festivities of the holiday season, there will be no break for the Association. We remain engaged at the federal level, as members and staff offer input on the current tax reform legislation in Washington. This includes recently taking advantage of an opportunity to discuss the issue with the Majority Whip of the U.S. Senate. And at the local level, we can add the RCCC's review and amending of the 2018 I-Codes to the agenda.

For now, I want to take this opportunity to thank our members for their strong participation in our government affairs work. So as regulatory Santa exclaims as he remains in sight, Happy Christmas to all, and to the Association, Good Fight!



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Legendary salesman Clyde Anderson never made a cold call

Services held November 27

By Phil Crone, Executive Officer
 Dallas Builders Association

Long before social media connected the world and made business leads just a click away, Clyde Anderson developed his own network with good old fashioned diligence. The legendary building materials salesman never made a cold call.

A colleague who rode along with Clyde to learn the tricks of his trade asked him how that could be. Clyde replied, "I know everyone in this market and they know me. I see to that by being a member of professional organizations and never missing a meeting. I check the business journal for new business licenses and even ask the UPS drivers if they've noticed any new businesses coming in."

Clyde's willingness to go the extra mile to build a relationship extended to every aspect of his life including his faith, family and friends (of which he had many). Always greeting friends and strangers with a warm welcome and a caring heart, Clyde's uncanny knack for connecting people resulted in the recruitment of more than 1,000 people

into the Dallas Builders Association. Many of them owe much of their success for the doors he opened for them.

For Clyde, the value of the product or service you sell is commensurate with the character of the individual who sells it. The notion may seem outdated to some, but in the building business it still holds true. Business relationships in this industry start by creating a personal rapport and trust in an individual to deliver on their promises. Clyde never failed in that respect.

In August, the Dallas BA honored Clyde by naming the Associate of the Year Award in his name. The following month, he received that award in recognition of his more than 50 years of service to the Association and, after retirement, to charitable causes such as Homes for Hope, a non-profit organization that builds homes benefiting impoverished communities in the United States and around the world.

On Nov. 27, with Linda, his wife of 47 years, and loving family by his side, Clyde lost his long battle with cancer. Clyde majored in industrial engineering at Oklahoma State University and



Clyde Anderson
 Jan. 10, 1937 - Nov. 20, 2017

spent summers working for the Forest Service in the Pacific Northwest. He began working for Lone Star Plywood & Door in 1966. The company was later purchased by BMC West. He was the top salesman there for most of his years and created many of the moldings and trim products that people enjoy in their homes today. Clyde is considered an icon of the home building industry.

After retiring from BMC in 2006, Clyde continued to work in the industry by volunteering his time with all the DFW area home builders associations and with Homes for Hope.

In addition to Linda, survivors include sons Richard Anderson, Stephen Anderson and Michael Anderson and daughter Cynthia Martin and nine grandsons and two granddaughters.

In lieu of flowers, the family asks for donations to be made to Homes for Hope. Visit <https://homes4hope.org/get-involved/donate/>

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New Member Orientation: Dec. 12

Enjoy breakfast and coffee with the Dallas BA Ambassadors Committee and staff, as they provide insight on how to get active in the Association, and take advantage of the great benefits, events and member discounts available through membership.

New members, current members and non-members interested in

learning more about the Association and ways to maximize your membership investment should attend.

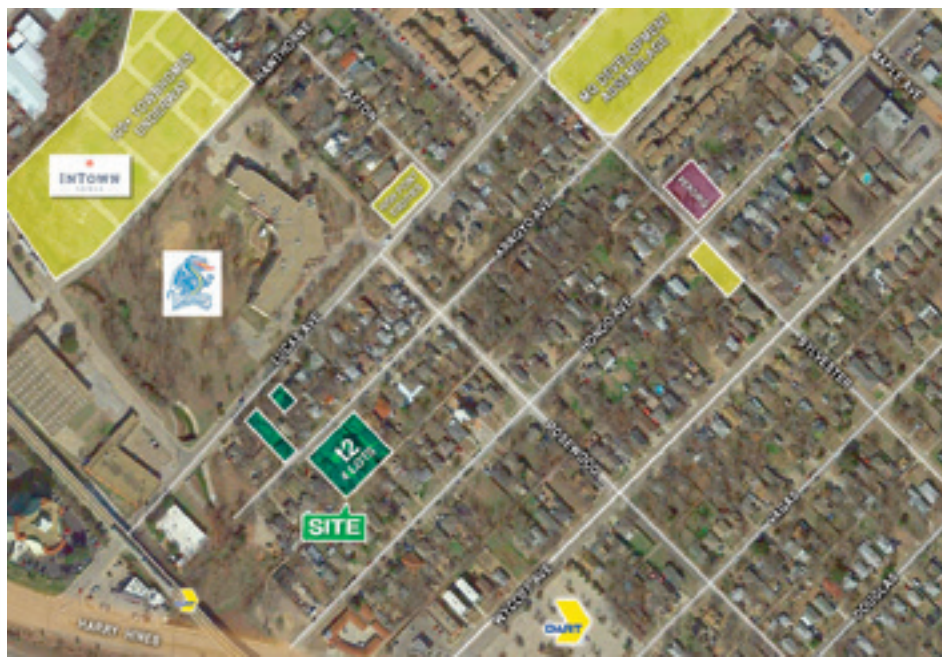
Visit the Events Calendar at DallasBuilders.com to register today. Thank you to partners Paragon Structural Engineering and Strategus Financial Consulting, as well as Yearlong Membership Drive Partner StrucSure Home Warranty.



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Hoodwin is December Designee of the Month

Kelly Hoodwin of Altura Homes was selected as the December Certified Marketing Professional. Kelly earned her designation in 2014 from the National Association of Home Builders' Institute of Residential Marketing, which recognizes and promotes professionalism, education and ethics in the new home sales and marketing field. Ms. Hoodwin met all of the requirements to become a CMP, which include courses on principles of residential marketing that focus on research and analysis along with strategy and implementation. She also satisfied the 50-credit requirement through education, professional experience, professional license, industry service and recognition.



Kelly Hoodwin, CMP, is a home building industry veteran with more than 25 years of sales, marketing and business development experience. Currently she is the vice president of sales and marketing for Altura Homes. Included in her past work experience are new home sales, title company closer for various builder accounts and closing department manager for a local real estate law firm.

As a longstanding member of the Dallas BA, Kelly has had various roles within the organization including Leadership Advisory Committee, SMC chair and vice chair, McSAM Awards chair, Casino Christmas chair, Top Gun recipient, McSAM recipient and finalist multiple times, Star Award finalist and has served on the Board of Directors for 5+ years. Additionally, she was key in working with Operation FINALLY HOME for the house that was built by Altura Homes in Greenville for Sgt. Rivas in 2016. She has also served as state representative for the Association of Professional Mortgage Women and is currently a member of MetroTex Association of REALTORS® and the National Association of Professional Women.

Kelly is very proud to be a native Texan, and fourth generation Dallasite. She is also the very proud mom of Kevin, who is in the Honors Engineering Program and Corps of Cadets at Texas A&M. Upon graduation, he will serve in the United States Air Force.

Kelly utilizes her designation by understanding how consumers shop today and being able to teach and lead by example. She believes, "The CMP designation promotes the fact that you're knowledgeable about new home construction and the advantages of a newly built home." Her customers are not only buyers but her sales team. She selected the CMP designation to advance her career path, which has proven to be a successful selection demonstrated by 25 years' experience in the homebuilding industry and her leadership roles.

The CMP teaches you how to present the best case of why a potential home buyer should choose new over pre-owned. It also teaches you how to employ every marketing advantage in your arsenal. To learn more about the Certified Marketing Professional designation contact Director of Education Sheena Beaver at sheena.beaver@dallasbuilders.com or call 214-615-3881.

Promote your home for free: Register for DBA Home of the Week

In conjunction with the *The Dallas Morning News*, the Dallas Builders Association offers its builder members the chance to have a project featured as the Home of the Week. Builder members who are interested simply apply. Those who are selected submit an article depicting their home and a high quality photograph/rendering.

The Home of the Week program has been reformatted to include homes in all stages of completion. From conceptualization to on the market homes, it's never been easier to promote your project for free. This represents a value of more than \$2,000 in advertising dollars, offering prime exposure, and is a benefit offered only to Dallas BA builder members.

Builders whose names are drawn can expect the photo and story to be featured in *The Dallas Morning News'* New Home section. Additionally, the project will be promoted on Dallas-Builders.com, Houzz and other Dallas BA social media sites.

Since 1959 almost 3,000 homes have been recognized in the "New Homes" section of the Sunday *Dallas Morning News*.

Home of the Week applications are now being accepted through 5 p.m. Dec. 21. Names of 15 builder members will be drawn and their projects will be featured to appear between Jan. 28 through May 13.

To register your project into the drawing, contact Holly Pemberton at 214-624-3176 or send an email to holly.pemberton@dallasbuilders.com.



Thank You to 2017 Industry Investors

Immediate Past President Michael Turner expresses his appreciation of this year's Industry Investors by presenting them with a gift at the recent Installation of Leadership. From left are: Turner; James Rodriguez, Fox Energy Specialists; Phil Smith, The Bath and Kitchen Showplace; Tiffany Acree, StrucSure Home Warranty; Jessica Goehring, Hotchkiss Insurance Agency, LLC; and Shane Bala, Stellar Home Theater and Beyond. Industry Investors who were not available for the photo were representatives of Dow Building Solutions, Johnson Supply/Armstrong HVAC and The Thompson Group at Classic Chevrolet.

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Spike: Rene Grossman - Nationwide Gutter LLC

CitiBlok LP
Chris Piccola
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Donnie Evans, Altura Homes

Ellie Visconti
Ellie Visconti
972-741-6328
Spike: Bob Cresswell, Cresswell Builders

Gutman Custom Homes Inc
Milana Gutman
972-836-6596

Maker Bros. LLC
Justin Bailey
972-807-2665

ASSOCIATES

All American Garage Doors, Inc
David Davis
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DOORS/OVERHEAD & GARAGE INSTALLED

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Ryan Johnson
281-961-1550
PLUMBING CONTRACTORS

Breeze Air and Heat/Breeze Mechanical, LLC
Jason Hartfiel
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Spike: Michael Turner, Classic Urban Homes

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Kase Selman
469-206-3892
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Diamond Built Construction
Jason Boehm
972-665-8874
ROOFING CONTRACTORS
Spike: Jeff Dworkin, JLD Custom Homes

Diamond Design
Cody Crossland
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EcoShield Framing Systems
Ray Hackman
214-326-0501
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Mindy Robbins
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PEST CONTROL/EXTERMINATION CONTRACTOR
Spike: Mark Dann, Highland Classic Homes

The Iron Snail Inc.
David Zuniga
915-204-7215
DOORS/IRON
Spike: T.W. Bailey, Bailey Family Bldrs

Viking Fence Company
Lisa Quirino
469-720-6944
TOILETS/PORTABLE
Spike: Michael Turner, Classic Urban Homes

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Publisher (Name and complete mailing address): **Dallas Builders Association, 5816 W. Plano Pkwy, Plano, TX 75093-4636**
Editor (Name and complete mailing address): **Barrie Vilches, Dallas Builders Association, 5816 W. Plano Pkwy, Plano, TX 75093-4636**
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10. Owner (Do not leave blank. If the publication is owned by a corporation, give the name and address of the corporation immediately followed by the names and addresses of all stockholders owning or holding 1 percent or more of the total amount of stock. If not owned by a corporation, give the names and addresses of all individual owners. If owned by a partnership or other unincorporated firm, give its name and address as well as those of each individual owner. If the publication is published by a nonprofit organization, give its name and address.)
Full Name: **Dallas Builders Association** Complete Mailing Address: **5816 W Plano Pkwy, Plano, TX 75093-4636**
11. Known Bondholders, Mortgagees, and Other Security Holders Owning or Holding 1 Percent or More of Total Amount of Bonds, Mortgages, or Other Securities. If none, check box None
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 Has Not Changed During Preceding 12 Months Has Changed During Preceding 12 Months (Publisher must submit explanation of change with this statement)

13. Publication Title: **The Home Builder**
14. Issue Date for Circulation Data Below: **September 2017**

15. Extent and Nature of Circulation

		Average No. Copies Each Issue During Preceding 12 Months	No. Copies of Single Issue Published Nearest to Filing Date
a. Total Number of Copies (Net press run)		1,200	1,200
b. Paid Circulation (By Mail and Outside the Mail)	1) Mailed Outside-County Paid Subscriptions Stated on PS Form 3841 (Include paid distribution above nominal rate, advertiser's proof copies, and exchange copies)	585	577
	2) Mailed In-County Paid Subscriptions Stated on PS Form 3841 (Include paid distribution above nominal rate, advertiser's proof copies, and exchange copies)	522	503
	3) Paid Distribution Outside the Mails Including Sales Through Dealers and Carriers, Street Vendors, Counter Sales, and Other Paid Distribution Outside USPS® (e.g., First-Class Mail®)	0	0
	4) Paid Distribution by Other Classes of Mail Through the USPS (e.g., First-Class Mail®)	2	2
c. Total Paid Distribution (Sum of 1b(1), (2), (3), and (4))		1,109	1,082
d. Free or Nominal Rate Distribution (By Mail and Outside the Mail)	1) Free or Nominal Rate Outside-County Copies Included on PS Form 3841	0	0
	2) Free or Nominal Rate In-County Copies Included on PS Form 3841	0	0
	3) Free or Nominal Rate Copies Mailed at Other Classes Through the USPS (e.g., First-Class Mail)	0	0
	4) Free or Nominal Rate Distribution Outside the Mail (Carriers or other means)	50	50
e. Total Free or Nominal Rate Distribution (Sum of 1d(1), (2), (3), and (4))		50	50
f. Total Distribution (Sum of 1c and 1e)		1,159	1,132
g. Copies not Distributed (See instructions to Publishers at page K2)		41	68
h. Total (Sum of 1f and g)		1,200	1,200
i. Percent Paid (1c divided by 1h times 100)		96%	96%

17. Publication of Statement of Ownership
 Publication is a general publication, publication of this statement is required, will be printed in the December 2017 issue of the publication. Publication not required.

18. Signature and Title of Editor, Publisher, Business Manager, or Owner: **Barrie Vilches - Editor** Date: **9-30-17**

I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on this form or who omits material or information requested on the form may be subject to criminal sanctions (including fines and imprisonment) and/or civil sanctions (including civil penalties).

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Construction Monitor				Dallas Metro Single Family Builders Year-to-Date 1/1/2017		
Dallas Metro Building Permit Summary Year-to-Date 1/1/2017				Builder	Homes	Value
Residential	Permits	Value	Units	1 DR Horton Custom	2331	\$430,543,188
Single Family Homes	23,969	\$6,886,777,565	23969	2 First Texas Homes	1070	\$360,763,580
Duplexes & Twin Homes	63	\$21,213,635	126	3 DR Horton	1400	\$333,517,171
Apartments & Condos	295	\$1,213,948,609	14618	4 Highland Homes	917	\$327,618,308
Cabins	2	\$40,000	0	5 Lunnar Homes	851	\$262,137,806
Other Residential Structures	360	\$52,760,099	0	6 Bloomfield Homes	809	\$156,357,385
Swimming Pools & Spas	4,427	\$194,070,978	0	7 Pulla Homes	768	\$165,794,785
Alternative Residential Energy	1,058	\$16,708,025	0	8 Toll Brothers Inc	262	\$151,546,382
Garages & Carports	181	\$27,860,256	0	9 Darling Homes of	344	\$136,488,285
Res Rm'd, Addn, Int Fin	3,835	\$290,774,188	0	10 Weaver Homes	442	\$135,417,565
Reroof Residential	2,695	\$85,465,787	0	11 Caliber Homes Of	287	\$125,746,454
Total Residential Const	36,845	\$8,788,739,820	38,713	12 K. Houmanian Homes	320	\$119,717,057
Dallas Metro Building Permit Summary Week 46 - 11/09/17 to 11/15/17 (permits over \$20,000)				13 Grand Homes	293	\$114,010,019
Residential	Permits	Value	Units	14 History Maker Homes	535	\$111,680,785
Single Family Homes	632	\$133,631,792	632	15 Magallat Homes	340	\$82,311,895
Demolition	36	\$83,050	0	16 David Weekly Homes	260	\$80,647,343
Grading & Dust	1	\$20,000	0	17 Ashton Woods Homes	277	\$89,918,016
Footing & Foundation	64	\$520,394	0	18 American Legend	330	\$89,564,383
Duplexes & Twin Homes	2	\$357,336	4	19 Britton Homes	186	\$89,514,405
Apartments & Condos	2	\$5,375,000	68	20 Magallat Homes Inc	297	\$87,216,901
Other Residential Structures	9	\$9,759,821	0	21 Landon Homes	256	\$83,713,292
Swimming Pools & Spas	83	\$3,673,664	0	22 Chase Custom Homes	240	\$83,518,221
Alternative Residential Energy	24	\$524,228	0	23 Shaddock Homes	200	\$82,109,085
Garages & Carports	3	\$315,114	0	24 LCI Homes	469	\$80,418,053
Res Rm'd, Addn, Int Fin	93	\$6,843,361	0	25 Gehan Homes	292	\$77,220,410
Reroof Residential	11	\$317,776	0	26 Meritage Homes	177	\$69,380,820
Total Residential Const	860	\$160,821,328	664	27 MHI Partnership	227	\$62,619,051
				28 Dunhill Homes	197	\$60,525,829
				29 Meritage Homes	188	\$56,273,528
				30 Impression Homes	277	\$53,982,280
				31 MI Homes	154	\$51,104,493
				32 Altura Homes Lp	179	\$46,198,387
				33 Taylor Morrison of	107	\$43,207,295
				34 David Weekly	104	\$42,929,484
				35 Our Country Homes	108	\$42,586,233
				36 Horizon Homes	160	\$42,196,860
				37 Robinson Ranch	127	\$40,997,918

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