

# CONNECTICUT BUILDER



The Magazine of the Home Builders & Remodelers Association of Connecticut

Winter/Spring 2017  
Interactive Digital Edition



**2016 Project of the Year**  
**The Horton Group**

Photo by Dennis Carbo

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# CONNECTICUT BUILDER

The Magazine of the Home Builders & Remodelers Association of Connecticut

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**On the Cover** - Kenny Horton spent \$1 million on environmental clean-up - then rehabbed this 1880 mill building as 15 luxury condominiums with original beams, brick walls, exquisite mill trusses and antique walnut engineered flooring – all within one block of the Guilford Green.

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## Connecticut Builder

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## From the desk of Peter J. Fusaro



In January, NAHB celebrated its 75th anniversary at the International Builders Show (IBS) in Orlando Florida. Former NFL quarterback, Peyton Manning, opened the ceremonies with a powerful speech about teamwork and leadership.

Over 80,000 attended this spectacular educational event for the home building industry, with over 1,500 top manufacturers and suppliers exhibiting the latest innovative new home products and 160 education sessions held in Orlando's 569,000 square-foot convention center. Several hundred Connecticut builders and suppliers were there to learn about foundation solutions to roofing and everything in between.



Many thanks to the following leaders for their NAHB commitments and the roles they have played during the past year at the national level:

- ▶ George LaCava, Area 1 Chairman.
- ▶ Ken Boynton, CT State Representative.
- ▶ Chris Nelson, Chairman Builder 20 Club.
- ▶ Bob Handbury, Construction Liability & Risk Management Council, Construction Safety & Health Council, Codes and Standards.
- ▶ Alan Handbury, Education Council, Business Management & IT Council.
- ▶ Eric Person, Secretary of Executive Officers Council.

### 2017 Housing & Economy Outlook Nationally Vs. Connecticut

Fueled by a growing economy, solid employment gains and rising household formations, single-family production nationally will continue on a gradual, upward trajectory in 2017, according to NAHB Chief Economist, Robert Dietz, speaking at IBS.

"While positive developments on the demand side will support solid growth in the single-family housing sector in 2017, builders in many markets continue to face supply-side constraints led by the three 'Ls' – lots, labor and lending. The industry needs to recruit more workers and get more land in the pipeline, but it will take time," Dietz said.

"However, these supply-side challenges are more than offset by continued economic growth, ongoing job creation, rising wages and favorable demographics. Moreover, builder confidence is up on anticipation that the incoming Trump administration will help to lower regulatory costs going forward. Regulatory requirements make up nearly 25% of the cost of a new home," said Dietz. "Given those constraints, it is hard to build a \$200,000 entry-level house."

### Congratulations and thank you to HBRAC leaders who represent us in Connecticut and nationally

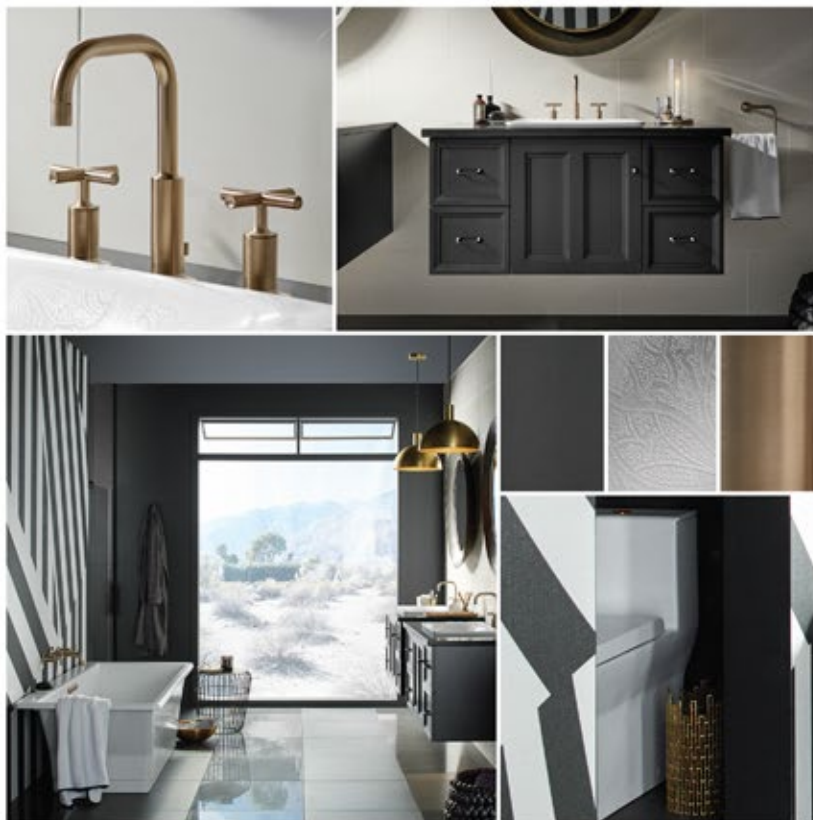
I would like to take a special opportunity to thank Nort Wheeler for his dedication and service as President and Chairman of HBRAC for the past two years. Nort travelled to meetings and events from Greenwich to Litchfield and from Hartford to New London in support of each local HBRA association. He testified at the Capitol; represented us nationally at board meetings and legislative events; and his creativity and hard work have left the HBRAC a more dynamic and successful organization.

Congratulations to Greg Ugalde, who has been elected 2017 second Vice Chairman of NAHB.





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## From the desk of Peter J. Fusaro

(continued)

As the economy continues to grow, NAHB expects mortgage interest rates will average 4.5% in 2017 and 5.3% in 2018.

### Connecticut tells a different story

Connecticut lags behind much of the nation in terms of recovery. As the last to enter the recession, it is also among the last to emerge.

"The Connecticut economic forecast for 2017 calls for growth which is roughly half the national average," said Connecticut economist, Donald Klepper-Smith

However, Peter Gioia, a senior economist with the Connecticut Business and Industry Association, is guardedly optimistic in his state outlook for 2017.

"Housing starts and sales are increasing while prices remain moderate, and interest rates will remain low, despite two three-quarter point Fed rate hikes."

"President Trump's position on trade, immigration and overseas corporate profits may hurt, but any rollback of anti-business regulation and renewed focus on jobs, transportation and manufacturing, will help the economy," Gioia said. "Overall, I expect Connecticut will finish 2017 in more positive economic territory than today. The real issue for the state is to get its own fiscal house in order and avoid more anti-business mandates."

### Home Building Industry Day at the Capitol

Our Annual Home Building Industry Day at the Capitol is April 26, 2017. This is the most crucial event of the year for us to make the needs of our industry known and effect positive change in Connecticut. I look forward to working with you all to Rebuild CT Together!

All the best,  
Peter J Fusaro  
CGP, CGB, CAPS, GMB, MCGP  
Chairman & President HBRA of CT

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### Media Sponsor

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We are thrilled to have Connecticut Cottages & Gardens as our media Sponsor this year! CTC&G covered the HOBI Awards extensively on their website and social media, and featured a selection of 2016 HOBI winners in a six page spread in their January issue.

## The 23rd Annual HOBI Awards – November 16, 2016

"Every year I feel that I am redundant in congratulating you on such a successful HOBI Awards gala, however it is well deserved. It is so powerful to be in a room with 790 or so building industry professionals - all out to recognize each other and to have a fun evening."

- Chip Poehnert, Liberty Bank

"The Custom Home of the Year award is an honor; to be in the room with so much talent and passion is humbling."

- Chris Pagliaro, PBS Architects



The 23rd Annual HOBI Awards Dinner broke yet another record, with 796 in attendance.





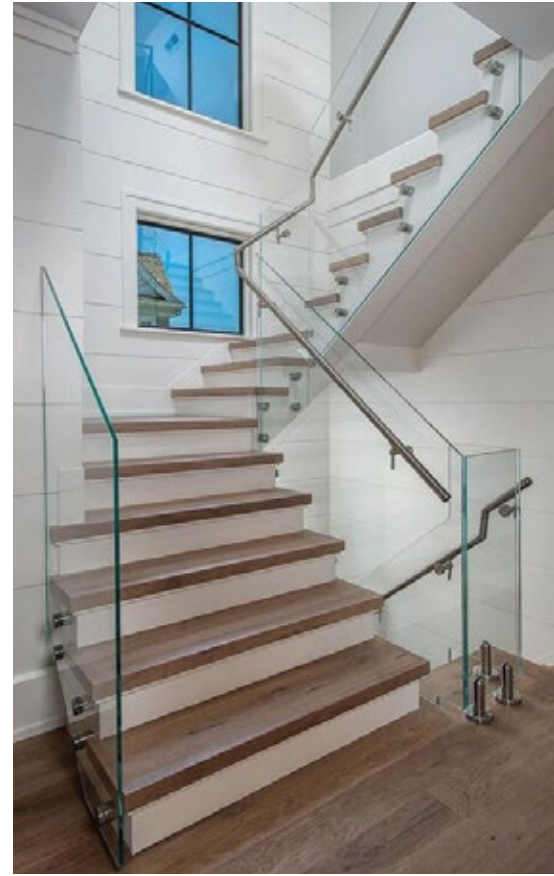
## In her opening remarks HOBI Awards MC, Joanne Carroll summed up the evening

“It’s a tribute to the resilience of this industry, that we continue to have talented young builders making their mark, like 27 year old Ryan Fletcher, who’s amazing custom home won the top award this year, and was the cover story of the fall 2016 issue of Connecticut Builder.

But the breadth of talent in Connecticut is also evident in respected companies, like Davenport Contracting, a superb Greenwich builder, whose owner, Rick Koch, passed away of cancer last summer. His wife, Beth & talented staff took over the company, and won three HOBI Awards this year for their outstanding custom work. There’s an incredible range of homes recognized again this year - from a \$305,000 SF home in Windsor to a spectacular \$11 million spec home in Greenwich.”

For the first time, we saw Greenwich homes go transitional on the interior with square edge moldings; black window & door casings, linear FPL’s, concrete look porcelain tile and glass panel stairs. In the kitchen - recessed wood veneer ceiling insets are popular; for countertops, stain & heat resistant quartz & quartzite are replacing marble; and shiplap is as common as drywall throughout homes. Crystal door knobs, rawhide area rugs; hi gloss cabinetry, and glass enclosed water closets are all the rage!

- Joanne Carroll, HOBI Awards Producer



Fletcher Development

## 2016 HOBI Judges



L-R Remodeling judges John Hertz and George Pusser, Matt Rich standing in for Tony Calistro, HBRA 2017 president Pete Fusaro, new construction judge Chris Steiner, HBRA 2016 President Nort Wheeler and new construction judge Jarrett Kravitz.

**Chris Steiner** – President of the Fairfield County HBRA, Chris is a diversified builder & the father of a new baby girl – Amelia Margaret.

**Jarrett Kravitz** – Central CT HBRA’s 2016 Builder of the Year, Jarrett has won past HOBI awards for both custom & spec homes.

**Tony Calistro** – 45 years in the industry, 23 years w/Rings End, as Director of Education and currently Commercial Sales coordinator.

**George Pusser, Cornerstone Contracting** – a successful builder of high end custom homes in lower Fairfield County. George has 30 years of experience in the industry.

**John Hertz, Hertz Construction** – a diversified builder in lower Fairfield County & 2012 winner of Best Green Community for Noroton Green in Darien.



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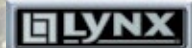
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## 2016 Top Award Winners



HBRCT Senior Officers Ken Boynton, Nort Wheeler, CEO Bill Ethier, Pete Fusaro & Henry Rozewski with Joanne Carroll and Joanne Hoerrner

Project of the Year winner Kenny Horton, the Horton Group with HBRCT 2016 President Nort Wheeler to his left and Treasurer Henry Rozewski at right.



Remodeled Home of Year winners Jim Hoffman and Doron Sabag Sound Beach Partners with Cece Connolly.



Custom Home of Year winner Ryan Fletcher with PBS Architects Chris Pagliaro left and Nick Sadjia right.



Community of Year winner Chris Nelson with HBRCT 2017 President Pete Fusaro to his left and HBRCT 2016 President Nort Wheeler at right.



Spec Home of Year winners John and Rachel Duffy, Duffy Craftsmen of Greenwich



Top HOBI Award Winners Bluewater Home Builders, recognized with 10 HOBI Awards this year, the most awards won by any company. Congratulations, Bob, Darren and the entire Bluewater team!

(continued)





# PROJECT OF THE YEAR

THE HORTON GROUP FOR RESIDENCES AT 66 HIGH STREET



**T**HIS IS A PHENOMENAL PROJECT by a man with a passion for historic rehab. Kenny Horton spent \$1 million on environmental clean-up, and then rehabbed this 1880 mill building as 15 luxury condominiums. He is adding three new steel frame buildings overlooking marshland and Long Island Sound – all within a block of the Guilford Green. DeCarlo & Doll is the architect engineer.

The interiors at 66 High Street are unique with original mill beams and brick walls, exposed ductwork, beautiful mill trusses, walnut handrails and antique walnut engineered flooring. The homes are equipped with quality Kohler fixtures from Bender, leathered granite counters and Wolf SubZero kitchen appliances.

In addition to the mill, *Marsh Walk* is a renovation of one of the shoreline's largest Quonset hut structures, which features the same original features and luxury appointments.





66 mill 1st floor



66 1st FLR Kitchen

The Horton Group was recognized with HOBI Awards for Best Condominium Community, Best Luxury Condominium Unit and Best Historic Rehab for *The Residences at 66 High Street*, and in particular, for the Mill building.

Listing agent, William Pitt Sotheby's International Realty, won Best Ad for promoting unique in town living at *66 High Street*, where they have sold 12 condominiums at \$650,000 to \$1.75 million for a penthouse unit.



Marshwalk Building



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# CUSTOM HOME OF THE YEAR

FLETCHER DEVELOPMENT - PBS ARCHITECTS



**A**RCHITECT CHRIS PAGLIARO AND BUILDER Ryan Fletcher pulled off the impossible on a tight steep cliff in Rowayton that was all ledge. A handsome unassuming street façade morphs into angled walls of glass overlooking Long Island Sound. The entire back of the home is cantilevered with steel outriggers pinned to the foundation so that terraced decks and a stone faced infinity pool seem suspended over the water.

Chris Pagliaro designed the home one room deep, and Ryan Fletcher built it with frameless structural glass & folding doors for unobstructed views. Doug fir ceilings and beams and Amy Hirsch Interiors, a 16 ft marble waterfall island and a state-of-the-art virtual golf room, add to the home's sophisticated charm.

However, the master suite is truly spectacular. A vaulted ceiling master bedroom with arched window walls and balconies on two sides is accompanied by a marble slab master bath with its own window wall – both rooms seemingly one with the water below.

Builder, Ryan Fletcher and architect, Chris Pagliaro accomplished all this, while achieving a blower door test of just 1.4 air changes per hour. (See Cover Story of Fall 2016 Connecticut Builder)







# OUTSTANDING MODERN CUSTOM HOME

DAVENPORT CONTRACTING



Here is the skylit front hall with three dimensional wood entry at left.

T

his incredible New Canaan guest house was designed by Windigo Architects and built by Davenport to resemble a transitional New England barn. It's constructed using steel bent framing, SIP panels, Ipe' rain screen siding, a concrete form chimney and metal roof. But take a look at the inside!!







The suspended white square you see is a floating bedroom loft, built using skim coated drywall over a steel frame, and cantilevered off the glass curtain wall.



Here's the main interior of the bedroom looking out to the main living space.



Davenport team with project manager, Lizzie Eifler

*(continued)*

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## BEST OUT OF STATE CUSTOM HOME SOUND BEACH PARTNERS



This glamorous, shingle style weekend home in Southampton by Sound Beach Partners is designed with oversized black framed Tischler windows, expansive porches and the requisite toys

inside and out. The sophisticated, modern interior features 11 foot ceilings, a foyer with circular carve out staircase leading to the second floor, blackened steel FPLs,



black stained paneling in the library, a sleek black and white kitchen, and open family room with glass enclosed gym.

## BEST CUSTOM VACATION HOME VAS CONSTRUCTION



In Westerly, RI, Vinnie Sciaretta built a four story vacation home with cable rail and glass panel staircase, shiplap walls, modern white glass cabinets and this Pocolanosa FPL wall mimicking ocean waves.

## BEST MODERN CUSTOM HOME PRUTTING & COMPANY



Instead of crawl space & flood vents to meet FEMA regs, Prutting & Co. used a slab on grade 1st floor for this Westport home. The low, cool roof is white reflective material. Inside, polished concrete floors, folding glass walls and limestone & zinc finishes meld indoors with outdoors - Sellars Lathrop Architects



**BEST IN TOWN CUSTOM HOME  
GREENWICH REALTY DEVELOPMENT** ★



This Georgian style brick home in downtown Greenwich, designed by Steven Mueller & built by Jay Ross, is only 35 ft X 75 ft with walled terrace and water feature.

**BEST CUSTOM HOME UNDER 3,000 SF  
FAIRFIELD COUNTY – LOPARCO ASSOCIATES** ★



**BEST NEW OLD HOME  
EARLY NEW ENGLAND HOMES** ★



This 1,400 sf cape in Lebanon CT combines today's amenities with the feel of early New England.



Steve LoParco built this darling Old Greenwich home for a young family. It features this open family room kitchen with beautiful character white oak floors from Sunshine Floors and antique walnut island.

**BEST CUSTOM HOME UNDER 3,000 SF  
NORTHERN CT – NORDIC BUILDERS** ★



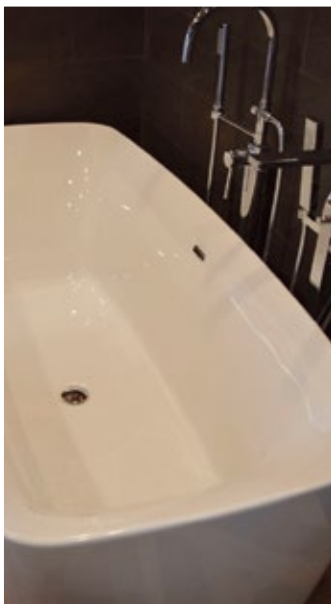
**BEST GREEN ENERGY-EFFICIENT CUSTOM HOME  
RICCI CONSTRUCTION** ★



John Ricci built this Cheshire home 12" thick with double 2X4 walls filled with dense pack for an R-44, and R-66 attic. He used a warm board radiant heat system, and the marble island is treated with a "bullet proof" coating to prevent staining.



In Tolland, Liz & Alan Koiva won for this contemporary meets Craftsman custom home with wrap around front porch, curved granite island kitchen and breakfast bay leading to a rear porch.



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# KLAFF'S



**BEST CUSTOM HOME UNDER 3,000 SF**  
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In Pawcatuck, Brom built this handsome 2,600 sf hip roof home featuring 10 & 12 ft ceilings and a large island kitchen with Shaker style cabinets.

**BEST CUSTOM HOME 3,000-4,000 SF**  
**BY CARRIER/CARRIER HOME BUILDERS** ★



In Burlington, Rajean Carrier built this traditional colonial custom home with cut stone skirt, elegant eyebrow entrance with double columns and a formal two story foyer.

**OUTSTANDING CUSTOM HOME**  
**FAIRFIELD COUNTY – DEROSA BUILDERS** ★



**OUTSTANDING CUSTOM HOME HARTFORD COUNTY**  
**– COCCOMO BROTHERS** ★

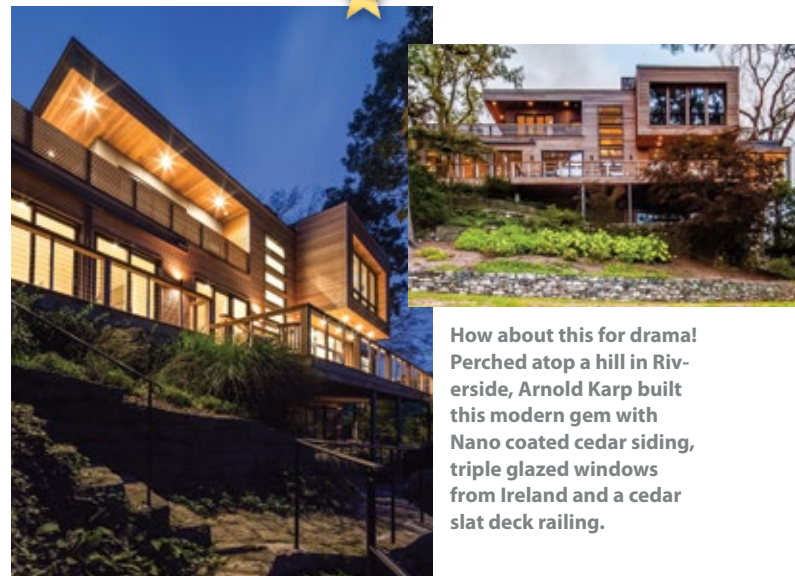


For this home on a difficult ½ acre lot in Farmington, Tom Coccoma had to build a 125' X 12' high berm, walk out basement with patio and rear deck to maximize value..



In Greenwich, Anthony DeRosa built this 4,900 SF six bedroom cedar shake center hall colonial in Riverside with gracious open family room and a handsome white kitchen with integrated wine fridge and pantry.

**BEST CUSTOM HOME 5,000-6,000 SF**  
**KARP ASSOCIATES** ★



How about this for drama! Perched atop a hill in Riverside, Arnold Karp built this modern gem with Nano coated cedar siding, triple glazed windows from Ireland and a cedar slat deck railing.

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## BEST CUSTOM HOME 5,000-6,000 SF

KARP ASSOCIATES



Inside, a 12'-9" waterfall island, 10 ½ ft ceilings and a sunken living room with 54" linear gas fireplace.



## BEST CUSTOM HOME 6,000-7,000 SF

ARGUS DEVELOPMENT



Tim O'Malley built this charming wood shingle country home in Riverside with stacked window stair tower, see thru stone fireplace from living room to dining, and beautifully designed island kitchen with butcher block prep area, Mom's command center, long marble counters and white washed oak floors.





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## **OUTSTANDING CUSTOM HOME 6,000-7,000 SF** **GILSON FINE HOMES**



Tim Gilson built this Asian influenced shingle style in Old Greenwich. Architect Steven Mueller maximized views to Long Island Sound with a port cochere side entrance. A spectacular three story atrium staircase is crowned with an elyptical cupola & roof deck.



## **BEST CUSTOM HOME 7,000-8,000 SF** **GREENWICH CONSTRUCTION**



Louis Van Leeuwen won for this Old Greenwich custom designed by Jones Byrne Margeotes with stunning columned entry & side porch, floating entry staircase, 10ft coffered ceiling kitchen/family room and this barrel ceiling master bath



## **OUTSTANDING CUSTOM HOME 7,000-8,000 SF** **ERI BUILDING & DESIGN**



Mike Palumbo & Kent Eppley design built this Darien home with the front facing a very steep slope. This allowed pond views from all four floors and a beautiful stone faced walkout lower level.

## **BEST HARTFORD COUNTY CUSTOM HOME** **FORE GROUP**

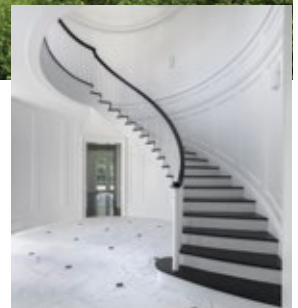


In Farmington, Fore Group built this stately 10,000 sf colonial in re-claimed brick with curved formal staircase and a grand two story family room with floor to ceiling bay window.

## **BEST CUSTOM HOME OVER 10,000 SF** **DAVENPORT CONTRACTING**



Davenport Contracting built this gorgeous Indiana limestone mansion on Round Hill Club Road in Greenwich. Designed by Mark Finlay, it's geothermal, and features an exquisite marble entry foyer with sculptured staircase and rift and quarter sawn white oak floors.







# SPEC HOME OF THE YEAR

## DUFFY CRAFTSMAN



**J**ohn & Rachel Duffy created this \$11.7 million stunner in silvery Alaskan yellow cedar and mahogany trim overlooking Greenwich Cove. John Duffy used freestanding breakaway decks to avoid being subject to FEMA's VE Zone. Rachel Duffy designed the enchanting kitchen with a reclaimed wood island, Penttal quartz top and ceiling inset above. Adjoining, is a striking bay breakfast room with book matched statuary marble slab wall and fireplace.

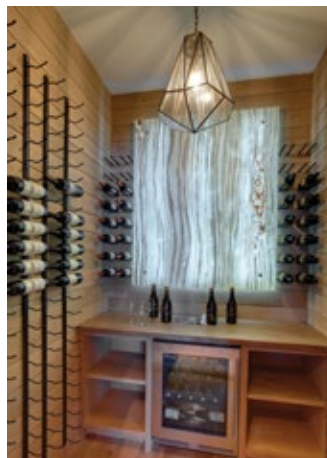






## BIRGIT ANICH STAGING & INTERIORS

BEST HOME STAGING



Duffy Craftsmen chose Birgit Anich to stage their home. She used luxurious contemporary furniture to enhance the open family room and living room with back to back fireplaces, and the winning two story rift & quarter sawn library with catwalk and adjacent wine room, featuring a translucent backlit onyx wall.

The sumptuous master suite with more winning home staging by B&A Interiors, features a contemporary marble faced fireplace in the bedroom, a gorgeous mirrored dressing room and white marble bath.

Greenwich required a landing for the roof deck, which made it a 4th story. John Duffy was successful in his appeal for the state to override the town, allowing this 3rd floor deck and spectacular view.





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## BEST SPEC HOME \$8-10 MILLION BSF PROPERTIES

Off Round Hill Road in Greenwich, Rick Rowland won for this handsome \$9.9 million stone & clapboard Georgian manor designed by Contadino Architects and Lindy Weaver Interiors. Connecticut Stone supplied a blend of three stones to achieve the richly appointed exterior.

The stunning two story family room features a classic fireplace with custom mantle of unique intersecting ellipses from Interstate Lumber. The family room is open to a double island kitchen, and pocket doors open to a driftwood library with matching glazed trim. The master suite includes a tent ceiling bedroom with balcony and mirror finish cabinets in the marble master bath. Rick worked with Joyce Sardo at Fordham Marble on the home's exquisite marble and tile.



"Fordham Marble is wonderful to work with and their showroom is like an art gallery." - Rick Rowland





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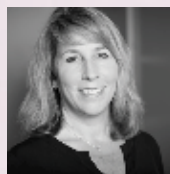
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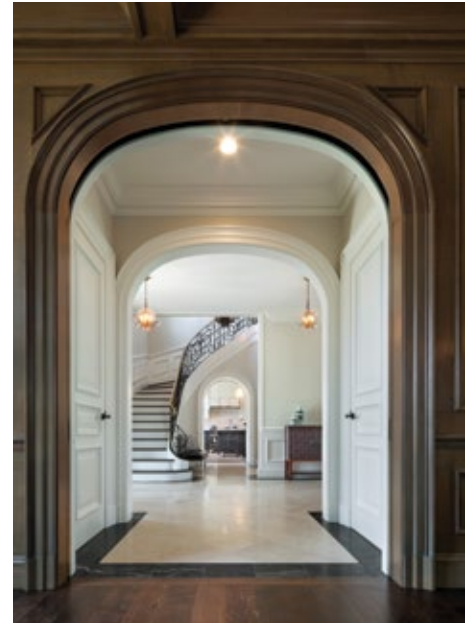
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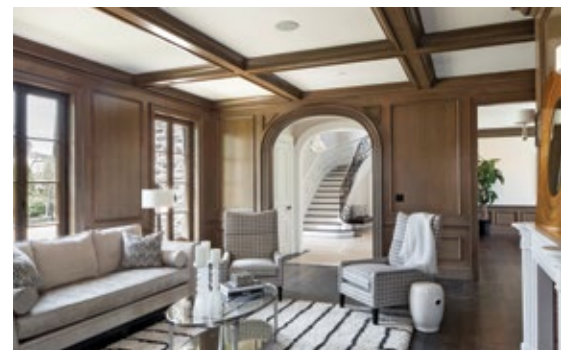
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**OUTSTANDING SPEC HOME \$8-10 MILLION  
PEERLESS CONSTRUCTION**



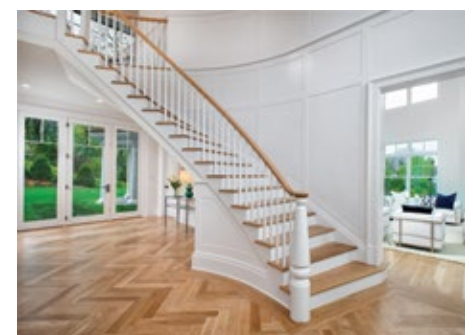
This exquisite French Normandy manor designed by Douglas VanderHorn is built by Rob & Tom Fischetti. Here's the view looking from the richly paneled library to the marble foyer with sculptured wrought iron stair railing and the beautifully appointed kitchen.



**BEST SPEC HOME \$6-7 MILLION  
BACK COUNTRY RAM**



Back Country RAM won for this striking shingle style Greenwich home with flared column eyebrow covered porch, soaring ceilings and walls of glass. A shiplap island is the star of the sunlit coffered ceiling kitchen.



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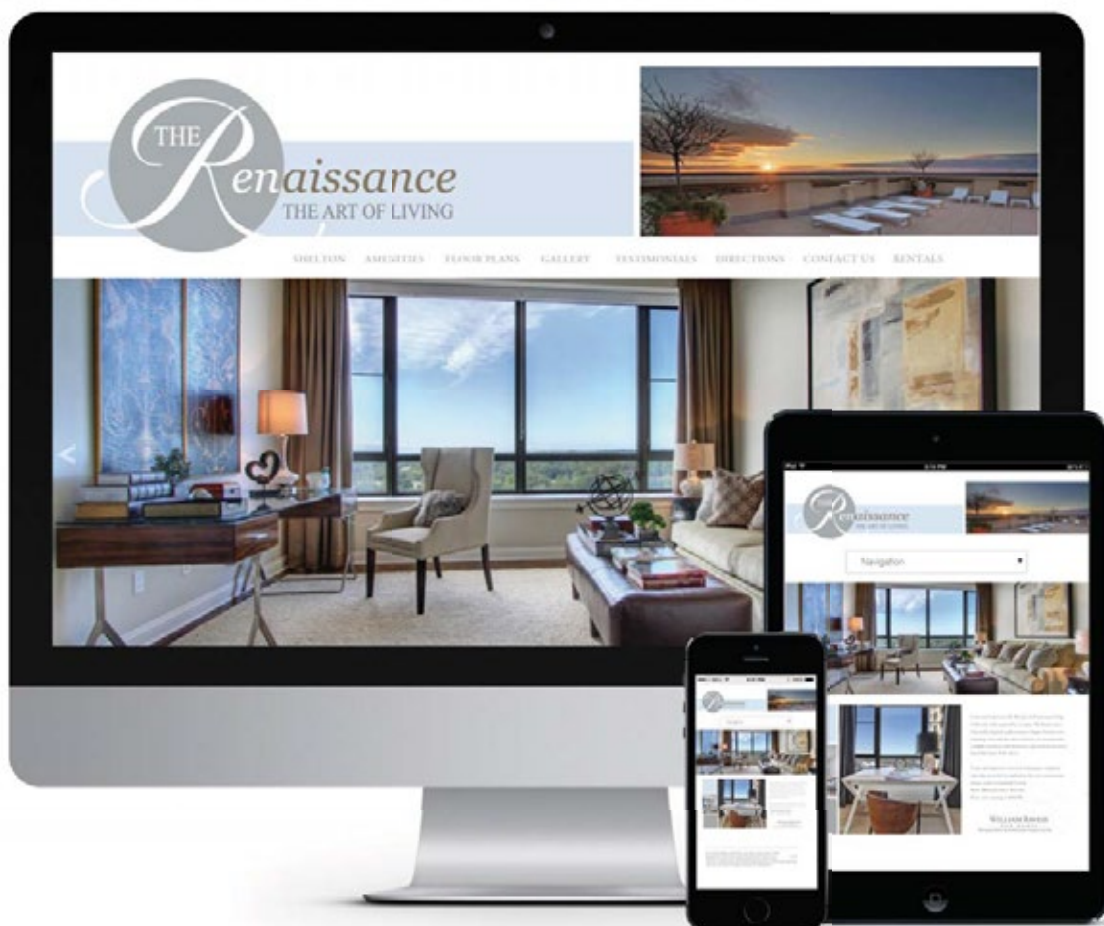
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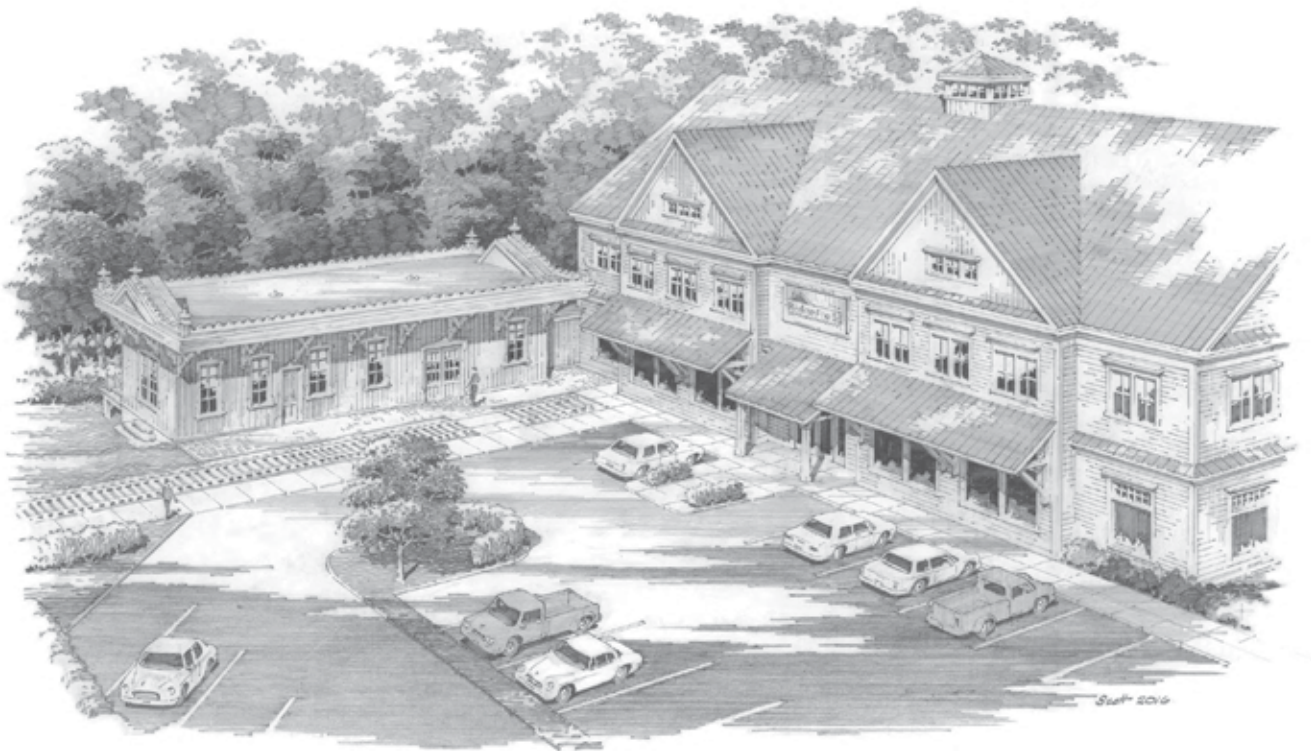
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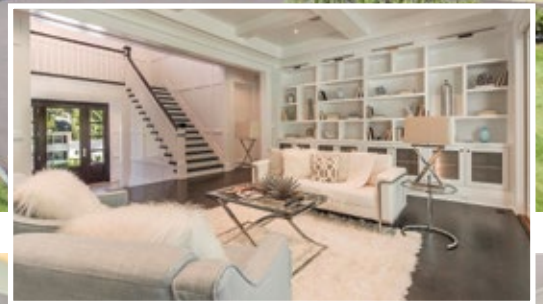
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## BEST SPEC HOME \$5-6MILLION TWELVE DEVELOPMENT



Tim Muldoon built this beautiful Greenwich home with step up living room and see thru linear fireplace. The winning kitchen features an oversize quartz island and aged oak beamed ceiling, a tent ceiling breakfast room and a high gloss butler's pantry. The focal point of the OUTSTANDING MASTER BATH is its walnut platform with pedestal tub and steam shower for two.

Twelve Development also won BEST LOWER LEVEL for this impressive home theater with barn doors and built-in bar and 1,000 bottle stone veneer wine room with stainless wine racks.







## BEST SPEC HOME \$4-5 MILLION FLETCHER DEVELOPMENT



How about this spectacular home designed by Jeff Mose and impeccably executed by Ryan Fletcher. Above left is the gracious family room, staged by Lisa Hyman of *Stage to Show* and the sculptural 4 story staircase with curved ship lap walls, see detail right. The spectacular kitchen, above right, features laminated and antiqued Doug fir beams with cable wire lighting.







## BEST SPEC HOME \$4-5 MILLION SIR DEVELOPMENT



This is one of 11 spec homes Rob & Julie Haroun SOLD in Westport in 2016 - this one purchased as a weekend home by a New York City couple with two children. The family room features a shiplap ceiling and FPL wall and a tent ceiling master bedroom. This home SOLD at \$4.2million



## OUTSTANDING SPEC HOME \$3-4 MILLION SIR DEVELOPMENT



Rob Haroun built this handsome manor in Westport designed by Anthony Tartaglia with Shawna Feeley interiors. Here's the rift sawn oak office with stunning geometric pattern ceiling. The enormous master wing features a handsome master bedroom with fireplace, a luxurious bath, this winning Dressing Room, and a bay window sitting room overlooking the pool





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## OUTSTANDING SPEC HOME \$3-4 MILLION BLUEWATER HOME BUILDERS



This modern Westport farmhouse is designed by Anthony Tartaglia with Hogue Interior Design, and features an enticing covered porch with step down patio and fresh water pool for the perfect Outdoor Room. The home's winning Foyer is a striking combination of vertical and horizontal lap board. The delightful HOBI winning Master Bath is outfitted in varying width ship lap, a diagonal plank tile floor, oversized glass shower, designer tub and dual Carrera marble pedestal sinks.



## BEST SPEC HOME \$2-3 MILLION BLUEWATER HOME BUILDERS



This classic 8,600sf shingle style home designed by Robert Storm and built by Bluewater, opens to a two story entry foyer and family room with 16 ft of glass that brings the backyard inside.

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**OUTSTANDING SPEC HOME \$2-3 MILLION  
SIR DEVELOPMENT**



This Westport home by S.I.R. is designed by Robert Storm and Shawna Feeley with a sliding glass wall in the handsome family room, and a stylish kitchen with Caesarstone island and stainless shelving. It sold in 1 week at \$2.8 million.

**BEST SPEC HOME \$1-2 MILLION  
ARCHETYPE**



Archetype principle, Paul Harris, designed this 3,800sf starter home for the Darien market. It's one of six new homes Archetype is building on Camp Avenue, blending open modern spaces with quality materials. Notice the shiplap island and shiplap ceiling inset. This home SOLD at \$1.5 million in 3 days with multiple offers!

**BEST IN TOWN SPEC HOME  
QUIBUS LLC**



Steven Mueller used a rear courtyard entrance for this stunning home in downtown Greenwich, which allowed the front porch to face Millbank Avenue. Inside, transitional takes over, with glass panel stairs, square edge moldings and low profile ceiling treatments

## 2016 HOBI AWARDS

### BEST SPEC HOME UNDER \$400,000 CONNECTICUT RESIDENTIAL ★



Scott Volpe built this contemporary farmhouse with a cathedral ceiling kitchen. Located on a 1+ acre lot in Oxford, it SOLD at \$349,900

### BEST SPEC HOME \$750,000-1 MILLION FAIRFIELD COUNTY THE MICHAUD GROUP ★



Rob & Marc Michaud built a classic four bedroom infill home in an historic Fairfield neighborhood. Here's the open coffered family room, dining room and kitchen.

### BEST SPEC HOME \$750,000-1 MILLION HARTFORD COUNTY – BY CARRIER ★



This striking Rajean Carrier home in Farmington is designed for an extended family. The five bedroom, 5,000 sf home SOLD at \$825,500.

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**OUTSTANDING IN TOWN SPEC HOME**  
**STELLAR HOMES** ★



In New Canaan, David Cacace built this adorable in town gambrel, designed by James Schettino with front porch, and riverstone accents. It SOLD at \$1.99 million

**BEST NOT SO BIG SPEC HOME**  
**SIR DEVELOPMENT** ★



Rob Haroun packed a lot of living into this Westport home, including this eat-in kitchen with reclaimed wood range hood, a butler's pantry and ship lap mud room.

**OUTSTANDING NOT SO BIG SPEC HOME**  
**FLETCHER DEVELOPMENT** ★



These two photos by Steve Rossi, [www.stevrossi.net](http://www.stevrossi.net)



To differentiate his home in a competitive New Canaan market, Ryan Fletcher and architect Mark Finley mixed a Nantucket casual exterior with New York City loft. A modern floating glass & steel staircase, black window & door casings and beadboard ceiling insets did the trick. The home SOLD to a first time buyer millennial at \$2.4 million.

**BEST SPEC HOME \$400,000-500,000**  
**WHITEHALL CONSTRUCTION** ★



In Litchfield, Meo Veldhuizen built this 2,800 sf colonial with exposed trusses in the breakfast room. It SOLD at \$495,000.





## COMMUNITY OF THE YEAR

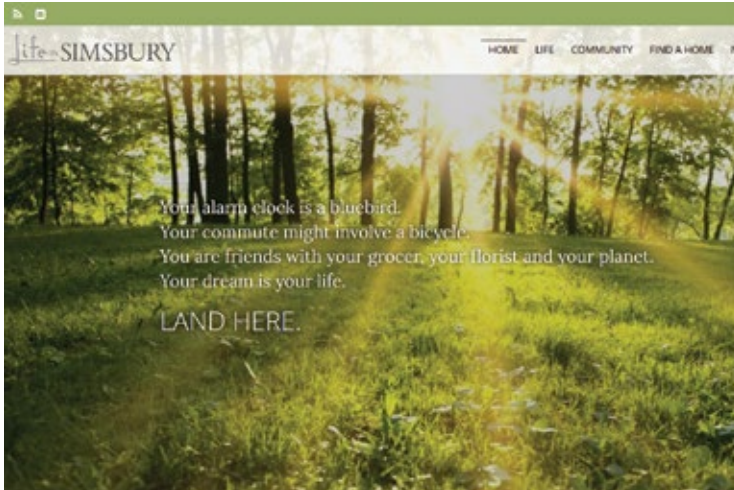
LANDWORKS DEVELOPMENT/ NELSON CONSTRUCTION



**C**hris Nelson & Ron Janezcko are developing a new rental community, *Highcroft Apt. Homes* in Simsbury. It's Low Impact with groundwater recharge for irrigation, and features LED lighting and deep overhang Craftsman style buildings for reduced energy consumption. Highcroft offers highly energy-efficient 1, 2 & 3 bedroom apartments, skillfully designed by architect, Jack Kemper, Kemper Associates.

*Highcroft Lodge*, which was recognized as *Best Community Clubhouse*, supports a relaxed amenity rich lifestyle, with an outdoor freshwater pool and 4,000 sf patio, lounges, cabanas and outdoor kitchen. Inside, a Great Room, game room, fitness and business centers and even an on site dog wash, provide every





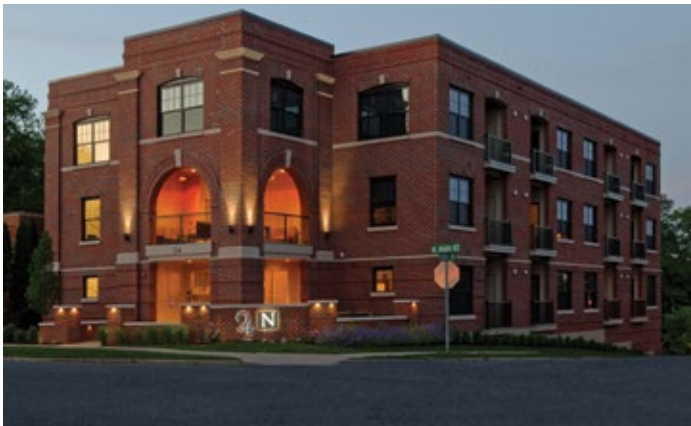
Landworks/Nelson Construction won *Best Marketed Community* for the website *LifeInSimsbury.com*, which was designed during presale marketing to communicate the benefits of a small town way of life. “Land Here” was the ultimate call to action. Landworks *Best Sales Brochure* visually communicates Highcroft as an antidote to today’s stress filled world.

In addition to the top Community award, Landworks/Nelson Construction won *Best Rental Community* for *Highcroft Apartment Homes* quality design and construction and successful lease rate of 68 apartments in eight months.





OUTSTANDING RENTAL COMMUNITY DESIGN  
KEMPER ASSOCIATES



In West Hartford Center, Jack Kemper designed this 18 unit midrise apartment building in brick veneer with cast stone accents. The arched outdoor porch is a gathering place for residents. Apartments have bamboo flooring, 10 ft ceilings and balconies.

BEST TOWNHOUSE COMMUNITY  
TOLL BROTHERS INC. FOR  
RIDGEWOOD AT MIDDLEBURY



Toll Brothers townhouse community, Ridgewood at Middlebury features an 8,000 sf clubhouse, indoor basketball, an outdoor pool & homes from the mid \$300,000's to the mid \$400,000's.



BEST GREEN ENERGY- EFFICIENT SINGLE FAMILY COMMUNITY  
BEST GREEN ENERGY-EFFICIENT HOME  
BROOKSIDE DEVELOPMENT FOR SINGER VILLAGE IN DERBY



No one can top Mark Nuzzolo & DJ Collins when it comes to affordable green housing. They won a National Innovation Award and the CT Zero Energy Challenge for their seven lot single family community, *Singer Village* in Derby – Connecticut's first zero energy-ready subdivision. Mark uses rain gardens

for storm water runoff, and a \$200 air cyclor with MERV filter instead of a \$2,500 ERV system. The optional Suntegra solar shingles are \$15,000 minus an \$8,000 rebate and a 30% Federal tax credit. The model home scored a HERS 22, and utilities are \$1,000 per year. Sales price: \$369,000 with solar!



## BEST HARTFORD COUNTY TOWNHOUSE T&M HOMES ★



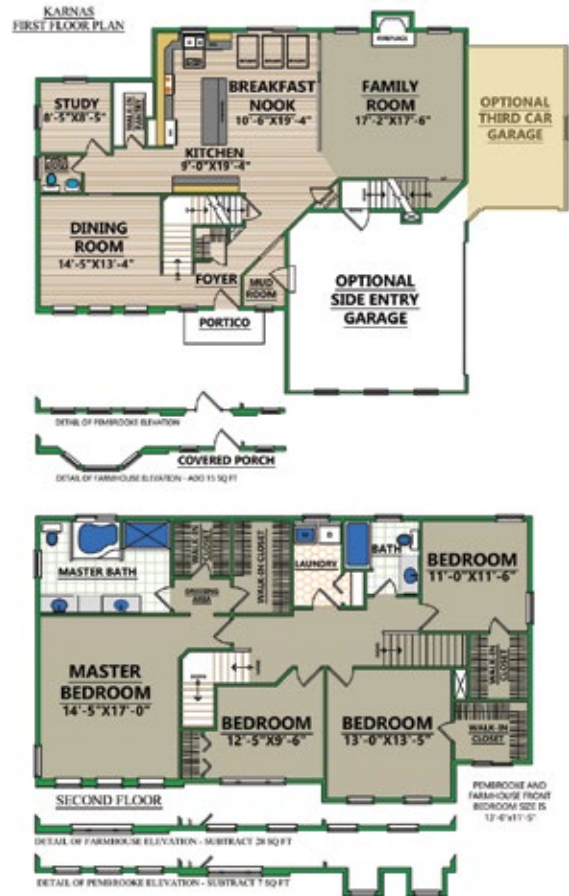
In Hartford County T&M Homes duplex townhouses at South Windsor Woods are connected only at the garage. The winning Janice features an 8 ft breakfast bar island, three bedrooms and a 4'X5 ft shower in the master bath.



This cute doghouse tucked under the entry stair of the model home at South Windsor Woods was recognized as BEST INTERIOR FEATURE.



## BEST SINGLE FAMILY \$400,000-500,000 T&M HOMES' HOMES ★



At T&M Homes' development, Suffield Chase, their new Senator model features a mudroom off the garage, study off the kitchen, & walk-in guest closet under the front staircase. Upstairs there's a dressing area with his and hers WIC's and luxury master bath.

## BEST ACCESSORY BUILDING BEST SALES CENTER - T&M HOMES ★



**BEST ACCESSORY BUILDING**  
The community Mail Center, with metal roof and interior of rough sawn hemlock beams & rafters supplied by Hartford Lumber



T&M won a HOBI for their Sales Center at South Windsor Woods. The right side is the model home and the left side is the options selection center.



## 2016 HOBI AWARDS

### BEST FAIRFIELD COUNTY TOWNHOUSE TOLL BROTHERS ★



Toll Brothers won for this Village Collection townhome at Rivington in Danbury. Pictured is the finished lower level. Sales start at \$350,000

### BEST SMALL LOT COMMUNITY - BEST SF HOME \$500-600,000 TOLL BROTHERS ★



Toll Bros. Bethel Crossing is a single family community with clubhouse and homes starting in the upper \$400,000's. The Ellsworth model features 9 ft ceilings, skylit breakfast area and luxurious master suite.

### BEST TRADITIONAL COMMUNITY TOLL BROTHERS ★



Toll Brothers Glastonbury Estates is a traditional community of 56 single family homes on 1+ acre lots with two story entry halls and luxury master baths. Sales are \$700,000-800,000.



**BEST FAIRFIELD COUNTY COMMUNITY**  
**15 HOMES OR LESS**  
**A&M BUILDING & LAND ★**



A&M Building & Land won for Water's Edge in Shelton, an enclave of 15 townhomes on the Housatonic River with private docks for kyacks or canoes.



**BEST ENERGY- EFFICIENT TOWNHOUSE COMMUNITY**  
**BEST NEW HAVEN COUNTY TOWNHOUSE**  
**CENTERPLAN COMMUNITIES ★**



**BEST HARTFORD COUNTY POCKET COMMUNITY**  
**BY CARRIER HOME BUILDERS ★**



By Carrier Home Builders was recognized for Sanford Cove, a cul-de-sac community of 5 Energy Smart homes in Farmington with Carrier's 5 year warranty. Rajean Carrier built this 2,500 sf colonial model home, which sold at \$609,000.



In North Haven, Centerplan Communities is building Pierpont Hill, an energy smart townhouse community of 149 duplex homes with Energy Complete insulation & a HERS 58. The Bradley model features 9ft ceilings and a tiered breakfast bar, a master down and 2nd floor bedroom bath. Sales start at \$345,000 and Pierpont is the 1st fiber optic community in Connecticut.

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ASW also won OUTSTANDING New London County 55+ HOME for the 1,500 sf Maple model featuring a square granite island kitchen and universal bath with walk-in shower and cherry cabinets. Alan Williams has sold 17 homes this year with ten more under deposit!

## BEST SINGLE FAMILY HOME \$300,000-400,000 VILLAGE BUILDERS



In Villages at Poquonock in Windsor, Village Builders three bedroom 1,600 sf model with two car garage has a starting price of \$305,000.

## OUTSTANDING NEW HAVEN COUNTY 55+ HOME EG HOME



At Chatfield Farms in Beacon Falls, EG Home introduced this charming two bedroom, two bath ranch with covered front porch, 9 ft ceilings and screened porch, and won.

## BEST 55+ HOME 2000-3,000 SF TOLL BROTHERS



At Summit at Bethel, Toll Brothers Brandeis model features this stunning kitchen, a tent ceiling living room and spacious loft.





# REMODELED HOME OF THE YEAR

SOUND BEACH PARTNERS



**D**oron Sabag & Jim Hoffman gave a stunning facelift to the outside of their own classically designed home on 14 acres in Greenwich, and transformed the interior into a modern showpiece. A black steel & glass entry, strikingly modern living room and a fluted wall in the dining room white marble kitchen, luxurious master suite with Bianco marble slab bath and stunning lacquered cabinetry in the gorgeous dressing room. In addition to the top award, Sound Beach was recognized with a HOBI for Best Remodeled Home \$2-3 Million.







But that's not all! Sound Beach trenched around a storage barn across from the house, added concrete footings, insulation and a standing seam roof, and turned it into this exquisite barn pool house with linear fireplace, concrete look Porcelanosa tile floors, a gym and yoga studio. The skillful conversion won them a 3rd HOBI Award!



A design collaboration is a very special relationship.



It's a pleasure when our passion for quality products becomes part of the creative process. As an addition to the wide assortment of brands that homeowners have come to enjoy in our showrooms, we've recently curated new collections to help custom home builders, architects and designers distinguish their work when transforming baths and kitchens. Product knowledge, detailed coordination and an accessible, friendly staff are added values we offer to ensure your project goes smoothly.

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## BEST REMODELED HOME \$5-7 MILLION R.R. BUILDERS



This gut remodel of a waterfront Port Chester home by Rich Rosano. Designed by architect Brooks Falotico, doubled its size to 10,000 sf and features covered porches and open decks.

## BEST REMODEL \$1-2 MILLION BEST MULTI-GEN UNIT DOMUS CONSTRUCTORS



## BEST GREEN REMODEL GREENTEK



How about this for a dramatic before And after renovation! David Mann employed the Bridgeport Green Team to deconstruct, rather than demo this Fairfield Beach home. Materials were donated to Habitat Restore. He used closed cell foam, Zero VOC paints and adhesives, a vaulted ceiling, skylit family room and a spacious rooftop deck overlooking L.I.S.



Chris Shea gut remodeled this Fairfield home and created a beautiful new kitchen, stunning paneled master suite and a winning multi-gen apartment for the owner's elderly parents. Pictured is the luxurious universal design 1st floor bath, with curbless see thru marble tile shower.





## OUTSTANDING REMODEL \$1-2 MILLION MLR PROPERTIES



Before

Take a look at this unappealing before, and the amazing transformation, as Megan Robertson turned a nondescript house in Essex into a charmer, with cozy columned front porch, and 10 ft. stone retaining wall and arched covered porch on the side facing the Connecticut River.



After

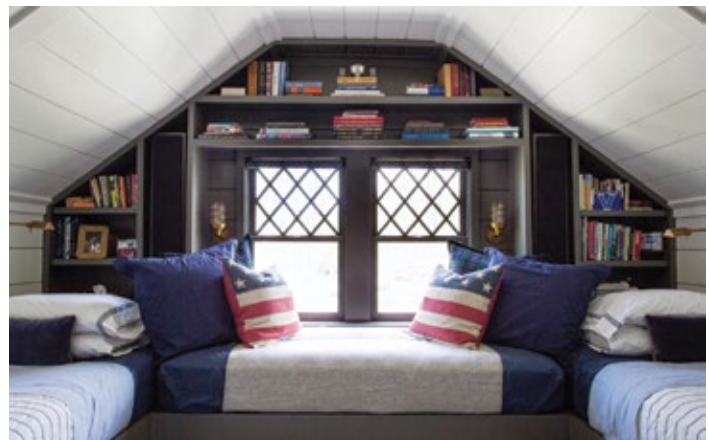


## BEST HARTFORD REMODEL SWEENEY ASSOCIATES



In Avon, Mike Sweeney remodeled a kitchen and family room, added this walnut bar to the billiards room, and a gorgeous master bath plus new 3rd floor.

## BEST REMODEL \$500,000-750,000 BONNIE PAIGE INTERIORS



Bonnie Paige, gutted and doubled the size of this Southport home. Pictured is the welcoming new attic bedroom.





## OUTSTANDING FAIRFIELD COUNTY RESIDENTIAL REMODEL BEST REMODELED KITCHEN , BEST REMODELED LOWER LEVEL BLUEWATER HOME BUILDERS



**B**ob Sprouls & Darren Andreoli added a gambrel style façade to this Westport home with architect Jim Jamieson. Here's the winning twin island kitchen with ship lap breakfast nook and a spiral staircase leads to a 3rd floor deck. The stunning lower level features a radiant heated concrete floor and French doors to the patio and pool. Jim Jamieson arch.

## BEST HISTORIC REHAB BRETON & SON BUILDERS



In West Suffield, Hartford County, John Breton added 2,000 sf to the 1790 Phelps House, using custom made trim and doors, a brownstone wall, period bullseye glass and even hardware made by a blacksmith.



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## BEST RESIDENTIAL REMODEL \$750,000-1 MILLION BEST OUTDOOR LIVING ENVIRONMENT HEMINGWAY CONSTRUCTION



Three photos by Carl Vernlund Photography



**H**ow about this Hemingway Man Cave with corral board walls, recycled leather floor and white quartz waterfall bar top. Outdoors, resort living, with unique metal pergola and PBS Architects signature light cages, stainless steel spa, a sunken firepit, reclaimed timber bar and built-in 85" outdoor TV. Architect- Chris Pagliaro PBS Architects.

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**BEST RESIDENTIAL REMODEL \$250,000-500,000** ★  
**BLANSFIELD BUILDERS**



Jim Blansfield remodeled this Weston home to add entertainment value. A sunken dining room kitchen with breakfast bar, and linear FPL in the living room.

**BEST RESIDENTIAL REMODEL UNDER \$100,000** ★  
**LIN DANIELS DESIGN**



Lin Daniels created an urban vibe for her Southport condo with this breakfast peninsula and cupboards with reed glass doors and practical, yet charming barnwood bench & cubby.

**BEST REMODELED BATH** ★  
**BLUEWATER HOME BUILDERS**



Bluewater created this fabulous statuary marble bath with curbless shower, free floating his & her vanities, oversized mirror framed in marble and a separate make-up vanity.



**OUTSTANDING REMODEL \$250,000-500,000** ★  
**KOUSHOURIS CONSTRUCTION**



John Koushouris renovated a New Canaan mish mash house with cedar ship lap exterior, floor to ceiling Pella windows and this striking modern kitchen with quartzite counters, Tay Koto cabinetry - mitered with no hardware - Laura Kaehler Architects, Larry Merz photo.

These two photos by Larry Merz. www.LarryMerzphoto.com

**BEST COMMERCIAL HISTORIC REHAB**  
**SANFORD & HAWLEY**



Sanford & Hawley Lumber restored their 200 year old Unionville building, combining old and new. Here's a new kitchen showroom with Medallion cabinets, Kemper island & reclaimed wood top.

**BEST NEW COMMERCIAL BUILDING**  
**RICCI CONSTRUCTION**



John Ricci built this 9,800 sf law office building with long stone retaining wall, 26 offices with sound dampening ceiling panels, a large file room and five conference rooms.



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## BEST GREEN COMMERCIAL MURPHY BROTHERS CONTRACTING ★



Murphy Brothers built the 1st GREEN self-storage facility in Mamaroneck featuring ICF construction, rainwater harvesting and an 8K solar shingle system.



## BEST COMMERCIAL REHAB STEINER INC. ★



## BEST ADAPTIVE REUSE MURPHY BROTHERS CONTRACTING ★



On Arch Street in downtown Greenwich, Murphy Bros. & Lovas & Tomasetti turned an historic Queen Ann home into this eye-catching building. Perfect Provenance is an art inspired luxury concept store with revolving exhibits and its own café.



Steiner Inc. renovated a 160,000 sf Danbury building, replacing garage doors with 9ft windows and creating this indoor trampoline facility - BOUNCE!



## SPECIAL FOCUS AWARDS

### OUTSTANDING LIBRARY MURPHY BROS. CONTRACTING



This handsome quarter & rift sawn white oak library at Conyers Farm has an adjoining billiards room with grey felt wallcovering.

### BEST NEW PRODUCT/CONSTRUCTION TECHNOLOGY LEIGH OVERLAND ARCHITECT



Architect Leigh Overland used ICF construction for this Danbury medical building. The 12" insulated concrete walls are fire & storm proof, and save 50-70% in utility cost.

### BEST EXTERIOR FEATURE MURPHY BROTHERS



This neat storage pergola designed by Lovas & Tomasetti features woven cedar slats.

### OUTSTANDING SPECIAL PURPOSE ROOM HEMINGWAY CONSTRUCTION



Hemingway built this 1,500 sf pool room with vaulted beadboard ceiling and Nana Wall system. It's a spectacular addition to a Greenwich home.

### OUTSTANDING SPECIAL PURPOSE ROOM LOPARCO ASSOCIATES



LoParco Associates excavated 25ft down to build this gym/ basketball court with retractable basketball hoop. The walls are squash court material with maple floors.

### OUTSTANDING SPECIAL PURPOSE ROOM DAVENPORT CONTRACTING



This one of a kind 15 seat home theater was designed by Keith Yates for a retired cinematographer. Davenport built it as a floating room within a room. Super large supply ducts minimize air flow noise and make the room quieter than a professional recording studio. This was Davenport owner, Rick Koch's last project.



## BEST HOME ELEVATOR ELEVATOR SERVICE COMPANY



This 3 stop Symmetry elevator installed by Elevator Service Company is tempered glass with a ventilated shaft to prevent fogging.



## OUTSTANDING ENTRY FEATURE EMILIA FERRI ARCHITECTURE & DESIGN



Architect Emilia Ferri created entry drama in this modern home with stacked linear windows and a floating glass paneled staircase.

## OUTSTANDING OUTDOOR SHOWROOM CAFD



CAFD used lattice over a sky blue ceiling and shake siding to simulate a back yard setting with built-in grills and a Heatilator linear outdoor FPL.

## BEST SHOWROOM OVER 10,000 SF O&G INDUSTRIES



O&G's Earth Products Showcase in Bridgeport displays full scale stone facades and patios and overlooking it, is a new 2,200 sf Architectural Design Center.



## BEST SMALL SHOWROOM CLARKE DISTRIBUTORS

Clarke's renovated SONO Sub Zero Wolf Test Kitchen features elegant Dutch Made cabinetry, quartzite island and underlit overhang, which appeared on the cover of the summer 2016 issue of Connecticut Builder. Their Plain & Fancy Modern Farmhouse design shown here, shows off a Sub Zero column refrigerator freezer with mirror clad doors.

## SPECIAL FOCUS AWARDS

### BEST SHOWROOM OVERALL BENDER



Bender's new multi-level plumbing, tile and lighting showroom is housed in a 30,000 sf retail/wholesale shopping facility in Norwalk.



### BEST SHOWROOM 5,000-10,000 SF COUNTY TV & APPLIANCE



County TV's Stamford showroom celebrates their 65 years in business with four live kitchens, including this one featuring Wolf and Sub Zero appliances, a huge Hi Def TV display and a HOBI winning Smart Home Store.

### BEST NEW SHOWROOM TILE AMERICA/ TORRCO



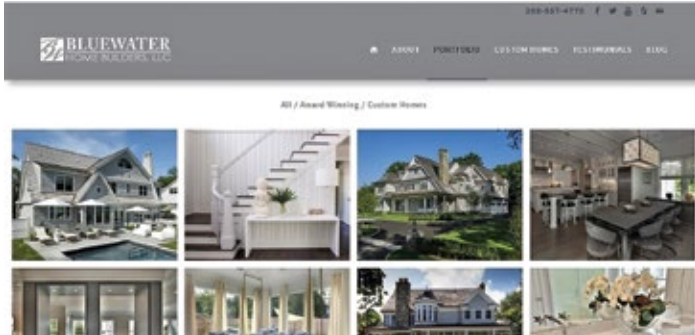
This NEW Tile America/Torrco Showroom in Fairfield features 27 vignettes showcasing the latest in stone, porcelain and glass tiles with state-of-the-art plumbing fixtures by Torrco.



## BEST BUILDER WEBSITE

BLUEWATER HOME BUILDERS

FOR [WWW.BLUEWATERHOMEBUILDERS.COM](http://WWW.BLUEWATERHOMEBUILDERS.COM)



Bluewater brands themselves with photos of their work and video testimonials. Then, they drive SEO with their creative blog.

## BEST SUPPLIER WEBSITE

BENDER FOR [WWW.BENDERSHOWROOMS.COM](http://WWW.BENDERSHOWROOMS.COM)



Bender won BEST SUPPLIER WEBSITE for its beautiful product room applications and easy to research inventory at [bendershowrooms.com](http://bendershowrooms.com).

## 2016 SALES & MARKETING AWARDS

### NEW HOME BROKER OF THE YEAR

JULIE HAROUN WESTPORT RESIDENTIAL



As managing realtor of Westport Residential and co-owner of S.I.R Development, in 2016, Julie Haroun had Gross Sales of over \$27 million!

### SALES MANAGER GARY EMERITO, BHHSNEP



As a leading sales manager at Berkshire Hathaway Home Services, Gary Emerito has 14 sales at Carson Way and Mill Pond Crossing in Simsbury.

### BEST DIGITAL MAGAZINE HBRA OF FAIRFIELD COUNTY



Fairfield County HBRA CEO, Gina Calabro, produces "Building Connections", an outstanding monthly digital flip magazine, which is sophisticated, timely and a valued resource for Fairfield County members.

### NEW HOME SALES MANAGER OF THE YEAR NICOLE DEFRADESCO TOLL BROTHERS INC.



At Toll Bros. single family community Glastonbury Estates, Nikki De Francesco sold 24 homes in 2016 with a gross of over \$26 million.

### BEST PROMOTION FOR A COMMUNITY



#### PARADE OF HOMES

Each fall and summer, Central CT HBRA CEO, Eric Person and Director of Member Services, Sheila Leach hold a successful Parade of Homes at 4-6 new home communities. The first day is for realtors, followed by a Sunday Parade of Homes for the public. Participating builders get great promotion for their communities.

### BEST AD WILLIAM PITT SOTHEBY'S INTERNATIONAL REALTY

WPSIR Guilford team were recognized for promoting unique in town living at 66 High Street in Guilford with 12 condominiums SOLD at \$750,000-1.5 million.

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## 2016 SALES & MARKETING AWARDS

### BEST COMMUNITY WEBSITE – HARTFORD COUNTY

#### BERKSHIRE HATHAWAY HOME SERVICES NEW ENGLAND PROPERTIES

At Johnnycake Mountain.com, a luxury home development in Burlington, Berkshire Hathaway Home Services uses drone video to emphasize views. [www.johnnycakemountain.com](http://www.johnnycakemountain.com)

### BEST COMMUNITY WEBSITE – NEW HAVEN COUNTY

#### CALCAGNI REAL ESTATE



Calcagni Marketing Director, Kathy Bauer & Director of New Homes, Joel Grossman

For PierpontHill.com, Calcagni Real Estate incorporated interactive polls and surveys, which have provided valuable consumer feedback to developer, Centerplan Communities. [www.pierponthill.com](http://www.pierponthill.com)

### BEST COMMUNITY WEBSITE – FAIRFIELD COUNTY

#### KARP ASSOCIATES



Alan Kun designed this responsive website to help Arnold Karp get approval on a controversial New Canaan project. An optimized M app icon, saves Merritt Village.com to your iPhone, iPad, or Android device. [www.merrittvillagenewcanaan.com](http://www.merrittvillagenewcanaan.com)

### OUTSTANDING HOME STAGING

#### STAGE TO SHOW

For 114 Skyview Lane, New Canaan which won Outstanding Spec Home \$4-5 Million. (See photos on page 36)

### BEST INTERIOR DESIGN

#### CONNIE COOPER DESIGNS

Connie Cooper created a formal beachy look for this 12,000 sf waterfront Hobbs built home in Darien. The gold chandelier is Niermann Weeks and cost \$10,000.



## COMMUNITY SERVICE

### CCO Habitats – David Vyerib



David Vyerib of CCO Habitats heads up the CT Basket Brigade which delivers Thanksgiving dinners to needy families. This year, they will have delivered over 123 tons of food (and fed over 28,000 people).

### MJD BUILDERS – MARK DEFILIPPO



After a fire leveled a home in Berlin, Mark DeFilippo donated his labor to rebuild this new one.

## HOME FINANCING

### BEST CUSTOM HOME LOAN

### BEST END LOAN PACKAGE

#### LIBERTY BANK



Liberty Bank is back in the winner's circle for the 20th year in a row with Best Custom Home Loan, and for the 1st year with Best End Loan Package for a Community! 🏆



## April 21-23, 2017 HBRA of Fairfield County

### Tour Homes

**Karp Associates, Inc.**

5 N. Crossway, Old Greenwich  
\$5.6 Million



**Argus Development LLC**

72 Meadow Road, Riverside  
\$6.3 Million



**Doherty & DeLeo Development**

11 Sunswyck Road, Darien  
\$5.25 Million

**Altamura Homes**

51 Edgerton Street, Darien  
\$2.3 Million

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**Saturday April 22 & Sunday April 23**

**10AM-5PM**

**Friday April 21 VIP Kick-Off Night**



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- **CT Cottages and Gardens Magazine.** Sponsor recognition in 2 page spread in April issue.
- **Transit Marketing.** Train Platform advertising in Lower Fairfield CT & Westchester County, NY. One Sheet Posters - 46"H x 30"W displaying homes on the tour, dates, sponsors and how to purchase tickets.
- **The Official Tour Guidebook.** Depending on the sponsorship level, each sponsor will receive advertising in the guidebook which is distributed to all tour visitors, local businesses, and will have a digital version online. 3,000 copies will be distributed on the tour and in targeted retail and real estate offices.
- **Mobile App.** Sponsor logos and direct links
- **Targeted Social Media Posts, Email blasts and e-Newsletter articles.** Logos on CTC&G and HBRA of Fairfield County social media and email.
- **Luxury Home Tour Website.** [www.ctluxuryhometour.com](http://www.ctluxuryhometour.com)

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## IBS 2017

For three days in January, 80,000 building industry professionals, including over 400 from Connecticut, attended NAHB 2017 International Builders' Show® (IBS), and the Kitchen & Bath Show as part of Design and Construction Week!

► The IBS exhibits spanned over 569,000 net square feet, with more than 1,500 manufacturers and suppliers.

► Many programs, events and 160 education sessions provided opportunities for attendees to network with colleagues and have a lot of fun.

► Lots of new experiences at IBS, including more hands-on, interactive learning experiences from the new Builder Clinics and Tech Bytes sessions, the CEDIA Smart Home Pavilion, the NAHB Meeting of the Members and an inside look at how high performance works at the new Building Performance Lab.

The next International Builders' Show® will be in Orlando, January 9 – 11, 2018!

### Connecticut Builder Elected Second Vice Chairman of NAHB



Connecticut Builder/developer, Greg Ugalde, was elected 2017 second vice chairman of NAHB during the association's International Builders' Show in Orlando, Fla.

Ugalde is president and chief legal officer of Torrington-based T&M Building Co., Inc., one of the largest home builders in the state. Since its founding



Greg Ugalde, Joe DiVerniero and David Trachten of Viking Kitchens & CNC's Joel Indig

in 1962, T&M has built more than 3,500 new homes in over 40 Connecticut communities. He is also the founder and owner of GFU Investments LLC, a builder/developer minority-owned business that focuses on urban development.

"Our focus this year will be to ensure that the housing market continues to strengthen," said Ugalde. "We will oppose unnecessary and burdensome regulations that harm home builders and consumers and call on lawmakers to protect the mortgage interest deduction and Low Income Housing Tax Credit as part of any tax reform efforts."

Ugalde has been active in the NAHB leadership structure at the local, state and national levels throughout his career. A life director, he has served on the NAHB Board of Directors for 15 years and has been a member of the NAHB Executive Board for the past decade.

He has also served on eight NAHB committees, was a member of several NAHB task force groups, served as the vice chairman of the Budget and Finance Committee and was chairman of Build-PAC and three other committees. From 2006-2010, he served as the NAHB State Representative from Connecticut. He

was the Moderator of the State Representatives in 2010, and in 2011 and 2012 he was elected as the National Area Chairman for his region.

From 2003-2005, Ugalde was the president of the HBRA of Connecticut, was named local and state 2000 Builder of the Year, has served on the HBRA board since 1999 and been a member of its executive committee since 2000. He is a three-time recipient of the HBRA Distinguished Service Awards, and served as chairman of the Connecticut Developers Council

from 1997-2004. Ugalde received the state home building industry's highest honor, the Charles J. LoDolce Award, in 2011.

An effective advocate and spokesperson on a broad range of housing issues, Ugalde has served on the HOME-Connecticut Steering Committee, the National Land Use Attorneys Network, the Governor's Blue Ribbon Commission on Affordable Housing and the Town of Burlington's IWWC and Parks & Recreation Commission. In 1998 he received the Hartford Business Journal's 40 under 40 Award.

Community involvement is important to Ugalde. He has served as president of the Avon-Canton-Farmington Youth Hockey Association. A certified coach in hockey and little league, he has coached more than 20 teams. He serves on the Westminster School Board of Trustees and is an accomplished member of the American, Connecticut and Massachusetts bar associations. Ugalde resides in Burlington with his wife, Mary Jane, and their four children.

NAHB's newly elected senior officers serve on a multi-leadership ladder. Ugalde will become chairman of NAHB's Board of Directors in 2019. □





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## Fairfield County Builder Peter Fusaro Elected 2017 HBRACT President & Chairman of the Board



The January Board of Directors meeting marked the swearing in of the 2017 Board of Directors and Pete Fusaro as HBRACT President and Chairman of the Board.



Pete Fusaro



Chris Nelson



Eric Santini

Chairman Pete Fusaro has attained the highest educational recognition in the industry, as a certified Graduate Master Builder, a Certified Aging In Place Specialist and one of only a handful Master Certified Green Professionals. A past president of the HBRA of Fairfield County and Chairman of the CT HBRA Green Council, Pete been recognized nationally with the highest NAHB Emerald Green and LEED Platinum designation for a home he built in Old Greenwich. Pete is a project manager with the award winning Stamford based custom building company, Sound Beach Partners,

In addition to Immediate Past President, Nort Wheeler, the new 2017 Senior Officers are Chris Nelson, Vice-President and Eric A. Santini, Treasurer.

Chris is a nationally recognized green builder and winner of the 2016 HOBI Award, *Community of the Year*, *Best Marketed Community* and *Best Clubhouse* for his latest rental community *Higroft Homes* in Simsbury. This is the third time in his career that Chris has built a new home community that has been recognized with the top award in the state.

Eric is a CPA and holds a Masters Degree. In 2014, Eric A. Santini was named Builder of the Year by HBRA of Central Connecticut. Santini's *Deer Valley North* community in Ellington received HOBI awards for the Best Overall Community, Best Rental Community and Best Luxury Rental Unit.

Henry Rozewski served diligently as HBRACT Treasurer for a number of years, and Bill Ethier expressed the appreciation of the HBRACT with a parting gift for him.



Henry Rozewski & Bill Ethier

## Nort Wheeler Accomplishes Much in Two Years

As HBRACT Chairman and president for the last two years, Nort Wheeler was an action oriented leader! He attended national meetings around the country and testified at the state Capitol on critical issues ranging from fire sprinklers to pyrothite affecting concrete foundations. Nort travelled to meetings and spoke at events from Greenwich to Litchfield and from Hartford to New London in support of each local HBRA association. He represented us nationally at NAHB board meetings and legislative events; and his creativity and hard work have left the HBRACT a more dynamic and successful organization. Thank you, Nort!



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## Ken Boynton Raises \$14,750 for BUILD PAC



HBRA Clambake

In August, Ken Boynton hosted a clambake at his summer beach home in Westbrook. Ken held his daughter's wedding reception there, and several full grown palm trees had been transported from Florida with the help of the Aqua Turf. The palm trees, sandy beach and Long Island Sound were the backdrop on a gorgeous summer evening, for a very successful fundraiser. Thanks to Joanne Hoerrner and Sheila Leach for their help in promoting and organizing the clambake and to the Aqua Turf for the delicious lobsters and clams so enjoyed by everyone attending.

In addition to the \$14,750 raised at this event, Build PAC Golf Tournament Chairman and Trustee, George LaCava and his committee, including Ken, raised approximately \$60,000 for BUILD PAC at the 14th Annual *Fiano Family Classic*. Originated and run by Larry Fiano for 13 years, this TPC River Highlands Golf Tournament & reception remains the most successful per capita event in the country for BUILD PAC.

Connecticut will receive a 50% Split Back of the total \$75,000 raised this year!



L-R Clambake host Ken Boynton, Billie Kaumaya, NAHB V P Government Affairs, Sheila Leach HBRA Central CT Director Member Services, NAHB 2nd Vice Chair Greg Ugalde, HBRA Central CT CEO Eric Person, Megan Everngam, NAHB Assistant VP Build Pac, Anna Satterfield, NAHB Field Rep, and BUILD PAC Trustee George LaCava

## Ken Boynton Raises \$14,750 for BUILD PAC (continued)



L-R Henry Rozewski, Bob Mariano, Pete Fusaro & TJ Casey



L-R Connie & Bob Hanbury, Joanne Hoerrner & Nort Wheeler & Chip Poehnert



Larry from Aqua Turf with ready to eat lobster



Larry Fiano



Ken Boynton and Deborah Wolfenson

## Lumber Market Update

by Frank Sanford, Sanford & Hawley, Inc.  
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The lumber and panel markets woke up from a nine month snooze in the first week of February. The primary reason for the sudden change in price and activity is the likelihood of a duty being added to the cost of Canadian lumber once again.

A group of domestic lumber mills filed anti-dumping and countervailing duty suits against the Canadian industry in November. The current schedule of hearings indicates that a determination could be made on or about April 24th. Duties could be retroactive for ninety days (approximately January 24th) if the International Trade Commission and the Department of Commerce both determine that "critical circumstances" are met. Duties are rumored to be in the 20-30% range, although no actual duties will be announced until April 24th. There is lots of speculation about what will actually occur. However it is having a real effect on the cash and futures markets right now, with futures leading the way up over \$30(roughly 10%) in the last week.

Meanwhile in the four months leading up to the past week

the markets have been relatively calm. Douglas Fir has increased 1.2% since late-September. SPF has declined 1.4%, increasing the spread between Doug Fir and SPF to 17%, still at the high side of the range but less than the 18% spread in May. Trading ranges continue to be unusually narrow.

Plywood and OSB have seen steady decreases. Douglas Fir Plywood is down 6%. OSB is down 3.2%. This leaves both well below their highs for 2016. Both have since increased activity and price increases in the past week following the activity in the lumber markets.

Other factors affecting the markets include increasing housing starts. Strong demand from China, although Russia is now their largest supplier, reducing the impact on North American timber supply. Decreasing timber supply in British Columbia and other western Canadian provinces following the Mountain Pine beetle devastation of the last decade is a real concern.

The net effect of everything is impossible to determine as the duty decision lies in the hands of bureaucrats and politicians. The only certainty is that prices are going up now. For how long and how high they go, we'll have to wait and see what the market will bear. □



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## NAHB Occupational Advisory Committee Member of the Year:

Eric A. Santini, CPA, MBA of Santini Homes

Eric Santini is a member of the Home Builders and Remodelers of Central Connecticut (HBRCC). Over the past year he has volunteered his time educating local student members, organizing site visits, and connecting the school with industry professionals and other HBRA members.



### Active with Rockville High School, an NAHB Student Chapter

- ▶ Visited classroom to educate students about various phases of the construction process: explains how to quote concrete, calculate framing, develop schedules, and so much more. Visited classroom more than 10 times during 2015-2016 school year, and twice in the fall of 2016.
- ▶ Set up site visits in 2015 and 2016; paid for the bussing for touring an actual building site. This site provided an opportunity to see every phase of the construction process in one location.
- ▶ Coordinates school visits with industry professionals – helps make industry connections. Santini set up an educational visit by the person in his company that develops prints, put Rockville High in touch with lumber suppliers, and opened up the doors of communication with various HBRA members.
- ▶ He is a supportive Chairman of the Board for the Connecticut Home Show that encompasses the Youth Design Competition for High School students – this competition is for architectural design students. The show requires students to develop prints and build a scale model of their designs. During the event, several guest speakers from the industry speak to the students.
- ▶ Eric participates in the Career Fair at Rockville and Ellington High Schools where they tell students about careers in the field of construction and hold mock interviews. \$500 was awarded to the Rockville High School NAHB Student Chapter in honor of Eric.

### CONGRATULATIONS,

*Eric for going above and beyond to support the future of our industry. 🏡*

## 2017 House of the Year

2 Wellesley Court, Avon

Developers Council Chairman and HBRCT Past President, Bill Ferrigno, is building his 2nd House of the Year for the HBRA of CT. The lot for the current HOY was purchased by HBRCT in Bill's 15 lot single family subdivision, *West Hills* in Avon, and is the last lot to be developed.

Bill reported at the January board meeting that the house is 3,600 sf on two floors with a 1,000sf basement. It's framed and weather tight; rough mechanicals are installed, inspected and approved. The house is insulated and sheetrocked, and all utilities connected. Estimated completion is April 15th.

The home is listed on MLS at \$799,900, and there have been several showings to date.



L-R Simsbury Bank V.P. Leslie Clancy, Sr. V.P. Gary Burdick, HBRCT CEO Bill Ethier, Simsbury Bank President Martin Geitz, HOY builder Bill Ferrigno and V.P. Construction Lending for Simsbury Bank, Bob Francolini.

Suppliers who have generously donated supplies and services include the following:

**Attorney Bob Meyers** – bank counsel

**Attorney Dori Famiglietti** – HBRCT construction loan counsel

**Denno Surveying** – stake out and as built

**Buck & Buck** – site plan

**Trilacon Realty** – MLS Listing

**Nelson Construction** – gravel fill

**Simscoft-Echo Farms** – trucking fill

**Pella windows** – two sliders and front door

**Boise Cascade, Warren Trask**

**Company distributor** – fire rated joists

**Glasco** – HVAC equipment

**Bender Plumbing** – discounted plumbing supplies

**Moen** – faucets and valves

**CAFD** – Heatilator gas fireplace

**Viking Kitchens/ Homecrest** – discount on cabinetry

**Sanford & Hawley** – Louisiana Pacific – discounted wood composite siding, Huber framing & sheathing and GAF American Heritage Timberline roofing.



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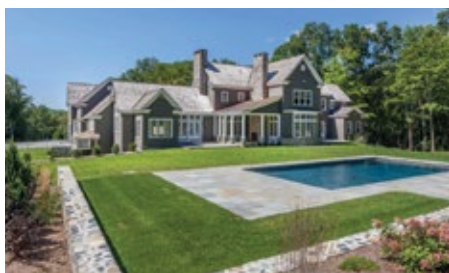


## Builder News

### Corbo Associates Builds \$6.9 Million Spec House In Washington CT

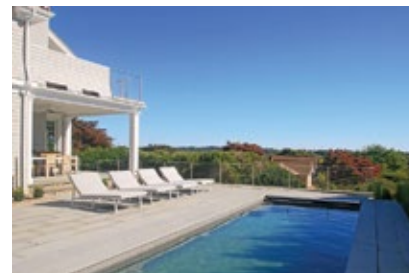


Ralph Corbo is building a 9,000 sf home on a 31 acre property he owns on Nettleton Hollow Road In Washington, CT. This is the only high-end home in Litchfield County being built without a specific client. Corbo Associates Inc., which is based in Roxbury, has been recognized with nine HOBI Awards over the years.



The house, called “Stone Bridge”, is being built with the latest high-tech amenities, including geothermal technology and a security system that can be controlled from a smartphone, laptop or tablet. The new homeowner will be able to adjust the temperature, lights, audio system and garage doors with the same devices. The home is listed at \$6.9 million.

**BLUEWATER HOME BUILDERS** – Darren Andreoli and Bob Sprouls have recently completed a stunning 5,700+ square foot home overlooking Compo Beach in Westport with master suite balcony, 4 en-suite bedrooms, walk-up 3rd level with second rooftop balcony, and lower level with gym, playroom and separate entrance. Covered porch with fireplace, outdoor kitchen with sitting area, patio & pool. Robert Storm Architect, Interiors by hogueID. Sales price \$4.995 million



**CHRIS NELSON, NELSON CONSTRUCTION** – Chris and Landworks partner Ron Janeczko have two for sales communities in Simsbury, where activity is slow. However, at their new rental development, Highcroft Homes in Simsbury, they have leased 60 apartments in six months! Half of the renters are transferees.

**SIR DEVELOPMENT** – Sold 11 spec homes in Westport in 2016 in the \$2-4 million range. Responding to the soft upper end market with spec homes in the \$1-2 million range with 10 homes projected for 2017.

**BILL FERRIGNO, SUNLIGHT CONSTRUCTION** – Bill sold 7 homes in Avon in November/December. He is starting a new community in Simsbury, having been approved for a Workforce Housing Overlay Zone (WHZO) and for single family detached, patio attached homes, and multi-family on the property located at 22 Hoskins Road. The community will include 24 apartment residences abutting current apartments on Ely Place, 12 less high-density patio homes and 52 single-family homes spread throughout the remainder of the complex.

This parcel was identified in the 2009 Incentive Housing Study as a potential WHZO with the WHZO adopted by the Town in 2013. Of the 88 units, 20% or 18 Workforce Housing units will utilize the three types of housing to spread WHZO units throughout the development; the goal for WHZO is a family unit with income less than 80% of Simsbury median income - currently about \$109,000 for a limit in the low \$80,000 range with 30% the maximum applied to housing costs including, mortgage, principal and interest, taxes, utilities, and homeowners association fees. The deed restricted housing is for 30 years and they document and report annually to the Town.

The homes will feature traditional design with 8 models, including 3 that will appeal to empty-nesters (first floor bedrooms) and sizes ranging from 1400-2500 sq. ft. Other features include low maintenance exteriors, walking distance to the local shopping area, and the development backs up to Town of Simsbury open space.

(continued)



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## Builder News

(continued)

**ERIC A. SANTINI, SANTINI LIVING** – is building two luxury apartment developments in Ellington and Vernon, which have been leasing to millennials and empty nesters.

"I am nervous about the number of apartments being built, especially in Hartford. At some point, there is going to be a market correction."

- Eric Santini

### LIZ VERNA, VERNA

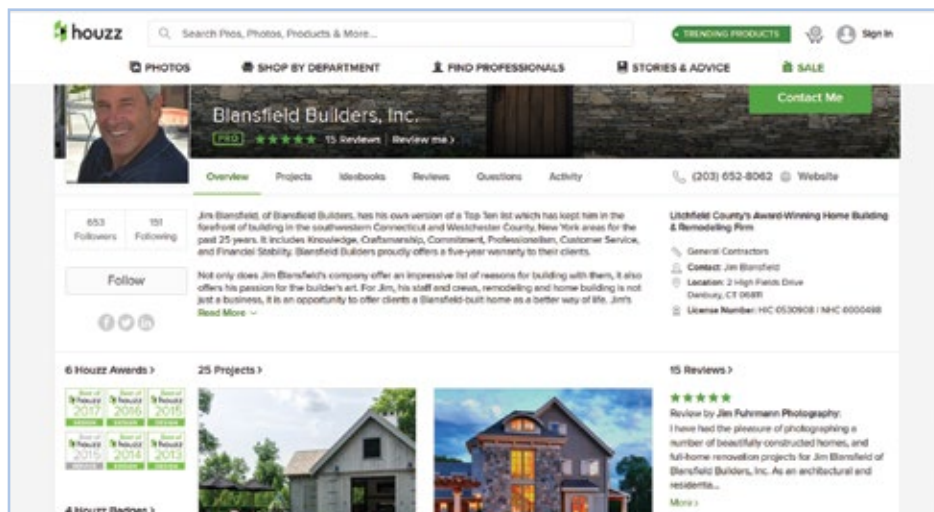
**PROPERTIES** – Liz is building in Cheshire, Wallingford & Southington. "I made a New Year's resolution to 'Just say no', when it comes to negotiation of sales price. It's been successful so far, with full price sales of \$419,000 in our Southington single family community, Hillcrest Village."

**KEN BOYNTON, BOYNTON CONSTRUCTION** – Ken sold out at Stage Coach Farms, an active adult community of 12 homes (1,800 & 2,100 sf ranches) starting at \$339,000 in Durham.



## How Homebuilders Can Leverage Houzz, Pinterest and Instagram to Generate More Business

by Danielle Winterberger @DanielleWinterb adapted by Connecticut Builder with houzz, Pinterest & Instagram pages of Connecticut builders



laborate with home buyers online. They can post images of their own designs, décor, or floor plans allowing a potential client to transition from collecting their own ideas to actually seeing what options could be viable.

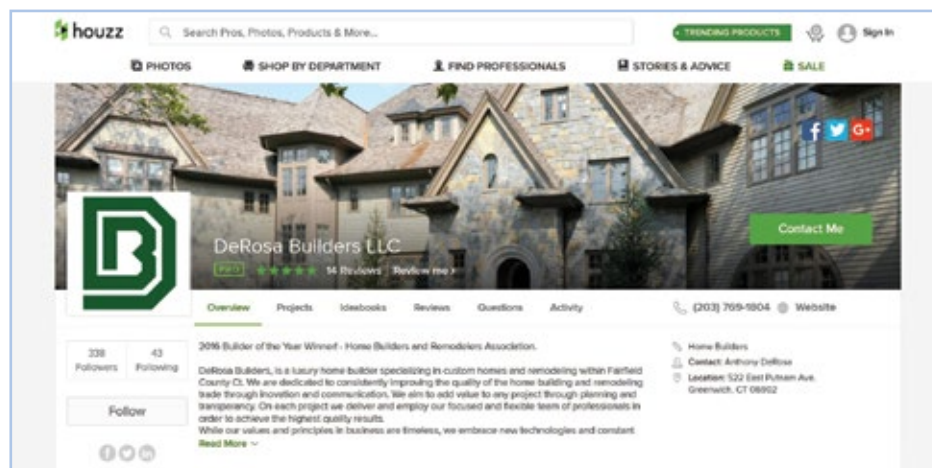
Houzz also allows the home builder to accumulate comments and reviews, encouraging past customers to engage with potential clients who are in the process of looking. According to a Zendesk survey, 90% of customers say buying decisions are influenced by online reviews, making this aspect of Houzz undeniably critical.

(continued)

### Houzz is an increasingly effective tool to speak to home buyers

There are several aspects of Houzz that allow a homebuilder to communicate directly with interested home buyers. For example, homebuilders can post pictures and statistics of projects they are working on or have completed. This gives the home buyer a taste for what a project could look like when the idea of building a new home seems very daunting.

Homebuilders can also use what Houzz refers to as Ideabooks, allowing them to col-



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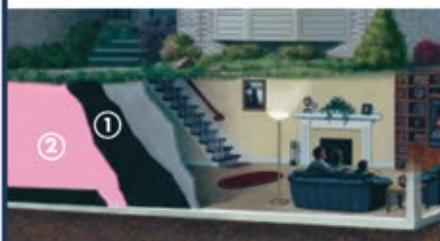
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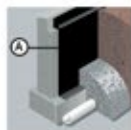


- [1] The black, flexible membrane of TUFF-N-DRI H8 seamlessly seals out water leaks and seepage.
- [2] Pink WARM-N-DRI® foundation board insulates basement walls on the outside to reduce condensation inside.

\*See TUFF-N-DRI.com for full details on the 30-year performance warranty. \*\*Builder magazine Brand Use Studies. ©2009, Tremco Barrier Solutions, Inc. TUFF-N-DRI® is a registered trademark of Tremco Barrier Solutions, Inc. WARM-N-DRI® is a registered trademark of Owens Corning.



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## How Homebuilders Can Leverage Houzz, Pinterest and Instagram to Generate More Business

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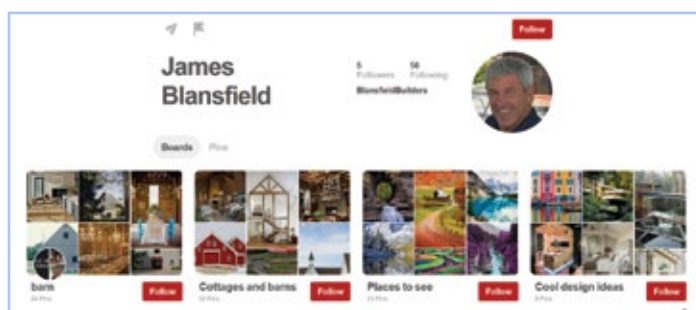
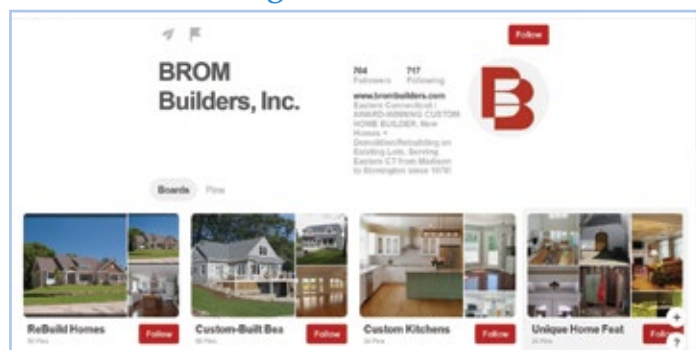
### Pinterest can be used in innovative ways to aid homebuilders in selling.

Pinterest is an avenue to reach those who are searching for specific keywords related to their industry and then engaging this audience with related boards.

Pinterest allows for users to invite other users to share a board and “pin” ideas to it together. While similar to the Houzz Ideabook function, Pinterest takes this interaction to the next level by allowing “pinners” to add their own information, including images and blogs from their website.

Pinterest also creates the opportunity to build boards and pin trending topics, catching any viewers who may be interested in related topics but are currently searching trends. For example, plenty of home-makers could be interested in remodeling their kitchens, but as the holidays are approaching they are more interested in searching for “creative table settings for Christmas.” By building a board around “decorating for the holidays,” a homebuilder could catch the eye of anyone who is looking for ideas on how to decorate their own homes for the holidays.

While building SEO through social media and gaining credibility for resonant and relevant posts a homebuilder can greatly increase traffic and potentially sales on their website. In a world where 88% of pinners purchase something they have pinned and 49% purchase 5 or more products they pinned, homebuilders must join the movement.



### Instagram offers more than just pretty pictures

Instagram is an opportunity for homebuilders to follow up on those who are interested in their posts and then to follow them and see what else they are interested in. Using information like this and collecting personas can be very helpful data in the long run. Discovering, from lead to customer, what a typical BUYER persona is on social media can greatly alter the strategy a homebuilder can use to target the right audience.

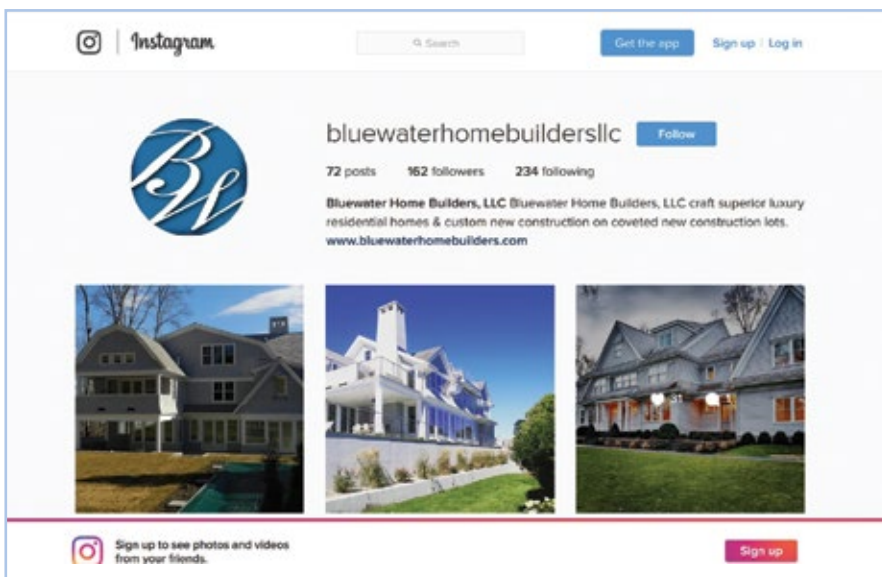
Instagram also offers the unique opportunity to post short

video clips. For example, new home builders can use this option to give a tour of a new build or a walk through a construction zone as led by the president of the company herself. These kinds of insider looks help build integrity and emotional connectiwons with those who are serious about their home buying search and are evaluating their options of brands. It is a well-known fact that “[people] are not thinking machines...[but] are feeling machines that think” – so cater to the emotional side of a big decision.

Are you more likely to buy a new home from a builder who has a 10 second video of a woman buying a new house, getting help from the builders to make it just right, and then ending with a soldier in uniform walking up to the door finally seeing his new home or from a brand that isn’t even on Instagram?

These three social media channels have changed the strategy of selling over the past couple of years. Cold calls won’t cut it when your competitor is researching buyer personas based on trends on their own social media sites and is interacting directly with interested consumers from the comfort of their own homes and smartphones.

*It’s time to change your strategy and find what works for you. The biggest risk you can take in 2017 is to keep doing what you were doing in 2016. ☐*







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## Buisness Product News

### Birgit Anich named Top 10 Home Stager in U.S.



We are proud to announce that HBRA's member Birgit Anich of BA Staging & Interiors has won the Award for Top 10 Professional Stager in the US 2017 - Vacant Homes Staging. Birgit has been presented on January 20th with the Award during the annual Awards Banquette during the RE-SACON Convention organized by the

Real Estate Staging Association (RESA) in Las Vegas.

The Real Estate Staging Association® (RESA®) is the

trade association for Professional Real Estate Stagers and Redesigners. The international RESA Awards are the most prestigious awards in the Real Estate Staging Industry. Established in 2008, each year top producing stagers are recognized for their professional excellence and superior skills in the art of home staging and re-design.

**BA Staging & Interiors** is the only real estate staging company in Fairfield County that stages with a unique staging design to make each new construction memorable for home buyers so they want to call this property their HOME.

### Sunshine Signature Offers Bog Wood Floors

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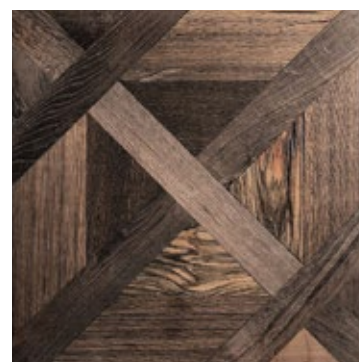
Bog-wood is created from the trunks of trees that have lain in bogs, and bog-like conditions in lakes, rivers and swamps for centuries or more. Deprived of oxygen, the wood undergoes the process of fossilization and morta formation.

Water flow and depth play a special role in the creation of morta. Currents bind the minerals and iron in the water with tannins in the wood, naturally staining the wood in the process. This centuries-long process, often termed "maturation," turns the wood from golden-brown to completely black, while increasing its hardness to such a level that it can only be carved with the use of specialty cutting tools.

Sunshine Signature owner, Razvan Tata (R.T.) explains his company's goals in offering this unique product:

"Our main goal is to give a second life to bog wood by creating extraordinary products and popularizing bog wood internationally.

– Razvan Tata



"We have the machines and equipment needed for processing this precious wood," explains RT, "and modern drying techniques have made it possible to preserve larger planks of bog oak that are suitable for bespoke flooring, furniture, walls, doors, window frames, and sculptures.

"Sunshine offers Bog Oak wood, logs, slabs, boards, planks, veneers," says RT. "We have a team of knowledgeable, very experienced carpenters and

we cooperate with leading architects and interior designers in offering one of a kind products. Slabs can be natural or treated – dark or bright, wet or dry.

Bog Oak material is unrepeatabe art made by nature. It is treated by our carpenters to make a final product, according to exact customer specification. Our inventory of Bog Oak will guarantee constant deliveries in container sizes. We are the leaders in Bog Oak industry in the world."

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## Buisness Product News

(continued)

### Lenihan Lumber of Waterford Purchased by Finetco

Last November, Lenihan Lumber of Waterford, Connecticut was purchased by Finetco, a family owned corporation that owns and operates several lumberyards in Southern New England. Lenihan Lumber now joins the family, along with Coventry Lumber of Coventry, Rhode Island, West Haven Lumber and Welco, Inc. both of West Haven, Connecticut.

President and CEO of Finetco, Bill Finnegan explains that, "purchasing Lenihan Lumber has given Finetco the opportunity to expand our service area and increase the number of products that we can offer our customers. We are situated along the eastern seaboard with Coventry Lumber in Southern Rhode Island and West Haven Lumber in Southern Connecticut. It just seemed like the

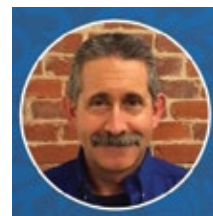
practical decision to have a lumberyard that represents Finetco in between and located in Waterford".

Bill Finnegan is no stranger to success. His business savvy and visions of building a well structured and progressive company has been proven with the purchase of Coventry Lumber in Rhode Island and West Haven Lumber in Connecticut. Now he lends his expertise and that same vision to Lenihan Lumber. Bill mentioned, "there is so much that will change at Lenihan Lumber, from increasing the availability of instock inventory, including lumber, decking, roofing, framing and hardware to providing specialized kitchen and bath design services".

The purchase of Lenihan Lumber by Finetco will also have an economic impact to the area. As the business grows the need to increase manpower will result in the addition of several positions.

### Steve Berko Joins Elevator Service Company

Elevator Service Company welcomes its newest member, Steve Berko, to our ever growing family. Steve has joined us at Elevator Service



Company to serve as our Field Manager. He will act as liaison between the sales department and field operations. He will also be deeply involved with Elevator Service Company's new "Turnkey Service Solutions" initiative.

Steve has over 25 years of experience in the building and construction industry. He is detail oriented, which is an absolute requirement for this position. He is currently a member of the Board of Directors for the HBRA of Fairfield County, as well as the Board of Directors for the Building Hope Foundation.

Everyone at Elevator Service Company is looking forward to Steve managing customer expectations. In his role, he will be able to better satisfy all of our customer's needs by improving field communications and providing absolute attention to detail.

### RIDGEFIELD SUPPLY COMPANY EMPLOYEE NAMED 2017 PROSALES 4 UNDER 40



Ridgefield Supply Company (RSC), a leading local family-owned and operated lumber supply business, is proud to announce Michael Sonderman, Operations Manager has been selected as one of the 2017 ProSales Four Under 40.

The ProSales Four Under 40 represents the best of the next generation of leaders in building material supply industry. It highlights employees under the age of 40 in the LBM field who demonstrate potential to lead the industry in years to come. These leaders, who are nominated by managers and executives, step-up and take responsibility for the continued growth and direction of the LBM field. Out of many applications, Sonderman was one of four chosen and will receive a free trip to the 2017 ProSales 100 Conference in March located in San Antonio, Texas.

"I am honored to have been selected as one of ProSales Four Under 40 on behalf of Ridgefield Supply," said Sonderman. "I am looking forward to sharing my passion for the LBM industry at the conference and being able to bring home a new perspective that can benefit the success of my company and team."

As Operations Manager of Ridgefield Supply, Sonderman is responsible for all yard inventory, customer service and logistics. Sonderman manages technology side of the company and is the go-to technology guru for Ridgefield Supply. He also handles the delivery, shipping, yard and inventory management teams.

"All of us at Ridgefield Supply are thrilled that Michael has been honored for his tireless effort and contributions to this company," said CEO and Owner of Ridgefield Supply Company, Margaret Price. "He strives to be an exemplary employee and is committed to challenging and bettering himself in order to be the best leader he can be for his team."

### Connecticut Stone Best Of Houzz 2017 Award for Design

Connecticut Stone was awarded "Best Of Houzz" for Design by Houzz, the leading platform for home remodeling and design. The full service natural stone company known for its expertise, service and innovation was selected from among more than 1,000,000 active home building, remodeling and design industry professionals.

"It is an honor to be awarded the prestigious "Best of Houzz" again this year," said Tyra Dellacroce of Connecticut Stone. "Houzz is the go-to platform for many of our clients – architects,

(continued)

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## Buisness Product News

(continued)

designers and homeowners alike. This recognition reinforces our commitment to delivering not only the best products, but also the best innovation design ideas and inspiration in the home design industry.”

“Beyond being Connecticut’s largest supplier of natural stone products, we pride ourselves in our design services, expertise and insider knowledge of trends, products, uses and styles – and that clearly resonated with the professionals and community of homeowners and designers by recognizing us with this award.”

Follow Connecticut Stone on Houzz at <http://www.houzz.com/pro/connecticut-stone>.

## Interior Designer Connie Cooper Chosen to Create Farrow & Ball Window Display Benefiting AIDS

Connie Cooper Designs, winner of a 2016 HOBI Award for *Best Interior Design*, was chosen in a national Farrow & Ball Christmas window display campaign to decorate the eco friendly paint and wallpaper supplier’s Westport store. The UK-based paint-and-paper crafts shop has 14 US showrooms. As part of an AIDS awareness and fundraising initiative with DIFFA — Design Industry Foundation Fighting AIDS — each location chose a local designer to create a window based on the theme “Comfort and Cure.”

Connie wanted to make her design intriguing from inside the store, as well as the street.

“My goal was to create a display that would honor the medical professionals working so hard to find a cure for AIDS,” says Cooper. “My space is imagined as the personal office of a doctor who travels the world helping those with AIDS. She is home for the holidays but still focused on her critical work. I was even able to find an antique doctor’s bag that was filled with all sorts of vintage medical tools and apparatus from 1948.” Cooper’s room is wallpapered in Farrow & Ball’s Wisteria.

An open house at Farrow & Ball on January 19th was a salute to window cre-



ator Connie Cooper. Every time someone shares a photo of the window on social media (#FaBForDIFFA), Farrow & Ball donates \$1 to AIDS research. In November Connie won the 2017 HOBI Award Best Interior Design for this luxurious formal, yet beachy look living room pictured above.

# OSHA's New Rules Mean No More Secrets

## Changes in federal workplace-safety reporting requirements seek to “nudge” employers to protect workers against injuries, but there are broader implications.

Kim Marie DiMatteo CIC, MWCA 203.924.5429 kdimatteo@dimatteogr.com



On May 12, 2016, OSHA changed the way the workplace injury “game” is played, and there are many who believe the playing field was tipped decidedly in OSHA’s favor. With the stroke of a pen, new regulations were implemented whereby the U.S. Occupational Safety and Health Administration (OSHA) will require employers to submit detailed annual reports of workplace injuries and illnesses for publication online on a public website. Think of this site as a kind of cyber-clothesline, where all your dirty laundry will now be hung up for everyone to see. This is the same information that employers were already collecting and typically revealed to OSHA only during inspections or surveys. OSHA stated its intent behind the new regulations is neither to malign businesses nor to cause harm to their competitive or financial standing.

Per Dr. David Michaels, the Assistant Secretary of Labor for OSHA, “Our new rule will ‘nudge’ employers to prevent work injuries, to show investors, job seekers, customers, and the public they operate safe and well-managed facilities. Access to injury data will also help OSHA better target compliance assistance and enforcement resources, and enable ‘big data’ researchers to apply their skills to making workplaces safer.” Up until now, OSHA had only been able to access 1% of all workplace injury reports, mostly through audits and surprise inspections. But what they really wanted and needed was the remaining 99%, so they came up with a plan whereby instead of the agency trying to find the infractions, employers would be required to report all incidents. It’s rather like fishing: if you aren’t catching enough fish, on your next trip have all the fish in the lake jump into the boat “voluntarily.”

For those not already up on the revamped regulations, the new rule provisions on reporting, which take effect on January 1, 2017, require various employers (based on establishment size) to submit injury and illness data electronically to OSHA. Establishments with over 20 employees in specified “high-risk industries” (including agriculture, utilities, construction, and manufacturing), must submit their Form 300A by July 1 in 2017 and 2018, and by March 2 every year thereafter.

You can find a detailed list of all industries impacted at <http://bit.ly/2ePzE4y>. For organizations with over 250 employees, OSHA is requiring those establishments to submit information from their 2016 injury and illness record-keeping Form 300A by July 1, 2017 as well. However, the following year, these

employers are also required to submit information from all 2017 forms (300A, 300, and 301) by July 1, 2018. Beginning in 2019 and for every year thereafter, the information must be submitted by March 2. For those employers who use an alternative to the OSHA Form 301, such as a workers’ compensation first report of injury, as expressly allowed by the existing rules, these changes now may require that the employer also

complete the OSHA Form 301. It is unclear how this will work, but it is assumed OSHA will provide clarification on this subject shortly. To simplify it, here is how the new rules fall into place:

### OSHA's Enforcement Schedule

Submission Year	Employers with 250+ Employees	Employers with 20-249 Employees	Submission Deadline
2017	Form 300A	Form 300A	July 1, 2017
2018	Forms 300A, 300, 301	Form 300A	July 1, 2018
2019 and beyond	Forms 300A, 300, 301	Form 300A	March 2, 2019

The rule also invokes penalties for employers that take actions deemed as retaliatory against employees who report accidents. These rules went into effect August 1, but OSHA determined not to enforce them until November 1, 2017. These rules will be tough for employers that have safety-incentive programs or that require drug testing of each employee after an accident. Requiring drug tests for those with job-related injuries also could be seen as pressure not to report an accident. Understandably, many employers are concerned with the provisions of OSHA’s new rule, claiming drug testing after an accident occurs is a critical tool to keep their organization safe. OSHA agrees, but states employers cannot use drug testing (or the threat of drug testing) as a form of adverse action against employees who report injuries or illnesses.

The new OSHA regulations stress the need for a balanced approach, one that requires employers to limit post-incident testing to situations in which employee drug use is likely to have contributed to the incident, and for which the drug test can



accurately identify impairment abuse by using the drugs. For example, per OSHA, it would not be a reasonable request to drug test an employee who reports a bee sting, a repetitive strain injury, or an injury caused by a lack of machine guarding or tool malfunction. Employers need not specifically suspect drug use caused an accident before implementing testing, but the reporting employee should at least suspect a reasonable possibility that drug use was in play and a contributing factor in the reported injury or illness, before an order is given for drug testing. That being said, we recommend employers take the following steps:

1. Update your injury and illness reporting procedures.
2. If you do not have an injury and illness reporting procedure, it is important to create one.
3. Revise your post-injury drug testing policy to eliminate automatic post-injury drug testing and replace it with a policy that requires an individual assessment of each employee and accident.
4. Train supervisors to identify impaired employees and how to document any incidents that may trigger OSHA reporting.

In the end, the new rules will benefit those employers who have already committed to ingraining a safety culture in their organization, and provide a “nudge” (which may feel like a PUSH

to some) to those employers who put safety on the back burner. No longer will a “strong safety culture” be a plus or a bonus for an organization. The new rules now require employers to take safety seriously by further reinforcing the need and importance of establishing a strong safety culture, one that trickles down from the C-suite to the workers in the plant. Because it will be extremely important that you comply with the standards and make your injury reports available for public viewing, what your customers, competition, union, contractors and, most importantly, your business prospects will see is that your company puts safety above all other concerns.

Finally, having said all this, we cannot over-stress that what you accomplish will surely be misconstrued by all parties should your reporting be inaccurate, and that perhaps the best course of action is to enlist the services of someone primed to handle the task. Any report is one that advocates healthy and safety-conscious employees, because once any misinformation is out there it’s a perception you cannot entirely dispel. An errant report has the potential to cast doubt on your organization, which you will want to avoid at all costs. And, the key to avoiding that is timely and accurate reporting.

If you have any questions or would like more information, please contact me at 203.924.5429 or by email at [kdimatteo@dimatteogrp.com](mailto:kdimatteo@dimatteogrp.com). □

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## Fairfield County HBRA News

Sun Shine Floors and Ed's Garage Doors were the gracious hosts of the February General Membership Meeting, and 130 attendees gathered in the adjacent South Norwalk showrooms to network, while wining and dining on a delicious buffet.



L-R Remodeler Stephen Gidley, Fairfield County HBRA President & Danbury builder Chris Steiner, SunShine owner, RT Tata & Greenwich builder & Fairfield County HBRA V.P. Anthony DeRosa



Rich Cunningham  
of Ed's Garage  
Doors

Over the past 40 years, Ed's Garage Doors has sold, installed and serviced thousands of doors and door openers in Connecticut, Westchester County and beyond. Arnold Karp, a luxury home builder in Greenwich, said this of Rich.

"I have been a client of Rich Cunningham for 28 years, and I wouldn't think of going anywhere else for my garage doors."

— Arnold Karp

Arnold Karp is a luxury homebuilder based in New Canaan, and the first builder to enter a spec home in the April 2017 Connecticut Luxury Home tour, which is being produced by the Fairfield County HBRA. Arnold Karp's \$5.5 million waterfront home is located at 5 North Crossway in Greenwich. Please see CT Luxury Home Tour article on page 70-71 of this issue for detailed information.



Razvan (RT) Tata,  
Sunshine

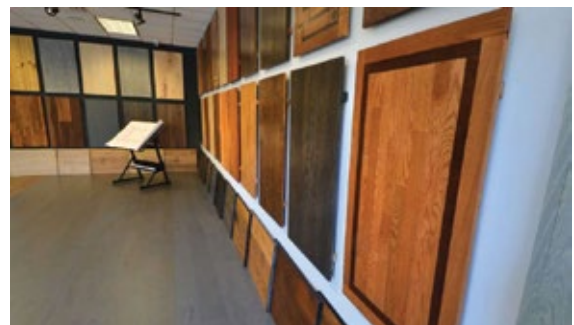
Sunshine Floor Supplies has customers from Greenwich up the New England coast. The company held its SONO Showroom Grand Opening in October. This is the Sunshine's second location in southwest Connecticut. Its main operation is in Bridgeport, and they are opening another new showroom in Canton.



Norwalk Mayor Harry Rilling cuts ribbon with Sunshine owner Razvan Tata (RT) at Grand Opening of Sunshine Norwalk showroom. State Senator Bob Duff at right.

Sunshine owner, Razvan Tata, is a native of Romania, who joined Geysir Flooring in Mamaroneck, N.Y., as a flooring installer, before branching out with a business partner to form Sunshine Floor Supplies. They opened their Bridgeport location in 2006, and after surviving the recession, business increased following Hurricane Sandy.

RT says that he was drawn to South Norwalk for its access to Interstate 95, as well as a lineup of nearby interior and building supply companies that includes outlets for Lillian August and Klaff's as well as Ed's Garage Doors, which is adjacent to Sunshine Floor Supplies.



The new showroom features walls lined with mirror-sized samples of hardwood floors, ranging from red oak at approximately \$5 a square foot, to handcrafted designs that can cost six or seven times as much. Tata says it is not unusual for a new floor installation in lower Fairfield County to top \$40,000, depending on the type of wood used and how much of it. He has seen jobs in Greenwich hit \$200,000.

**Both Ed's Garage Doors and Sunshine Floors have been recognized for contributions to numerous HOBI Award winning homes.**





HBRA OF CENTRAL CONNECTICUT

## Parade of Homes



The fall 2016 Parade of Homes was a huge success. Two bus loads of realtors visited four New Haven County communities:

**Pierpont Hill**, 23 Benedict Drive, North Haven - *Centerplan Communities*



Peter Harding explained the behind the wall performance of the homes at Pierpont Hill – the insulation package and dual zone system and low HERS rating which helps with monthly utility bills. He explained that the homes at Pierpont are 35% more energy-efficient than code and that air sealing and moisture control is critical. Jen Parsons of UI talked about the energy-efficiency incentives offered by utility companies.

**The Residences at 66 High Street** in Guilford - *The Horton Group*



At The Residences at 66 High Street, Nina Bender, Bender Plumbing, spoke about luxury and design in kitchens and baths. The leathered granite countertops look like soapstone without the maintenance of oiling, and Kohler Artifacts faucets offer luxury and convenience with vintage charm in keeping with the historic mill.

**RiverWalk**, 287 East Main Street, Branford - *DonMar Development*



L-R Donna & Mario DiGioia, Nina Bender and Lia DiGioia

Riverwalk is a 60 home 55+ community on 60 acres with homes ranging from \$429,000-629,000.. Nina Bender spoke about the quality kitchen cabinet features, such as Fabwood overlay doors, ergonomic drawers and turned posts flanking the sink.

**Summer Wind Estates**, 114 Summer Lane, North Haven - *Vigliotti Construction*



Eric Person & John Vigliotti

Summer Wind is an 18 home 55+ community ranging from 1,458 – 2,200 sf and priced from \$349,900. Garret Cook, owner of Cyclone Home Systems, demonstrated the Hide A Hose central vac, which allows Summer Wind homeowners to simply pull out up to 50 feet of hose from the inlet valve in the wall and vacuum up to 2,300 square feet of space.

## HBRA of Central Connecticut

(continued)

**Lexington Gardens**, 500 Middletown Ave, North Haven  
*DonMar Development*



**Donna DiGioia**



**Sheila Leach announcing  
a raffle winner**

Lexington Gardens is a community of 76 new homes with 54 homes sold, starting at \$324,900. DonMar Development partner, Donna DiGioia, explained that buyers are divided between downsizing empty nesters and millennials, and three brothers and sisters have each purchased homes, as well as three parents and their adult children purchasing in the same community. She described the outdoor living features offered to buyers at Lexington Gardens, such as a Napoleon gas grill and firepit from Superior Hearth & Spa and Sonos outdoor speakers from Jim Sweeney. After the presentation, lunch, free gifts and raffle prizes were enjoyed by all!

Parade of Home sponsors included Bender, Cyclone Home Systems, Superior Hearth & Spa, Liberty Bank, Hocon Gas, Hometronics, Kemper Architects, Tamko Building Products, Energize CT, Calcagni Real Estate, National Lumber, Tile America, CAFD, William Pitt Sotheby's, East Coast Overhead Door and Remax.

## HBRA of Central Connecticut Awards Photos



**Builder of the Year Jarrett Kravitz Pictured L-R Central  
CT President Tony Denorfria, Jarrett Kravitz,  
Advantage Contracting & Central CT CEO Eric Person.**



**Remodeler of the Year Russ Lijedahl**



**Associate of the Year Ted Brown**



**President's Award – Chip Poehnert**



**President's Award David Gold**





President's Award Glenn Wandy



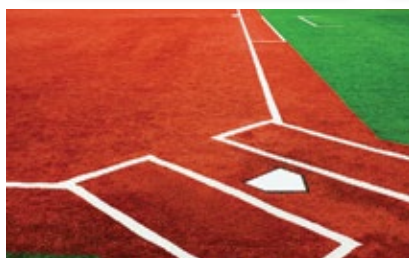
70 Year Service Award – Lijedahl Builders



L-R Sheila Leach, Ron Christensen & Eric Person



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# Connecticut Market Update

## In 2016, Permits May Have Declined but More Units Sold

*And builders experienced their biggest boost in confidence since 2005*

By John Tarducci, MIRM, Senior Vice President, New Development Services, William Raveis Real Estate, Mortgage & Insurance



To close out 2016, builder sentiment, a statistic tracked by the National Association of Home Builders (NAHB), surged to its highest point since 2005, the height of the housing bubble. As part of this, the NAHB also tracks builder's perception of buyer traffic—and in 2016, for the first time since 2005, this gauge crossed the neutral line, indicating that builders feel that demand of new homes is increasing. In general, analysts have felt that builders are being too constrained in their behaviors—there's enough demand currently to warrant more housing starts than we're seeing. So what's holding builders back?

According to the NAHB/Wells Fargo Housing Market Index, there's concern over the cost and availability of labor, with 82 percent of builders citing it as the most significant problem they expect to face in the coming year (up from 78 percent in 2016.) Additionally, builders are concerned about the availability and cost of developed lots, up to 67 percent from 60 percent last year. Another point of concern? The cost of key building materials increased in cost last year above and beyond inflation levels.

As we enter 2017, will increased builder confidence be enough to offset concerns about labor, lot and material cost and availability? As Unit Sales have continued to climb, while Months of Supply has continued to fall, the time seems right for builders to jump back in with both feet.

### Housing Permits Decline in 2016 Over Previous Year High

To close out 2016, we saw a total decline in housing permits of 23.1 percent, from 5,322 in 2015 to 4,095 in 2016. However, it is important to note that 2015 saw a substantial growth in total permits—growing 15.6 percent over 2014 levels and 32.2 percent over 2013 levels. While 2016 was still a down year for permits, it could be a levelling out following 2015's surge.

The most significant decline came with 3-4 Unit permits, which fell 41.7 percent from 2015 to 2016. The largest single contrib-

uting segment of permits was for 5+ Units, which declined 37 percent from 3,115 in 2015 to 1,962 in 2016. A close second was 1-Unit permits, which also fell, albeit slight, from 1,993 in 2015 to 1,947 in 2016. There was one segment which grew in 2016, 2 Unit permits increase 23.4 percent year-over-year from 94 in 2015 to 116 in 2016.

### Single-Family Home Sales Rise as Average Sales Price Declines

In the state of Connecticut, 2016 saw an increase in home sales, with totals rising 8.2 percent, from 31,289 in 2015 to 33,868 in 2016. On a county-by-county level, all counties experienced increases, including: New London County at 14.7 percent, Windham County at 14.7 percent, Hartford County at 10.3 percent, New Haven County at 9.5 percent, Litchfield County at 8.8 percent, Middlesex County at 8.3 percent, Tolland County at 7.8 percent and Fairfield County at 2.1 percent.

Average Sales Price for the state of Connecticut continued its downward trend, decreasing 5 percent year-over-year from \$389,350 in 2015 to \$369,997 in 2016. Fairfield County experienced the largest decline, dropping 7.2 percent, while Middlesex County prices fell 1.1 percent, New London County fell 1 percent and Litchfield County decreased 0.4 percent. Several counties did experience gains in Average Sales Price, however, with Hartford County increasing 2.5 percent, Tolland and Windham Counties each increasing 2 percent and New Haven County increasing 0.8 percent.

To round out 2016, Average List Price increased 8.9 percent, Months of Supply fell 14.8 percent and Price Per Square Foot decreased 4 percent over 2015 levels.

### Connecticut Condominium Sales on the Rise

At the close of 2016, we saw Units Sold increase for condominiums in the state of Connecticut, up 5.6 percent from 7,832 in 2015 to 8,270 in 2016. Every county experienced increases, with New London County growing 14.1 percent, Windham County growing 9.1 percent, Fairfield County growing 6.6 percent,

### Connecticut Real Estate Market Overview

#### Full Year – 2016 vs. 2015 Single Family Marketplace

January 1st to December 31st

County	Number of Units Sold		% Inc. / Dec.	Average Sales Price		% Inc. / Dec.	Avg List Price		% Inc. / Dec.	Months of Supply		% Inc. / Dec.	Price per SF		% Inc. / Dec.
	2016	2015		2016	2015		2016	2015		2016	2015		2016	2015	
Fairfield	8,221	8,051	2.10%	\$716,395	\$772,273	-7.20%	\$1,373,959	\$1,308,963	5.00%	8.50	8.60	-1.40%	\$287	\$304	-5.60%
Hartford	8,473	7,683	10.30%	\$260,256	\$253,978	2.50%	\$338,998	\$327,579	3.50%	5.30	6.60	-19.40%	\$135	\$133	1.00%
Litchfield	2,179	2,002	8.80%	\$296,245	\$297,483	-0.40%	\$580,695	\$530,131	9.50%	10.40	12.60	-17.60%	\$152	\$152	0.10%
Middlesex	1,960	1,810	8.30%	\$300,483	\$303,866	-1.10%	\$456,851	\$450,171	1.50%	7.80	9.60	-18.60%	\$154	\$157	-2.40%
New Haven	7,147	6,525	9.50%	\$257,165	\$255,038	0.80%	\$378,078	\$359,797	5.10%	6.80	8.10	-16.50%	\$141	\$139	1.10%
New London	2,955	2,576	14.70%	\$249,994	\$252,398	-1.00%	\$397,479	\$368,792	7.80%	7.40	9.60	-22.50%	\$139	\$137	1.10%
Tolland	1,511	1,402	7.80%	\$238,629	\$234,008	2.00%	\$295,971	\$302,571	-2.20%	6.80	8.40	-19.10%	\$125	\$124	0.90%
Windham	1,422	1,240	14.70%	\$184,028	\$180,446	2.00%	\$268,884	\$267,068	0.70%	5.60	8.00	-29.70%	\$110	\$106	3.20%
Statewide Stats	33,868	31,289	8.20%	\$369,997	\$389,350	-5.00%	\$676,649	\$621,265	8.90%	7.10	8.40	-14.80%	\$182	\$190	-4.00%



## Connecticut Monthly Housing Permits by Type: 2013, 2014, 2015 and 2016

Preliminary data w/104 municipalities reporting

2013	Total units	1-unit	2-units	3-4 units	5+ units
Jan-13	236	129	4	10	93
Feb-13	244	119	6	0	119
Mar-13	301	156	6	14	125
Apr-13	337	264	4	4	65
May-13	380	287	4	0	89
Jun-13	389	204	2	0	183
Jul-13	420	209	10	6	195
Aug-13	416	205	0	4	207
Sep-13	229	190	6	13	20
Oct-13	517	235	28	7	247
Nov-13	272	198	6	3	65
Dec-13	286	203	6	6	71

**Total** 4,027 2,399 82 67 1,479

2014	Total units	1-unit	2-units	3-4 units	5+ units
Jan-14	533	194	6	0	333
Feb-14	171	146	2	0	23
Mar-14	249	162	8	0	79
Apr-14	336	221	6	4	105
May-14	424	203	22	48	151
Jun-14	777	219	2	24	532
Jul-14	327	227	8	0	92
Aug-14	380	217	6	0	157
Sep-14	454	197	6	4	247
Oct-14	433	197	4	32	200
Nov-14	232	154	8	4	66
Dec-14	287	178	18	14	77

**Total** 4,603 2,315 96 130 2,062

2015	Total units	1-unit	2-units	3-4 units	5+ units
Jan-15	255	107	6	3	139
Feb-15	116	75	4	7	30
Mar-15	474	178	6	7	283
Apr-15	334	176	10	6	142
May-15	740	203	8	10	519
Jun-15	508	193	6	11	298
Jul-15	633	196	8	4	425
Aug-15	241	188	2	7	44
Sep-15	440	153	12	14	261
Oct-15	647	192	12	9	434
Nov-15	515	173	10	28	304
Dec-15	419	159	10	14	236

**Total** 5,322 1,993 94 120 3,115

2016	Total units	1-unit	2-units	3-4 units	5+ units
Jan-16	145	100	0	3	42
Feb-16	412	105	4	3	300
Mar-16	531	219	2	0	310
Apr-16	299	147	6	0	146
May-16	350	153	8	7	182
Jun-16	468	219	30	9	210
Jul-16	222	169	4	0	49
Aug-16	276	156	24	11	85
Sep-16	541	156	10	3	372
Oct-16	452	234	12	19	187
Nov-16	209	147	8	7	47
Dec-16	190	142	8	8	32

**Total** 4,095 1,947 116 70 1,962  
Share of YTD 100.0% 47.5% 2.8% 1.7% 47.9%

### Year-To-Date Comparison

	2013	2014	2015	2016	% Change
<b>Total units</b>	4,027	4,603	5,322	4095	-23.1%
1-unit	2,399	2,315	1,993	1947	-2.3%
2-units	82	96	94	116	23.4%
3-4 units	67	130	120	70	-41.7%
5+ units	1,479	2,062	3,115	1962	-37.0%
<b>Total</b>	4,027	4,603	5,322	4095	-23.1%

2016: 2148 of 4095 total Housing Permits issued were for multi-unit types, represents 52.5% of total housing permits issued. Data Source: Census; Compiled by DECD Research; 1-28-2016

New Haven County growing 6.5 percent, Litchfield and Middlesex Counties growing 4.8 percent, Hartford County growing 2.4 percent and Tolland County growing 1.8 percent.

Additionally, Average Sales Price of condominiums decreased slightly overall, falling 2 percent, from \$222,023 in 2015 to \$217,522 in 2016. Counties experienced annual decreases include New London County at 6.9 percent, Middlesex County at 5.1 percent, Hartford County at 3.7 percent and Fairfield County at 3.6 percent. Several counties experienced increases, however, with Tolland County at 14.3 percent, Windham County at 8.6 percent, New Haven County at 2.4 percent and Litchfield County at 1.5 percent.

Average List Price for condominiums in the state of Connecticut increased 7.8 percent in 2016, Months of Supply decreased 8.5 percent and Price per Square Foot decreased 0.8 percent.

(continued)

## Connecticut Real Estate Market Overview

### Full Year – 2016 vs. 2015 Condominium Marketplace

January 1st to December 31st

County	Number of Units Sold		% Inc. / Dec.	Average Sales Price		% Inc. / Dec.	Avg List Price		% Inc. / Dec.	Months of Supply		% Inc. / Dec.	Price per SF		% Inc. / Dec.
	2016	2015		2016	2015		2016	2015		2016	2015		2016	2015	
Fairfield	2,782	2,609	6.60%	\$324,842	\$336,847	-3.60%	\$448,775	\$414,422	8.30%	6.20	6.80	-7.80%	\$235	\$239	-1.70%
Hartford	2,080	2,031	2.40%	\$167,575	\$174,003	-3.70%	\$204,752	\$200,186	2.30%	6.10	6.40	-4.90%	\$125	\$128	-2.20%
Litchfield	330	315	4.80%	\$133,149	\$131,185	1.50%	\$178,581	\$160,349	11.40%	8.90	10.90	-17.90%	\$101	\$102	-0.20%
Middlesex	391	373	4.80%	\$165,569	\$174,380	-5.10%	\$239,165	\$234,720	1.90%	7.20	9.00	-20.30%	\$130	\$134	-3.50%
New Haven	1,951	1,832	6.50%	\$162,964	\$159,184	2.40%	\$212,707	\$190,482	11.70%	7.30	7.90	-8.40%	\$127	\$125	2.10%
New London	429	376	14.10%	\$160,128	\$171,958	-6.90%	\$237,172	\$220,836	7.40%	8.00	9.10	-11.70%	\$128	\$135	-5.20%
Tolland	223	219	1.80%	\$177,383	\$155,158	14.30%	\$199,278	\$198,417	0.40%	8.40	9.20	-8.80%	\$137	\$121	12.90%
Windham	84	77	9.10%	\$138,898	\$127,920	8.60%	\$158,384	\$145,843	8.60%	10.40	9.20	13.40%	\$107	\$98	8.70%
<b>Statwide Stats</b>	<b>8,270</b>	<b>7,832</b>	<b>5.60%</b>	<b>\$217,522</b>	<b>\$222,023</b>	<b>-2.00%</b>	<b>\$283,684</b>	<b>\$263,064</b>	<b>7.80%</b>	<b>6.80</b>	<b>7.40</b>	<b>-8.50%</b>	<b>\$164</b>	<b>\$165</b>	<b>-0.80%</b>

## The Intersection of Boomers and Beginners

The theory has become commonplace: Millennials are so different from the generations that came before them. They text. They Snapchat. They're entitled. But what if Millennials weren't so different? What if there were major similarities between Millennials and Boomers? It turns out there might be, and these similarities lie in what both groups are looking for in homes. For Millennials, it's their first major purchase. For Boomers, it's their empty nest relocation. But builders and developers are finding that these two generations, which bookend the current housing market, share a number of common needs and desires.

Both Boomers and Millennials seem to be seeking homes that are lower maintenance—for Boomers it's born out of their age, and desire to do less housework, for Millennials the need is based out of their propensity to work long hours. Both groups also look for locations with easy walking access to amenities, and a feeling of being close to downtown culture—theaters, restaurants, shops.

Another feature both groups like? Accessory dwelling units (ADU)—a feature which hasn't been widely popular for some time. For Boomers, we can guess that they want to help their Millennial kids get started. For Millennials, they likely want to plan for helping their Boomer parents down the line.

At the end of the day, Boomers and Millennials are looking for similar things, and their desires mirror much of what the housing market has pointed to recently: smaller, affordably priced homes with easy access to amenities.

## Understanding Millennial "Firsts"

While Millennials as a whole generation may have certain home needs, there's an 18-year gap within the group (Millennials are typically defined as those born between 1982 and 2000.) Homebuyers in the beginning of that range will have very different needs than those closer to the end.

According to *Better Homes and Gardens* survey of Millennial homeowners ages 22-39, Millennial "firsts"—those living in their first home for less than five years—view homeownership as a good investment, with 85 percent viewing owning a home as a part of the American dream. This group of homeowners is financially conscious, and are focused on building equity, not debt, with their homeownership.

These "Firsts" aren't willing to take out loans to take advantage of home buying deals, with only 36 percent of respondents indicating they would. Instead, they're willing to buy a home with fewer features and then wait to make upgrade or DIY home improvement projects. Fifty-percent of "Firsts" indicated that their first home required some degree of repair or remodel, and only 25 percent would be willing to call in a professional to make upgrades. Nearly 90 percent of these homeowners are very or extremely interested in learning about home repair and improvement.

"Firsts" have fairly practical desires when it comes to upgrading their homes—64 percent want to renovate their kitchen, 60 percent would like to renovate bathrooms and 59 percent would like upgrades to their deck/patio. □



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