

# CONNECTICUT BUILDER



The Magazine of the Home Builders & Remodelers Association of Connecticut

Fall 2020

Interactive Digital Edition



## Kitchen & Bath Trends

CT Suppliers and the 2020 Idea House

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

Photo by Lisa Valerie Photography

# CAN YOU SEE THE DRAIN?

DUW Series | Recessed Linear Wall Drain



Its nearly invisible profile blends into your shower's ambiance, becoming another luxury design element of the room.

Hygienic Barrier Free Design | Match Floor Tile



DUW Series  
Recessed Linear  
Wall Drain



DUW  
Flangeless

**INSPIRED DESIGN, HYGENIC PERFORMANCE, BOLD STATEMENT!**

[www.drains-unlimited.com](http://www.drains-unlimited.com)  
(833) 837-2467

**DRAINS**  
UNLIMITED 



# CONNECTICUT BUILDER

The Magazine of the Home Builders & Remodelers Association of Connecticut

**President's Message** by Chris Nelson ..... 3

**CEO Message** by Jim Perras ..... 5

**COVER STORY** ..... 6



**On the cover** – For the stunning vaulted ceiling 2020 Idea House kitchen, Karen Berkemeyer, KB Home and Sandy Effren, Greyrock Homes created contemporary rustic elegance with rough sawn white oak cabinets, flat panel doors and a dark stained 5'X11' island with columned end panels instead of a waterfall.

## Features

▶ KITCHEN & BATH TRENDS .....	6
▶ GREYROCK HOMES COMPLETES 2020 IDEA HOUSE.....	25
▶ THE CALCAGNI REAL ESTATE APPROACH TO THE .....	29
CURRENT MARKET by Antonio Liguori	
▶ MARKET TRENDS.....	31
▶ BUILDER NEWS .....	38
▶ BREATHE EASIER – COVID 19 HELPS HEALTHY HOMES.....	44
GO MAINSTREAM	
▶ THE HOT CONNECTICUT MARKET .....	49
▶ MULTIGENERATIONAL LIVING: A FAST-GROWING.....	57
MARKET OPPORTUNITY by Ira Yellen	
▶ THE NEW LIFESTYLE LANDSCAPE .....	59
▶ BUSINESS PRODUCT NEWS .....	63
▶ LUMBER UPDATE.....	50
by Frank Sanford, Sanford & Hawley	
▶ FIANO FAMILY VIRTUAL BUILD PAC EVENT.....	69
▶ FAIRFIELD COUNTY HBRA NEWS .....	71
▶ CENTRAL CT HBRA NEWS .....	73
▶ HBA NORTHWEST NEWS .....	74
▶ HARTFORD HABITAT FOR HUMANITY WINS .....	74

## Connecticut Builder

Publisher/Editor: Joanne Carroll

1078 Main Street, Unit 4, Branford, CT 06405

Tel 203 208 2710 • info@connecticutbuilder.com

Published: Summer, Fall, Winter • Copyright: Fall 2020

Design: Mark Rich • Printing: Service Press



## The Affordable Closet Experts

Custom designed simple to elegant closets. We offer a full line of materials that range from melamine laminate to stained wood with your choice of finish. Our professional closet designers will be happy to give you a free in-home consultation.

Our state-of-the-art manufacturing facilities enable us to keep our quality high and our prices low.

- Home office & mudroom areas
- Entertainment centers
- Bookcases
- Pantries
- Garage systems
- Accessories

**QUALITY  
FIRST**



QUALITY STAINED WOOD & MELAMINE SYSTEMS

Free In-Home Consultation

203-847-4179

Visit our showroom: 6-B Muller Park  
Norwalk, CT 06851

## ADVERTISERS INDEX

Aitoro Appliance .....	26
Bender Plumbing .....	10
Berkshire Hathaway .....	56
CAFD .....	14
Calcagni Real Estate .....	28
Call Before You Dig .....	2
Clarke Distributors .....	48
Connecticut Lighting .....	52
County TV & Appliance .....	12
DiMatteo Insurance .....	20
Drains Unlimited .....	IFC
Elevator Service Co. ....	16
Frank Webb Home .....	36
Gault .....	18
HBRA Retirement Program .....	52
Hocon Gas .....	30
Interstate Lumber .....	22
Jim Fuhrmann Photography .....	42
Karen Berkemeyer Home .....	24
Kemper Associates .....	20
Liberty Bank .....	54
LTW Desgn .....	64
New England Silica .....	58
PC Richards .....	60
Rings End/Marvin/Miner's .....	IBC
Roberts Agency .....	62
Royal Closet .....	1
Sanford and Hawley .....	BC
Shipman & Goodwin .....	46
Superior Hearth & Spa .....	32
Tile America .....	18
Torrco Design Centers .....	4
Total Comfort .....	2
Viking Kitchens .....	8



**CALL before  
you DIG**

Call Toll Free In Conn.

**1-800-922-4455**

CALL TWO DAYS IN ADVANCE  
TO LOCATE BURIED UTILITY  
PIPE AND CABLE

## AIR CONDITIONING

HUMIDIFICATION • HEATING  
AIR CONDITIONING • AIR CLEANING  
RESIDENTIAL COMFORT SPECIALISTS

**Quality  
Pride  
Integrity**

**FREE  
ESTIMATES**

**TOTAL  
COMFORT**  
HEATING AIR CONDITIONING

STAMFORD 967-8181  
WESTPORT 222-7373

**791-2141**

44 Kenosia Ave., Danbury

**Kevin, John & Brian McCormack**  
LICENSED & INSURED CONTRACTOR, CT. LIC. #308094

INDEPENDANT DEALER  
**LENNOX®**

**FAMILY OWNED & OPERATED • OVER 40 YEARS EXPERIENCE**



## A message from the chairman



Dear Members,

As I write this, single-family home construction is experiencing growth unlike anything we have seen since the Great Recession. Over the first eight months of 2020, housing permits have seen a 10.6% increase over the same period in 2019 according to statistics recently released by the Department of Economic and Community Development. COVID has shifted the paradigm, as people flee larger cities for the relative safety of the suburbs and we continue to see a migration of assets from the stock market to the housing market. Connecticut's decades long strategy of going all in for the suburbs was seen as an anchor weighing down our economy, but is now, in the short term, paying dividends. As an illustration, the United States Postal Service recently reported that between March and June of this year over 10,000 New Yorkers moved to the Connecticut suburbs.

It is important to remember that none of this growth would have been possible if we were forced to shut down like so many other states. Our lobbying team and senior members of the HBRA of CT worked hard to convince the Administration that our industry is essential, and with proper protocols and safety measures that we could keep our industry working, while ensuring the safety of our workers and our clients. At no other time in our history has the power of HBRA membership been more self-evident. If you are a part of the residential construction industry in the state of Connecticut and not currently a member, I urge you to join us and support

our industry. I implore all existing members to encourage your peers to take another look at membership. Remind them that but for the work of the HBRA, their business may not have survived the pandemic.

We cannot afford to rest now. This current industry boom sits on a precarious perch. Stresses like rising lumber prices and supply chain disruptions threaten to slow, or even worse, reverse this boom. As an industry, we must remain ever vigilant. State legislators and policy makers must be made to understand that our industry is currently one of the few bright spots in our state economy. Now more than ever, the residential construction industry cannot be undermined by bad public policies that would increase taxes and regulations that we have seen attempted in recent years by the state legislature. Global forces impacting our industry are beyond our control, but as urbanites from places like New York City consider where to relocate, state legislators and officials must understand that we are competing with neighboring states for those wealthier transplants who bring with them their businesses, jobs and economic vitality. As such, the HBRA of CT will be there to defend against policies that would threaten our competitiveness, and support those that would encourage growth. I encourage you to join us in this effort and contact your local legislators, ask them to work with the HBRA of CT on legislation and policies that will keep our industry moving forward.

Sincerely,  
Chris Nelson  
President & Chairman of the Board  
HBRA of Connecticut



# **TORRCO**

BATH & KITCHEN SHOWROOM

LET OUR DESIGN CENTER EXPERTS  
HELP YOU CREATE YOUR OWN  
PERSONAL SANCTUARY.

*Since 1917* • [www.TorrcoDesignCenter.com](http://www.TorrcoDesignCenter.com) • 203.479.6935

DANBURY • EAST WINDSOR • FAIRFIELD • NEW HAVEN • STAMFORD • WATERBURY



## Help Defend Your Industry



Dear HBRA Family,

I hope this letter find you all healthy and well.

I am excited to report that the HBRA of CT, led by our Executive Committee, is currently engaged in the process of developing a new strategic plan that will guide our actions during the next three years. It is my sincere hope that the results of this process will yield a renewed focus as to how we as an association can better serve our members. We began this process with an initial survey completed by the Board of Directors, which yielded some interesting insights. In large part, responses indicated that our mission of advocacy is of paramount importance, and is of utmost value to our membership and the industry we serve. However, results also indicated a consensus that the general membership is largely unaware of the positive impacts the HBRA of CT has on their day to day business, and lastly, our members must be better engaged at the grassroots level with our advocacy efforts.

In recent years, we have made great strides to increase member involvement at the state level. Member participation has more than doubled on our Government Affairs (GA) Committee. We instituted regular weekly updates during the legislative session to keep members apprised of proposed legislation that could impact our industry. In addition, we now hold regular weekly conference calls with GA members to review bills of interest to our members. Members have never had more access to information regarding our advocacy efforts, nor have they had a greater ability to be part of the legislative process, and help to shape policies and positions held by the HBRA. But more can always be done.

We have made vast improvement with how we communicate with our members, not the least of which is a brand-new website ([hbract.org](http://hbract.org)). But we are not sitting back on our laurels. At the Fall Board of Directors meeting, the Board approved a motion to enter a contract for services with a grassroots advocacy platform call **VoterVoice**. We are very excited to be introducing this tool to HBRA members. Similar to the NAHB Builder Link, **VoterVoice** allows us to send a call to action to our members. In turn, our members can answer that call to action by sending their local legislators a pre-made text, email, tweet or Facebook message that can be personalized by the sender and sent in less than 30 seconds.

This Fall you will receive an email from the HBRA asking you to subscribe to **VoterVoice**. We encourage you to sign up and ask you to forward the invitation to friends, family, employees, contractors, suppliers and everyone else you can think of who is a friend to residential construction industry. In doing so, you will help to strengthen our collective voice before state government and you will help to grow the number of individuals that will become better informed of policies that threaten to impact our industry. I firmly believe that bad public policy done in the shadows can hardly stand against the light of public scrutiny. It is up to us as a trade association to be that light in all matters pertaining to the residential construction industry. When the email comes, I ask that you do your part, subscribe to **VoterVoice**, and ask other to do the same so that we can better protect your business and our industry.

Sincerely,  
Jim Perras  
CEO, HBRA of CT

# Connecticut Suppliers and the 2020 Idea House on Kitchen and Bath Trends



New construction and remodeling are finally on fire in Connecticut, so there's no better time to get educated on trends for those two critical rooms – the kitchen and the master bath.

Connecticut Builder editor, Joanne Carroll canvassed the state's top suppliers, including those involved with Greyrock Homes 2020 Idea House. Here's what she identified as the biggest trends in kitchens:

## Wood cabinets in mix and match colors and floating shelves

For the 2020 Idea House kitchen, Karen Berkemeyer of KB Home worked with Sandy Effren to create contemporary rustic elegance. Karen chose customized Wood Mode cabinets in a rough sawn Euro white oak for a textured finish, contemporary flat panel doors on perimeter cabinets, maple interiors, and

integrated LED lighting. A striking 5ft. X 11ft center island is stained in dark Oolong, and features columned end panels instead of a waterfall. The interior of the island drawers and cabinets is walnut.

The butler's pantry is outfitted with the same Wood Mode cabinets, lift & lock upper cabinets and dark Oolong floating shelves with LED lighting.





## Organized cabinets – clever, easy to use storage...

The influential organizing guru, Marie Kondo has had a huge impact on the way we aspire to live with her mantra of Simplify, Organize and Beautify your life. In today's kitchens, built-in dividers and compartments make staying organized easier than ever.

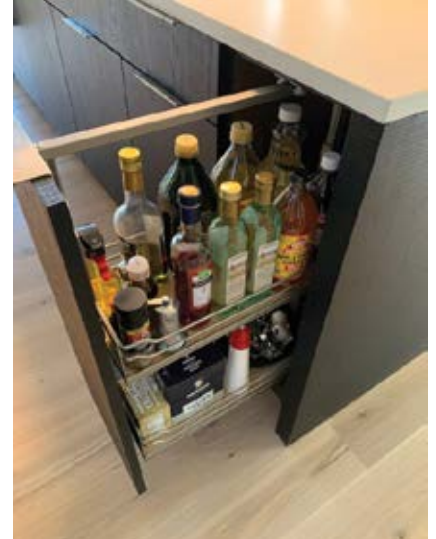
Customized pullouts and drawers in the 2020 Idea House kitchen make storing spices and organizing bar items a breeze.



Idea House spice drawer



Idea House walnut pullouts



Idea House island storage



### David Trachten of Viking Kitchens discussed several kitchen trends with *Connecticut Builder*:

“While white cabinets still remain popular, there are new trends emerging. Textured melamine in both horizontal and vertical grains is gaining in popularity, catching up to something seen in Europe for quite some time. We continue to see grey and blue paints being used, especially in accent pieces, but lately we have seen an emerging trend for medium stained woods and more rustic species like Hickory and alder.

(continued)



# VIKING KITCHENS

## STYLE + ELEGANCE + FUNCTION

CABINETS, COUNTERTOPS, TILE, VANITIES, BATH + SHOWER WALLS,  
CLOSETS + STORAGE SOLUTIONS, AND FINISHING TOUCHES  
FOR RESIDENTIAL AND COMMERCIAL PROJECTS

[VIKINGKITCHENS.COM](http://VIKINGKITCHENS.COM) · 860-223-7101



## Kitchen and Bath Trends *(continued)*



Viking Kitchen Hamden Wall Cabinets



Viking Kitchen New Britain Lazy Susan

## VIKING KITCHENS

Storage options are very important for all stages of life, from the growing family to downsizing empty nesters.

Creative and hidden storage seems to be the most desired. Several new storage options are available in pull-outs and corner cabinets, and more wide drawers are being used for dishware, as well as pot and pan storage. Storage items developed for people requiring accessibility are becoming more main stream, and in drawer charging systems for our devices are becoming a must have.

While classic subway tile endures, linear mosaics used both vertically and horizontally are popular as well. We are also seeing hand painted marbles, penny rounds and chevron patterns. For those



Viking Kitchen New Britain Spice Cabinet

less cost conscious, we see an increasing demand for full height stone backsplashes especially in some of the more exotic quartzite patterns.”



Viking Kitchen New Britain Tile Detail



Viking Kitchen Hamden Island Cabinet Detail

*(continued)*



# It all started with a showroom visit.

“Designing and building great homes has always been our dream. That’s why we send our clients to a Bender showroom right at the outset to help them design their bathrooms.

There, they can meet with a design consultant and turn on the faucets, climb in the tubs, open the cabinets, touch the tiles, play with the lighting and much more. Clients love it. And it makes our job so much easier.”

Get inspired, in person, at a Bender showroom near you.



**BENDER**  
EST. 1946



**Chris O'Dell**  
The O'Dell Group



**Kathleen Poirier, AIA**  
Kathleen Poirier Architects, LLC

Visit our virtual showroom at [BenderShowrooms.com](https://BenderShowrooms.com) | 203.495.5183  
Hartford | New Haven | Norwalk | Waterbury  
decorative plumbing | kitchen & bath cabinetry | lighting | tile & stone

© 2020 Bender Plumbing



## Kitchen and Bath Trends *(continued)*



**Cabinetry** - Bender Kitchen Division Director, J W Tassmer told us that people are looking at darker painted cabinets and brushed brass hardware, as well as floating shelves.

1. Still quite a bit of white cabinets
2. Interest in blue instead of gray
3. Darker islands – Espresso, black
4. Slab doors



Bender kitchen at 66 High Street



Bender Chestnut Lane Kitchen

According to Bender Bath & Kitchen Designer Rachel Lindemann, across the board... special finishes are popular. In kitchen faucets it's Matte Black and Black Stainless Steel.



Sleek Black stainless one-handle high arc pull-down kitchen faucet by Moen



Matte Black Inter-changeable One-Handle High Arc Pull-down Kitchen Faucet

*(continued)*



**Thermador**

# THINK *outside* THE KITCHEN

Make your entire home exceptional when you venture beyond the kitchen. From a wine column in the walk-in closet to a Built-In Coffee Machine in the master bedroom, the possibilities are up to you.

# COUNTY

TV & APPLIANCE

SALES | SERVICE | INSTALLATION |  
CONCIERGE SUPPORT | BUILDER PROGRAMS

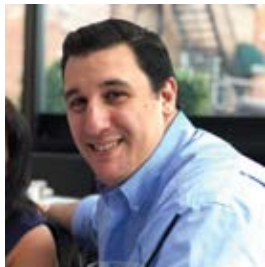
270 SUMMER ST. STAMFORD, CT 06905 | [WWW.COUNTYTV.COM](http://WWW.COUNTYTV.COM)

Kitchen Designed by: Robert Mondavi

## Kitchen and Bath Trends *(continued)*



In appliances, bold colors are gaining traction, and black stainless and black matte, as well as Tuscan Gold and Sun Bronze appliance colors are popular!



County TV & Appliance Director of Marketing, Luigi Tevolini, spoke about some of the latest color and tech trends.

“Many brands are now offering a variety of color options straight from the factory, so there’s no need to build a custom panel. Many companies are offering distinctive color ranges to accent a kitchen and some brands even include optional hardware finishes to match cabinetry.”



County TV Kalamata Red



County TV Bertazzoni Heritage

“Black stainless and matte white are gaining popularity with today’s consumers. More unique color variations such as Tuscan brass or sunset bronze are generally sought out by a consumer who is looking for a more specific item to accent their home. These color options allow the homeowner to add a touch of personalization to their kitchen without overextending their budget. These modern color variations are a nice option when replacing an entire kitchen package, but it does limit the purchaser to a specific appliance brand or product line for future matching replacement options. The traditional stainless-steel finish still dominates the current marketplace because of its neutrality.”



County TV Frigidaire airfry



County TV Home Connect iPhone

## Cooking Technology and Tech Features

“Appliance technology continues to improve the way we utilize all our home appliances, and the latest popular trend is air frying. Air fry technology, which allows the user to fry an item with minimal oil and controlled air flow, has gained tremendous popularity. This feature is now being incorporated in both ranges and wall oven cooking and offered by several companies as a standard option.

*(continued)*



50 Graham Place, Southington CT 06489



Connecticut Appliance  
& Fireplace Distributors

Appliance • Fireplace • Outdoor Living

Partnering  
with Connecticut  
Builders for 50 Years

www.CAFD.com • (860)621-9313

Established 1968



**It's Good To Be Home**  
We'll Help You Make It Even Better

Gas • Wood • Pellet • Fireplaces • Stoves • Inserts • Logsets

**heatilator**  
The first name in fireplaces

VERMONT  
CASTINGS

MAJESTIC

**MONESSEN**

**heatilator**  
ECOCHOICE

Over a Century of Combined Hearth Expertise  
Experience the CAFD Difference

**Over 40 Burning  
Hearth Displays**



**Award Winning  
Showroom**



**State Wide  
Delivery & Install**



Let Us Help You And Your Clients  
Get The Job Done *Right!*

Appliance • Fireplace • Outdoor Living

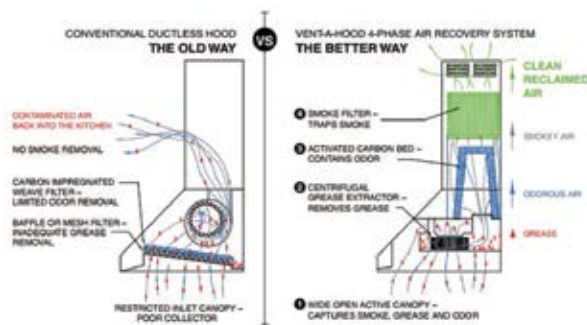
## Kitchen and Bath Trends *(continued)*

Many companies are also incorporating downloadable apps for mobile devices and tablets. These apps allow the user to utilize voice command, remote access controls, track personal usage, make recipe suggestions, and even diagnose issues with their appliances.

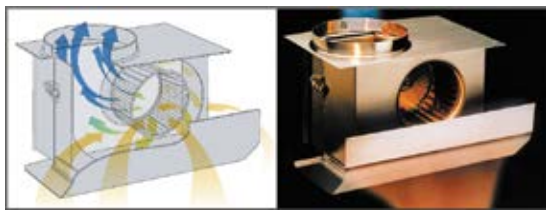
Some appliance companies have also integrated internal cameras into refrigerators and ovens. Tools like these are great for viewing grocery inventory or checking on a cooking item from a distance and conserving energy.

Even with the increasing enhancements in home appliance technology, consumers and builders alike continue to want the basics, appliances that are readily available for purchase, and offer dependable functionality, and reliable service when needed. “

### The pandemic has consumers interested in healthier homes and the best filtering and ventilation



Vent-A-Hood specializes in range hood ventilation and County TV often recommends them. Vent-A-Hood offers three variations of hood solutions. The ARS Duct Free system which is best utilized in situations when ducting is not available. It traps smoke, grease, and odors by sending fumes through a multilayer process, releasing clean reclaimed air back into the kitchen.



Their Premier Magic Lung product claims to be the quietest, most efficient, and easy-cleaning range hood blower system in the world.



CT Appliance & Fireplace Distributors (CAFD) identified three major kitchen appliance trends:

### Brass is back & matte finish is a hit!

According to CAFD Marketing & IT Manager, Drew Petrizzo and Kitchen Appliance Consultant, Kathy Dudzic, “GE Slate finish appliances have done very well in the past few years, and then we had an addition of another matte finish in black slate. Due to slate’s color shade and matte finish, it blends easily into the neutral finishes of white, beige, and gray color palette in the kitchen. Now we have matte black and matte white in the very popular appliance brand of Café, with different hardware choices to pick from, such as brushed black, stainless, bronze, and brushed copper. The brushed copper hardware comes standard on white matte finish Café appliances.”

“I would describe it to look more like brushed brass or antique brass finish,” said Kathy Dudzic. “In the last couple of months, the Monogram line has been offering the new look of brass appliances, with addition to their family of a new custom brass hood and a hearth oven which performs just like a wood-brick oven with a cleaner look and different cooking options. It looks like brass is back in new home designs and kitchen appliances.”



*(continued)*





# ELEVATING LIFE

Elevator Service Company continues to raise the bar in home elevating solutions. We offer the widest range of products available in todays market, fully customizable options, and our promise to truly make it yours. We strive to provide the best products and services our industry has to offer.



Ask about our Exclusive  
Premium Extended Warranty

## 203-757-5000

[www.ElevatorServiceCo.com](http://www.ElevatorServiceCo.com)  
CT Lic.# ELV. 400105 R1 ~ RI Lic. # 21  
MA Lic.# EC-000093





## Kitchen and Bath Trends *(continued)*

### No Preheat Air Fry

“Air Fry Who wouldn’t want fried food without the health consequences? Air Fryers have become popular over the last few years – allowing you to cut down on calories by 70% to 80% while also decreasing your fat intake when compared to the traditional method. Now we are seeing customers excited when they realize they can save the counterspace and put that separate air fryer into storage.” – Kathy Dudzic, CAFD



### Kitchen and Home Interconnectivity:

“Appliances interconnected using technologies like WiFi and Bluetooth, can help us save time by offering the ability to work more efficiently. Whether it be your wall oven helping you create that perfect dish; your range turning on your exhaust hood without your intervention; or something as small as your appliances synching their clocks with one another, features are evolving to become more useful and time saving every day. This is a trend we are seeing not only in the kitchen but all throughout the house, including the Laundry Room, and even with your living room fireplace.”

– Kathy Dudzic

### Bath Trends

Past HOBI Award winner, Steven Mueller Architects, won first place in the September 2020 A-List Awards for “Bath Design: Traditional/Classic”. This sleek bathroom incorporates an abundance of natural light and open space to create a peaceful spa like environment. The island features a practical hanging double-sided mirror, and the exquisite marble shower leads to a one of a kind shielded porch.



For the 2020 Idea House, Karen Berkemeyer Home used 24” X 24” Artistic porcelain wall tile and an Ocean Blue Artistic tile floor with high gloss Wood Mode floating vanities. Vanity drawers are compartmentalized for hair dryer and make-up. A freestanding Kohler Ceric tub is the focal point of the room, and the walk-in shower features a “Real Rain” overhead shower panel by Kohler.

For the Idea House powder room, KB Home used a rift sawn Wood Mode vanity with floating shelf to complement the raked stone feature wall.



*(continued)*

# DESIGNED *for life*

CREATE YOUR ESCAPE

HYGIENIC  
CERAMIC  
TILE

CUSTOM  
NICHE

GRAB BAR

STONE MOSAIC  
HEATED FLOOR

## TILE AMERICA

AMAZING SHOWROOMS | INSIGHTFUL ADVICE

A Connecticut family business for over 50 years

BROOKFIELD | FAIRFIELD | MANCHESTER | NEW HAVEN | NEW LONDON | STAMFORD | WEST HARTFORD



# Gault

**FAMILY COMPANIES**

STONE & LANDSCAPE SUPPLIES

[gaultstone.com](http://gaultstone.com)

WESTPORT SHOWROOM  
**203.227.5181**

BETHEL SHOWROOM  
**203.790.9023**

**Exceptional Products & Fabrication**



## Kitchen and Bath Trends *(continued)*

# TILE AMERICA

“What Tile America is promoting in this changing market is to work in the way the client wants - whether it be a virtual appointment by phone or an in-person visit to one of our showrooms,” said Showroom coordinator, Lana Camara. “Whether it be a custom high end project or budget sensitive, we can work with you the way you need. This year, we have created two full service Outlet centers in New Haven and West Hartford, each stocked with value lines, wood look tile, LVT and discontinued high end tile at up to 60% off. These Outlets are open for our retail customers and builders.”

Trends in tile are still cleaner and more contemporary influenced. People are investing in higher end finishes and features to really make their home or project stand out.



Sonoma metallic backsplash



Made in Italy by Scisis and available at Tile America, Vetrite thin glass slabs can be ordered in up to 110 1/4" x 47 1/4" and either 1/4" or 1/2" thick. VETRITE provides the freedom to think about cladding without any kind of constraints in style.

Outside Sales Manager, Ryan Coyle, explained Tile America's hands on approach with their trade clients:

“For our builders, we have three dedicated Outside Sales Reps calling on residential home builders, as well as the A&D community. We can work in conjunction with our 7 CT locations to meet with builders and their clients in our beautiful showrooms.



“We take the burden off the builder by working in tandem with our inside Design Consultants, so there is always someone available. We are also happy to come to you, where we can work directly on your project, or for larger projects, we can curate model home tile packages at different price points and design styles. Tile America offers the expertise of every facet of the tiling project, start to finish. From substrates and waterproofing to tile, grout, storage, heat, installation materials, drawings and on-site delivery. No detail is left undone.”

*(continued)*



# Kemper Associates ARCHITECTS



790 Farmington Ave, Bldg. 2  
Farmington, CT

860.409.7155  
www.kemperarch.com



Kim DiMatteo CIC, CWCA  
203.924.5429



Rebecca St. Germain  
203.924.5427



**"Let us design an insurance portfolio just right for you"**

- General Liability
- Workman's Compensation
- Umbrella Insurance
- Business Auto
- Builders Risk
- Surety Bonds
- Cyber Insurance

**www.dimatteoinsurance.com**

- Home Owners
- Auto Insurance
- Property Insurance
- Professional Liability
- Health Insurance
- Life Insurance
- Employee Benefits

**79 Bridgeport Ave, Shelton CT**



## Kitchen and Bath Trends *(continued)*



**Colinet Brushed gold**  
two-handle high arc  
bathroom faucet



**Weymouth Matte black**  
two-handle high arc  
bathroom faucet

In bath faucets, Bender designer, Rachel Lindemann sees a distinct trend to Matte/Brushed Gold and Matte Black.

According to Bender Tile & Stone Director, Sheri Snellman, unique tiles, such as Zellige are trending. Also known as Zilij or Zelij, this tile is characterized by variations of tone, shine, flatness, transparency and depth of the glazing, as well as a surface texture with irregularities. Each Zellige tile is unique.

Zelige is influenced by old world style in a modern world. The imperfect perfection of this tile is a beautiful balance of color & texture. We have seen this in both kitchens & bathrooms for clients that want that “lived in luxury” feel.



Millennials have made this the signature go to hue! Seen everywhere! We saw pink used in a traditional whimsical style and also in a soft saturation. As an overall color of choice, Pink offers an explosion of color and is Pantone’s color choice.



**Bold patterns** – with so much confinement with the current climate. People are choosing what makes them happy. Sometimes that is a bold checker plaid! We see this trend where the end user wants to make the big impact in their foyer, backsplash or feature wall.



*(continued)*



# Celebrate Working From Home

*Your dream office,  
in your dream home*

Andersen® is the most  
trusted and recommended  
brand of windows and  
patio doors among  
homeowners.\*



available at



Fairfield County's leading  
building material supplier

[www.interstatelumber.com](http://www.interstatelumber.com)  
(203) 531-8050

\*2018 U.S. Homeowner Brand Study of Andersen and Renewal  
by Andersen brands vs. competitive brands.



## Kitchen and Bath Trends *(continued)*



“In Southwestern Connecticut, we’ve been seeing very sleek and modern trends in kitchens,” said Birgit Anich, who helps builders sell their homes faster with creative and on target staging.

“Quartz countertops in mostly white with gray and black veining, with an island waterfall feature are still strong. Completely flat panel cabinets with soft touch (no visible handles or knobs) in high gloss finishes is a trend that will grow and continue. Dual tone cabinet colors are also popular, as well as invisible refrigerator and appliances (covered by cabinetry panels).



Staging - BA Staging & Interiors; Builder - Altamura Homes



Staging - BA Staging & Interiors;  
K&C Builders; Drain Unlimited  
shower drain

For bathrooms, we’re also seeing that sleek and modern look with white, gray and black still dominating the color trends. Shower drain systems that create an invisible and seamless look, like the ones by Drains Unlimited, are popular in luxury, new construction homes.”

“In bathroom fixtures, matte black, gold and brass are at the top. Larger, free-standing tubs are growing more popular for added relaxation at home. Uniquely shaped geometric tiles and mirrors are trendy and add an interesting element to simple and monochrome bathrooms.”

– Birgit Anich, BA  
Staging & Interiors



Staging - BA Staging & Interiors;  
Builder - Altamura Homes

Details and drama . . . mosaic tile, gold faucets and hinges, textured hardware, painted and shiny metallic sinks,. . . Moody or vibrant color, textured finishes and memorable details create DRAMA and the WOW factor in today’s homes.

So invest in the things that matter to today’s consumer, and you will create real VALUE in 2021! 🏡

# KAREN BERKEMEYER HOME

Cabinetry • Design • Tile • Plumbing



Lisa Valerie Photography



## AWARD WINNING DESIGN

*New Homes & Innovative Renovations*

175 Post Road W, Westport, CT 06880 | 203.454.0032 | karenberkemeyerhome.com



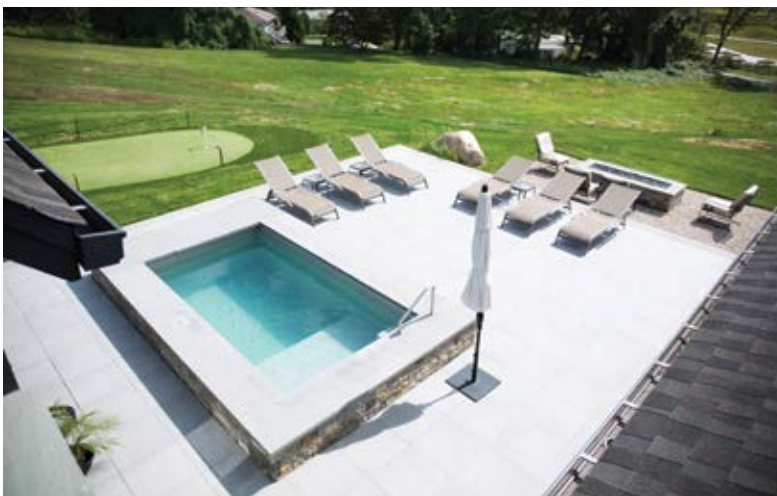
## Greyrock Homes Completes This Old House 2020 Idea House On Schedule Despite the Pandemic



In our summer issue, *Connecticut Builder* featured a cover story on the 2020 Idea House under construction at the height of the COVID-19 pandemic. In this issue, we unveil the finished product – a striking 3,700 sf modern farm-house designed by Jamieson Architects, and built by The Greyrock Companies.

This is a house built for golf-lovers. An outdoor putting green overlooks Shorehaven golf course, and an indoor green in the basement ensures there's a place to practice those putts year-round. The covered porch and patio are equipped with an outdoor kitchen, including Wolf grill from Aitoro Appliances and Nature Cast 100% weather-proof cabinets. Beyond the covered porch is a stunning Soake Pool and a 4,000 BTU firepit. The Soake Pool is New England's original precast plunge pool with hand tiled interior and full automation. Pool sizes range from 5' X 8'9" to 7' X 13'.

Translucent panels on the contemporary three car garage doors are set in an ex-



truded aluminum frame for maintenance-free operation. Although they allow light to pass through, the doors are insulated against heat and cold.

Pictured on p. 27, a 44' X 22' vaulted family room and kitchen are lined with Marvin casement windows that frame dramatic views of Shorehaven Golf

Course and Long Island Sound. Supplied by Rings End, the windows and glass doors are from the Marvin Signature Collection, and have an Ebony Exterior, Designer Black Interior and Matte Black hardware.

Rings End rep, Len Volpe, was instrumental in coordinating all of the building materials supplied by

Rings End.

Leia Ward, LTW Design, recognized as one of the 'Top 10 Luxury Stagers' in the country, is known for her attention to detail, and talent for blending textures, natural light and clean lines. LTW brought this signature style of casual sophistication and calm to the 2020 Idea House.

(continued)





COME EXPERIENCE SUB-ZERO AT AITORO APPLIANCE.



401 WESTPORT AVENUE, NORWALK, CT • 203 847 2471 • AITORO.COM

## Greyrock Homes Completes This Old House 2020 Idea House On Schedule Despite the Pandemic *(continued)*



Jerry & Sandy Effren, Greyrock Homes

For the gas fireplace surround in the family room, Karen Berkemeyer Home used textured porcelain pavers from Artistic Tile to give a clean, contemporary look. An 85-inch TV sits in a niche above the firebox, and 7-inch character white oak flooring runs throughout the first floor.

The Wood Mode kitchen provided by Karen Berkemeyer Home features a 5' X 11' island with Kohler Purist single-handle swivel faucet, an extra wide sink, and luxury appliances including Subzero refrigeration, Wolf cooktop, double ovens, microwave drawer and a Cove dishwasher, all supplied by Tony Aitoro and Aitoro Appliances. The kitchen is a great spot to prepare meals without missing out on the action in the living area. For more elaborate entertaining, there's a fully-equipped butler's pantry with a convenient pass-through to the kitchen.

**\*Note:** The 2020 Idea House kitchen and baths are covered in detail in the Kitchen & Bath Trends feature of this issue.

The Idea House includes a spacious ground-floor master suite and two additional bedrooms and baths on the second floor, along with a bunkroom. The upper deck features 24"X24" tile pavers with no grout joint to allow for a Schluter drainage system underneath.

On October 7th, This Old House Ventures and NKBA held a Virtual Sneak Preview of the 2020 Idea House for kitchen and bath designers, and on October 14th, TOH editor, Chris Ermides hosted a Video Tour & Live Q&A with Jerry and Sandy Effren of Greyrock Homes. [▶](#)





# DID YOU KNOW...

## CALCAGNI REAL ESTATE USES MAGIC

(INNOVATIVE TECHNOLOGY) TO MAKE IT SUPER EASY FOR HOME BUYERS TO TOUR

AND FALL IN  WITH OUR NEW HOME COMMUNITIES?



### SELF-GUIDED TOURS

Scan the QR codes with your phone to experience our tours.

### EXAMPLE OF OUR 360 TOURS

### "DID YOU KNOW?" VIDEO SERIES

### PROFESSIONAL VIDEO WALK-THRU

- Community website
  - Targeted advertising
  - Socially engaged
  - Broker events
- and more...*

YOUR NEW HOME SALES & MARKETING STARTS HERE.

NEW HOMES BY  
**Calcagni**  
REAL ESTATE

203-272-1821  
**CALCAGNI.COM**





## The Calcagni Real Estate Approach to the Current Housing Market Is Nimble, Strategic & Analytical

by Antonio Liguori, President, Calcagni Real Estate

At Calcagni Real Estate, our local marketing approach is continuously adapting to the communities and markets we represent, including Fairfield, Hartford, New Haven, Middlesex, and New London counties with current and upcoming projects. Our marketing strategy has been beneficial and crucial to the developers and builders we represent because of the sizable influx of new residents entering our state. Whether these new buyers want or need to move to Connecticut, our efforts identify locations that truly suit their needs. We have recently seen an uptick in interest and sales from Virginia, DC, Florida, and outside of New York City, Massachusetts, and New Jersey.



Our company has pledged a significant focus on analytics, which our inside Marketing and IT team and our external Marketing

and IT company collaborate on bi-monthly. Calcagni's most important contribution is to "listen" to what consumers are looking for and create engagements so that our developers and builders can continue their path to success. Data and information (not just someone's name and email) is the future of understanding our clients and customers and providing them with a solution, not just a response.

When you take time to listen, new marketing strategies may evolve. Recently our team produced short videos for each new home community we represent that we refer to as our "Did you know?" series, based on a "They Ask, We Answer" marketing model. Our sales teams answer general questions about each community or market that potential buyers ask through these videos. For example, a prospective buyer relocating from an apartment in NYC may not understand the advantages that some HOA's provide when purchasing a new home. Benefits that allow them to spend their free time enjoying their new yard and not having to work on it, or knowing that they may have a pool of their own or that a particular builder/community can customize

their new home with options that matter most to them. Increased demand for a dedicated home office space or a more rural lifestyle within reach of urban centers are trends our out of state buyers have found appealing.

Most recently, Calcagni has implemented a "Self-Guided Tour" solution at several new home communities for our developers and builders to engage buyer interest and activity in their communities. Our analytics have shown a dramatic increase in the time spent on our new homes' websites; however, we do not believe it is enough to offer one-dimensional renderings and floorplans these days. Our initial solution was to enhance the potential buyer's experience on our site with a 360-tour virtual experience. Then we introduced a high-definition video "walkthrough," which allowed a buyer to get the lay of the land. Buying habits have changed with COVID concerns, and we recognize that potential "new neighbors" often like to drive-by first. They may not want to engage in an appointment and prefer to view a model home at their convenience. Our "self-guided" tour option provides an opportunity to enter the model home without an agent present. Our system utilizes video doorbells, smart home locks, and tablets, which allow for an introduction, entry to the model home, and a "live" agent to answer questions at the buyer's pace.

With more buyers interested in new construction, Calcagni has encouraged our agent and leadership team to increase their knowledge of new construction to make the consumer experience easy and enjoyable, while allowing builders to focus on building. Nearly 25% of our sales team has earned or is in the process of earning designations as both "Certified New Home Specialist" and "Residential Construction Certified." The comprehensive training ensures that Calcagni has the largest volume of agents, staffing, and leadership to focus on our developers and builders' success and best service new home buyers and how best to market to them. The knowledge level of the entire building process reinforces the top in class service that Calcagni offers to every person during the new home buying experience.

Calcagni Real Estate is a strategic business partner with each of our developers and builders. We encourage our developers and builders to move in directions that best suit their subdivisions through implementation meetings and discussion of our analytics, buyer interactions, and local market involvement. The "need it now" mentality of home buyers this year means that "quick delivery" homes, and the ability to maintain a constant pipeline of "move-in ready" homes is critical to the success of a new community. If they need to sell a home to facilitate the purchase of a new construction home, Calcagni provides them with the insights and support they need to feel comfortable to move forward on their new home journey.

As we head into the fourth quarter, the market environment and conditions are still quite favorable for CT. We support this growth, and our local communities benefit from the traction and pace. ■

## Hocon has the largest, most dependable support team in the region providing you with expert planning and installation services



### Hocon's highest priority is the health and safety of our customers and employees.

We continue to closely follow the guidance given by the CDC, State and Federal Authorities and we reinforce safe behavior practices in both customers' homes and businesses as well as our facilities. Some steps we have taken:

#### ASSISTING OUR CUSTOMERS

Our trucks are deep-cleaned daily and drivers have been assigned specific trucks and equipment. We have issued hand sanitizers and gloves to all our drivers and field technicians. Employees that feel ill have been told not to report to work. We continue to practice "Social Distancing" and our employees have been instructed to keep a safe distance from our customers and other employees, even if it feels awkward at times.

#### ASSISTING OUR EMPLOYEES

We were able to provide remote work solutions early than most for our customer support and administrative staff to ensure the safety of our employees. We continue to follow State guidelines from the Governor to slowly phase people back into their branches.

#### "PROPANE PETE" BATTAGLIO

Over 36 years of experience



**Senior Regional Manager,  
New Business Development**  
Hocon Gas, Inc.

6 Armstrong Road, Shelton, CT 06484

Email: [pbattaglio@hocongas.com](mailto:pbattaglio@hocongas.com)

Cell: 203.343.2199

Shelton: 203.925.0600

Fax: 203.944.0300

### PROPANE • FUEL OIL • HVAC • INDUSTRIAL GASES

- Cooking
- Hot Water
- Fireplaces
- Grills & Fire Pits
- Pools
- Boilers
- Furnaces
- HVAC
- Generators
- Patio Heaters
- Compressed & Cryogenic
- Welding Supplies
- Safety Products
- Construction Heat
- Forklifts & Autogas



PROPANE CAN DO THAT



**DANBURY**  
**NORWALK**  
**GUILFORD**  
**SUFFIELD**  
**TORRINGTON**  
**WATERBURY**

86 Payne Rd. (203) 744-4000  
33 Rockland Rd. (203) 853-1500  
736 Boston Post Rd. (203) 458-2790  
1242 South St. (860) 254-5862  
2407 Winsted Rd. (860) 626-0900  
20 Railroad Hill St. (203) 754-7601

Feel comfortable with us.  
**hocon.com**

HOD 726-30

AD-CT-BUILDER-2020-SUMMER



## Market Trends

### NAHB Chief Economist, Dr. Rob Dietz, identified four important trends

1. **\*\*LOW DENSITY MARKETS** like Connecticut will account for 47% of SF construction, as people exit hi density areas.
2. **Single family Build to Rent** has potential for high growth. (4% now - could grow to 5.7% in next few years.)
3. **Single Family home size** will increase over the next two years due to addition of home offices, home gyms etc.
4. **Remodeling market** overperformed this year, and will continue because people want more space and they are moving less.

### Gen Z and Millennials Are Changing Homebuilding Forever

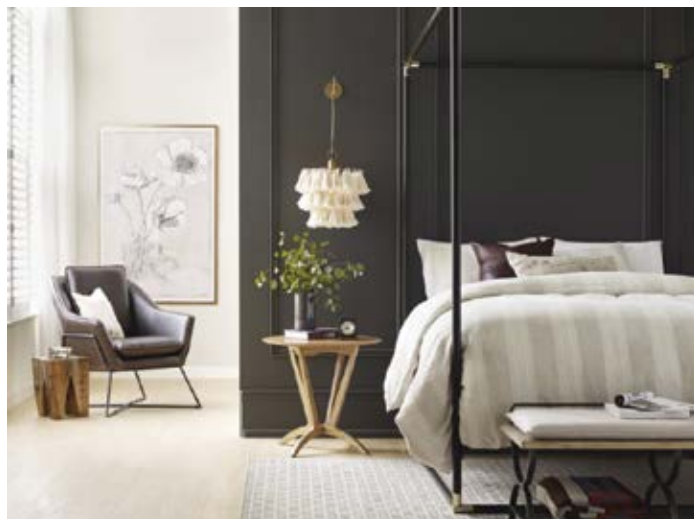
Millennials and Gen Z are not only reshaping the economy, they're completely altering the homebuilding industry. These generations expect unique experiences that are changing the ways we buy and sell – forcing companies to examine how they do business. These consumers are making an impact on home design with strong preferences for smart home technologies, energy efficiency and more workable spaces. They're devising new communication and wellness protocols, influencing design spaces and affecting technological advances.

### Urbane Bronze Is 2021 Color of the Year

Sherwin-Williams has announced Urbane Bronze SQ 7048 as its 2021 Color of the Year. The “warm, sophisticated” dark bronze, chosen to evoke a sense of calm, stability, and connection with the natural world.

“The home is now the ultimate retreat from the world, and color is an easy and effective way to create a personal haven. Urbane

Bronze encourages you to create a sanctuary space for mindful reflection and renewal,” says Sue Wadden, director of color marketing at Sherwin-Williams. “Urbane Bronze is a comforting color, drawing from nature for a feeling of relaxation and serenity. There's also reassurance in its sentimentality, with nostalgic ties to the design of the '70s and '90s, but with gray undertones that give it a distinctly modern twist.”



(continued)

BUILDERS CAN  
DELIVER A HOME  
TO RELAX, UNWIND  
& RE-ENERGIZE  
WITH SUPERIOR

**Superior**<sup>®</sup>  
**HEARTH, SPAS & LEISURE**

SAUNAS



HOT TUBS



HEARTH  
PRODUCTS



OUTDOOR  
LIVING



CT's Premier Hearth, Hot Tub & Sauna Destination

- Your Single Source for Hearth, Hot Tub & Sauna Products
- Complete In-House Hearth Parts & Service Department
- Factory Trained Hearth, Hot Tub & Sauna Specialists
- Service Coverage Beyond Manufacturer's Warranty



[www.SuperiorAtHome.com](http://www.SuperiorAtHome.com) | (888) 875-3621 | Rte. 322 Southington • Rte. 44, Avon



## Market Trends *(continued)*



“When it comes to our well-being in a home, light, air, and views are key factors that shape the way we live,” says Marvin Coastal NE Field Marketing Manager, Christi Blad. “Now more than ever, homeowners want their homes to feel like a retreat from the world, a place to connect and rejuvenate.”

“Through extensive research, we discovered that homeowners are seeking out smaller, cozier spaces filled with natural light, like reading corners, in which to relax and recharge.

This interesting insight ultimately led to the creation of Marvin Skycove, a fully constructed alcove with glass on all three sides and the top, so you can fully immerse in light and feel truly connected to the outside. Skycove is designed to provide a comfortable, cozy place in which to gather, while adding more functional living space to the home. See photo top right.

We also found an emerging desire to harness light in new ways from above, in addition to an increase in lighting solutions designed to mimic natural light. This led us to develop the Marvin Awaken Skylight. See photo at right.

Awaken is an automated and customizable smart skylight that maximizes access to light, air, and unobstructed views, offering built-in, tunable LED lighting that mimics natural light. The product’s lighting can also be scheduled to help wake early risers every morning or provide extended daylight during the winter when natural light is limited.

In both kitchens and baths, we are seeing people think differently about window treatments. There’s been a shift from curtains and drapery to embedded automated shading solutions that are hidden in the ceiling and disappear when not in use. A lot of homeowners are seeking to better connect with the view outside, but we still need privacy and light control, so these options offer as much natural light as possible throughout the day and also align with the sleek, minimal, and modern design style that’s gained popularity over the past few years.

Another way people are increasing the natural light in their homes and creating a more direct connection with nature is through adding doors, where there were once windows, or



adding larger windows for a greater sense of connection to the outside. We’ve noticed homeowners embarking on remodeling work to replace more traditional patio doors with large scenic versions to create a connection between interior and exterior spaces for more seamless transitions and a sense of freedom.”

*(continued)*

# CONNECTICUT LIGHTING CENTERS



*Your complete source for your home.*

Providing excellent service,  
**largest selection & inventory**  
in New England.

- Indoor and Outdoor Lighting
- Table & Floor Lamps, Mirrors & Home Accents
- Ceiling Fans
- Cabinet, Bath & Door Hardware
- Motorized & Manual Window Shades
- Home Automation – Lighting Controls



**HARTFORD 860-249-7631 • 160 BRAINARD RD (I-91 • EXIT 27)**  
**SOUTHINGTON 860-621-7585 • 50 GRAHAM PLACE (I-84 • EXIT 32)**

**Visit [www.CTLighting.com](http://www.CTLighting.com) for more information.**

**Locally family owned & operated since 1972 – now in 3rd generation.**



## Market Trends *(continued)*



Connecticut Builder asked Todd Director for his comments on the market from the perspective of Connecticut's leading lighting supplier.



Todd Director

### What kind of uptick in sales have you seen?

With so many people working from home, we have seen an uptick in home improvement projects. Bath lighting, kitchen lighting, outdoor lighting, landscape lighting and ceiling fans have

been very popular categories. Aside from lighting products, accent furniture, home décor and mirrors have been in high demand!

### What's popular for current buyers? What are the trends you see?

Our customers are looking for different finishes and fun and unique lighting designs integrating LED into lighting fixtures. Due to the pandemic, online shopping is soaring in many industries, however we are consistently hearing from consumers that lighting is just something you need to see in person. To judge size and scalability online is very tough. Then the hundreds of different finishes each manufacturer uses just makes it even tougher. A trained lighting professional at Connecticut Lighting will bring the decorative and functional aspects together.

### Has your builder business increased? Where are their buyers and renters coming from?

We have seen a pickup in our builder/remodeler business, building is happening all over the state, and one of the few positives to take away from this pandemic is that people living in surrounding large cities are coming to Connecticut. We have seen an influx in New York and Boston customers who are choosing to build or purchase a new home in CT.

### Any supply chain issues?

Our industry has fared very well with the supply chain. Backorders with our vendors are more common than in normal times, but there are so many options readily available here at our showrooms and at many of our manufacturer warehouses. It does help that we are open to buy with approximately 200 vendors worldwide and we have our own warehouses with inventory in both Hartford and Southington.

### Any new products you're promoting?

We have seen a tremendous uptick in 2" and 3" integrated LED recessed downlights (cans). The prices have really come down, and the light output is better than what a standard 4", 5" or 6" can do without such a large hole in the ceiling.

*(continued)*



Do you believe there's no place like home?

**This is the place for you.** Imagine hundreds of exceptional bath, kitchen and lighting products from trusted brands, in settings that help you envision them in your own home. You'll find classic styles alongside the newest trends. A friendly, accessible staff offers guidance and detailed coordination to ensure that your project goes smoothly.

**Find details and hours for more than 40 showrooms at [frankwebb.com](http://frankwebb.com).**

*For custom home builders, architects & designers: [frankwebb.com/professionals](http://frankwebb.com/professionals).*

WORKING DISPLAYS ▪ EXPERT SHOWROOM CONSULTANTS

Frank Webb  
**Home**®

BATH ▪ KITCHEN ▪ LIGHTING

**HARTFORD, CT** 200 Locust Street  
**STAMFORD, CT** 200 Richmond Hill Avenue  
**MERIDEN, CT** 30 Pomeroy Avenue  
**WATERBURY, CT** 737 Bank Street  
**WATERFORD, CT** 570 Vauxhall Street Ext.

[frankwebb.com](http://frankwebb.com)



## Market Trends *(continued)*



Located in Westport - the heart of Fairfield County, Gault has one of the largest selections of stone in New England, and supplies stone and landscape materials to leading builders and their custom clients. Their team has extensive experience in the stone, masonry and landscape fields. Here are their comments on the current hot market.

### What's your take on the Connecticut market?

It's an interesting time to be a homeowner right now. Whether new to the state or a longtime resident, everyone is thinking about how to live their best life at home. We've worked with many customers, educating them virtually and in our showroom to bring their projects to life.

Since homeowners aren't traveling and planning vacations, we've seen greater interest in creating outdoor living and entertaining spaces that are versatile for the entire family to enjoy. Perhaps more interesting is that we've seen this trend before. In the months after September 11th, we saw an uptick in residential projects that we attributed to a decline in travel. Homeowners are prioritizing making home a haven.

### What is popular with your customers right now?

In creating their outdoor living spaces, we've seen a lot of patio extensions, pizza ovens and outdoor kitchens. And of course, fire pits have been extremely popular – both custom and DIY kits – as they are an easier to implement addition to a backyard.



Porcelain pavers continue to gain attention. The newer styles embrace a more traditional New England feel with bluestone, slate and other natural stone textured designs. Trade professionals and homeowners alike are utilizing porcelain for indoor/outdoor spaces, patios and around pools. Not only are they easy to install, anti-slip, and resistant to thermal shock from extreme temperatures but they are made in the U.S. and readily available.



Gault Stone Westport Showroom

### What trends do you anticipate this winter and beyond?

Like many other industries during COVID-19, we have seen supply and transport challenges for certain products, specifically those coming from overseas. This has naturally steered customers into using more U.S. sourced materials/products which we foresee as a lasting trend for the near future.

Our fabrication shop remains busy and we expect an uptick with interior work this winter, particularly with countertops. Many of the contractors, masons and pool companies we work with are booked out well into 2021. We predict construction and masonry jobs will continue over the winter as much as possible in order to meet the growing demand and get ahead of the busy spring season.



Gault Stone fabrication shop

Although a trying few months for all, our extensive inventory and longstanding relationships with quarries and vendors both locally and worldwide have positioned us well for the shift we are experiencing with both a booming real estate and home improvement market which we expect to continue through 2021. □

*(continued)*



## Builder News

### Builder Confidence Soars to an All Time High While Lumber Risks Remain

At a September Connecticut HBRA Executive Committee meeting, builders rated their confidence in the market at a 10 out of 10!!



In a strong signal that housing is leading the economic recovery nationally, builder confidence in the market for newly-built single-family homes increased five points to hit an all-time high of 83 in September, according to the

latest NAHB/Wells Fargo Housing Market Index (HMI) released today. The previous highest reading of 78 in the 35-year history of the series was set last month and also matched in December 1998.

“Historic traffic numbers have builders seeing positive market conditions, but many in the industry are worried about rising costs and delays for building materials, especially lumber,” said NAHB Chairman Chuck Fowke. “More domestic lumber production or tariff relief is needed to avoid a slowdown in the market in the coming months.”

“Lumber prices are now up more than 170% since mid-April, adding more than \$16,000 to the price of a typical new single-family home,” said NAHB Chief Economist Robert Dietz. “That said, the suburban shift for home building is keeping builders busy, supported on the demand side by low interest rates. In another sign of this growing trend, builders in other parts of the country have reported receiving calls from customers in high-density markets asking about relocating.”

Derived from a monthly survey that NAHB has been conducting for 35 years, the HMI gauges builder perceptions of current single-family home sales and sales expectations for the next six

months as “good,” “fair” or “poor.” The survey also asks builders to rate traffic of prospective buyers as “high to very high,” “average” or “low to very low.” Scores for each component are then used to calculate a seasonally adjusted index where any number over 50 indicates that more builders view conditions as good than poor.

All the HMI indices posted their highest readings ever in September. The HMI index gauging current sales conditions rose four points to 88, the component measuring sales expectations in the next six months increased six points to 84 and the measure charting traffic of prospective buyers posted a nine-point gain to 73.

Looking at the three-month moving averages for regional HMI scores, the Northeast increased 11 points to 76, the Midwest increased nine points to 72, the South rose eight points to 79 and the West increased seven points to 85.

### NAHB Conveys Lumber Price Concerns to Commerce Secretary

At a meeting with Commerce Secretary Wilbur Ross, Immediate Past Chairman Greg Ugalde told the secretary what the association has heard from members about how the lumber crisis is hurting their businesses and impeding an even more robust housing upturn.

Secretary Ross told NAHB leaders that lumber mills are concerned that the ongoing housing upturn is temporary, and Dietz assured Ross that the solid housing market is sustainable. NAHB stressed that between harvesting and mill capacities, the fact that most mills are running at two shifts rather than three is the greater problem.

HMI tables can be found at [nabh.org/hmi](http://nabh.org/hmi). More information on housing statistics is also available at Housing Economics PLUS (formerly [housingeconomics.com](http://housingeconomics.com)).

Help keep the HMI the industry’s preeminent measure of builder sentiment. If you are a single-family builder interested in participating in the HMI survey, please contact Rose Quint, NAHB’s assistant vice president of survey research.



## Greg Ugalde Appointed to CHFA Board



Congratulations to Greg Ugalde, GMB, CGP, Immediate Past Chairman of NAHB, and president of T&M Building Company on being appointed to the Board Of Directors at Connecticut Housing Finance Authority (CHFA) by State Senate Minority Leader, Len Fasano.

## Wood Builders Turns Underutilized Space into a Classroom for Home Schooling

Here's how Mike Wood described the original house lift and remodel of a Riverside home, and his post pandemic retrofit to create a classroom for the owner's children and six friends.

"In 2019 we lifted a 4,000 sf 1940's waterfront home in Riverside, CT approximately 10 feet. We removed about 80% of the first floor, kept some exterior walls on the second floor and lifted the entire home in 3 separate sections. The interior and exterior of the home were completely remodeled, including all new electrical and mechanical equipment, roof, windows and siding. At the end of 2019, we completed the project, and then the pandemic hit.



While working and teaching their children "virtually", the owners realized that this scenario could continue for a while. They saw an opportunity to turn part of an underutilized space into a classroom for their two daughters "and create a great school environment for them". The owners hired a teacher, and aide, and invited six other girls to join them for the 2020-2021 school year.



For the classroom, an existing space was reinvented, and new flooring and lighting were installed. The new room provides a perfect opportunity for learning in a small school environment. The owners envisioned a space that was "fun" and is complete with bright yellow chairs and colorful and engaging décor.

Now that school is in session, the owners are thrilled with the renovation; the children are learning; and the program is off to a great start!

*(continued)*



## Builder News *(continued)*

### Steve Temkin – T&M Homes



“I don’t know if you have been hearing from people about the shortages being experienced by builders lately. This photo taken of a T & M house in West Hartford shows how a house looks when the vinyl siding distributor runs out of a certain color of vinyl siding, and the siding installer leaves the job and moves out his equipment so he can work elsewhere.



Raised ranches seem like a throwback to the 1970’s and T & M certainly built a good many of them back then. After not having built any in years, we are now working with Greg Patchen on two of them in Newington, one of which is shown in the attached photo taken in mid August.

Back in 1975, T & M offered smaller one car garage raised ranches in Torrington and Willimantic. See original 1975 Hartford Courant ad pictured. In West Hartford, Berlin and Bloomfield there were larger two car garage raised ranches.

T&M HOMES • T&M HOMES • T&M HOMES • T&M

**The Best Buy Around**  
A New Single Family Home  
For Only **\$29,900**

**CHFA MORTGAGES** From **7 1/2%**  
**DOWN PAYMENTS AS LOW AS 5%**

**CHINA MORTGAGES** From **7 3/4%**  
**NO CLOSING COSTS**

**OUTTIN HILL ESTATES**  
NEW HARTFORD TORRINGTON

**WILLIMANTIC**

**T&M HOMES**  
715 Bay St. Torrington  
T&M HOMES • T&M HOMES • T&M HOMES • T&M

### Northeast Building Supply

**President Jason Cohen** – there have been major delays and supply chain issues with composite decking.

### Bob Sprouls, Bluewater Home Builders, Westport

– We’ve sold all of the spec homes we had on market in the beginning of the year, and are under contract to sell our last spec home next week (27 Soundview Drive – HOBI Award winner – Best Spec Home \$5 - \$6 Million). Currently, we are underway with another 2 new spec homes in Westport (one in the Gold Coast area) and are under contract to buy another property in the Compo Beach area. Couple that with two large custom homes we’re working on, and other custom jobs expected to soon be in the pipeline, we are very excited about the 4th quarter of this year and 2021!

**Randy Sullivan, Gatehouse Partners** – In the building industry, 2020 has brought a reimagining and reinvesting in the concept of home, and with it, an influx of clients from cities to our area. Home has become more than a place to unwind at the end of the day – it is a place to work, a place to play, a gym, a restaurant, and a staycation destination. Style-wise, modern seems to be what is on most client's minds at the moment, with high ceilings, open concepts, glossy front doors, home gyms, and swimming pools (both outdoor and indoor).



This Greenwich home won Gatehouse Partners several 2019 HOBI Awards, including Best Residential Remodel \$3-5 Million. It’s currently for sale at \$10.75 million.



**Anthony DeRosa, DeRosa Builders** – We are insanely busy... hired 4 people in the past 3 months.

**SBP Homes** – Two of six homes at Dublin Hill Road in Greenwich sold in the \$7 million range. There are three foundations in, and three houses framed.

**Chris Nelson, Nelson Construction** – We will be stressing healthy living in our multi-family, with special air filters in the lobby of buildings... We're selling our single family homes in Simsbury like hot cakes. We have 17 houses under contract. We were able to raise prices twice, but not enough to compensate for the skyrocketing cost of lumber, which has added about \$15,000 to the cost of a house.

**Cassie Stevenson, Redwood Construction** – We completed two custom homes recently, a 3,800 sf custom in Riverside CT with Swann Architects, and a 4,600 sf Greenwich custom with Dodaro Architects. Both took a year to complete.



**John & Melanie Ricci, Ricci Construction, Cheshire** – Ricci Construction Group has definitely had a busy season. We are working on major remodels, additions, custom homes and commercial... John is putting a large great room addition onto his HOBI award winning home in Woodbury (2013 Best Custom Home under 3,000 square feet). Both homeowners have been working from home, and decided they needed more room. This addition created room outside for amazing gardens and landscaping.

**Jim Blansfield, Blansfield Builders, Danbury** –

We never stopped working after COVID started and we were given green light by the state. We try not to work inside other people's homes while they live there, so we turn down that work. We're starting a 2 story mall space renovation at the Danbury mall, where we are adding a new high end exercise/workout space, and a \$3 million custom home on the lake. We finished a great outdoor post and beam structure on the lake with kitchen sitting and dining area. See photo below.



**Vinnie Sciaretta, VAS Construction, Darien** –

We have been really, really busy with work in Darien, Westport, New Canaan and even in Rhode Island.

**Dave Prutting, Prutting & Company, Stamford** –

we are very busy indeed – winding down an enormous and beautiful new home waterfront home in Darien; a very sleek art studio/museum in Greenwich. Also engaged in 3 exciting projects in north country – one each in Pine Plains, NY, Williamstown Ma. and in Salisbury Ct. – and the future looks – robust!

*(continued)*





COMMERCIAL & RESIDENTIAL REAL ESTATE PHOTOGRAPHY  
JIM FUHRMANN | [WWW.JIMFUHRMANN.COM](http://WWW.JIMFUHRMANN.COM) | 860.249.1341



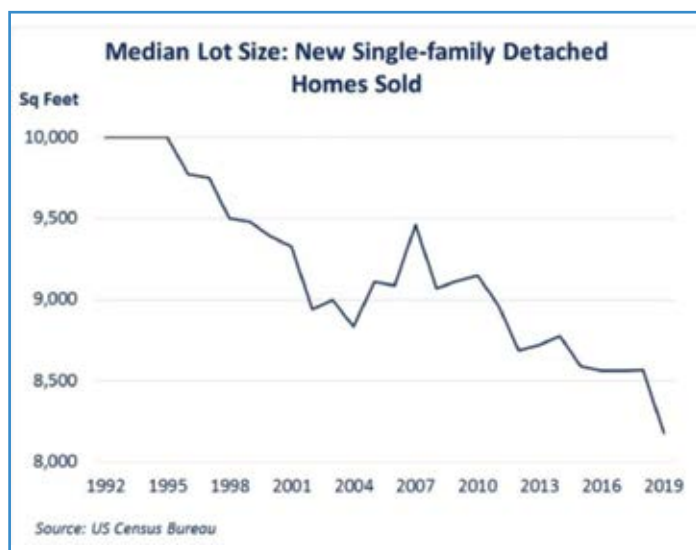




## Builder News *(continued)*

### Median Single Family Lot Size Hits Record Low

The median lot size for new single-family detached homes that were sold in 2019 dropped to a record-low 8,177 square feet (0.188 of an acre), down 390 square feet since 2018, according to the latest figures from the Census Bureau.



The shrinking median lot size largely reflects the shift in spec home building toward smaller lots. A decade ago, 27% of all sold single-family detached homes were sitting on lots under 0.16 acres and 21% were occupying lots between 0.16 and 0.25 acres.

Fast forward to 2019, these shares increased to 37% and 24%, respectively. At the other end of the lot size distribution, the share of spec homes built on larger lots exceeding half an acre shrunk from 15% in 2009 to 10% in 2019.

### New England Known for Larger Lot Sizes

While the nation's production of spec homes shifts toward smaller lots, the regional differences in lot sizes persist. Looking at single-family detached spec homes started in 2019, the median lot size in New England is three times as large as the national median.

New England is known for strict local zoning regulations that often require very low densities. Therefore, it is not surprising that single-family detached spec homes started in New England are built on some of the largest lots in the nation, with more than half of the lots exceeding half an acre.

### Shinn Consulting Launches Home Builder University



A crisis often brings with it a silver lining, and the current global pandemic is no exception. Chuck and Emma Shinn, the founders of Shinn Consulting and Shinn Builder Partnerships, have always had a passion for education and providing the best possible learning opportunity to builders. In a time when we were forced to cancel our live seminars, it accelerated our plans to resume offering educational programs online.

We are pleased to announce the creation of the Home Builder University, an online community for builders to access the critical knowledge they need to survive and thrive.

"In times of crisis, information is power," Chuck Shinn said. "You're making decisions that can make or break your company and affect the livelihoods of your employees, your trade partners, and your suppliers. The Home Builder University will give you a wide-ranging set of information to make the right decisions for your business."

"We have had a vision for expanding our online learning program for a long time," Emma Shinn said, "and now is the perfect time to bring it to fruition. Builders need this education more than ever, and we have the technology to bring it to them. We feel honored to offer this important resource to our industry." 📖

## Breathe Easier – COVID-19 Helps Healthy Homes Go Mainstream

Over the years, aging in place, universal design, energy efficiency, green building, and sustainability have gained traction with builders and consumers. Some are required by code, and there are certifications and education designations for Aging In Place and Professional Green Builder.

The COVID-19 pandemic has brought wellness and air quality front and center in the minds of consumers, and healthy homes now appear poised to change building forever. Here's how to deliver (and sell) next-level indoor air quality.

### Defining Healthy for Homes

Well-designed and crafted healthy homes optimize both active and passive techniques to deliver improved indoor air quality and comfort.

While stricter energy-efficiency requirements result in tighter homes that offer reduced air infiltration and thermal transfer, paying attention to best practices for fresh air ventilation and filtration is not so common.

For at least a decade, builders have been speaking about and responding to homebuyers' desires for indoor-outdoor connectivity, more natural light, and community amenities such as gyms, spas, hiking and biking trails, and other elements that promote physical and emotional wellness.

Home builders seeking to create healthy homes tend to focus on systems—particularly HVAC equipment efficiency and design—and building materials that emit fewer (or no) volatile organic compounds



BPC Green Builders, Wilton CT & Trillium Architects, Ridgefield CT



BPC Green Builders, Wilton CT & Trillium Architects, Ridgefield CT

(VOCs). Some may also invest in next-level filtration or controlled fresh-air ventilation systems.

Meritage, which closed 9,267 homes in 2019 priced from \$200,000 to \$1 million across the South and West, promotes better IAQ with systems that “bring in

filtered fresh air so family activities that occur in the home don't accumulate harmful materials,” says CR Herro, the builder's VP of innovation.

Meritage also specifies materials that don't off-gas VOCs and installs systems that maintain ideal indoor humidity to



help mitigate mold spore growth. “Keeping people healthy shouldn’t be an option when purchasing a home,” Herro says. “Our health based program is standard in every one of our homes at every price point across the country.”

While not included in the “HVAC” acronym, air filtration is gaining traction as an essential (and thoughtful) piece of the IAQ puzzle.

“You can’t just put in an air filter and say, ‘We’re good to go’. You have to ask the questions, ‘What size particle level are you filtering to? What’s the outside air quality like? What if the majority of pollutants are being generated inside the house?’”

— Michael Trolle,  
BPC Green Builders, Wilton, CT

Technology in the form of sensors, automation, and touch-screen controls are increasingly relied upon to help manage and maintain healthy indoor air.



Photo: courtesy KB Home

## Programs and Options for Healthy Homes

For builders looking for the right science-based answers, Indoor airPLUS, a voluntary certification and labeling program administered by the U.S. Environmental Protection Agency (EPA), requires certain construction practices and product specifications that help minimize exposure to airborne pollutants and contaminants, says EPA specialist Nicholas Hurst.

Those specifications focus on moisture management, HVAC systems, radon-resistant construction systems, low-emitting materials, pest prevention, and managing pollutants from combustion, among other aspects of ensuring healthy indoor air.

“Americans spend 90% of their time indoors, where some pollutants can be two to five times higher than outdoor concentrations.”

— EPA

For new construction, specifying low-VOC paints, flooring options, cabinets, and a better HVAC system doesn’t add significant cost ... especially if cost efficiencies can be found elsewhere.

For example, structural insulated panels (SIPS) cost more per linear foot but save labor costs by not paying to install insulation after the home is framed. And because the home is so tightly built with SIPS, you can spec a smaller (and therefore less expensive) HVAC system.

Homes By Taber, in Oklahoma City, focuses on delivering homes with “healthy home technology,” says director of marketing Lindsay Haltom, including a MERV-13 air-filtration system, low-VOC paints, and “stovetop ventilation through the roof.”

## Your kitchen hood can play a role in your health:

“It’s well known that using a kitchen ventilation hood will decrease the amount of cooking byproducts that make their way into the home when cooking the evening meal. But did you know you can use your hood to decrease the amount of dander, bacteria and virus from the air we breathe as well?” — Drew Petrizzo, CAFD



(continued)

# Planning

Legal solutions for solid foundations.



For decades, we have advised corporations, developers, lenders, non-profit institutions, governmental entities, and individuals on their most complex and notable transactions.

**Land Use** is a core focus of our law firm.

[shipmangoodwin.com/land\\_use](http://shipmangoodwin.com/land_use)

Contact: Timothy S. Hollister at (860) 251-5000

GREENWICH | HARTFORD | LAKEVILLE | NEW HAVEN | NEW YORK | STAMFORD | WASHINGTON DC

## Worth More than a Thousand Words

**Video is easily the richest and densest variation of content currently available for real estate pros looking to tell a story.**

Firms shy away from creating video content for many different reasons. Video, when compared to other types of media, is seen to be relatively expensive to create (it isn't), relatively complicated (it's not), and requires some additional effort (not really). Some sponsors who want to remain the face of their business may not be comfortable appearing on camera and that is perfectly natural. This should not preclude them from making videos however, because it is entirely feasible to create compelling, highly personalized videos using software that can convert audio tracks into video at the press of a button.

While a resistance to using video to promote a project or company is an entirely rational reaction to adopting this new way of raising capital for commercial real estate, the market has

already spoken. More than 5 billion videos are viewed on YouTube every single day—this is an average of roughly two videos per day for every internet-using person in the world. A firm that tries to make excuses for not participating in this space, ultimately, will be doing little more than trying to justify their inaction and will fall behind their more forward-thinking competitors.

Video, which provides more information per second than any other medium, is one of the surest ways a company to establish itself as a thought leader and for that firm to reach new prospects and raise more equity capital. Because of the crowdfunding revolution, expanding your reach to wider audiences has become more essential than ever before.

Perhaps most importantly of all, videos help add a sense of “humanness” to a firm.

With the elements of sound, time, and authentic interaction, a firm can evolve from being a few hard facts and figures on paper to a real entity that investors can get to know, like and trust – the three core elements of any capital raise. This sense of humanity, as enterprises around the world are quickly discovering, is something that is more valuable than whatever money can buy. Video, without a doubt, is no longer optional—it must be at the heart of every capital raising campaign.

*Adam Gower Ph.D. is an authority in content marketing and online communications for real estate syndicators raising capital. Today he builds best of class digital marketing platforms for private clients so they can raise more capital online and provides online courses for those who want to do it themselves – all at GowerCrowd.com.*



## Breathe Easier *(continued)*

On top of opening windows or utilizing attic fans, the EPA states that utilizing an outside vented kitchen hood fan can potentially help remove contaminants in local surrounding areas of the home, including covid-19.

“In addition to helping reduce risk from airborne transmission of viruses, improving ventilation also benefits indoor air quality by reducing exposure to products used for cleaning and disinfecting potentially contaminated surfaces.”

– EPA on coronavirus ventilation

In recent years, there’s been a smart addition to the IAQ mix: the Darwin system, “a wellness brain center for the home covering water, air, and circadian-rhythm lighting,” says Paul Scialla, founder and CEO of Delos, a New York-based wellness innovation company that developed the technology. Scialla is also the founder of the International Well Building Institute, a public benefit corporation that offers its own Well Building Standard for healthy home certification.

Darwin operates as a wellness intelligence network for the home. If pollutant levels are harmful, the system activates filters to remediate the indoor air and reduce those levels. Scialla says Darwin is most helpful with the piece builders can’t control: what consumers bring into their homes that may negatively affect indoor air quality.

Launched in 2018 for a new development of 1,000 entry-level homes in Australia, the Darwin system added about \$2,000 to each home’s construction costs, Scialla says, and about a 1% premium on sales prices in the \$200,000s.

From that experience, Darwin’s performance and relatively low cost attracted KB Home, the nation’s seventh-largest builder by revenue, with nearly 12,000 closings in 2019. Already following Indoor airPLUS and Energy Star standards, KB Home debuted a Darwin-equipped concept home at the 2019 Consumer Electronics Show, then worked with Delos to offer it as an option at Genoa at Orchard Hills, a 110-unit community in Irvine, Calif., with homes priced from \$1.67 million.

So far, eight homebuyers (among 10 homes sold to date) have taken the Darwin option, or at least some aspects of it.

The importance of air quality to a Connecticut builder—“I have always built super energy-efficient homes, and especially now with the virus, stale air in a house can cause real issues,” says Connecticut builder and remodeler, Jarrett Kravitz, whose company is based in Clinton CT and builds throughout Hartford and New haven Counties..

We want a way to differentiate ourselves from other builders and indoor air quality is the key!

– Jarret Kravitz, Advantage Contracting

Consumers are responding more positively to a healthy home message, because their knowledge sphere has changed, “particularly now with the fear of pathogens and what we can bring into our homes from the outside world,” says Tim Costello, chairman and CEO of BDX, in Austin, Texas, a company that engages more than 1,300 home builders to manage digital transformations and marketing tactics.

And now, especially, builders have a great opportunity to help consumers find solutions, since focusing on their health is poised to be a major differentiator.

*Adapted from an article in Pro Builder magazine by Stacey Freed. □*



# EXTRAORDINARY KITCHENS BEGIN HERE.



Invite your clients to explore the world's finest appliances, taste culinary excellence and find design inspiration.  
For more on our builder programs, call Joe Tanguay at 800-842-5275 x225.

**CLARKE**  
WOLF SUB-ZERO COVE

New England's Official Sub-Zero, Wolf & Cove Showroom and Test Kitchen

64 South Main Street, South Norwalk, CT • 800-845-8247 • [clarkeliving.com](http://clarkeliving.com)



## THE CONNECTICUT MARKET

### A Pandemic Fueled Gold Rush Is Remaking the CT Housing Market

It may seem counterintuitive that a pandemic induced recession could lead to a bullish housing market, says a recent *Vanity Fair* article by Jessica Camille Aguirre, but a combination of trends has resulted in a buying frenzy.

The rental market in Connecticut has been booming since the start of the coronavirus pandemic, as New Yorkers flee the city in droves. And that's not all. Even as national unemployment rates rival those of the Great Depression and federal programs intended to shore up laid-off workers expire, the housing market is booming. And a lot of buyers are overpaying.

Real estate agents in Connecticut have seen an increase in cash buyers and a spate of bidding wars. In Fairfield County, the average price of a home sold since the beginning of March is 11.7% higher than during the same period last year. The suburban bidding war shows no signs of slowing, as the pandemic stretches on, and Fairfield County is becoming a suburban New York.

### Berkshire Hathaway Home Services NE Properties Market Update

by Gregg Wagner, Regional Vice President & Director of New Homes and Land

During the first three quarters of 2020, the Connecticut residential real estate market activity has been nothing short of dramatic. Year over year (YOY) statewide volume is up 23.6%, and units are up 5.4%. COVID-19 has spurred flight from the urban centers to the suburban and rural areas. On a percentage basis, Litchfield and Fairfield Counties have seen the most significant increase in volume by 47% and 36%, and in units 27% and 13%, respectively. The remaining six counties have also seen increases

in volume and units, except New Haven County, who had an increase in volume and a very slight reduction in units.

**Cambridge Crossing in Simsbury** - continues to see buyers at open houses, inquiries on workforce housing, and buyers looking for flexible space to work from home. Since the onset of the pandemic, five homes have closed, bringing the total to 14, 10 homes are under contract, 4 of which are workforce homes, and 2 have reservations.

### Home offices popular

Across the nation, the home office is a trend that continues to gain momentum, with most new construction offering work from home space as an option or offering the ability to customize a floor plan if needed, and *Cambridge Crossing* is no exception.

### Low interest rates lead to increase in upgrades

Additionally, the majority of *Cambridge Crossing* buyers have chosen upgrades from finished basement space, hardwood floors, or upgraded finish packages. The low-interest rates have made it easier for the buyers to upgrade and finance these improvements while staying within their monthly budget.

### Shortage of inventory

The most challenging headwind for continued expansion of the market is the shortage in inventory. Even though buyers are still out there, many would-be sellers are concerned about finding their next home.

According to data from *ShowingTime*, the leading market stats and showing management technology provider to the residential real estate industry, showings for the week ending September 25, are up 41.5% from the same time in 2019. Housing permits are still low in the single-family area, and many homeowners just do not want to upset their families during this time. Despite all of the unusual circumstances facing our market, and from all indicators year to date, 2020 looks to finish up very well in comparison to preceding years.

(continued)

## Lumber Market Update

by Frank Sanford, Sanford & Hawley, Inc.  
Quality Building Materials Since 1884



In the Fall of 2019 I ended my update with these statements: “The pendulum of supply and demand will eventually swing toward rising demand which will drive prices up. I don’t see this happening in the near future.”

This past Spring I ended my column with these sentences: “By the time I write my next column in the Fall, I’ll be able to tell you what happened. For now prices are rising, how long this lasts is anybody’s guess.”

Now I can provide the answers. The pendulum of supply and demand violently swung, with shrinking supply and rising demand about May 1, 2020. Prices roughly doubled from May 1st to October 1st and in some cases are still rising. I wish I had the foresight to have told you to buy six months’ worth of lumber in April or May. Don’t feel bad we didn’t either. It has been the craziest roller coaster ride in my 45 years of participating in the lumber markets. And it’s not over yet!

### What has happened Since May 1st?

- Douglas Fir is up 96% after possibly peaking at up 97% last week.
- KDSPF is up 140% after peaking up 165% a few weeks ago.
- Douglas Fir plywood is up 85% and still rising.
- OSB is up 144% and still rising.
- KDSPF after starting at a record discount of 21.1% to Douglas Fir is now at a 4% discount to Doug Fir after trading above Doug Fir for an unbelievable 10 weeks.

### Why has this happened?

In a few words, Coronavirus and its effects on the housing market. A low inventory of existing homes for sale, extremely low mortgage rates and the sudden trend to move out of cities to the suburbs along with home improvement projects by D-I-Yers and remodelers has caused demand for lumber and building materials to skyrocket. Earlier in the year, Coronavirus related shutdowns and anticipation of poor demand caused supply to shrink for a few months. Coronavirus operational restrictions and short term shutdowns have slowed increases in production. These combined to cause the price increases listed above.

### Imports

Lumber imports continue to increase, primarily in European Spruce species. While these are generally very nice in appearance, strength varies significantly from species to species and all are weaker than domestic and Canadian KDSPF. Be sure to refer to the appropriate span tables if you use these. Imports of European framing lumber are still insignificant compared to the volumes from Canada but growing rapidly. Meanwhile the volumes from Canada are dropping due to continued harvest restrictions primarily in British Columbia due to previous Spruce Budworm infestations and the resulting loss of timber.

### Exports

Exports from the U.S. are dropping, especially to China. Chinese tariffs on logs and lumber from the USA are having a big impact.

### What is happening now?

Supply appears to have caught up with demand in Southern Yellow Pine along with Eastern and Western KDSPF. Prices in these species are starting to drop. Of course the big question is how far and how fast? The January futures market points toward a 50% drop, but that can be a very unreliable indicator. Meanwhile large jobs starting in late January or February can take advantage of futures to lock in much lower prices.

Douglas Fir is still near its peak due to the forest fires in the west. Fir plywood is still going up for the same reasons. While there has been minimal damage to the mills themselves, production has been curtailed to lack of logs, electricity, natural gas and employees. Supplies are very tight.

OSB is still going up as well for all of the above reasons as well as due to lost production in the south due to hurricanes.

### Conclusion

Prices of all items will most likely drop as winter approaches. However demand appears likely to continue strong well into next year. I wouldn’t be surprised to see prices rise again in the spring. In any case 2020 has been a year for the record books! 📅



## THE CONNECTICUT MARKET *(continued)*

### Litchfield County Is Booming Due to New York Exodus



When it comes to residential sales, it seems that New York City's loss is Litchfield County's gain.

"It's anything but business as usual," said Stacey Matthews, a sales vice president for William Raveis Real

Estate's Washington Depot office. "Business is overwhelming — it's off the charts. We wake up to 20 to 50 new leads a day to manage. It's been 16-hour days for the last three months."

According to recently released data from the U.S. Postal Service, over 16,000 New Yorkers have left the state for suburban Connecticut since March.

Over 2,000 people have moved from New York to Litchfield County so far this year, compared with about 60 for the same period a year ago.

It's not just the pandemic. Urban centers, have real problem with crime and civil unrest. Sixty-four people were shot and 11 killed, over the three-day July 4 weekend in New York City, where police statistics found that murders are up 23% in the first six months of 2020 compared with the same period last year.<sup>3</sup>

With a median household income of \$78,314 in 2018, Litchfield offers an attractive, luxurious destination that differs from hotspots such as Greenwich and the Hamptons.



Litchfield is a beautiful town with great restaurants. It's safe and affordable and there's no traffic issues or line at the grocery store. Try to get to the Hamptons on a Friday... Who needs that?"

### Temporary trend?

Not everyone is convinced that the New York-to-Connecticut trend will have legs, however.

"I've never seen so many 'deal pendings' on realtor.com," said Steven James. The CEO of Douglas Elliman's New York City brokerage and director of sales for its East Side office, James has an apartment in the city and, for about 15 years, a weekend house in the county town of Washington.

James estimated that "about all" of the rentals and purchases since mid-March have been from Manhattan and Brooklyn. "People have been fleeing due to the pandemic," he said.

James said a similar flight from Gotham was seen in the immediate aftermath of the Sept. 11, 2001 terrorist attacks — as was its eventual reversal.

Even with many companies expressing satisfaction with the move to work-from-home, James said, "They're probably going to want you back in the office. It's a matter of chemistry, the sharing of information, of problem-solving, that you just don't get with Zoom. And by next spring, a lot of people are going to be glad not to be remotng."

For now, though, James said that Litchfield, Fairfield and even Westchester counties are benefiting from COVID consternation. The towns of Litchfield and Washington Depot remain particularly hot. Five-star restaurants like Winvian Farm in Morris and the Mayflower Inn & Spa in Washington underscore the luxury aspect of the area.

*(continued)*

---

**FIND OUT WHY THIS PLAN MAKES SENSE FOR YOUR FIRM**  
**JOIN OUR WEBINAR INTRODUCING THE PLAN ON 11/11 @3PM EST**  
**DETAILS WILL BE SENT TO ALL MEMBERS**

---



INTRODUCING THE "NEW"  
**HBRA**  
MEMBER RETIREMENT PLAN



**EASY TO  
ADMINISTER**



**MINIMIZES  
FIDUCIARY LIABILITY**



**COMPLIANT**



**COST  
COMPETITIVE**

**JOHN V. DIMATTEO**  
**CFP® , AIF®**

[jdimatteo@dimatteofinancial.com](mailto:jdimatteo@dimatteofinancial.com)

**CONTACT US**  
**203-924-5408**

79 Bridgeport Ave. Unit 1  
Shelton, CT. 06484  
17715 Gulf Blvd. Unit 601  
Redington Shores, FL. 33708

## THE CONNECTICUT MARKET *(continued)*

### Spike in Greater Hartford home sales -- 3rd Highest in the U.S.

The Hartford-area housing market saw a more than 15% increase in closed transactions in August, which was the third highest year-over-year growth rate across the country, according to RE/MAX's national housing report of 53 U.S. markets, which rose only 4.3% over same month last year.

The Hartford market's 15% increase in sales was bested only by Chicago, at 20.1%, and Boise, Idaho, at 15.7%.

Meanwhile, Hartford also stood out for its constrained inventory of homes for sale – just shy of one month of inventory, RE/MAX said. Six other markets had the same level of inventory in August.

The situation has led to bidding wars in the local market.

Across the country, inventory averaged 1.7 months, the lowest in the history of the report, RE/MAX said.

"The market is eating inventory at a rate faster than it's producing it," said Miale, noting that urban migration from New York City and other nearby cities is not yet having an impact on Greater Hartford's real estate market. "Due to the lack of inventory, we have double the amount of buyers than we do sellers."

Realtors say Berlin, Rocky Hill, Wethersfield, Glastonbury and Farmington Valley towns, among others, are the most competitive housing markets right now. Strong school districts, large yards, home offices and swimming pools were some of the top desired features for prospective homebuyers.

optimism about the state's business climate and economy, with the latter saying Connecticut is in "a very positive and favorable position" due to its collaborative efforts with the private sector over the past seven months.

Describing himself as a glass-half-full person, Geballe credited Gov. Ned Lamont with successfully steering the state to the relatively strong position it holds today: A recovery of 84% of its pre-Covid economic activity, according to a report by Moody's analytics and CNN Business, well ahead of the nation's 76%; its status as one of just eight states to see an increase in real estate listings this year ("residential is very hot right now"); its Rainy Day Fund's being ranked the nation's seventh strongest in terms of percentage of budget; and the fact that its Covid infection rate has remained relatively steady at under 1.5%.

Echoing a favorite refrain of Lamont's, Geballe also said that keeping such critical industries as manufacturing and construction open throughout the pandemic, while other states did not, was key to the state's successful navigation of the health crisis.

Even so, he acknowledged that small businesses and even some large businesses have been unable to operate at full capacity – a "dire" situation for some – adding that, "Winter could be a challenge."

Nevertheless, he acknowledged that, like the rest of the world, Connecticut faces a

### State COO Geballe optimistic about Connecticut's future, but CBIA survey indicates otherwise

The state is fielding "a lot of inbound queries" from businesses considering opening or relocating here – something that can be attributed in large part to the effects of the Covid-19 pandemic, according to Connecticut's COO Josh Geballe.


Citing quality of life, its education system, and how it has managed the Covid

crisis, Geballe said: "We are hopeful there is a silver lining in all of this for Connecticut – that a lot of businesses are taking a fresh look at us and like what they see."

Both Geballe and CBIA President and CEO Chris DiPentima expressed general

*(continued)*




A man and a woman are seen from behind, embracing each other in a room with exposed wooden framing, suggesting a new home under construction. The man is wearing a light blue t-shirt and the woman is wearing a white t-shirt.

# Building your family's home can be a whole lot easier.

Liberty Bank's award-winning **Construction to Permanent Mortgage** automatically converts to a permanent loan once construction is complete. With half the paperwork and one-time closing costs, new homeowners have more time and money to devote to the home of their dreams. It's just one of the ways Liberty helps to improve the lives of our customers for generations to come.

**Want to chat?** Your local Loan Originator will be glad to tell you more about how this mortgage might work for you. Find a Loan Originator at [liberty-bank.com](https://liberty-bank.com) or visit us in-branch.



MEMBER FDIC  EQUAL HOUSING LENDER NMLS #459028 All loans are subject to credit and underwriting approval.

## THE CONNECTICUT MARKET *(continued)*

### State COO Geballe optimistic *(continued)*

hard economic road ahead, with a projected budget deficit of \$2 billion for the current fiscal year. The state's debt and unfunded pension liabilities still make up 33% of its GDP, one of the highest such rates in the country.

However, according to the 2020 Survey of Connecticut Businesses, also released today, the coronavirus pandemic has caused greater damage to Connecticut's economy than the 2008-2010 recession.

The survey, produced by CBIA and the public accounting and business advisory firm Marcum LLP, shows revenue and profitability at historic lows, an uncertain employment outlook, and concerns about the state's recovery.

Key findings:

- More than half of survey respondents either cut hours, laid off employees, or imposed furloughs because of the impact of pandemic-related shutdowns and restrictions.
- Employers implemented additional, voluntary health and safety precautions to protect employees and prevent workplace transmission of the coronavirus.
- 86% of companies applied for a federal PPP loan and 19% applied for one of the state's emergency assistance programs.
- Only a quarter of firms expect sales growth in the next 12 months, with more than two-thirds seeing a decrease in orders and sales this year because of COVID-19 disruptions.
- Less than half of surveyed companies expect to return a profit in 2020 — an historic low for the survey.
- Most firms expect their employment levels to remain stable over the next six months, with 20% forecasting growth and 20% a decline.
- The outlook for both the state and national economies is muted; only 12% expect the Connecticut economy to expand next year, with 30% forecasting national growth.

Asked what workforce changes they expected to make most-pandemic, 22% said they would expand remote work, with 21% indicating they would add jobs. □

## Murphy Brothers Contracting Honored by The Guidance Center of Westchester

Murphy Brothers Contracting has been recognized by The Guidance Center of Westchester for their contributions to the community.

The Murphy Brothers team has been working with Soulful Synergy and their FutureWorks 2020 program, an inspirational four-week program where young adults, ages 17-24 from the low-moderate income community in Mt. Vernon and New Rochelle, receive 10 construction based certifications, career services, and ultimately job placement.

"Our industry needs to get younger," says Chris Murphy, President of Murphy Brothers. "We desperately need well-prepared young men and women to energize the construction field and are delighted to have this opportunity to promote the FutureWorks 2020 program and the work of The Guidance Center of Westchester".


Murphy Brothers has been family-owned and operated for more than 40 years by brothers Sean and Chris Murphy, who were born and raised in Mamaroneck. They focus on giving back to the local community through education, volunteering, and innovation, including building the first local green storage facility.

The team at Murphy Brothers is vitally concerned about the future workforce of the construction industry and knows they need to think younger and smarter. This partnership introduced them to a hard-working and impressive young woman whom they've now hired full-time.

The Center for College & Careers (CCC) is at the heart of the youth and young adult programs at The Guidance Center of Westchester (TGCW). The CCC transforms the lives of youth and young adults (ages 13-25) so they can pursue post-secondary education or start on a career track.

CCC helps participants develop skills and confidence while creating opportunities for them to have successful futures in whatever path they choose.

Murphy Brothers will be honored on October 22 at the 2020 CCC Virtual Bash for the Future. The bash kicks off virtually at 6:30 p.m. and there is no cost to attend. The bash will have a mission auction raising funds online through a text-to-give function. There is no ticket price for the event, as it is an online Virtual event. □



Our agents are here for you.

# RESPONDING TO TODAY...

with intelligence, insight  
and experience.

**FOR MORE INFORMATION CONTACT:**

Gregg B. Wagner, Regional Vice President,  
New Homes and Land Director  
Mobile: 203.979.2652 | Email: gwagner@bhhsne.com

Call us today to realize your real estate objectives  
with our new development expertise.

**BERKSHIRE  
HATHAWAY**  
HomeServices

New England Properties  
New York Properties  
Westchester Properties

**NEW DEVELOPMENT** DIVISION





## Multigenerational Living: Are you ready to be part of this fast-growing market opportunity?

by Ira Yellen

Predicting a future where their children would also live independently, far away and with their own careers and families, many Baby Boomers are downsizing or selling their homes.

The children of Baby Boomers, including Generation X (born after 1965) and Millennials (born after 1983) are now experiencing financial and social challenges. These generations are having difficulty purchasing or renovating homes. They will be challenged to provide direct care for loved ones (their parents) who cannot afford the cost of professional in-home care or move to a senior living community.

These dynamics are fueling the need for housing that will again accommodate three or more generations under one roof. According to a 2018 Pew Research study, a record 64 million Americans (more than 20 percent of the U.S. population) live in a multigenerational household of children, parents, and grandparents within the same property. With the Corona-

virus situation unpredictable, this market will expand as aging Baby Boomers provide the financial resources for multigenerational living.

### Multi-generational Living Options and Important Considerations

Families have options to build or remodel their home that will be shared by several generations. They may choose to build a separate guest cottage if allowed by town building code or build a separate entrance to a new addition in their home. An assessment should address the following:

#### ► Build or Remodel

- Should a family remodel an existing home to accommodate the needs of an elderly loved one? Or would it be more efficient and cost-effective to build a new home that can include the features for aging in place?
- An advantage of a spacious room with an adjoining bathroom is that whomever occupies it has enough room, but also has privacy – without feeling cut off from the rest of the family.
- How do they want to live? This is the most important question to ask the family. You want everyone to be comfortable in the space, feel at home and expect a level of privacy.



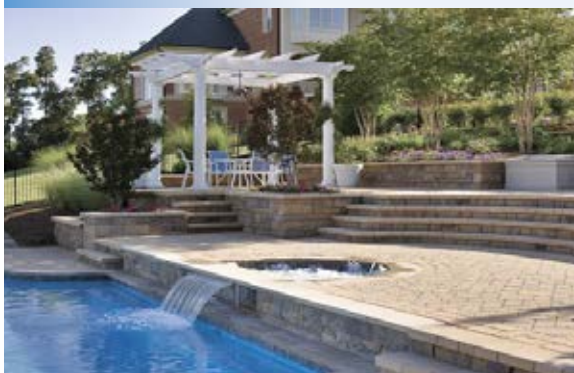
#### ► Living Quarters

- What additional space do they need? This includes separate bedroom(s), bathroom(s), living room and kitchen. There may be a door connecting a living space to the main home.
- To accommodate privacy for an elderly loved one, yet still maintain proximity to support their activities of daily living, families may choose to build an apartment-like space (bedroom, bathroom, living area, kitchen) that has its own entrance.

#### ► Features for Multi-generational Homes

- Families need guidance from a home contractor/aging in place specialist to do more than simply adding square footage or rooms for family members, adding grab bars in the bathrooms, ramps between uneven room transitions or a seated lift device on the stairs wall.
- Will older family members have to negotiate stairs?
- Are existing hallways wide enough to accommodate walkers and/or wheel-chairs?

(continued)



**Since you can't go on vacation,  
create the ultimate staycation!!**

- Manufactured and Natural Stone Veneers
- Outdoor Kitchens, Fireplaces and Fire pits
- Granite Steps and Cobblestones
- Granite Benches and Birdbaths
- Low Voltage Landscape Lighting
- Natural Fieldstone and Flagging
- Antique & Reclaimed Natural Stone
- Masonry Saws and Diamond Blades
- Interlocking Concrete Pavers & Retaining Wall Systems
- Premium Bluestone
- Tools & Accessories
- Bulk Decorative Stone



*Family Owned and Operated for over 71 years*

**SINCE 1949**



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

1370 John Fitch Blvd. RT. 5, P.O. Box 185

South Windsor, CT 06074-0185

860.289.7778 phone

860.282-9885 fax



## Multigenerational Living: *(continued)*

- What non-slippery floor materials work best? How high and how accessibly should you place lights and light switches, outlets and wide doors to bedrooms and bathrooms?

### ► Communication

- Get Everyone on the same page. Multi-generational living can be a great thing, but before a family make decisions, take into account family dynamics and each family member's daily living needs. Even if it seems to make sense financially, make sure all the involved parties are on board. Make sure that everyone understands and agrees to the plan. Everyone's expectations must align.

### A word from HBRA Remodeling Council Chair Tim Freeland, Freeland Home Remodelers

*The Certified Aging in Place (CAPS) professional development program is invaluable in helping home remodelers and builders assess the space needs of potential clients, especially our growing aging population and multigeneration families. I have been able to provide appropriate options and budgets based on their long term needs. The one way I have built and grown my business is to listen and respond accordingly to potential clients by building a positive and trusting relationship with a family for future and referral work to friends and families.*

*Also, local zoning boards have become more open to auxiliary dwellings and in-law apartments due to the need for more affordable housing that the State is recommending remodelers and builders to look into. We are seeing a growth of multi-generational projects where the parents are sharing their home with their adult child and grandchildren. ☐*

## The New Lifestyle Landscape

In August, Torco hosted a Zoom presentation by House of Rohl founder and Chairman, Lou Rohl and parent Fortune Companies on *The New Lifestyle Landscape*.

The result of an in-depth research project, the intriguing presentation discussed the fundamental change in human behavior, as a result of COVID-19, and the consequent acceleration of emerging trends affecting kitchens and baths.

**Life Work Balance** – Home schooling and working from home has led to space constraints and increased cooking at home.

**Clean & Green** – There is acute hygiene awareness, which translates into handwashing stations, shower filtration, hands free lavatories and a perfect handwashing faucet. Steam is being utilized for cleaning to help kill viruses.

**Touchless Living** – Minimizing surface contact and voice activation in the kitchen and bath.

**Water as Comfort** – Showers, baths, bidets, smart toilets and laundry rooms are taking on higher VALUE!

**Do It Myself** – Easy cheap help has become important.

**Stacation vs. Travel** – Outdoor living experiences are paramount.

### What is House of Rohl offering to meet these trends?

1. **Craftsmanship** for the modern affluent buyer with an income over \$100,000 and super affluent buyer with income over \$250,000. This is a market of 4.7 million households.
2. **Authenticity** – there is a thirst for authenticity in the luxury market i.e. products that carry stories and connect emotionally.
3. **Responsible Luxury** – water use conservation and health and well being.
4. **Style & Design** – fit and finish in Traditional, Transitional & Modern



# Designer

LUXURY BUILT-IN APPLIANCES  
for Architects • Builders • Designers • Developers



For over 100 years P.C. Richard & Son has been providing the Building Industry with unbeatable service, integrity and reliability.

We distribute to New York, New Jersey, Connecticut, Pennsylvania, Delaware, Maryland, Washington D.C., Massachusetts, and Rhode Island with professional next day delivery available.

We have all your appliance needs including Asko • Beko • Bertazzoni • Best • Blomberg • Bosch • DCS • Electrolux • Faber • Fisher & Paykel • Franke • Frigidaire • GE Cafe • GE Monogram • Jenn-Air • KitchenAid • Liebherr • Miele • SubZero Wolf Cove\* • Thermador • Viking

Now Available at America's Largest Multi-Family Builder Distributor



**P.C. RICHARD & SON** BUILDERS DIVISION

\*Photo shows SubZero Wolf Cove Appliances

150 PRICE PARKWAY, FARMINGDALE, NY

800-368-6869 • FAX: 800-479-0336 • email: [builders@pcrichard.com](mailto:builders@pcrichard.com) • [pcrichard.com/content/builders](http://pcrichard.com/content/builders)

5 Distribution Centers In The Northeast:

Farmingdale, NY • Carteret, NJ • Bridgeport, CT • Manchester, CT • Baltimore, MD

## The New Lifestyle Landscape *(continued)*

### The Kitchen

Rohl offers an offset drain in their kitchen sinks that allows for stacking dishes. They offer double, as well as single bowl sinks and deeper sink bowls, bar and prep sinks for kitchen and entertainment area, as well as for master bath and bedroom use, and utility sinks for garden, mudroom and pet grooming.

**Product Solutions** – faucets in corrosion resistant stainless steel, pull down faucets, filtration taps and soap dispensers.

**Perrin & Rowe faucet** – turn water on and off with a motion of the hand. This optimizes water usage and minimizes cross contamination... Water filtration using Katadyn technology removes chlorine, lead, mercury and other contaminants, while leaving good tasting minerals.

**Riobel** – a pull down faucet featuring a boomerang hand spray system with integrated swivel and 2 jet spray.

Fireclay sinks are completely non porous and sanitary, and come in apron front, drop in and undermount.

Rohl Living stainless steel 16 gauge sink from Italy is undercoated to be quieter and available in copper or black.

### The Bath

House of Rohl offers traditional, industrial and modern designs for the bath, including hands free and ergonomic solutions, and wellness features, such as a steam, aroma and chroma therapy spa experience.

The Victoria & Albert free standing tub is deep and elegant. Handcrafted in South Africa in Englishcast™ volcanic limestone, which retains water heat, it's ergonomically designed, easy to clean, stain & scratch resistant, lightweight at 160 lbs., and comes with a 25 year warranty. The outside multi-layered, polished finish is available in 194 colors.



Rohl hands free Palladian tub filler was designed by architect, Andrea Palladio, who is known for the Palladian window. □

# WE'VE BUILT A COMPLETE INSURANCE PROGRAM, SO YOU CAN KEEP BUILDING YOUR BUSINESS.



**The Roberts Agency** has created a new Home Builders & Remodeling insurance program specifically for Connecticut contractors. This HBRA endorsed program is underwritten by Acadia Insurance. We have specialized in construction insurance and surety bonding for over **50 years**.

For more information or to review your existing insurance, call Kathy Morrison at 860.242.7726 x207 today.



**THE  
ROBERTS  
AGENCY  
INCORPORATED**



31 Tunxis Avenue, Bloomfield, Connecticut 06002

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

(P) 860.242.7726 (F) 860.242.5505





## Business Product News

### Luxury Builders Rely on Drains Unlimited for Innovative Linear Drains



Drains Unlimited offers sleek minimalist design linear drains that are the

perfect choice for any luxury shower installation. They offer a wide array of styles, sizes, and custom configurations to choose from, and Drains Unlimited drains blend into their surroundings to preserve your shower's natural beauty. They are conveniently available at multiple locations throughout the North East, and they are being successfully used at many HOBI Award winning projects.

#### DUW Series:

The DUW Wall Recessed Linear Floor Drain is a one-of-a-kind recessed linear drain, invented by Drains Unlimited owner, Mirek Kozlowski, and launched in January at KBIS. It won KBIS Silver Award for Bathroom Product of the Year. Designed to be wall mounted with a nearly invisible profile, the Wall Recessed Linear Floor Drain blends into its surroundings and doesn't distract from your shower's surrounding beauty.



Available in standard and custom configurations, DUW Series drains can be applied in any single plane slope shower installation. Drains Unlimited's innovative patented design makes the Wall Recessed Linear Floor Drain easy for builders to install, easy for homeowners to clean and maintain, and it is the most hygienic linear drain available.

#### Drains Unlimited:

The DUFB Linear Floor Drain is designed to be a stylish addition to any single pane slope shower



installation. Choose from a variety of grate styles, finishes, sizes, and custom configurations to find the perfect style, size, and finish combination to perfectly complement your shower's aesthetic.

Made from heavy duty 304 stainless steel, The DUFB Linear Floor Drain is built to last. The textured flange assures a tight waterproof membrane seal, ensuring longevity and quality for years to come. The DUFB can be custom fabricated to accommodate any size format tile or stone, making it a perfect fit for any luxury shower.

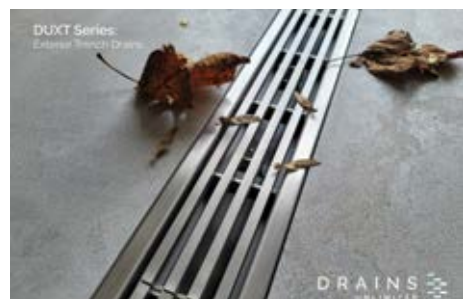
#### DUFT Triangle Corner Floor Drain:

DUFT Series is a one of a kind neo angle corner drain, that is a two-piece low profile floor drain system specifically designed for a truly invisible floor drain that is an easy installation and bonded waterproofing membrane. DUFT corner drain is designed to accommodate large, small-format tiles or stone installations in a shower with a single plane slope to the drain. The DUFT corner drain is designed for commercial or residential projects and is intended for interior applications.



#### DUXT & DUXS Exterior Trench & Slop Drain

DUXT (Trench) and DUXS (Slot) Series are sleek yet durable industrial-grade 316L stainless steel linear trench and slot drains that are ideal for exterior or interior use with pools, spas, garage, and parking areas.



## Business Product News

### Tri State Tiling Is A One Stop Shop for Tile Installation & Decorative Concrete Services

Mirek Kozlowski also owns the 15-year-old Darien CT based tile installation company, Tri-State Tiling. With 50 in staff, Tri State Tiling is Design-driven and service-oriented, experienced, and dedicated tile installation company and decorative concrete contractor serving Connecticut, New York, New Jersey, Rhode Island, and nearby areas.

- Backsplash Installation
- Decorative Concrete
- Stone Installation
- Tile Installation
- Concrete Polishing



#### Decorative concrete and concrete polishing

Depending on the diamond grit you use to polish a floor, you can achieve different ranges of sheen, from matte to a glassy mirror-like finish. There are also different amounts of aggregate exposure, ranging from cream finish with no exposure, to a full aggregate look. Tri-State Tiling can help you with all of them.



#### Design-driven and service-oriented

Tri-State focuses on providing unique tile and concrete quality designs and finishes, and high-quality tile installation for residential, commercial, and industrial clients, both exterior and interior.



Pulling into a gas station in Guilford, Connecticut Builder editor, Joanne Carroll saw a Clarke Customer Service truck, and had a conversation with the driver repair technician.



Partnering with Sub-Zero and Wolf Clarke delivers expert, white-glove service to Sub-Zero and Wolf customers across Connecticut and New England. Clarke

Customer Care is one of Sub-Zero's few Premier Partners. As a Factory Certified Service, all of Clarke's service technicians are factory-trained in Sub-Zero repair, and provide efficient and accurate diagnoses, as well as reliable repairs. In addition, Clarke is one of the few companies in Connecticut authorized to provide warranty Sub-Zero repair and use only Factory Certified Parts, which are covered by a one-year replacement warranty.

LTW  
STAGING | DESIGN

203.893.4406  
www.ltwdesign.com  
Instagram @ltwdesign

"Every home has a story to tell"

## LTW Design Transforms A Celebrity Estate in Ridgefield



LTW Design is an award-winning staging design firm specializing in exclusive luxury properties.

The firm's expansive inventory of furniture, accessories and artwork, along with their strategic interior marketing approach, helps to sell homes swiftly and at top market value. Leia Ward and her team have staged some of the most exclusive homes in the Northeast, ranging from \$1M-\$20M, including the residence of Bruce Willis + Emma Hemming.

Famous supermodel and fashion designer, Basha Szymanska hired LTW Design to transform the property listing. Set on 46 acres, Sugar Hill is reminiscent of an English manor house, and its glamorous history consists of 4 famous owners including, TIME magazine owner Henry Luce and his wife and U.S. Ambassador, Clare Booth Luce and famous rare book dealer, Henry Peter Kraus.

When the estate was scheduled to go on the market, Leia Ward and associates changed out 56 light fixtures, painted 12,837 sq ft of interior rooms and auctioned off antiques and artwork in just 4 months. Let's take a closer look at this stunning estate and see behind the scenes of LTW's transformation.



**This great room went from a high glam feminine space to a monochromatic light and airy modern space.**



**LTW's favorite addition to the formal dining room is the modern arm crystal chandelier. Leia opened up the space to show off the floor to ceiling French doors, and sourced the crystal ball light fixture to bounce the light around the room.**



**Who doesn't love a good contrast? LTW went all in with matte black walls and white trim for the reading room. The modern white chaise and hair on the hide rug gave that pop of contrast Leia was looking for, and layered in linen covered art books, a camel cashmere throw and some greenery to soften things up.**

Another current client saw LTW's work at the Cole Harris Spec Home of the Year on Brush Island, and hired the firm to design their new waterfront custom home in Tokeneke Darien - top to bottom.



## Business Product News *(continued)*

### Follow Construction of an Architect's Innovative Home

On a small plot of land near Long Island Sound, construction of The Next Great American Home is well underway, and it features energy-efficient, storm resistant construction at less cost than traditional homebuilding.



Architect Leigh Overland designed the project, where he and his wife will live, to showcase the newest and most consumer-friendly construction techniques. Progress on the house, along with descriptions of methods and materials, can be seen online at [www.nextgreatamericanhomes.com](http://www.nextgreatamericanhomes.com).

Unlike the usual home-building project, the public is invited to witness the various stages of the build and learn about how to construct houses that save money and will adapt to climate change in an affordable way. The construction timetable will be fast-paced, fun and educational.

"This project will offer a multilayered, sensory experience for everyone who visits the building site. Every sense will be engaged, and it will enhance the experience of architecture that most buildings don't have. We will demonstrate that this home will transform the way we build and interact with the environment."

The most obvious break from traditional construction is Overland's use of Insulated Concrete Forms (ICF) instead of wood framing. ICF consists of hard-foam forms filled with concrete to create the exterior walls of the house. ICF cuts energy bills by up to 70%, and the accompanying air regulation system makes

the building healthier by preventing entry to pollen and mold. The concrete walls make it stronger and much quieter than a wood-frame home and additional features — which can be easily employed on other new buildings — will protect it from severe storms and floods. Overland designed the home with sustainable features, including triple-paned windows, durable roofing and exterior elements that withstand all types of weather.

More than 50 contractors and consultants have agreed to work with Overland to construct the house and provide customized finishes and features. The goal for the team is to make innovative connections to the home-buying public and the construction industry.

The property is located in an existing neighborhood in Fairfield on Ash Creek. It is scheduled to be completed in early winter.

## TILE AMERICA



Tile America welcomes Michelle Hughes to their outside sales team. Michelle will be responsible for cultivating and strengthening relationships with home builders, architects, and designers for Tile America locations in Stamford, Fairfield, and Brookfield. As an outside sales representative, she will work closely with industry professionals and their clients to design and specify tile and stone installations.

Michelle has worked in a creative industry since college. She has had experience in the fashion industry for the majority of her career and most recently worked in business development for an auction house. Currently, her design aesthetic gravitates toward neutral, calming, color palettes with natural textures. As a tile specialist, she is excited to start working with clients to make their tile selection process enjoyable and rewarding.

Michelle, a resident of Darien, enjoys spending time with her husband, their three boys, and family dog. Interests and activities include skiing, going to the beach, cooking, and entertaining family and friends. Michelle's contact info: [mhughes@tileamerica.com](mailto:mhughes@tileamerica.com) | 203.223.6372

## Lansing Building Products Acquires Harvey Building Products' Distribution Business

The newly formed company will have a combined 2019 revenue of approximately \$1.1 billion



Lansing Building Products has acquired the distribution business of Harvey Building Products. Through Lansing's acquisition of Harvey Distribution, the company adds 36 branches in the Northeast to bring its combined footprint to 113 U.S. locations. The deal brings 36 Harvey branches, from Maine to Philadelphia, under the Lansing brand. Prior to the acquisition, Lansing's reach went as far north as Delaware so, geographically, the businesses complement each other well and there are no plans for consolidation.

"We're going to take the best of both companies, put them together, and form a greater, stronger company," Lansing said.

Even though Harvey's manufacturing business is not part of the acquisition, customers will continue to have access to the complete line of Harvey-manufactured and branded windows and doors. "Harvey has the No. 1 window brand in the New England area," Lansing said, adding there are no plans to introduce Lansing's line of windows to this market.

Since 1955, the Lansing family and its associates have supplied exterior building products to professional contractors across the United States. With the acquisition of Harvey Distribution, Lansing will operate a network of 113 branches in 35 states. The company is headquartered in Richmond, Virginia.

Harvey Building Products is a vertically-integrated manufacturer and distributor of windows and doors in addition to other exterior building products. Founded in 1961 and headquartered in Waltham, Massachusetts, the company serves a variety of contractors and building industry professionals across the Northeast. The distribution business to be acquired in this transaction has approximately 600 employees and operates 36 warehouse locations.

In a statement on the company's website, Lansing Building Products President and CEO Hunter Lansing, called the acquisition "a powerful partnership."

"Together, our combined 125 years of experience will enable us to set an even higher bar of what it means to be the best-in-class industry leader for our associates and customers," he wrote. "I look forward to welcoming Harvey associates into the Lansing family and thank Markel Ventures for its faith and confidence in our business going forward. These are exciting times to be at Lansing."

## Northeast Turns Their Bridgeport Location into a Destination for Consumers and Builders



Northeast president, Jason Cohen, recently took *Connecticut Builder* editor, Joanne Carroll on a tour of Northeast's stunning new Bridgeport building and drive thru lumberyard. The company has added a new retail area and made big improvements to their lumber yard, so they can provide better services and more

(continued)

## Northeast Turns Their Bridgeport Location into a Destination for Consumers and Builders

(continued)



resources to homeowners and contractors in Bridgeport and surrounding communities.

To the left of the striking new building entrance is a porcelain deck with wrought iron railing.

Here are some of the improvements Northeast has made, to turn their Bridgeport location into a destination for consumers, builders and designers:

- Partnered with True Value Hardware to add 3,000 square feet of plumbing, electrical, paint, lawn & garden and building supplies.
- Created a state-of-the-art drive-thru lumber warehouse that will improve traffic flow and make picking up building materials faster and more efficient.



- An indoor showroom of decking, siding and roofing materials and accessories will give customers easier access to some of Northeast's leading products, such as Trex, Mbrico and Thermory.



- The Kitchen Center showroom has moved into the new building, and features the same great selection of cabinets for kitchen, bathroom, home office and media center. Visitors are greeted by a stunning Fieldstone working kitchen with steam oven and induction cooktop. The quartz topped island, in popular blue stained wood, is equipped with The Galley Workstation in a chalk finish, slate look with drain board, cutting board and ice bucket.

According to showroom manager, Cathie Gerardi, The Kitchen Center will showcase Fieldstone, Medalion Gold Line and Fabuwood cabinet lines, and feature flush installed appliances, including Sub Zero's new Cove dishwasher. Northeast has partnered with HBRA member suppliers Clarke, Torrcro, Tile America and Chloe Winston to offer the best in appliances, plumbing, tile and lighting for their showroom.



Next spring, Northeast hopes to begin holding trade events at their new facility, and with soaring charcoal gray ceilings, it is tailor made for large gatherings of builders, designers and consumers. □





## Virtual Fiano Family BUILD-PAC Event

A record \$50,865 was raised from Capitol Club, Platinum Club, Gold Key Club, Dollar a Day Club and other donations, according to BUILD-PAC Event Chairman, George LaCava. The Split Back to Connecticut will be \$20,000-25,000.



### Jim Ellis

Keynote speaker, Senior Political Analyst Jim Ellis talked about the landscape of the Presidential Election.



### Jim Tobin

Jim Tobin, NAHB's Executive Vice President of Government Affairs and Chief Lobbyist, gave an update on shaping policy in DC.



### Dr. Robert Dietz

Dr. Rob Dietz, NAHB Chief Economist provided an economic outlook considering COVID-19. Here is his report:

## Housing Shines Amid Economic Rebound

If you needed more evidence that housing was a bright spot for the economy, home sales data provided definitive proof: Single-family new home sales climbed to a 1.01 million seasonally adjusted annual rate — the highest pace since 2006. with new home sales 15% higher for 2020 compared to 2019. The accelerated sales pace, combined with a 40% year-over-year decline in new inventory, has resulted in a very lean 3.3-month supply. Moreover, sales of homes that have not yet started construction are up 69% compared to a year ago.

And it's not just new home sales that are surging. Existing home sales reached a 14-year high, with inventory remaining tight at just a 3-month supply.

The lack of inventory — for both new and existing homes — points to solid levels of single-family construction in the months ahead.

"Connecticut remains the crown jewel in NAHB's BUILD PAC events across the country."

- Jim Tobin,  
NAHB Executive V.P.  
Government Affairs

## Sponsors

**Boral**  
**Bouvier Insurance**  
**Cyclone Home Systems**  
**James Hardie**  
**Moen**  
**The Robert's Agency**  
**Viking Kitchens**  
**Weyerhaeuser**  
**BENDER**  
**Dalene Flooring**  
**Parksite/Tyvek**  
**Valley & Aetna**

(continued)



## Virtual Fiano Family BUILD-PAC Event

### Builder confidence is at an all-time high of 83. (NAHB/Wells Fargo Housing Market Index)

While housing adds momentum to the economy's third quarter GDP rebound, new jobless claims increased, averaging 800,000 to 1 million jobless claims per week. Though relatively small in contrast to the 4 million to 6 million weekly claims made in April, the current numbers remain elevated compared to the 200,000 to 300,000 weekly totals from before March. These job losses will ultimately slow the rate of improvement for unemployment. It will take 2 years to get back to where we were before the pandemic hit.

### Building Materials

- Lumber is up 170%, adding an average \$16,000 to the cost of a new home.
- Building costs will continue to go up in 2020 due to trade and other disruptions.

### Housing Permits

- 15% decline in single family starts in 2020
- +17% increase in single family starts 2021
- +13% increase in single family starts 2022



**W**hat is the first thing you think of when you hear the word leader? Most of the time it is someone who takes charge and creates order out of chaos. Or someone who has the skills to help motivate others. Being a leader is not easy, but it seems to come naturally to Connecticut's BUILD-PAC Trustee, George LaCava.

George can trace his connection to NAHB all the way back to childhood. His father was involved in the association, and he remembers going with him to events. Throughout his career, George has been heavily involved in the Federation at three levels. He served as President of his local association and is a board member of the Home Builders and Remodelers of Central Connecticut, HBA of Connecticut and NAHB. When asked what NAHB means to him, George said "It is really like a family. Even at the National level it feels like you are at your local because we are all so close to each other and you can call someone up if you need them."

George recognizes the importance of having a strong political presence in Washington and is very active in BUILD-PAC. Over the years, he has been instrumental in the success of Connecticut's fundraising efforts. The annual Larry Fiano Family BUILD-PAC Golf Classic has grown and gained nationwide notoriety. George and his fellow Golf Committee Members have worked as a team to make sure this incredible event runs smoothly year after year and this year was going to be no exception. The only thing they didn't plan for was a pandemic to hit the country.

With COVID-19 ripping across the country and the uncertainty of how to contain the virus with no vaccine, George wondered if they would be able to hold their July event this year. He knew it was important to raise money since it is election year, so instead of giving up, he pivoted and decided to hold a virtual political update event. George felt this would, "be timely and help inform members on the election and COVID." George, alongside Shelia Leach, Vice President of Operations at HBRA of Central Connecticut, worked tirelessly to reach out to the members and recruited them to attend the virtual event. With the help of the BUILD-PAC staff they were able to secure Senior Political Analyst Jim Ellis, as well as NAHB Chief Economist Rob Dietz and NAHB Chief Lobbyist Jim Tobin to speak. This event provided an opportunity for members to hear election predictions, an economic update and how COVID-19 legislation will impact the housing industry.

The virtual event took place in early July and exceeded George's expectations by raising over \$50,000 for BUILD-PAC. Like any true leader – he brought people together during a difficult time and created an entirely new event in a short period. George suggests this type of event could be replicated in other states and is a great way to keep members engaged in the political process this year. If you would like help planning an event or ideas on other successful events that are available, please contact the BUILD-PAC Staff. [\[Link\]](#)

On September 2nd, members had their temperature taken before gathering on the stunning rooftop



lounge at Hotel Zero Degrees in Norwalk, which was built by Fairfield County member, Randy Salvatore, RMS Companies. Everyone was thrilled to experience in-person networking for the first time since March!

Kim DiMatteo, DiMatteo Insurance, a past recipient of Woman of the Year, Woman of Fire, the John P. Rowins Meritorious Award and Hall of Fame induction for her leadership and industry commitment, was sworn in as the 4th woman President of the HBRA of Fairfield County.



L-R 1st Fairfield County HBRA woman President, Joanne Carroll, Kim DiMatteo and builder & past state HBRA President, Liz Verna.



L-R Kim, John, Anthony & Jessie DiMatteo



Anthony DeRosa

The 2021 board of directors was sworn into office, and Kim's husband John and children, Jessie and Anthony proudly looked on, as Kim gave an inspiring acceptance speech. Their youngest son, Michael, was in Florida and couldn't attend.



Board of Directors being sworn in, including new board members at far right, Peter Sciarretta, Hemingway Construction, Luigi Altamura, Altamura Homes and Karen Bradbury, Closet & Storage Concepts

## Thank You, Anthony DeRosa!

We all owe a special debt of gratitude to outgoing President, Anthony DeRosa, DeRosa Builders. Anthony served as leader of the Fairfield County HBRA for an extended 2 years and 3 months. This included the two month period at the height of the pandemic, when Connecticut shutdown, and builders, although considered essential, struggled to keep their companies operating and their staffs intact.

In 2016, while serving as 1st V.P., the association needed a new Executive Officer. Anthony and then President, Chris Steiner, hired Gina Calabro, who was later recognized as NAHB New EO of the Year! Then, after assuming the role of association President, Anthony was instrumental in hiring Jackie Bertolone, who went on to become Chief of Staff to Fairfield First Select-

woman, Brenda L. Kupchick (R). Last year, Anthony hired our current EO, Kerry Brun, who has proven to be another excellent Executive Officer.

In addition to all of his commitments to Fairfield County HBRA, Anthony and his brother, Michael, continue to run a successful custom home and remodeling company and have been recognized with multiple HOBI Awards for their work.

In a further commitment to his industry, Anthony served on the state BOD, its Executive Committee, Strategic Planning and HOBI Committees, as well as testifying at the Capitol. From all of your peers in the association and the industry, thank you, Anthony! We wish you health, happiness and great success in the coming years! 🙏





## HBRA of Central CT Continued its Lunch and Learn Series Summer & Early Fall

**Estimating for Profit** – Alan Hanbury presented strategic ways to ensure all costs are included in project estimates.

**OSHA – COVID 19 and Construction** – Paul Mangiafico and Marianne Bonito from OSHA led a discussion on proper safety precautions to take on jobsites to protect from the spread of COVID 19.

**Managing the Soaring Lumber Prices** – As members watched lumber prices increase by more than 130% since the spring, they turned to the Association for answers. Shipman and Goodwin provided a detailed discussion on the use of escalation clauses to protect against future spikes in building materials.

**Clients Need Financing – You Now Have Options** – Norcom Mortgage presented the members with their unique financing resources to help them close and obtain more clients.

## HBRA of Central CT holds 62nd Annual Golf Classic on September 17th at Ellington Ridge Golf Course

This was the first in person event held since the global pandemic arrived! We had 169 golfers spread out across two flights on a beautiful fall day at gorgeous Ellington Ridge Golf Course.

Much fun was had by all and it was great to see everyone.

**PRESENTING SPONSOR**

**SPONSORS**


**Thank You to Our Sponsors!**



Eric &amp; Kevin Santini



## Remodelers Council Community Service Project

On Friday, October 2nd, members of the HBRA of Central Connecticut Remodelers Council replaced 14 windows donated by East Haven Builders Supply and Andersen Windows with new ones at a 2-family home located on Linnmoore Street in Hartford.

This project was done in coordination with Rebuilding Together Hartford which selected Ms. Rita Welcome's home as a home that needed repairs. The project had originally been scheduled for late April, but due to COVID-19 shutdowns, the project was moved to October.

Ms. Welcome is the current owner of the 1926 2-family home with original windows. Ms. Welcome is a single grandmother currently raising two grandchildren while also serving as a foster parent. Additionally, she has volunteered for many years with local organizations that focus on youth mentoring and elderly assistance.



Each year the members of Remodelers Council from the HBRA of Central CT coordinate a community service project in partnership with an organization that assists those in need. The members give of their time, skills and materials needed.



## 2020 Parade of Homes – The Biggest Home Tour in Connecticut

On October 17th & 18th the HBRA of Central CT held its annual Parade of Homes. This is Connecticut's largest showcase of new and remodeled homes. This year there were 23 homes built by 17 builders, showcasing the latest design trends and features with homes priced from \$200,000 to \$2 million.

The Parade's charity partner were Connecticut Children's Medical Center where 100% of the ticket proceeds was donated. This year the Parade had many new offerings over previous years with a new Parade App, robust social media campaign highlighting the customized videos for each builder, and online app voting for the People's Choice Awards. 🏠





## New Member Profile

I am Richard Weigold, owner/operator of Northern Improvement Company, LLC. I've been in the construction and flooring business for over 35 years. Joining the Connecticut Home Builders Association was an easy decision for me. What better way to align ourselves with the best in the industry within our state and local communities?

Along with every other contractor during this pandemic, we strive to work safely for both our employees and our clients. This aspect of the business has been challenging. Finding the materials needed for a job, along with skilled labor has proven to be difficult. Our office staff spends a fair amount of time sourcing materials for our projects, something that has become increasingly problematic due to the high housing demand.

In our area of Connecticut, the Northwest Corner, we have seen great interest from homeowners looking to turn their home into a haven, whether it's one particular room or several within the home. Another component to our business has been our ability to bring in a team of workers to renovate a home in order to list in the real estate market. We are seeing high inquiries for renovations to homes in the less populated towns of Litchfield County from those looking to leave the crowded cities.



Our clients are looking to work with one company to complete an entire project, as opposed to working with several contractors. Our partnership with our sister company, Weigold Floor Covering, has brought many opportunities to serve our clients better and utilize their showroom with displays of cabinets, vanities and countertops. With this alliance, our business has become more turnkey for those looking for kitchen and bath remodels including cabinets, countertops, flooring, and paint. This has become a significant part of our business model and we continue to grow with this.

Challenging times like these call for thinking outside the box. □

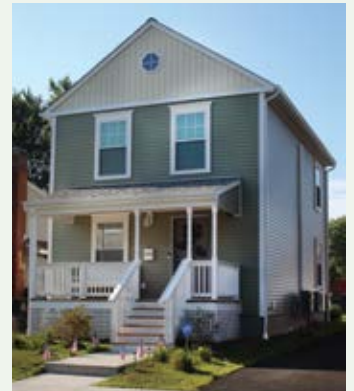


## Hartford Habitat for Humanity Wins Grand Prize in DOH Housing Innovation Competition

Community partnerships assist non-profit in zero energy building design

The U.S. Dept. of Energy selected Hartford Habitat for Humanity as its 2020 Housing Innovation Grand Prize winner in the Affordable Housing – Single-Family Detached category. It was Hartford Habitat's 1st Zero Energy Ready Home.

Hartford Habitat Completed in May 2019, the 1,280 sq. ft., three-bedroom home, which is located on Roosevelt Street in Hartford, and features airtight construction, high-performance HVAC equipment, ENERGY STAR®-certified appliances, low-flow fixtures, a heat pump hot water heater, and solar panels. With a HERS index of -7, the Roosevelt home is approximately 40 to 50 percent more energy efficient than a typical new home, saving the homeowners \$4,000 in annual energy costs.



In addition to expertise, incentives and rebates, Eversource donated LED light bulbs, and employees volunteered their time to support the home's construction. Additionally, Eversource-approved contractor Home Energy Technologies, Peter Harding and David Hiscocks, helped educate and guide Habitat staff through the Zero Energy Ready Home requirements.

For more information about Hartford Habitat and future Zero Energy Ready Home projects, please visit [www.hartfordhabitat.org](http://www.hartfordhabitat.org). □





Beautiful design, lasting performance, and consistency you can count on.



Visit your local Marvin window and door retailer today.



Along the Coast & Southwestern Connecticut  
 BETHEL | BRANFORD | DARIEN | MADISON | NEW MILFORD  
 NIAHTIC | NORWALK | WILTON | LEWISBORO, NY  
 800.390.1000 [www.RingsEnd.com](http://www.RingsEnd.com)



In the Farmington Valley & Central Connecticut  
 129 RIVER ROAD  
 CANTON, CT | 860.693.1111  
[www.minersinc.com](http://www.minersinc.com)

# Sanford & Hawley, Inc.

*QUALITY BUILDING MATERIALS SINCE 1884*

**Unionville, Avon, Manchester, CT. West Springfield, MA.**

[www.sanfordandhawley.com](http://www.sanfordandhawley.com) / [sales@sanhaw.com](mailto:sales@sanhaw.com) / 860-673-3213 (phone or text)



## Custom Made Countertop Sneeze Guard

- Made to the size you need up to 96"x48"
- 3-1/2" Primed Pine frame with 1/4" Plexiglass
- Available in standard or extended leg frames
- Extended frame is mounted with metal brackets (included)
- Standard frame available with metal brackets, screw hole preps, 3M double stick tape (will not adhere to all surfaces)

**Perfect for restaurants, stores and offices**