

Interactive Digital Edition w/ Active Hyperlinks

# CONNECTICUT BUILDER



THE MAGAZINE OF THE HOME BUILDERS & REMODELERS ASSOCIATION OF CT

Winter/Spring 2013



**BEST CONTEMPORARY CUSTOM HOME**  
*Domus Constructors - Sellars Lathrop Architects*

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

*Photo by Michael Biondo*





**Yes, we see the forest AND the trees.**

We're known for paying attention to detail—to customer needs, product knowledge, personal service, competitive pricing, responsiveness and more. Yet we also see "the forest" in industry standards, trends, new products, builders' issues and local concerns. That's Miner's. Attention to detail, inside the big picture.

Count on us for:

- "Real person" phone service and assistance
- Competitive pricing
- Free delivery; contractors' hours
- Easy access, at the intersection of Routes 179, 202 & 44 in Canton

*A tradition of quality and service*



129 River Road, PO Box 130, Canton, CT 06019

Phone 860-693-1111 Fax 860-693-9644

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

Visit us on facebook @ <http://www.facebook.com/minersinc>





# CONNECTICUT BUILDER

THE MAGAZINE OF THE HOME BUILDERS ASSOCIATION OF CONNECTICUT

PRESIDENT'S MESSAGE by Ken Boynton

3

## COVER STORY



## 2012 HOBI Awards

This stunning **GREEN**, contemporary home designed by Sellars Lathrop Architects is beautifully crafted by Chris Shea, Domus Constructors, earning him an outstanding HERS 25 rating. Pictured is the spectacular two-story library with steel catwalk.

Photo by Michael Biondo

## FEATURES

▶ A Glimpse at Home Building's Future	69
▶ Builder News	71
▶ CT Housing Market Recovery Builds Momentum by John Tarducci, William Raveis Real Estate	76
▶ The Only Game in Town for Spec Lending	79
▶ Sales and Marketing	81
• Homebuilding's Demographic Drivers are Changing by Charles Schinn	
• New Ways Homebuyers Use the Web	
• Why are New Home Sales Lagging Behind by Terence Beaty	
▶ Workers Compensation Is Going Up, Up, Up by Kim DiMatteo	83
▶ Reasons to Preserve the Affordable Appeals Statute 8-30g by Tim Hollister	85
▶ Business Product News	87
▶ Lumber Update by Frank Sanford, Sanford & Hawley	91
▶ The Connecticut Economy	92
▶ State Association News	93
▶ Local Association News	96

## Connecticut Builder

Publisher/Editor: Joanne Carroll

Associate Editor: Kerry Carroll

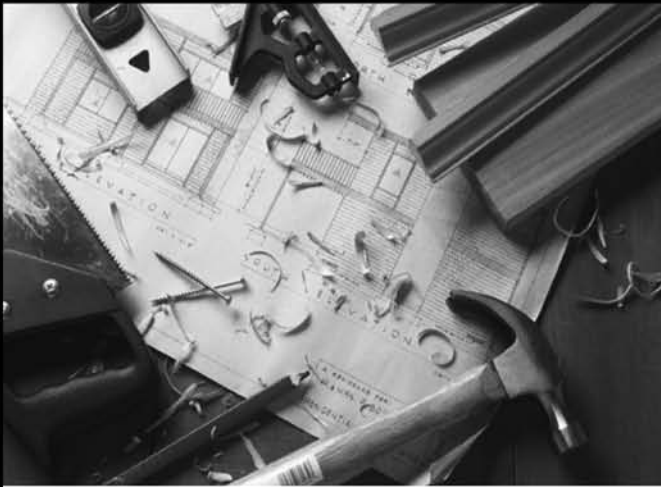
37 Boston Street, Guilford, CT 06437

Tel.: 203.453.5420 Fax: 203.453.5419 info@connecticutbuilder.com

Published: Summer, Fall, Winter Copyright: Winter/Spring 2013

Production & Printing: Lebon Press, Inc.

## Builders of Connecticut and People's United Bank



- Individual Construction and Lot Loans to Builders
- Competitive End Financing (for qualified buyers)
- Individual Construction Loans (for qualified buyers)

CALL: 1-877-772-8778

CLICK: [peoples.com/findexpert](http://peoples.com/findexpert)

**People's United  
Bank**



©People's United Bank 2012 Member FDIC

	Page
ABC Supply	77
Bender Plumbing Supplies	16
Best Plumbing, Tile & Stone	4
CAFD	57
Call Before You Dig	2
Clarke Distributors	26
CL&P	8
Coldwell Banker	95
Connecticut Lighting	36
Connecticut Stone	80
Country Lumber	22
County TV Appliance	3
DiMatteo Insurance	23
Eagle Construction Lending	89
Elevator Service Co.	30
Gault Stone	94
GE	90
HADCO	18
Hocon Gas	63
Hocon Hearth House	32
Interstate Lumber	20
James Hardie	12
Kemper Associates	88
Klaff's	60
KohlTech Windows	6
Liberty Bank	28
Miner's Inc.	IFC
New England Silica	66
Northeast Foundation Coating	50
O&G Industries	9
People's United Bank	1
Prudential CT Realty	11
Quality Stone Verneer	99
Rings End/Marvin/Miner's	IBC
Royal Closet	71
Sanford & Hawley	Back Cover
Shipman & Goodwin	40
Spray Foam Nation	35
Superior Hearth, Spas & Leisure	84
Swenson Granite	96
Tarantino Landscapes	27
Total Comfort	2
United Illuminating	68
Wells Fargo	86
William Raveis	44



**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**



Dear Fellow Homebuilder Members,

First and foremost, I want to take this opportunity to thank Liz Verna for her dedication and service as our President over the last two years. During difficult times, Liz helped to keep us focused on the important issues that impact our industry, and she took proactive steps to ensure that the HBRA of CT remained an important voice both in Hartford and in Washington DC.



Forecasting what lies ahead, I have observed many positive indicators to substantiate that the homebuilding industry is beginning to experience some improvement throughout our state.

Building permits are slowly increasing, housing prices have stabilized, and overall builder confidence appears to be more positive about the future of home building.

### It's Time to Stand Up for Home Ownership!

*Americans strongly support home ownership; it's a goal that most families work hard and make sacrifices to achieve. That's why national policy has acknowledged the importance of the home in American family life for almost a century.*

Homeownership also contributes significantly to the nation's economy, and it can generate millions of jobs to help get the economy back on its feet.

Unfortunately, home ownership is under attack. It faces threats that ignore the benefits it provides and disregard the serious consequences of changing current policies. Here are some of the legislative and regulatory proposals that threaten the American dream of homeownership:

### Legislative and regulatory proposals would:

- Eliminate or cut back the mortgage-interest deduction.
- Make it difficult for most families to secure mortgages.
- Force many families to delay home ownership for years.

Our industry, once again, can lead us out of this dreadful recession, that caused enormous hardship to so many families in our home building industry.

Speaking of families, I'm happy to report that our other family," The HBRA ", is exhibiting signs of membership growth. As we welcome new members, let's really get to know one another, help one another, and attempt to conduct business with one another.

I also want to extend a big **THANK YOU** to all our members who are active on a local, state, and national level. These very special people spend countless hours behind the scenes, away from their families and businesses, to be the watchdogs of our industry. Their efforts, unseen by most, help to keep our homebuilding Industry on track, allowing all members and non-members to continue to build the American Dream of home ownership.

Reflecting back on my experience as an active HBRA member, one very important benefit that I enjoy, along with my wife, Jan, and my entire family, is the solid, loyal friendships we've established both on and off the job site.

As your President, I look forward to continuing to carry the torch even further; to enjoy established relationships, and have the opportunity to build new ones with members of this great Association.

Best wishes for a great 2013,

Kenneth J Boynton, President, HBRA of Connecticut

## ATTENTION CONTRACTORS...

### Look No Further Than County TV!

Need appliances to complete a project? Call County TV and speak with an appliance expert who can assist you with the finest selection of appliances, all at very competitive prices. Prompt delivery and expert installation available.



Over 100 Flat Panel TV's On Display In Our Newly Designed Showroom!

Custom Home Theatre Installation Available!

MAYTAG



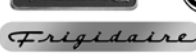
SONY

WOLF

Miele

Panasonic

VIKING



SAMSUNG



SUB-ZERO

GAGGENAU



Visit Our Newly Designed Showroom In Stamford

**COUNTY**  
TV • APPLIANCES • AUDIO

2770 Summer Street • Stamford, Conn. 06905

**CALL 327-2630**

## Congratulations 2012 HOBI Award Winners!



The American living space is endlessly self-reflexive and paradoxical. Seriously playful. Carefully disorganized. It is steeped in the traditions of classic Americana while embracing a modern eclectic sensibility. Tresham™ vanities, toilets, sinks and shower receptors bring this playful eccentricity, this eclectic elegance to the American bathroom. Go live your life. With a twist.

THE BOLD LOOK  
OF **KOHLER**®

### ANN SACKS Collection

Featuring the Ann Sacks Collection; an assortment of tile hand-crafted in Portland, OR. Now available at Best!

This collection can be ordered to your own color and design specifications, offering endless ways to bring functional art into your home.

**Best**  
PLUMBING  
TILE & STONE



KALLISTA

Stamford • Scarsdale • Somers • Yorktown • [bestplg.com](http://bestplg.com)



## 2012 HOBI SPONSORS



### DIAMOND SPONSOR

CAFD

CONNECTICUT APPLIANCE & FIREPLACE DISTRIBUTORS

### PLATINUM SPONSORS

HBA NORTHWEST

ROCKVILLE BANK

SHARON MCCORMICK DESIGN

### GOLD SPONSORS

ENERGIZE CT/NORTHEAST UTILITIES

CONNECTICUT LIGHTING/RESTORATION LIGHTING GALLERY

EAGLE CONSTRUCTION LENDING

### SILVER SPONSORS

COLDWELL BANKER NEW HOMES DIVISION

THE ROBERTS AGENCY/ HARTFORD INSURANCE

WRIGHT BUILDING COMPANY

### MEDIA SPONSOR

NEW ENGLAND HOME CT MAGAZINE

Thank you to **The Roberts Agency/Hartford Insurance** for your continued support of this event over the years and to new sponsors **Coldwell Banker New Homes Division** and **Wright Building Company**. And for the first year **New England Home Connecticut Magazine** was our Media Sponsor.

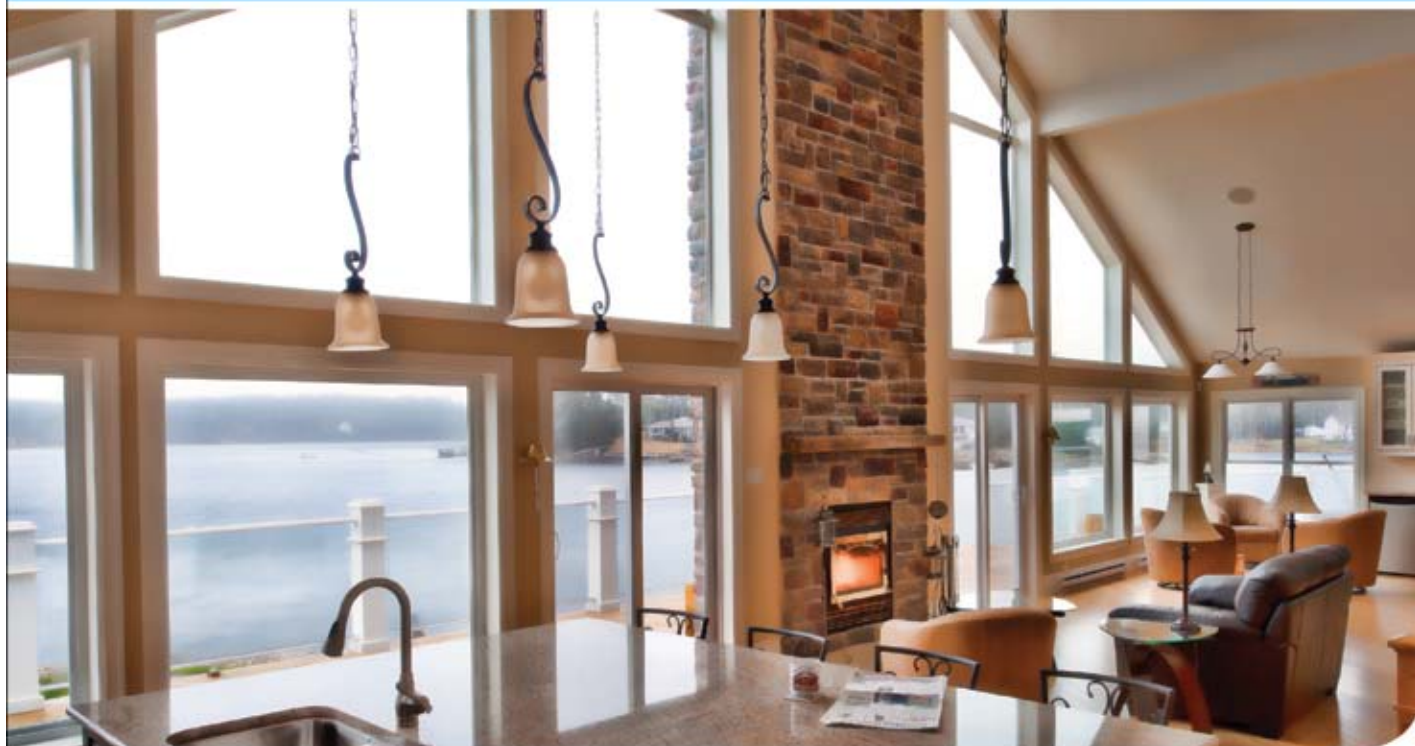


L-R CAFD Sales Manager John Gilotti, Heatilator V.P. Gary Martin, Kathy Dudzic, Buddy Musso, Jennifer Mattoon and Sisto Salzillo of CAFD, Craig Callahan of Viking Appliance distributor HADCO and CAFD owner, Doug DuPont.

Thank you to our Gold Sponsors **Energize CT/Northeast Utilities, CT Lighting/ Restoration Lighting Gallery** and first time sponsor **Eagle Construction Lending**

At the **Platinum level Rockville Bank** is a strong supporter of Hartford County builders and building green ; **HBA NW** - the smallest local with the most successful Legislative Night; and new sponsor **Sharon McCormick Design** provides elegant interiors in Hartford, Greenwich and the Cape.

For the third year in a row **CAFD** was our top **DIAMOND SPONSOR**. **CAFD** is the exclusive statewide distributor for Heatilator fireplaces, builder distributor for GE Appliance products and Viking dealer for Viking distributor, HADCO (Delia).



## Not all German engineers design sports cars.

Kohltech Windows and Entrance Systems are designed to make your home outstanding. For more than 30 years, we've been combining German engineering and European styling with innovative energy efficient features like our exclusive Energlas® and Energlas® Plus. Add in a huge variety of options including colours, grill patterns and custom shapes, and you get the picture about why Kohltech windows shine inside and out. Kohltech Windows & Entrance Systems, only available at:

### East Haven Builders Supply

193 Silver Sands Rd., East Haven, CT  
(203) 469-2394

2 Turnberry Lane, Sandy Hook, CT  
(203) 426-0030

### Oxford Paint & Hardware

113 Oxford Rd., Oxford, CT  
(203) 888-9200

### Sanford & Hawley

1790 Farmington Ave., Unionville, CT  
(860) 673-3213

336 North Main St., Manchester, CT  
(860) 647-8924

30 Sandscreen Rd., Avon, CT  
(860) 673-3213

253 Baldwin St., West Springfield, MA  
(413) 732-6900

### Raymond's Building Supply

675 Wolcott Rd., Wolcott, CT  
(203) 879-2538



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



## The 19<sup>th</sup> Annual HOBI Awards

*Housing is on the rebound. The Fed promises to keep long term rates down for three more years and builder supplier confidence is up for a change... Connecticut building permits increased 40% this year over last year. . . And one of our sponsors, Eagle Construction Lending actually wants to lend you money to build spec homes.*

- Joanne Carroll, HOBI Awards Producer

A record seven hundred builders, remodelers, architects and suppliers attended the 19<sup>th</sup> annual HOBI Awards dinner at the Aqua Turf on Wednesday November 14, 2012.

### ***What about this year's trends:***

On this year's tour, HOBI judges saw ship lap walls in home offices and mudrooms, square edged super white moldings and square edged marble vanity tops for that transitional look, designer tubs in pewter, copper, solid Corian and volcanic limestone, double and triple tray ceilings, herringbone wainscot ceilings and built-in Mom's command centers in or near most kitchens. The biggest trend of all is **Green!** Five years ago, not many builders used spray foam insulation. This year, every HOBI winning home was insulated with open or closed cell foam, and HERS ratings, conditioned space and ERV systems were foremost concerns of HOBI winning builders and remodelers.



Argus Development Mom's command center.



Ricci Construction custom home MBR w/herringbone ceiling.



Domus Constructors spa bath with Wetstyle designer tub.



## Build Smart. Build with ENERGY STAR.

**The smart way to build is the smart way to save.**

ENERGY STAR® Certified Homes use up to 30% less energy year-round and can save your customers thousands in maintenance costs. That translates to lower monthly energy bills, less impact on the environment, and satisfied customers who will help you grow your business. Financial incentives available through Energize Connecticut and your local utility can save them even more.



**Find out how you can get started. Call 877-WISE-USE (877-947-3873)**

**Or visit: [EnergizeCT.com](http://EnergizeCT.com)**



**Connecticut  
Light & Power**  
A Northeast Utilities Company



*The United Illuminating Company*



**YankeeGas**  
A Northeast Utilities Company



**energize CT**  
CONNECTICUT

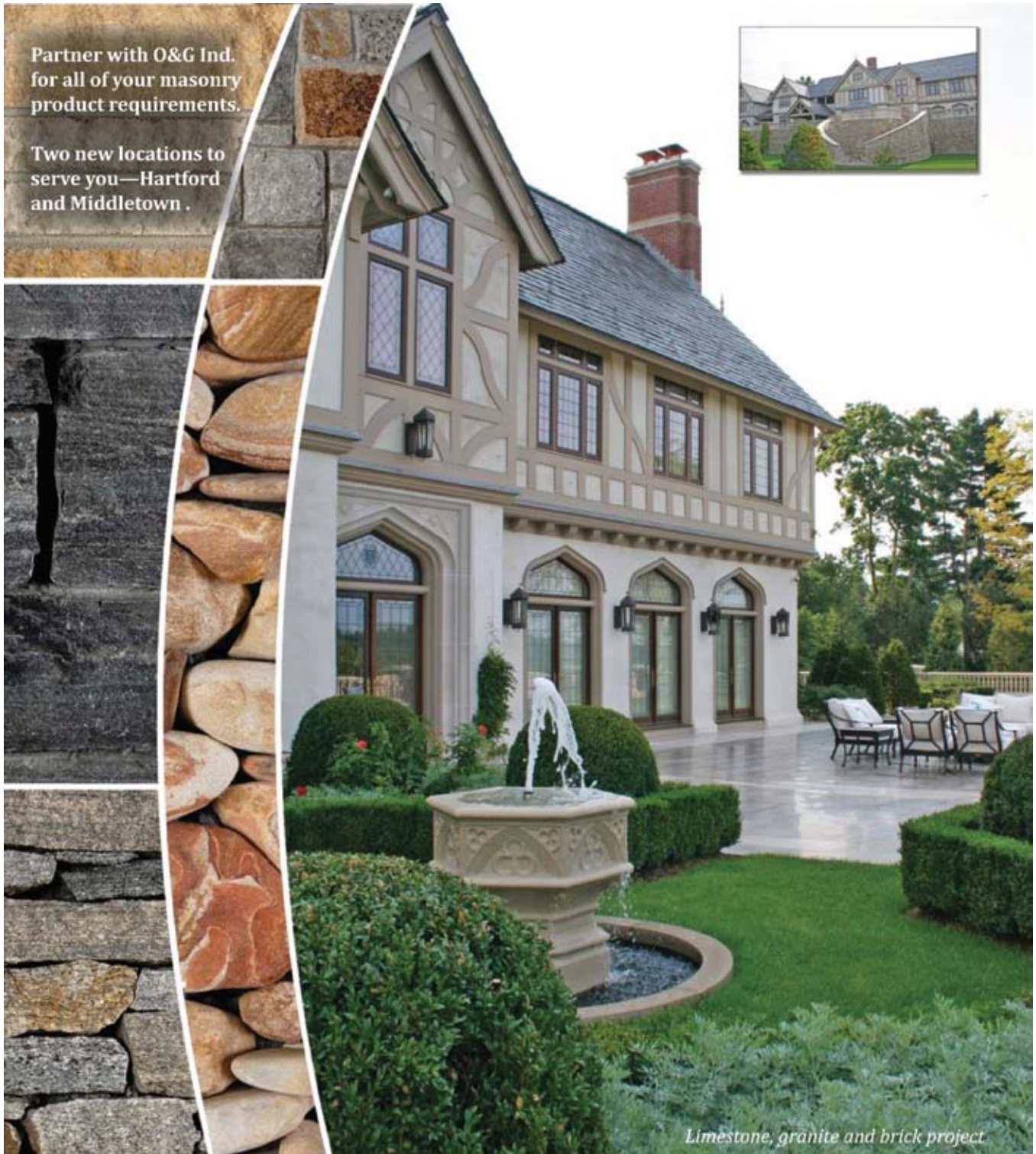
Empowering you to make  
smart energy choices

Energize Connecticut helps you save money and use clean energy. It is an initiative of the Energy Efficiency Fund, the Clean Energy Finance and Investment Authority, the State, and your local electric and gas utilities, with funding from a charge on customer energy bills.



Partner with O&G Ind.  
for all of your masonry  
product requirements.

Two new locations to  
serve you—Hartford  
and Middletown .



*Limestone, granite and brick project*



(800) 862-3533  
[ogind.com/masonry](http://ogind.com/masonry)



BEACON FALLS • BRIDGEPORT • DANBURY • HARTFORD • MIDDLETOWN  
NEW MILFORD • STAMFORD • TORRINGTON • WATERBURY





1. HOBIA Award Producers Joanne & Kerry Carroll. 2. HBRAC Officers Immediate Past President Liz Verna, president Ken Boynton, Treasurer Henry Rozewski, CEO Bill Ethier & Past President George LaCava. 3. Custom Home of Year recipients Brenda Constantini, Architect Chris Pagliaro, Roberta Mancuso of New England Home Magazine and architect Nick Sadja Bartels Pagliaro. 4. Spec Home of Year builder Mike Cerreta and wife with HOBIA judges Tony Calistro, Mario DiGioia & Rob Michaud and HBRAC officers Ken Boynton & Liz Verna. 5. Remodeled Home of Year winner Jeffrey Titus with HOBIA judges Denise Nott & Eric Miner. 6. Best Green Home Overall winner Pete Fusaro with technology judge Enoch Lenge of CL&P. 7. Paul and John Hertz who won Community of the Year for Noroton Green.





## REMODELED HOME OF THE YEAR

### TITUS BUILT

Jeffrey Titus and architect Michael Smith turned a Norwalk beach cottage into an idyllic Nantucket style second home built to withstand Hurricane Sandy while capturing the view and aesthetic of waterfront living. They met challenging zoning restrictions by preserving the first level up to the ceiling and demolishing and building up the rest of the home with two additional levels. Special features of this home shown in photos include a large Ipe' wood deck with built-in fire pit and built-in masonry grill and third level family room with reclaimed barn wood ceiling and antique nine foot tall doors imported from France. This beautifully detailed remodel also won **BEST RESIDENTIAL REMODEL \$750,000- \$1 MILLION.**



Before



After

3<sup>rd</sup> Floor Family Room

**Prudential Connecticut Realty**

**Give  
your next  
development the  
competitive edge.**

**Terence Beaty**  
 Director Prudential CT Realty  
 New Homes & Land Division  
 Office 860.571.7034  
 Cell 203.913.3535

©2013 Prudential Real Estate Services, Inc. All rights reserved. Prudential Real Estate Services, Inc. is an equal opportunity employer. All other marks are the property of their respective owners. Prudential Real Estate Services, Inc. is a registered service mark of Prudential Real Estate Services, Inc. and its related entities registered in many jurisdictions worldwide. Used under license with no other affiliation with Prudential Real Estate Services, Inc.

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

DIFFERENTIATE YOUR BUSINESS



**WITH NEW 5" EXPOSURE HARDIESHINGLE® SIDING  
WITH COLORPLUS® TECHNOLOGY**



**Create the warm, authentic look of eastern white cedar shake without sacrificing:**

— **DESIGN**

- Features true keyways and woven corners, achieving an authentic, handcrafted aesthetic.

— **DURABILITY**

- Engineered for Climate® providing lasting durability and protection from heat, rain, humidity and snow.

— **LOW MAINTENANCE**

- For long-term savings, choose HardieShingle® with ColorPlus® Technology to optimize paint adhesion, slow fading and reduce maintenance costs.



Learn more and view a gallery of homes at [www.HardieShingle.com](http://www.HardieShingle.com).

©2012 James Hardie Building Products. All Rights Reserved. TM, SM, and ® denote trademarks or registered trademarks of James Hardie Technology Limited. The JH logo is a registered trademark of James Hardie Technology Limited.

AD1227



## BEST HARTFORD COUNTY RESIDENTIAL REMODEL \$1 - 2 MILLION

**DAIGLE AND SON**



Bruce Daigle and architect Jack Kemper gave this 1929 Tudor revival style home in West Hartford an incredibly thorough facelift inside and out, including redesigning the kitchen, master bedroom suite, all bathrooms, sunroom, lower level media room and wine tasting room, all new mechanicals and new landscaping.

---

## BEST FAIRFIED COUNTY RESIDENTIAL REMODEL \$1 - 2 MILLION

**E.M. ROSE**



Eric Rose demolished everything but the kitchen in this Victorian cottage, and then tied the new and old together with a new roof. The judges appreciated the exquisite detailing and special features such as the timber frame family room with beadboard skylit ceiling and stucco fireplace.

## OUTSTANDING CONTEMPORARY HOME REMODEL

### CERRETA BUILDERS



Mike Cerretta remodeled this contemporary home and added lightness and brightness. The dark commercial kitchen is now bright and open with cabinetry from Belgium and integrated Sub Zero and Wolf appliances. Special features include Kreon lighting, glass stair railings, suspended mirrors and a solid Corian Boffi tub in the master bath, ebony master closets and radiant heated floors throughout.

---

## OUTSTANDING RESIDENTIAL REMODEL

### \$750,000 - \$1 MILLION

### MOSOLINO DEVELOPMENT

Architect Robert Cardello designed this New Canaan remodel by Mark Mosolino, which begins with a beautiful exterior including a large stone patio with a pergola and fire pit. A new 700 square foot custom kitchen with breakfast room has double 11' long islands, a coffee bar, beverage bar and Mom's command center. Other additions include a children's study, new mudroom and sundeck off the master bedroom.





## BEST FAIRFIELD COUNTY RESIDENTIAL REMODEL

### \$500,000 - \$750,000

#### VAS CONSTRUCTION

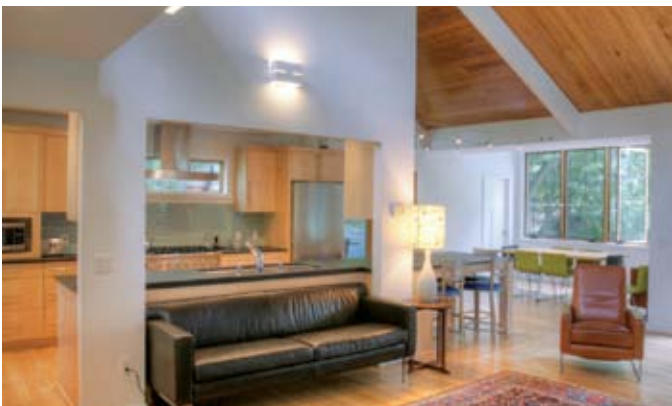


Vinnie Sciaretta remodeled a five bedroom brick 1800's carriage house in Darien, adding a stunning site harvested fieldstone fireplace in the 50'x30' vaulted great room. In both the great room and the custom kitchen VAS poured decorative concrete floors and had them tinted. This project was featured on the new HGTV pilot, *"Connecticut Under Construction"*.

## BEST NEW HAVEN COUNTY RESIDENTIAL REMODEL

### \$500,000 - \$750,000

**CELEBRATION DEVELOPMENT GROUP**



Celebration and CK Architects transformed a late 1960's contemporary home in poor condition into a highly energy efficient, new, stylized, modern home near the town Green in Guilford. This home scored a HERS 47 rating. The soaring, open interior includes a new custom built open oak staircase with stainless steel railing, custom built maple kitchen and suite of three children's bedrooms and bath.

## BEST RESIDENTIAL REMODEL

### \$250,000 - \$500,000

#### PINNER PARTNERS



Pinner Partners added a three-car garage and in-law apartment to this Goshen home, and then created a new first and second floor hallway to access the addition. The apartment features a great room/kitchen, bedroom, bathroom, laundry room and new staircase for access from a separate entrance.



Visit one of our seven award-winning showrooms.

NORWALK | BRIDGEPORT | NEW HAVEN | WALLINGFORD | WATERBURY | TORRINGTON | HARTFORD  
 203.847.3865 | 203.579.4499 | 203.787.4288 | 203.787.4288 | 203.753.6884 | 860.618.2944 | 860.233.6606

**moxie**<sup>TM</sup>  
 Showerhead + Wireless Speaker



### Shower Out Loud

Bring music to your shower like never before with the new Moxie<sup>TM</sup> showerhead + wireless speaker. Pair music, news and more to the magnetic wireless speaker with any device that's enabled with Bluetooth<sup>®</sup> technology. Then pop the speaker into the showerhead and get ready to shower out loud. Check out Moxie at your nearest Bender Showrooms.



The Bluetooth<sup>®</sup> word mark and logos are registered trademarks owned by Bluetooth SIG, Inc. and any use of such marks by Kohler Co. is under license. Other trademarks and trade names are those of their respective owners.

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



2012 HOBI Award Winner for BEST SUPPLIER WEBSITE

THE BOLD LOOK  
 OF **KOHLER**<sup>®</sup>



## BEST RESIDENTIAL REMODEL \$100,000 - \$250,000

**SAPIA BUILDERS**



Nick Sapia gutted this 1,400 square foot cape in Old Lyme and turned it into a new four bedroom home with garage barn, gracious entry foyer and cathedral ceiling country kitchen with walnut butcher block island and walk-in pantries.

## OUTSTANDING RESIDENTIAL REMODEL \$100,000 - \$250,000

**CANNONDALE BUILDING & DESIGN**



Andrew and Diane LaSala of Cannondale Building & Design completely renovated and updated an existing 1970's contemporary in New Fairfield with a new roof, Andersen windows, mahogany decks and new plumbing fixtures.

## BEST RESIDENTIAL REMODEL UNDER \$100,000

**CRISUOLO DESIGN BUILD**



Anthony Criscuolo raised the roofline over the garage of this home in Monroe to create this 625 foot loft style bonus room.

# Congratulations to all the 2012 HOBI award winners



**HADCO** - the exclusive New England Distributor for premium appliances for the home is ready to help you and your clients select the best products for your next project.

Our New England Showroom is here to assist you. Please call us today to explore the many ways we can provide you with the quality products and services you and your clients deserve.

***\*\*Ask us about our Custom Builder Program \*\****



Visit us at our showroom:



4 LASER LANE, WALLINGFORD, CT 06492  
Tel: 203-303-2000 ~ [www.hadco.net](http://www.hadco.net)



## BEST ANTIQUE HOME RESTORATION

### CELEBRATION DEVELOPMENT GROUP

The interior of this impressive had not been updated at all, making it virtually unlivable for a modern lifestyle. Bill Freeman and H. Purdy Architects completely restored the inside of a 909 Georgian brick colonial in New Haven by updating the mechanical infrastructure, adding LED recessed lights, refinished fir floors and custom wall to wall built-ins in the second floor library. The hard cost was \$71 per square foot.



## BEST ENERGY-EFFICIENT GREEN REMODEL

### MURPHY BROTHERS

Murphy Brothers transformed a 1950's ranch into a LEED Gold green remodel in White Plains with PV solar covering all electricity needs, LED lighting, new VOC free kitchen and a **HERS rating of 24!** The heating, air conditioning and domestic hot water are supplied by a direct exchange ground geothermal system. An enlarged, flowing, airy, living/dining/kitchen area and deck open to views of the lush wooded property.



## BEST VACATION HOME REMODEL

### COASTAL CONSTRUCTION

Despite a very small lot and challenging association regulations, Coastal Construction completed renovated and winterized a small summer cottage in Old Lyme with Point One Architects and maximized space, from built-in cabinetry to a finished attic loft, Ipe rear deck with custom railing and pergola and a fireplace with beach stone chimney.



**BUILD CUSTOM**  
SINCE 1922 It's what we do.

**INTERSTATE LUMBER LAKELAND**  
SINCE 1922

What Dream Homes Are Made Of

184 South Water St. Greenwich, CT 06830 (203) 531-8050 [www.interstatelumber.com](http://www.interstatelumber.com)

Interstate Lakeland Lumber understands that exceptional windows make any view even more enjoyable. That's why we carry a wide selection of JELD-WEN® Custom Windows, with each one handcrafted to be a masterpiece. We offer a wide range of architecturally authentic JELD-WEN window designs, which you can customize in a variety of options.

Come see the entire collection at our Greenwich, CT showroom. **JELD-WEN**  
WINDOWS & DOORS



## BEST KITCHEN REMODEL UNDER \$100,000

### CANNONDALE BUILDING & DESIGN

The existing Redding home kitchen was demolished and Cannondale created this new space with leathered granite counters, raised panel cabinetry and pantry and bake center in the hall.



## BEST LOWER LEVEL REMODEL

### HEMINGWAY CONSTRUCTION

Sal and Peter Sciarretta transformed the lower level of this home into a striking lounge with exposed beams and full bar, wine cellar with vaulted herringbone mosaic ceiling and redwood wine racks, billiard room with exposed beams and a gym with a fieldstone fireplace.



## BEST KITCHEN REMODEL OVER \$100,000 BEST REMODELED BATH

### ADVANTAGE CONTRACTING

Jarret Kravitz and Mike Martin of MJ Martin Woodworking remodeled this Avon kitchen with exquisite radius paneled sycamore and alder cabinetry, glass mosaic back splash, granite island with bullnose edge and a custom hutch with white ash burl veneer.



For the home's bath, Jarrett used Anigre custom veneer millwork and cabinetry from Martin with onyx countertops and a copper slipper tub with nickel plated interior.

## Great Builders and Great Windows go Together



Andersen<sup>®</sup> WINDOWS • DOORS   
Come home to Andersen.<sup>®</sup>

***Congratulations to Haley Homes for their well deserved "Outstanding Custom Home" award. Justin Haley's innovative thinking and use of high quality products such as Andersen Windows led to his receiving this 2012 HOBI award. Country Lumber is proud to be his materials supplier.***

**Country  
Lumber Inc.**

96 Railroad Ave.  
Cheshire, CT 06410  
203-272-2237 • 800-732-2237 • Fax 203-272-8751  
email: [info@countrylumber.com](mailto:info@countrylumber.com)





## CUSTOM HOME OF THE YEAR

### BRINDISI AND YAROSCAK

### BARTELS PAGLIARO ARCHITECTS

This spectacular home on a ¼ acre peninsula in Rowayton weathered Hurricane Sandy without a scratch, which is an amazing tribute to the builder, Jon Brindidi and architect, Chris Pagliaro. Built on piles with steel and concrete decking, the lowest level is a stone arcade for cars. Nineteen feet above the arcade, sloped windows and weathered slates clad the walls and roof. An open floor plan with low windows frames offers magnificent views of Long Island Sound. There are radiant floors and thirteen geothermal wells under the driveway. The pool, with its fountains and troughs, vanishes into Long Island Sound and a gazebo leads to the boat dock. This one of a kind home also won **BEST CUSTOM HOME 5000-6000 SF.**



Celebrating 50 years – Family Owned & Operated Since 1960

**DiMatteo Group**  
INSURANCE • FINANCIAL • TAX & ACCOUNTING

All of Your Insurance, Financial,  
Tax & Accounting Needs  
Can Be Served By One Company.

**Call Kim DiMatteo**



See Just How Easy It Can Be! 203-924-5429 or Visit Us at [www.DiMatteoGRP.com](http://www.DiMatteoGRP.com)

Home Builders Insurance Program underwritten by The Hartford



## BEST CUSTOM HOME OVER 12,000 SF

### SOUND BEACH PARTNERS

This 13,000 square foot French Country jewel on Round Hill Road in Greenwich is clad in South Bay stone with a slate roof and was designed and built by Sound Beach Partners with William Kleinman. The owner's European tastes are reflected in special accents throughout, including a rotunda guard house at the front courtyard, a covered loggia at the rear of the house with a fireplace and antique fountain at the pool. The main hall features an exquisite limestone staircase with hand forged iron rail. The family room is designed with a bleached oak floor, whitewashed antique beams, antique stone fireplace and tiger maple and leather bar. A limestone and marble kitchen includes a wood burning pizza oven, stone hood and separate breakfast room.



## BEST CUSTOM HOME 10,000 - 12,000 SF

### MURPHY BROTHERS CONTRACTING



This 11,000 square foot shingle style estate is in back country Greenwich on a thirteen acre working horse farm. The home was designed by Paul Marchese with project architect Gzim Gashi and built by Murphy Brothers. The wood framed home features spray foam insulation and a geothermal heating and cooling system, six bedrooms, library, work-out studio, sauna, wine cellar, pool, indoor cabana and wet bar. The judges admired the beautifully detailed moldings, a domed opening over the breakfast table, an exquisite walnut library, spiral stairs to a windowed tower room and wrap around balcony.



## BEST CUSTOM HOME 9,000 - 10,000 SF

### WRIGHT BUILDING COMPANY

This stunning Greenwich shingle style home in Cos Cob was designed by talented architect Steven Mueller and beautifully executed by Chris Wright with square cut pillowed stone and terraces and garages cut into the hill. A sleek transitional look inside the home merges contemporary with traditional, and features a foyer with multiple tray ceiling and torried white oak floors in ebony, a family room with intersecting beadboard gables (pictured here), exercise room with fireplace and deep coffered beadboard ceiling, wine cellar and a home theater.





We'll make sure your client's journey is never scary...that's no fairy tale.

**Your client's path to a dream kitchen may seem complicated to them...**with many choices and decisions along the way. A visit to one of our showrooms will make the journey easier, even enjoyable. You can rely on the Clarke team to provide homeowners with inspiration, the information they need and live demonstrations of appliances in action. Clients won't buy anything here, so they're never pressured to make a choice they'd rather not. We'll help them access dealers and provide service after the sale, so the kitchen in the home you build will always fulfill their dreams. Your clients may end up with a Wolf...perhaps a hood...and we promise you'll all live happily ever after.

Call Joe Tanguay at 800-842-5275 x225 for more information regarding our builder programs.

## CLARKE

The **Ultimate** Kitchen  
Resource Center

SUB-ZERO WOLF

Milford, MA and South Norwalk, CT  
800-842-5275 | [clarkecorp.com](http://clarkecorp.com)

TWO AWARD-WINNING SHOWROOMS | THE CLARKE CULINARY CENTER | SAVOIR FARE KITCHEN BOUTIQUE | CLARKE CUSTOMER CARE

Clarke is proud to support the Greater Boston Food Bank and Connecticut Food Bank.





# BEST CUSTOM HOME 7,000 - 8,000 SF

## RICCI CONSTRUCTION



This fabulous 7,900 square foot home was built by John Ricci and designed by Jack Kemper with solar panels, geothermal system and a HERS 43 rating. A twenty one foot high great room features a reclaimed rustic wood ceiling. There are hickory floors and columns, an open railed second floor hallway, front to back kitchen with walk-in pantry, master bedroom with herringbone wainscoat ceiling and a gazebo balcony with a stone fireplace facing Lake Zor.



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



Scan for more info

Call us today!  
Toll Free: (888)364-2275



A FULL SERVICE LANDSCAPE COMPANY  
**making dream homes a reality**  
with private luxury pools, patios and gardens...



## TOO BAD "CONSTRUCTION-PERMANENT MORTGAGE" ISN'T AN OLYMPIC EVENT.

### **We'd be closing in on a certain swimmer.**

Liberty Bank is proud to announce that the Home Builder's Association, Inc. has designated us best in the category for the 16<sup>th</sup> consecutive year. With just one closing and no additional costs, our construction-permanent mortgage is the fastest and easiest way for your clients to finance the home of their dreams.



**Make a Statement.<sup>SM</sup>**

 [facebook.com/liberty](https://facebook.com/liberty)



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

### LoPARCO ASSOCIATES

Steve LoParco built this Riverside home designed by Richard Granoff in the shingle style with a four car garage: 2 up and 2 under. Inside, the home is graced with ten foot ceilings, four fireplaces, a custom cherry kitchen, a Mahogany porch with conical ceiling off the master bedroom overlooking Cos Cob Harbor. The Mahogany den with circular extension offers nearly 270 degree views as well.



---

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

### ARGUS DEVELOPMENT



Tim O'Malley of Argus Development built this gracious four-bedroom, four and a half bath, New England Shingle style home in Riverside. It's designed by Mockler Taylor Architects with old Carolina brick chimneys capped with copper pots. It features custom cabinetry and custom paneling throughout.

## Award Winning Builders and Architects Choose Award Winning Elevator Contractors

**2012 HOBI AWARD WINNER - ELEVATOR SERVICE COMPANY  
BEST NEW CONSTRUCTION TECHNOLOGY & BEST OPTION UPGRADE**

**We congratulate our 2012 HOBI Award winning Builder/Architect clients!**



**2012 HOBI AWARD CUSTOM HOME OF THE YEAR  
*Brindisi & Yaroscak - Bartels Pagliaro Architects***

Blansfield Builders  
Bluewater Home Builders  
Coastal Construction  
Hobbs Inc.  
Karp Associates  
Laschever Building Company  
LoParco Associates

Murphy Brothers Contracting  
Mystic River Building Company  
Ricci Construction  
Sound Beach Partners  
Summerview Development Group  
Toll Brothers Inc.  
Wright Building Company

Kenneth Boroson Architect  
Robert Cardello Architects  
Paul Stephan Marchese and Associates  
Point One Architects  
Robert Storm, Architect  
Ray Sullivan, Sullivan Group Architects



**203-757-5000  
[www.ElevatorServiceCo.com](http://www.ElevatorServiceCo.com)**

CT Lic.# ELV. 400105 R1  
RI Lic. # 21  
Representing all Major Elevator Manufacturers



Torrington, CT ~ Waterbury, CT ~ Bridgeport, CT



## BEST CUSTOM HOME 4,000 - 5,000 SF

### BRINDISI AND YAROSCAK

This amazing iModern Cottage in Westport was designed by Chris Pagliaro and built by Jon Brindisi by creating simplicity through complexity. A multi-panel door leads to a stunning patio and pool. Structural columns that define interior space are simple steel posts decorated with glass. The entry includes a transparent stairway and landing bridge constructed of steel and clad with clear maple. The use of glass gives the impression that nothing is there and allows for seeing through the entire space and garden. The pictured octagonal study is built into a turret and the ultra modern master bath features double showers & designer tub from Klaff's.



# OUTSTANDING NEW HAVEN COUNTY CUSTOM HOME 4,000 - 5,000 SF

## HALEY HOMES



Justin Haley built this gracious 4,700 square foot Georgian home designed by Jack Kemper and sided in Hardiplank with Andersen 400 Series windows supplied by Country Lumber. An exquisite two-sided cherry fireplace with built-ins separates the family room and breakfast room from a stunning country kitchen with furniture style island, deeply coffered ceiling and oversized Viking appliances.



**Come visit our working showrooms!**

**CALL OR  
VISIT US  
TODAY!**

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



WE HAVE LARGE SELECTIONS OF

- fireplaces
- stoves
- accessories



Scan for more info



**MENIOTA**  
AMERICA'S LARGEST FIREPLACE

**KOZY HEAT**  
FIREPLACES

**REGENCY**  
FIREPLACE PRODUCTS

**VERMONT**  
CASTINGS

### HOCON Propane and Hearth locations

Danbury, CT • Toll Free: 1-888-9-PROPANE  
Guilford, CT • Toll Free: 1-877-906-2500  
S. Norwalk, CT • Toll Free: 1-800-801-3835  
Torrington, CT • Toll Free: 1-888-744-8686  
Waterbury, CT • Toll Free: 1-800-992-2242  
*Complete Sales, Service & Installation*

**NAPOLÉON**  
QUALITY FIREPLACES

**Monessen**

**HITZER**

**PACIFIC ENERGY**  
FIREPLACE PRODUCTS



OUTSTANDING  
CUSTOM HOME  
FAIRFIELD COUNTY  
4 TO 5,000 SF  
EAST COAST STRUCTURES



This charming colonial with detached garage/loft built by John Sullivan in Darien features built-ins in the dining room, 5" walnut floors in the country kitchen, a shiplap office and a massive fieldstone fireplace off the back patio.

BEST CUSTOM HOME  
NEW LONDON COUNTY  
UNDER 3,000 SF  
BROM BUILDERS



Designed as a "Move Down" home for empty nesters, this HOBI award winner is 2,100 square feet with geothermal system, Energlass windows and a 48 HERS rating. The Shaker style kitchen has a sixteen foot long boomerang island that is open to the family room and dining bay. A covered bluestone patio includes a sitting wall, stone fireplace and brick oven.

BEST CUSTOM HOME 3,000 - 4,000 SF  
BLANSFIELD BUILDERS

Jim Blansfield built this striking 3,800 square foot, Timberpeg Post and Beam, **GREEN** home. Designed by Eric Diller on a steep, challenging site in New Fairfield, it features a soaring family room with dramatic views of Candlewood Lake, a limestone fireplace, stainless stair railing, full length deck, radiant heat, geothermal system, solar panels and a detached 1,400 square foot garage dressed in the same trim and stone accents.



## BEST HARTFORD COUNTY CUSTOM HOME UNDER 3,000 SF

### CORRIVEAU CUSTOM HOMES

The exterior of this GREEN, 2,400 square foot, stucco contemporary features large covered, front and rear porches, 3' overhangs, attached three car garage and is finished with cultured stone accent walls and columns and a Firestone rubber roof. Inside there are thirteen foot ceilings in the main living areas, ambient strand bamboo floors, stained maple cabinets and a black walnut breakfast bar in the kitchen.



---

## BEST FAIRFIELD COUNTY CUSTOM HOME UNDER 3,000 SF

### VAS CONSTRUCTION



To make this 2800 square foot Rowayton charmer appear larger, Vinnie Sciarretta lined all of the back walls with windows. His signature stunning all white kitchen is open to gracious living and dining areas, keeping the environment open and bright.



## BEST CONTEMPORARY CUSTOM HOME DOMUS CONTRACTORS



This stunning **GREEN**, contemporary home was designed by Ann Sellars and Howard Lathrop of Sellars Lathrop Architects to nestle into its steep Westport lot. Tight insulation, photovoltaic and thermal solar panels, deep overhangs and Lowen triple pane windows earned builder, Chris Shea, an outstanding **25 HERS** rating. The interior boasts a magnificent free form radius staircase by New England Stair Company, which won a **SPECIAL FOCUS AWARD**, and the spectacular two-story library with steel catwalk (pictured) features a secret door to a spiral stair and cigar room. Other notable features include a glass walled wine room, a glass enclosed pentagon shaped sunroom and a Wetstyle tub in the spa bath.



A **Foam Distributor** that's making a **Positive Difference**

- Training & certification
- Build spray rigs
- Service spray equipment
- Sell foam insulation, parts, spray foam kits and accessories



Contact us:

**877-769-8080**

**SprayFoamNation.com**







QUOIZEL  
A VALUED PARTNER

## Your Lighting Store... and a Whole Lot More!

Visit our NEW 1,000 sq. ft. Decorative  
Hardware Showroom in our Hartford Location

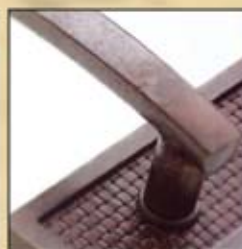
**Decorative and Functional Hardware  
Residential and Commercial**

Lock Sets • Hinges • Stops • Closers • Grab Bars  
Keyless Lock Sets • Pocket Door Locks • Switch Plates  
Bath Hardware • Cabinet Hardware & So Much More!

*Our combination of **quality, service and selection,**  
plus cabinet pulls starting at \$1.95, make us a  
destination not to miss.*



**Baldwin • Schlage • Rocky Mountain • Top Knobs • Omnia • Emtek • Colonial Bronze • Plus So Many More**



See our New Decorative Hardware Catalog! [CTlighting.com](http://CTlighting.com)

**New Hardware Showroom in our Hartford Location**  
(Hardware now displayed in Southington)

HARTFORD 860-249-7631 | SOUTHINGTON 860-621-7585  
160 BRAINARD RD (I-91 • EXIT 27) | RT 10 WAL-MART PLAZA (I-84 • EXIT 32)  
[www.CTlighting.com](http://www.CTlighting.com) Open 7 Days & 5 Nights

**Take Advantage of 6 Months, No Interest**

\*NO INTEREST IF PAID IN FULL WITHIN 6 MONTHS\* See store for details.

**RESTORATION  
LIGHTING GALLERY**

[www.myRLG.com](http://www.myRLG.com)  
Across the street from  
Connecticut Lighting Centers



Hartford 160 Brainard Rd (I-91 • Exit 27) 860-249-7631 | Open 7 Days and 5 Nights | Southington RT 10 WAL-MART Plaza (I-84 • Exit 32) 860-621-7585



## BEST NEW/OLD CUSTOM HOME

### MIRO BUILDERS

Don Miro designed and built this 5,600 square foot European Country Style home with old world charm. To achieve this look, Miro used antique oak beams, a stunning custom walnut kitchen and butler's pantry with a walnut wine cellar and an elegantly designed study with custom walnut cabinets and paneling. A free standing pewter tub graces the master bath with walk-in closets outfitted by Royal Closets. The home is complemented by beautiful stonework and columns, custom made wrought iron pool fence and custom Spanish cedar arched garage doors.



## BEST CUSTOM VACATION HOME

### MYSTIC RIVER BUILDING COMPANY

Located on a peninsula in Westbrook, this striking 6,000 square foot contemporary home was designed by Wayne Garrick and crafted by Nort Wheeler with plaster veneered walls, custom moldings and radiant flooring. The 4,300 square feet of deck provides spectacular water views on all four sides. The fourth floor observatory with 4 foot observation deck has a panoramic view of Long Island Sound. The kitchen features a double island with quartz and teak counters. A two-story octagonal master bedroom is designed with dramatic stacked windows and a marble master bath is outfitted with a fireplace and radiant heated shower seats.





## BEST NOT SO BIG CUSTOM HOME

### NELSON CONSTRUCTION

Builder, Chris Nelson and architect, Jack Kemper created this adorable 1,800 square foot empty nester home to blend into its Hartford neighborhood. Dressed in James Hardie siding, it features a rear loaded garage and courtyard, a handsome cherry kitchen and a second floor loft with walk-in attic and guest suite. The front view was the cover of the fall issue of *Connecticut Builder*.



---

## BEST GREEN ENERGY-EFFICIENT CUSTOM HOME

### CELEBRATION DEVELOPMENT GROUP

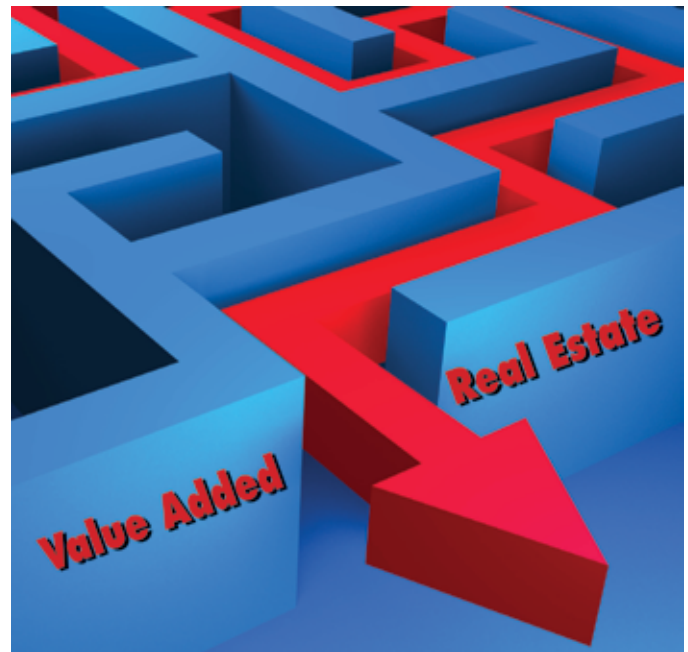
Bill Freeman built this 6,500 square foot home with three car garage and 30'x18' outbuilding in Essex. It incorporates state of the art technology and achieved a HERS rating of 47. Green features include a geothermal heating and cooling system, on demand gas fired hot water system, PEX plumbing system with low flow fixtures, spray foam insulation and energy recovery ventilation system, LED lighting and low VOC finishes throughout. The home features a home office, sewing and crafts room, home gym with full bath, library, game room, four season sunroom and the family room entertainment room pictured here.



## BEST ACCESSORY BUILDING HOBBS INC.



This 2,200 square foot Georgian Revival pool and trophy house at Conyers Farm in Greenwich was designed by Richard Kotz with stone, Hardie plank siding and exquisite Azek trim to match the existing main residence. Amazing detail continues inside, with a 15 foot high fireplace, planked ceilings and raised panel walls finished in a combination of clear and knotty pine. The owner's hunting trophies are mounted in sheetrock above the paneling. The basement houses a hunting gear closet with Fort Knox vault door to a walk-in safe.



As the real estate economy recovers,  
**every dollar counts.**

Shipman & Goodwin's Real Estate,  
Environmental and Land Use lawyers  
help find the ways to save money  
in all areas of real estate.

- Land use planning, counseling and permitting
- Environmental counseling and permitting
- Complex real estate litigation and appeals
- Real estate financing
- Tax planning and entity structuring
- Tax exempt financing and special districts
- Green building
- Energy and utility contracts
- Construction contracts and litigation
- Condominium and association documents
- Alternative dispute resolution

To learn more, contact Shipman & Goodwin's  
Real Estate, Environmental and Land Use Practice Group,  
Tim Hollister, Chair at (860) 251-5601 or [thollister@goodwin.com](mailto:thollister@goodwin.com).



**SHIPMAN & GOODWIN** LLP  
COUNSELORS AT LAW

HARTFORD | STAMFORD | WASHINGTON, DC | GREENWICH | LAKEVILLE





## SPEC HOME OF THE YEAR

### CERRETA BUILDERS

*for Devon Road home in Westport*

This outstanding English stone cottage built by **Mike Cerretta** has an impressive two-story stone entrance porch and a stone portico that accesses a heated pool. Inside the home is replete with high end millwork, tile and stone finishes, random and distressed white oak flooring, ten foot ceilings and state of the art mechanicals. The gourmet kitchen is outfitted with a twelve foot island, pizza oven, 60" Wolf range, two Sub Zero refrigerators\*, and a custom built armoire in the breakfast bay with built-in seating. There are ten foot coffered ceilings in the family room, a distressed alder library with an antique chestnut floor and a hidden staircase to the wine cellar. The master bedroom has a private balcony and barrel ceiling master bath with two person shower. This home also won **BEST SPEC HOME \$5-\$6 MILLION** and is listed at \$5,499,500.

*\*Clarke is New England's exclusive distributor of Sub-Zero, Wolf, Asko, Best, KWC and Dawn and provides New England's official Sub-Zero and Wolf showroom and test kitchen in South Norwalk, CT and Milford, MA.*



*Twelve ft. island & breakfast bay.*



*Master Bedroom.*

## BEST SPEC HOME \$3-4 MILLION

### BLUEWATER HOME BUILDERS

#### *for Burnham Hill home in Westport*

Darren Andreotti and Robert Sprouls blended the classic Nantucket Shingle style with clean, sleek modern finishes to create a transitional design for this lovely beach home. The 6,500 square foot home is finished on four levels with handcrafted millwork, paneling and built-ins throughout. The heart of the this six bedroom, seven full bath home is the state of the art, hand crafted kitchen with Viking appliances, custom white cabinetry, a marble island, graphite limestone counters and breakfast area which opens onto a bluestone patio with outdoor kitchen. The side entry foyer features a mudroom with floor to ceiling ship lap paneling, black slate flooring and built-ins. A third floor bedroom suite features a water view from the balcony. Unique for a beach location, is the incredible finished lower level with nine foot ceilings, play room/media room, exercise room, wine cellar and sixth bedroom with full bath. The list price is \$3,675,000.



---

## BEST SPEC HOME \$2-4 MILLION

### BLUEWATER HOME BUILDERS

#### *for Meadow Brook Lane home in Westport*

Bluewater's incredible craftsmanship is demonstrated again in this 6,700 square foot, Nantucket Shingle style home also designed by Robert Storm. The interior offers nine to twelve foot ceilings, three fireplaces, polished nickel fixtures, white and natural stone finishes, dark stained floors and handcrafted super white millwork and paneling. The state of the art kitchen with custom cabinetry and slate countertops includes a desk for *Mom's command center*. The home features Bluewater's signature second foyer with ship lap paneled mudroom and double tray ceiling in the master bedroom. It sold for \$2.8 million.





## OUTSTANDING SPEC HOME \$2-3 MILLION

**MIRO BUILDERS**



Don Miro designed and built this outstanding 6,000 square foot Westport Colonial Greek Revival with transitional elements to create an original new home. It features an all white kitchen and butler's pantry with Bianco Carrara Gioia countertops and Wolf and Sub Zero appliances; a family room with hand hewn antique oak beams and an elegant mahogany study. It sold to a European family for \$2.45 million.

## OUTSTANDING SPEC HOME \$1-2 MILLION

**VAS CONSTRUCTION**



Vinnie Sciarretta bought an existing house on this Darien lot for \$610,000; tore it down and built this beautiful Nantucket colonial for \$800,000. He listed it for \$1.75 million and it sold it for \$1.8 million before drywall. The five-bedroom home has a top of the line gourmet VAS kitchen and butler's pantry, Carrera marble master bath, arts and crafts details such as built-ins, trim, extensive molding work and coffered ceilings.

## BEST SPEC HOME \$750,000 - \$1 MILLION AND BEST NEW ECONOMY HOME

**BY CARRIER, INC.**

Rajeane Carrier built this five-bedroom, new economy model home for *Washington Farms* in Burlington. A spectacular GE/Kenmore Pro-Chef Stainless Energy Star Kitchen is outfitted with a bar stool island with seating for six and a built-in breakfast bay. The kitchen is open to a soaring two story great room with see-through fireplace. A stone surround highlights the other side of the fireplace on the spacious deck and stone patio below. The home also features a two-story sun filled foyer with natural hardwood flooring, an oversized three-car garage and for the new economy, there is a multi-generation suite for an adult child or older parents. The price with upgrades is \$830,000.



# Innovating New Construction Marketing



**Built on Fundamentals...**

With a 30 year track record of success, we have proven that we know how to market New Construction. By embracing technology and thinking outside the box, we excel at it!



Company-wide, 2009, 2010, 2011  
Excellence in Website Design  
& Functionality



Company-wide, 2009, 2011  
Website Innovation



Company-wide, 2010  
Mobile Marketing  
Gold ADDY Award



Company-wide, 2011  
Most Innovative Brokerage  
in the nation



## Let Our Success Contribute to Your Success!

John Tarducci, MIRM, CMP, CRB, Senior Vice President - New Homes Division

203.925.4587 • [John.Tarducci@Raveis.com](mailto:John.Tarducci@Raveis.com)



## OUTSTANDING SPEC HOME \$750,000 - \$1 MILLION

### LASCHEVER BUILDING COMPANY

This 5,000 square foot, Energy Star 3.0 home by Jonathan Laschever angles a three car garage on a steep lot on Willow Lake in West Hartford. The gourmet kitchen features all wood Shaker style cabinets, Viking Designer appliances, a drawer microwave in the black granite top center island and full height pantry cabinets. Other special features include Brazilian cherry floors, an open family room and a deck with glass railing for the lake view. The home is listed for \$999,900.



## OUTSTANDING SPEC HOME UNDER \$500,000

### LANDSEN CONSTRUCTION



Custom built by Mark Stidsen and decorated by Judith Landers of Landers of Landsen Construction, this Glastonbury spec home features energy saving construction nine foot first floor ceilings, library and master bedroom tray ceilings, granite kitchen countertops, efficient gas fireplace with tile surround and a custom crafted mantle.

## BEST NOT SO BIG SPEC HOME

### KARP ASSOCIATES



Arnold Karp used quality finishes and a floorplan that makes this 2,200 square foot New Canaan home live big! The three bedroom home's first floor includes a front entry hall, powder room, dining room and eat-in kitchen that opens to the family room. A master bedroom with plenty of master bath space and two additional bedrooms, hall bath, laundry area and eave storage are on the second floor. The current listing price is \$1,395,000.

## BEST VACATION SPEC HOME

### LAUDON ASSOCIATES

Nestled with the Green Mountain National Forest, at the base of Mount Snow in Vermont, Laudon Associates is building 29 ski on/off luxury townhomes. *TrailsEdge* offers eye-catching architecture by Chris Hill of Blue Moon Design. Townhomes feature 3,500 square feet of radiant heated living with four bedrooms and four and a half baths, open floor plans with nine foot ceilings and vaulted cathedral ceiling in the great room, lofts, hardwood flooring and fireplaces with beautiful stone surrounds. Upgrades include saunas, wetbars, and even home theaters. Prices start at \$875,000 and range upwards depending on location, optional upgrades and design features. Half are sold.



## BEST GREEN HOME OVERALL

### PREFERRED BUILDERS

*for Brown House Road home, Old Greenwich*

Master certified Green Builder, Pete Fusaro built a 2,300 square foot, **NAHB Emerald Green**, **LEED Platinum** home on a tight infill lot. Designed by Richard Granoff, the Nantucket style home features Hardie siding, mahogany garage door, Sun Power solar panels and Owens Energy Complete System with spray foam insulation. The home is equipped with **Kohler WaterSense** fixtures supplied by **Best Plumbing, Tile & Stone** and a 30,000 btu Buderus boiler heats the entire house – the blower door registered 1 air change per hour! The home scored a **HERS 20** rating and is giving power back to the grid!!







## COMMUNITY OF THE YEAR

### HERTZ CONSTRUCTION

*for Noroton Green in Darien*



**NOROTON GREEN** is a Conservation subdivision of eight homes on 1.87 acres in Darien. One third of the land is preserved as open space, and all of the homes are **Gold Certified NAHB Green** with a five star plus Hers rating. Note the permeable pavers and rain gardens for zero runoff. The Marvin hurricane laminated windows supplied by Ring's End are soundproof and John & Paul Hertz used 6" closed cell foam insulation. The homes feature an open living room, dining room and kitchen with marble bar stool island and a wall of built-ins. There are three home styles, all with three bedrooms, three and a half baths and a two car garage. The homes are priced from \$1,295,000, and Noroton Green also won **Best Green Community**.




---

## BEST HARTFORD COUNTY SMART GROWTH COMMUNITY

### TRYON FARM, LLC



David Kuzmak and Paul Preneveau are developing Tryon Farm In South Glastonbury, a **Smart Growth Community** of thirty luxury paired and five custom Energy Star homes designed by Kemper Associates. Tryon Farm is a walkable neighborhood that incorporates a trail leading to an adjacent park and then to the center of South Glastonbury. Two of the homes were built for Habitat for Humanity.

BEST FAIRFIELD COUNTY SMART  
GROWTH COMMUNITY  
BEST AFFORDABLE RENTAL COMMUNITY  
BEST RENTAL UNIT  
SUMMERVIEW DEVELOPMENT GROUP



Now in its final phase, **Summerview Square** is Norwalk's first green, energy-efficient infill community. The 63 unit rental community was designed by Ray Sullivan in a townhouse style with front porches imitating neighborhood homes. 95% of the building materials are **Made in America** and rents are \$1,500 to \$2,500 per month. The three-bedroom, three story townhome features hardwood floors, a third floor master bedroom and two-car heated private garage.

BEST TOWNHOUSE COMMUNITY  
BEST TOWNHOUSE COMMUNITY CLUBHOUSE  
BEST LUXURY TOWNHOUSE  
PALMER HILL PARTNERS



**Palmer Hill** is a 195 unit townhouse community in Stamford developed by Bill McGuiness and Bob Dale with brick driveway courts and private gardens. The 3,400 square foot Bristol model has Hardie siding, two-story family room, Wolf applianced kitchen and master suite with marble master bath. The 3,500 square foot brick clubhouse is designed as a civic building and features a 60 foot lap pool with a hot tub and fire pit, two-story clubroom with a full bar and fireplace, yoga loft and fitness center. 130 homes are sold. The prices are \$600,000-1.2 million.



## BEST CONDOMINIUM COMMUNITY

### LIBERTY DEVELOPMENT



*Liberty Commons* is a 51 unit, high density, townhouse development for first time buyers developed by Jaimie Heffernan, designed by AWA Design and built by Waterford Builders, Paul Interlandi with James Hardie siding, cultured stone and picket fencing. The affordable, maintenance free townhomes, are in close proximity to transportation and downtown Stamford. Thirty-four units have sold and the prices are in the \$300,000's.

## BEST LUXURY RENTAL COMMUNITY

### RMS CONSTRUCTION



*Parrell 41* by RMS Construction is a five-story, urban chic apartment building in downtown Stamford. The Latitude Lounge has a platform bar and Game Gallery. There is a private screening room, fitness center, resident lounge, apartments with nine foot ceilings and island kitchens, and a 360 degree roof deck with outdoor kitchen and bar.

## BEST LAND PLAN

### PINNER PARTNERS



Alan Temkin's *Shepaug Crossing* is a unique 280 acre parcel in Litchfield Hill country with split rail and stone fencing, twenty custom home sites ranging from 3 ½ to 20 acres and 3,000 feet on the Shepaug River. Lots are priced from \$245,000- \$495,000.

# TUFF-N-DRI H8 and Northeast Foundation Coating

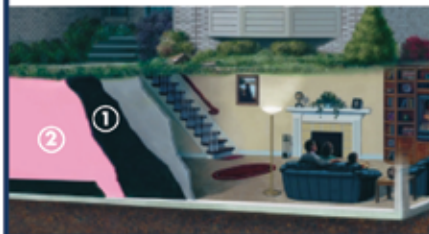
A powerful combination to fight basement moisture.

**MOISTURE OUT. | CONFIDENCE IN.**

**MOISTURE OUT.** TUFF-N-DRI® H8 Basement Waterproofing System and Northeast Foundation Coating team up to battle basement moisture. The unique black-and-pink combination of TUFF-N-DRI H8 – skillfully installed by Northeast Foundation Coating – guards against moisture from basement walls by preventing leaks, stopping seepage and reducing interior condensation.

**CONFIDENCE IN.** TUFF-N-DRI H8 is backed by a 30-year transferable performance warranty.\* Its long-term strength has helped make TUFF-N-DRI H8 the brand preferred by builders for a quarter of a century.\*\* For more details about TUFF-N-DRI H8, call today.

**Northeast Foundation Coating • 860-872-5874**



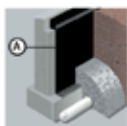
[1] The black, flexible membrane of TUFF-N-DRI H8 seamlessly seals out water leaks and seepage.

[2] Pink WARM-N-DRI® foundation board insulates basement walls on the outside to reduce condensation inside.

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



**Think this is the potential for basement profitability?**



**WATCHDOG H3 (A)** features a flexible, polymer-enhanced waterproofing membrane that's spray-applied to seamlessly bridge foundation settling cracks and seal out water penetration.

**Think Again.** When a basement is Guaranteed Dry, its reliably usable space is a feature homeowners are willing to pay more for. And that can mean big profits for you. WATCHDOG® H3 delivers dependable waterproofing protection to meet your needs, and your budget. WATCHDOG H3 also includes a 10-year transferable performance warranty.\* So increase your profit potential. Call Northeast Foundation Coating today.

\*See actual warranty for details. ©2009, Tremco Barrier Solutions, Inc. WATCHDOG WATERPROOFING® is a registered trademark of Tremco Barrier Solutions, Inc.



**NORTHEAST  
FOUNDATION COATING  
860-872-5874**



## BEST POCKET COMMUNITY *OUTSTANDING NEW ECONOMY HOME* GFU HOMES

**Merry Oaks** is an eight lot affordable pocket community in Southington developed by Greg Ugalde and Steve Temkin in keeping with the HOME CT formula. Creatively developed on a winding cul-de-sac, the homes on ½ acre lots are selling at \$300,000 - \$470,000. Greg and Steve also won recognition for a **NEW ECONOMY HOME** built for a disabled veteran using VA financing. It has an open floor plan and is fully wheelchair accessible.



---

## BEST COMMUNITY CLUBHOUSE OVERALL TOLL BROTHERS

**Toll Brothers** recently completed the gorgeous resort style **Summit Club** at *Summit at Bethel* with library-club room with fireplace supplied by CAFD, billiards room with bar, fitness center, locker rooms with saunas, yoga studio, an art studio, a grand hall and a demonstration kitchen. Outdoor amenities feature a swimming pool, a sundeck, a tennis court, a bocce court and scenic nature walking trails. Toll Bros was recently recognized as *Professional Builder Magazine* **2012 Builder of the Year**, the first builder to receive the award twice.



## BEST SINGLE FAMILY HOME OVER \$700,000

### TOLL BROTHERS

The 4,000 square foot, Duke Classic at *Weatherstone of Avon* is designed with a brick and James Hardie façade and front paver walkway. Inside, there's a two-story foyer, dramatic two-story family room, formal dining room, elegantly appointed kitchen with double wall oven and breakfast bar, luxurious master bedroom with sitting room and a spectacular marble master bath. Toll is masterful at upgrades and it shows in the home's finished lower level with game room, bar and wine cellar and a paver patio with outdoor fireplace.



## BEST SINGLE FAMILY HOME \$600,000 - \$700,000

### T & M BUILDING COMPANY

Devonshire Grand Plus at T&M's *Simsbury Estates* is 3,400 square feet with 28 windows on the front elevation and cultured stone from *Quality Stone Veneer*. Special features include a sunny study, a skylit solarium and a Viking kitchen. A back stair leads to the children's wing and a master wing includes a bay sitting area and master bath with two sided glass shower. The price with upgrades is \$649,900.





## BEST SINGLE FAMILY HOME \$500,000 - \$600,000

**TOLL BROTHERS**



The Columbia Country Manor at *Old Mystic Estates* in Stonington features a private study, game room, luxurious master bedroom and bath, open kitchen with breakfast area, a vaulted ceiling family room and back stairway.

## BEST SPECIAL PURPOSE ROOM TOLL BROTHERS

Toll Brothers won **BEST SPECIAL PURPOSE ROOM** for the “Beach Utility Room”, which was designed for active families at *Old Mystic Estates*. It features a washer and dryer, oversized Kohler sink, antique style refrigerator and a 6’ French door. The option sells for \$12,000 in all walk-out home sites.



## BEST SINGLE FAMILY HOME \$500,000 - \$600,000 UCCELLO DEVELOPMENT



Developed as part of the award winning Fox Hopyard Golf Club, the **Residences at Fox Hopyard** are designed to blend perfectly into the lovely surroundings. This home is 2,217 square feet and features a first floor master suite, three additional bedrooms on the second floor, two and a half baths, ultra efficient galley style kitchen with a breakfast bar; two story family room with a wood burning fire place, bluestone patio overlooking the 13<sup>th</sup> hole, and a mudroom area with window seat and plenty of storage space.

## BEST SINGLE FAMILY HOME \$400,000 - \$500,000

### BOYNTON CONSTRUCTION

Boynton Construction won this HOBI for their 2,600 square foot single family home at **Ogden Brook Estates** in Vernon. It features an open floor plan, surround sound, white kitchen with built-ins and a butcher block island, a screened-in sunroom, chocolate brown master suite and marble master bath with a Jacuzzi tub and shower.



---

## OUTSTANDING SINGLE FAMILY HOME

\$400,000 - \$500,000

### T & M BUILDING COMPANY

Steve Temkin and Greg Ugalde built this 2,800 square foot home at **Cromwell Woods** with **Quality Stone Veneer** exterior, an open family room, kitchen, and their signature skylit breakfast nook and garden tub in the master bath. The sales price is \$460,000.





## BEST MID PRICE TOWNHOUSE

### TOLL BROTHERS



*The Hills Collection* at *Rivington* in Danbury offers six luxurious townhome styles that blend beautifully with existing homes in the neighborhood. The *Clermonte* floorplan is 1,700 square feet with three bedrooms, two and a half baths, a two-car tandem garage and features a spacious living room, granite kitchen with pantry and breakfast area with sliding glass doors for \$342,995.

## OUTSTANDING LUXURY TOWNHOUSE

### TOLL BROTHERS



The 2,250 square foot *Eastford* at *Rivington* has three bedrooms and three baths and features a gourmet kitchen with island and a breakfast area open to the family room, formal dining room, private study and two-car garage. A luxurious master bedroom includes a large walk-in closet and private bath. The sales price is \$460,995.

## BEST AFFORDABLE TOWNHOUSE

### NEW HAVEN COUNTY MY CT DREAM HOME



This Summit Hills townhome features three bedrooms, three and a half baths, 2,800 square feet, granite and stainless steel kitchen, walk-up attic, a walk-out garden level and a spacious deck all for \$290,000.

## BEST GREEN PRODUCTION HOME

### POIRIER HOMES

At Avon Old Farms School, David and Connie Gordon built six faculty townhouses in just *twelve weeks*. They are Energy Star 3.0, with speedy Superior Walls XI foundations and **Zip R-6 sheathing**, which won this year's HOBI for **BEST GREEN PRODUCT**. Huber's structural wood panel acts as an air barrier with an extra layer of insulation and helped Poirier Homes achieve a HERS 51.



---

## BEST NEW HAVEN COUNTY 55+ COMMUNITY

### SUNRISE DEVELOPMENT

*Fieldstone Village* will have 91 detached and 51 attached homes on 38 acres. Split rail fencing accents homes of up to 3,000 square feet. They feature Superior Wall foundations, Hardie siding, nine foot ceilings and walk-out lower levels. A new 4,500 square foot *Fieldstone Club* includes a club room, bar and billiards, pool, fire pit, bocce and tennis courts. Prices are \$369,900-\$699,900







Connecticut Appliance  
& Fireplace Distributors

[www.cafd.com/trade](http://www.cafd.com/trade)

# Over 1500

Trade Professionals



**gain a valuable business advantage**



**GE  
Appliances**

*“No builder distributor has a more complete showroom or website than CAFD.”*

Jeff Stokes  
GE Area Sales Manager



**VIKING D3**

*“We consider CAFD to be a top builder supplier in Connecticut. They are a valuable resource.”*

Bob Luyckx  
Sales V.P. Viking Dist. Hadco



**heatilator**

*“CAFD has been on the cutting edge of fireplace design since we began our partnership.”*

Gary Martin  
HHT Regional V.P.

**50 Graham Place, Southington, CT 06489 • Phone: 860-621-9313**



## BEST NEW LONDON COUNTY 55+ COMMUNITY BEST DETACHED 55+ HOME UNDER 2,000 SF ASW LLC

In New London County, Alan Williams is developing the 134 homes at *Northwoods of Colchester* with sidewalks and small neighborhoods that end in cul-de-sacs. The 1,500 square foot, two bedroom White Birch model has a two-car garage with direct access to a cherry and granite kitchen and open dining room/living room separated by columns and a dropped beam. Prices are \$289,000-\$349,000.



## BEST FAIRFIELD COUNTY 55+ COMMUNITY BEST DETACHED 55+ HOME UNDER 2,000 SF CHARTER GROUP

Martin Handshy and Dennis Stone are building the *Grand Coach Homes at Newbury Village* in Brookfield - a fifteen unit elevator access building with secure parking and full use of the award winning *Newbury Club* and a gorgeous outdoor pool. At 1,444 square feet, the Acadia is the smallest of three floorplans, but it lives big with a breakfast bar pass through to the kitchen, dining room with access to the balcony and second bedroom/study. Prices are \$330,000-\$400,000.





## BEST 55+ HOME 2,000 - 3,000 SF By CARRIER INC.



The final model home at *Chimney Hill Estates* in Farmington became instantly popular with its sun-filled spaces, open floor plan, four bedrooms, two and a half baths, and a large two-car garage. The interior starts with a bright two-story foyer that opens to a spacious great room with fireplace and includes a formal dining room, beautiful white kitchen and breakfast bay with built-in china cabinet and first floor master suite with ten foot ceilings and radiant heated master bath.

## BEST NEW COMMERCIAL Fontaine Construction

This 3,700 square foot dental surgery building in New Milford is clad in Hardie shingle and stone veneer, a 2 ½" thick English Elm counter in the waiting room, surgical wing and a sterilization room with windows into recovery rooms.



## BEST COMMERCIAL REHAB

### MURPHY BROTHERS CONTRACTING

This commercial HOBI went to the retrofit of Westchester Magazine's headquarters including a new entry façade, steel and wood stairway system and this sleek, contemporary demo kitchen to be used for live audience shows.



## BEST ADAPTIVE REUSE J & J Custom Builders

J & J's *Sea-Gar Lounge* features fir floors, a Marine poly teak bar, leather reclining lounge chairs and a 1900's Cigar Shop Indian. The humidor was custom built by J & J out of Spanish Cedar.





# KLAFF'S

The Luxury Home Design Store



Introducing the Best of Outdoor Kitchens from Kalamazoo. See our display at Klaff's of So. Norwalk

**Danbury Scarsdale South Norwalk**

1-800-552-3371 [klaffs.com](http://klaffs.com)



## SPECIAL FOCUS AWARDS

### BEST INTERIOR HOME FEATURE

#### NEW ENGLAND STAIR COMPANY

The 4,800 lb free form radius staircase was designed, engineered, fabricated and installed by New England Stair Company in Domus Constructors HOBI winning **BEST CONTEMPORARY HOME**. The staircase has cantilevered treads of 2 1/2" thick white oak varying in 6-9 feet in width. Photo by Michael Biondo.



### BEST OPTION UPGRADE

#### ELEVATOR SERVICE COMPANY



This customized three stop personal elevator was supplied and installed in a Greenwich home with glass elevator cab and a striking red aluminum composite wall.

### BEST EXTERIOR HOME FEATURE

#### VENEZIANO CONSTRUCTION

Mason, Santo Veneziano was acknowledged for the brick and Indian Limestone in this South Glastonbury home built by Maric Associates.



### BEST NEW CONSTRUCTION TECHNOLOGY

#### ELEVATOR SERVICE COMPANY



Elevator Service won this HOBI Award as CT, RI & eastern N.Y. distributor of Pneumatic Vacuum Elevators. This elevator does not require a pit, hoist-way or machine room, because it's powered by AIR! And this year, it was approved in CT & R.I.

## BEST NEW PRODUCT Eco BUILDING PRODUCTS AND DISTRIBUTOR INTERSTATE LUMBER

**Eco Red Shield Lumber** protects wood from termites, wood rot and mold, and has a Class A fire rating on solid sawn lumber. This Greenwich home is being built with Eco Red Shield Lumber supplied by Interstate Lumber.



## OUTSTANDING PRODUCT SHOWROOM SHOWER DOOR & WINDOW

**625 Park Avenue, West Hartford**

Shower Door & Window's 2,100 square foot West Hartford showroom has a 30 foot ceiling, free standing shower enclosure displays and bath accessories.



## BEST PRODUCT SHOWROOM CONNECTICUT STONE

**For 234 Middle Street, Middletown**

Tyra Dellacroce and team created a full size house inside CT STONE's new 5,000 square foot showroom in Middletown with three different fireplaces, a kitchen with pizza oven, several wine cellars and a 25 foot mural of the Litchfield countryside, which gives the illusion that this outdoor kitchen is really outdoors.

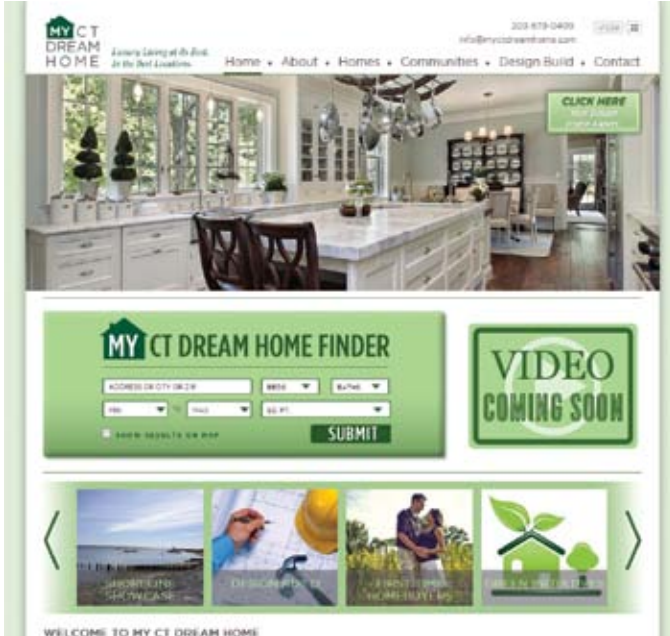




## BEST BUILDER WEBSITE

### MY CT DREAM HOME

*Myctdreamhome.com* has a clean, attractive layout, and easy to find information.



## BEST SUPPLIER WEBSITE

### BENDER SHOWROOM

*Benderplumbing.com* was redesigned by Rizah Anacreon and Mark Chergwin and provides easy access to manufacturer and production information and current specials.



HBRAC Treasurer Henry Rozewski with Rizah Anacreon, David Bender & Mark Chergwin.



Connecticut's Largest Family-Owned  
**PROPANE SUPPLIER**

CALL OR  
VISIT US  
TODAY!

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

**Building a new housing development?**

PLEASE CALL US FOR ALL OF YOUR ENERGY NEEDS.

From supplying propane to a Condo development to temporary heat to building an environmentally friendly green home,  
**THE HOCON FAMILY OF COMPANIES WOULD LIKE THE OPPORTUNITY TO SUPPLY YOUR NEEDS.**



Scan for more info

#### HOCON Propane and Hearth locations

Danbury, CT • Toll Free: 1-888-9-PROPANE  
Guilford, CT • Toll Free: 1-877-906-2500  
S. Norwalk, CT • Toll Free: 1-800-801-3835  
Torrington, CT • Toll Free: 1-888-744-8686  
Waterbury, CT • Toll Free: 1-800-992-2242

Complete Sales, Service & Installation

**Rinnai**  
TANKLESS WATER HEATERS



#### Build Greener with Propane...

IT'S CLEAN ENERGY, EFFICIENT,  
LOW CARBON EMISSIONS  
Earn points toward the National  
Green Building Standard™



## SALES & MARKETING

### 2012 Broker of The Year

**JOE DUVA**  
**T & M**  
**BUILDING COMPANY**

Joe had ten million in closed sales and six million under contract, representing a total of fifty homes this year.



### 2012 New Home Salesperson

**MARILYN STARK**  
**FIELDSTONE VILLAGE**

Marilyn had \$8 million in sales and seventeen homes sold in *one* age restricted community.



### 2012 Sales Manager

**DAVID ORNSTEIN**  
**COLDWELL BANKER**

David had seventeen projects with 700+ homes and \$18 million in sales.

### BEST MARKETED LUXURY COMMUNITY

**BARBARA WELLS**  
**PRUDENTIAL CT REALTY**

Barbara Wells listed Harbor House Condominiums, a complex of three individual high end units, and implemented a new marketing plan that included new photography, staging and promoting its great location.

### Best Home Event

**MURPHY BROTHERS CONTRACTING**

**Murphy Brothers** won this HOBI Award for a series of four tours for their LEED Platinum Home Remodel including a "Muddy Boots" tour for the public, AIA, ASID and realtor tours turning out 600 attendees.

### Best Custom Home Loan

**LIBERTY BANK**

Liberty Bank was back in the winner's circle for the 16th year in a row with **BEST CONSTRUCTION/PERMANENT CUSTOM LOAN**.

### Best Community Event

**GAYLE DENNEHY**  
**BY CARRIER REALTY**

**Gayle Dennehy** used direct mail, PR, online ads and on site events for *Washington Farms* Grand Opening.

### Best Existing Home Selling Solutions Program

**FRANKLIN CONSTRUCTION**

Franklin Construction uses a *Trade Program* for their buyers' existing homes which has led to 58 sales in the last 19 months at *New London Harbor Towers & Via Verde*!

### Best Ad

**CONTRACTORS HOME APPLIANCE**

Dave's Creative produced a funny 30 second Viking TV commercial for Contractors Home Appliance, using humor to show the company's personality, gain name recognition and new customers.

### Best Rehab Home Loan

**WELLS FARGO**



## Best Sales Brochure Best Community Website

### PRUDENTIAL CT REALTY

**Prudential CT Realty** produced this appealing *Sonoma Woods* brochure for Sunwood Development's 55+ community and they designed a mobile website [www.sonomawoods.com](http://www.sonomawoods.com) for *Sonoma Woods* because of the growing use of mobile home search.



## Outstanding Land Development Brochure & Best Sales Center

### WILLIAM RAVEIS REAL ESTATE NEW HOMES DIVISION

William Raveis communicated the sophistication and the beauty of the Litchfield Hills in this **LAND DEVELOPMENT BROCHURE** for *Shepaug Crossing*. Shepaug developer, Alan Temkin, purchased this 1800's home, which Raveis turned into a unique **SALES CENTER** for *Shepaug Crossing*.



## Best Home Staging STAGE TO SHOW

**Lisa Hynes** communicated an easy going charm in a \$2 million spec home in Westport and dramatically increased traffic for a cost of \$9,000.



## Best Interior Design

### BRIGIT ANICH STAGING & INTERIORS

Birgit Anich used modern and transitional furniture, texture and colorful accents to bring a sophisticated, relaxed lifestyle to this Fairfield Beach home for a cost of \$10,000.





Family owned and operated for over 63 years

SINCE 1949



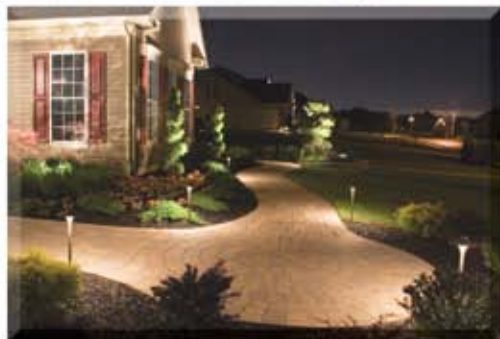
[www.newenglandsilica.com](http://www.newenglandsilica.com)

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

South Windsor, CT 06074-0185

860.289.7778 phone

860.282.9885 fax



- ♦ Interlocking Concrete Pavers & Retaining Wall Systems
- ♦ Manufactured and Natural Stone Veneers
- ♦ Geogrid, Stabilizing Fabric and Landscape Fabric.
- ♦ Masonary Saws and Diamond Blades
- ♦ Granite Steps and Cobblestones
- ♦ Granite Benches and Birdbaths
- ♦ Low Voltage Landscape Lighting
- ♦ Premium Bluestone
- ♦ Tools and Accessories
- ♦ Bulk Decorative Stone
- ♦ Natural Fieldstone and Flagging





## COMMUNITY SERVICE AWARDS

**Davenport Contracting** - Richard Koch and Brian MacDonald built the obstacles and race course for the Pineapple Classic 5K Race to benefit the Leukemia & Lymphoma Society. Materials were donated by **Interstate Lumber**.



**David Kuzmak and Paul Preneveau of Tryon Farm LLC** built two 1,500 square foot homes with the same detail and quality construction as the rest of Tryon Farm in South Glastonbury and provided both homes to Habitat for Humanity for qualified low income families.



**Love Where You Live – Glenn Tatangelo** repaired and remodeled the Fairfield home of a single Mom with four children. It was the first home to benefit from Habitat for Humanity's *Critical Home Repair Program*.



The **HBA of Hartford County Charitable Foundation** raised more than \$70,000 at a Charity Auction. The Foundation has supported over fifteen different charities and organizations in the Greater Hartford community.



*HBRAC President Ken Boynton, Hartford County HBA Auction Chairman George LaCava & HBRAC Immediate Past President Liz Verna*

### VIEW 2012 HOBI AWARDS GALA VIDEO [www.connecticutbuilder.com](http://www.connecticutbuilder.com)

To view a video of all the fun at the Aqua Turf on November 14<sup>th</sup>, including the cocktail party and interview comments from builders architects and suppliers such as Steve Temkin & Greg Ugalde, T&M Building Company, Bob Sprouls, Bluewater Home Builders, Jim Blansfield, Blansfield Builders, Gayle Dennehy, By Carrier, Andrew LaSala, Summerview Development Group, Dave Director, Connecticut Lighting, Doug DuPont, CAFD, HBRAC CEO Bill Ethier, HOBI producer Joanne Carroll and more, visit [www.connecticutbuilder.com](http://www.connecticutbuilder.com). You can also view the 2013 Winter/Spring HOBI Awards issue and past issues online or click the link to a specific article in the Table of Contents.



**energize** **CT**<sup>™</sup>  
CONNECTICUT

Empowering you to make  
smart energy choices

**"We know what we want to do.  
And we need cost-effective energy  
solutions to reach our goals."**

Peter E. Doering, CFO & COO, Two Roads Brewing Company

Others may have seen an idle manufacturing facility in Stratford's old U.S. Baird Building, but Two Roads Brewing Company recognized a chance to revitalize a piece of history – and at the same time, create a state-of-the-art brew house. Yet before one drop of beer could flow, the 1911 brick structure would require a total systems overhaul – and a forward-thinking energy strategy.

The **Energy Conscious Blueprint Program** was there to assist.

Our energy specialists explored various concepts with Two Roads' management, keying aggressive efficiency targets to whole-building performance. Ultimately, a sophisticated program of advanced manufacturing systems, environmental controls and other energy-saving measures was implemented, supported by a generous incentive from the Energy Efficiency Fund.

Today, Two Roads Brewing is beginning a new

era of manufacturing with an energy strategy that makes environmental and economic sense, now and for the future. And that's just the competitive advantage every Connecticut business needs.

<b>Project:</b>	Two Roads Brewing Company
<b>Measures:</b>	Air compressors, high-efficiency refrigeration, refrigerated air dryer, high-efficiency high-pressure steam boiler, radiant heating system
<b>Fund Incentive:</b>	\$241,884
<b>Energy Savings:</b>	182,026 kWh electricity/year 124,627 ccf natural gas/year
<b>Cost Savings:</b>	\$185,548 annually

Find energy solutions for your business.  
Call 877-WISE-USE (877-947-3873)  
Or visit **EnergizeCT.com**



**Connecticut  
Light & Power**  
A Northeast Utilities Company



*The United Illuminating Company*



**YankeeGas**  
A Northeast Utilities Company



Energize Connecticut helps you save money and use clean energy. It is an initiative of the Energy Efficiency Fund, the Clean Energy Finance and Investment Authority, the State, and your local electric and gas utilities with funding from a charge on customer energy bills.

CADPICS



## A Glimpse of Home Building's Future

### January 2013 International Builders Show in Las Vegas

At IBS this year the mood was a lot more optimistic, as annual new homes sales were 23% higher in 2012 than the record low in 2011. A number of exhibitors, who sat out last year's show, like GE Appliances, were back at the Show and 50,000 builders, remodelers and suppliers were there to learn about innovations in home-building materials, appliances, fixtures and technologies.

According to the Wall Street Journal, "the new designs highlighted the changing priorities of today's homeowners—and could point toward a new set of standard home features. Generators, increasingly seen as a home essential, are getting smaller. Kitchen appliances have a greater ability to multitask. And the standard electrical outlet could be going the way of the dinosaur."

GE Appliances Café French Door refrigerator is the industry's first fridge that can quickly heat 10 ounces of water. There's also a filter that promises to remove traces of pharmaceuticals.



GE's new 8kW generator has the smallest footprint in its class. The units can be placed as close as 18 inches to the home.



The era of mobile phones, tablets and portable games Leviton, of Melville, N.Y., has added two USB ports to its wall box—allowing heavy tech users to cut out the "middleman" device of a charger and plug phones and tablets into the wall. **Price:** \$20

Next year, for the first time, the **International Builders Show** and the **Kitchen & Bath Industry Show (KBIS)** will share the Las Vegas Convention Center Feb. 4-6, 2014 as the centerpieces of a new **Design and Construction Week**.



An Australian household-goods company dreamed up these torchlike decorative appliances, which burn denatured alcohol—or bioethanol—to produce flames as high as 8 to 10 inches. Many of EcoSmart's pieces are portable, and not **considered fireplaces under most building codes in the U.S.** They produce no smoke and won't damage walls or ceilings in the rooms where they burn.

## On the Show Floor

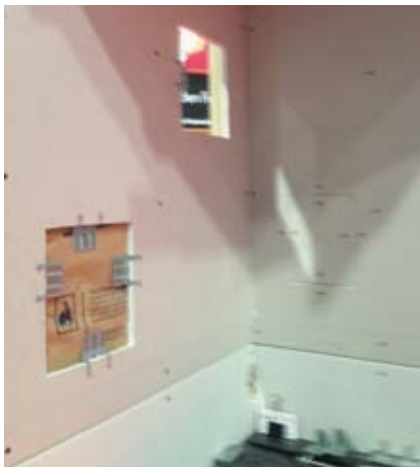
*By Frank Sanford, Sanford & Hawley*

Frank Sanford of Sanford & Hawley graciously became **Connecticut Builder's** roving reporter on the IBS show floor. Here are Frank's picks:



GAF had an architect sketching in their booth. Sketch is live on the screen behind him. Pretty cool technology, although I'd rather watch Jack Kemper!

Our old friends at Fastenmaster have moved into the drywall market with clips for repairs and new construction. This photo shows the repair clip, upper hole is squared off for patch. Lower left shows clips installed. Lower right shows ready for taping. This looks like a time saver to me, and we all know time is money.



Interesting vinyl siding from Continental Manufacturing. Note the range of colors. Also horizontal profiles are available in 29' lengths and vertical profiles are available in 18' lengths.



Sanford & Hawley has stocked Jamsill for years. We see more and more builders using this great product under doors and sometimes windows.



Velux is now offering a solar powered skylight with optional solar powered shade. No wiring! And it closes automatically when it begins to rain.



Corner windows are in this year. Most of the major manufacturers were showing them, including Lincoln windows. Lincoln also had their new double hung window on display which offers a number of small innovations and improvements at a lower price point.



## BUILDER NEWS

### High Costs Frustrate Builders

#### ***Shortages of Lumber, Land and Labor Push Up Prices***

New-home construction has picked up momentum in recent months after years of contraction. But the industry is facing a fresh challenge: building costs are going through the roof.

Builders are seeing the prices of materials, labor and land rise due to shortages and reduced capacity among manufacturers, subcontractors and developers. Some industry veterans say the price increases could be temporary, in part because the industries that fuel the engines of the construction trade are wary about ramping up until they are sure the recovery is sustainable.

But rising costs mean many builders will try to pass along price increases to consumers. But many potential new-home buyers may opt instead for an older home, and that could have implications for the economy as well as for builders. Sales of new homes provide a much bigger lift to economic growth than sales of older ones.

The cost of framing lumber, which makes up nearly one-sixth of the total construction cost of a home, has risen 21% in the past year. Makers of drywall, which is used to build interior walls, have boosted prices 25% since January and signaled more increases to come early next year. In addition, builders are paying more for land and labor.

"Builders have their backs against the wall," said Robert Denk, senior economist at the NAHB. In a market that has just begun to recover, "it's a very difficult time for builders to try and pass on costs to consumers."

Timber companies and drywall manufacturers, for example, laid off thousands of workers and idled capacity at plants when the downturn hit and want to see at least six months of rising demand before reversing course. (Lumber shortages are also the result of an infestation of bark beetles that has destroyed millions of acres of pine trees in the U.S. and Canada.)

Drywall manufacturers, in addition to raising prices, have stopped providing "job quotes," which allow builders and contractors to lock in at low prices with their suppliers, for projects that might last several years.

Land also is in short supply, at least in the places where consumers want to live, near jobs and good schools. In top tier towns, land prices have increased and finished lots have disappeared. Labor is another problem. Between 2007 and 2011, more than 2.1 million construction workers lost their jobs and many switched to jobs in other industries.



### 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**



**THE ROYAL CLOSET**

QUALITY STAINED WOOD & MELAMINE SYSTEMS

Free In-Home Consultation

**203-847-4179**

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

## ON THE MARKET

### GARY EMERITO, LANDWORKS REALTY

We've seen a five-fold increase in showings, and a huge rise in open-house traffic in the Farmington Valley, evidence that sellers are willing to sell and buyers are ready to buy. As a director of both CAR and the Greater Hartford Association of Realtors and Chairman of the GHAR Broker Services Committee, I can tell you that agents statewide are genuinely excited and optimistic. One builder, who has a spec home underway in the million dollar range, received two serious inquiries. People can't continue to wait to grow their families, relocate or downsize and they are taking advantage of low interest rates, reduced prices and additional savings they have accumulated towards a down payment.

### CHRIS NELSON, LANWORKS DEVELOPMENT

**Mill Pond Crossing** at the Grist Mill in Simsbury began construction in March. There will be 20 tri-level townhouses with 2-car garages overlooking a pond and waterfall. The 2 & 3BR 2.5B units are 1,810 - 2,150 sf plus an optional finished lower level with full bath (2,240 to 2,630 sf) and feature fireplaces, stainless and granite kitchens.

The first renters moved into our **Mill Commons** apartments in February. Currently there are 50 -80 workmen on that job on any day.



We also bought the last two phases of **Powder Forest** in Simsbury, and were able to remove the 55+ restriction and the affordable restriction. We will begin home construction at the 74 lot **Carson's Way** this year.

### STEVE TEMKIN, T&M BUILDING COMPANY

The price of lumber is going up dramatically and quickly. We are getting mid month price quotes since it is hard for a lumber yard to hold a price for a full month.

From January 1 of last year to January 15 of this year the price per OSB sheet has gone from \$7.81 to \$14.14, an 81% increase of \$6.33 per sheet. A typical T & M house uses about 200 sheets. From 10/1/12 to 1/15/13 the price is up 25%. Dimensional lumber has gone up quite a bit lately as well. For example 2x8's were quoted at .429 on 1/1/12 and were at .439 on 2/1/12. There's been a 27% price increase in a year.

As far as first time buyers go, I can say that they come in many price ranges. Our buyer on lot 2 in Simsbury is coming from a rental in Avon and is paying over \$500,000 for a new house. Low mortgage rates help all buyers including first time buyers afford more house! **Ellington Meadows** is attracting first time buyers with prices starting in the mid \$200's.

### ALAN TEMKIN, ATA REALTY/ PINNER PARTNERS

In addition to the 20 custom home sites at **Shepaug Crossing** in Litchfield, which won a **Best Land Plan** HOBI award, Alan is developing 36 duplex and triplex townhouses in Shelton. **Blue Herring Cove** overlooks the Housatonic River and will be priced from approximately \$369,00- 539,000.

### GREG KAMEDULSKI, TOLL BROTHERS

Toll Brothers Inc purchased the Greyrock Companies residential development site on River Road in Wilton for \$4.6 million in December. Jerry Effren, principal of Greyrock Homes, halted construction on the project in July 2008. due to the recession. According to Greg Kamedulski, division president for Toll Brothers in New England, a fully furnished model home could be available in the spring with sales beginning in June. The site plan was approved for 20 single-family homes in a PRD, and Toll will build 3 & 4 bedroom homes averaging 4,000 sf in a Colonial style.

At their **Weatherstone at Avon** development in Hartford County Toll reports that **40% of buyers have been Asian or Indian.**

TONY DENORFIA, AA DENORFIA BUILDING & DEVELOPMENT is building a 14-unit condominium complex on Main Street & Carter Lane in Southington which will include condos in three buildings with units priced from \$250,000 to \$290,000.

**Fieldstone** in Southington is as custom as you can get in a subdivision. There are seven different cottage style models for just fourteen 1/3 to 1/4 acre lots. The homes are designed with 1,850-2,500 sf of living space, and prices are \$389,000-469,000. The site was originally approved as age-restricted, but Scott Volpe and Alan Temkin were successful in having the age-restriction lifted, so Fieldstone is open to all ages. Three homes have sold and four more are under construction.





## NEW COMMUNITIES BY CARRIER

**Harvest Village in Newington** is a new neighborhood of 60 semi-attached and attached luxury townhomes, which will have granite kitchens and hardwood floors and priced from the high \$200's.

**Munson Estates in Watertown** will have homes on with 1 ½ acres will offer **Energy Smart** 4-5 bedrooms with a luxurious master suite, 2.5 bathrooms, formal dining room, a great room with propane fireplace with granite surround and hardwood and ceramic tile throughout the main level and By Carrier 5 year warranty.



**The Orchards in East Lyme** had its **Grand Opening in January**. Situated on 240 scenic acres, The features an elegant clubhouse, tennis courts, and miles of walking trails. The homes have 9 ft. ceilings on 1<sup>st</sup> and 2<sup>nd</sup> floor, granite kitchens, hardwood flooring, Carrier Infinity 98% Gas Furnace and a builder paid sewer assessment



**Atwater Estates in Canton** - Luxurious homes with gas fireplaces, oversized master suites, hardwood and tile flooring, multiple custom tray ceilings, 1st floor studies, large chefs kitchen

**Washington Farms in Burlington/Farmington** - Rajean Carrier & Gayle Dennehy Carrier released the first twelve homes at Washington Farms on Taine Mountain Road and Kings Grant in Burlington and four homes in Farmington located at the extension of Alpine Road! All home parcels feature private wooded locations all on an acre or more; some with walk-out or

day-lit basement options. Each semi-custom home will feature 4+ bedrooms, 2 ½ to 3 ½ bathrooms, with 2-3-car garages and every effort will be made to provide American Made Products to energize our economy! (See **HOB**I winning **Spec Home** in *this issue*.)



## Fairfield County Market

There are signs of solid growth in Fairfield County over the last several months, with brokers noting strong demand for luxury homes and higher overall sales volume.

According to the DECD data, Greenwich issued 65 permits in 2012 to 59 permits the previous year, Stamford issued 564 permits to 207 in 2011, Danbury issued 396 permits to 103 in 2011, Norwalk issued 235 permits to 67 in 2011, Fairfield issued 50 permits to 48 in 2011, and Bridgeport issued 174 permits to 126 in 2011.

Terence Beaty, director of Prudential Connecticut Realty's New Homes & Land division, said there were **1,309** newly constructed single-family homes or condominiums **sold** in **2012** compared with 1,302 sold in 2011.

New homes represented 4.2 percent of all homes that were sold in 2012 compared to 7.8 percent of all homes sold in 2008, and 10.3 percent of all homes sold in 2006. However, there is a lag between the issuance of permits and the sale of homes.

"There is going to be a big boom in retrofitting older houses to add energy efficiencies," said Pete Fusaro. "Right now ... I see a lot of people wanting to stay in their existing homes and to retrofit them into more energy-efficient homes."

## Award Winning Saugatuck Center is a Model Transit-Oriented Development

### Second phase apartments are now leasing

Standing a few hundred yards from the Saugatuck Metro-North train station, HOBI winning mixed use development, *Saugatuck Center* has emerged as an outstanding example of quality *transit-oriented development* in Connecticut.

About a year after the first phase of Hamilton Development's mixed-use complex was completed, the project's second stage began last summer.

*"The construction of phase two will be more dramatic. It will tie in and make Phase I even better."*

- Sam Gault, President Gault Energy



Hamilton Development, which owns and oversees development of Saugatuck Center, is an arm of the Saugatuck-based Gault companies, which includes **Gault Energy** and **Gault Stone**.

Saugatuck Center represents one of the most ambitious and far-reaching development projects undertaken in Westport during the last 20 years. The first stage of development was completed in May 2011 and included two new buildings, which now house *Down Under Kyaking*, *Craft Butchery*, the renowned *Whelk* seafood restaurant, three financial-services firms and six apartments.

A driven pier structural deck supports the wood frame structures, with retail facing the street and offices facing the river. In addition to winning a HOBI Award for **"Best Mixed Use Development"**, builder Gus Pappajohn and Hamilton Development won **Best Luxury Rental Unit** for the richly detailed 1 & 2BR apartments with rents of \$3500-5500 per month. Designed by Beinfeld Architects and architect Philip Cerrone, the development is fully leased and includes a 20 boat slip marina, rain gardens and a public walkway, which DEP considers a model for public access to water.

"Our vision was to create a village-type feel by having retail, office and apartments in the same neighborhood," Gault said. "I think accomplishing this has been good for the Saugatuck area."

### Phase II

About 35,000 square feet of new development will be created during the second phase in a block that is bordered by Riverside Avenue to the east, Ketchum Street to the north and Franklin Street to the west. The new section will include 21 apartments and 4,400 square feet of retail space. The 15 two-bedroom apartments and 6 one-bedroom apartments will range from 1,100-2,000sf

Three new buildings, built around a plaza, will house 17 apartments, and two new buildings on Riverside Avenue will have two apartments each. Thirteen of the apartments will be townhouse-style, while the other eight will be flats. Four apartments in the second-phase development will be rented as "affordable" or below-market-rate.

The second-phase construction is scheduled to be completed by September 2013. In addition to its HOBI Awards, **Saugatuck Center** has garnered support from public officials, who have highlighted the project as an exemplar of sustainable development.

## Kensett Darien Wins NAHB Gold Award

Kensett won NAHB Gold Awards for **Best Clubhouse Design** and **Best Attached Home Plan**. Kensett is planned for 62 homes, a clubhouse, pool and related amenities. The homes at Kensett range in size from 3,200 to 4,400 square feet plus optional finished lower levels, with starting prices ranging from \$1.3 million to \$1.65 million.



Bill McGuinness of Sun Homes and Bob Dale of Buckingham Partners have joined with New York real estate investment firm, Clarion Partners to develop Kensett, which is under construction on a 16-acre property bordered by stone walls and mature trees. The community a four acre preserve with walking trails and ponds and a maintenance-free landscape design.

The New England-style Meeting House includes a grand hall, a guest suite, a club room with a bar, grand piano and oversized fireplace, a heated lap pool, private soaking pool, a fire pit and a fully-equipped fitness center.

Bill McGuinness and Bob Dale developed HOBI winning *Palmer Hill* in Stamford, as well as *Terra Nova* in Westport. More information about Kensett is available at [www.kensettdarien.com](http://www.kensettdarien.com)



## Blansfield Builders Wins Houzz 2013 'Best of Remodeling'

Houzz, the leading online platform for residential remodeling and design, announced the community's 2013 picks for Best Of Remodeling, a homeowner to homeowner guide to the top architects, interior designers, contractors and other residential remodeling professionals in the U.S. and around the world. Danbury based, Jim Blansfield, Blansfield Builders won in the Design category.

The Best of Remodeling award is given in two categories: Customer Satisfaction and Design. Design award winners' work was the most popular among the more than 11 million monthly users, known as "Houzzers," who saved more than 124 million professional images of home interiors and exteriors to their personal ideabooks via the Houzz site, iPad/iPhone app and Android app. By analyzing professional images added to the most ideabooks on Houzz over the past year, Best of Remodeling 2013 also serves as barometer for decorating and remodeling trends across the U.S. and around the world:

## Murphy Brothers 2013 BCW Hall of Fame Inductees

Murphy Brothers Contracting, Inc. received the Business Council of Westchester's *Small Business Success Award* and the company was a 2013 inductee into the *Westchester Business Hall of Fame*. Businesses and individuals are nominated by members of the Westchester business community and evaluated according to how the business has demonstrated effective business strategy, their contributions and commitment to the community and their efforts to build a more sustainable business through enforcing green initiatives within their organization.

Murphy Brothers Contracting is known throughout Westchester and southern Fairfield counties for its distinctive custom homes, whole house renovations and commercial buildings. The company is headquartered in Mamaroneck, NY, employs (45) individuals, and is a leader in the shelter industry, building a tradition of quality for 34 years.



The Energy & Environmental Building Alliance

### Houses That Work for New Homes

Mystic, CT - April 11, 2013

Registration: 8:00am

Session: 8:30am to 4:30pm

Presenter: Gord Cook, EEBA Certified Trainer

Location: Hilton Mystic, 20 Coogan Blvd, Mystic

#### Houses That Work

- Introduction to EEBA and its Sponsors
- Building Science Principles
- Wall and Roof Structures
- Window and Door Systems
- Protecting Building Systems
- Foundations
- Mechanical Systems - Conditioning the Indoors
- Indoor Air Quality and Other Mechanical Opportunities
- The Case for Green Building
- Changing the Building Process
- Marketing for Performance

All sessions qualify for the following CEUs:

- NAHB
- GBCI CE hours toward LEED Credentialing Maintenance
- RESNET
- AIA/CES (HSW) & AIBD
- BPI

#### Local Sponsors



# Connecticut Housing Market Recovery Builds Momentum

## ~ Continued Rebound Expected Through 2013 ~

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



Improving fundamentals in the nation's housing market indicate that a long-building recovery is picking up steam and is on track to post positive price gains through this year and next. And despite a few hiccups during the past year, Connecticut housing market activity has picked up while inventory has contracted, suggesting an important shift in the supply-and-demand ratio.

### New Home Sales Jump

On a national basis, a jump in new home sales has coincided with a significant rise in consumer confidence. Nationally, pending home sales in January, which rose 4.5%, surpassed levels of a year ago, according to the National Association of Realtors. The group points to affordable pricing and steady gains in job growth, along

with a gradual shrinking of housing inventory that's helped balance the supply/demand ratio.

Here in Connecticut, the number of single family home units **sold** in 2012 rose 14.50%, compared to 2011. There were 24,545 single family homes sold last year compared to 21,437 sold in 2011. Broken down by county, the uptick ranged from a 7.40% increase in units sold in Windham County to a 28.90% increase in Tolland County.

Condominium sales showed a more modest rise statewide, with a 7.80% increase. (That's 5,914 condominiums sold last year compared to 5,485 sold in 2011.) The number of units sold ranged from a decrease of -11.10% in New London County to a 33.30% increase in Tolland County.

### Connecticut Real Estate Market Overview 2012 vs. 2011

#### Full Year - 2012 vs. 2011 Single Family Marketplace

County	Number of Units Sold		% Inc. / Dec.	Average Sales Price		% Inc. / Dec.	Avg List Price		% Inc. / Dec.	Inventory		% Inc. / Dec.	Price per SF		% Inc. / Dec.
	2012	2011		2012	2011		2012	2011		2012	2011		2012	2011	
Fairfield	6,604	5,866	12.60%	\$779,404	\$810,925	-3.90%	\$1,206,116	\$1,175,351	2.60%	5,983	6,200	-3.50%	\$299	\$309	-3.30%
Hartford	6,137	5,298	15.80%	\$263,839	\$271,829	-2.90%	\$321,955	\$325,957	-1.20%	4,131	4,325	-4.50%	\$137	\$140	-2.40%
Litchfield	1,471	1,303	12.90%	\$301,897	\$314,795	-4.10%	\$536,863	\$541,987	-0.90%	2,068	2,114	-2.20%	\$153	\$160	-4.40%
Middlesex	1,411	1,208	16.80%	\$319,736	\$315,882	1.20%	\$478,458	\$462,868	3.40%	1,390	1,461	-4.90%	\$165	\$166	-0.70%
New Haven	4,948	4,411	12.20%	\$257,051	\$268,995	-4.40%	\$352,927	\$355,100	-0.60%	4,169	4,426	-5.80%	\$142	\$146	-2.10%
New London	2,038	1,720	18.50%	\$260,387	\$261,273	-0.30%	\$376,372	\$392,907	-4.20%	2,127	2,230	-4.60%	\$142	\$146	-3.10%
Tolland	1,105	857	28.90%	\$245,161	\$245,991	-0.30%	\$292,594	\$303,525	-3.60%	893	977	-8.60%	\$129	\$130	-0.50%
Windham	831	774	7.40%	\$171,114	\$173,443	-1.30%	\$234,375	\$245,879	-4.70%	795	909	-12.50%	\$104	\$108	-3.80%
Statewide Stats	24,545	21,437	14.50%	\$402,414	\$418,426	-3.80%	\$604,948	\$595,641	1.60%	21,559	22,645	-4.80%	\$194	\$201	-3.30%

#### Full Year - 2012 vs. 2011 Condominium Marketplace

County	Number of Units Sold		% Inc. / Dec.	Average Sales Price		% Inc. / Dec.	Avg List Price		% Inc. / Dec.	Inventory		% Inc. / Dec.	Price per SF		% Inc. / Dec.
	2012	2011		2012	2011		2012	2011		2012	2011		2012	2011	
Fairfield	1,918	1,828	4.90%	\$307,512	\$310,835	-1.10%	\$373,497	\$366,652	1.90%	1,797	2,114	-15.00%	\$215	\$220	-2.20%
Hartford	1,587	1,429	11.10%	\$177,151	\$180,771	-2.00%	\$193,243	\$193,383	-0.10%	1,350	1,492	-9.50%	\$130	\$133	-2.30%
Litchfield	216	187	15.50%	\$118,412	\$140,576	-15.80%	\$174,800	\$176,595	-1.00%	327	347	-5.80%	\$95	\$113	-16.70%
Middlesex	272	234	16.20%	\$162,481	\$174,893	-7.10%	\$210,036	\$207,481	1.20%	321	345	-7.00%	\$127	\$138	-7.90%
New Haven	1,428	1,319	8.30%	\$160,697	\$166,479	-3.50%	\$188,904	\$193,730	-2.50%	1,387	1,562	-11.20%	\$125	\$132	-5.80%
New London	271	305	-11.10%	\$163,835	\$177,842	-7.90%	\$225,785	\$231,783	-2.60%	345	403	-14.40%	\$128	\$142	-9.80%
Tolland	164	123	33.30%	\$151,995	\$155,975	-2.60%	\$193,289	\$194,876	-0.80%	173	185	-6.50%	\$125	\$121	3.20%
Windham	58	60	-3.30%	\$128,779	\$132,193	-2.60%	\$151,052	\$156,864	-3.70%	88	95	-7.40%	\$88	\$103	-14.20%
Statewide Stats	5,914	5,485	7.80%	\$210,854	\$217,810	-3.20%	\$249,342	\$251,166	-0.70%	5,790	6,546	-11.50%	\$156	\$163	-4.30%

### A Broader Upward Trend in Prices

According to S&P Case-Shiller, year-over-year home values in 19 of 20 major U.S. housing markets rose at an annual rate of 7.3% in the final quarter of 2012. Only New York posted a slight decline of 0.5% from a year earlier.

Ultra-low mortgage rates and fewer home foreclosures helped drive improvements. Higher priced market segments were helped along by foreign buyers and more affluent families' earnings while the lower end of the market was supported by bargain-hunting investors. The spike in home prices can add to household wealth as homeowners who were previously underwater (owing more than their house was worth) refinance their homes and free up more spending money.

When it comes to housing prices in Connecticut, there were signs of progress along with some sideways developments. For example, the average sales price for single family homes statewide dropped slightly (-3.80%) from a year earlier even while the average list price

(Continued on page 77)



## CONNECTICUT HOUSING

(Continued from page 76)

rose by 1.60%. Broken down by county, average sales prices dropped the most in New Haven (-4.40%), Litchfield -4.10%), Fairfield (-3.90%) and Hartford (-2.90%) counties and was negligible (-1.30% or less) in all other counties. The average sales price in Fairfield County in 2012 was \$779,404, or \$402,414 statewide.

As for condominiums, average sales prices dropped about the same (-3.20%) statewide to an average \$210,854 in 2012. Regional variations posted the largest drop (-15.80%) in Litchfield County followed by New London County (-7.90%). Litchfield County condominiums also experienced the largest drop (-16.70%) in average price per square foot with a 2012 average of just \$95. Average list prices for both single family homes and condominiums were roughly the same, with a 1.60% increase in single family homes statewide and a -0.70% drop in statewide average list prices for condominiums. Sellers in Middlesex County were more optimistic than anywhere else in the state with an average single family home list price of \$478,458, representing a 3.40% gain in 2012 compared to a year earlier.

**The good news** is that Barclays, the banking and financial services provider, is forecasting a 6% to 7% price gain in U.S. housing prices this year, and another 5% to 6% in 2014.

**Reduced Inventory = Higher Prices to Come?**

Meanwhile, the available inventory of newly constructed homes on the U.S. market has shrunk to just a 4.1-month supply; there haven't been this few new homes for sale since 2005. Nationally, housing construction has enjoyed a boom this past year with housing starts increasing by 37%. However, home sales have only risen by 9%, according to a February report by Capital Economics. The numbers indicate that much of the recently constructed new housing will be occupied by renters, not buyers. Some of these renters, no doubt, were former owners who lost their homes to foreclosure. Tighter lending standards may also be keeping other would-be buyers in the rental market.

According to the same report, construction of multi-family rental units jumped 150% over the two-year period ending September 30, 2012, easily surpassing the increase in both the number of newly built multi-family homes for sale and newly built single-family homes for sale.

In Connecticut, the supply of existing single family homes fell 4.80% in 2012 compared to a year earlier. This will eventually exert upward pressure on housing prices and also encourage some sellers of resale houses to become buyers of new construction because of many obvious advantages, although we're already seeing evidence of a shortage in available new construction as well.

**ABC Supply Co. Inc.**

**PARTNERING IN YOUR SUCCESS FOR 30 YEARS**

Since 1982 we have dedicated ourselves to professional contractors – putting your needs before everything else, treating you like the professional you are, giving you the respect you deserve and providing the products, services and support you need to succeed. Visit one of our over 450 locations nationwide and experience the ABC Supply difference. You'll be glad you did.

To find an ABC Supply location near you, call 800-786-1210 or visit [abcsupply.com](http://abcsupply.com)

**ABC Supply Co. Inc.**

Partnering in your success for 30 years

1982 30 years 2012

ROOFING | SIDING | WINDOWS | GUTTER | TOOLS | ACCESSORIES | AND MORE

Reduced inventory was more pronounced in the condominium market, with a statewide drop of -11.50%. The sharpest drops were in Fairfield County (-15.00%) and New London County (-14.40%).

Another important indicator of supply and demand relates to housing permits issued. Connecticut saw a 46% increase in housing permits issued in 2012 over 2011 (4,140 vs. 2,837). Fairfield County led the way with 2007 permits issued last year, a 134% increase from a year earlier. New Haven (-24.78%), Windham (-24.27%) and Tolland (-9.62%) Counties all experienced a drop in permit activity.

However, in a pattern echoing the national new construction trend, there were actually more housing permits issued for multi-family construction (51.76%) in Connecticut than single family homes (48.24%). Another critical point of consideration is the reduced number of Planning and Zoning applications which will eventually determine the future volume of new housing stock.

(Continued on page 78)

## CONNECTICUT HOUSING

(Continued from page 77)

## The Bottom Line

Looked at from several key perspectives—rising home sales, shrinking inventory and increased new construction (albeit mostly in rental properties)—Connecticut is closely tracking national trends. With more favorable economic conditions in terms of employment and job growth and having processed much of the backlog of foreclosed homes that exerted downward pressure on home prices, we're confident the broader upward momentum in the housing market will persist for the foreseeable future.

**State Of Connecticut  
Housing Permits Issued  
2012 vs. 2011**

2011 Housing Permits by County	Jan	Feb	Mar	Apr	May	June	July	August	September	October	November	December	Total
Fairfield	46	40	83	47	53	90	50	99	175	41	88	46	858
Hartford	18	23	36	54	53	72	39	41	32	50	54	38	510
Litchfield	4	5	9	7	12	16	5	5	6	3	3	6	81
Middlesex	11	12	29	17	9	9	8	10	14	10	7	10	146
New Haven	20	14	22	25	36	137	24	28	170	25	53	128	682
New London	7	5	17	23	18	20	15	24	25	21	14	8	197
Tolland	5	2	15	34	9	29	104	12	5	23	11	11	260
Windham	4	4	11	9	11	18	13	13	5	5	4	6	103

**TOTAL****2837**

2012 Housing Permits by County	Jan	Feb	Mar	Apr	May	June	July	August	September	October	November	December	Total
Fairfield	56	286	76	52	160	162	200	61	265	328	64	297	2007
Hartford	39	32	50	48	47	108	57	170	54	93	68	60	826
Litchfield	1	14	9	10	11	6	7	10	8	7	6	3	92
Middlesex	10	8	19	16	14	12	14	16	11	18	9	18	165
New Haven	25	26	26	29	42	53	48	47	43	36	30	108	513
New London	10	11	20	28	19	30	17	23	19	17	18	12	224
Tolland	9	15	9	32	15	27	27	23	13	23	19	23	235
Windham	4	9	13	7	5	7	5	9	7	7	2	3	78

**TOTAL****4140**

**State of CT - Housing Permits Full Year Comparison 2012 vs. 2011**

2012 Total	2011 Total	% Diff
4140	2837	45.93%



## The Only Game in Town

In the three months since they sponsored the HOBI Awards, Eagle Construction Lending closed \$3 million in loans to Connecticut builders and is actively pursuing additional projects.

"I closed seven loans already, and I'm underwriting my eighth as we speak," said Eagle loan officer, Teresa Forrestt. "With twenty plus years in the lending industry I take pride in being able to take a common sense approach to underwriting, which is how we can actually help builders increase their bottom line."

Fairfield County builders, Rob Michaud and his brother Marc, were so frustrated with the banking industry and its unwillingness to lend to small builders, that they stopped seeking financing for development projects, and had been focusing their attention solely on custom building and remodeling.

*Shortly after Eagle Construction Lending opened in Connecticut, we met with Teresa to discuss a new project. It's refreshing to work with a lender who has a streamlined process, follows through on what they say they will do, and can approve a loan within days, rather than months. This allows us to have the confidence to secure a property without worrying if we will be able to finance the project.*

- Rob Michaud, The Michaud Group

Rob and Marc are currently building two spec homes in Fairfield with Eagle backed financing. The 3,300 sf homes will be completed in May, and Rob says they plan to list them in the low to mid \$700,000's. New home inventory in Fairfield is very low, and a poor quality 2,400sf home in the neighborhood has been listed at \$829,000, while a 12 year old 2,700sf home in good condition sold recently for \$729,000. Based on plans and specs, the Michaud homes appraised at \$760,000. That all adds up to a quick turnaround, and then on to the next project.



Eagle's lending ability does not stop at spec homes. One of Eagle Construction Lending's new clients approached Teresa Forrestt after an agonizing four month process to obtain financing through a traditional lender for an investment 'flip'.

Teresa explained, "So often lenders use historical short sales and the fear of shadow inventory to cloud their judgment on current construction projects. We see the opportunities that so many building projects present today, and are able to act on these quickly."

Banking regulations make it difficult to lend on major renovations that depend on a 'flip sale,' but Eagle Construction Lending doesn't operate with the same red tape as regulated institutions.

A recent builder customer described his experience with Eagle. "Quick closings, low hassle transactions, and nice people to work with make Eagle a winning recipe for me."

"Eagle Construction Lending is off to running start in 2013 proving that we can quickly close construction loans and outmaneuver traditional lending sources," said Eagle's managing partner, Bryan Tolles. "By bringing a simplified approach to lending, we can take the complexity out of financing construction projects for our builders. My goal is that our customers value this distinction and continue to help us grow through the rest of the year."

### NAHB Report on AD&C Lending

Home building economic data have been positive for 2012, and the level of residential construction spending is at a four-year high. However, one factor holding back an even stronger rebound in home construction is the lack of accessible Acquisition, Development and Construction (AD&C) loans. Nonetheless, the stabilization of the stock value of loans over the last year suggest overall improving conditions for AD&C lending.

Despite the recent stabilization in residential AD&C lending, a lending gap between home building demand and available credit has existed and in fact widened during the third quarter of 2012. Since the beginning of 2007, the dollar value of single-family permitted construction is down 42%. During this same period, home building lending for AD&C purposes is down 79%.

The lending gap is made up with other sources of capital, including equity and investments from non-financial institutions, which may in many cases offer less favorable terms for home builders than traditional AD&C loans.

So while the declines in total AD&C lending may have ended as of the second quarter 2012, lending conditions remain tight. And the tightness in lending is holding back home building from contributing more to a robust economic recovery in areas where demand for new homes is growing. The number of improving housing markets continued to expand for a sixth consecutive month to a total of 259 metropolitan areas on the National Association of Home Builders/First American Improving Markets Index (IMI) for February 2013.



WINNER OF THE 2013 HOBI AWARD  
FOR BEST NEW PRODUCT SHOWROOM

The line between fantasy and reality is no longer set in stone. Visit Connecticut Stone's new inspirational showroom at the Galleria Design Center in Middletown to see the unexpected ways that stone can transform your life. Custom cuts, innovative applications and award winning insight—all under one roof.

Call (203) 882-1000 or visit us  
online at [connecticutstone.com](http://connecticutstone.com)

138 Woodmont Road, Milford CT · 234 Middle Street, Middletown CT · 537 Canal Street, Stamford CT



IMAGINE THE POSSIBILITIES



## SALES & MARKETING

### The Demographic Drivers of Home Building Are Changing

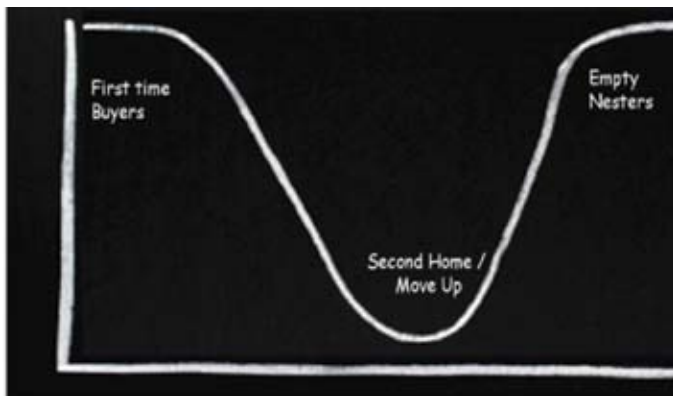
Charles C. Shinn, Jr., PHD, often referred to as the Profit Doctor, created the Shinn Group of Companies, The Lee Evans Group, and Builder Partnerships to help increase the professionalism and management standards of the homebuilding industry. In his recent *Homebuilding Year in Review*, Charles Schinn talked about the forces that drive residential new construction

The driving force of the residential construction market for the last 40 years has been the Baby Boomers, which was by far the largest generation. But the next 40 years the market will be defined by their children, the Millennials, who outnumber the Baby Boomers.

Generation	Born	2012	2012 % of Nation	2012 Population
Depression/ World War II	Before 1946	66+	17%	51 Million
Baby Boomers	1946-1964	47-66	26%	78 Million
Gen X	1965-1980	31-47	18%	52 Million
The Millennials	1981-1999	12-31	27%	80 Million
Gen Z	2000 and after	0-12	12%	35 Million

This generational shift will have profound consequences for the kinds of housing builders will need to supply. Before the housing recession, the housing market looked like the typical bell curve with strong move-up and second home markets. After the housing recession, because of the demographic shift, the housing market will look like an inverted bell curve.

There will be a strong first-time homebuyer market driven by the Millennials and a strong active adult and retirement market driven by Baby Boomers. The move-up market will be weak.



### The Digital House Hunt: New Ways Homebuyers Use the Web

The report, "[The Digital House Hunt: Consumer and Market Trends in Real Estate](#)," includes custom research from NAR's 2012 Profile of Home Buyers and Sellers as well as internal Google data and research conducted by Google and third-party marketing firm Compete.

- Real estate-related searches on Google.com rose 253 % over the past four years according to internal Google data.
- One-fifth of such searches occurred on mobile devices -- a 120 percent year-over-year increase.
- Nine out of 10 house hunters searched online during the homebuying process with 52 percent choosing that as their first step in the process

The report's findings included insights on how house hunters are using online search, mobile devices, and video more and more in their homebuying endeavors.

"Increasingly, online technologies are driving offline behaviors, and homebuying is no exception," said Patrick Grandinetti, Google's head of real estate.

With 90 percent of homebuyers searching online during their homebuying process, target these people where they look for and consume information -- for example, through paid search, relevant websites, video environments, and mobile applications."

- Nearly 7 out of 10 home shoppers who took action on a real estate brand website began their research with a local term on a search engine. 52 percent of those who took action on a real estate brand site came directly from a local search on a search engine.
- New-home shoppers were most likely to use a mobile search engine at the beginning of their search process, use general news websites and maps in the middle, and use mobile applications throughout the process.
- Among homebuyers in general who took action, 31 percent were aged 25-34 in second-quarter 2011, the biggest share of any age group.

Video represents a crucial marketing opportunity for real estate professionals because homebuyers use video for a variety of research needs, the report said.

- Homebuyers who used video for home shopping were most likely to use it to find out more about a specific community, tour the inside of a home, or obtain general information.
- YouTube was the most popular destination for those who used video to house hunt.

There were also a rising number of homebuying searches, including those for renting an apartment, renting vs. buying, the homebuying process, and renting a house. **Open house-related searches have risen 23 percent year over year**, the report said.

## Why are new home sales lagging behind the recovering real estate market?

Connecticut's real estate market, including sales of single family homes and condominiums, is on the mend; we have experienced four straight quarters of growth in sales, pending contracts, lower inventories and new housing permits.

However, a curious phenomenon is occurring that bears some examination: Sales of new homes have been declining steadily since 2007 and have only matched last year's number of 1,302. The number of new homes and condominiums purchased peaked in 2006 at 4,528, which represented a 10.3% share of the overall real estate market. Today, new homes account for only a 4.2% share of the overall market, a 59% decline from 2006 and a 12.8% drop from its share position last year.

If there has been a 15.3% increase in the overall market in 2012, then why are new home sales lagging? New homes and condos have not grown, but have actually fallen over the same period. The answers are not clearly evident, but, there are three key trends that might help explain it.

### Availability of Financing

The recession froze up financing for new homes and condominiums. While banks are beginning to lend on single family home construction, they are still not touching any projects that are attached, namely condominiums. In 2008, when all sales dropped 25.1%, new home sales dropped 42.7%. In 2009 and 2010, the overall market was about flat with the previous year, but new home sales fell further by 27.1% and 6.3%, respectfully. In 2012, our first full year of real estate recovery, fewer new homes were produced and sold than in the past. When averaged over our 169 Connecticut towns, the number sold last year averaged 7.75 new homes per town.

The new reality is that complexity breeds the need for financing. In the old days you could build a house, sell it and move to the next without the need for development financing. Today, if the development is meant to have a homeowners' association, sharing maintenance costs, the financing will be harder to get. In addition, if developers don't build ahead of sales by at least three homes or so, they will have a harder time gaining buyer trust that the development will be completed. All that requires cash flow or financing.

### Affordability

New construction in Connecticut has long been known to operate at the highest price level of most towns' available inventory. What Connecticut has not been known for is its ability to promote private sector affordable housing statewide. Rental prices in Connecticut are the sixth highest in the country, and median home values rank eighth in

the nation; according to quoted figures in the New Haven Register from the National Low Income Housing Coalition and the U.S. Census Bureau. However, if we encourage government to quickly create more practical incentives and public/private partnership opportunities, builders can use them in towns large and small to provide affordable housing options and we can potentially avoid conditions that could make it more expensive for everyone to live here. For more information on this effort contact the Partnership for Strong Communities in Hartford.

### Demand

Demand has been down for the last six years and is only now starting to build again as evidenced in resale market gains. Where there have been builders with half-built developments, they have had cash flow problems maintaining either their development loan payments or their building environments. For the buying public who can afford new construction, there is a gap between what is built and ready for them to buy and their own needs as buyers. Needs have changed, houses can and must be smaller, more efficient and flexible. Believe it or not, land is not that much more affordable except in foreclosure.

For a builder starting again today, there is still inherent risk in building ahead of sales. It costs money to come out of the ground with a new product and there are not enough data points (area sales of new homes) for Realtors® and consultants to point to for evidence of demand. So, we sit currently in a difficult spot: there's not much confidence we can grow our share of new homes until we see demand and it is hard to see demand unless we build.

The good news is that there have been many more housing permits issued in the state, up 45.9% from 2011. Only 48% of those are for single family homes; which probably reflects the number of apartment buildings being developed and a shift in housing preferences towards more urban environments. That should work well in beginning to serve both our younger and older buyers who like being close to nightlife and town services.

Not all towns are experiencing construction woes, many of the densely populated towns are building apartments while other towns have remodeling projects underway and are building some single family homes. Sales are picking up and we need to encourage our builders and bankers to scrape the money together to provide available inventory. New construction is needed in a growing economy and now is the time to start.

**Terence Beaty is the Director of New Homes and Land Division of Prudential Connecticut Realty, headquartered in Wallingford Connecticut.**



## Workers Compensation Insurance.....Up up it Goes!!!



Like many things that are expected in life.... Now workers compensation insurance increases are part of those expectations for 2013....

You can expect your workers compensation costs to rise simply because insurance companies have paid more in claims than they have collected in premiums.

Now more than ever you should be looking at your insurance policies and looking to get the best deal although the best deal might not be the lowest cost.

Workers compensation is actually one of the insurances you have some control over in keeping the premiums down. When setting rates, insurance companies look at the amount of risk that is inherent in your operations and the actions you have taken (and continue to take) to manage and control these risks. To make yourself attractive to your carrier, you need to be reviewing all of the following items:

- Hiring practices – be proactive with your employee's. Hire good employees from the start. Be sure to be doing your due diligence when hiring. Don't fall into the trap many employers fall into, if they are breathing, hire them.
- Is your safety program up and running, do you have one? Have you reviewed it recently?
- Are you having regular safety meetings? Tool box meetings? Keeping safety in front of your employee's has proven to keep claims down. The importance of safety needs to start at the top.
- Be sure you are classifying your employee's correctly.
- Most importantly have a strong return to work program.

Risk management is a two way street. Your insurance company as well as your agent should be assisting you in many ways. If you are not receiving the following from them now, ask them to start:

- Site inspections – although things could come up that you are not happy with, it is strongly recommended that you have your insurance company do a site inspection. They see things that we sometimes miss because we are there day in and day out.
- Safety material for tool box meetings-most insurance companies have vast amounts of information on their websites. You can normally find any safety topic you need to. Many have videos that you can show your employee's as well.
- Safety committee's-ask your insurance agent to assist you with this, many will sit on your safety committee. If they

have not asked you, ask them.

- Claims reviews-If you are having frequency with claims, your insurance agent should be reviewing them in detail and how it is affecting your cost. Claims do affect workers compensation costs in the form of credits as well as your experience modification (which will be defined further in this article)
- Complete audit reviews-every year you should be getting full worksheets of your audits so that you can confirm that you are being charged correctly. Your agent should be reviewing this with you and explaining them in detail. Many errors are found in audits.

### The Experience Modification

The National Council on Compensation Insurance (NCCI) in 2013 marks the first major change in the rating bureau's method of determining your experience modification factor. This change will further incentivize you to improve your loss experience since the premium difference between those employers with good loss experience and those with bad loss experience will become even more drastic.

What is "split point"? The formula for determining the experience modification factor includes entries for "primary" actual and expected losses. Primary and excess losses are separated at a "split point". For the last 20 years that loss was set at \$5,000. Losses \$5,000 or less carried more weight in the formula than those over \$5,000. Meaning smaller claims could generate higher factors. Effective January 2013 the "split point" changed to \$10,000 and will increase to \$13,500 in 2014, and \$15,000 in 2015. The result is an experience modification factor that gives more weight to those larger "primary" claims that fall under the rising "split point" threshold. In layman terms, how will this affect your experience modification?. The average claim today runs around 13,000. If you have frequency and a debit modification, chances are it will go higher. If you have less claims and a credit modification, it will stay the same or go lower.

In closing, it is you, your insurance company and your insurance agent that can keep your workers compensation cost down. Be sure you are implementing the above and now is probably a good time to review your overall risk management program in great detail.

*Kim Marie DiMatteo CIC, CWCA is Vice President of DiMatteo Group in Shelton CT, where she focuses on property and casualty lines with an emphasis on safety (OSHA) and workers compensation. Reach Kim at [kdimatteo@dimatteogrp.com](mailto:kdimatteo@dimatteogrp.com).*

# When Connecticut Builders Think Fireplaces... They Think **SUPERIOR!**



HEAT & GLO    

Featuring a Vast Inventory of the Latest Hearth  
Products From the Brands You Know and Trust

**Southington • Avon • Marlborough**

**Superior**  
**HEARTH, SPAS & LEISURE**

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

**ENERGYRESOURCE**  
By Superior

[www.ERbySuperior.com](http://www.ERbySuperior.com)  (866) 926-3835

Providing Propane Solutions for CT's Leading  
Builders, Developers, Contractors and Communities

**Your Trusted Name for PROPANE**

Propane Fuel Delivery, Gas Lines, Appliances, Service & Installations





## Reasons to Preserve General Statutes § 8-30g, The Affordable Housing Land Use Appeals Act

*As presented to the CT General Assembly by Timothy S. Hollister Esquire, Shipman & Goodwin and endorsed by the Home Builders & Remodelers Association of CT, the Partnership for Strong Communities, the Connecticut Association of Realtors, the Connecticut Fair Housing Center, the Connecticut Housing Coalition and the Legal Assistance Resource Center of Connecticut.*

**Housing Production.** The Affordable Housing Land Use Appeals Act, General Statutes § 8-30g, was adopted in 1990 at the recommendation of a Blue Ribbon Commission that documented municipal land use commission resistance to lower cost housing proposals, despite rapidly escalating prices that were putting most of Connecticut's homes out of reach of moderate and low income families. During its 22 years as Connecticut law, § 8-30g has spurred the approval and construction or preservation of workforce housing that would not otherwise have occurred. Current counts, based on and backed by the DECD "Ten Percent List," show, in the towns currently not exempt from § 8-30g, 5,481 "Deed Restricted" housing units that are subject to maximum price or rent restrictions that satisfy § 8-30g standards. This total does not include 832 units in Danbury and Norwalk, which are now exempt from § 8-30g but have been subject to it in the past. Section 8-30g has also spurred creation of "assisted housing," meaning units built with some form of public subsidy. Although we have not, for this update, done an exact statewide calculation of what "governmentally assisted" units are attributable to § 8-30g, the current statewide (all 169 towns) stock of assisted units has increased by about 24,000 since 1992. In addition, since the predominant model under § 8-30g has been "set aside" development, in which 30 percent (originally 20 percent, moved to 25 percent in 1995 and 30 percent in 2000) of the total units are price-restricted and the rest are market-rate, the affordable units created due to § 8-30g have brought with them the construction of several thousand market-priced but less expensive homes.

**Success Stories.** Across the state, there are § 8-30g success stories – nicely-designed, well-constructed, appropriately-situated, mixed-income developments, such as: Olde Oak Village in Wallingford; Old Farms Crossing in Avon; Trumbull Townhomes; AvalonBay in Wilton (two developments), Darien, Orange, and Trumbull; and West Hartford Interfaith Housing / Flagg Road in West Hartford. In several towns, multi-family rental developments approved under § 8-30g are among the largest "tax positive" properties on municipal Grand Lists.

**Clear Standards.** After 22 years, the standards used for evaluation of § 8-30g proposals are well-established and clear to judges, municipalities, land use boards, applicants, and consultants.

**Documented Denial Reasons Upheld In Court.** *Whenever a municipal zoning commission has effectively documented a substantial health or safety reason to deny an affordable housing proposal, such as a lack of sewage disposal capacity, water supply, water quality impacts, or emergency vehicle access, the courts have upheld that denial.* The courts have also upheld denials

when other grounds have been compelling, such as open space preservation in a Glastonbury case. In the most recent § 8-30g decisions, the courts have reduced development proposals due to water quality and environmental concerns and remanded the cases for further site planning.

**Protection Of Municipalities.** In 2000, the statute was amended to provide greater procedural protections for towns and to assure that § 8-30g developments provide a level of affordability not otherwise available in the communities covered by the statute. The amendments have worked as intended.

**Workforce Housing Need: Never Greater.** The need for housing that is affordable has never been greater. The declines in the cost of housing over the past four years have not come close to offsetting the 66 percent increase in prices from 2000-2007, and the cost of rental housing is rising while the supply is shrinking. Census figures show a sharp increase in demand for rental housing, while economic and demographic factors – the large increase in 65+ population, the need to attract young professionals and workers, the high education debt of Millennials, the lack of savings of retirees and older workers, the high costs of gasoline and heating oil – all point to an increasing demand for smaller, denser, more affordable, energy-efficient, walkable and, if possible, transit-proximate housing. Connecticut has lost more 25-34-year-old workforce than all but two states since 1990. We have lagged the nation in multi-family construction in recent years, and we are 50th in units built per capita in 2011 and the 2002-2011 decade. This lack of supply has kept our rental prices 6th highest in the nation and our home values 8th. Numerous, recent studies have documented that the need for lower-cost, multi-family rental, along with record foreclosures, have led to new pressures on family homelessness. The reasons for which § 8-30g was adopted in 1989-90 are as compelling today as they were then, and even more so.

**Approvals And Settlements.** In the past five years, a growing percentage of § 8-30g applications has been approved without a court appeal, or has been settled during an appeal process. Examples include Green Falls in North Stonington; Sussex Place West in Madison; Governor's House in Ridgefield; Garden Homes in Darien; Hillcrest Orchards in Southington; Meadowood in Simsbury; Metro Realty / Deming Road in Berlin; AvalonBay in Wilton; Pelletier in East Hampton; Westwoods LLC in Hamden; and Garden Homes / Fairchild Avenue in Fairfield.

**Smart Growth Track Record.** Section § 8-30g developments, because of their location, density, and use of existing

*(Continued on page 86)*

**GENERAL STATUTES***(Continued from page 85)*

infrastructure, provide good examples of consistency with smart growth principles.

**Municipal Services And Fiscal Impacts.** In many cases, objectors to § 8-30g applications have predicted increases in crime, taxes, traffic, pollution, etc. These dire predictions have *not* come to pass. In fact, municipal leaders – First Selectmen, Police Chiefs, School Superintendents, and Town Planners – often praise § 8-30g developments as a social and fiscal benefit.

**Moratorium Provisions.** Moratorium provisions are working as intended. The incentive point system, as well as the counting of accessory apartments and manufactured homes, have provided incentives that have been utilized. Trumbull, Berlin, and Darien have achieved multi-year moratoriums based on approving § 8-30g developments and several municipalities are within striking distance of doing so. Berlin is working to document its second moratorium.

**Wetlands Protection.** Some have contended that § 8-30g compromises wetlands protection. To the contrary, § 8-30g

does not apply to wetlands agencies. In fact, in 2008, three § 8-30g proposals were denied due to wetlands encroachments and the denials were upheld by the courts, applying existing wetlands law.

**Reducing Economic And Racial Barriers.** One of § 8-30g's original purposes was to reduce economic and racial barriers. While these results are difficult to measure, there is no doubt that § 8-30g has resulted in greater housing opportunities for lower income households in suburban communities.

**A Boost For Incentive Housing Zones.** In the past year, the Incentive Housing Zone ("IHZ") program has turned a corner, with OPM finally dispensing incentive money. There is no doubt that municipalities are turning to IHZs in part due to the existence of § 8-30g. To gut or repeal § 8-30g now would undermine the IHZ program.

**Pending Applications.** Section 8-30g applications, most involving 50 or fewer units, are pending (at local zoning commission or on appeal) in: Easton, Lisbon, New Canaan, East Lyme, East Haven, Redding, Bethel, Sterling, Ledyard, and Oxford.

## You see the home it could be So do we



With unique renovation financing options from Wells Fargo Home Mortgage, you can turn a home with potential into the home you really want. Your loan amount is based on the increased value of the home after improvements are made,<sup>1</sup> so you can make almost any change:

- Update the kitchen or bathrooms
- Upgrade the electrical, plumbing and/or heating systems
- Install new carpets or flooring
- Replace the roof, siding or windows

Firm up, fix up, freshen up – from the ground up.

For more information and to get preapproved, call a Renovation Specialist today.

**Chip Poehnert**

Cell: 860-202-6660

Chip.Poehnert@wellsfargo.com

NMLSR ID 595813

1. The interest on any portion of credit greater than the fair market value of your property is not tax deductible for Federal Income tax purposes. You should consult your tax advisor regarding the tax deductibility of interest and charges.

Wells Fargo Home Mortgage is a division of Wells Fargo Bank, N.A. ©2011 Wells Fargo Bank, N.A. All rights reserved. NMLSR ID 399801.



105341 - 06/12

Together we'll go far





## BUSINESS PRODUCT NEWS

### O&G Acquires Stone Depot-Della Terra Showcase And Expands to Hartford & Middletown

O&G Industries-Masonry Division has acquired Stone Depot-Della Terra Showcase. The Hartford and Middletown mason store and showroom facilities will operate under the O&G umbrella with the existing staff.

"This acquisition is part of O&G's long-range strategic plan," said O&G Assistant V.P., Karen Oneglia. "The demand for a larger presence in the Hartford and Middlesex counties and an improving economy position us for growth in the masonry distribution and service industry, statewide and regionally."

The addition of the former Stone Depot facilities will enhance O&G's service ability logistically in the northern and eastern sections of Connecticut, delivering a one-stop shop for masonry consumer requirements. Both locations offer elegantly appointed showrooms and mason stores where clients can explore possibilities for masonry projects, meet with knowledgeable staff and purchase materials that meet their project requirements. Each facility also features a full stone-yard and extensive warehouse space offering a comprehensive line of products.



"What we're looking to do as a company is to leverage our assets and capabilities which have been built over decades and grow regionally," remarked Bob Rizzo, Assistant Vice-President.

O&G's Masonry Division is one of the largest suppliers in Connecticut of masonry products, services and green project solutions. The acquisition brings the total number of facilities to seven mason stores and eight stone-yards, six Earth Products Showcase showrooms, a fabrication and distribution center and a stone splitter facility all strategically located throughout Connecticut. Logistical coverage extends throughout New England, NY, NJ and beyond.

### 2012 Fairfield County HBRA Supplier of Year Interstate Lumber

"Interstate + Lakeland Lumber is celebrating 91 years meeting the needs of the finest builders and architects in Westchester and Fairfield Counties. This year they introduced a 4<sup>th</sup> generation into the company. The builders and remodelers of Fairfield County HBRA presented Interstate + Lakeland Lumber with the 2012 SUPPLIER OF THE YEAR AWARD to honor their commitment to providing outstanding service, quality materials and competitive pricing."

### William Raveis' John Tarducci Earns New Home Marketing Prestigious MIRM Designation at International Builders' Show

John Tarducci, Senior Vice President of the New Homes Division of William Raveis Real Estate, Mortgage & Insurance, was awarded the prestigious Master in Residential Marketing (MIRM) designation at IBS in January.

The highly coveted award, considered the most prestigious certification offered by NAHB and the Institute of Residential Marketing, recognizes the recipient's top level achievement in new construction marketing. As part of an arduous application process, MIRM candidates must complete multiple courses with exams and submit an in-depth case study on a successfully marketed new home community. Similar to a master's level thesis, the case study is peer-reviewed by a panel of judges. Candidates must also meet certain thresholds in sales production and management.

"It's an honor to be recognized by the National Association of Home Builders and the Institute of Residential Marketing for all my work over the years," said Tarducci. "All of the professionals

*(Continued on page 88)*

JOHN TARDUCCI

(Continued from page 87)

in the New Homes Division of William Raveis are dedicated to serving the home building community with the utmost professionalism and a knowledge base unmatched anywhere else. Under my leadership, the New Homes Division has been involved in the sale and marketing of over 5,000 units of new construction throughout New England."

Tarducci's achievement makes him just one of three individuals to hold the MIRM designation in the State of Connecticut, one of 12 in New England and just one of 400 in the United States. He is one of a select few individuals in the Northeast to be recognized by NAHB and the National Sales and Marketing Council with the designation of an Advanced Marketing Degree. "This is a tremendous accomplishment," said William Raveis, CEO and chairman of the company. "We're incredibly proud to have John on our team."

The New Home Division of William Raveis has won sales and marketing awards from the HBRA of Connecticut in overall marketing, sales personnel and sales management, web and social media development, media advertisement, brochure development and sales collateral. The New Homes Division of William Raveis Real Estate, Mortgage and Insurance enjoys a 30-year track record providing marketing, sales and consulting services to developers, builders, investors and financial institutions.

## Ed's Garage Doors Launches New Website (EdsGarageDoors.com)

Ed's Garage Doors, a Norwalk-based company specializing in the service and installation of garage doors and garage door opener systems, recently introduced their [redesigned website](#) as part of an integrated and streamlined marketing campaign.

"We wanted to make our new website experience as interactive as the experience of walking through our showroom," said Rich Cunningham, Owner and President of Ed's Garage Doors. "The new site features an extensive gallery of door styles, using photos from doors we've installed in the Fairfield County area, so clients have samples of our workmanship at their fingertips."

Over the past 40 years, Ed's Garage Doors has sold, installed and serviced thousands of doors and door openers in Connecticut, Westchester County and beyond. Ed's Garage Doors is an established family-owned and operated company and since opening in 1972, has grown into one of the most respected businesses in Connecticut. The company has been recognized for contributions to numerous Connecticut Builder HOBI Award winning projects, and is proud to hold an A+ rating from the Better Business Bureau.

## New England Silica Largest CT Distributor of Outdoor Living Products

New England Silica, Inc. is one of the Northeast's largest distributors of interlocking concrete pavers, retaining walls, manufactured and natural stone veneers, low-voltage landscape lighting, industrial sands, blast equipment, abrasives and more. Celebrating our 60th anniversary, New England Silica is family-owned and operated and has been providing quality products and dependable service since 1949.

As one of the first distributors of concrete pavers in New England, we are proud to have become one of the industry leaders in this exciting field. True to our name, we distribute a full line of pavers and retaining walls throughout New England using our own fleet of tractor trailers and straight trucks, which are equipped for either forklift or traveling crane unloaders.

Over the past few years New England Silica has increased its product line to include stone veneers. We currently stock over 25 styles and colors. Whether a small indoor fireplace, or an entire house, we carry everything you need to get the job done.



**Kemper Associates**  
**ARCHITECTS**

790 Farmington Ave, Bldg. 2  
Farmington, CT

860.409.7155  
[www.kemperarch.com](http://www.kemperarch.com)



## New CEO At Prudential Connecticut Realty



Longtime Prudential Connecticut Realty President Candace Adams took over the responsibilities as the company's chief executive on Jan. 1. Adams, who has been with the company since 1997 and has served as president since 2005, succeeds Peter Helie in the CEO post. Helie, who purchased Prudential CT in 1998, will

continue as chairman, but no longer be involved in the day-to-day operations of the company.

Last year, Prudential Connecticut Realty was acquired by HomeServices of America Inc., an affiliate of Berkshire Hathaway. Berkshire Hathaway is headed by billionaire investor Warren Buffett. The company is expected to take the HomeServices name later this year.

Under Adams' guidance, the company has grown over 46 percent and now has a sales force of 1,400 and 52 locations throughout Connecticut and Rhode Island.

## Ken Nadeau, Nadeau Brothers Dies of a Heart Attack at 59



In addition to his wife, Sandra, he is survived by three sons, Kenneth Nadeau Jr. and his fiancée Lisa Toce, Kevin Nadeau and his wife Cori, and Scott Nadeau and his wife Kristin, all of Berlin, his mother, Rita (Saucier) Thibeault and four brothers and three sisters-in-law and eight grandchildren. Steve Temkin attended Ken's wake.

*"Ken was a very nice guy and I had just spoken to him the week before. We were about to pour foundations this week in Cromwell and Granby. Our Cromwell Woods land deal is with the Nadeaus."*

– Steve Temkin



### RELATIONSHIP LENDING FOR THE BUILDING INDUSTRY

We have experience in all phases of construction financing and can make financing easy. From the day your project is just an idea to the delivery of the home to the buyer, you will be dealing with the same individual at Eagle Construction Lending. Relationships matter to us.

- Up to 50% Less Equity Required
- Close in 30 Days or Less
- Small Private Company Dedicated to Lending Exclusively to the Builder Market
- Flexible Draws - Next Day Direct Deposit
- Competitive Rates/Fees
- One Person From Beginning To End We Keep it Simple!

#### TERESA FORRESTT

Mobile: 203.507.6321  
Office: 203.469.2394 ext. 351  
teresa@eagleconstructionlending.com

#### BRYAN TOLLES

Mobile: 313.701.7735  
Office: 313.647.5326  
bryan@eagleconstructionlending.com

**193 Silver Sands Road, East Haven, CT 06512**

• Pre-sold homes • Spec homes • Model homes • Land



## Everyone loves a café. Now, everyone can have one.

GE Café™ is GE's first new line of appliances in 15 years, and it's an exciting new sales opportunity. With stainless steel exterior and robust styling, builders and new home buyers will want to make it the centerpiece of their new home. For remodelers and their customers, the GE Café will easily transform any kitchen with restaurant-inspired design. At long last, everyone can afford to have an inviting café – right at home. [www.geappliances.com/café](http://www.geappliances.com/café)

For additional information on GE Monogram™, GE Profile™, GE Café™, or other GE® Appliances, call Harriet McInnis at 410-737-7065 for the GE Area Sales Manager near you.



imagination at work

**GE Café™**



## Lumber Market Update

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



Lumber and panel prices have increased dramatically since my last report. Lumber has increased steadily since mid October, with a brief and minor drop in late January. Douglas Fir has increased 20% since my last report and SPF has increased 12%. This brings the average spread between Doug Fir and SPF back to 10%, the high side of the range with SPF being the lower price. OSB has followed a similar path but is up 32% since September. Fir plywood is the exception rising only 2%.

Compared to a year ago, Douglas Fir is up 27%, SPF is up 26%, Plywood 17%, and OSB 89%.

Lumber prices are largely affected by rising demand from the U.S. and China, timber supply being controlled by REIT's and other investment groups, and the slow ramp up in production caused by the need to hire loggers, truckers and production workers. The investment groups that own timberlands are in no rush to sell logs at low prices. They have low overhead and can maintain shareholder returns with small volumes of log sales. The trees they don't sell will grow 2-4% per year in volume giving them an additional return while they wait for prices to go up. There is more lumber production coming on line this year, as old mills are modernized and restarted and some new mills are being built. At the same time there are short term shutdowns due to log shortages and for maintenance.

The higher lumber prices have reduced the Canadian export tax on lumber to 0% for the third consecutive month. January, February and March 2013 are all at 0%. This is the first time

the 0% rate has been reached since June 2010, and the only time that the rate has been reached for multiple months since the export tax was implemented in 2006. The reduction in rate is triggered by rising lumber prices. The rate has been at its maximum 15% rate for 66 months of the 78 month life of the export tax agreement. It was at 10% for 6 months and 5% for 2 months. The rate will stay at 0% as long as the Random Lengths Lumber Composite Index stays above \$355/MBF. It is currently at \$416/MBF. This makes the U.S. a more attractive destination for Canadian lumber than it has been in many years.

OSB does tend to be more volatile than plywood and lumber for a number of reasons. OSB production is concentrated in the hands of a few producers, most of which own multiple mills. OSB production is continuous, with 24/7 production being the most efficient way to run a mill. Most OSB is sold on contract, leaving a small percentage of production sold on the open market to determine the price. Thus small changes in supply and/or demand can cause large fast moving price swings. This being said there is approximately 3 billion square feet (3/8" basis [measured as if all production was 3/8" thick]) of increased OSB production expected to come on line this year. This is about a 20% increase from 2012's production about in line with forecast increase in housing starts. At its peak in 2005 OSB production was 27.7 billion square feet. The increase in production comes from new mills under construction in 2005 that have never operated and from mills that have been shutdown for years. The startup will be gradual at each mill. However this will at least slow down and perhaps stop the increase in prices.

Plywood is also concentrated in the hands a few producers. Most plywood today goes in to specialty products rather than sheathing. The demand for specialty products tends to be more consistent than for commodity sheathing. The mills prefer to produce the more profitable specialty products. Until this summer plywood prices were increasing their spread over OSB. While that has narrowed in the past few months, it is clear to me that OSB will continue to replace plywood in the sheathing market. There are no new plywood mills planned.

As I look ahead to the spring and summer, increased production may put a cap on prices. On the other hand continued strength in housing starts will keep prices on a long term upward path. Eventually supply will exceed demand. When that will happen is anybody's guess. It will probably not be in the next few months.

## CONNECTICUT ECONOMY

### Connecticut is 5<sup>th</sup> lowest in housing vacancies

According to the US Census Bureau report on 2012 national trends in housing, the Nutmeg State had the 5th lowest vacancy rate for both owned and rented homes. Only California, Iowa, Nebraska and Washington had lower vacancy rates.

There has been a growing concern among some economists that Connecticut's sluggish economy, which is plagued by a high jobless rate and high costs of living, is driving people out of the state. But according to the census, the vacancy rate has come down from about 11 percent in 2010 and 2011. This could mean that the kids who have been living with mom and dad have decided to move out on their own.

However, there are some issues confronting Connecticut and the Northeast region when it comes to vacancies, however. In 2011, Connecticut fell to last place or 50th in the country in # of housing units built per capita. In fact, over the last decade, we have consistently ranked near the bottom of the country in housing production. That has translated into insufficient supply to meet new household formations and growing demand.

The report found that when homes became vacant in the Northeast, they remained empty longer than in other regions. Some of the contributing factors to this were the price of rentals and the age of homes.

According to the report, 31.3 percent of the vacant homes, those that are either for rent or sale in the Northeast, were built in 1939 or earlier. And of rental homes that were vacant, 40 percent had monthly lease payments of more than \$1,000.

While Connecticut homes were largely occupied, homeownership here has decreased in the last several years, dropping to 68.8 percent in 2012, from a high of 73 percent in 2003. The trend has been down for the last three years, as well, the bureau said.

### New Home Construction in Connecticut Strongest In Four Years

Demand for new housing has gained momentum. Towns and cities issued permits for 4,140 single-family houses, condominiums and apartment units last year, a 46-percent jump from 2,837 in 2011 when new home construction hit the lowest level in decades.

The report, from the state Department of Economic and Community Development, represents a sample of 128 municipalities that is surveyed every month by the U.S. Census. Once a year, the Census surveys all 169 towns and cities and typically releases those statistics each May for the previous year.

The report was the first indication of a potential upturn in the state's new home construction market. However, the breakdown by type of housing tells a different story. Buildings with five or more units led the way with 2,015, and as it has for the past 7 years, **single-family home permits lagged behind at only 1,997**. Duplexes accounted for 66 units, while three- and four-family dwellings had 62 units.

In 2005, 74% of new housing permits were single family homes, but that year, and every year since, the percentage of single family permits has decreased to a low in 2012 of only 1,997 single family home permits. In 2012, single family homes represented only 48% of total housing permits. This is the result of the growth of the multi-family rental market during the 7 year recession in Connecticut. January permits were at 236 with 127 single family permits representing 55% of the total, welcome news!



## Ken Boynton Is Installed as 2013-2014 HBRA of Connecticut President

Ken Boynton has been a leader in the Hartford County HBRA for 25 years and he represents Connecticut nationally as an NAHB director. For many years, Ken has given back to the homebuilding industry by attending Area I Caucus, NAHB board and legislative meetings in Washington DC. He has served as President of the HBRA of Hartford County, and he was recognized as **Builder of the Year** in 2006 for both his building projects and his work with the HBA, and in January 2013 he was awarded Life Director.

Ken founded Boynton Construction, Inc, a family owned and operated company, located in Vernon. The company builds custom homes, open market and active adult communities and condominiums, as well as commercial buildings in Tolland County. *Ogden Brook Estates*, a community of forty single family homes ranging from 1,800 to 2,600 sq. ft. including Ranch, Cape, and Colonial models won a 2012 HOBBI Award.



HBRA of CT CEO Bill Ethier installing Ken Boynton as 2013-2014 President.



Outgoing president Liz Verna with gift of appreciation from the HBRAC.

## Larry Fiano Presents a \$16,427 Build-Pac Golf Tournament Split Back Check to HBRAC



Build-Pac Golf Tournament Committee L-R Joanne Carroll, Bob Mariano, Ken Boynton, Frank Sanford, Greg Ugalde, Nort Wheeler, Bob Wiedenmann, Bob Hanbury, Bill Ferrigno, Larry Fiano (chairman), Santo Veneziano & HBRAC CEO Bill Ethier

## Area I Caucus at IBS in Las Vegas January 2013



Caucus attendees at IBS: George LaCava, HBRAC Immediate Past President Liz Verna, Fairfield County HBRA President Pete Fusaro, Bill Ferrigno, Hartford County HBRA President Marion Czaplicki, Nort Wheeler, Bob Hanbury, Area I V.P. Greg Ugalde, Everett Hyde, Bob Mariano, Eric person, Bob Fusari, Larry Fiano, HBRAC President Ken Boynton, Dick Kelley, Bob Wiedenmann & Eric Santini.

## International Builders Show Las Vegas



Connecticut HBRA Association Presidents at IBS: L-R Marion Czaplicki, Hartford County President, Ken Boynton, State HBRA President, Liz Verna, Immediate Past President HBRAC and Pete Fusari, Fairfield County President.



Liz Verna with Donna & Mario DiGioia.



**GAULTSTONE.COM**

**GAULTSTONE**  
CELEBRATING 150 YEARS

No matter the project, Gault Stone is your one stop, full-service stone and masonry destination.

We offer second to none customer service and a wide range of products including:

- INTERIOR & EXTERIOR STONE
- THINSTONE
- GRANITE
- FABRICATION SERVICES
- CONCRETE PAVERS & WALLS
- GRAVEL & MULCH
- BUILDING & MASONRY SUPPLIES
- BRICK
- GREEN MASONRY
- LIGHTING & DRAINAGE

**WESTPORT SHOWROOM**  
11 Ferry Lane West  
Westport, CT  
203.227.5181

**BETHEL SHOWROOM**  
1 Paul Street  
Bethel, CT  
203.790.9023



# COLDWELL BANKER RESIDENTIAL BROKERAGE

## SELLS WHAT YOU BUILD



As your local Coldwell Banker New Homes Regional Manager, I understand the new home market. It's different from any other type of real estate. Breaking new ground requires entrepreneurial vision, capital, planning, effective management and teamwork.

Your knowledge, experience and management skills in the construction and development field combined with my knowledge, experience and management skills in marketing and selling are a powerful combination.

Whether you are building townhomes, a single custom home or a subdivision with multiple floor plans and elevations, as your local Coldwell Banker New Homes Regional Manager I am a vital team player. From land acquisition to the final stages of home design, I have the experience and

resources to market and sell your new home development quickly and efficiently. Call for a personalized sales and marketing proposal today.

**David Ornstein**

*Regional Sales Manager, New Homes Division*

New York & Connecticut

**(203) 244-2917**

**David.Ornstein@cbmoves.com**



Please disregard this if your property is currently listed for sale. It is not our intention to solicit the listings of another broker.  
© 2007 Coldwell Banker Real Estate Corporation. Coldwell Banker® is a registered trademark licensed to Coldwell Banker Real Estate Corporation. An Equal Opportunity Company. Equal Housing Opportunity. Owned and Operated by NRI Incorporated.



## Builders Association of Eastern CT

### Home Show will help usher in spring with a large number of exhibits and displays

Booth space for the home show and remodeling expo to be presented April 20, 21 by the Builders and Remodelers Association of Eastern Connecticut and The Chamber of Commerce of Eastern Connecticut is going faster than expected.

As of mid-February, the remaining exhibit space inside the Mystic Marriott was almost sold out, but space still remains in a large tent outside the Marriott.

To add to the show excitement, The Day newspaper is organizing a canned food drive unlike anything eastern Connecticut has ever seen. They will partner with four building/architectural firms to mentor four teams of school-aged children in the creation of Canstructures. These are colossal structures made entirely out of full cans of food. The completed structures will be displayed at the Show. The public will have the ability to vote on their favorite structure



by donating a can in the bin dedicated for that structure. At the end of the viewing, all food is donated to local food banks.

"We're going to produce a truly home-grown show that focuses on the very best builders and remodeling specialists with a track record of superior service, along with the latest products in a wide range of categories to give consumers an exciting look at ways they can improve their homes and add to their quality of living in the process," said Tony Sheridan, the Chamber president and Renee Main, executive officer of BAEC.

"We will offer dozens and dozens of exhibits that will give consumers a chance to view the latest in products and provide professional craftsmen who just may be their neighbors, as well as exhibits from top-notch companies that sell the best of home improvement products and related services.

"The show location will offer ample parking and ease of access a short distance off Exit 88 in Groton and a spacious exhibition space both within the hotel's exhibition hall and in the adjacent outside area.

To reserve a space, or just get additional information, contact BAEC at 860-859-3518, or [BAEC@aol.com](mailto:BAEC@aol.com).





## Give Your Customers the Best! At Less Cost to You.

Quarried, Cut and Sold by

# SWENSON GRANITE WORKS

Custom Cutting is Our Specialty!



**HUGE INVENTORY**

- Steps
- Posts
- Hearths
- Mantels
- Pavers
- Edging
- Curbing
- Cobblestones
- Wall Stone
- Pool Coping
- Wall Cap
- Veneers
- Flagging



**292 South Main Street, Rte. 25, Newtown, CT 06470 203-270-6644**

Concord, NH • Amherst, NH • Westbrook, ME • Medway, MA • Rowley, MA • Hanover, MA



## Fairfield County HBRA News



*Peter Fusaro, HBRA President; Mike Palumbo, Brian Kurtz, Maureen Hanley-Bellitto, Mary Boudreau, Steve Berko, Andrew J LaSala Jr., Liz Verna, John Doherty, Ken DeLeo, Margaret Sims, Nick Yanicelli, Representative Gail Lavielle, John Murren, Joanne Carroll, Tony Calistro. Not pictured Tony Hajian.*

On December 5, 2012, the HBRA of Fairfield County gathered at the Norwalk Inn to honor the 2012 award winners at the 8th Annual Awards Gala.

**BUILDER OF THE YEAR :** Nick Yanicelli, Susquehanna Builders

**REMODELER OF THE YEAR:** Doherty & Deleo

**ASSOCIATE OF THE YEAR:** Tony Calistro, Rings End

**WOMAN OF THE YEAR:** Representative Gail Lavielle

**BUSINESS OF THE YEAR:** Pella Windows

**SUPPLIER OF THE YEAR:** Interstate Lumber

**VOLUNTEER OF THE YEAR:** Maureen Hanley-Bellitto TD Bank

**PRESIDENT'S CHOICE AWARD:** Mary Boudreau

**DISTINGUISHED SERVICE:** Michael Palumbo, ERI Building & Design

**JOHN P ROWANS MERITORIOUS AWARD:** Liz Verna

### **HALL OF FAME INDUCTEES:**

Joanne Carroll, JMC Resources & John Murren, Murren Kane Contracting

### **BUILDING HOPE AWARDS**

The Building Hope Foundation, the 501 C-3 charitable arm of the HBRA, also honored members that demonstrates outstanding community service and represent the building industry with pride and integrity.

### **PHILANTHROPIST OF THE YEAR BUILDER**

Summerview Development Group, Andrew LaSala & Steve Berko

**PHILANTHROPIST OF THE YEAR ASSOCIATE**  
Ridgefield Supply

### **BUILDING HOPE CARE AWARDS**

Glen Tatangelo, Love Where you Live Homes  
Tony Hajian, A&H Painters

The HBRA also hosted a silent auction to benefit the Building Hope Foundation and raised \$10,000. This money will support the Building Hope Foundation Scholarship Program and future ramp projects.

The Building Hope Foundation is a non-profit organization established by the Home Builders and Remodelers Association of Fairfield County to invest funds, time and expertise donated by its members. For more information please contact the HBRA office at 203.335.7008

### **HBRA UPCOMING EVENTS 2013**

#### **Wednesday, May 1**

New Product Showcase  
Tabletop space \$100.00

#### **Wednesday, June 5**

Annual Meeting: TD Bank  
Economist

#### **Wednesday June 26**

Annual Golf Outing

#### **Wednesday, September 4**

Economic Outlook Ed  
Deak PhD

#### **Wednesday, October 2**

Legislative Evening

#### **Wednesday, November 6**

10th Annual Gala Awards

## HARTFORD COUNTY HBRA NEWS

### Alan Hanbury Jr. NAHB Builder/ Remodeler Educator of the Year

On January at International Builders Show in Las Vegas, Alan Hanbury Jr., CAPS, CGP, CGR, GMR, was recognized as **2012 Builder/Remodeler Educator of the Year** by the NAHB in recognition of his successful efforts to educate builders, remodelers and other industry professionals.

Hanbury is the treasurer of House of Hanbury Builders, Inc., an award-winning, full-service remodeling company based in Newington CT and founded in 1976 by Alan and his brother, Bob. Hanbury is a third-generation building professional who has been in the industry for more than 36 years. He is an active member of the Home Builders and Remodelers Association of Greater Hartford and co-founded its local Remodelers Council in 1989.

Hanbury holds NAHB's Certified Aging-in-Place Specialist (CAPS), Certified Green Professional™ (CGP), Certified Graduate Remodeler (CGR) and Graduate Master Remodeler (GMR) designations and was honored by NAHB as the 2011 GMR Designee of the Year. Alan previously chaired the NAHB Education Committee, CGR Board of Governors and NAHB Remodelers Board of Trustees.

In addition, Hanbury has left his mark as an NAHB approved instructor and has provided valuable input on more than 14 NAHB courses. Hanbury remains one of NAHB's most prolific instructors, teaching dozens of classes across the country on diverse topics ranging from business management and finance to aging-in-place remodeling and green building.



"Alan understands what it takes to run a successful business and has shared his considerable expertise with several generations of builders and remodelers," said Carol Longacre, CAPS, CGR, GMB, chair of the CGR Board of Governors and a remodeler based in Lewisville, Texas. "Alan takes his role as an instructor seriously and is committed to helping his students reach the next stage in their professional development. They know they can count on him as a mentor the moment they complete one of his classes."

"Alan has elevated the building and remodeling industry through his commitment to education," said Gaye Orr, CMP, MIRM, chair of the NAHB Education Committee and a sales and marketing professional based in Raleigh, N.C. "Alan will teach classes anytime and anywhere to help builders and remodelers expand their knowledge and learn new skills that will benefit them the rest of their careers."

## The Connecticut Home Show

For over 60 years, the Home Builders & Remodelers Association of Greater Hartford has offered residents of Connecticut and western Massachusetts a one stop shopping experience in home products and services. This year, home improvement, building, and remodeling exhibits featured thousands of ideas for the home and yard.



This year's feature **DESIGN HOUSE** was a hands on demonstration of design details and ideas for homeowners to achieve magazine worthy results. Scheduled seminars were standing room only each day. There were presentations on architectural design, decorative finishes, lighting and hardware by Connecticut Lighting Centers, exterior curb appeal by James Hardie, windows from Kohltech Windows, and of course, several seminars on interior design by **Design House** lead designer, Sharon McCormick of Sharon McCormick Design. Sharon gets involved at the design stage of a custom home and

*(Continued on page 99)*



**CONNECTICUT HOME SHOW***(Continued from page 98)*

makes the builder's job a lot easier by helping her client choose everything from floor finishes to faucets and cabinet hardware,. She works hand in hand with the builder and architect to keep the job on schedule and avoid change orders.



HBRA Hartford County EO Eric Person, Kara Wolters (former UConn star & Olympic Gold Medalist), Johnny Carrier and Joe D'Ambrosio (WTIC-AM sports announcer).



Johnny Carrier, Kimberly Hubbath of ESPN & Eric Person.

**CONGRATULATIONS T&M BUILDING COMPANY  
ON YOUR 2012 HOBI AWARDS!**

**QUALITY STONE  
VENEER INC**  
est. 1976

**MANUFACTURER & INSTALLER OF STONE VENEER AND ACCESSORIES  
SERVING THE GREATER NEW ENGLAND AREA**

[www.QualityStoneVeneer.com](http://www.QualityStoneVeneer.com)  
800.795.3229 or 508.435.8648



## HBA of NORTHWEST CT NEWS

### Legislative Night January 28, 2013



*Cindy Butts, former EO of Maine Association of Realtors replaced Bob Kennedy who retired. At right is Larry Rabago, a member of Litchfield County Board of Realtors.*



*Republican from 78th district with Tim Calnen from CAR.*



*Republican from New Milford - 30th district with Eugene Farley.*



*Republican from 63rd district.*



*President of CAR.*



*Deborah Bessette and Tom Carey from Thomas Custom Builders.*



# A reputation you can build on...



**MARVIN**  
Windows and Doors  
Built around you.®

**Integrity**  
from MARVIN  
Windows and Doors  
Built to perform.™

*...no matter what your window and door project may be, we have a solution for you.*

Contact your local Marvin Family of Products retailer for more information.

**MINER'S**  
LUMBER • BUILDING MATERIALS • WINDOWS & DOORS

In the Farmington Valley & Central Connecticut  
129 River Road • Canton • 860.693.1111  
[www.minersinc.com](http://www.minersinc.com)

**RING'S END**  
Since 1902

Along the Coast & Southwestern Connecticut  
Branford, CT • Bethel, CT • Darien, CT • Niantic, CT  
New Milford, CT • Norwalk, CT • Wilton, CT • Lewisboro, NY  
800.390.1000 • [www.ringsend.com](http://www.ringsend.com)

## Sanford & Hawley, Inc.

QUALITY BUILDING MATERIALS SINCE 1884



Sanford & Hawley and Kohltech Windows & Entrance Systems congratulate  
**Nelson Construction Inc. and Kemper Associates**  
for winning the 2012 HOBI Award for "Best Not So Big Custom Home".

Congratulations are also extended to all Sanford & Hawley Supplied 2012 HOBI Award Winners:

- Brom Builders
- Daigle & Son
- Kemper Associates
- Advantage Construction
- Tryon Farms
- Landsen Construction
- Liberty Development

## Sanford & Hawley

Unionville, Manchester, Avon, CT | West Springfield, MA  
(860) 673-3213 | [www.sanfordandhawley.com](http://www.sanfordandhawley.com)



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