

TheBuilder



It is "CRUNCH TIME" for our \$10,000 Scholarship Raffle

Tickets are available for the event, which is barely two weeks away - Friday, April 26

It is at the Academy Center for the Arts Warehouse Theatre space. We need a push by all members to make this a sellout. Each ticket admits two adults and is your "chance" to win one of four cash prizes totaling \$10,000. Tickets are available from HBACV Board of Directors members, raffle committee members or the HBACV office.

Our sponsor support is good with Assurance Financial and Sandy Speck as presenting sponsor. Additional sponsors are Select Bank, Movement Mortgage and Tammy Mikkelsen, and Bank of the James Mortgage.

This event features great food and two open bars. Doors open at 6 pm and fun continues until the grand prize ticket is drawn. The cash prizes - a chance to win part of \$10,000 - is the main draw. This year we will be awarding four main cash prizes: the 247th ticket drawn wins \$1,000; the 248th ticket drawn wins \$1,500; the 249th ticket drawn wins \$2,500 and the 250th ticket wins the \$5,000 Grand Prize. Nine additional "cash" prizes will also be awarded.

Need info: bob@hbacv.org or call (434) 841-7588.

April 2019

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NEXT HAMMER TIME
April event is this
Tuesday, April 16th at
Assurance Financial

DOL Issues Proposed Overtime Rule

The U.S. Department of Labor has issued a proposed [new overtime rule](#) that would raise the overtime salary limit from \$23,660 to \$35,308.

This means that some employees making under \$35,308 would be due time and a half if they work more than 40 hours a week. The proposal has not yet been published in the Federal Register and could be modified.

NAHB will review the proposed rulemaking and submit comments.

Labor Top Builder Concern in 2019

More than four out of five builders expect to face serious challenges regarding the cost and availability of labor in 2019, according to a recent survey of members in the monthly NAHB/Wells Fargo Housing Market Index.

The questions asked builders about the problems they confronted in 2018 and expect to face in 2019. [Topping the list](#) is the cost and availability of labor, with 82% of builders saying they expect it to be a significant issue in 2019. Second was building material prices, with 69% calling it a significant issue. Third was the cost and availability of finished lots, with 63% calling it a problem.

Arkansas Enacts Affordability Law

In a victory for home builders and buyers, Arkansas Gov. Asa Hutchinson recently signed SB 170 into law, which will prevent cities and counties from regulating building design in a way that would needlessly raise the cost of housing.

The Arkansas Home Builders Association, along with other trade groups and consumers, [sought this remedy](#) after the city of Springdale proposed new home design standards that would prohibit exterior finishes such as vinyl, wood and aluminum siding that are otherwise allowed under all editions of the International Residential Code.

Watch Videos from The Builders' Show

HUD [Secretary Dr. Ben Carson](#) spoke to the NAHB Board of Directors and then sat down for a conversation with 2018 Chairman Randy Noel during the recent Builders' Show in Las Vegas.

A short time later, Congressional [Problem Solvers Caucus](#) Co-chairs Rep. Tom Reed (R-N.Y.) and Rep. Josh Gottheimer (D-N.J.) spoke with 2019 NAHB Chairman Greg Ugalde about bipartisan solutions.

Additional [video highlights](#) from the Meeting of the Members and the Board of Directors meeting are also available.

Podcast Covers the Housing Industry

NAHB recently launched "Housing Developments," a new podcast co-hosted by CEO Jerry Howard and Chief Lobbyist Jim Tobin. The two hosts will provide expert analysis on the latest news in the housing industry. [The podcasts](#) will also feature special guests with unique perspectives on key issues.

Home Building Association of Central Virginia

HBACV Changes Name To Reflect Expanding Membership

Our Association is changing its name and while the change seems minor is goes a long way in reflecting the growing overall building and housing industry in Central Virginia.

Effective June 1st the organization will be known as the Home Building Association of Central Virginia. Did you catch the change? We are changing "Builders" to "Building". This

change shows that our association is not just about builders but all businesses and industries involved in the process of residential and light commercial building - builders, contractors, developers, trades, suppliers, distributors,

designers, engineers, lenders, Realtors and other firms which support the housing industry.

HBACV 1st Vice President Joe Hepler said this "should help with our association being seen as inclusive of the industry as a whole." The move is also seen as being helpful in expanding the reach and the membership of the association.

The name change request was passed by our board of directors in January and submitted to the National Association of Home Builders. The NAHB board approved the change at its February meeting and the change has now been endorsed by the Home Builders Association Virginia.

Five Virginia HBAs have now switched to "building" in their names.

- **Home Building Association of Central Virginia**
- **Home Building Association of Richmond**
- **Peninsula Housing and Building Association**
- **Northern Virginia Building Industry Association**
- **Piedmont Virginia Building Industry Association**



Input sought on next round of code changes

The process to update the Virginia Construction Code, Maintenance Code, Rehabilitation Code, and the Statewide Fire Prevention Code has officially begun again. The Home Builders Association of Virginia is actively involved in reviewing each proposal to evaluate its impact on the residential land development and construction industry. This regulatory process has a direct impact on single-family and multi-family residential construction and HBAV needs your help.

HBAV relies heavily on the building and fire code experts within our statewide membership to ensure that it can effectively represent the industry during the Code Development Process.

If you have any questions, or would like to propose a specific code change, please contact HBAV's Vice President of Government Affairs, Andrew Clark, at AClark@HBAV.com.

General Assembly Session Summary

The Home Builders Association of Virginia supported by local associations and members tracked more than 150 pieces of legislation that had a direct or indirect impact on the residential land development and construction industry.

Key Passed Legislation (Changes become effective July 1.)

Proffer Legislation: Existing law was amended to improve communication between local governments and the industry; and allow greater flexibility for builders/developers and local governments to propose, negotiate, and agree upon different types of onsite and offsite proffers.

Affordable Housing Fee Waiver: Allows local governments to waive building permit fees and ANY other fees associated with the construction, renovation, or rehabilitation of affordable housing. Previously, this fee waiver was limited to non-profit housing providers. Local associations are encouraged to work with local government officials to begin crafting these ordinance changes.

Building Permits Fee Usage: Ensures timely reviews of building permits, written explanations of reasons for permit denial, and timely re-reviews. It also clarifies existing Code language to ensure revenues generated by local building department fees are re-invested back into the department to hire new staff, implement technology upgrades, and streamline and modernize the processes.

Workforce Development Boards: Requires local workforce development boards to develop strategies for engaging youth and place them on pathways to education, training, and careers in housing and other fields. The bill also provides for local workforce development boards to develop performance measures for evaluating the results of such strategies.

Key Defeated Legislation:

Stormwater Grandfathering Elimination: Would have eliminated both types of "grandfathering" under the Stormwater Management Act / DEQ's Construction General Permit. Under this legislation, any land disturbing activities after July 1, 2019 would have been required to meet DEQ's Part II B technical criteria.

Cluster Zoning Density Calculations: Would have prohibited localities from including Resource Protection Areas (RPAs) in density calculations for clustered developments.

Restrictive Tree Ordinances: Would have authorized localities to adopt tree ordinances exceeding the minimum tree canopy requirements for preservation, planting, or replacement during the development process to achieving certain water quality or water quantity goals.

Sidewalk Funds: Would have given developers an option of dedicating land/constructing a sidewalk or contributing funds to the local government for the construction of a sidewalk (future) with minimal restrictions on how or where those funds would be spent.

Home & Garden Show Set for Aug. 9-10

The Central Virginia Home & Garden Showcase is providing a nearly 60% discount on booth rates for HBACV members. The event, conducted by the Home Builders Association of Central Virginia in partnership with the Central Virginia Business Coalition, is August 9-10 at the former Macys' space at River Ridge Mall. The Member Rate for a 10x10 booth is \$350 - a \$500 discount.

There will be up to 110 indoor vendor locations and booth sizes can be increased to 10x20 and 20x20. Members also get discounts on larger booth sizes. Registration is now open and more than 25 vendors have already reserved space. The Home and Garden Show's presenting sponsor is HBACV member F&S Building Innovations.

The show will be open to the public on Friday, Aug. 9 from noon until 6:30 pm and on Saturday, Aug. 10 from 10 am until 6:30 pm. Vendor registration deadline is July 26. A single \$5 fee or donation gives all attendees access to the exhibit floor and all education and workshop sessions. The show is accepting requests from vendors for presentations and workshop sessions.

NEED INFO: Contact Bob Morgan at (434) 385-7588 or bob@hbacv.org **OR** Contact Heather Alto at (434) 528-1732 or heather@cvabc.org

HBACV members receive 60% discount on rates: \$350 for 10x10 booth.

Non-members who opt to join the HBACV get booth and membership for single \$650 fee.

Non-members who don't opt to join pay \$850 for a 10x10 booth.

Statewide Building Summit & Expo set in Richmond this fall

The Virginia Builders Summit & Expo, coming in September in Richmond, is a new effort by the Home Builders Association of Virginia to bring housing industry professionals together from across the state for one day.

Hosted on Thursday, Sept. 19 at the Richmond Marriott, the event follows the same format as the NAHB's International Builders Show (IBS) but scaled-down.

"HBAV is adding the VA Builders Summit and Expo to add additional member benefits and help further the housing industry in Virginia," said HBAV CEO Craig Toalson. "The summit will feature eight educational sessions designed to

help improve builders business's and bottom lines. Along with education, attendees will have the opportunity to interact with 48 exhibitors that feature the latest products and services for builders."

With the home building and housing market constantly evolving, attendees can see new products and services.

The details: Thursday, Sept. 19. From 10 am to 5 pm. Member registration fee is \$65 and provides expo floor access, education classes and lunch. [CLICK HERE FOR MORE INFORMATION.](#)

Builder/Contractor Member of the Month

F&S Building Innovations



For over 40 years F&S has been regarded as a premier construction company serving Central Virginia. Alicia Smith is the face of the company in the Lynchburg-area market. Gary Feazell is CEO. F&S specializes in providing construction and remodeling services for commercial and residential spaces and excel at implementing strategies that include value engineering, design-build, scheduling and expert project management. The F&S team manages every aspect of a project from design and drawing submission to cost management, and the final punch list.

The details: F&S has been an active HBACV member since 2013.

Contact: (540) 985-9160

Website: <http://www.fsbuildinginc.com>

Address: 2944 Orange Avenue, Roanoke, Virginia 24012



Associate Member of the Month

Jeff Wieczorek



Jeff Wieczorek has been active with the HBACV for more than a decade serving in virtually every leadership role. He is the current past president. He is the CIO of Member One FCU, which was chartered in 1940 to serve Norfolk & Western Railroad employees. It is now one of the region's largest lenders with retail centers across the Lynchburg region and Roanoke Region. The firm has a strong community commitment, and has been strong supporter of the HBACV Touch A Truck event over the past

five years. **The details:** Wieczorek has been an active member since 2009. He is currently a board member and serves on three HBACV committees.

Contact: (800) 666-8011

Website: <http://www.memberonefcu.com>

Address: 7114 Timberlake Road, Lynchburg, 24502

2019 HBACV LEADERSHIP

Executive Committee:

Brent Lilly - President

Joe Hepler - 1st VP

Jim Minear - Secr/Trea

Chris Hargis - Assoc. VP

Jeff Wieczorek - Past Pres.

Board of Directors

Gordon Cudd

Allen Dukes

Mike Forren

Matt Holley

Robert O'Brian

Barry Layne

Steve Mays

Tammy Mikkelsen

Terry Morcom

Rosalie Richman

Sandy Speck

Matt Yeatman

HBAV BUILD-PAC:

Chris Hargis, trustee

HBAV Legislative:

Chris Hargis, HBACV rep

HBAV Associates:

Rosalie Richman, HBACV rep

NAHB National Director:

Jeff Wieczorek

HBACV Executive Officer:

Bob Morgan

CONTACT THE HBACV:

Office: (434) 385-6018

Cell: (434) 841-7588

Email: Bob@hbacv.org

Educational Opportunity for HBACV members and non-members hosted by the Roanoke Regional Home Builders Association Membership Committee

Want To Become A Certified Aging-in-Place Specialist (CAPS)?

Related Classes Offered

May 13-15

8:30am–5pm

**Conference Room of the
Roanoke Regional Home
Builders Association**

1626 Apperson Drive,
Salem, 24153

**Cost* per student
per class:**

CAPS I & II—\$230 for RRHBA
members

\$280 for non-members

CAPS III—\$275 for RRHBA
members

\$325 for non-members

*A \$50 non-refundable
cancellation fee will apply.

Fee includes course materials
and lunch.

A minimum of four students is
needed for a class to be held &
refunds will be made if
minimum not met.

To Register:

Online at rrhba.com or

Contact Amy Lowman

Phone: 540/389-7135

E-mail: a.lowman@rrhba.com

Get the technical, business management, and customer service skills essential to competing in the fastest growing segment of the residential remodeling industry:

- Home Modifications for the Aging-In-Place market.
 - Locally earn the National Association of Home Builders' (NAHB) Certified Aging-in-Place Specialist (CAPS) designation and become an expert for our market OR
 - Simply take a course or two for the knowledge.

Required Courses to Earn the CAPS Designation:

Monday, May 13

Marketing and Communication Strategies with the Aging In Place Client (CAPS I):

- This course will teach you the best practices in communicating and interacting with this evolving population.

Wednesday, May 15

Details and Solutions for Livable Homes and Aging In Place (CAPS III):

- This course builds on the CAPS I & II courses (which are prerequisites) by introducing design solution techniques, innovative products and best practices for product installation for CAPS professionals to use when creating livable spaces in which to age in place. Participants will engage in hands-on activities from real case studies to apply material learned in all CAPS courses.

Tuesday, May 14

Design Concepts for Livable Homes and Aging In Place (CAPS II):

Learn how to provide the best services to the growing number of Baby Boomers who wish to remodel their home to fit their new lifestyles.



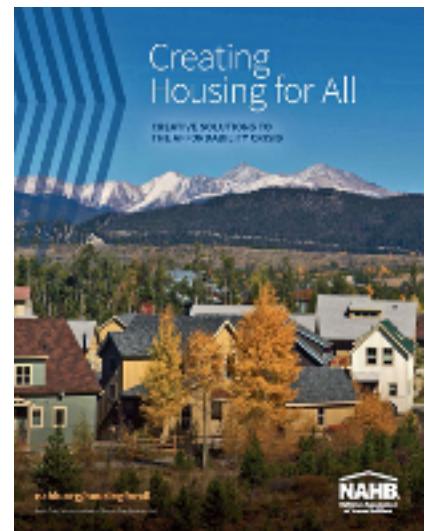
Brochure, Web Resources Look at Housing Affordability

America faces a housing affordability crunch that has evolved from a local problem into a national crisis.

In an effort to promote innovative solutions to the problem, NAHB has compiled extensive research on state and local policies and incentives that are being used to help make housing more affordable in communities across the country. [**"Creating Housing for All"**](#) is a new brochure and a collection of web resources that look at creative planning and zoning, incentives and public-private partnerships as a blueprint

for collaboration and a springboard for innovation.

Housing affordability is a top issue for NAHB in 2019. We will be working with Congress, the administration, and state and local officials in the effort to provide housing that is affordable to families across the economic spectrum.



NGBS Public Comments Reviewed

The Consensus Committee for the ICC 700 [**National Green Building Standard**](#) (NGBS) met recently in Washington, D.C., to review and vote upon the public comments it received to its 2020 draft standard.

The draft standard includes several substantial updates, including:

- A reworking of the remodeling chapter;
- A new chapter for certifying mixed-use buildings;
- A new performance path for water efficiency; and
- A streamlined compliance path for single-family homes and townhomes.

The 2020 NGBS will be the fourth edition of the standard, which was first introduced in 2008. The NGBS is the only residential green building standard accredited by the American National Standards Institute (ANSI). As it was previously, the revised standard is being developed in accordance with the ANSI consensus process.

Wide Disparity in Property Taxes

There is nearly an \$8,000 difference between what residents of the state with the highest [**property taxes**](#) pay compared to those who live in the state with the lowest rate.

NAHB analysis of data from the American Community Survey and U.S. Census Bureau shows that in 2017, New Jersey retained its distinction as the state with the highest tax bill per home owner with an average of \$8,485 in real estate taxes in 2017. By contrast, Alabama ranked 50th with an average real estate tax bill of just \$678. **Coming in as 18th highest is Virginia at \$2,881.**

The five highest average property tax states:

1. New Jersey \$8,485
2. Connecticut \$6,349
3. New York \$6,054
4. New Hampshire \$5,713
5. Massachusetts \$5,192

Youth, Beer, Banter and Green Building

The energy, passion and creativity of youth are reshaping the home building industry in positive ways. That's the take away from the second annual "Green Banter and Beer" discussion conducted during the recent International Builders' Show in Las Vegas.

The event featured five young industry professionals who have forged their own paths outside of the traditional career track. The five panelists shared their thoughts on green building and enjoyed a beer with a sizable crowd in the High Performance Building Zone during the show.

The panelists were: Myles Biggs of Relish the Journey Media in Mifflinburg, Pa.; Brian Gaudio of Module Design in Pittsburgh; Jen Haywood of Texturious Designs in Des Moines, Iowa; Heather Laminack of the Ferrier Companies in Fort Worth, Texas; and Eric Visser of Visser Construction in Anchorage, Alaska.

Gaudio noted that America is still building homes the way it did in 1947, when the post-war suburban boom took off.

"At Module, we have a new idea for home ownership," Gaudio said. "We're redesigning homes from the ground up. Buy the amount of house you need today, add on as your family grows, as your income grows, as your needs change. And we're leveraging pre-fab solutions."

Laminack, a fourth-generation builder, said she wants to make high performance available to more people.

"Part of what we do is try to make green building and sustainable homes accessible to everyone, regardless of their budget," she said. "It's easy when people walk in with a large budget. But when you've got a young family that just wants a healthy home to raise their family in, but doesn't have an endless budget, those are the projects we really like to get behind."

Watch a [playback of the event](#) (works best in Chrome).



"Green Banter and Beer" featured five young industry professionals.

CALENDAR OF EVENTS

- **April 16: Hammer Time** - Membership Drive; Introducing our new name; Late Summer Home Show details. HOSTED by ASSURANCE FINANCIAL) 5 pm - 7 pm.
- **April 26: Spring \$10,000 Raffle** - At The Academy of Fine Arts in downtown Lynchburg. 6 pm - 10 pm. Four Cash Prizes. Food, Beverages and Fun! (Sponsorships available - tickets now on sale.)
- **May 13-15: CAPS Classes.** Hosted for regional HBAs at Roanoke Home Builders Association in Salem.
- **May 21: Hammer Time** - College Scholarship Winners announced/presentation; Spring membership drive competition final push; Golf Tournament and Home Show Details Announced). 5-7 pm. HOSTED BY FERGUSON ENTERPRISES)
- **June 18: Hammer Time** (Tues.) Hammer Time: HBACV Programs for 2019; Here comes Touch A Truck. 5-7 pm. (**SEEKING HOST**)
- **June 21-23: HBAV State Convention** at the Greenbriar Resort. Open to members. Contact Bob Morgan for registration information.

Summer Internships Help Develop Future Builders

The summer is often the busiest season for trade companies, including construction businesses. Since your construction team may be in need of some extra hands during your busy season, why not create an internship program for these students? You'll get the extra help you need with basic tasks, while your interns will learn the trade.

Benefits of an Internship

The purpose of an internship is for the intern to gain skills and hands-on experience that will make it easier to acquire a job after they graduate. Some interns receive a small paycheck, but many work merely to learn a trade or gain knowledge.



Interning for your construction company will allow your interns to see what the day-to-day work is like, learn some basic construction skills, and gain experience with some tools and other equipment. Of course, because they are unskilled, you won't want them handling the more complex or dangerous work, but they can still observe.

Tips for Creating Your Internship Program

Create a detailed description of what you expect the intern to do. This job description should outline their responsibilities, who they report to, and what they will learn after the internship is over.

Outline how the intern's performance will be reviewed. You should have regular meetings with your intern just as you would a new employee. Discuss how they're doing, ask if they have questions, and praise the work they have done so far.

Have work for your intern. If you haven't had interns before, you may not know exactly what to have them do. Plan out a number of projects and be sure to include tasks that are more than just busy work or unskilled labor. Your intern is there to learn, so make sure you've set up opportunities for them to do so.

Select a mentor for your intern. This is the person on your crew who will supervise the intern and help show them the ropes. Ideally, each intern will have their own mentor who can work one-on-one with them.

Make sure you know the laws regarding unpaid internships so that you do not accidentally break them.

Reap the Benefits of an Internship

By providing your interns with a chance to gain skills and learn how the construction industry works, you're giving them a chance to see if this is the career they want. You benefit by training potential future employees you can bring on board with little to no extensive training. It's a win-win opportunity for everyone involved.

(From HBAV / Growth Partners)



The HBACV Scholarship Fundraiser

\$10,000 Raffle



Heavy Hors D'oeuvres & beverages @ 6 pm | Raffle begins @ 6:30 pm

The Academy Center of the Arts

Joy & Lynch Christian Warehouse Theatre | 519 Commerce Street | Lynchburg, VA 24504



Tickets: \$125
(admits two adults)

Nine Other
Cash Prizes
Also Awarded

For tickets, email
bob@hbacv.org
or call 841-7588.

247th ticket drawn wins **\$1,000**

248th ticket drawn wins **\$1,500**

249th ticket drawn wins **\$2,500**

250th ticket wins the \$5,000 Grand Prize

Select  Bank



A Division of Bank of the James

Gala event Friday, April 26

This event supports the HBACV College Scholarship Fund which provides annual grants to four local students.

HBAV Wants Pro-Housing Candidates

On November 5 Virginians will head to the polls to vote for the individuals that will serve as their voice in the Virginia House of Delegates and State Senate. All 140 members of the Virginia General Assembly are on the ballot this year and the Home Builders Association of Virginia is working to elect candidates who understand the important role building and housing play in our local, regional, and national economies.

The housing industry employs hundreds of thousands cross the Commonwealth - and it's absolutely critical that HBAV members remember this as the election nears. In the weeks leading up to the Primary and General Elections, HBAV will send out a list of candidates who support our industry and information about local polling locations. Look for guidance on the housing issues in upcoming HBACV newsletters.

Please take a few moments to complete our **Get out the Housing Vote survey here.**

Bedford Chamber Job Fair set for May

The Bedford Area Chamber of Commerce will be hosting its Annual Job Fair on May 14, 2019 from 11 AM to 4 PM at the Bedford Campus of Central Virginia Community College, 1633 Venture Blvd., Bedford.

It is continuing to seek business and vendors to have booths at the event. For information contact the chamber at (540) 586-9401 or go to their website www.bedfordareachamber.com

The event, supported by the HBACV, is free and open to the public. It local features businesses in our area that are actively hiring. Workshops will be offered throughout the day for job seekers.

The HBACV is a member of the Bedford Area Chamber of Commerce.

Single-Family Home Sales up in 2018

Sales of newly built, single-family homes posted **a yearly gain** of 1.5% in 2018, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.



The December sales numbers rose 3.7% to a seasonally adjusted annual rate of 621,000 units after a downwardly revised November report. The sales report was delayed due to the partial government shutdown.

"Despite a period of weakness in

the fall, new home sales ended the year with a small gain," said NAHB Chief Economist Robert Dietz. "While the December sales pace improved on a monthly basis, the current rate of sales remains off the post-Great Recession trend due to housing affordability concerns made worse by the rise in mortgage interest rates at the end of the year. We expect lower mortgage rates in the early months of 2019 will lead to additional new home demand."

"We expect lower mortgage rates in the early months of 2019 will lead to additional new home demand."

- NAHB Chief Economist Robert Dietz

Home and Acreage in Amherst Available

Montague Miller & Co
PASION. EXPERIENCE. INNOVATION

The home and property are located in the town and county of Amherst, VA at 138 Vista Drive

The 2700 square foot, four bedroom, three and 1/2 bath home has been fully renovated

The home is on .459 acres and the adjoining land is 13.827 acres with a separate access off Lake Drive

The land has a 30'x40' three-stall barn with a tack room and 30'x12' loft

A signed confirmatory survey is on record

A timber cruiser has estimated the minimum timber value on the land at \$40,000

The property would lend itself to three very nice building sites with 4+ acre lots, each having access to both sides of Tribulation Creek

There are great views of Mount Pleasant from the land and 1400' of Tribulation Creek

High speed internet is available

The total appraised value of the property and home is \$350,000 and the assessed value of the land alone is \$85,000



Contact Drew Howard (434) -660-3449

Interested? Call Today.



5 AC Corner Lot - \$28,900
HWY 460 to 29 South
Left at Marysville Rd,
Right at Lavender Lane
Frank Landrey 434-944-2728
Lyons Team Realtors

LONG & FOSTER | CHRISTIE'S
REAL ESTATE INTERNATIONAL REAL ESTATE



Leesville Lake Waterfront Lot

Located in Runaway Bay Subdivision! Nice views of cove. Access to walking trails, community boat ramp, boat storage, picnic pavilion, tennis courts. Tax assessed value is at \$60k (being sold for half of that - \$30,900)! Motivated seller.

Contact Christine Avery:
christine.avery@LNF.com 434.603.2168

Indicators good for sale of new homes

Mortgage rates dropped for the third straight month in February, with the 30-year fixed-rate mortgage (FRM) commitment rate decreasing to 4.37% from 4.46% in January. Rates hit a cycle peak in November 2018 at 4.87%. Mortgage rates on purchases for newly built homes dropped even more, from 4.6% in January to 4.46% in February.

In its latest weekly survey, [Freddie Mac reported](#) the average rate on the 30-year fixed-rate mortgage was 4.08% for the week ending April 4.

Lending interest has increased as a result of these decreased rates, as more borrowers are likely to be eligible. Home owners also are eyeing refinancing options and tappable equity to increase cash in hand.

Federal Reserve Chairman Powell [testified earlier this year](#) that higher interest rates were contributing to construction slowdowns in the past year or so, and the [Fed recently announced](#) it will not increase interest rates until 2020. The federal funds rate will remain at 2.25-2.5% in 2019 amid a favorable outlook for the U.S. economy.

As NAHB and its members celebrate New Homes Month in April, the Fed's announcement is a positive sign for this spring home buying season.

Spring selling season is a great time to remind potential buyers about the benefits of new homes. In fact, more than half of recent and perspective home buyers prefer a newly built home, according to a nationwide [NAHB survey](#) of recent and perspective home buyers. And over three-fourths say they would like to buy a single-family detached home.

Application Deadline Extended for Scholarships

The application window for the HBACV Annual Scholarship Competition has been extended to April 23 because of conflicts with Spring Break schedules. The HBACV provides four college or Trade School scholarship grants each spring. Parents of eligible children or grandchildren can get an application on the HBACV website or from the HBACV office.

To qualify, the student must:

-- be a child or grandchild (by blood, marriage, or adoption) of an owner or employee of a company that is a current member in good standing of the Home Builders Association of Central Virginia.

-- be a high school senior OR undergraduate college / trade school student.

The application is available online at www.hbacv.org and at the HBACV office at 20334 Timberlake Road, Ste 3. Contact EO Bob Morgan for information.

2019 Renewals & New Members

Thank You for your ongoing support of the Home Builders Association of Central Virginia (*indicates new 2019 member)

AmeriGas	LG Flint
Aquabarrier	Lynchburg Ready-Mix
Bays Trash Removal*	Meadowlands Restoration*
Bank of The James Mortgage	Morcom Building
Bugman Exterminating	Nelligan Insulation
Capital One*	Overhead Door Co.*
Carpetland	Perimeter Roofing*
Central Technology Solutions	RM Gantt
Columbia Gas	Toler Insulating
Countryside Land Co.*	Select Bank
Craftsman Custom Home	Skinner Construction
David James Homes	84 Lumber
Designer Solutions	Interested in Joining the HBACV? Contact a member, or our web site www.hbacv.org or contact executive director Bob Morgan at 385-6018 or bob@hbacv.org .
F&S Building Innovations	
Financial Designs*	
Fisher Drafting & Design	
Foster Fuels	

See Us, Friend Us on Facebook

Have you checked out the HBACV Facebook Page Lately?

NO!!!

[Click Here](#) to see what we've posted lately about events, awards, rebates, discounts and member news.

Get your message in front of hundreds and also support the HBACV

How?

Advertise in The Builder

The Builder is the official publication of the Home Builders Association of Central Virginia and is delivered monthly to current and past members of the association as well as targeted non-members in the local building industry. The newsletter is delivered via email, web and social media placement and as a print product upon request. This allows you to get your message consistently before the most influential decision-making professionals in the building, remodeling and housing industry in Central Virginia.

The Builder: produced monthly and includes 12 to 16 pages per issue.

The Builder's rates provide prices significantly lower than any other marketing avenue available to you in the greater Lynchburg area.

Get a great deal

Newsletter Sponsorship - two available. This provides a full-page ad in each issue and banner mention on the front page. Cost is \$1,250 a year.

Sponsors also receives a monthly post on the HBACV Facebook Page.

Newsletter ads (sizes and rates).

- **Full Page** - \$125 per issue. (8 x 10.5 inches)
- **Half Page** - \$75 per issue. (4 x 10.5 inches or 8 x 5.25 inches)
- **Quarter Page** - \$50 per issue. (4 x 5.25 or 2.5 x 10.5 inches)
- **Eighth of a Page** - \$25 per issue (2.5 x 2.5 inches)

All ads are discounted 10% when purchasing three months or more in a single buy.

The Small Print

Ads need to be provided to the HBACV in a digital format (300 dpi) in either PDF or JPEG format. Ads can be color or black and white. Ad deadline is the first day of each month. (Example: An ad in the Feb. 12th newsletter is due no later than Feb. 1). Ads that are an incorrect size will be adjusted to fit the purchased space. Advertising charge will be invoiced and payment must be made within 30 days.

NOTE: Get a 15% discount if you purchase ad/sponsorship in both the newsletter and the new HBACV website.

HBACV MEMBER NEWS

■ **Bays Trash Removal** has joined the HBACV. The Bedford-based company is headed up by Brad Bays. The firm provides trash collection, debris removal and site dumpster services. The service area covers the HBACV membership area. The address is 2432 Headens Bridge Road, Bedford, VA 24523. Phone number is (540) 297-6397.

■ **Meadowlands Restoration** has joined. The firm is based in Appomattox County and is owned by Philip Hertzler. They provide roofing, siding, substructure, drywall and other services. The address is 1089 Cutbanks Road, Pamplin, 23958. Phone is (434) 248-9856.

■ **Financial Designs** has joined. The firm offers a full array of business continuity and financial services. Matt Haske will be the contact with the HBACV. The Forest-based firm is located at 1116 Vista Park Dr., Forest, 24551.

Thank You To Our Spring Event, Newsletter and Website Supporters



Doing Business with a Member Creates a Stronger Association

The HBACV provides full contact information for all members to all other members through our [website](#) and through our office (385-6018). Building your HBACV network allows you to provide members and customer with service and resource information aligned with their needs and your products. In addition, because you are a member of the local, state and national associations, you can get access to membership lists in adjacent territories. Do business with a member and support those businesses that support the HBACV. Get the most from NAHB Membership Discounts: Click to learn more. nahb.org/ma.

Members Save Millions

Put Your NAHB Membership to Work Now.

Money-saving discounts (that) benefit you, your business and your family

nahb.org/Savings

