

CONNECTICUT BUILDER



THE MAGAZINE OF THE HOME BUILDERS & REMODELERS ASSOCIATION OF CT

SUMMER 2012

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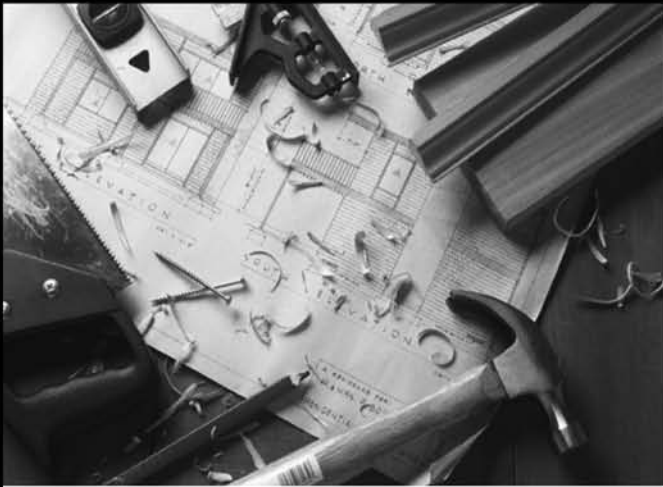
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THE MAGAZINE OF THE HOME BUILDERS & REMODELERS ASSOCIATION OF CT

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For 10 years, Larry Fiano has been spearheading the most successful Build-Pac golf event in the country.

COVER PHOTO



CT Builders at the U.S. Capitol

L-R National Build Pac Trustee Larry Fiano, HBRA of CT President Liz Verna, Immediate Past President George LaCava, Area 1 Chairman Greg Ugalde, Hartford HBA EO Eric Person, HBRA of CT V.P. Ken Boynton & Alan Hanbury.

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Dear Fellow Builders, Remodelers and Associates;

During my tenure as President I have seen many changes in the HBA of CT, our Local Associations and our members - all positive.

Statewide, our government affairs initiative has been very successful. Our members have become more active in participating in advocacy for our industry and educating our elected officials about our message that our industry is a job creator. We are well respected at the capital and have become a resource for many groups statewide that support the housing industry.

Locally, there has been great collaboration between the 5 associations. This has helped create a "Community" in which locals can share, grow and foster better relationships between one another. And it has led to positive opportunities for members and their businesses.

Nationally, we continue to be acknowledged as *the small state that could* by contributing powerfully to the lobbying efforts in Washington DC. This is thanks to our Build Pac committee and Larry Fiano's invaluable leadership as the spearhead of the #1 annual Build Pac Golf Tournament in the country. Larry has also represented Connecticut as a national Build Pac Trustee for 25 years.

We have seen more optimism in our State Association and its efforts, yet, while some members are experiencing success, many are redefining their companies to adapt to the new normal.

We can all acknowledge that the economic and political environment is very challenging for our industry and for small business in general. But we must embrace **this year's legislative victories, like the extension of wetlands permits and streamlining the DEEP storm water and wastewater process**, which will save us a great deal of time and money. Continue to be vocal locally and nationally about overregulation, and when issues are out of your control, remain positive, stay creative and adapt. If we are vocal as an industry and as individuals, and if we remain open to new ways of doing business, slowly but surely, we will come out of this together.

Thank you for the opportunity to serve as your President.

Respectfully,



Liz Verna

2011-2013 Chairman of the Board & President HBRA of Connecticut



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Big Choices May Be Required

by Bill Ethier, CAE, Chief Executive Officer, HBRA of CT



It's so easy to get swallowed up by negative headlines, news and opinions from the national talking heads to your friends at the local coffee shop. But we can choose to focus on the positive.

The positive is sometimes hard to find in our business lives these days, but dig deep enough or look long enough and you can find it – or more to the point, create it. We can hope for the economy to turn around, or we can understand that hope is not a strategy and adjust our products and services to create new markets for our businesses.

We can be stubborn because, well, either we are or that's how we've been successful in the past and, let's be honest, being stubborn is easy. Or, we can reflect on the world that surrounds us and, whether or not this economy is a "new normal," use our brains to make strategic, thoughtful, maybe difficult, sometimes radical, yet beneficial changes to how we conduct business.

We can complain about our politicians in town halls, Hartford or Washington, or we can contribute money or time to elect new people. If money is not an option, a weekend helping a favored candidate put out lawn signs may be all it takes and can go a lot further than you think to put friends of your business in office. As Thomas Jefferson said, "America is not governed by the majority, but by the majority of those who participate."

In short, we can wait for the future to happen, or we can go out and create our own.

Creating our own futures requires us to make big choices. Not the day to day choices we all make as the leaders of our businesses, but significant, business changing, life changing choices. The choice to create a new future can apply to your own businesses, to politics and to our associations. These choices can be surrounded with anxiety, especially when so much depends on good outcomes.

How do we know whether the choices we make are the right ones? How do we know if one path leads to more or less market share, greater or lesser profits, more or less members, more and better benefits of belonging, or a better life, a better America for you and your family? One key, reliable, fundamental source of information and comfort I know helps me make better choices is the wealth of talent and networks among our industry peers and professional staff in the Home Builders & Remodelers Association of Connecticut family.

And, yes, we're now the HBRA of Connecticut. We added "remodelers" to our name because we have long had many remodelers as members who, along with new home builders and land developers, make up our Association's "Builder" class

of membership. Many of our "Associate" members provide products and services to both builders and remodelers. And, for decades we have represented remodelers' interests at the state capitol, very often being the only voice for home improvement contractors before the state legislature and the Dept. of Consumer Protection. The new name simply better reflects who we are and what we do.

In retrospect and with no disrespect to those who studied and recommended the association's name change, it is relatively small. Big choices means thinking bold, outside of the box, or whatever other cliché that gets you to envision and design a better way of doing things. It requires energy and time. It may mean putting aside your ego, privileges, perks or fears, forcing yourself out of a comfort zone by taking on, for example, a public speaking role, learning something new – even going back to "school" – or forcing yourself to not always hang out with your usual click of friends and introduce yourself to new people at the next meeting. It may mean "white sheeting" where you are and where you want to be, reinventing your business plan (or association) from scratch on a blank piece of paper.

These are difficult things to do, but you can do them in an environment of support, encouragement and helpful critiques within the HBRA of Connecticut. The networks and friendships within the HBRA family can reduce the anxiety of making big choices. But are our network offerings the right ones and are they available to everyone? The ability to tap into better ways of doing things, professional expertise in and outside the state, and a wealth of knowledge and data within the HBRA to better inform our choices is boundless and invaluable. But can these be organized, provided and accessed to more members and in better ways?

Are there new markets for your businesses that require us to develop new products? An unknown business professional once said, "Every time you want to make any important decision, there are two possible courses of action. You can look at the array of choices that present themselves, pick the best available option and try to make it fit. Or, you can do what the true entrepreneur does: Figure out the best conceivable option and then make it available."

Nobody can predict the future, but I know big choices will be less anxious because the HBRA family will have your back. From our own businesses, to the political environments within which we work, to the associations to which we choose to belong, all exist as we or our forbearers created them. If we want to create our own, better futures for any of them, rather than wait for others to make those decisions for us, it first requires us to have the will and the courage to make big choices. Get involved, white sheet a new business plan, get out and help politicians who will help us, join a committee and contribute to changes within our association, and let's do this together with the HBRA at our backs.



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Larry Fiano's 10th Annual Build-Pac Golf Tournament Remains the Top NAHB Build-Pac Event in the Country

In 2003, Larry Fiano and his Build Pac Golf Committee held Connecticut's 1st Build-Pac Golf Tournament at TPC River Highlands, and for last ten years, Connecticut, one of the smallest states in the country, has maintained its distinction as the state with the most successful NAHB Build Pac event nationwide!



L-R NAHB BuildPac Chairman Bob Nielson, Larry Fiano, Congressman Rob Simmons & NAHB CEO Jerry Howard.



Lia, Roseann, Babe & Larry Fiano with 2007 NAHB President Brian Catalde.



2009 Build Pac golf tournament attendees waving.



2009 NAHB Build Pac Chairman Steve Cates, Larry & NAHB Pres. Joe Robson.



2010 Golf Committee Nort Wheeler, Greg Ugalde, Santo Veneziano, Jerry Effren, Bob Mariano, Ken Boynton, Bill Ferrigno, Bob Hanbury, Larry Fiano & NAHB President Joe Robson.



2011 Leadership breakfast with NAHB 1st VP Kevin Kelly at far left.

(Continued on page 9)



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GOLF TOURNAMENT*(Continued from page 7)*

Larry has been an NAHB Build-Pac Trustee for 25 years and he has been involved in raising split-back funds for Connecticut Government Affairs for the last 12 years. Split back funds are generated by a process in which **NAHB Build-PAC** sets a fund-raising goal for each state.

Once Connecticut meets that goal, 50% of all additional personal contributions to the NAHB Build-PAC are “split-back” to our state association for Government Affairs efforts. Connecticut has received a total of **\$224,585** in split back funds to assist in our critical efforts to reduce over regulation and make Connecticut more business friendly, and we have raised \$600,000 over 10 years.



2007 Build Pac check presented by Build Pac Golf Committee.



2007 Golf Tournament Jon & Frank Sanford.

Although only personal contributions can be contributed to Build Pac, sponsors have played a valuable role each year in covering the costs of putting on the tournament. Mike D'Aquila, **MOEN** and Frank Sanford, **SANFORD & HAWLEY** have been loyal sponsors of the tournament every year since 2003, and Frank Sanford has brought in several additional sponsors each year. **CYCLONE HOME SYSTEMS**, **THE ROBERTS AGENCY** and **VIKING KITCHENS** have also been dedicated sponsors.

2003 – 2012

The 10th Annual Build Pac Golf Tournament

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(Continued on page 10)

GOLF TOURNAMENT

(Continued from page 9)

This year's Build Pac Tournament began with a Leadership Breakfast and a briefing by fellow Nutmegger and NAHB senior vice-president for Government Affairs, Jim Tobin. Jim was recently promoted to NAHB chief lobbyist, and he is doing a spectacular job. Jim thanked those who traveled to Washington DC for the Legislative Conference and visited Connecticut Congressmen in their offices.

"We're stronger than we've ever been in Washington, and these legislative visits absolutely do make a difference. This 2012 election is very critical, and we need your continued support on the grassroots level."

– Jim Tobin



Attendees at Leadership Breakfast. L-R HBRA of CT President Liz Verna, V.P. Ken Boynton, Santo Veneziano holding 10th Anniversary Brochure, NAHB Chief Lobbyist Jim Tobin, Larry Fiano, NAHB V.P. Kevin Kelly, Greg Ugalde & Dick Kelley. 2nd row: Eric Santini, George LaCava, Jerry Effren, Bill Ethier & Marion Czaplicki. Top row: Pete Fusaro, Bob Mariano holding brochure, Bill Ferrigno & Golf Tournament Chairman Bob Hanbury.



Golf Tournament Chariman Bob Hanbury and Kevin Kelly.

Kevin Kelly, NAHB's 2012 second vice chairman of the board, flew in from Delaware to attend the tournament. Kevin is president of Leon N. Weiner & Associates, a home building company based in Wilmington, Delaware, and he will be Chairman of NAHB in 2014. He grew up in South Windsor Connecticut and builder, Dick Kelley, was his high school guidance counselor.

"I am honored to be in line to represent you and the hundreds of thousands of others in the industry who improve the lives of so many families in this country," said Kevin Kelly. "This is the single largest Build Pac event held in this country, out raising even Texas and California. We are all in your debt."

NAHB Area 1 chairman, Greg Ugalde of T&M Building Company, has agreed to serve as Kevin's Budget Chairman, and in 2014, Greg will take on the crucial role of national Build Pac Chairman.

(Continued on page 11)

GOLF TOURNAMENT*(Continued from page 10)*

At the evening reception, Republican endorsed candidate for the 5th Congressional District, Andrew Roraback, told the audience that he was running to insure that homebuilders have a receptive ear in Washington. Paul Formica, owner of Flanders Fish Market and First Selectman of East Lyme, is running for the 2nd district Congressional seat, and spoke about putting his business and municipal experience to work to help small businesses. Senator Steve Casano, chair of CT Planning & Development Committee, is running for re-election to his senate seat, and Larry said of him, "Steve has done more for our industry in one year than all 15 of his predecessors."

*Andrew Roraback**Larry Cafero*

House Republican Leader, Representative Larry Cafero of Norwalk addressed the attendees, "I want to thank you for the risks you take; for the people you hire; and most of all, for the product you produce. Going forward, we want all the government we need, but ONLY the government we need."

Antonio Fiano Scholarship Fund

The highlight of the evening was the presentation of a \$4,000 check to Larry Fiano for a scholarship fund set up by Larry in honor of his late father. Some 50 builders and associates contributed to the fund, as their way of thanking Larry for his unselfish and incredibly generous dedication to the industry and the Build Pac Golf Tournament fundraiser for the past 10 years!

Larry was so moved that he could not speak for some time. Then, with tears in his eyes, he said, "I only wish you all had the father I had. Thank you all so much."

*Babe & Larry**Babe, Larry, Roseann & Lia Fiano*



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Kleer Lumber applauds **Master Certified Green Professional Pete Fusaro** for his work on the **Performance Home in Old Greenwich**. Just like Pete, we take environmental responsibility very seriously which is why all of our PVC Trim products are **3rd party certified for recycled content**. Other PVC trim companies claim recycled content, but don't have the certification to back it up.

See how Kleer continues to **think beyond wood** at kleerlumber.com



Old Greenwich Home Recognized as One of Connecticut's 'Greenest'

Preferred Builders, Recognized by the U.S. Department of Energy for its High Performance Achievements in Energy Efficiency

Master Certified Green Professional, Peter Fusaro not only incorporates green building principles into the homes he builds, but he also shares that knowledge of cutting-edge building science with industry colleagues and the public.



We're dedicated to promoting techniques that incorporate energy, water, and resource efficiency, improved environmental quality, and homeowner education into everything we do.

- Peter Fusaro, CGP,CGB,CAPS,GMB, MCGP

Pete has applied his years of training and knowledge to build a new 2,300 sf home on an infill lot in downtown Old Greenwich that he's dubbed "*The Performance House*." It been recognized to be one of the most energy-efficient homes in the state.-

Pete is in the process of receiving third party verification with the **National Green Building Standard's** highest "**Emerald**" rating, and recognition from the U.S. Department of Energy as a **DOE Builders Challenge Home**. He's also applied for **LEED for Homes** certification from the U.S. Green Building Council. In fact, Pete held a **LEED for Homes** educational event at the house to explain to Greenwich architects and the public the various green features and techniques he employed.

Home Performance Philosophy

The home's design is based on a '*home performance*' philosophy that impacts every component- from lighting to insulation - with the objective of creating a safe, healthy, comfortable, efficient, and durable home. Every detail in *The Performance Home* was decided with these goals in mind.

Perhaps nowhere is that attention to detail more evident than in the in the home's building envelope. Nantucket style cedar shingle siding, durable, maintenance free KLEER™ PVC trimboard which has the authentic look of wood and Marvin energy-efficient casement windows give the home real curb appeal, while a rainscreen system Pete incorporated into the exterior wall design, protects the wall assembly from the deteriorating effects of mold and rot, and extend the life of the cedar shake siding.



KLEER Trimboard

"Having a background as both a framer and a builder, I was aware of how modern building techniques can make a house virtually 'airtight,' which may not allow for drainage of excess moisture," he explained. "With little or no space for airflow behind the cladding, moisture can become trapped, and lead to mold. To prevent that problem, we specified Home Slicker® by Benjamin Obdyke, a rolled rainscreen installed behind the cedar shingle siding."

(Continued on page 14)

OLD GREENWICH HOME*(Continued from page 13)*

The wall assembly is a Huber ZIP System™ wall sheathing topped with Styrofoam™ tongue and groove insulation, followed by Home Slicker®, nailed in place to create an effective drainage plane. The final layer of exterior cladding is cedar shake siding.

“I knew that the Home Slicker would not only provide a continuous space for drainage and drying, it would also reduce the chances of premature peeling or blistering and would prolong the life of the cedar shakes,” Pete explained.

GAF Cool Series asphalt singles, provided by Metro Roofing, will help to reduce temperatures in the home’s attic, so it stays cooler in the summer. Cool Series shingles use specially-designed roofing granules that have greater reflectance than traditional shingles, which minimizes the transfer of heat to the space below. The result, less air conditioning, which saves money and energy, and Cool Series shingles can qualify for up to \$1,500 back in federal energy rebates in the form of tax credits.



One of the green highlights of the house is the **Owens Corning Energy Complete™ System** with spray foam Air Infiltration Barrier with Flexible Seal Technology and EcoTouch® PINK Fiberglas™ Insulation for added comfort. Pete used the **Energy Complete™ System** to maximize savings and reduce air infiltration by up to 70%.

“That’s the major cause of energy loss in a house,” Pete explained. “The EnergyComplete™ System is a total home insulation and air sealing solution that is an affordable way to achieve more comfort, and it will reduce my homeowners’ heating and cooling bills by up to 33%.”

The blower door test on Preferred Builders’ home registered 1 air change per hour, which is the best I’ve seen.

- Ken Hibbard, Owens Corning Northeast Sales Manager

Masco contractor, Fairfield Insulation, installed the Energy Complete™ System, which is an effective air infiltration barrier in both new and existing homes.

“The Owens Corning sprayer is portable and easy to clean. It automatically mixes the sealant materials, sprays on easily, foams in place, and sets in as little as 20 minutes,” said Richard Vorvis of Fairfield Insulation.



Pete explaining Energy Complete System.

Pete Fusaro is one of Connecticut’s first Accredited Verifiers for the (NGBP) National Green Building Program and **1st in the State to receive his Master Certified Green Professional (MCGP) designation.** He is also a Certified HERS Rater, (BPI) Building Envelope Professional, (BPI) Building Analyst Professional and he is certified in Thermal Infrared Thermography. Therefore, his company, Preferred Builders, was able to employ all of its specialized services when building *The Performance House* – including home energy audits, blower door testing, and infrared diagnostics – to study the structure’s thermal envelope; to search for the presence of leaks around doors and windows, and to determine the proper amount of insulation. Pete worked in tandem with Richard Granoff, Granoff Architects of Greenwich, who are LEED-accredited professionals, and expert at green building design.

Among the many other performance-related choices Peter made were the placement of a vapor retarder under the basement slab; the use of spray foam insulation under the basement slab; and the use of waterproof membrane in the home’s foundation.

(Continued on page 15)

OLD GREENWICH HOME*(Continued from page 14)*

Pete consulted with the sustainable housing specialist, Steven Winter Associates Inc., who assisted with the NAHB Green Building Standard, Leadership in Energy and Environmental Design (LEED®) for Homes, and the implementation of high-performance and sustainable building technologies.

"We began working on *The Performance House* to showcase the wide variety of energy-efficient and green building features and products we offer," Fusaro said. "We think we've achieved our goal and are very proud of our home."

Peter Fusaro is chairman of the *HBACT Green Homes Council*, served on the Water Efficiency task force for the *NAHB Green Building Standard* and in September, he will be installed as **President of the Fairfield County HBRA.**

The Performance House Green Features**Sustainable Site - Enhanced Durability & Reduced Maintenance**

- ❖ Infill lot
- ❖ Walk to a shops & community resources
- ❖ On-site recycling of construction materials
- ❖ Storm water management
- ❖ GAF Cool roof shingles, (Reflect the sun away)
- ❖ Permeable surfaces
- ❖ Renewable materials
- ❖ Use of recycled materials, ex recycled glass in concrete
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- ❖ Roof overhangs, increase longevity of walls
- ❖ Home slicker Continuous drainage plan

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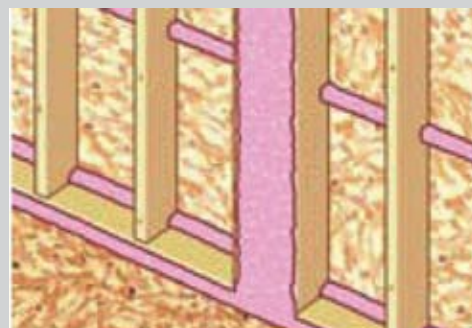
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Energy Efficiency

- ❖ LED Permanent fixtures
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- ❖ Duct System tested for leakage along with blower door testing
- ❖ Maximized Insulation
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- ❖ Exceptional windows oriented properly
- ❖ Electric car chairing station

Indoor Environmental Quality

- ❖ Green guard approved insulation
- ❖ Kitchen cabinets and vanities are FSC (*Forest Stewardship Council certified*)
- ❖ No VOC and low VOC paints and sealants
- ❖ Garage exhaust fan, to air out carbon monoxide
- ❖ Moisture control, tile backing materials by Schluter System
- ❖ High MERV air filters
- ❖ Bathroom exhaust fans with moisture sensors

Owens Corning Energy Complete System***The Whole Home Insulation and Air Sealing Solution that Delivers Maximum Comfort and Energy Savings***

• Low-expanding **Air Infiltration Barrier with Flexible Seal Technology** is applied with a portable, easy-to-clean sprayer that automatically mixes the component sealant materials. It sprays on easily, foams in place, and sets in as little as 20 minutes (depending on temperature and relative humidity), with no shaving required. Safe to use around windows and doors because of its low expansion rate, it applies easily in ceiling and floor penetrations, around ductwork and construction joints. **It reduces air infiltration by up to 70%.**

• EnergyComplete™ System installers do not need to wear full body protection nor do they require an external air supply mask, and other trades can safely work in the home during application.

• EcoTouch® PINK Fiberglas™ Insulation

After gaps are sealed, Owens Corning™ EcoTouch® PINK Fiberglas™ Insulation is added to all ceilings and enclosed wall cavities to provide a blanket of energy-saving comfort.

• EcoTouch® PINK Fiberglas™ insulation does not absorb moisture and will not settle or deteriorate thus maintaining its insulating R-value over time. Safe for any environment, EcoTouch® PINK Fiberglas™ insulation is non-combustible, does not contribute to mold growth, and contains the highest certified recycled glass content in the industry



EnergyComplete™ System installed with EcoTouch® PINK Fiberglas™ Blown-In Insulation

Building Facts:

- The termite population is out of control in North America and getting worse (UC Berkeley)
- Today's juvenile growth lumber has more sap wood (termite food) in it and holds moisture longer than old growth lumber
- New building techniques have created a mold problem
- Termite and wood rot damage can affect how a house performs during an earthquake or hurricane
- Mold in lumber births mycotoxins that can get in ventilation systems and cause health problems for humans
- the new California Building Code says builders cannot close the building in if the lumber is in excess of 19% humidity

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Steve Conboy
CEO & President



Bridgewater Home 1st in Connecticut to Use Revolutionary New Lumber Product

Eco-Red Shield™ Provides Mold & Termite Protection and it's a Fire Inhibitor

A year ago, Patricia D'Allessio called *Connecticut Builder* requesting a copy of the magazine, because she and her fiancé, Greg Artura, wanted to build a custom home on their 25 acre property in Bridgewater, CT. Subsequently, the couple formed a general contracting company, Bridgewater Castle Construction, LLC to build the 7,300 sf house and an outbuilding. They are using a number of HBA members, including Bender Plumbing, U.S. Insulation and Nadeau Brothers, as suppliers.

The house design was a two year collaborative effort with architects, Cornelia Keenan in Waterbury and Jim Tuttle in Wolcott. The ecologically sensitive site was a challenge, but internationally respected low impact development engineer, Steven Trinkaus of Southbury CT took what could have been a potential nightmare regarding state regulations, and designed the site so that the home would not impact an intermittent stream, wetlands or a vernal pool.

1st home in Connecticut to use Eco Red Shield™ framing lumber

Early in the planning of their home, Patty and Greg learned about Eco Building Products and the company's new eco friendly protective coating for framing lumber. They contacted Eco Building Products owner, Steve Conboy, and that relationship led to their home becoming the first in the state to use Eco Red Shield™ protected lumber.

"We will never have to be concerned about mold, rot or termites," said Patty. "Our building inspector didn't believe the lumber was fire retardant until he tested it and saw for himself."

"We've been in the lumber business for 35 years, and we wanted to develop a safe, sustainable, affordable solution to deal with the natural enemies of lumber – water, mold, insects and fire. Our waterborne, eco friendly coatings will protect your lumber from those silent killers behind the drywall in your house."

- Steve Conboy



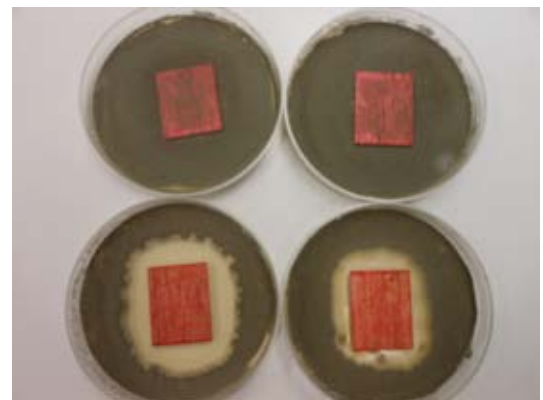
Eco Red micro lam beams & columns.



Bridgewater main house under construction.



Bridgewater office shop building under construction.



Laboratory mold testing utilizing ASTM D5590 criteria. The top row indicates wood substrates with no biocides added to the coating. The left side specimens represent normal moisture content wood or dry conditions. The right side specimens represent high moisture content and extreme wetting conditions. The specimens were put into an environmental chamber for four weeks at 30 degrees C and greater than 90% humidity. You can notice the top specimens grew mold on the cured film surface and the bottom specimens created a "Zone of Inhibition" around the specimen.

(Continued on page 18)

BRIDGEWATER HOME*(Continued from page 17)*

Eco Building Products' **Eco Red Shield™**, **Eco Blue Shield™** & **Eco Clear Shield™** technology is the ultimate in wood protection, preservation, and fire safety for wood building components - from joists, beams and paneling, to floors and ceilings. The company's revolutionary eco-friendly topical coatings are proven to protect lumber from mold, fungus, rot-decay, wood ingesting insects and termites with ECOB WoodSurfaceFilm™ and FRC™ technology (Fire Retardant Coating), which acts as a fire inhibitor.

Conby explained, "The Red Shield fire protection is something Eco has included because of the light gauge lumber we build with today. Eco fire protection is not for Commercial UL Specified jobs because we have not met that criteria by design. However, we have tested our ignition time, flame spread and smoke index using 3rd Party Accredited Fire Labs and we are much safer than raw lumber. If Eco Red Shield™ lumber can slow fire ignition; slow the spread time once the lumber catches on fire; and reduce the smoke produced by a fire, we can save lives. Eco Red Shield gives people who can afford it, extra protection over raw lumber."

Eco Red Shield™, Eco Blu Shield™ and Eco Clear Shield™ are applied to framing grade lumber and other wood products before construction to preserve the wood's structural qualities, while only adding an estimated \$1 per square foot to the cost.

"Red Shield is less than 1% of construction cost, and Blue Shield, which protects against mold, rot and insects, but does not include a fire retardant, is less than 1/2%" says Steve Conboy.

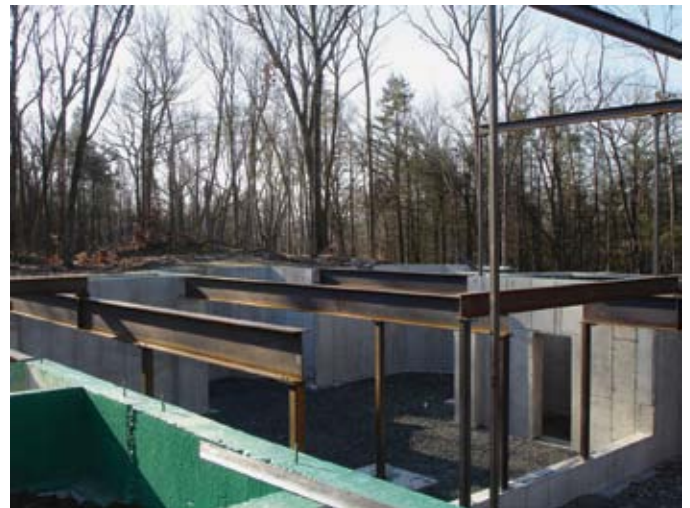
The company has also developed a distribution network for its products throughout North America and internationally. **Interstate/Lakeland Lumber is the exclusive Eco Red Shield distributor in Connecticut and Westchester County.** Interstate owner, Shelly Kahan has built a Eco Red Shield coating facility in Bethel and they delivered all of the Eco-Red Shield lumber and did some of the coating for the Bridgewater home.

Vets Explosives out of Torrington blasted approximately 7,000 cubic yards of rock/earth for the driveway, house and outbuilding. The rock was crushed and used for the driveway. ETI, Inc. in Cheshire, who provides both excavation and environmental remediation services, did all the excavating.

Nadeau Brothers in Berlin installed an incredible 46 tons of rebar in the 14" wide foundation walls which are 12 ft. high for both the home and the outbuilding. Patty and Greg checked all subcontractors with the Better Business Bureau, and there has never been one complaint about Nadeau Brothers in the 40 years they have been in business.

Foundation waterproofing is Rub-R-Wall from *Fairfield Waterproofing*. Available as a heat spray-applied (one component) foundation waterproofing for new residential and commercial construction, this product is used in environments where insulation board (additional R-Value) is required or extremely high water tables require drainage panels to be

incorporated for hydrostatic-head (water pressure) relief off of the walls. Rubber Poymer Corp. builds a "tack" (stickiness) into the product so that no mechanical fasteners that may damage or puncture the membrane are required to adhere the panels to the Rub-R-Wall.



"The panels are simply pressed against the membrane and the Rub-R-Wall 'grabs' the Styrofoam board to itself, so it dries as an integral part of the system", said owner, Doug Chester. Rub-R-Wall offers a Lifetime Limited Warranty on concrete and masonry waterproofing.

The home's roof shingles are a slate look alike composite from DaVinci Roofscapes and were supplied by Newcastle Building Supply installed by Trademarc Construction.



Bridgewater DaVinci roof.

(Continued on page 19)

BRIDGEWATER HOME

(Continued from page 18)



Bridgewater shop building ice & water shield.

The home with 4 car garage and office shop building with its 3 car garage were framed by RAM Builders, LLC of Cheshire, and the insulation is being installed by US Insulation. FF Hitchcock is the plumbing and HVAC subcontractor and they are installing Lennox systems.

Bender Showrooms is supplying the American made plumbing fixtures and fittings, including a Waterstone kitchen faucet and in the master bath, elegant Moen Weymouth collection cross handle faucets with porcelain inlays in an oil rubbed bronze finish, double oversized rectangular Kohler sinks and a windowed shower with Moen his and hers shower heads. The cabinetry is being custom made by Hallmark Woodworkers in Danbury, CT.

A real find - Texas craftsmanship imported to the Northeast

Texas Lightsmith is providing the reposes' copper range hood and hammered copper sink for the Bridgewater home.



Texas Lightsmith is a metal and glass design studio in Austin, Texas that turns out handcrafted kitchen range hoods, sinks and specialty lighting in copper, brass, bronze, nickel silver or custom stainless steel. Range hoods can cost as little as \$5,000 for a basic 36" copper hood with custom liner, fan and halogen lights to \$15,000 for a 60" hammered copper hood with nickel straps. The company recently completed a 168" range hood to cover three 48" cooktops. All hammering is done on site. Saffron Brown of Texas Lightsmith



spoke about the advantages and drawback of a "living finish" metal sink.

"The living finish has no sealant, so the metal can behave naturally," she explained. "Metal is antibacterial, and in fact, they are using copper to combat the spread of Mercer in hospitals. However, it does change color."

One client summed it up beautifully by saying, "I can't wait to get up in the morning to see what mood my sink is in."

(Continued on page 21)



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BRIDGEWATER HOME

(Continued from page 19)

Eco Building Products owner, Steve Conboy, has quite a history in the building business. He started out as a carpenter in Brooklyn, Local 940, New York, and in 35 years he and his team collectively have built 160,000 homes. Currently based in Vista, California, Steve thinks big. In June of this year, Conboy launched a national “*Hire A Vet*” program.

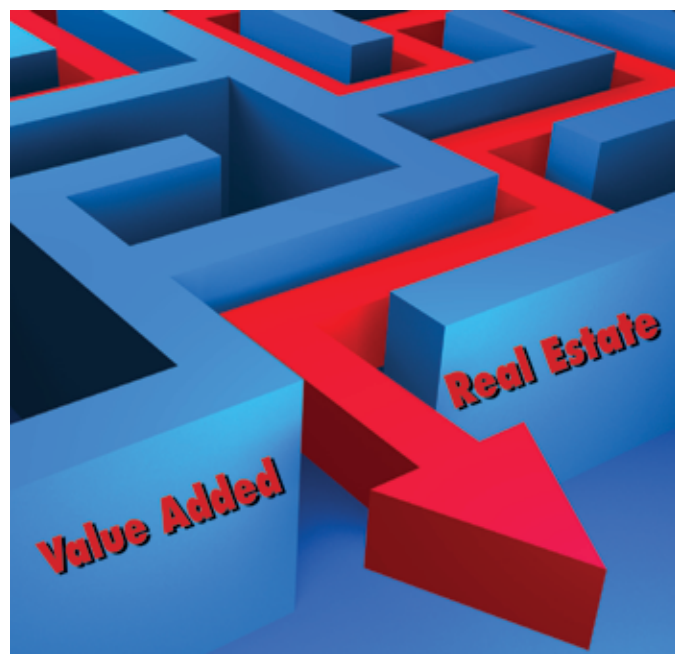
THE ‘HIRE A HERO, HIRE A VETERAN’ CAMPAIGN FROM ECO

The purpose of the *Hire a hero, Hire a Veteran* Campaign is to encourage America corporations and companies to move veterans to the front of the line when it concerns employment opportunities. These men and women have offered their lives to defend our welfare and protect our freedom. They have paid a tremendous price. Yet, the reality they face returning from active duty is a national disgrace. Their transition to the civilian workforce is the hardest work they will ever do. They are returning to a U.S. economy that offers fewer jobs since the Great Depression. Together, we can make a difference. Afforded the right opportunity, these men and women will flourish as team members in great companies across this country. They must know that we have not forgotten them.



Marine vets Nathaniel Bruce & Darryl Dickerson with Shelly Kahan of Interstate Lumber and Steve Conboy.

I am asking you to stand with me in this initiative. Eco Building Products, Inc has launched an online hiring platform designed to facilitate this process. We will post every job your company currently has available and encourage these heroes to apply. We will spotlight every company that joins us in this crusade. Through national media, local outlets and website presentation, you will display your allegiance to this great country and to its most honored citizens. We will not rest until we eliminate joblessness and homelessness among these American Veterans. It is not enough to know the right thing to do, we must take action. We ask for your support on their behalf just give them a shot at your job postings. Visit www.ecob.net.



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Congratulations to Uccello Development for their well deserved “Best Energy-Efficient Single Family Home” award. Nick Uccello’s innovative thinking and use of high quality products such as Andersen Windows led to his receiving this 2011 HOBI award. Country Lumber is proud to be his materials supplier.



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Retrofit Turns Energy-Guzzling Home into Energy Producer

Low Pressure Foam is Greener and Offers Savings in Time and Money

High Performance is not just for new construction! It's just as important to renovate existing homes, and enhance their performance with highly efficient insulation, HVAC equipment, air sealing, and energy-efficient windows.

Jim Mokriski is the Northeast territory manager for Comfort RX, a manufacturer of low pressure polyurethane spray foam. Jim used his own 30 year old home, a 2,122 sf Garrison Colonial in Madison CT, as a case study on how to turn an energy guzzler into an energy saver. Comfort Rx estimates that there are 85 million homes in the US that need Energy Retrofits.



The home was insulated with R-38 blown in fiberglass in walls, attic, rim joists and cantilevered floors and it registered 9.2 air changes in a blower door test.

To improve the home's energy efficiency, Beacon Spray Foam sprayed 2 inches of Comfort RX closed cell Handi-Foam® in the basement rim joists and cantilevered floors. Re-occupancy with Comfort Rx' Low Pressure Spray Foam is 1 hour as opposed to the 24-48 hour for high-pressure foams. The entire attic floor was sealed with 2" of closed cell foam, and blown in R-49 cellulose.



Foamed rim joist in basement.



Foam sprayed in cantilevered floor accessed by removing soffit.



Adding cellulose over foam in attic floor to meet prescribed R-value.

A new blower door test registered 5.7 ACH50 which was a **38% reduction in hourly air changes.**

"After the air seal was done, our house seemed a lot quieter and more structurally sound."

- Jim Mokriski, ComfortRX

The Comfort RXSM program features the essential air sealing product, low pressure spray polyurethane foam (SPF). Handi-Foam® SPF and the Magnum Heated Systems®.

Magnum is a heated foam delivery system with patented Handi-GunTM tool for optimum foam dispensing in various climate conditions. Additional products in the Comfort RX air seal package include baffles, caulks, mastics, fireproof can light covers and more.

(Continued on page 24)

RETROFIT

(Continued from page 23)



Tri State Air Nail is the Connecticut distributor for Comfort Rx and sells and services Beacon Spray Foam and other spray foam installers.

For contractors, there's a much smaller out of pocket commitment with Comfort RX and it's easy to get into the business. Two hundred have already taken the 4-5 hour training program in Connecticut under the state Weatherization Program.

Energy retrofits also provide big incentives to the homeowner, including an up to \$5,000 rebate offered by utility companies and up to \$10,000 interest free loan to the homeowner to do the energy retrofit. The list of incentives specific to Connecticut are listed at www.dsireusa.org, the *Database of State Incentives for Renewables & Efficiency*.



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How do your homes live? Women make 90% of the home decisions and a woman can never have enough closets or built-ins to de-clutter and de-stress her life. Are you anticipating what she wants even before she asks?

From a drop zone with mail slots and cubbies in the mud room to wire baskets in the pantry and laundry room, even the smallest of spaces can be turned into fully functional and beautiful home features that will simplify her life and make your home more appealing.

We put the “Finishing Touches” on new and remodeled homes Those touches include our custom designed master and walk-in closets with melamine and wood shelving, drawers and baskets; garage cabinets with slat wall and accessories, and even guaranteed poly-resin garage floor coatings.

- Joni Park,
Liberty Closet and Garage Company

Your Dad's garage never looked like this.

Traditionally, the garage is one of the most difficult spaces to organize. **Liberty Closet & Garage** makes it easy by offering a wide array of attractive and functional cabinets. They use slatwall and overhead storage to further customize your garage to accommodate everything from tools, lawn and garden supplies to sports gear. Then they top it off with a choice of poly-resin floor coatings, which are beautiful, durable and so easy to clean.



Liberty can turn your laundry room into a home command center by creating counter space to fold clothes or work on crafts; then, accent your space with upper cabinets and accessories, and the transformation is complete. **Liberty Closet & Garage** will also design the right shelving, pull out drawers

and storage for pantries; home office organizers that fit in a small nook, or fill an entire room; and sophisticated storage units that offer a place for everything in mudrooms.



Liberty Closet & Garage Company specializes in solving the problem of organizing storage space in either a new or old home to make the lives of a builder or remodeler's clients as simple, stress free and enjoyable as possible, and doing it within their budget.

(Continued on page 27)

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GET ORGANIZED*(Continued from page 25)*

However, Liberty owner, Tony Sigillito, has a unique and amazing avocation.

Shortly after the 9-11 attack that brought down the Twin Towers, Tony's childhood friend, Andy Pujol, enlisted him in founding **Building Homes for Heroes**, an organization solely devoted to giving permanently disabled soldiers a new life.

"These soldiers come back, and they're hurting. They have sacrificed it all. To know we can do something ... to give them some dignity – it's wonderful. It's my passion."

-Tony Sigillito, Liberty Closet & Garage Company

Over the last four years, the organization has built nine homes for soldiers and their families across the United States. This year, **Building Homes for Heroes** will build five or six more homes, including the first in Connecticut. United States Marine Cpl. Greg Caron, 26, was selected for the home to be built in his hometown of Ellington. Caron lost both legs below the knee and suffered a severely damaged right arm, as well as shrapnel wounds, three months after he was deployed to Afghanistan.

"It's a dream come true," said Greg Caron. "It will help us to get off to a fresh start."

(Connecticut Builder will feature Marine Cpl. Caron's completed new home in an upcoming issue.)

Sound Beach Partners' Doran Sabag and Jim Hoffman's custom home clients see their closet-rooms as bastions of privacy and efficiency. Shoe shelves, boot hangers, spiral racks, built-in drawers and jewelry compartments - the custom closets of today are designed to give everything its place.



Sound Beach Partners won Best Custom Home HOBI Award for this Riverside home with his and her dressing rooms by Sound Beach Partners.

I believe that organized space is the ingredient most sought after by prospective home buyers, today. Builders are just beginning to 'GET' how important good closet/storage space is to the 'sale-ability' of a house – And not just empty spaces but well designed and outfitted spaces!

- Cindy Bernier, CT Closet & Shelf

After 25 years of finding storage solutions for homeowners and builders alike, Cindy Bernier has seen it all! **Connecticut Closet & Shelf** are storage design specialists who design, build and install affordable units to suit a wide range of styles and budgets -- from very modern, to very traditional. They also supply the latest and greatest storage racks and accessories on the market today.



Cindy has a PDF of '**Builder Guidelines for Closets**' that she will e-mail a builder or remodeler at cindy@ctcloset.com.

(Continued on page 28)

GET ORGANIZED

(Continued from page 27)

This exquisite dressing room by Royal Closet of Norwalk illustrates the strong and continuing trend to 'hang out in your closet'. What was a cubby hole with a shelf and rod in the 1960's has achieved room like status with specialized storage, fancy lighting and even flat-screen TVs. Also referred to as "boutique" closets, or "dressing rooms", they have cushy seating that make them feel like a place to hang-out or at least start and end the day in peaceful luxury.

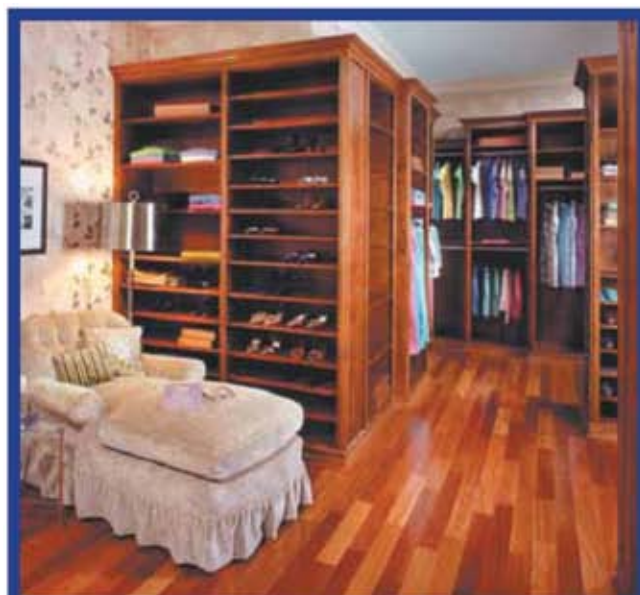


Royal Closet dressing room.



Royal Closet installed this master bedroom closet for Don Miro, Miro Builders in Westport using Shaker style wood painted white built-ins with brass pulls and ice blue walls by Miro.

Royal Closet in Norwalk, CT has seen an increase in room sized closet remodeling projects over the last couple of years. The walk-in closet is at the top of every woman's wish list – whether buying a new home or remodeling their existing one - and at 50 sf or 350 sf - the bigger and more luxurious it is, the more they want it! Royal Closet's state-of-the-art manufacturing facilities in Norwalk, allow them to keep **quality high** and **prices low**!



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Outdoor Living Plays Bigger Role in Selling New Homes and Remodeling Existing Homes

Next to energy efficiency, perhaps no other market trend is changing the landscape of new-home design more than outdoor living. Outdoor living has grown in importance as homeowners look to maximize living and entertainment space without dramatically impacting overall costs, and builders have taken notice.

Nick Ucello is building an outdoor room off his 4,400 sf shingle style custom home at his golf course community, *Fox Hopyard*. Designed by Kemper Associates, the room has a 22'X16' open porch overlooking a pool and the 12th tee of the golf course (see photos below). The interior features a beaded fir cathedral ceiling with six skylights, a bluestone floor, LED lighting hidden in the crown molding, and a Rumsford fireplace. The room will be finished in a natural stone veneer. All lumber, molding, beaded fir for the ceiling and Anderson 400 Series windows and patio doors were supplied by Country Lumber in Cheshire.

"Nick's innovative thinking and use of high quality building products makes us proud to be his materials supplier," said Steve Altieri of Country Lumber.



According to a recent survey by *Professional Builder* magazine, many builders are offering a full line of outdoor living options, from traditional features like decks, landscaping, and fully sodded lawns to contemporary options like outdoor fireplaces, fire pits, and kitchens. Some builders are even using the trend as an incentive to get potential buyers in the door, offering free upgrades like brick-paver patios, screened-in porches, and outdoor kitchens to entice buyers.

Food just tastes better when you cook it outdoors!

Our selling season for outdoor products has expanded from three or four months to 9 or 10 months. This year, we started selling grills in February.

- Doug DuPont, CT Appliance & Fireplaces (CAFD)

CAFD won a 2011 HOBI Award for their outdoor living showroom in Southington, which showcases built-in Lynx, Viking and GE Monogram built-in kitchens with glare free outdoor TV and they have supplied Connecticut builders and their clients with some spectacular outdoor rooms featuring fire pits, surround sound and outdoor heaters.

The favorite room in the house has moved outdoors

Connecticut builders are adding decks, sleeping porches and balconies off as many living areas as possible.



John Klein of Pembroke Caledon won a HOBI for Best Outdoor Environment.

(Continued on page 31)

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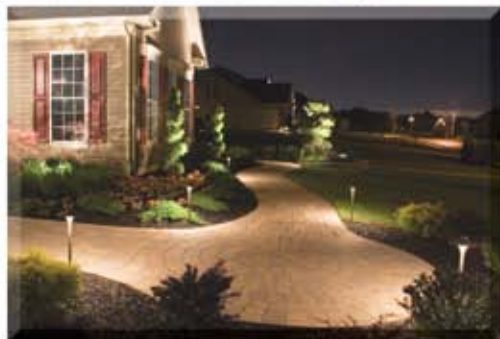
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OUTDOOR LIVING

(Continued from page 29)

*Hemingway Construction custom home in Southport.*

When asked to select their top three best-selling outdoor living features, the largest number of builders identified decks, outdoor fireplace/fire pits and landscaping, followed by screened-in porches, stone/brick patios, and exterior lighting. More than one in three respondents said decks are a major seller, while 29 percent cited outdoor fireplace/fire pits. Surprisingly, more than 16 percent said fully equipped outdoor kitchens were a best-seller — a luxury item traditionally seen in only the highest end of the housing market.

Outdoor space is cheaper to build than enclosed space, and it increases the livable area of the home in my clients' eyes at a lower cost per square foot without posing zoning issues.

- Rob Michaud

BEST SELLING OUTDOOR LIVING FEATURES FOR BUILDERS

1. Deck
2. Outdoor fireplace/ fire pit
3. Landscaping
4. Screened Porch
5. Porch
6. Stone/brick patio
7. Exterior Lighting
8. Outdoor Kitchen (with appliances)
9. Fenced back yard
10. Fully sodded lawn

One reason for the growth in outdoor kitchens, said one survey respondent, is the emergence of outdoor-specific appliances and systems for kitchens and entertainment areas. "Just a few years back, appliances and electronics designated for outdoor living areas were really made for interior applications and were not very effective," said one builder. "Now manufacturers are making useable products for the outdoor environment, such as TVs with glare-free screens."

What are builders offering as standard?

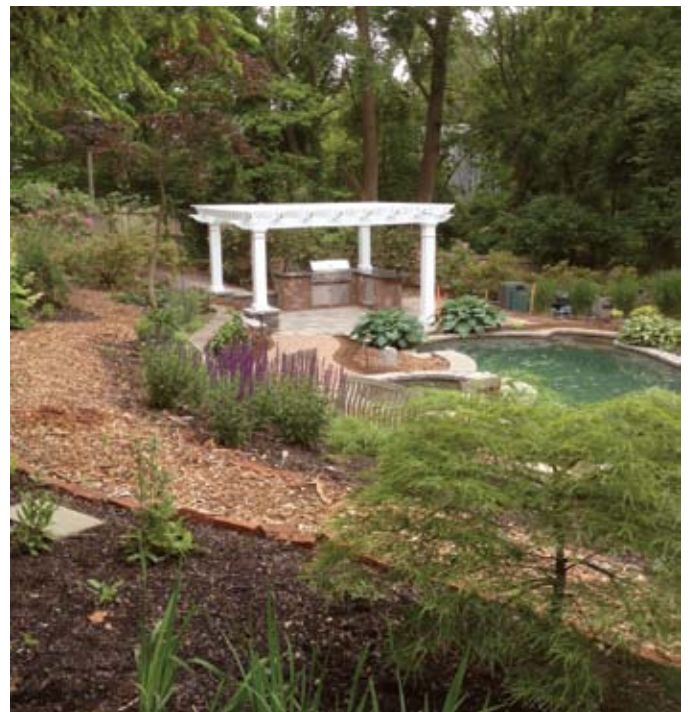
Landscaping, decks, exterior lighting, and fully sodded lawns top the list of outdoor living features that are included in the base price of a new home, according to survey respondents. Almost half of builders said they offer landscaping as a standard feature with their new homes, while about a third said they provide features like decks, exterior lighting, and fully sodded lawns in the base price. Fenced backyards, sliding/folding patio doors, and stone/brick patios were also frequently cited by survey respondents.

STANDARD OUTDOOR LIVING FEATURES

1. Landscaping
2. Deck
3. Exterior Lighting
4. Fully sodded lawn
5. Porch
6. Fenced back yard
7. Patio Doors
8. Stone/brick patio
9. Audi video system
10. Seating/Dining area

It's interesting to note that builders are **not offering** as standard either an **outdoor fire pit** or fireplace or an **outdoor kitchen**, even though those two items are #2 and #8 on the most "must have" outdoor living features desired by homebuyers and homeowners.

Remodeling clients are also focusing their time and money on the "outdoor living" room and landscape architects have jumped on the bandwagon with a major outdoor living event to be held by the *CT Association of Landscape Architects* in Southport on August 9th called **The Outdoor Great Room**.

*New England Silica outdoor room with pool.*

(Continued on page 32)

OUTDOOR LIVING*(Continued from page 31)*

New England Silica, based in South Windsor, a leader in the hardscape industry, has expanded their inventory to include water features, fireplaces, pizza ovens and built-in kitchens and low voltage landscape lighting, as well as ever hardscape product you can imagine from interlocking pavers concrete pavers to granite, bluestone and flagging (see photos).

New research indicates that good landscape design can add up to 20% to home value.



“Concrete pavers are very popular because they offer numerous styles and colors and stand up to the harsh New England weather, says Brian Bellody, Sales Manager at New England Silica. “Homeowners are definitely investing their money into these outdoor rooms. With the housing market still a little slow, they have decided to stay in their house and enjoy it, rather than try to sell. I would say approximately 75% of the patio projects we deliver, include at least a fire pit. Not only do fire pits enhance a homeowner’s outdoor enjoyment, they add value to their homes.”

(Continued on page 33)

ASLA CONNECTICUT LA/CES

THE OUTDOOR GREAT ROOM

A CTASLA EVENT

CONTINUING EDUCATION PROGRAM AND EXPO

LOCATION: PEQUOT LIBRARY IN SOUTHPORT, CT

TIME: AUGUST 9TH, 2012 9AM TO 5PM

PROGRAM SCHEDULE:

- OUTDOOR GREAT ROOM DESIGN
- THE OUTDOOR KITCHEN
- THE OUTDOOR MEDIA CENTER
- THE OUTDOOR FIRE FEATURE
- DESIGN DISCUSSION PANEL

BREAKFAST AND LUNCH PROVIDED

PRODUCT EXPO ON THE LAWN

FOR MORE INFORMATION, UPDATES, AND TO REGISTER FOR THE PROGRAM PLEASE VISIT:

WWW.CTASLA.ORG

OUTDOOR LIVING

(Continued from page 32)

Bahler Brothers in South Windsor specialize in the installation of pavers and walls in outdoor great rooms, patios, walkways and driveways and the options are limitless.

Fire up homebuyer passion with the ultimate outdoor kitchen
Kalamazoo builds the *ultimate* suite of outdoor kitchen equipment, including hybrid grills, weather tight kitchen cabinetry, highest quality refrigeration and its Artisan pizza oven.



Klaff's is now the exclusive Fairfield County supplier of luxury brand **Kalamazoo Outdoor Gourmet Kitchens**. Joe Passero attended an exclusive event at the Delamar Hotel On June 16th which was sponsored by *Worth* and *Luxe Magazines*. Klaff's



displayed the Kalamazoo Artisan Fire Pizza Oven and grill (see Kalamazoo outdoor kitchens on this page).



The Artisan Fire Pizza Oven from Kalamazoo Outdoor Gourmet gives the power and heat of traditional wood-fired pizza ovens in a small, stainless steel package. The dual-burner countertop outdoor unit provides the

ideal cooking temperature for pizzas (800 F degrees) in as little as 20 minutes. Independently-controlled burners give outdoor cooks the ability to tailor the oven's heat and bake any style of pizza, calzones, and artisanal breads.

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BUILDER NEWS

The Fog Lifts

As the housing recession subsides, builders take stock of what changes they've made and what still needs to be done.

It's been a fight for survival, where there's no such thing as 'too big to fail. And nowhere have builders' preconceptions been knocked for a loop more than in the shifting inclinations of customers toward *purchasing a home, the price they are willing to pay, and what they expect that house to include*. There's more focus on customers, and housing is more than ever psychologically driven. Everything we do needs to be of *value* to the customer.

Meeting Buyers Half Way

For some builders, that's meant taking the mountain to Mohammed. In other words, sending their messages to where buyers prefer to congregate – on Facebook. In an effort to enhance the buying experience, **Jim Blansfield, Blansfield Builders** in Danbury has equipped his supers and project managers with iPads to take pictures of homes under construction. Another builder posts field photos the same day on his homebuyer's or custom client's Facebook pages, so the homeowners don't have to go out to the jobsite as often, but also "to take advantage of the Facebook experience. After all, the average Facebook user has 230 friends.

To win over prospects, **Rob and Marc Michaud** attempt to convey greater empathy for customers' needs. They believe that buying a home is always "a life changing experience," which is why one of his company's post-sale survey questions asks, "*How much fun did you have?*"

Warren Buffett on CNBC: I'd Buy Up 'A Couple Hundred Thousand' Single-Family Homes If I Could

Warren Buffett says that along with equities, single-family homes are a very attractive investment right now. If held for a long period of time and purchased at low rates, Buffett says houses are even better than stocks. He advises buyers to take out a 30-year mortgage.

Affordable Housing Back in Play

This was the headline in a June 10th article in the *New York Times* by Lisa Prevost. This is an excerpt from that article.

The first development to be built in a state-approved incentive housing zone held a Grand Opening party on June 13th in Old Saybrook. Called *Ferry Crossing*, it consists of 16 single-family town houses built on land donated by the town. *Ferry Crossing*

has a three-tiered rent structure adjusted for households earning 25, 50 and 80 percent of the area median income (currently \$98,600 for a family of four). All 16 town homes are rented.



Photo by Christopher Capozziello.

"We had over 200 families that requested an application," said Tony Lyons, the president of the Hope Partnership, the nonprofit organization that partnered with the town on the project. "At the end of the day, we had almost 60 qualified applicants."

Under the HOME program, towns are eligible for grants of up to \$2,000 per unit once they adopt the housing zone regulations. Towns are also eligible for grants of up to \$5,000 per unit for each building permit issued. Old Saybrook decided to move ahead without any guarantee that those incentives would materialize — "no one is really counting on it," Mr. Lyons said. The same is true in Branford, which just adopted incentive housing zone regulations and has submitted them for state approval.

"We're cognizant of the troubles the state has," said Richard Stoecker, Branford's assistant planner, "and in the past there have been housing programs that start up and sputter away. But we realize that there need to be some opportunities for attracting people in the affordable range, and we have some infill areas with underutilized buildings where this development might work."

Simsbury, too, is considering taking part, and has identified three sites for possible redevelopment as incentive housing zones. The town's planning and zoning commission is focused on the need for entry-level housing, especially for local workers, and is not even factoring in financial incentives, said Hiram Peck, the director of planning.

In order to qualify for the incentive program, towns must meet two conditions. At least 20 percent of the housing in an incentive zone must be affordable to households earning no more than 80 percent of the area's median income. The housing zone must also allow for a density of 6 single-family, 10 duplex or 20 multifamily units per acre.



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T&M Building Company Celebrates 50th Anniversary

T & M announced a **50 Day Sale** celebrating their **50th anniversary**. People who signed contracts to purchase a new T & M home between April 1, 2012 and May 20, 2012 will be entitled to receive the following items at the closing of their home: a 50" television, a 50 month warranty and a 50% discount on granite vanity tops.



Lily & Alysia Tempkin help Greg Ugalde cut cake.

Special anniversary cake cutting celebrations were held on April 1 at Schoolhouse Landing in East Granby and Bloomfield Ridge.

T&M Takes Advantage of the Multi-Gen Trend with a New Multi-Gen Home Series

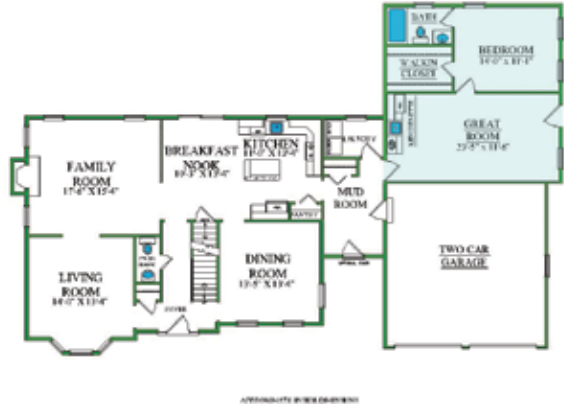
T&M's consumer friendly website poses all the right questions to promote its new Multi-gen addition and multi-gen home series. *Would your parents like to live near you in their own quarters? Would your 25 year old like a place of their own right next to your?*



1st floor plan of the multi-gen Monroe

The Multi-Gen Addition

T & M offers a multi-gen addition option that allows multiple generations to live under one roof! This addition is off the mudroom of the main house and includes a separate exterior door, a large great room with kitchenette, a full bath, a bedroom and a walk-in closet.



MARKET NEWS

PECOY HOMES has sold 3 homes at Fairway Ridge, their 20 lot single family community adjacent to the *Golf Club of Avon*.

BRAD RUSSELL, TOLL BROTHERS

In mid June, six weeks after model opening, Brad has written 14 Contracts at their newest single family community, *Weatherstone* in Avon. Toll purchased 24 lots from Tom Francoline and Jeff Sard, and they have an option on another 26 lots. Located atop Huckleberry Hill with more than 280 acres of open space and walking trails, *Weatherstone of Avon* features 1+/- acre home sites. They are offering with 30 unique exterior choices including brick and stone, and gourmet kitchens with **Kitchen Aid® appliances and granite countertops at no additional cost** (see photo page 39).



Weatherstone of Avon model home.

(Continued on page 39)

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TOLL BROTHERS

(Continued from page 37)



Weatherstone Kitchen/FR.

WEATHERSTONE DESIGN YOUR OWN HOME

First Floor

- 3 Car Garage Side Entry
- Wet Bar
- Garage Storage Front or Side
- Guest 1st Floor Suite With Bath
- Expanded Family Room
- Greenhouse
- Palm Beach Sun Room Addition
- Guest Room or Guest Retreat
- Conservatory Elite Addition
- Bedroom Vs. Study
- Walk-Out Bay DR or LRm
- Oak Curved Main Stairs
- Solarium
- Atrium Elite Addition
- Screened-In Porch
- Culinary Kitchen
- Palladian kitchen
- Greenhouse with patio Door
- Designer Fireplace
- Two Story Family Room

Second Floor

- Walk-up Attic Storage
- Third Floor Walk-Up Space
- Bonus room (over garage)
- Fifth Bedroom
- Grand Master Suite
- Alternate 2nd floor layout
- Playroom
- Den vs. Bedroom 2
- Coffered Ceiling MBR
- Curved Oak Staircase
- Open Beamed Ceiling
- Private Toilet Area
- Additional Bath

Attic

- Walk-up attic
- Walk-up space
- Additional bath in walk-up space

TOLL BROS. ACQUIRES 'WOODS AT NEWTOWN'

Toll Brothers Inc. has acquired the Fairfield County active adult housing development, *The Woods at Newtown* and has rebranded it *Newtown Woods*. Located off I-84, on Mt. Pleasant Road/Route 25, between exits 8 and 9, the community will eventually total 178, two-bedroom dwellings priced in the low \$300s, and feature a 5,000 square-foot clubhouse with a fitness center, a yoga studio, locker rooms, saunas, a billiard room with bar, a catering kitchen, an art studio and classroom, a swimming pool with sundeck, and bocce courts. While Newtown's models are being built, Toll will operate from an existing sales center at 176 Mt. Pleasant Road. Regional builder Kohl Partners originally broke ground for *The Woods at Newtown* in 2008. Principal Leonard Kohl died in 2010.

HOBI Winning Mixed Use Saugatuck Center Begins Phase II in Westport

Having won 2011 HOBI Awards for *Best Mixed Use Development* and *Best Luxury Rental Unit*, Hamilton Development has broken ground on Phase II of *Saugatuck Center*, which will add 4,000 square feet of retail space and 21 apartments across the street from the Tide and Marsh buildings.

Saugatuck Center's first phase is situated on a one-acre lot between the street and the river. The Tide and Marsh waterside buildings house 4,000 square feet of retail space facing the street, 5,000 square feet of state-of-the-art waterfront office space, and six luxury rental units on the second floor. The richly detailed one and two bedroom rental apartments range in price from \$3,500 to \$5,500 per month. Designed by Norwalk-based Beinfeld Architecture PC & architect Philip H. Cerrone, AIA, the Tide and Marsh buildings were completed in May 2011 and are fully leased. Retail tenants include Downunder Kayaking and Paddleboarding, Craft Butchery and The Whelk seafood restaurant by Le Farm chef-owner Bill Taibe and Massimo Tullio, co-owner of the Fat Cat Pie Company pizzeria in Norwalk (see photo of The Whelk on page 41).



(Continued on page 41)



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IMAGINE THE POSSIBILITIES

SAUGATUCK CENTER

(Continued from page 39)



Massimo Tullio and Bill Taibe at The Whelk.

"We were truly honored by the industry recognition of our 2011 HOBI Award," says Sam Gault of Hamilton Development, the real estate arm of Gault Energy and Stone. "**Saugatuck Center** is the collaborative work of many skilled craftsman, architects and builders who embraced my family's vision of reclaiming this beautiful piece of waterfront property for the enjoyment of the entire community. It has been exciting to see this part of the river transform into the bustling village it once was."

Recognized as a hallmark of smart growth, **Saugatuck Center** has become a role model for small-scale, well-balanced, pedestrian-friendly neighborhoods where people can shop, dine, work and live. Once a commercial storage area for home heating oil, building materials and sand, the riverfront property now features a public walking trail along the water's edge, a rain garden, and such waterfront amenities as 20 boat slips and visitor docking, giving residents and visitors access to this historic part of the river for the first time in decades.

RMS Companies Launches RMS Residential with a Night of Italian Design

In February 2012, RMS Companies launched **RMS RESIDENTIAL**, a division focused solely on high-end custom and spec homes, additions and renovations. RMS Residential recently hosted a "Night of Italian Design" featuring exclusive products from Europe displayed at Mis en Scene, a high end home design store and commercial design center in Greenwich. Over 100 guests attended to see exclusive products debuting and sold at Mis En Scene and to meet the designers and owners and network with architects and designers from Southern Fairfield and Westchester County.

RMS Companies, a full service construction and development firm, was founded in 1995 by Randy Salvatore.



Claire & Randy Salvatore with Mis En Scene owner, Claire Maestroni.

Lillian August Holds 2nd Masterful Plan Event

During the last weekend of April, HBA member builders Hobbs Inc., Karp Associates and RMS Companies joined architects Austin, Patterson Disston, Gardiner Larson, JMKA Architecture, Nina Cuccio Peck Architecture, Robert Dean Architects and Shope Reno Wharton Architects, for an exhibition of their work and educational seminars for the public at the Lillian August flagship showroom in Norwalk. *New England Home Connecticut Magazine* sponsored the event.



Lillian August Business Development Director Kim Cavalier with Director of Stores, Rhonda Eleish.

(Continued on page 42)

LILLIAN AUGUST

(Continued from page 41)



Builder Arnold Karp exhibiting at Lillian August.



Architects Bryan Gardiner & Judith Larson at Lillian August.

MARKET ROUND-UP

LIZ VERNA, VERNA BUILDERS

Liz and Gerald Verna are building a 9 lot single family subdivision in Cheshire, which was approved in late February, and they have an option on 25 additional lots.

CHRIS NELSON, NELSON CONSTRUCTION INC. AND LANDWORKS DEVELOPMENT

Chris Nelson and Ron Janeczko are developing the Grist Mill in Simsbury as a mixed use development called *The Mill at Hop Brook*. The former mill tavern is being gutted and converted into a new restaurant is being converted to a restaurant which will be run by Connecticut celebrity chef, Tyler Anderson from Ivoryton's The Copper Beech Inn. Construction is also underway on 88 new luxury apartments which will be known as *Mill Commons*. The third tier of the development will include 20 tri-level townhouses and space for a second office of Landworks Realty (see site plan at top of column 2).



MARIO DiGIOIA, DONMAR DEVELOPMENT

Mario and Donna DiGioia withdrew their proposal to create an incentive housing zone on a 15 acre parcel on Middletown Avenue in North Haven after abutting property owners staunchly opposed both density and the inclusion of affordable housing. Mario is now proposing new zoning regs that allow for "housing opportunity zones" with reduced density of 4.5 upa and no provision for affordable housing.

ERIC SANTINI, SANTINI HOMES

Eric says the rental market was up in January, February and March, but tailed off in April & May. There's no turnover. Everyone is staying put.

BILL FERRIGNO, SUNLIGHT CONSTRUCTION

Underwriting mortgages is a real problem, especially for self-employed buyers. An audit and 3rd party review was required for a recent Sunlight buyer, who was putting 30% down on a \$520,000 mortgage.

STEVE TEMKIN, T&M BUILDING COMPANY

On June 15th, we had our first closing for Cromwell Woods and we have seven more under contract. On June 21st, we had the groundbreaking at *Simsbury Estates*, a 12 lot single family enclave with homes ranging from 2,044- 3,058sf and prices in the \$400,000's to \$600,000's . . . I am very happy with this web site methodology where you get a domain name for a project and viewers are redirected to a page within the main web site, in this case www.tandm.com/simsbury.htm. Outside of the annual cost of the domain name, there is no additional monthly cost.

In Simsbury, we will have a base series, a grand series and a grand plus series. The grand will have a larger second floor and a back staircase. The grand plus will have a third car garage and an even larger second floor. Plus the grand series will have additional standard features such as 9 foot first floor ceilings and the grand plus will have even more standard features such as a tray ceiling in the master bedroom. This way, buyers of the Grand Plus with a higher list price won't need to feel the sticker shock of adding perhaps \$80,000 in options to the base house. We are hopeful that the higher priced homes on the price list will encourage higher price customers (see Simsbury Estate groundbreaking photo page 43).

(Continued on page 43)

STEVE TEMKIN

(Continued from page 42)



L-R Mike Girard, President Simscroft-Echo Farms, Charity Folk, Executive Director of the Simsbury Chamber of Commerce, Greg Ugalde, President T&M, Simsbury First Selectman Mary Glassman and Steve Temkin, T&M Building Company. Photo courtesy of Henry Rozewski, Progress Lighting rep and HBRA of CT Treasurer.

TERENCE BEATY, PRUDENTIAL CT REALTY

Effective April 11, 2012, **Prudential Connecticut Realty** became part of the **HomeServices of America, Inc.**™ network of companies. HomeServices, a Berkshire Hathaway affiliate, is the second largest, full service independent residential real estate brokerage firm in the United States and the largest provider of integrated real estate services, with over 16,000 agents in 20

markets across the country. They are a strong and successful company with a culture of integrity and a long-term investment philosophy. More information about HomeServices and their network of companies can be found at www.homeservices.com.

What this means for you is the best of all worlds: the same great service from the local company you trust, with the same name, now backed by the strong ownership of HomeServices.



Economists Focus on Local Economic Benefits of Remodeling

In recognition of **National Home Remodeling Month** this May, NAHB's economists focused a recent entry in their **Eye on Housing blog** on the subject of the economic benefits of remodeling activity in local communities. **According to NAHB estimates**, for typical remodeling projects, every \$10 million of remodeling activity in an area generates:

- 78 local jobs
- \$6.9 million in local wage and business income
- \$577,000 in taxes and fees for local governments

The ongoing effects include an additional \$100,000 in residential property tax revenue for local jurisdictions through the improved value of homes. To arrive upon these numbers, NAHB has developed a model that estimates the economic effects of various kinds of home building. The model captures the effect of the construction activity itself, the ripple impact that occurs when income earned from construction activity is spent and recycles in the local economy, and the ongoing impacts that come from building or improving homes in a local area. The impacts noted above are "local" in that they measure the benefits that accrue to individuals, businesses and governments in a given area. National economic impacts would include larger business benefits by, for example, estimating the manufacturing effects, but would also have lower ongoing impacts.

The bottom line, however, is that - not unlike home building - remodeling activity is a serious job generator of the kind that many local communities sorely need right now. **Contact: Elliot Eisenberg (800-368-5242 x8398).**

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How low can these new homes go?

Six builders are going head-to-head in the *new* 2011-12 Zero Energy Challenge to show Connecticut that building a super high efficiency home is achievable today.

Homes that consume almost no energy. Homes that produce energy on-site. Homes with cleaner air. Advanced designs and integrated systems that are changing the way we think about residential new construction. That's what this Challenge is all about.

This December, one home will be awarded the grand prize based on the lowest combined score of four categories on which the homes are being judged. See the website for details. Additional cash prizes will be awarded to the top home in each of the five categories. Zero Energy Challenge winners walk away with prizes and the bragging rights that go along with being one of Connecticut's most forward thinking homes.

The Connecticut Zero Energy Challenge is a showcase for the Energy Efficiency Fund's Residential New Construction program. All new homes in the Challenge are also participating in the program and will receive incentives for various building components including the ENERGY STAR® Home Certification, high-performance insulation, and geothermal equipment. Thinking about building a new home in Connecticut? Get with the program and build for tomorrow.

The *new* 2011/2012 Connecticut Zero Energy Challenge is now underway and you can follow their progress online at: ctzeroenergychallenge.com



Participants Include:

- Appropriate Designs
- BPC Green Builders (2 projects)
- Lehto Design/Build (2 projects)
- Jeffrey & Caroline Murray
- Preferred Builders
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BUSINESS PRODUCT NEWS

Sanford & Hawley Pig Roast Is Hit at June Contractor Night

Well over 200 builders and remodelers attended the annual Sanford & Hawley Contractor Night on June 1st. For the second year in a row, S&H had a pig roast which was just as popular this year.

Vendors were impressed with the number of builders looking for solutions to problems and how to install products correctly.

- Frank Sanford



New products from Huber and Lifespan

Frank reported that Huber's ZIP System is going to a **combo panel** that can be used for both roof and wall sheathing. And soon to be released is **R-Sheathing** with Zip face and ½" foam insulation behind it.

According to Frank, "At R-6, the R-Sheathing is a great application for thermal bridging with less labor costs; it meets Energy Star requirements; and DOW has exited that market."

Another exciting new product debuted at Contractor Night. **Lifespan** solid organically pressure treated board is not finger jointed. It's a treated pine substrate, so it won't rot, and S&H stocks it in 12ft and 16ft lengths for less waste.

Hocon Propane Celebrates its 60th Anniversary

This innovative company has taken a comprehensive approach to home energy

In honor of the 60th year in business for Hocon Propane, *Connecticut Builder* publisher, Joanne Carroll, spoke with Hocon owner and visionary, David Gable, and Hocon Vice president, Frank Loyot about how far the company has come in the last 60 years. As past president of the *New England Propane Gas Association*, David is a leader in his industry and heavily involved in the issues it faces.

He spoke about the **Propane Energy Pod** for new construction that treats a home's five key areas of energy use — space heating, water heating, cooking, fireplaces, and clothes drying — as parts of a whole-home energy package.

According to PERC, just as an unbroken thermal envelope is essential to maintaining a home's comfortable indoor climate, the **Propane Energy Pod's** five-in-one method creates a combined effect that benefits the entire home. Propane Energy Pod homes achieve measurable energy and carbon savings over those built with standard systems.

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	PROPANE ENERGY POD	STANDARD HOME
Annual Energy Cost	\$5,802	\$6,053
Average HERS Index	67	86
Annual CO2 Emissions	11.8 metric tons	14.9 metric tons

The Propane Energy Pod solution is a comprehensive approach to home energy that maximizes efficiency, performance, comfort, and carbon reduction.

In keeping with the **Propane Energy Pod** approach to energy, Hocon is a full service propane company and can provide gas for all five key areas in a new or remodeled home. Hocon Propane has grown to serve a current 35,000 customers in Connecticut and New York, and with 30 delivery trucks and 350,000 gallons of propane, Hocon is the largest stocking distributor of propane storage tanks in the region. The company supplies and installs above ground and underground propane tanks, in home propane furnaces, generators and water heaters, as well as pool and patio heaters, outdoor grills, stoves and fireplaces.

(Continued on page 47)

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APEX
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HOCON PROPANE*(Continued from page 45)*

Hocon Hearth House offers a full line of quality hearth products in working showrooms throughout Connecticut, and Hocon sells five different fuels - gas, wood, pellet, coal and electric for its hearth products. Their newest addition, **Hocon Power**, offers discount residential and commercial electricity plans through Discount Power.

In addition to the original Norwalk showroom, Hocon has expanded its operations across the state with showrooms in Guilford, Waterbury, Torrington, and Danbury. Hocon's 3,000 sf Danbury showroom includes an enormous outdoor deck outfitted with patio furniture, a fire pit and an outdoor kitchen.

*Hocon Danbury Showroom**Hocon Torrington Showroom*

Hocon even provides a full range of landscape and property maintenance services through their subsidiary, **Tarantino Landscapes**. Builders can call on Tarantino Landscapes for new lawn and planting installations, stone walls, retaining walls and terraces, as well as pool patios, outdoor stone ovens, Belgian Block paving, aprons and curbing, gravel driveways and deer fencing.

APEX Ultrex Fiberglass Siding Makes All Other Siding Obsolete

Miner's Inc. is stocking this revolutionary new siding product

Eric Miner told us about a ground-breaking new siding product from Apex, which Miner's is selling in their Canton yard. Strong, durable, beautiful, sustainable - APEX is an innovative new siding system that improves upon virtually every single critical area of siding and trim performance and aesthetics, and Miner's Inc is a preferred dealer.

APEX Siding System outperforms vinyl, wood, steel and fiber cement sidings

The secret is Ultrex® — a patented material pioneered by Marvin® that has proven its superior performance in exterior building applications for almost two decades. Ultrex® delivers unrivaled strength and moisture-resistance and gives your home a clean, distinguished look that will sustain its beauty year after year.

One interesting element of this product is that it is a bevel profile siding that provides an authentic wood bevel look out of a non wood product.

- Eric Miner

The look of freshly painted wood without the upkeep

For many homeowners, how their siding looks on their home matters above everything else. With its clean lines, tight seams, true color and professional finish, APEX is sure to separate your home from every other home on the block. Because APEX Siding System's acrylic finish is incorporated directly into the material, the color is more consistent, durable and has the authentic, finished appearance of freshly painted wood - without the costly and time-consuming hassle of wood's upkeep. Plus, the acrylic finish is four times thicker than factory-applied paint, so it resists chipping, splintering and breaking, and never requires repainting.



(Continued on page 48)

APEX*(Continued from page 47)***No Moisture. No Mold. No Rot - *That's not too much to ask of your siding***

One of the cornerstones of the APEX Siding System is the innovative water management system. The effectiveness of this system is the result of two layers of protection: the APEX siding itself, which is inherently resistant to water, and a continuous natural drainage plane. Factory applied clips hold siding away from the weather barrier, creating the natural evaporation and drainage plain where air is free to circulate. In the event water gets behind the siding, the moisture barrier prevents it from penetrating your home's walls, allowing it to drain harmlessly away, while air continues to freely circulate, keeping the space dry while significantly decreasing the occurrence of trapped moisture which creates rot and mold.

Fewer Headaches - 35% Fewer Seams and 16 ft. Panel Length

At one-third the weight of fiber cement siding, APEX is easily handled by one person, and won't break, splinter or chip on the jobsite. With butt-joints that don't require caulk, factory-applied water management clips and the ability to hard nail into studs using a pneumatic nail gun, the APEX Siding System simplifies the installation process and increases homeowner satisfaction. News that is sure to make installers very, very happy.

The Complete Apex Maintenance Kit

Although APEX Siding System requires virtually no maintenance, periodic cleaning will keep it looking its best!

Eco-Friendly Strong & Durable

It begins with the material. Apex siding is made of sand, an abundant natural resource. Adding to our eco-friendly equation is the fact that 95% of the volatile organic compounds generated during the manufacturing process are captured, reducing the amount of VOC's that are released on jobsites. Also, APEX Siding System does not conduct heat and cold, so it's virtually impervious to harsh weather, which provides an exceptionally long product life cycle.

Made in the USA

The APEX Siding System is proudly designed, engineered and manufactured in Fargo, North Dakota. APEX is an affiliate of Marvin Windows and Doors, a Warroad, MN based company proud to call the Midwest home for over 100 years.

2012 Clarke Distributors Designer Appreciation Night

Cos Cob Designer Lindy Weaver - One of Six New England Designers Celebrated by Clarke

"It was the 'Bees Knees,'" reported hundreds of architects, kitchen designers and interior designers who attended the Fifth Annual Clarke Designer Appreciation Night at the home of New England's exclusive distributor for high performance appliances from Sub-Zero and Wolf. The 1920s Speakeasy theme inspired many guests to arrive in period attire.



L-R Clarke President & CEO Tom Clarke and Sub-Zero & Wolf President Jim Bakke.

(Continued on page 49)

CLARKE DISTRIBUTORS*(Continued from page 48)*

Sub-Zero and Wolf President and CEO Jim Bakke flew in from his headquarters in Madison, Wisconsin, to celebrate six top designers around New England for their innovative use of Sub-Zero and Wolf appliances in kitchens and other rooms in the home.

Lindy Weaver of Lindy Weaver Design Associates in Cos Cob and Alicia Orrick of Orrick & Associates, Greenwich won 1st Place Traditional Kitchen in Darien CT.

"More light!" This request topped the homeowner's wish-list. Therefore, the layout of the room began with expanding the windows on the only exterior wall of the room. We then created a 12' opening into the adjacent, south-facing family room -- a space we had added more windows to in a previous renovation. Since this family of six spends a great deal of time cooking, studying and just hanging out in their kitchen, a secondary goal was to provide abundant storage and comfortable seating.

The aesthetic goal for the kitchen was to provide a clean, modern feel to a very traditional layout. After all, what is more traditional than using a farm table and chairs in the center of a kitchen with rustic wood floors! Light colors were selected for all surfaces above the floor. Under cabinet lighting helped to reflect light off of the marble counters and slightly iridescent glass tiles on the backsplash and into the room.



Lindy Weaver Design Associates



Appliances were selected for this project based on the needs of an active family that loves informal socializing with friends. An enthusiastic cook, the husband was thrilled with the multiple burners and two ovens in the Wolf dual fuel range. Two dishwashers and an oversized farm sink meant everyone could participate in clean-up duties. Fresh and frozen food storage is easily managed with a 36" fully-integrated Sub Zero along with undercounter Sub Zero refrigerator drawers for snacks and drinks. Pantry items are stored in a tall cabinet, the mirror image of the integrated Sub Zero refrigerator/freezer, utilizing state-of-the-art interior cabinet lighting.

Clarke Business Development Manager, Joe Tanguay, introduced the *Clarke Designer Awards* judges to the enthusiastic crowd. They included David Andreozzi of Andreozzi Architects in Barrington, RI; Rachel Levitt Slade, editor at *Boston* magazine and *Boston Home*; Certified Master Kitchen and Bath Designer Ellen Cheever of Ellen Cheever & Associates, Wilmington, Delaware; and Vincent Capello of Putnam Kitchens, Cos Cob, CT.

In addition to awarding the **Clarke Kitchen Design Awards**, kudos went to the top three specifiers of Clarke's products over the past year: Cameron Snyder of Roomscapes in Rockland, MA; Duncan Lomas of Vartanian Custom Cabinets in Palmer, MA and Rosemary Porto of Poggenpohl in Boston, MA. These designers were distinguished for their leadership in integration of Sub-Zero and Wolf high-performance ranges, cooktops, wall ovens, refrigerators, wine storage and more into their vision of what a kitchen can be.

You are the people who built Sub-Zero, Wolf and, certainly, Clarke. Without you our company would be nothing. You are the first ones in the marketplace to embrace new products and you are critically important to us."

- Tom Clarke, President & CEO, Clarke

Clarke General Manager, Sean Clarke, introduced new products on the horizon including the Wolf steam oven, Wolf's black glass wall oven and Sub-Zero's new French Door refrigerator.



Wolf makes convection and steam accomplish delicious feats.

(Continued on page 51)



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CLARKE DISTRIBUTORS

(Continued from page 49)



Coming in Summer 2012, the Sub-Zero 36" French door refrigerator/freezer.

The audience of designers broke into applause when Clarke announced Sub-Zero's interior water and ice dispenser, which removes the traditional "door hole," without sacrificing the homeowner's ability to receive direct delivery of water and ice.

Clarke is the award-winning distributor of appliances from Sub-Zero, Wolf and Asko, provides expansive showroom resource centers in Milford, MA and South Norwalk, CT, where homeowners can learn about and experience these appliances in dramatic kitchen vignettes, without any pressure to purchase. Clarke also offers **Clarke Customer Care**, a dedicated repair service for their brands, that has earned them "**Best in the U.S.**" customer satisfaction ratings. They also offer cooking classes and events from Clarke corporate chefs and local celebrity chefs at The Clarke Culinary Center inside their showrooms and recently launched kitchen boutiques and an online store at www.savoirfare.com where homeowners can purchase the finest cooking tools. For more information, visit www.clarkecorp.com.

Beyond the Box

Outdoor Spaces Can Extend the Boundaries of Your Home

Fresh air, natural light and open space are key elements in today's home designs. New home buyers and existing homeowners alike want more open living and homes with a seamless connection between indoors and out.

For example, courtyards are appearing in more home designs across the country. Often connected to several rooms in the home, the courtyard serves as a central gathering spot for busy families or for entertaining guests. The courtyard is designed to flow from the inside of the house and appear more seamless than a traditional deck or patio.

"People hunger for sunshine, for glimpses of flowers, for the fun of watching their kids play in the back yard. For people who work in windowless, fluorescent-lighted offices all day, it's a joy to come home to a cheery sunroom or outdoor areas that let us drink in fresh air and views," said Joan McCloskey, an editor with Better Homes and Gardens® magazine.

Getting Started

Like other rooms, outdoor spaces are a reflection of the people who use them. What makes each space unique is how it expands the boundaries of a home - adding functionality and character. Ask your client a few questions when planning the space:

- **What are your goals for the space?**

The goal might be to expand a living area, maximize the site the house is built on, or frame a certain view. Regardless, establishing a goal and sticking to it will provide guidance when selecting from the myriad of building materials and designs that may challenge the process.

- **How will it be used?**

Will the space be used as a second kitchen, family gathering spot, or a place to relax and soak up the view?

- **How do you want the space to make you feel?**

The space may be designed to evoke a certain mood or feeling - such as restful, informal or active.

- **How will this affect existing indoor and outdoor areas?**

Consider how this new space will tie into the existing architecture of the home. Proportion and scale play a part in successfully designing and integrating useful outdoor spaces, as does circulation to and from indoor living areas.

Blur the line between indoors and out

Four walls of windows or patio doors unify homeowners with their surroundings. When the distinction between outside and in fades and as walls become transparent, outdoor spaces start to feel like rooms.

"Good door and window design allows homeowners to manipulate the movement of natural light, views and fresh air through the home, and affects how they move between the indoor and outdoor spaces of their home - both physically and with their eyes," said Fred Foster, an architect with Andersen Windows, Inc.



Straka-Johnson Architects (New Construction) - Dubuque, IA. Architect: Straka-Johnson Architects. Builder/Contractor: Conlon Construction.. Fixed Trapezoid Units, Unique Direct-set Configurations and Awnings with Champagne Exterior Anodized Finish.

(Continued on page 53)

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BEYOND THE BOX*(Continued from page 51)*

Foster suggests combining sidelight and transom windows with patio doors to expand the basic function of the door into a major element that creates more interaction between the inside and outside. He also suggests using window grilles or art glass where a view is not being featured, or where pattern or color can enhance the design of the interior space.

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Hardie® Announces New 5" Exposure HardieShingle® Siding Straight-Edge Panels & Individual Shingles with ColorPlus® Technology

James Hardie Building Products Inc., the world's leading manufacturer of fiber cement building products, announces the standard job market pack release of all 23 colors of 5" Exposure HardieShingle® Straight-Edge Panels and Individual Shingles with ColorPlus® Technology in the Philadelphia region. With this launch in Philadelphia, 5" Exposure HardieShingle® Straight-Edge Panels and Individual Shingles with ColorPlus Technology are now available in New England and Philadelphia in all 23 siding colors via standard orders or job packs.

With 5" Exposure HardieShingle® Straight-Edge Panels and Individual Shingles with ColorPlus Technology, architects, builders, contractors, and homeowners can achieve a look characteristic of eastern white cedar shingles while capitalizing on the long-lasting, low-maintenance benefits of a complete James Hardie exterior. Design aesthetics unique to HardieShingle include true keyways and the ability to create woven or laced corners, creating an authentic cedar look and feel.



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Check out Houzz.com

"The best showcase of houses on the internet" says USA Today

Houzz.com is the largest collection of interior design and decorating ideas on the Internet, including kitchens and bathrooms, over 400,000 inspiring photos and 90,000 ideas. Houzz brings consumers, designers and builders together through sample rooms and social networking. Depending on how you use it, **Houzz** can work like Pinterest, the idea- and photo-sharing social network, complete with lots of lush photos of designed rooms that users admire, that can be saved in personal Ideabooks for reference later. Also like Pinterest, users can follow one another. Unlike Pinterest, which makes everything public, Houzz Ideabooks and the comments people add to photos in their Ideabooks can be kept private.

Houzz, works as a website, iPhone app and iPad app. and the best news is homeowners can hook up with the builders, designers and architects who post their work, and ask them questions.

Ring's End Inc. Opens Westport & North Stamford Paint Centers

Ring's End headquarters is in Darien but the company has lumberyards and window, kitchen and hardware showrooms in Darien, Wilton, Lewisboro, Branford, Niantic and Bethel and Paint Centers in Stamford, North Stamford, Norwalk, Westport, Fairfield and New London

In addition, Ring's End has a millwork facility for the trade in Milford, design and estimating center in Wilton and their renowned Educational facility in Stratford, where they also have their distribution center.

(Continued on page 54)

RING'S ENG

(Continued from page 53)



Ring's End Norwalk Pete Fusaro, Tony Calistro & Jim Sweeney.

Open in 2012, their **Westport Paint Center** is all about paint, stains, faux finishes, painting supplies and sundries. We have unparalleled customer service along with custom color matching. We are proud to be the largest supplier of Benjamin Moore paints in New England and carry zero-VOC Natura and the Aura lines. We also carry Venetian plaster products, and a huge selection of wood stains and finishes. Address: 877 Post Road East, Westport

The new Ring's End **North Stamford Paint Center** is located at 921 High Ridge Road.

People's United Community Foundation Awards Nearly \$700,000

During the 2nd quarter of 2012, the People's United Community Foundation awarded \$697,500 in grants to nonprofit organizations throughout the communities it serves in Connecticut, Massachusetts, Vermont, New York, New Hampshire and Maine. Eighty-six organizations received funding in support of their programs, which ranged from basic needs services and affordable housing projects, to education and job training programs. Affordable housing initiatives in Connecticut included:

- CT Housing Investment Fund
- Corporation for Supportive Housing
- Eastern CT Housing Opportunities Inc.
- Mutual Housing Association of Greater Hartford
- Mutual Housing Association of South Central CT



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Kitchen and Bath Product Innovations from KBIS 2012

The annual *Kitchen and Bath Industry Show* was held in Chicago in April, and we spoke with several Connecticut kitchen, bath and tile suppliers who are on top of the latest trends and innovations in kitchen and bath design.

Michael Fried of East Haven Lumber's *The Kitchen Factor*, attended the show and had this to report:

"KBIS featured the living spaces of five consumers at different stages in life - the *'new hip home'* of the *young gen now single*, *gen now culinary curators*, *gen x family*, *forever fit zoomer*, and *the caregiver* . . . Maple and cherry continued to be the woods of choice for cabinetry and dark finishes represented 49% of what was displayed followed by medium finishes representing 32% . . . Quartz surfacing has reinvented itself with patterns that rival natural stone. . . Many of the products at the show producing "buzz" focused on incorporating smart technology into the function of the home and its products"

Affordable Luxury

A countertop has to be durable and low maintenance, but it also has to be handsome. Subaran achieves these goals with White Princess quartzite (\$120 to \$150 per square foot), an exotic stone species with color options that look very similar to white/light marbles, but with the same durability of granite.



Kohler VibrAcoustic

Kohler's VibrAcoustic technology essentially turns your bathtub into a stereo system — subwoofer and all. Simply plug in your iPod or other music player and bathe to the beats of your favorite tunes. You can also stream your music wirelessly.



Bender Showrooms is on top of all of the newest innovations from Kohler and other plumbing manufacturers. Bender's sticky new website keeps visitors glued to their computer screen or iPad, and one of their rotating home page photos is a real show stopper.



This eye-catching bar sink from Kohler with organic silhouette, uses a round basin and extended shallow work surface to deliver highly functional design for food preparation and serving. A sleek prep sink for contemporary kitchen islands, the Fête makes entertaining easier and more stylish. Crafted from enameled cast iron, this sink resists scratching, burning, and staining for years of beauty and reliable performance.

MYOH pull out corner unit



We continue to see innovation in the corner cabinet area, where homeowners are looking to maximize use and accessibility of this often underutilized space. The latest development is MYOH America's slide pull-out corner unit, which offers access to two double-shelf storage units with a simple pull action. No more bending and stretching to reach and pull out the inner shelves.

FastMac U-Socket



The U-Socket from FastMac features built-in USB ports that allow homeowners to recharge their smartphones, tablets, and laptops without using the AC power plug-ins, increasing the functionality of the outlet. The two USB ports provide 12W of charging power to quickly re-charge most devices, and they automatically shut off power supply when a plug is removed, eliminating wasted energy.

(Continued on page 57)



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KBIS 2012

(Continued from page 55)

Tile Trends from Debra Goodwin, Tile America designer and builder rep

Shower floors are the new hot spot in bathrooms. There are more options than ever and it seems both home owners and spec builder's are diving in for the creative and pleasurable aspects. Imagine standing on smooth pebbles while standing under your rain shower head! Nature combined with contemporary tile design seems to have found its stride. I am constantly being asked how we can give the bathrooms a wow factor, and shower floors are it these days. Round pebbles, flat pebbles, colorful pebbles, smooth pebbles are great to stand on and cool to look at. And thanks to a new product, GROUT ONCE, a sealer that get's mixed in with the grout, instead of the old topical application, we can be sure mold will NOT be a problem with the grout.

**Builder** - Peter Schneider Brookfield CT**Shower walls** - 3x6 Manhattan White Marble polished**Shower floor** - Cranberry Red Polished Pebbles (Tile America exclusive line)**Bath floor** - 12x12 honed Cafe Rainforest

In the more formal, large homes we are seeing a strong trend with high end mosaics set in a pattern since the floor space is typically large, over 30 sq. ft. In this master bath, the designer has chosen Gioia Bianco Carrara, which has a stronger, more dynamic vein than the typical Bianco Carrara in conjunction with a basketweave with a grey dot instead of the typical black dot so often found in Carrara basketweaves. The beauty in the mosaics these days to choose from are close to endless as mosaic companies come up with more intricate designs.

**Builder** - York Construction and Development, Greenwich.**Shower walls** - 12x12 Bianco Carrara Gioia Polished**Shower floor** - Bianco Carrara Polished Basketweave with Bardiglio dot**Builder** - Nurzia Construction, North Salem NY**Shower walls** - Porcelain 12x24 Seta Crema as well as bath floor**Shower floor** - Random Tan Marble-flat stones honed

Clean, contemporary lines are being seen more and more in our homes. Gone are the days of tumbled travertines and in are the days of high grade large format (12x24's) porcelains with straight joints and clean, clean lines for both walls and floors. Less grout to maintain, and a broader slab like look are quickly rising on the horizon in tile design. This is surely the European influence and is a refreshing change.

(Continued on page 59)



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KBIS 2012

(Continued from page 57)



KLAFF'S WINS FOR BEDFORD NY REMODELED KITCHEN

The National Kitchen & Bath Association Chose Klaff's Kitchen as a 2012 Design Winner at KBIS in Chicago

Klaff's emerged from the 2012 Kitchen & Bath Industry Show in May with a prestigious NKBA design award, won by General Manager of Klaff's Kitchens, Nick Geragi CKD, CBD, ASID, and Kitchen Design Project Manager, Damani King. They were honored in the **Large Kitchen Category** of the 2012 National Kitchen and Bath Association Design Competition.

The design theme for this kitchen renovation project was traditional, yet classic. The home, which is located on a twenty acre horse farm, was soon to go on the real estate market, with the sellers anticipating that it would become a vacation retreat for a large family. Therefore, the design objective was to create a kitchen that would have strong family appeal.

Winning Details

Nick Geragi and Damani King designed the kitchen with **large spans of counter space, multiple work areas and a duplication of work centers** for multiple chefs and assistants.

The focal point is **a nine foot limestone hood acting as the family hearth**, and a **massive two tier island** now serves as a modern day groaning board, where food is displayed buffet style (see photos on this page).



The Klaff's Signature Series cabinetry features a simple raised panel beaded inset door with large proportion turnings framing the work areas. Countertops and backsplash are Imperial Danby marble with minimal seams for easy cleanup and a classic elegant feel. Interior lighting in the upper row of glass fronted wall cabinets offers an after-hours ambience. A hand stenciled ceiling embroidery and a silver finish plaster texture over the walls offers a sophisticated layering of different shades of white. The kitchen now has a luxurious, yet relaxed family appeal.

A less cluttered transitional look with monochromatic color schemes continues. These schemes often see a contrast color or focal point, which draws the eye to a feature or a unique use of materials within the space. We see more linear, yet traditional underpinnings, and contemporary casual accents gaining favor with many customers."

- Nick Geragi

The National Kitchen & Bath Association (NKBA) is sponsored by Jenn-Air, Silestone by Cosentino, This Old House, Waypoint Living Spaces, Delta, and HGTVRemodels.com, the 2012 competition honored 1st, 2nd, and 3rd place winners in six room categories from the nearly 500 entries submitted by NKBA members from across the U.S. and Canada.

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Momentum Building for Connecticut Housing Recovery Spring 2012

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



While the Connecticut housing outlook is the focus of this article, let's take a brief look at the Connecticut housing market in the context of broader trends and the pace of the national economic recovery.

The nation's employment picture, of course, is closely entwined with the stability of the housing market. If workers don't feel they have job security, they're more reluctant to make large financial commitments like a home purchase.

America's Youth Say Financial Security More Important than Ever

The employment picture of recent years has had a sobering impact on the outlook of young people and prospective homebuyers, arguably the most idealistic generation. A recent Rutgers University poll showed that a much higher percentage of young people (91% of college students and 95% of college grads between the ages of 21 and 32) said that financial security was either "essential" or "very important," compared to much lower rankings they gave to other major life goals such as getting married and having a family, having a job that was personally meaningful or being a leader in the community.

Fortunately, there are intriguing signs of improvement in the national housing market. Various market indicators show that banks are loosening credit standards and stabilizing mortgage lending standards. Specifically, banks are lending more as a ratio of borrower earnings and loosening loan-to-value ratios.

Home builder confidence in May rose to its highest level in five years.

Buying Has Become Cheaper than Renting

Meanwhile, a recent Trulia survey showed that rents rose 6% in May compared to a year ago. As rising rents outstrip housing price increases, home ownership will become an even more attractive scenario relative to renting.

(Continued on page 62)



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CT MARKET REPORT

(Continued from page 61)

In fact, the National Association of Realtors' (NAR) index of housing affordability indicates home ownership is as cheap as it's been in three decades. Looking at the relationship between median home price, median family income and average mortgage interest rate, NAR's quarterly Housing Affordability Index rose to a record high in the first quarter of 2012. The index showed that the median income family earning just under \$61,000 could afford a home costing \$325,500, which is more than double the national median existing single family home price of \$158,100. The median monthly mortgage payment would consume just 13.5% of gross income.

A similar index measuring the ability of first-time buyers to purchase a home also set an affordability record in the first quarter of 2012.

According to another Trulia report last August, a two-bedroom home was cheaper to buy than rent in 74% of the country's 50 largest cities.

Closer to home, momentum for the recovery of the Connecticut housing market also continues to build in 2012, mirroring national trends.

New Construction in Connecticut Jumped Over 51%

The number of new construction housing permits issued in Connecticut rose over 51% in the first four months of 2012 compared to the previous year. All told, 999 permits were issued statewide in 2012 compared to 658 during the same time period last year.

In Fairfield County, a bellwether for the state as a whole, housing permits jumped 117%, from 216 issued in January-April 2011 to 470 issued in the same period in 2012. Housing permits are an important indicator since single family homes make up three-quarters of the housing market.

All other counties, save for Middlesex, also posted double-digit gains in permits issued ranging from a 16% increase in Tolland County to a 36% spike in Litchfield County. Permits declined in Middlesex County by 23%.

Connecticut Real Estate Market Overview
2012 vs. 2011
January 1st to May 31st

First Five Months - 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	2,161	2,063	4.80%	\$717,193	\$844,813	-15.10%	\$1,191,119	\$1,201,973	-0.90%	6,493	5,943	9.30%	\$284	\$316	-10.00%
Hartford	2,059	1,816	13.40%	\$253,473	\$264,049	-4.00%	\$324,762	\$334,519	-2.90%	4,170	3,950	5.60%	\$133	\$137	-3.10%
Litchfield	488	456	7.00%	\$303,309	\$325,814	-6.90%	\$558,296	\$563,015	-0.80%	2,025	1,977	2.40%	\$151	\$164	-8.20%
Middlesex	483	412	17.20%	\$300,976	\$319,537	-5.80%	\$483,861	\$445,453	8.60%	1,403	1,362	3.00%	\$159	\$165	-3.90%
New Haven	1,686	1,559	8.10%	\$236,730	\$265,567	-10.90%	\$363,615	\$359,027	1.30%	4,277	4,129	3.60%	\$135	\$144	-6.50%
New London	739	648	14.00%	\$258,762	\$253,872	1.90%	\$387,447	\$399,643	-3.10%	2,123	2,016	5.30%	\$141	\$142	-0.80%
Tolland	346	274	26.30%	\$238,344	\$240,559	-0.90%	\$297,052	\$308,737	-3.80%	918	892	2.90%	\$128	\$128	-0.20%
Windham	288	291	-1.00%	\$163,980	\$174,264	-5.90%	\$238,167	\$243,627	-2.20%	837	841	-0.50%	\$101	\$105	-3.80%
Statewide Stats	8,250	7,519	9.70%	\$373,962	\$425,287	-12.10%	\$617,973	\$613,585	0.70%	22,248	21,113	5.40%	\$185	\$203	-9.10%

First Five Months - 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	658	666	-1.20%	\$290,545	\$308,671	-5.90%	\$372,860	\$372,224	0.20%	2,021	2,121	-4.70%	\$204	\$224	-8.90%
Hartford	553	544	1.70%	\$165,996	\$182,778	-9.20%	\$193,390	\$193,856	-0.20%	1,358	1,446	-6.10%	\$126	\$134	-6.00%
Litchfield	69	69	0.00%	\$107,891	\$126,251	-14.50%	\$174,915	\$180,523	-3.10%	332	344	-3.50%	\$92	\$112	-17.40%
Middlesex	100	72	38.90%	\$162,668	\$191,139	-14.90%	\$209,834	\$213,399	-1.70%	331	332	-0.30%	\$127	\$143	-11.50%
New Haven	478	496	-3.60%	\$155,081	\$162,162	-4.40%	\$190,827	\$192,013	-0.60%	1,449	1,548	-6.40%	\$121	\$128	-5.70%
New London	109	121	-9.90%	\$166,303	\$188,366	-11.70%	\$230,870	\$236,589	-2.40%	375	393	-4.60%	\$129	\$148	-13.20%
Tolland	54	43	25.60%	\$142,875	\$155,057	-7.90%	\$198,303	\$198,102	0.10%	173	181	-4.40%	\$119	\$124	-3.50%
Windham	18	27	-33.30%	\$120,272	\$119,946	0.30%	\$156,474	\$160,036	-2.20%	102	94	8.50%	\$87	\$97	-9.50%
Statewide Stats	2,039	2,038	0.00%	\$200,501	\$216,197	-7.30%	\$253,538	\$254,481	-0.40%	6,143	6,462	-4.90%	\$151	\$163	-7.80%

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Existing Home Sales Also Rose

A look at the most recent data available through May 2012 for existing homes reveals a year-over-year increase in home sales while other state housing market indicators suggest something of a mixed bag.

(Continued on page 63)

CT MARKET REPORT

(Continued from page 62)

For the first five months of 2012 compared to the prior year, there was a nearly 10% increase in the number of single family homes sold. However, inventory in Connecticut increased by 5.4%, exerting a drag on pricing and suppressing both average sales prices (-12.10%) and price per square foot (-9.10%). Working through the excess inventory of unsold homes is a prerequisite to a sustained rise in both home prices and new construction. Stabilizing home prices will signal that supply and demand of homes are more in balance with one another.

At a more micro level, Tolland County led the way in home sales with a 26.30% gain, or 346 homes sold from January through May of this year. The decline in average sales price was greatest in Fairfield County (-15.10%) and New Haven County (-10.90%) but more muted elsewhere, ranging from -0.90% in Tolland County to -6.90% in Litchfield County. Coinciding with average sale prices, Fairfield County, Litchfield County and New Haven County saw the greatest drops (-10%, -8.20% and -6.50%, respectively) in price per square foot.

Housing stock inventory rose the most (9.30%) in Fairfield County with much lower gains under 6% in other counties, save for Windham County, which saw a slight drop in inventory (-0.50%).

Fairfield County's average sales price during this period in 2012 was \$717,193 compared to \$844,813 in 2011. Statewide, the average home sales price in January through May 2012 was \$373,962 compared to \$452,287 for the same time period last year.

Condominium Sales Went Sideways as Inventories Tightened

Condominium sales for the same period were essentially flat, with exactly one more unit sold this year (2,039) than last year during the same five-month period. Statewide, the decline in average sales price (-7.30%) and average price per square foot (-7.80%) were a bit more muted than what we experienced with single family home prices. Inventory levels were a bit tighter, with a statewide decline of -4.90% compared to the 5.4% increase in inventory of single family homes.

Summary

While national and global economic events will still exert influence on the degree and speed of Connecticut's housing recovery, it's safe to say that, slowly but surely, Connecticut's housing recovery has begun. Interest rates remain at historic lows and for those with good credit, market conditions are optimal for both affordability and selection. We expect that young people, many of whom have lived with family or friends and delayed striking out on their own these last five years, will soon drive new housing demand, along with investors.

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Lumber Market Update

by Frank Sanford, Sanford & Hawley, Inc.
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The lumber market woke up with a jolt on April 24th, after a wood dust explosion, killing two and injuring 23, the night before at Sinclair Group's Lakeland stud mill in Prince George, BC. Stud prices increased as much as \$40/MBF in less than a week. The market had

been dropping slightly after a slow and steady increase since early in the year. As of this date the market seems to be topping out with mill order files shrinking from three weeks to 2 weeks.

Lumber and panel prices are up from my last report and up from a year ago, but are well below the peaks reached in 2004 and 2005. Since early February prices of Douglas Fir, SPF and plywood are up 12-13%, while OSB is up 21%. From a year ago

prices of Douglas Fir are up 15%, SPF is up 22%, plywood is up 25% and OSB is up 28%.

There is a delicate balance between supply and demand. An isolated event such as the Lakeland Mill explosion can cause panic buying which drives the market up for a month or more. If each lumber yard in the country bought only one truckload of studs immediately after this event, the result is a surge of orders in excess of 10,000 truckloads which throw supply and demand out of balance for a period of time.

At this point the factors affecting demand are largely an increase of housing starts in the U.S. and Canada, an increase in remodeling activity (now the number one market for lumber in the U.S.) and a decrease in exports to China. On the other hand production has increased a few percent this year and timberland owners are reluctant to cut much timber at low price levels. For the next few months it looks more likely that prices will drop, perhaps back to the levels we saw in mid-April.



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CONNECTICUT ECONOMY

Connecticut Debuts \$5M Fund to Make Towns Job Magnets

Governor Malloy announced an initial \$5 million in funding for a new economic-development aid program to help smaller communities attract small businesses and jobs. The program will issue grants of up to \$500,000 to build and improve roads, streetlighting, sidewalks and other infrastructure necessary to enhance municipalities' commercial centers.

Communities with 30,000 or fewer residents – essentially the bulk of the state's 169 cities and towns – are eligible. The program also provides unspecified financial incentives to private commercial property owners who spend to spruce up their assets to support and enhance a qualified municipal project.

“The Main Street Investment Fund will respond to the needs of small communities around the state by strengthening their commercial centers and creating lasting partnerships with the local merchants,” Malloy said in a statement.

Established by the legislature last fall, the State Bond Commission earlier this month approved \$5 million for the fund. Malloy chairs the bond commission.

NAHB: Improving Markets Index tops 100 in April

Thirteen communities, two states added

The list of housing markets showing measurable improvement expanded slightly to include 101 metropolitan areas in April, according to the NAHB/First American Improving Markets Index (IMI), released on April 5th. Thirty-five states (including Connecticut) are now represented by at least one market on the list.

The index identifies metropolitan areas that have shown improvement from their respective troughs in ***housing permits, employment and house prices*** for at least six consecutive months and **New Haven, CT** made the list. This positive news is in line with what builder members have observed regarding firming conditions and improved buyer interest in certain locations.

“After five consecutive months of gains, the IMI recently began to plateau, with many markets holding steady and a few experiencing the ups-and-downs that are typical in a choppy recovery,” observed NAHB Chief Economist David Crowe.

NAHB Remains Optimistic About Housing Recovery

Local improvement, however, will depend on how quickly foreclosures dissolve. In its latest construction forecast, NAHB projected that “underlying fundamentals” such as low mortgage rates, decent economic growth, and pent-up demand for housing will drive double-digit percentage increases in home starts this year and next, and reverse catastrophic declines in new and existing home sales.

Chief economist, David Crowe, pointed to the 1 - 2 million-unit gap separating the number of current households (114 million) and what that number might be if household formations were occurring at normal levels. “You can’t live in your mom’s basement forever,” he quipped, referring to the rising number of young men and women who are living at home because they are having trouble finding work or are overwhelmed by college debt.

Crowe noted as well that market conditions continue to favor homeownership: for example, the ratio of average home price to household income—which skyrocketed to 4.7 in 2006—has come back down to earth and now rests at the historical average of 3.2. Crowe also expected mortgage interest rates to remain under 5% through the end of 2013. He cautioned, though, that the housing recovery would vary by market, depending on such factors as foreclosure rates and unemployment.

(Continued on page 69)

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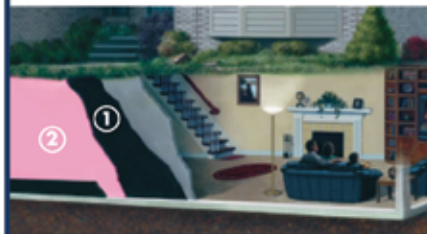
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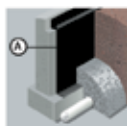


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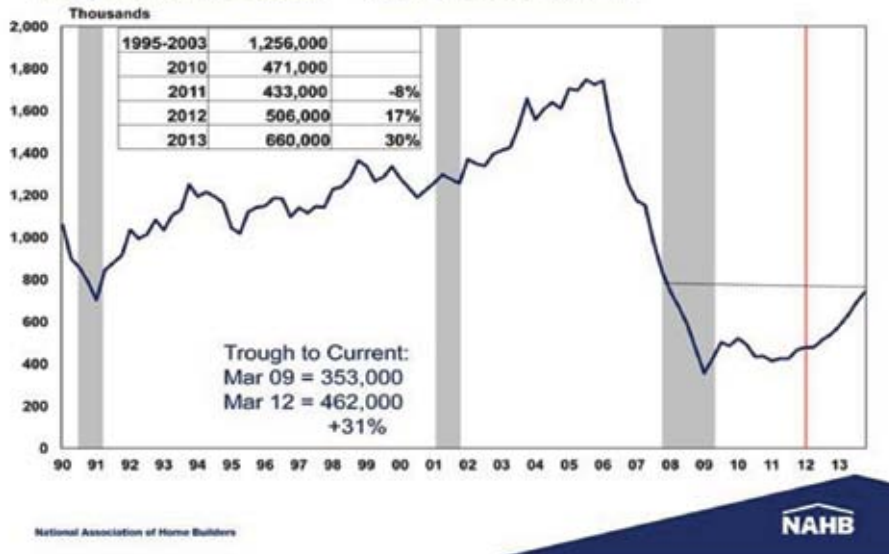
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NAHB OPTIMISTIC

(Continued from page 67)

Single-Family Starts – Waiting for Job Recovery

*The Long Road Back to Normal*

Unfortunately, NAHB projects that Connecticut is among the states will only achieve 45-49% of normal production by the 4th quarter of 2013!

NAHB projects real GDP growth at 2.4% this year and between 2.5% and 3% in 2013. And it foresees single-family housing starts rising by 17% to 506,000 units this year, and 30% to 660,000 in 2013. Multifamily starts will be even more robust, NAHB predicts, increasing by 22% to 216,000 in 2012, and then easing a bit by growing 9% to 235,000 units in 2013. NAHB also expects remodeling to register a big jump—12%—in 2012, a projection that's in line with recent estimates by Harvard University's Joint Center for Housing Studies.



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HOME BUILDING INDUSTRY DAY AT THE CAPITOL

On March 28th an impressive turnout of over one hundred HBA of CT members descended on the Capitol and met with state legislators to lobby for regulatory relief and a friendlier business climate. During the past six years, the housing market, and the homebuilding industry in particular, has been hammered, and we let our town representatives and senators know that **Home Building = Jobs**. Every home built involves over 60 trades, from surveyors, engineers, excavators and architects, to framing contractors, plumbers, electricians, lumber suppliers, HVAC contractors, roofers, siders, painters, hardwood and kitchen cabinet installers and landscape contractors.



HBACT CEO Bill Ethier with HBACT Administrative & talented Events Co-ordinator Joanne Hoerrner.

New Construction Housing Pays for Itself

The HBA of Hartford County commissioned Elliot Eisenberg at NAHB to do a study on the **ECONOMIC IMPACT OF HOME BUILDING** in Connecticut and in the Greater Hartford Region. The results of this study were revealed at a press conference. The following is the fiscal impact of 2,130 single family homes.

FIRST YEAR IMPACT: Single Family Construction of 2,130 Homes

State & Local Income

\$406,649,900

State & Local Taxes

\$56,412,800

State & Local Jobs

4,462

(Continued on page 72)



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HOME BUILDING INDUSTRY DAY*(Continued from page 71)*

L-R Dan Storrs, Government Affairs Chairman Bob Wiedenmann, HBACT CEO Bill Ethier, HBACT Vice-President Ken Boynton, HBACT President Liz Verna, HBACT Immediate Past President George LaCava and HBACT Treasurer Henry Rozewski.



L-R Greg Ugalde, Rep. Bill Aman, Dan Storrs, Andre' Letourneau and Henry Rozewski with a copy of CT Builder.



L-R Government Affairs Chairman Bob Wiedenmann, NAHB Area 1 Chairman Greg Ugalde, Senator John McKinney, Senator Len Fasano, HBACT President Liz Verna, HBACT CEO Bill Ethier, HBACT V.P. Ken Boynton, HBACT Henry Rozewski and Immediate Past President George LaCava.



L-R Government Affairs Co-Chair Bob Wiedenmann, HBACT Treasurer Henry Rozewski, NAHB Area 1 Chairman Greg Ugalde, HBACT President Liz Verna, Senate President Don Williams, Immediate Past President George LaCava, Andre' Letourneau, HBACT V.P. Ken Boynton, PR Chair and publisher of Connecticut Builder Joanne Carroll and Government Affairs Chairman Bob Wiedenmann.



L-R Mark Nuzzola, Bob Wiedenmann, Bob Mariano, Bill Ethier, Ken Boynton, Rep. Vinnie Candelora, HBACT President Liz Verna and George LaCava.



Fairfield County HBRA members at Building Industry Day L-R John Hone, Kim Merly, Rob Sims, Andrew LaSala, Mike Palumbo Jr., Immediate Past President Mary Boudreau HBRA President Mike Palumbo, incoming President Pete Fusaro, Fran Boudreau, HBRA Government Affairs Chair Nick Yanicelli and Jerry Effren.

2012 State Legislative Session Wrap-Up

By Bill Ethier, CEO of the HBRA of Connecticut

The 2012 state legislative session was officially convened on February 8 and adjourned at midnight on May 9. While “in session” for just these few months, state legislators work on legislation practically the entire year. So, it is critically important that the HBRA of CT and its members engage legislators year-round to best impact how they vote on our issues.

The state legislature took on many controversial issues that chewed up a lot of time, including education reform, repealing the death penalty, Sunday alcohol sales, unionizing day care workers and personal care assistants, legalizing medical marijuana, authorizing project labor agreements for larger public works projects, racial profiling by police, same-day voter registration, and state budget adjustments – all of which passed. It also heavily debated issues that did not pass or were vetoed, such as hiking the minimum wage, authorizing the use of red light cameras, campaign finance reform (passed but vetoed), and several environmental and food labeling issues. It was difficult to break through the “noise” of many advocates and the media searching for stories on these issues.

While the HBRA of CT had unfortunate losses on three bills (see HB 5035, SB 16 and SB 343), in the end we won just about every other priority, continuing the progress of regulatory reform and permit streamlining we’ve made over the past several years. The following is a summary of the major bills the HBRA of CT worked on or tracked.

Bills that passed and were signed by the Governor:

(HB = House Bill; SB = Senate Bill; PA = Public Act)

- ◆ **HB 5320**, PA 12-182, Fixes confusing language in PA 11-79 that deals with performance bonds developers provide to municipalities for site improvements. It also adds a new prohibition against the forced creation of homeowners associations to pay for the maintenance of public site improvements, and repeals the authority of municipalities to prohibit a building permit on site plans or subdivisions so that developers can fully utilize the ability to “build down” the amount of the bond or other financial guarantee they need to provide. (HBRA supported; effective June 15, 2012)
- ◆ **HB 5344**, PA 12-172, Streamlines the lengthy and expensive DEEP stormwater and other wastewater general permit process by allowing Qualified Professionals to certify compliance with applicable stormwater control requirements. DEEP must accept the certifications, although it can audit up to 10% of them. (HBRA supported; effective June 15, 2012)

(Continued on page 74)



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* The average residential energy use for space heating and cooling is 39%. Buildings Energy Data Book, 2008, U.S. Department of Energy (DOE). Savings vary. To find out more, contact your Owens Corning sales representative. Savings estimates are based on comparison to an average new U.S. home. The savings percentages compare the performance of a new home built to meet minimum insulation code requirements in a particular location to a new home insulated with the EnergyComplete™ System that meets or exceeds the DOE recommended insulation levels. The 1/3 savings on heating and cooling was calculated on a 2-story, 3,100-sq.-ft. new home with a basement in Denver, CO.

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LEGISLATIVE SESSION WRAP-UP *(Continued from page 73)*

- ◆ **SB 345**, PA 12-151, Simply extends inland wetland permit expiration dates to match associated site plan and subdivision expiration dates. It also includes reasonable language to codify the practice of restricting time-of-year work in or near wetlands. (HBRA supported; effective Oct.1, 2012)
- ◆ **HB 5394**, PA 12-184, A response to the Stamford fire death tragedy, mandates temporary, battery operated smoke and CO detectors be installed in the vicinity of internal home improvement work during the performance of such work. It also requires a public education campaign be conducted by the Dept. of Construction Services on the importance of having working detectors. HBRA of CT got involved because the original legislation would have subjected all new construction and renovation to the entire State Fire Safety Code, creating conflicts with the State Building Code. (HBRA supported; effective Oct. 1, 2012)
- ◆ **SB 323**, PA 12-99, Implements new federal OSHA requirements regarding crane operator safety, providing all four permissible paths to compliance for crane operators and their employers. The original bill would have required all operators of cranes, down to a 2,000 lb lift capacity, to be licensed by the state. (HBRA supported; effective various dates from Oct. 1, 2012, to Oct. 1, 2014)
- ◆ **HB 5035, (one we opposed)**, overturns the tax assessment case of *Kasica v. Columbia*, and thereby authorizes municipalities to raise the valuation on homes and other

buildings under construction. The HBRA of CT sought a carve out for 1&2 family home builders to treat homes under construction as their inventory and hold off higher tax valuations until they transfer to a buyer. (HBRA opposed; effective Oct. 1, 2012, and applicable to assessment years commencing on or after said date)

Most importantly, members need to get involved and get to know their state legislators. Each member has two, a state Representative who serves in the 151-member State House, and a state Senator who serves in the 36-member State Senate. **Get involved in politics, too.** Support the candidates you think will best represent your interests in Hartford – through money and your time. And then vote and get your family, work colleagues and friends to vote this November. **Policy starts with politics, and politics starts with you.**

Please do not hesitate to contact Bill Ethier, CEO for the HBRA of CT at bethier@hbact.org or 860-216-5858 with any questions or comments about our advocacy work.

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- 334 new jobs,
- \$29.5 million in wages,
- \$5.5 million in RE Taxes, Fees & Charges paid to State & Local Government in the 1st Year Alone!¹

2011 was the worst year on record for new housing permits. 2009 & 2010 ranked #2 and #3 for all-time worst.

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CONNECTICUT BUILDERS AT THE U.S. CAPITOL

"This year's trip to the Hill at the NAHB Legislative Conference was most fruitful I've seen in years!" NAHB Build Pac Trustee, Larry Fiano reported. He reiterated the top issues discussed with Congressmen:

- EPA control over all national wetlands
- GSE Financing – the country needs a government sponsored 30 year mortgage available to homebuyers with a 5% downpayment.
- A, D & C financing for builders and developers.
- Tax reform



Greg Ugalde, George LaCava, Eric Person, U.S. Rep. Joe Courtney, Alan Hanbury, Larry Fiano & Ken Boynton.



Eric Person, Larry Fiano, Greg Ugalde, U.S. Rep. Jim Himes, Alan Hanbury, Ken Boynton & George LaCava.



George LaCava, Ken Boynton, HBRA of CT Pres. Liz Verna, Senator Joe Lieberman, Greg Ugalde, Alan Hanbury, Eric Person & Larry Fiano.



HBRA of CT V.P. Ken Boynton, George LaCava, Larry Fiano, Eric Person, Greg Ugalde, HBRA of CT Pres. Liz Verna, Chris Nelson & Dick Kelley.



On June 25th, members of the HBRA of CT had lunch with Chris Shays who is running for U.S. Senate. Those pictured at right are seated: L-R HBRA of CT V.P. Ken Boynton, Larry Fiano & Dick Kelley. Standing: L-R George LaCava, Bob Hanbury, Chris Shays, Bob Mariano, Santo Veneziano, HBRA of CT CEO Bill Ethier & Bill Ferrigno.

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FAIRFIELD COUNTY HBRA NEWS

Building Hope Foundation Gives Marine Corp League of Ridgefield Much Needed Facelift

Members of the Board of Directors for the Building Hope Foundation, the Home Builders & Remodelers Association of Fairfield County, Inc. and Ridgefield Marine Corp League Members gathered to celebrate at the newly renovated Marine Corp League building in Ridgefield, CT.

"You helped us make repairs that we would not otherwise be able to have done and we will always be grateful" Richard Hillmann, MCL Commandant told the group as he presented Certificates of appreciation to HBRA Members that donated goods or services including, Summerview Development Group, LLC., Ridgefield Supply, A & H Painters, and Chris Ciszewski Construction, LLC.



Henry Norley, MCL Paymaster, Joe Yursik, Ridgefield Supply, Richard Hillmann, MCL Commandant, Maragret Sims, Ridgefield Supply, Dan Harris, Sr. Vice Commandant, Andrew LaSala, Jr., Summerview Development, Steve Berko, Summerview Development, Michael Church, William Pitt & Bldg. Hope Board Member, Chris Ciszewski.



Picture MCL: Dan Harris, Sr. Vice Commandant, Richard Hillmann, MCL Commandant, Mary Boudreau.

Members of the Marine Corps League join together in fellowship with those who are now serving in the United States Marine Corps and those who have been honorably discharged for the purpose of preserving the traditions of the United States Marine Corps that they may effectively promote the ideals of American freedom and democracy. They voluntarily aid and render assistance to all Marines, FMF Corpsmen and former Marines and FMF Corpsmen and to their widows and orphans; and they perpetuate the history of the U.S. Marine Corps by observing the anniversaries of outstanding events in Marine Corps history.

"The Building Hope Foundation chose to assist the Marine Corps League in thanks for all that they do for the community, not only through their individual service to our country, but also through the Toys for Tots program. They collect thousands of toys each year in this building for distribution to needy children."

- Mary Boudreau, President Building Hope Foundation

The Building Hope Foundation is a 501 C-3 non-profit organization established by the Home Builders and Remodelers Association of Fairfield County to invest funds, time and expertise donated by its members. The mission of the Building Hope Foundation is to use the industry knowledge, resources and skills of HBRA members to benefit those in need in the Fairfield County community and to provide scholarship grants to eligible employees and dependents of employees of member firms.

Ridgefield Lumber Hosts General Membership Meeting

Members of the HBRA travelled from all areas of Fairfield County to attend the May General membership meeting at Ridgefield Supply for a night of networking. Ridgefield Supply has been a huge supporter of the HBRA of Fairfield County as a Platinum Sponsor.



HBRA President Mike Palumbo shaking hands with Joe Yursik of Ridgefield Supply.
(Continued on page 78)

RIDGEFIELD LUMBER

(Continued from page 77)



Adam Cost of James Hardie Building Products talking with HBA members in the Ridgefield Supply Jeld-Wen showroom.

For over 30 years, Lou Price has been guiding the company by providing traditional building supply products in addition

to the latest, cutting edge material. Lou Price has chaired the Lumber and Building Supply Committee for LMC and in 1999, he was named **Connecticut Lumber Dealer of the Year**.

In the summer of 2000, the third generation of Prices joined the sales force at the Ridgefield Supply Company. In 2005, The National Retail Hardware Association named Lou's daughter, Margaret Price Sims, **Young Retailer of the Year**. In 2009, Margaret set up shop in an abandoned Bridgeport warehouse, and played an instrumental role in the HGTV **Extreme Makeover** of a Bridgeport home by New Canaan builder Michael Gulick, Gulick Associates.

Today, the Ridgefield Supply Company is one of the leading lumber and building supply dealers in their market. The Ridgefield Supply Company provides lumber, roofing, siding, decking, windows, doors, skylights, paint, hardware, and molding to contractors and homeowners within a 60-mile radius. **Check out the very informative Ridgefield Supply blog on green building by Joe Yursik at <http://www.ridgefieldsupply.com/blog.html>**



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HBA Hartford County News

Hartford County HBA Launches Sales Training Program

As we prepare for a stronger economy, customers are still looking for a "deal" and are hesitant to make commitments. Learn how to dramatically improve the success of your sales efforts and processes throughout the sales cycle and learn tips to help shorten the process. Give your sales force the tools they need to be successful.

Who should attend?

Anyone who is selling a product or service (builders, remodelers, suppliers, retail operations), and anyone who sells to builders, remodelers or consumers.



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OF GREATER HARTFORD PRESENTS

Strategic Sales Training



July 12, 19,
August 2, 9, 16

Fees:
\$75 per class
(\$50 per class for 3 or more people)

Sign up for all 5 classes for \$250

Time:
7:30 am registration
8:00 am to 10:30 am

Location:
HBRA of Greater Hartford
2189 Silas Deane Highway
Rocky Hill, CT 06067

Getting Inside Your Customers Head *Probing/Qualifying Skills*

July 12

Workshop Objective:

Teach participants how to see through the buyer's eyes. Learn how to quickly separate a "suspect" from a "prospect" who will buy.

Deliverable:

A probing technique to qualify a prospect and understand how to determine a prospect's needs, triggers, and "heartstrings".

Overcoming Handling & Objection *Objection Handling Skills*

July 19

Workshop Objective:

Teach participants how to minimize buyer resistance and get to the "real" objection.

Deliverable:

By using the "LAER" model participants will understand how to communicate more effectively, overcome objections, and advance the sale.

Differentiating Your Offering *Presentation Skills*

August 2

Workshop Objective:

Teach participants how to differentiate their product and services from the competition.

Deliverable:

Participants will leave the workshop with "benefit statements" customized to their business that motivate a "call to action".

Shortening the Selling Cycle *Gaining customer agreement, commitment, and closing sales.*

August 9

Workshop Objective:

Teach participants how to use trial closes and use the "commitment consistency theory" to close business.

Deliverable:

Participants will leave the workshop with tactics that close orders. Participants will be prepared to effectively handle, "I've got to think it over".

Negotiating Skills *Understanding how the "buyer" approaches a negotiation.*

August 16

Workshop Objective:

Teach participants how to combat buyer negotiating tactics, selling "value", and maintaining your profit margin.

Deliverable:

Participants will leave the workshop with "win/win" strategies to protect their price point.

Please identify the course(s) you would like to attend:

- ☐ July 12: Getting Inside Your Customers Head – Probing/Qualifying Skills
☐ July 19: Overcoming & Handling Objection – Objection Handling
☐ August 2: Differentiating Your Offering – Presentation Skills
☐ August 9: Shortening the Selling Cycle
☐ August 16: Negotiating Skills

People Attending:

Name _____
Name _____
Name _____
Name _____
Name _____
Name _____

Fees: \$75 per class (\$50 per class for 3 or more people)
Sign up for all 5 classes for \$250

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HBA New Haven County News

2012 Award Winners

BUILDER OF YEAR



New Haven HBA Builder of the Year Joe Ciarleglio, Luanci Construction.

REMODELER OF YEAR



L-R Bob Wiedenmann, Jr, Sunwood Development, Remodeler of the Year Kevin Ahern of Litchfield Builders and Mario Di Gioia, HBRA President.

ASSOCIATE OF YEAR



Associate of the Year, Debra Wolfenson of Superior Hearth, Spas & Leisure, gives her speech as John DiMatteo of DiMatteo Group looks on.

2012-2013 Board of Directors

President & Chairman of the Board-Mario Di Gioia, DonMar Development Corp.

1st Vice President- Michael Di Gioia, DonMar Development Corp

2nd Vice President- Joe Ciarliglio, Luanci Construction

Treasurer/Secretary- Vince Fini, Weinstein & Anastasio, P.C.

Immediate Past President- Bob Wiedenmann, Sunwood Development Corp

Builder Directors: Kevin Ahern, Litchfield Builders; Mark Nuzzolo, Brookside Development; Steve Russo, Quality Mechanical Corp.; Amy Wiedenmann, Sunwood Development Corp.

Associate Directors: Pete Battaglio, Bemers Petroleum Corp.; Richard Decker, East Haven Builders Supply/Kitchen Factor; John DiMatteo, DiMatteo Group; Chris Gagnon, Godfrey-Hoffman Associates; Joe Migliaro, L. Suzio Concrete Co.; Bill Ryan, National Lumber; Jeff Stoyer, Northeast/Dream Kitchens; Debra Wolfenson, Superior Hearth, Spa & Leisure.

Scholarships Awarded

Joe Migliaro of L. Suzio Concrete, Chair of our Scholarship Committee presented our two scholarships. Sarah Lavalette of Wallingford graduated from Sheehan High School and will be pursuing a degree in engineering at Fairfield University. This year's Mark A. Barrie Memorial Scholarship went to Cameron Cook of Middlebury. Cam graduated from Pomperaug Regional High School and will attend Loyola University. He will pursue a degree in mechanical engineering to help harness energy and to find new sources of inexpensive, renewable energy which will make housing more affordable and feasible for more people.

Spikes Awarded

Our Membership Committee co-chairs, John DiMatteo of DiMatteo Group and Vince Fini of Weinstein & Anastasio, P.C. presented our **SPIKE Awards** to: John Castlevetro, Total Interiors- Blue Spike Level 6; Mario Di Gioia, DonMar Development Corp- Life Spike Level 25; Liz Verna, Verna Properties- Green Spike Level 75; Kevin Ahern, Litchfield Builders- Red Spike Level 100; Bob Wiedenmann, Jr., Sunwood Development Corp.- Super Spike Level 250; Lou D'Amato, D'Amato Bros. Builders- Super Spike Level 300.

Milestone Memberships

DiMatteo & Fini also presented this year's Milestone Memberships to: **5 yrs:** Stately Stair; F & P Development; **10 yrs:** National Lumber; **15 yrs:** Viking Kitchen Cabinets; Cyclone Home Systems; Superior Hearth, Spas & Leisure; Petra Construction; Litchfield Builders; **20 yrs:** Iannini Development; **35 yrs:** Franklin Construction.

The HBRA of New Haven County held their annual **Golf Outing** on Monday, June 18th at Oronoque Country Club. Special thanks to our platinum sponsors: DiMatteo Group and Bender Showrooms. A full listing of sponsors and donors will be on the HBRA website, along with photos.

HBA Northwest News

T.J. Zappulla, Beloved Torrington Realtor, Killed in Motorcycle Crash



On June 19th, hundreds turned out for the funeral of Thomas "T.J." Zappulla, and there were as many motorcycles in the parking lot as cars. The well-known Torrington realtor, was killed in Dummer, New Hampshire, Friday, when a car crossed the center line and struck his motorcycle. Zappulla was killed during the annual "Laconia Motorcycle Week."

Zappulla was a motorcycle enthusiast who regularly made such trips with friends from Torrington. He suffered from another motorcycle accident about a year and a half ago when he hit a deer and was hospitalized for several weeks. He loved riding so much that he got right back on the bike, according to his friends.

Zappulla, an agent with Coldwell Banker Realty 2000 in Torrington and member of Torrington's Economic Development Commission, worked in real estate for more than 37 years.

"He was the spoke around which the real estate community revolved and he was very involved in political affairs, but he'll be remembered for being larger than life and embodying

the very best of human nature," said state Senator Andrew Roraback.

T.J. was elected president of the Litchfield County Board of Realtors three times, including 2011, and was known among lawmakers for serving as the organization's legislative chair for more than 25 years and hosting the consistently successful annual Legislative Night with the HBA of Northwest CT.

Members of the real estate community will always remember Zappulla at legislative meetings. The meetings, which were held once a year for politicians to talk about real estate-related issues to the people in the real estate and home building industries, have been running for more than 20 years and were where Zappulla really stood out.

"It was like a T.J. Zappulla meeting," said Steve Temkin of T&M Building Company and a member of the Home Builders Association of Northwest Connecticut, "They could have been dry meetings, but with T.J. there that wasn't the case."

"He seemed to be truthful and not flowery at all," said Larry Fiano about the first time he met Zappulla when the two were testifying in front of the state legislature. "He had a grasp on the issues. His opinions were certainly justified. He was very eloquent, but his words weren't chosen. They were what he felt in his heart."

Connecticut's Real Estate Market gets its Sea Legs 2nd Quarter 2012

By Terence Beaty, Director, New Homes & Land Division, Prudential CT Realty



The real estate market in Connecticut seems to have its sea legs in the second quarter if you count that price declines have slowed to single digit numbers for single family homes and closed sales gains have been had in all but two of our eight counties. Prices dropped only 4.7 % for homes and only 7.7% for condominiums.

- Closed Sales: Up 9.2% for SF; up 2.1% for CN; Rent leases up 10.6%
- Days on market improving, most promising for condominiums
- Month's Supply of Inventories down significantly in all sectors

- New Deposits for SF up 26%; up 14.6% for CN and down 14.1% for Rentals
- Building Permits in Connecticut are up 52% through May of this year
- New foreclosure activity stands at 1,076; 57% of which was pre-foreclosure
- Short Sales account for between 20 and 30% of sales in CT; banks are cooperating

We believe that, unlike the past three years where the second half of the year was slower in activity than the first half, this year's first half will support strong closing activity in the second half of the year.

(Continued on page 82)

CT REAL ESTATE MARKET

(Continued from page 81)

Connecticut 2nd Quarter 2012									
Single-Family									
County	DOM 2011	DOM 2012	% Change	Median Price 2011	Median Price 2012	Price % Change	Sales 2011	Sales 2012	YOY Sales % Change
Fairfield	159	159	0.0%	\$490,000	\$450,000	-8.2%	2792	2892	3.6%
Hartford	138	140	1.4%	\$223,000	\$215,000	-3.6%	2499	2812	12.5%
Litchfield	183	200	9.3%	\$227,250	\$212,500	-6.5%	632	631	-0.2%
Middlesex	165	215	30.3%	\$267,000	\$264,475	-0.9%	581	634	9.1%
New Haven	151	155	2.6%	\$224,000	\$204,000	-8.9%	2125	2327	9.5%
New London	162	175	8.0%	\$205,000	\$210,000	2.4%	835	990	18.6%
Tolland	144	161	11.8%	\$224,000	\$219,950	-1.8%	371	504	35.8%
Windham	164	157	-4.3%	\$154,900	\$152,500	-1.5%	405	388	-4.2%
State	154	160	3.9%	\$255,000	\$243,000	-4.7%	10240	11178	9.2%




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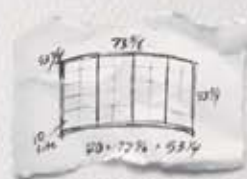
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