

CONNECTICUT BUILDER



The Magazine of the Home Builders & Remodelers Association of Connecticut

Winter/Spring 2023

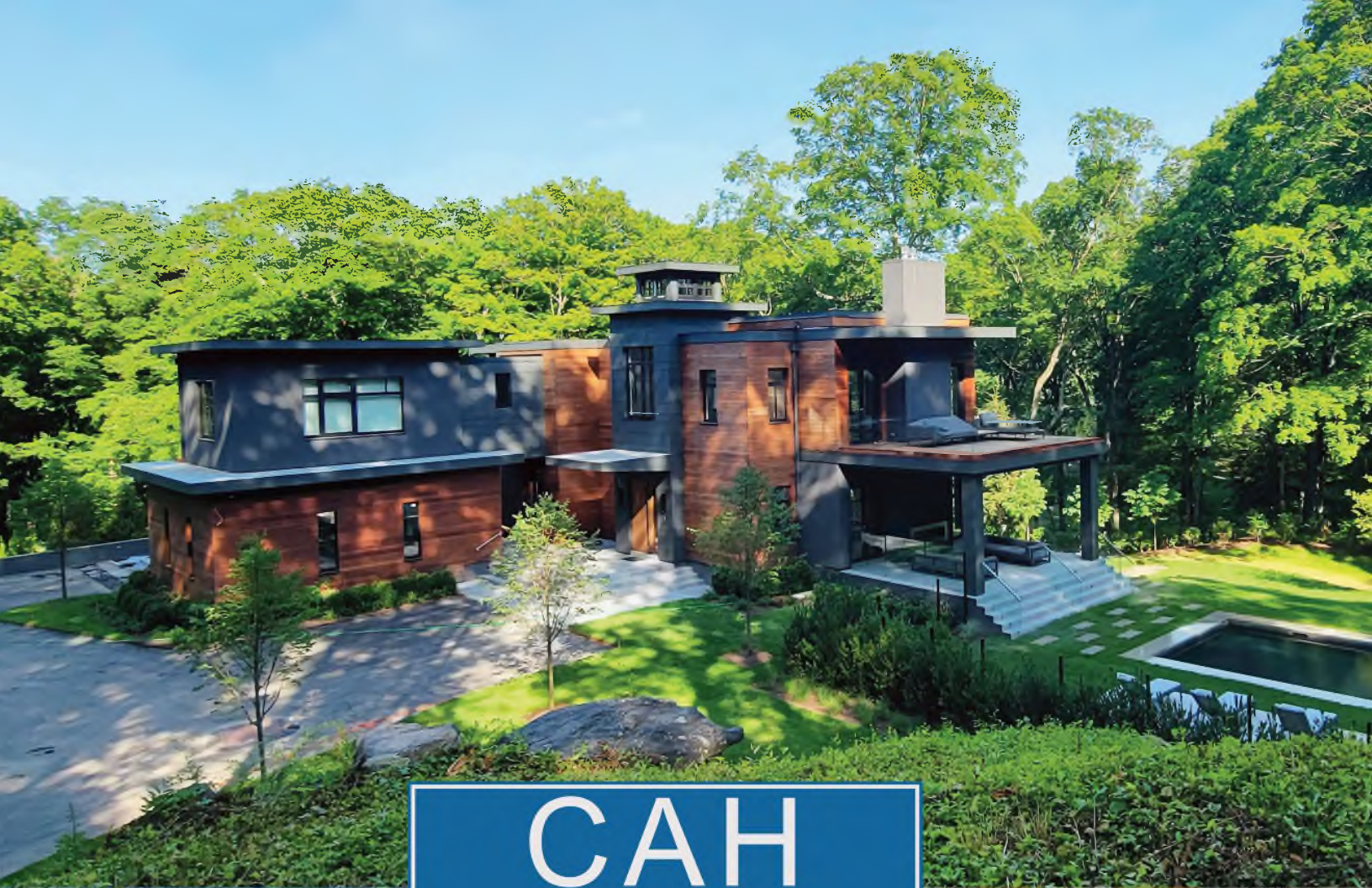


2022 HOBI Awards

PROJECT OF THE YEAR
Hobbs Inc. & Mackin Architects

Photo by Steve Freihon

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Connecticut Builder

The Magazine of the Home Builders & Remodelers Association of Connecticut

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COVER STORY – The 2022 Project of the Year is an extraordinary French Provincial estate in Greenwich, built by Hobbs and exquisitely designed by Mackin Architects with stone veneer, granite lintels, Texas limestone trim and a Vermont graduated slate roof. Acoustically engineered, the home has solid bronze Dynamic windows and multiple terraces and balconies overlooking 26 acres, including a lake and boathouse.

Photo courtesy of Steve Freihon

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Today's Market

As it stands, mortgage rates are steady, fluctuating up and down by marginal percentages. According to Bankrate, CT mortgages are between 5.5 and 7.5 % for a 30 year fixed rate. Supply chains are still a lingering issue, but manufacturing production is slowly but steadily catching up to demand. Over 93% of manufactures were impacted by supply chain

disruptions in the last year but also reported an output of \$31 billion, the second highest since 2010 and just shy of pre-pandemic 2019 numbers (\$31.35 billion) per the 2022 CT Manufacturing Report. The NAHB/Wells Fargo Housing Market Index is still on the decline, which tells us the attitude for home-building is negative. All these statistics show a need for work at the local, state, and national level, which is what the HBRA is structured to do. **We saw the effect our organization had during COVID when we successfully convinced the Administration that our industry is essential and should remain open for business.** I strongly believe that together we can continue to make positive change.

Goals for My Term

Presently, planning and organizing efforts are well underway for our 2023 BUILD-PAC Golf Tournament led by Trustee Ken Boynton and a team of HBRA staff and dedicated member volunteers. In addition, volunteer members are holding weekly Government Affairs meetings online to hone policy positions, develop strategies and offer direction to our team of lobbyists. It is my goal to find ways to enhance these efforts. My vision for the HBRA is rooted in strategic planning development for the long-term.

As advocacy is core to our mission, I plan to grow the HBRA's visibility and make our voice more prominent before state government. The Governor needs to hear from us about the issues impacting our ability to build and remodel homes. Jointly, we can better work with our locals from every corner of the state to come together as a team to further our shared vision of building Connecticut's economy, communities, and bettering lives through effective advocacy and education. By meeting with the Governor and Lieutenant Governor, we can truly begin to resolve matters specifically related to the construction industry, such as the chronic housing shortage and controlled rent.

As the new President of the HBRA, I want to stress the importance of every member within this organization. Every person deserves representation and support and to be heard. Collectively, I want the HBRA to give back to every member in need, and provide necessary support as effectively as possible. We need to grow our outreach to locals and our exposure on a national level. We will do this by hosting a variety of forums and events centered around industry education, collaborative opportunities and government relations updates. We eagerly anticipate great long-term advancement for the future of the HBRA and most importantly, our members.

Legacy

Not only will we be focused on the future in the long term, but we will be building upon our current efforts. **With HBRA advocacy, the CT Department of Labor certified the Home Building Institute's Pre-Apprenticeship program for use in Connecticut.** With the successful launch of the program

in Stonington High, we will be working directly with local school officials to bring the program to other high schools throughout Connecticut. By adopting the Home Building Institute's (HBI) curriculum we will show future generations the benefits of pursuing a vocational education and not necessarily following the State's agenda of 4-year traditional advanced education. Through vocational curriculum in high schools, we can begin to address the current lack of a workforce, thereby substantially setting our members up with better opportunities in the future for quality employees.

Just as we did during the 2022 legislative season, we will continue to monitor proposed bills that negatively affect our industry. Working alongside the State's Legislator's Planning and Development and Housing committees, we will encourage housing initiatives that create affordable housing opportunities, thereby producing more jobs, higher tax revenues, and economic growth.

Furthermore, we will water our roots. At the end of the day, the Home Builder's & Remodeling Association was created to directly benefit its members. Our members should know that we are an organization that makes a difference in people's lives. Through open communication channels, we will continue to listen to our member's needs and take action to resolve current problems and implement solutions for long-term change.

Welcome New Members

I want to also advocate for the growth of our membership. If you have not already, please join our cause and movement by contacting 860-500-7796 or emailing admin@hbact.org. We welcome new members to get involved to the degree that you can, even if it's simply to receive information, or if your motives are more passionate, perhaps help the next generation or entrepreneur, or make an impact on your community. We welcome everyone from the most experienced to those just starting out. Our Association can be of service to you and your business, so please reach out and check out our different committees, utilize our specialized offerings and take advantage of our network of professionals. Your involvement, big or small, is needed to continue our Association's impact on our industry for the benefit of all. Through campaigning, educating, and networking, our HBRA has become a valuable asset to our members and industry.

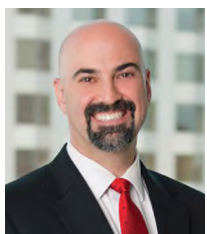
Thank You, Now & Future

As I bring my first message to a close, I'd like to take this opportunity to thank our diligent and dedicated staff for all of their efforts, my predecessor Eric Santini, Jr. for paving the path, as well as a special thank you to my Senior Vice President, Anthony DeRosa, and our treasurer Kenneth Mita for their support and encouragement. I remain inspired by our member volunteers and staff for the immeasurable value they bring to the HBRA and our industry. I look forward to working with you all to further enhance our reputation within our industry by maintaining our legacy, expanding upon workforce development, increasing membership, lobbying for local support, and showcasing our Association's innovative ideas on a national level, as well as representing our local needs to the Governor and his administration.

Best wishes,
David Preka,
Chairman of the Board and President of the HBRA of CT ■

CEO Message

By Jim Perras, CEO of HBRA of CT



This year's legislative session is proving to be a busy one with a focus on housing unlike anything we've seen in recent years. It began with the Governor's State Budget Address which pledged to grow the economy through investments in workforce housing. In addition, he pledged

to increase housing units by 6,400 units in the next biennium by incentivizing transit-oriented development and urged municipal leaders to create friendlier zoning and expedited approvals and spark production. The result of this heightened interest in housing policy was the publication of nearly 400 proposed bills being tracked by our team that, if passed, would directly or indirectly impact our industry.

It is well understood amongst policymakers that Connecticut finds itself amid a housing affordability and accessibility crisis. While we welcome the public discourse surrounding housing, we also see forces at work that, although well intended, would make it more difficult for our industry to produce the housing needed to meet the needs of Connecticut residents. Examples include rent control measures that would result in even more restrictive lending and higher equity requirements causing many multifamily projects currently in the planning phase to not pencil out or stretch codes that would make it even more expensive to build in towns that adopt them.

During the start of this legislative session, one thing has become abundantly clear, proponents of policies that would negate our efforts to build much needed housing have never been more organized or engaged. They are showing up en masse at committee meetings and public hearings providing persuasive testimony. We will never beat them at a numbers game, but it is imperative that our advocacy continues to evolve to meet these challenges. It is our responsibility to educate legislators and the public on issues impacting our industry and to be the voice of reason when public discourse surrounding housing can so often become heated and clouded by emotion. Now more than ever, we must be the industry experts depended upon by state officials and policymakers. If not us, then who?

In January, we partnered with the Connecticut Association of Realtors to facilitate a successful joint informational forum before the Housing, Planning & Development, and Insurance & Real Estate Committees. A presentation on the state of housing production in the state of Connecticut was provided by NAHB Chief Economist, Dr. Dietz. And National Association of Realtors, Deputy Chief Economist Jessica Lautz presented on the state of housing sales in Connecticut. Their combined presentations were sobering for the audience of legislators that learned about the shockingly low inventory and how over a decade of low housing production is directly impacting the current housing crisis. The presentations were very well received, and the data and statistics provided have since been cited often in debate and conversations surrounding discussions of housing policy throughout the legislative session.

Forums like these and HBRA meetings with legislative leaders are crucial, but they aren't enough, not this year. Developers, builders, remodelers, and the businesses that support the residential construction industry must all step up and be heard. Your local legislator needs to hear from you directly. As their constituents, they must be made to understand how the policies they are considering will impact businesses in their districts. **The HBRA implores you to respond to our Calls to Action when you see them (Sign up for text alerts by texting: HBRCT to 50457).** Get to know your local legislators, write opinion pieces in your local paper, join us for our regularly scheduled government affairs meetings. Sitting back on your laurels and hoping for the best is no longer an option.

If you want to get involved but don't know where to start, please contact us at admin@hbact.org. ■



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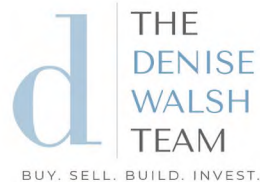
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SERVICES – Our goal is to make things easier for our customers by offering services that will save them time and labor. Here are some of the services we offer:

- ▶ **Ordering** – Customers can order in a variety of ways: by text message, by phone, in person, and online.
- ▶ **Estimating** – we can provide detailed take-offs, lumber lists, and estimates from plans or lists of material.
- ▶ **Exterior products visualizer** – customers can look at different roofing, siding, and trim options on their home or a similar home to select products and colors – this is a tool for a builder to use with their client, or for the homeowner to use.
- ▶ **Extensive moulding inventory** – Our molding catalog is online, with files available for architects, designers, and builders to download and incorporate into drawings and plans.
- ▶ **E-commerce** – Our product catalog is available for our customers to shop online, add items to a quote or cart, and view pricing.
- ▶ **Online account management and bill pay** – Customers can view, manage and pay their RBS charge balance online. Our billing system works with other popular software so that a customer can download receipts and invoices to their own system to bill their clients.

▶ **Delivery** – we have a fleet of delivery vehicles including boom trucks and spider trucks to put materials right where they are needed.

▶ **Design Showroom** – our Niantic kitchen and millwork showroom was recently renovated to include more product displays. Bring your clients in to make selections.

▶ **Virtual Showrooms** – Our Masonry and Design showrooms can be viewed online via a virtual tour.

INVENTORY – We strive to always offer the best quality building materials available. Our main client/customer is a custom home builder, design/build firm, or architect. We offer them the best possible products that we can because they are putting those products into homes that will represent their work, their reputation and their business. We want our customers to have confidence in the quality and consistency of the products they are getting from us.

▶ We offer premium framing lumber, which is not the standard at other retailers. This blog post on our site explains what premium lumber is.

We have a beautiful store in Niantic that was recently remodeled. In addition to having a full inventory of building materials and hardware, the Niantic location has a full kitchen showroom, and lots of windows, doors, and architectural hardware on display. The masonry showroom has all types of hardscape pavers and paving stones on display, plus natural bluestone and granite. This is a great location to bring a client to order, make product and color selections, and to see full size displays.



On Wednesday evening November 16th, 780 builders, remodelers, architects, interior designers, suppliers and homeowners gathered at the Aqua Turf to celebrate the 28th Annual HOBI Awards.

Some in the audience had been winning HOBI's for over 20 years. But whether it was their 1st HOBI or their 21st, everyone was proud of what they had accomplished! MC Joanne Carroll recognized the many women builders, architects, PM's, designers, realtors and suppliers who were attending.

"Your talent adds so much to this amazing industry."

Many of these women are members of that spirited, impactful organization, Professional Women in Building, which is a council of Fairfield County HBRA.

This year's trends...



"There's more glass than ever before, as well as metal roofs, pivot entry doors, wide plank white oak floors and floating white oak stairs with black iron balusters," said Carroll. "In the kitchen, 12-14 ft long waterfall islands and deep cabinet drawers were evident. The primary bedroom continues to shrink, while island walk-ins

and spa baths grow. The ratio is now 400sf BR vs. 600 SF WIC & bath. . . And finally in communities, the single family rental community has arrived in Connecticut, and is here to stay."

"There's no better event to network, have fun and make deals!"

- Bonnie Paige

"The HOBI Awards is our favorite night of the year! We wouldn't miss it!"

- Hemingway Construction

MEET OUR 2022 HOBI AWARDS JUDGES

New Construction



David Preka – owner of Advanced Group in Mystic, #239 in the Top 500 remodeling companies in the country. This year David served as a BALA Judge as well as a HOBI Judge, and he's 2023 President & Chairman of the state HBRA.



Michael Murphy –heads up Strategic Development at Murphy Brothers Contracting, Murphy Brothers won their 1st HOBI Award in 2009, and they have been a consistent winner over the last 13 years.



Paul Hertz – and his brother, John, own Hertz Construction. winner of Best Green Community 10 years ago for Noroton Green, and 5 years ago Hertz won a HOBI Award for a stunning Darien custom home.

(continued)



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Remodeling



Kevin Polcer – owns Polcer Home LLC, a Fairfield based remodeling company providing a wide range of residential remodeling services. Kevin has been an active member of of Fairfield County HBRA for 4 years



Pete Fusaro – A builder of high end custom homes in Greenwich, he has been awarded a National Green Building Emerald designation. Pete is retired and enjoying his new grand-daughter and playing golf.



Frank Sanford – an owner of lumber supplier, Sanford & Hawley & past HOBI judge, Frank is retired, but continues to contribute a Lumber Update byline to each issue of Connecticut Builder.

Interior Design & Sales & Marketing



Douglas Graneto – owns a Greenwich based interior design firm. He has 25 years of experience, and a talent for marrying contemporary and antique in a single beautiful design.



Elissa Grayer – President N.Y. Metro A.S.I.D. Her Rye N.Y. based company, Elissa Grayer Interior Design, is an award-winning, full service interior design firm creating classic luxury design solutions for modern living.



Terence Beaty – Terence is a 30-year Realtor and has overseen the sales of more than 30 new home developments. Terence has been recognized as HOBI Sales Manager of the Year.

Highlights of the 2022 HOBI Awards Dinner



L-R HBRA President Eric Santini, HOBI Producer & MC Joanne Carroll, HBRA Immediate Past President Chris Nelson, HBRA Events Coordinator Michele Quadrato & CEO Jim Perras



L-R HOBI Judges Kevin Polcer, Douglas Graneto, Michael Murphy & Terence Beaty



Project of the Year architect Ralph Mackin, Mackin Architects and builder, Scott Hobbs, Hobbs Inc.,



Custom Home of the Year Project Manager Norman Allen, Builder Erno Bacco, HSL Building Company and homeowner Heike Sommer



Spec Home of the Year winners Marc Vandenhoeck and Michele Rudolph with HBRA President Eric Santini and CEO Jim Perras



HBRA President Eric Santini with Community of the Year winners Bard Kligerman of Connecticut Realty Trust, Reggie Kronstadt of Krown Point Capital and Kevin Wang, KRW Realty.

(continued)



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Highlights of the 2022 HOBI Awards Dinner



Remodeled Home of the Year winner Larry Newquist, Newquist Building Company with HBRA President Eric Santini & CEO Jim Perras



HBRA President Eric Santini presenting HOBI Award to Johnny Carrier for his expert and devoted service as Chairman of the Building Codes Committee. Johnny was re-elected 2023 Chairman.



Professional Women in Building members: First row-L-R Krystal Stone, Sheri Snellman, Stephanie Rapp, Emilia Ferri, Tori McBrien, Lisa O'Mara, Mara Skowronek, Tarra Del Chiaro. Back row-Cheryl Russ, Michelle Hogue, Danica Caruso, Lora Mazurak, Karen Bradbury, Dawn Corbo, Robin Carroll & Dana Drugo.

Joanne Carroll with her 10 year old granddaughter Courtney Wiele



Winner of 4 HOBI Awards for four different custom homes, Construction Management Group owner Salvatore Zarella in pink jacket with Bethany and Brian Richards

(continued)



Project of the Year

Best Custom Home Over 15,000 SF

Hobbs Inc.

Mackin Architects



This extraordinary French Provincial estate in Greenwich is exquisitely designed by Mackin Architects, and expertly built by Hobbs Inc. in stone veneer, Texas limestone trim, and a thick Vermont graduated slate roof. The 15,000 sf home is acoustically engineered, and equipped with a four car garage, solid bronze Dynamic windows from Interstate Lumber, and a magnificent indoor pool room. There are multiple terraces and balconies overlooking a lake, boathouse and 26 acres of land, beautifully landscaped by Janice Parker.





The stunning post & beam pool house pictured at bottom right of this page resembles an old barn with stone exterior, plaster walls, wood truss roof, antique bluestone floor and steel skylight running the length of the pool. The doors slide into the wall to open the room to the outdoors during summer. The rear terrace is outfitted with fountains, and stone steps that cascade gently down the slope to the field below.



"This was a complicated house with intricate detail, soundproofing and smart systems. Hobbs is fantastic at managing all of the trades, and maintaining these complex homes post build through Hobbs Care."

- Architect Ralph Mackin

Pictured at left is the magnificent oak paneled main entry foyer with a two story bow window. The floor is antique limestone imported from France, and inlaid with oak accents. Pictured above is the elegant breakfast room overlooking the terrace and gardens, and the old world style kitchen, which is designed with a stone recessed cooking area reminiscent of a walk-in fireplace. A reclaimed oak beam spans the recess, and in lieu of a cooking fireplace, there is a 21st century La Cornue Chateau range supplied by Albano Appliance.

"Hobbs is also amazing at sourcing unique items, like the floral pattern gutters, thick slate and antique bluestone for this home," said Mackin. "They are real craftsmen, but on an extremely large scale."



(continued)



Custom Home of the Year

Best Custom Home 6,000-7,000 SF

HSL Building Company
Peter Cadoux Architect



This incredible River Retreat is designed by Peter Cadoux and built by Erno Bacso. A modern farmhouse in 3 building modules, it takes indoor outdoor living up a notch, with heated, lit walk ways, infinity-edge pool and separate year-round outdoor spa.





The impressive entry features a walnut pivot door and glass wall showcasing the stunning floating staircase and homeowner's exquisite sculpture collection. A 12ft high translucent indoor outdoor fireplace in the family room creates a stunning connection with the outdoors.



The walnut kitchen is enhanced with a 12ft long quartzite waterfall island. Amenities include a screening room, two home offices, gym, sauna, and elevator. Rooms are cozy; walls open to the outdoors; and even the rooftops are green.



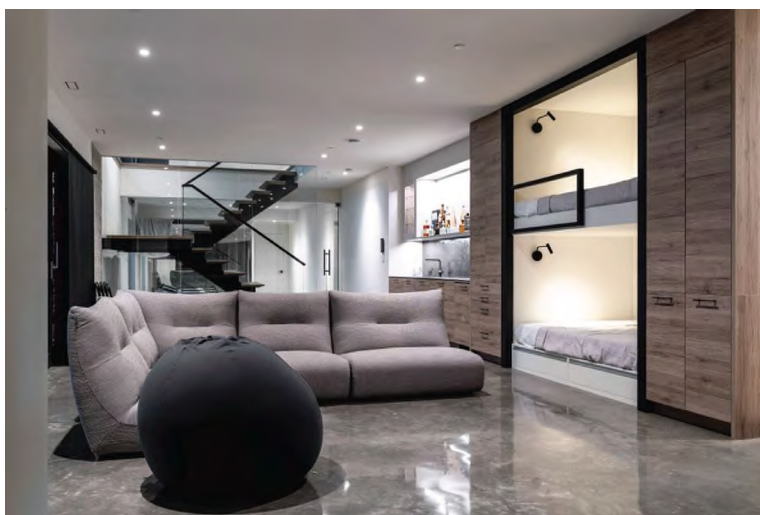
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Best Out of State Custom Home

Construction Management Group
Vita Design Group



This stunning modern design by Lucien Vita, is the 1st of four custom winners by Construction Management Group. Located in Sleepy Hollow N.Y., the home's glass walls frame views of the Hudson River and open to a full length deck. A floating glass staircase leads to the lower level with polished concrete floor built-in bar, lounge and bunk beds.



Best Green Energy-Efficient Custom Home Over 5,000 SF

Construction Management Group

VITA Design Group



CMG was recognized for this 1st Passive Certified home in Stamford - a 6,000sf modern farmhouse, designed by Vita. It is built using ICF construction, triple paned windows and a Zehnder HRV system, which constantly replaces stale with fresh air. Even without renewables, this home achieved a HERS 26.

Best Green Energy-Efficient Custom Home Under 5,000 SF

Construction Management Group



On the same street in Stamford, Construction Management Group built a third HOBI winner! This cypress & porcelain clad Passive House is built with a 17" thick thermally broken wall, floor to ceiling triple pane windows, and operates at only \$65 per month.

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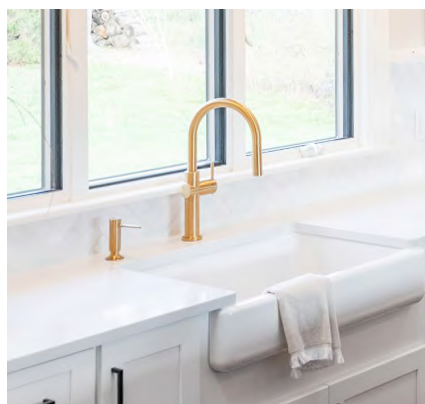
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Anthony DeRosa, DeRosa Builders



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Jonathan Gordon, Design by the Jonathans



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Outstanding Green Energy-Efficient Custom Home

BPC Green Builders



Chris & Mike Trolle built this zero energy ready home in Guilford with 10 ft ceilings, south-facing triple-pane windows that provide expansive views of the L.I.S., and a trellis-mounted PV array on the patio.

Best Modern Custom Home Under 3,000 SF

Hobbs Inc.

Deborah Berke Architect



Hobbs & Architect Deborah Berke created this 1,800 sf modern gem in New Canaan. The home is built with exquisite walnut millwork, and designed with a seamlessness between the interior living space and the outdoors, including a stunning Italian limestone terrace and pool.



(continued)

Best
PLUMBING
TILE & STONE



THE BOLD LOOK
OF **KOHLER**

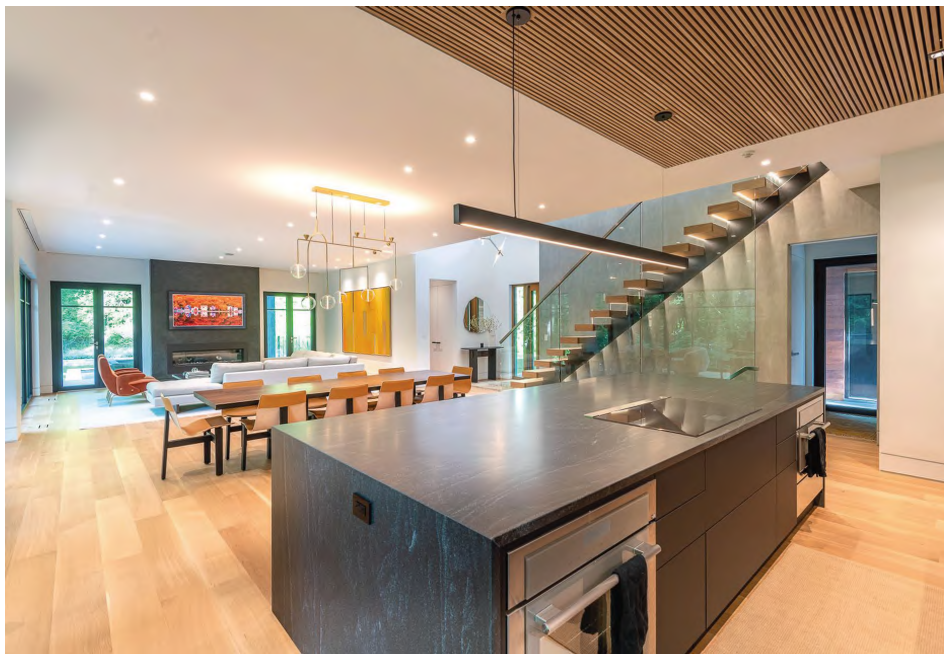
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Best Modern Custom Home Over 3,000 SF

Construction Management Group
CAH Architecture



This modern Passive House in Stamford, designed by CAH Architecture, is the 4th custom home winner for CMG. The exterior is stucco and rain-screen Ipe siding, and inside, a dramatic frameless glass staircase, charcoal kitchen and Venetian plaster walls.



Architect Chris Hull had this to say about the home:

“The excitement of the June Road home begins with the clients and the site. The clients are remarkable in their kindness, love of art and photography, and dedication to their home. And the site is simply stunning. Below the primary lot area lies a stream and between the road and buildable portion are rugged rock outcroppings which are higher than the house itself. It is as if you are transported to a different place or time, with an almost primordial feel to it. That amazing site serves as the focal point of the entire project. Spatial design, views, and materials of the home all aim back at the landscape.

The other primary driver of the design is energy efficiency. It is conceived to be a Passive House design, so all components of energy efficiency are well beyond code requirements. While it is not officially certified, the performance of the home is a key component of the design and informs the detailing, manufacturer selections, and mechanical systems. It is a highly technical project and it was carefully and artfully constructed by Construction Management Group.”

– Chris Hull, CAH Architecture

(continued)



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Outstanding Modern Custom Home

Cornerstone Contracting

Cornerstone built this WOW 9,000 sf waterfront glass & metal home in Rye, New York. The foundation is monolithic slab concrete pinned to bedrock. A four stop elevator rises to the fully landscaped roof deck and the exterior lighting is stunning.



Best Out of State Vacation Home

VAS Construction

Vinnie Sciarretta built this Rhode Island vacation home with a focus on outdoor living. An outdoor spiral stair connects the decks. One deck is equipped with an outdoor kitchen, while the 3rd floor deck has a hot tub.



Best Not So Big House

Braydan Construction

Jaimie Duggan's NOT SO BIG HOUSE is only 600 sf and it doubles as a guest house and pool house.



(continued)

Best Design Build Custom Home Outstanding Kitchen & Outstanding Bath Altamura Homes



Luigi Altamura & Lou Campana design built this Darien home with an open floating staircase, and an outstanding Bulthaup kitchen with 14ft Quartzite waterfall island, full height absolute black leathered backsplash, and freestanding cabinet in front of a floor to ceiling window. Also pictured is the owner's luxury walk-in closet built by Altamura, and the winning porcelain slab primary bath with 18ft double entry shower and single pane glass partition.



Best Vacation Home

Hobbs Inc.



Hobbs built this \$6 million beachfront vacation home on Dune Road in the Hamptons. The exterior eave details and sand & glass lotus flower were influenced by Stanford White, who is a great great grandfather of the owner.



The interior is designed with Indian Mughai jali screens and arches, and a stunning paneled library with marble fireplace, coffered ceiling, and marble inserts bordering the ceiling. Architects Ryan & Burr Salvatore

(continued)



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Best New Old Custom Home

Prutting & Company



Prutting & Company built this impressive timber-framed home with expansive glass walls and 6" thick stone veneer. The hearth is 12" thick slab that was boomed into the house through the casement windows. The kitchen counters are 3" solid walnut and limestone, and surfaces throughout the house are either stained wood, stone or raw plaster.



(continued)



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Best Designed Custom Home

Sepot Architects

Sepot Architects designed this winning home on the Shepaug River in Southbury. Joseph Sepot used terraced gardens and stone retaining walls to deal with the 100' grade change. Interior highlights include hand hewn arched bottom trusses from Vermont, wide plank dark oak flooring, and a beautifully appointed white kitchen.



For incredible outdoor living, Sepot designed a stunning Doug fir pavilion with frameless glass balustrade, stone fireplace and infinity edge pool.

Best Green Energy-Efficient Custom Home by an Architect

Leigh Overland Architect

A huge proponent of ICF construction, architect Leigh Overland built his own FEMA compliant Fairfield home using ICF exterior walls, SIP roof, metal stud interior, in floor radiant heating & cooling and triple pane windows.

The primary bedroom balcony overlooks a two story 3 season porch. The home's construction features and energy efficiency are saving Overland 50-75% on utility and insurance costs.



(continued)

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Best Pool House

Hobbs Inc.



At more than 1,200 sf, Hobbs New Canaan gem is designed by Cardello with a vaulted lounge, bar, and what pool house can do without simulated golf.

Best Custom Home Under 3,000 SF

East Coast Structures LLC



Featured on the Fall cover of Connecticut Builder, this beach home on Belle Island in Rowayton was built by John Sullivan and designed by Cardello Architects. It took 78 helical piles to combat terrible soil conditions and support an elevated foundation. There are Ipe decks on every floor, and rooms live big for this size house. Pictured, is a huge windowed shower and primary BR with gorgeous views of the Sound.

Outstanding Hartford County Custom Home 3,000-4,000 SF

Nordic Builders of Tolland LLC



Way up in Manchester, Hartford County, Nordic Builders of Tolland built this custom home 25 years after they built their client's first one. To fulfill changing needs, the primary bedroom is on the 1st floor, and an in-law apartment is located over the garage.

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Outstanding Fairfield County Custom Home 3,000-4,000 SF Beachwalk Homes

Back down in Fairfield, Oscar Leal Design built this custom home with a sliding glass pass through from the kitchen to a covered deck with fireplace.



Outstanding Litchfield County Custom Home 3,000-4,000 SF Ground Breakers

In Kent, Litchfield County, Groundbreakers used Hardie siding with metal accents, chestnut barn beams and a full height stone fireplace in the family room.



Outstanding Custom Home 4,000-5,000 SF Petra Construction Corporation

This Middle Haddam home built by Petra was designed by Centerbrook Architects to respect its historic neighborhood. A wrap-around porch offers expansive views of the Connecticut River.



Best Custom Home 4,000-5,000 SF Best Exterior & Interior Features & Outstanding Home Office Gatehouse Partners



Gatehouse Partners & Wormser & Associates achieved an amazing juxtaposition of traditional and modern. The exterior is built with Thermory ash siding and a three story stone fireplace with dual sided staircase that descends to an in-ground pool and jacuzzi.

Inside, a four story glass elevator by Elevator Service Company is wrapped by a floating white oak staircase. There's a steel-clad fireplace in the family room, an Outstanding Thermory ash office, and an enormous roof top deck.



Best Custom Home 7,000-8,000 SF Tom Fredo Enterprises



Tom Fredo built this gracious home on a hilltop in Farmington. Outstanding features include beautiful dark oak floors and an elevated stone patio with pool and spa.

Best Custom Home 5,000-6,000 SF

Derosa Builders



Derosa Builders joined forces with Tanner White and Shawna Feeley for this stunning Fairfield custom with Boral siding, impressive pivot entry door, and floating oak staircase with black iron balusters. A stunning oak beamed family room with white walls and black framed Marvin windows features a high end indoor outdoor fireplace.

The open kitchen features an oak paneled range hood and full height quartzite backsplash. striking floor to ceiling Marvin windows from Interstate Lumber surround the dining room.

An enormous wrap-around bluestone covered patio with 5 space heaters and 4 fans, features an outdoor kitchen with custom made cabinetry, an outdoor stone fireplace and a TV. The screens are fully automatic for all season outdoor living comfort.



(continued)



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Outstanding Custom Home 6000-7,000 SF

Fletcher Development

Christopher Pagliaro, Architects



This spectacular 6,800sf Westport custom home is sleek and contemporary. It is expertly built by Ryan Fletcher and skillfully designed by Chris Pagliaro with metal framed walls of glass, and three separate gabled wings connected by glass bridges.



Lisa Oaks designed the interiors, which seem to be part of the outdoor landscape. Instead of a kitchen backsplash, a motorized overhead door is the backdrop, and on the other side, an outdoor bar. The primary bath is one with nature and the pool view at night is extraordinary.



(continued)

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Best Custom Home 8,000-9,000 SF Outstanding Special Purpose Room Guiltec



Guiltec built this winning 8,500 sf custom home designed by Cormac Byrne with wide plank white oak floors, double island kitchen, a lower level golf room and basketball court.

Best Custom Home 9,000-10,000 SF Hobbs Inc.



Hobbs Inc. built this stunning colonial in Washington CT designed by Mark Finlay. In addition to the gracious country home, there is a workshop, car barn, in-ground pool, and a two-bedroom pool house.

(continued)



**Spec Home of the Year
Best Design Build & Best Spec Home \$2-3 Million
Best Entry & Best Master Bath**

**Riverside Design + Build
Michele Rudolph Architect**



Nestled on a spectacular hillside site overlooking the New Canaan Reservoir, this design build by husband/wife team Marc Vandenhoeck and architect Michele Rudolph evokes rustic barn meets mid-century modern.



The dramatic glass entry reveals a two story interior with frameless Pella windows, modern coffered ceiling and linear see-through fireplace looking out to the deck and reservoir. A striking 14 ft. high library is equipped with a custom rolling oak ladder, and flowing double height spaces with oversized windows open to the outdoors.



A soaring ceiling and rough sawn trusses artistically frame the stunning kitchen, which is designed by Michele Rudolph with ten foot long sit-down island, custom range hood, floating shelves, integrated flush lighting, and high end details, including a Compaq “Unique Calacatta Black” backsplash. Sub Zero, Wolf, Bosch, Sharp and XO appliances were supplied by Albano Appliance.



Listed at \$2.995 million, the 5,800 sf home sold at more than \$800,000 over asking!



The Riverside's Spec Home of Year primary bath is designed with large picture windows to bring nature in, and it offers the luxury of a two person steam shower, oversized spa tub, and flush-mount TV.

Best Custom Home 10,000-15,000 SF

R.R. Builders

Thomson Raissis Architects



RR Builders built this gorgeous shingle style colonial designed by Thompson Raissis and set on 5 acres on Long Island Sound. Builder Rich Rosano used walnut flooring throughout the elegant interiors, and the home is designed with views of the water

Best Special Purpose Building

Ryan Carrier By Carrier Inc.



In Woodbury, Ryan Carrier was recognized for this handsome 5 stall horse barn with a perfectly posed horse and a riding arena.



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Best Spec Home \$5-6 Million Simple Plan Home Builders

Lianne Owen, Simple Plan Home Builders, was recognized for this \$5.5 million Compo Beach spec designed by Renato Gasparian in white plank, gray brick & metal roof.

A 10ft pivot entry door opens to a floating oak staircase and the family room features radiant heated porcelain tile floors, and 10 ft corner windows overlooking the pool.



Best Spec Home \$3-4 Million & Outstanding Kitchen Bluewater Home Builders



Bob Sprouls and Darren Andreoli built this charming Compo Beach home, which is artfully designed to FEMA standards by Tanner White. A timeless kitchen and family room are open to a large deck and spacious backyard, and the lower level radiant heated loggia looks out to the pool.



(continued)

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Outstanding Design Build Spec Home

Laura Michaels Design &
FNR Luxury Homes



Laura Michaels and FNR used deep overhangs and a welcoming front porch for this Greenwich design build with a 12ft waterfall kitchen island.

Outstanding Spec Home \$1-2 Million Outstanding Pool House

Delaurentis Developments

Here's another appealing interpretation of a modern farmhouse, this one by Eric DeLaurentis

At a separate location in Fairfield, Eric DeLaurentis built this adorable 178sf pool house, which is perfect for snacks & hanging out.



Best Spec Home \$1-2 Million EG Home



EG Home built this Southbury Hills spec with three car garage, open kitchen family room, staircase with trendy wood rail and metal stringers, and a spacious open loft.

(continued)



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Best Spec Home \$750,000-1 Million By Carrier Inc.

Johnny Carrier designed and built this Craftsman style spec home at Arbor Meadows in Cromwell.



Best Spec Home \$500,000-750,000 Wilmatt Development

Greg Pachen listed this 3,000 sf West Hartford spec at \$679,000, and sold it at \$746,000.



Best Mid-Size Cluster Community Toll Brothers Inc.



Toll Brothers was recognized for Enclave at Daniels Farm in Trumbull. The 30 single family homes offer 2-story and ranch-style home designs with first or second-floor primary bedroom suites, two-story foyers, home offices, and large kitchens with center islands and separate breakfast

(continued)



COMMUNITY OF THE YEAR Best Large Single Family Rental Community

Krown Point Capital & Connecticut Reality Trust



Krown Point Capital & CT Realty Trust formed a winning partnership to introduce Connecticut to the latest hot development concept – build to rent i.e., the single family rental community.

Grand Luxury Homes is a successful mix of 56 duplexes and 19 detached 3 & 4 bedroom homes nestled on 34 acres in rural Granby. Amenities include a full clubhouse centrally located on the site, resort style pool, grilling stations, barbecue fire pits, dog park, bocce court, and pergolas. Rents range from \$3,000 - \$5,000 with home sizes of 1,680-2,300 sf, and there is zero vacancy.

Each unit has a private garage, stainless steel appliances, granite countertops, in-unit washer dryers, private backyard patio, smart tech integration, walk-in closets and 9 ft ceilings. Nelson Construction will achieve build out of all 75 homes in 15 months.



Best Small Single Family Rental Community

Best Active Adult Community

Greyrock Homes



Jerry Effren is an award winning, creative developer, who has won numerous difficult town approvals to bring successful new development concepts to Norwalk, Stamford and Greenwich.

His latest innovation is luxury single family rental, and no one does it better. This year, Jerry's company, Greyrock Homes, was recognized with HOBI Awards for both Single Family Rental Community and Active Adult Community for the luxury gated community Cottages at Richards Ave. This enclave of ten duplex homes, located on the Norwalk Darien border, is age-restricted and multi-generational. Luxury features include private attached garages, car chargers and solar panels, keyless entry, high end, modern interiors, balconies and private yards.



Each home offers first floor master bedroom suites with curbless glass showers & heated floors, a laundry/mudroom and screened-in porch. Gourmet kitchens are equipped with gas cooktops and electric double wall ovens. A second floor offers abundant storage, a study, loft, and en suites for additional family members or caregivers. Social gatherings under the community pagoda provide spectacular views of the woodland and the Five Mile River for all residents to enjoy. All three and four bedroom homes rented before or during construction at \$6,500 - 9,000 per month.



(continued)

Best Multifamily Rental Community Best Multifamily Rental Unit Outstanding Community Service

Wellbuilt Company



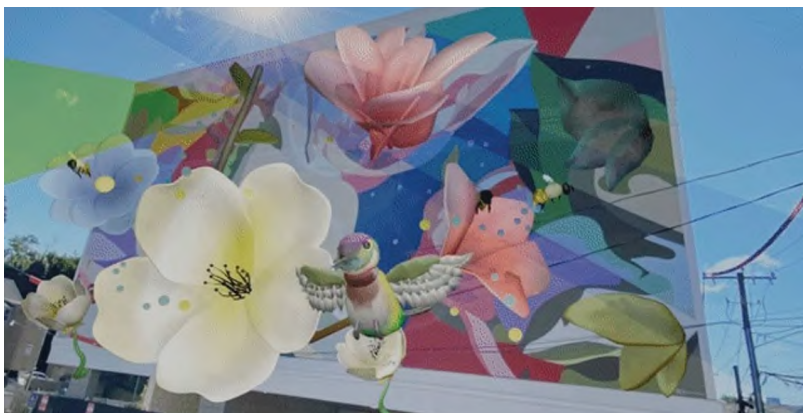
Wellbuilt Company built excellent community relationships, while developing an equally successful rental community on Stamford's challenging west side.

Stillwater is a 49 unit rental building with lobby lounge and outdoor grilling and party space in an urban neighborhood.



A colorful three story mural on the building's most prominent wall brings a bit of whimsy and is smartphone interactive, so the flowers & bees are 3-dimensional.

Each apartment has its own washer dryer, and the building was fully leased in 3 months at lease rates of \$1,400 -2,500



Wellbuilt won a Community Service HOBI for a street art festival they hosted for the neighborhood, which generated great community spirit and good will.

Best Large Cluster Community By Carrier Inc.



Johnny Carrier is building a winning 76 home SF cluster community on a picturesque property in Cromwell. Arbor Meadows has an open space design with common greens and permanent buffers. Located within walking distance of the TPC River Highlands Golf Club, River Highlands State Park and the Connecticut River, and just a short 5-mile drive to Middletown's vibrant restaurant scene, the homes are priced from the high \$500,000's to \$800,000's.



Best Small Cluster Community Silver Heights Development Best Community Website & Best Marketed SF Community DENISE WALSH & PARTNERS



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at West Rocks

The Preserve at West Rocks in Norwalk is a 17 home pocket PUD by Silver Heights Development. In addition to the community award, Denise Walsh & Partners won Best Marketed Community & Best Website. She sold all 17 of these million dollar homes in 15 months!

Best Townhouse Michaud Development Group



Rob & Marc Michaud built Halley Commons, three 3 BR townhouses within walking distance of Metro North in Fairfield. The three units SOLD to one investor for \$1.5 million or \$519,000 each.



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Best Luxury Condominium Best Commercial to Residential Conversion TREC



TREC created this luxury condominium in an upscale brick building on Church Street in Greenwich. It offers a beautifully appointed kitchen, balcony and great location at \$1.7 million.

In another unit in the same building, TREC transformed an architect's office into a stunning 3BR 3B condo with two entrances and indoor parking.



Best Single Family Home \$1-2 Million EG Home



EG Home's single family model at Old Mystic Estates in Stonington features 5 bedrooms, 4.5 baths, and a 3-car carriage garage in an impressive 4,270 square feet, with volume ceiling family room and gourmet kitchen breakfast area.



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Best Detached 55+ Home

EG Home

EG Home's winning Grant model at Chatfield Farms is located on the final cul de sac in Chatfield Farms. This 3 bedroom 2.5 bath home has a vaulted ceiling great room with stone fireplace, a 3 season porch, main floor primary suite, a laundry room, mudroom, powder room, and a large study behind glass French doors. The upper level has 2 guest bedrooms with walk in closets and another full bath. Amazing community amenities include a 10,000sf clubhouse.

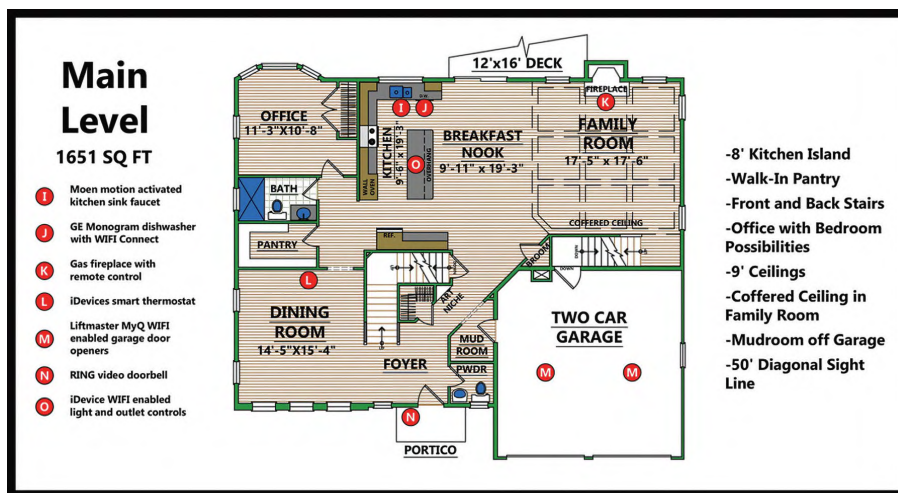


Best SF Home \$400,000-600,000

Best SF Home \$600,000-8,00,000

Best SF Home \$800,000- 1 Mil

T&M Homes



T&M Homes was recognized for their affordable \$442,000 single family home at Torrington Chase, and their \$700,000 Suf-field Chase model. Mercury Excelum, which is based in East Windsor, CT, supplies all the windows in T&M communities.

A third HOBI recognized the \$800,000-1,000,000 homes at *Gledhill Estates* in West Hartford.

Steve Temkin and Greg Ugalde excel at marketing their homes to the best advantage. Take a look at this Gledhill floorplan, which graphically explains every feature, from the touchless kitchen faucet, to the Ring video doorbell and remote controlled shades.

(continued)

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REMODELED HOME OF THE YEAR

Best Remodeled Home \$3-5 Million



Larry Newquist gut renovated this historic home in Hartford's West End Historic District. He demolished the interior and created new floor systems and a beautiful main staircase. Architect Jack Kemper, Kemper Associates, Richard Ott Interiors, & Bob Sparks millwork delivered outstanding quality.



The entire one acre lot was landscaped with an engineered drainage system, retaining walls, patios, free-standing fireplace, and a gunite pool.



A new three-car Carriage House was built behind the house that contains a pool house with kitchen, guest suite and office on the second floor. A conditioned walk-through connection with windows and doors was included from the main house to the carriage house. The finished living space is 6,400 sf and the remodeling cost was \$3.8 million.



(continued)



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Best Design Build Remodeled Home

Acadia Design + Build



Brian Burdo turned a 1960's cape into this stunning Mediterranean home with mahogany entry door, hand hewn columns and arched openings. Outstanding features include the walnut kitchen, a home theater and enticing outdoor living.

Best New Old Home Remodel

Bonnie Paige



Bonnie Paige took on the renovation of this historic Southport home, replacing footings, foundation, framing and roof. She artistically incorporated repurposed beams and converted an outbuilding to a garage with office suite above.



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Best Remodeled Home \$250,000-500,000

Uccello Development



In Deep River, Nick Uccello gut renovated this 1960's ranch, adding a stunning new portico, new kitchen and screened porch on a beautiful lot near the Connecticut River.

Best Remodeled Home \$1-250,000 Outstanding Special Purpose Room

Delaurentis Developments



Eric DeLaurentis added this sunroom with two sided fireplace and vaulted ceiling to a Fairfield home.

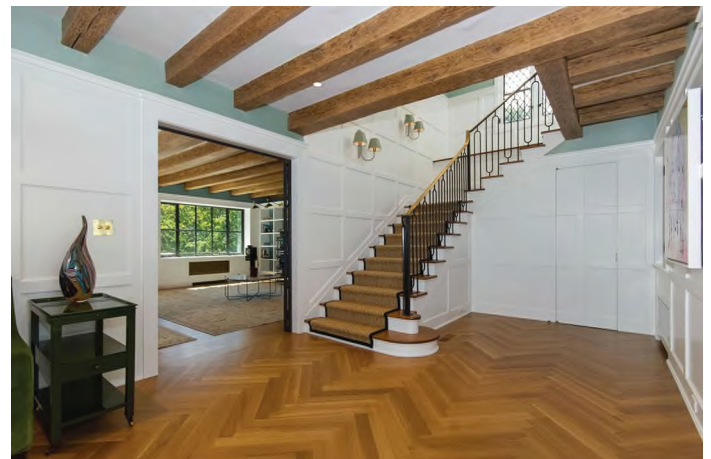
Outstanding Remodeled Home \$250,000-500,000

Ground Breakers



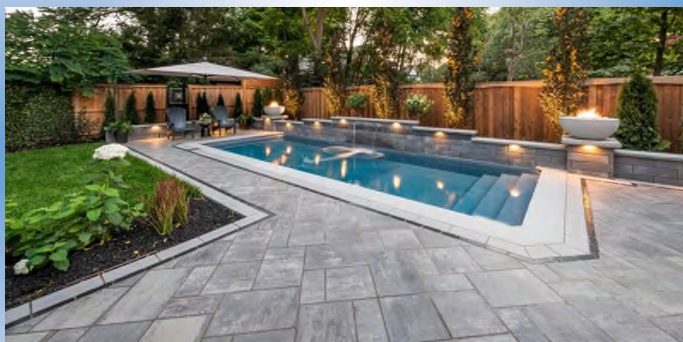
Ground Breakers rehabbed a 1770 home in Bantam with Tesla solar roof shingles and Hardie siding, chestnut floors, hand hewn beams, and an oversized French door to a multi-level stone patio with hot tub.

Best Historic Rehab Koushouris Construction



John Koushouris gut rehabbed this 100 year old Normandy home using 6" rift & quarter sawn white oak floors, refurbished beams and a hand fabricated wrought iron railing and balusters.

(continued)



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Best Remodeled Home \$750,000-1 Million

DeRosa Builders

Emilia Ferri Architecture + Design



DeRosa Builders remodeling skill and Emilia Ferri's design talent transformed a Fairfield colonial into a striking modern home. They used Hardie siding, metal roofing, a large shed dormer and a two story stone columned entry with sleek white interiors and great outdoor living.

Best Remodeled Home \$500,000-750,000

Best Designed Remodeled Home

Palette Pro Painting & RD Studio



Palette Pro and RD Studio dramatically transformed a 1960's ranch in Armonk, using white board & batten siding, sliding barn shutters, a Dutch entry door, floating white oak stairs, and a full length deck.

Outstanding Remodeled Home \$500,000-750,000

Braydan Construction



Braydan Construction converted a 3 BR Old Greenwich home into this 5 BR, 4 1/2 bath with modern amenities, including a Gunite pool.

(continued)



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Best Remodeled Home \$1-2 Million

Best Special Purpose Room

Bluewater Home Builders



Bob Sprouls and Darren Andreoli updated the exterior of this Compo Beach home, adding a new covered porch, equipped with a fireplace, electric heaters and outdoor kitchen.

Inside, they used steel beams to open up the basement for this family room, gym and winning bar room with temp-controlled wine wall and hi gloss cabinetry.

Best Remodeled Home \$2-3 Million

Cole Harris Homes

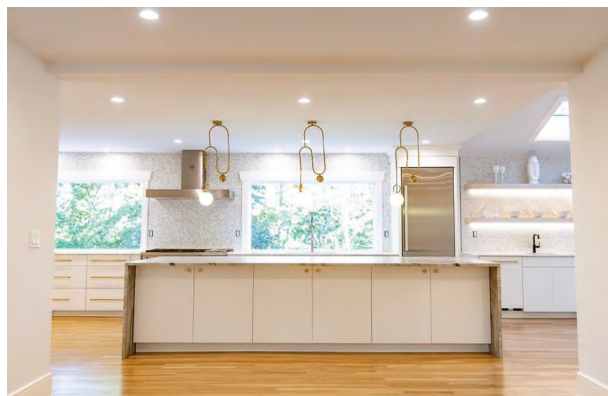
Paul Harris converted a 120 year old three bedroom barn into this stunning six bedroom, six bath home, while honoring the original.



Best Spec Remodel Under \$3 Million

Van Brodt Estates

Susan Vanech opened up the floorplan of this Westport home and modernized it with a 12 ft kitchen island, terraces & pool.



(continued)

Best Spec Remodel Over \$3 Million

CCO Habitats



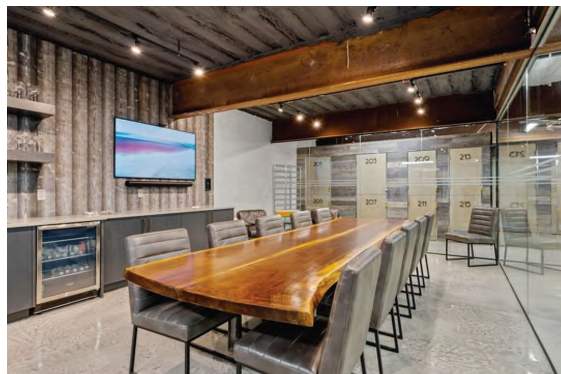
Restored to its vintage glory, David Vyrerib kept the charm and the whimsy of this 1926 home, while creating spaces for today's luxury living. The entire house was gutted and new Andersen windows, exterior doors, a roof and siding installed, and parts of the layout had to be reconfigured. Situated on an acre of land with a private pool, 8 Mayflower Parkway is within easy walking distance to Longshore Country Club and Compo Beach.

COMMERCIAL

Best New Commercial Under 2,500 SF

Hertz Construction

Hertz Construction won for Hollow Tree wine vault – located in the basement of their Darien self-storage facility. It's your own wine cellar away from home. There are over 100 temp controlled storage units and an elegant, glass enclosed conference room for meetings and parties.



Best Residential to Commercial Conversion

Karp Associates

Karp Associates converted this historic New Canaan home into a gallery exhibition space by connecting two levels with a floating glass stair, and installing antique pine flooring.



Best New Commercial Over 2,500 SF

Murphy Brothers Contracting



Murphy Brothers are experts at building and renovating country clubs. This is Quaker Ridge Golf Club in Scarsdale, where Murphy added a new dining terrace with retractable fabric roof and built the historically accurate high ceilinged pub pictured here.

The new two story pro shop looks like it's been there for 100 years. A wall behind golf simulators opens, so balls can be hit down range, and the 2nd floor party room with bar and more golf simulators, is the most popular space in the building. Douglas Graneto Design, based in Greenwich, did an outstanding job on the interior design.



Best Commercial Rehab

Murphy Brothers Contracting



Knollwood Country Club is one of the oldest golf clubs in the USGA. Murphy Bros. won a 2nd HOBI for its exterior and interior rehab.

(continued)



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Outstanding Commercial Rehab

Karp Associates



Post Covid, Karp was asked by the JCC to convert administrative offices into a preschool learning center for ages 3 months to kindergarten. Karp used movable walls for flexibility and glass security turnstiles for safety.

Best Adaptive Reuse Under 10,000 SF

Petra Construction Corp.



Petra adapted a three story single family home into office space and an apartment for the Saint Thomas More Chapel and student center in New Haven.

Best Adaptive Reuse Over 10,000 SF

Horton Group & Davenport Properties



Horton Group partnered with Davenport Properties to adapt the 73,000 sf Willy's Jeep Factory in Springfield MA into Overland Lofts, a mixed use development of 60 market-rate apartments and a vibrant retail space with cafe and indoor parking.

(continued)

INTERIOR DESIGN & HOME STAGING

Best Interior Design Over \$5 Million Home Best Home Staging \$5-8 Million Home Best Home Staging Over \$8 Million Home LTW Design

Leia Ward worked with the homeowners, architect and builder to gut remodel this Southport home. Walls were removed, and a gallery with floor to ceiling windows was added. Leia chose flooring, custom oak cabinetry, countertops, lighting, furniture, hardware, finishes, glass stair railing, window layout and exterior materials for this Southport gut remodel.

Leia Ward is a stand out in high end home staging: She staged this \$6 million Hamptons home at \$48,000 and this winning \$11 million Del Mar estate at \$112,000.



Best Interior Design Under \$5 Million Home McBrien Interiors



Tori McBrien used soft white walls, rich colors, and plenty of custom built-ins to keep this young family organized.

Outstanding Interior Design Under \$5 Million Home Stephanie Rapp Interiors



Stephanie Rapp used crushed velvet and charcoal in this chic design for a Westport home.

Best Interior Design for an Apartment Hogue Interior Design



Michele Hogue created a modern hip interior for this apartment at Spinnaker's Brim & Crown in East Norwalk.

Best Home Office & Best Library Hogue Interior Design



Michele Hogue designed this post Covid home office for Mom, Dad and kids with black oak doors to hide supplies and TV. And Michele was recognized for this comfy library, which makes it easy and enjoyable to read a book or enjoy a drink with friends.

Best Home Staging \$3-5 Million Home Best Home Staging \$1-3 Million Home Iconic Modern Home

Iconic Modern won for this chic Lincoln Street home, and for this edgy N.Y.C. loft, which had multiple offers after staging.



SPECIAL FOCUS AWARDS

OUTSTANDING ENTRY FOYER

Beth Krupa Interiors



Beth Krupa used a stunning chandelier with draped polished nickel chains, a zinc topped table and metallic leaf ceiling for this outstanding entry hall.

BEST HOME GYM



In a 3rd win, The Jonathans created this home gym with a meditation room.

BEST POWDER ROOM

Design by The Jonathans



This elegant powder room by the Jonathans features amethyst crystal and brass pulls topped with an ogee edge Quartz vanity top, an undermount multi-tone oval sink and brass genie lamp faucet with turnkey handles. Exquisite purple, white, green, and blue wallpaper is accented with an ornate gilt mirror and two golden-brass wall sconces.

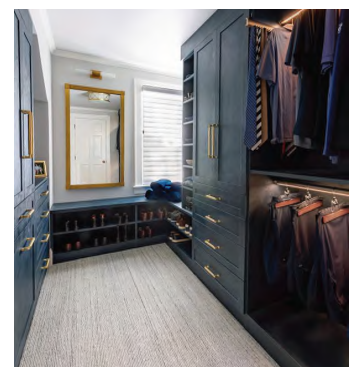
OUTSTANDING PRIMARY BATH



And for their winning modern bath, The Jonathans used Billie Ombre micro mosaic glass for shower walls with color changing LED ceiling.

BEST WALK-IN CLOSET

Closet & Storage Concepts



Karen Bradbury created his & hers walk-ins with lighted rods, and a place for everything!

SPECIAL FOCUS AWARDS

BEST MUDROOM**The Closet Factory**

This mudroom By Closet Factory offers plenty of storage and Lumicor door inserts for sparkle.

BEST REMODELED KITCHEN & BEST KITCHEN**Hemingway Construction**

Hemingway created this WOW kitchen in a New Rochelle estate using enormous arched Marvin windows, ornamental plaster ceiling and Christopher Peacock cabinetry.

OUTSTANDING KITCHEN BY A SUPPLIER**Karen Berkemeyer Home**

This outstanding Calacatta gold kitchen by KB Home features a 12ft ceiling, antique mirrored door panels for the Sub Zero refrigerator freezer, and a full height Calacatta chevron backsplash.

BEST PLAYROOM**Greenwich Play for the Dewart Project**

Greenwich Play built this custom playhouse with a full-size mattress, operating barn doors, a climbing wall and a custom slide.

**BEST HOME ELEVATOR
BEST NEW PRODUCT/
CONSTRUCTION TECHNOLOGY**
Elevator Service Company

Elevator Service won for this elegant mahogany hydraulic elevator and this ingenious Flex Step 5 step platform that functions as both an ordinary staircase and, converts to a wheelchair lift.

(continued)

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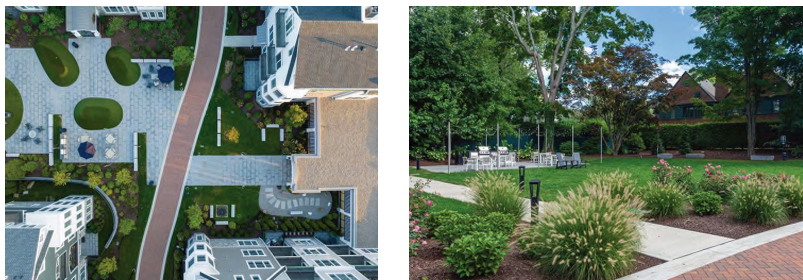
— SPECIAL FOCUS AWARDS —

**BEST HOME
TECHNOLOGY****Innerspace Electronics**

For this waterfront Westport home, Innerspace used a Savant integrated control system, Lutron Homeworks QS lighting control & Lutron Palladiom shading systems.

**BEST SINGLE FAMILY HOME
LANDSCAPE DESIGN****Torrison Stone & Garden**

Torrison Stone & Garden used formal English gardens for this classic home in Essex.

**BEST COMMUNITY
LANDSCAPE DESIGN****Karp Associates**

Karp's community The Vue in New Canaan features a brick road, which divides playful landscaping, and a Zen garden.

— BEST SHOWROOMS —

BEST PRODUCT SHOWROOM**EG Home**

EG Home took BEST with their exquisite builder Home Design Center in Southbury.

**OUTSTANDING SMALL LIGHTING
SHOWROOM****Tidewater Lighting & Design**

Tidewater has carved a niche in the New Haven County shoreline community with its 3200 sq ft showroom in downtown Madison.

**OUTSTANDING NEW HAVEN
COUNTY SHOWROOM****Torrco**

Torrco fully renovated their Waterbury showroom with working European & American plumbing fixtures & faucets.

BEST SHOWROOMS

OUTSTANDING SHOWROOM UNDER 3,000 SF

Closet Factory, Wood Grains & Drains Unlimited



This 2,500 sf Darien showroom offers custom designed, locally manufactured and installed dressing rooms, closets, mudrooms, entertainment centers, garages, pantry and laundry rooms, wall bed systems, custom kitchens and cabinetry, as well as revolutionary custom shower drain systems!

BEST PRODUCT SHOWROOM OVER 10,000 SF

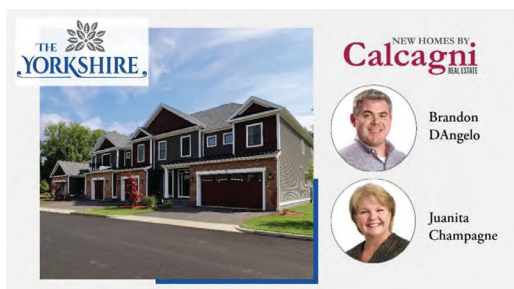
Floor & Décor



Floor & Décor was recognized for their 54,000sf flooring supply showroom in West Hartford, which includes vignettes and displays of a wide variety of flooring products.

SALES AND MARKETING

BEST SALES TEAM IN HARTFORD COUNTY



Calcagni Real Estate's sales team, Brandon D'Angelo & Juanita Champagne, were recognized for \$10 million in home sales at Yorkshire at Farmington.

BEST SALES TEAM IN MIDDLESEX COUNTY



Calcagni Real Estate's sales team, Daniela Volo and Maryam Taylor were recognized for \$15 million in home sales at Arbor Meadows in Cromwell.

BEST SALES TEAM IN NEW HAVEN COUNTY



Calcagni Real Estate's sales team, Kristin Daly-Murphy and Bridie Bradbury, were recognized for \$17 million in home sales at Pierpont Hill in North Haven.

BEST PROMOTION Calcagni Real Estate



The Calcagni CT Home Show booth was located next to the Design Cafe'. Video tours of their model homes played on two big screens, and Calcagni offered a popular "On the Spot Equity Analysis" to attendees.

SALES AND MARKETING

SALES TEAM OF THE YEAR

Denise Walsh & Partners



With over \$23 million in new construction sales of homes ranging from \$700,000 -1.2 million - Denise Walsh & Partners won the top sales team award.

2022 NEW HOME SALESPERSON OF THE YEARPenny Gitburg
Berkshire Hathaway Home Services

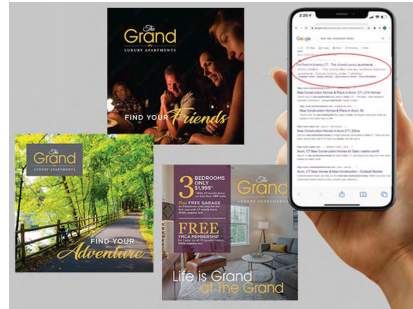
With 28 years in new construction and \$13 million in sales in 2022, Penny Gitburg of Berkshire Hathaway Home Services took the top individual sales award.

LEASING AGENT OF THE YEAR

Peter Grant, Wellbuilt Company



Peter Grant leased all 46 units at Wellbuilt Company's 57 Still-water apartment complex in Stamford in LESS THAN 3 months to win 2022 Leasing Agent of the Year.

BERKSHIRE HATHAWAY HOME SERVICES**BEST MARKETING RENTAL COMMUNITY**

At The Grand in Granby, BHHSNE achieved 99 percent occupancy in just 8 months.

BEST VIDEO

This winning video was created for the Berkshire Hathaway Home Services New England, New York and Hudson Valley Awards & Service Event held at Mohegan Sun to inform the 1,200 agents attending of the marketing services and capabilities of the New Development division. The video will be posted on BHHSNE's website under Builder Services.

**BEST CONSTRUCTION PERMANENT CUSTOM HOME LOAN
BEST END LOAN PACKAGE**

Liberty Bank



In a record 24 year repeat, LIBERTY BANK won Best Construction Permanent Custom Home Loan & Best End Loan Package. ■



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HOBİ Winning Interior Designers Add Real Value

This winner of three 2022 HOBİ Awards delivers outstanding turnkey design build



Hogue Interior Design is a full-service design-build-interiors firm, choreographing all stages of renovation and new construction, from blueprints to bar soaps. Their unique turnkey approach means homeowners step into a fully furnished abode within days after the completion of construction. Beyond basics like art and décor, Hogue Interior Design takes care of the details, including dishes, flatware, towels, linens, personal affects, like children's books and toys, and even bathroom needs, like toothpaste and bar soap.



Jim Goldberg Photography

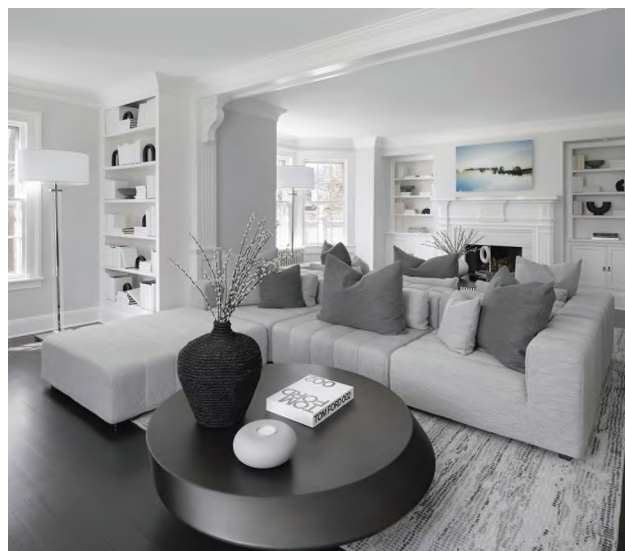
With a holistic approach to designing interiors, we start by identifying the function of the space. Knowing how a space will be utilized offers the opportunity to see the finished interpretation of the room before construction drawings are completed. Not only does this save time for our clients, it keeps the project running smoothly for the builders. Calling

out interior architecture details, including millwork and cabinetry, plumbing, lighting and paint schedules, Hogue Interior Design also creates schedules for furnishings, art, décor, linens, and all accessories- an extensive list including decorative and practical items for day-to-day living.

Before construction ever begins, Hogue Interior Design offers a clear understanding of the overall project cost, from concept to completion. We know what it will cost to build, as well as to furnish. With an organized and collaborative approach, we offer a fully furnished, ready-to-live-in home within days of receiving a Certificate of Occupancy.



One point of contact for design selections, from plumbing to paper towels, means not only an orderly and organized approach from the design phase to the installation phase, it also means consistency in the overall aesthetic. Hogue Interior Design offers thoughtfully curated spaces specific to our client's needs - ready to be lived in, and to serve as a backdrop for many memories for years to come. We believe every project should be treated as if it is our own. Inspired to create inheritable homes that personify peace, safety, and love- Hogue Interior Design treasures the privilege and opportunity to collaborate with homeowners, builders, and architects, creating happy spaces for happy people.



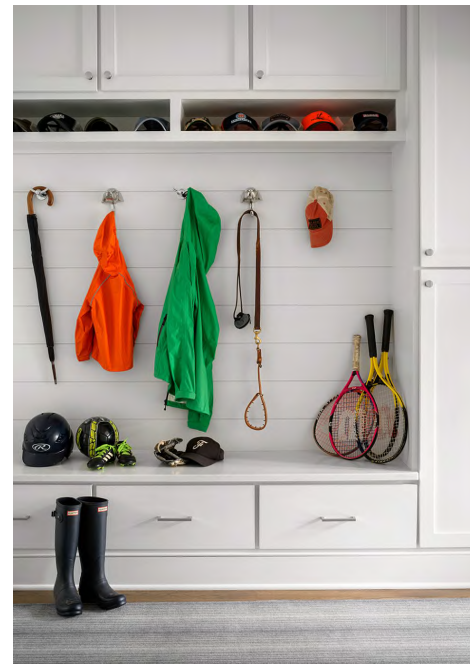
courtesy Emily Sidoti Photography

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HOBİ Winning Interior Designers Add Real Value

(continued)

Best Interior Design Winner Tori McBrien on adding Value in a spec home and what's New in kitchens and baths



Tori McBrien brings her breadth of fashion industry experience and a passion for beautiful design to her work with every client. Working directly with the builder or architect, McBrien Interiors can handle everything from space planning and specifying finishes to project management. The firm specializes in Feng Shui Design and environmentally friendly design.

How can a designer bring value to a spec house?

An interior designer brings expertise in thinking about space in a different way than a builder would. We naturally ask different questions about how a space functions than a builder or even an architect.

Designers visualize who will be living there and how the buyers want each



space to function. This includes everything from light switch patterns and outlet locations to the most efficient place for a utensil drawer. Also, designers will bring more creativ-

ity and interest to a project. This doesn't necessarily mean adding more cost, which I think some builders assume. It just means that creative solutions can be used to make spaces more intriguing to prospective buyers. Lastly, an interior designer helps facilitate tedious design decisions, which in many cases, builders would rather avoid doing. The designer removes the burden of selecting finishes, and with their expertise can do it quickly and efficiently. This allows the builder to focus on getting the job done on time and on budget.

What's new in kitchens and baths?

Wellness and health combined with technology have been a big trend since the pandemic broke out 3 years ago, and over the last few KBIS/IBS shows, there have

been more and more products geared towards homeowners that have made these values a priority in their lives.

There are indoor kitchen garden appliances, more options for residential style filtered hot and cold water systems and an increase in porcelain slabs for countertops which are durable, UV resistant and anti-microbial.

Also, the spa-like bath experience is becoming more popular. There were Japanese-style tubs featured by some of the major plumbing fixture companies as well as a variety of essential oil integrated shower systems.

Kohler's Stillness Japanese tub is available in Soak, Smart Soak, Experience and Infinity versions.

With the social media trend of cold plunging, the art of bathing for your health is gaining even more traction, and a growing trend the building industry should be anticipating.





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Award Winning Interior Design & Renovations

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PHOTOGRAPHY: JIM FUHRMANN | STYLING: JOHN STEFANICK

Beth Krupa describes her HOBI Winning design approach



Beth Krupa Interiors (BKI) is a 3x national award-winning Interior Design firm combining international exposure through living and work, and 20+ years of design expertise with impeccable integrity. Beth and her team's travels throughout dozens of countries continue to inspire her

firm's bold designs by creating custom-curated and dynamic experiences within each space.



Main Bathroom Oasis by Beth Krupa Interiors
Photo by Jim Fuhrmann Photography

Our blending traditional and modern elements within this dramatic HOBI winning entry foyer was pivotal to the design. We saturated the walls and custom woodwork with a sea of blue that greets you upon entering. For furnishings, we designed and specified an elegant zinc top table with hand-hammered metal base; its pyramid-esque shape added a glamorous, yet airy feel, while also serving as the focal point and anchor for the space. Once inside, your eye is immediately drawn up to the star of the show, the Mother Chandelier by Barlas Baylar. An elegant piece of illuminated art, its 3 miles of draped jewelry-quality polished nickel chains emit a shimmering light, welcoming you into the home, while making a stellar first impression. The

metallic leaf print ceiling paper designed for the domed ceiling envelopes the room in warmth, and maximizes the feeling of elegance in this exquisite one-of-a-kind space.

This main bathroom oasis makes an elegant statement, and is sure to undue the day's stresses. As you enter the room, the freestanding deep claw-foot soaking tub is a showstopper, its exceptional quality and luxurious features set the tone for this respite space. Oversized custom valances add soft ambience, while framing the incredible lake views outside. The 4"x12" honed empress white marble floor tile laid in a herringbone pattern gives the room a regal uplift. In the shower, the 18"x18" empress white honed Carrera marble tile play against the taupe marble geometric design on the floor and wall in a delightful way.

Beth Krupa, Allied ASID, GREEN AP

Beth Krupa Interiors showroom is located at 19 E Elm Street in Greenwich. She can be reached by phone at 203.890.9292. Visit her website, Bethkrupainteriors.com or follow her @bkru-painteriors.

photos by Jim Fuhrmann



HOBI Award winning foyer by Beth Krupa Interiors
Photos by Jim Fuhrmann Photography



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Cabinetry ♦ Design ♦ Tile ♦ Plumbing



Winning a HOBİ Award validates the designer's value, creativity, and experience.

The collaboration with other professionals is important in KB Home being recognized. It says that we are a team player.

Here's what I see trending:

- ▶ Cabinetry remains simple but not stark white. We are seeing colors in cabinetry and wood, especially rift cut white oak.
- ▶ Two-tone kitchens are interesting ... with mixes of color or color with wood.
- ▶ Soft grays are appealing; green is making a resurgence; and blues are still in vogue.
- ▶ Black mixed with light wood makes an interesting kitchen.
- ▶ Mixing a soft gray with navy is also appealing for a kitchen.
- ▶ Handles on cabinetry have replaced knobs because they are easier to use.
- ▶ Texture in backsplashes is popular, especially in a different pattern, such as a herringbone.



Design by Karen Berkemeyer - Interior Design by Sandy Effren, Greyrock Homes



Kitchen Design by Iris Michaels - Interior Design by Carrie Parker Interiors

STEPHANIE RAPP
INTERIORS



The trends that I saw at KBIS leaned into luxury, individuality and personal comfort, creating a complete experience.

Color - in appliances and plumbing, such as Kohler offering throw back pastels, and True Appliances personalizing color by matching their appliances to your automotive finish.

Materiality - fantastic new luxury finishes, such as the Carbonio finish in Bertazzoni appliances, with built-in vents that don't require a range hood, and Monogram wrapping refrigerators in leather.

Personal Comfort such as the infinity Spa tub experience by Kohler, and adding to your sensory experience in the shower with infused botanicals.

Ease of functionality to enhance your experience- such as Airmada Drying solutions creating discreet blowers that dry off shower walls and doors.

LTW

STAGING | DESIGN

Meaningful Minimalism

A lesson in negative space



Our clients want spaces that are calming and make them enjoy coming home. In order to create that refuge, the right amount of negative space is the secret sauce.

For a young Westchester family moving from TriBeCa, we left enough room for them to bring life into their new home, and for their children to run around. This home provides them room to spread out. They have busy lives, and don't want clutter.

I created a space that I call, "warm minimalist" with shades of gray, warm white and natural oak. Achieving the balance of what you put and don't put in a home can be true art. ■



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A Recap of 2022 and Thoughts on What we can Expect coming into 2023

By Antonio Liguori, President Calcagni Real Estate



2022 Year-End Recap

2022 started off fast-paced, riding off the momentum of the calendar year 2021. However, this came to a screeching halt after the Fed began increasing rates, resulting in an increase in mortgage interest rates. In the beginning, when interest rates first surged back above 4%, most prospective home buyers moved to the sidelines in hopes of rates falling back down. As the year progressed, mortgage interest rates escalated at an unprecedented pace.

However, as the fourth quarter was ending and 2023 was beginning, the real estate industry started to see signs of activity again. REALTORS' and developers' phones started ringing, and traffic, which usually accelerates in March, began early.

The realization finally sank in...that mortgage interest rates have stabilized at new levels, and the public has accepted that rates will no longer have a "3" in front. If there was a need to purchase or build a home, waiting was only going to potentially "cost" more (not just from a financing standpoint, but inflationary).

The year ended with the following statistics*:

- ▶ New Haven County
 - Median Sales Price
 - Single Family Homes - \$375k; 11.9% increase from 2021
 - Townhouse/Condo - \$215k; 13.2% increase from 2021
 - Average Sale Price
 - \$406,164; 10.5% increase from 2021
 - Average Monthly Lease-\$1,953; 13.3% increase from 2021
- ▶ Hartford County
 - Median Sales Price
 - Single Family Homes - \$330k; 7.8% increase from 2021
 - Townhouse/Condo - \$215k; 15% increase from 2021
 - Average Sale Price
 - \$350,580; 8.3% increase from 2021
 - Average Monthly Lease-\$1,799; 6.4% increase from 2021

Supply and Demand

Compared to the last decade of information, the "buyer interest" measured across New Haven and Hartford Counties for all price points can be over 50% higher. Coupled with new listings 15.7% and 17.7% lower, respectively, it is understandable that it is difficult to imagine a scenario where inventory will radically change enough to offset any price appreciation.

Adding to the inventory point, when reviewing the Months' Supply of Inventory and Inventory of Homes for Sale*, please consider these facts:

- ▶ The graphs highlight the year-over-year change

- In all cases, there is a negative downward trend

*Current as of January 08, 2023. All data from SmartMLS.

Report © 2023 ShowingTime.

(Please see graphs and stats immediately following this article.)

However, if we consider 2018 or 2019 as "normal" inventory years, mathematically, we are down over 60% in both scenarios. If this figure were to be applied to any metric review, it would be catastrophic, which should shed light on the inventory imbalance situation we are currently facing.

In the summer of '22, I analyzed MLS closed data to determine how many "out of state" buyers were closing in New Haven and Hartford Counties. The '20-'21-year cycle was at 15.9% of all closings from non-CT residents, the '21-'22-year cycle grew to 16.3%, and over the last 180 days+, the statistics are as follows: New Haven County at 17.6% and Hartford County at 14.8%, which implies that **the trend of out of state buyer demand is still increasing.**

Forecast and Thoughts

With all data present, and barring major external factors, we can expect to see the following in the New Haven and Hartford County markets:

- ▶ Limited inventory (homes available for sale), leading to the following anticipated outcomes:
 - Absorption will continue to be fast-paced
 - Price stabilization: appreciation will move upward but below "double-digit" growth (normalized pace)
 - Properties that were overpriced in 2021 will either come off the market, as the "overbidding" is no longer an occurrence, or correctly priced relative to current market rates

► Velocity of Market

- Increased pace and interest; starting before March and extending further than in the calendar year 2022.
 - Although mortgage interest rates are higher than the past few years, they are still below the 40-year average and are expected to be lower by year-end; creating opportunities for refinancing (long term) and accelerating the sense of urgency to purchase (short term).
 - Locking in the price of appreciating homes.

An interesting fact about median house prices in CT: It took our state approximately 13 years after the peak of the housing crisis (2008 -2021) to hit the same price point. CT ranked among the lowest in the US with our housing market “re-adjusting”

back. And this should be understood as positive when looking forward. Our state has not faced significant volatility. This should be another positive indicator when assessing the risk of whether our pricing accelerated too quickly, and whether we could succumb to a correction. As the adage states, “Slow and steady wins the race.”

There is still room to move up with housing prices in our state. This needs to be considered when we price new homes, appraise and finance them, and consider whether to expand or remodel them.

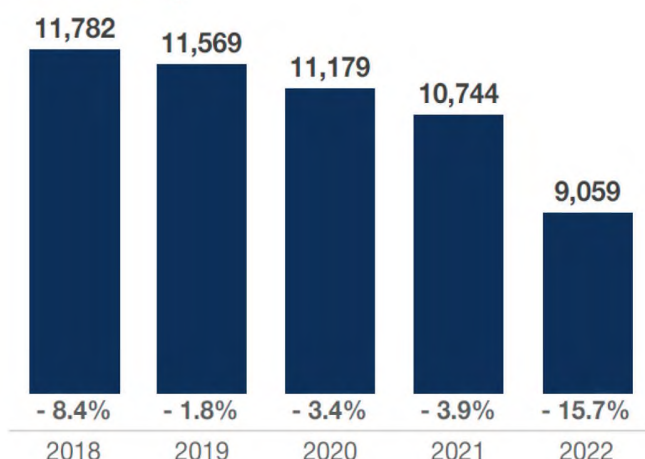
*Current as of January 08, 2023. All data from SmartMLS. Report © 2023 ShowingTime.

Annual Report for New Haven Middlesex Association of REALTORS® Service Area

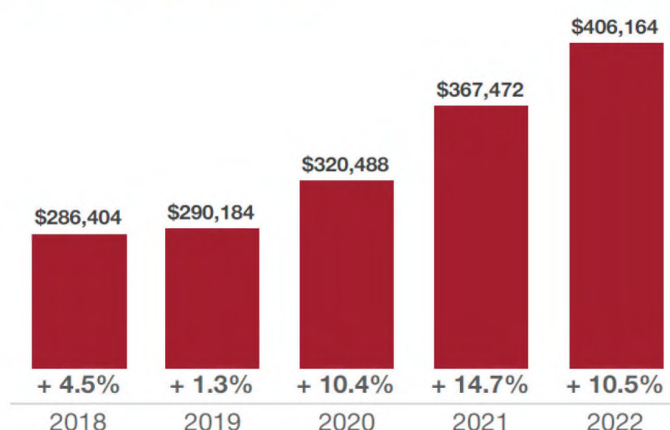


Quick Facts

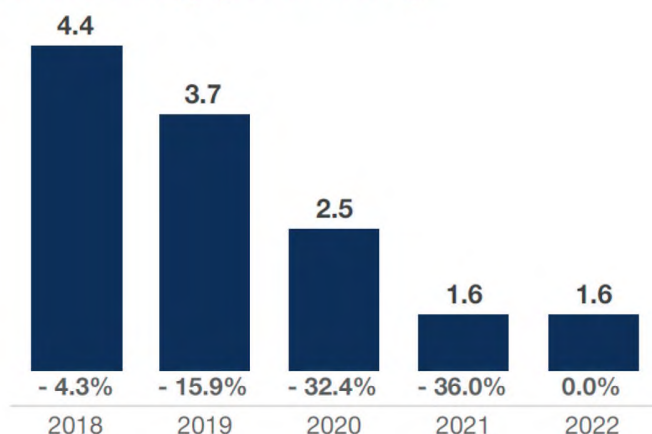
New Listings



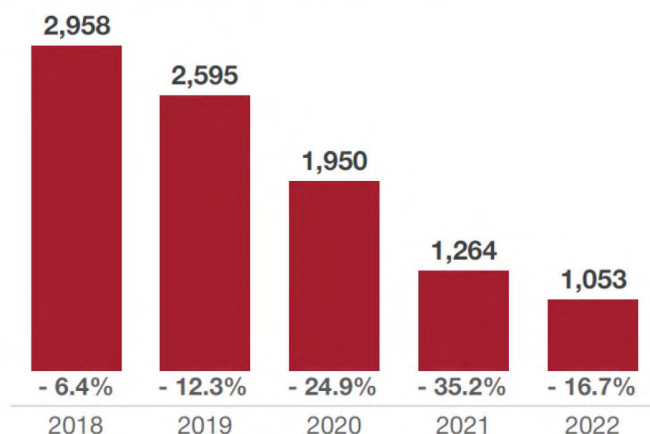
Average Sales Price



Months Supply of Inventory



Inventory of Homes for Sale



A Recap of 2022 and Thoughts on What we can Expect coming into 2023

(continued)

New Haven Middlesex Service Area

(continued)

32

Average Days on Market
Single Family

26

Average Days on Market
Townhouse/Condo

+ 11.9%

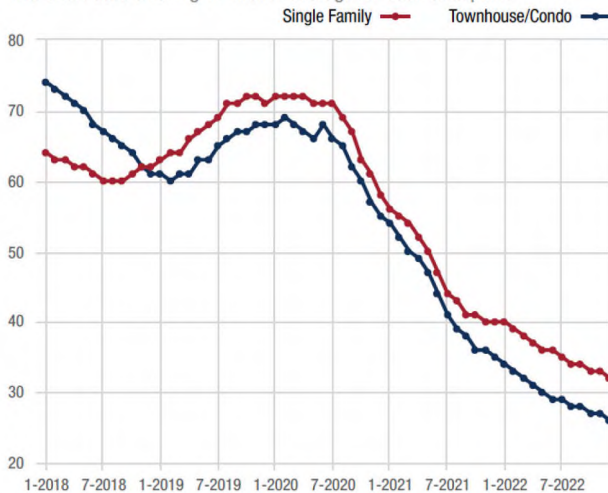
One-Year Change in Price
Single Family

+ 13.2%

One-Year Change in Price
Townhouse/Condo

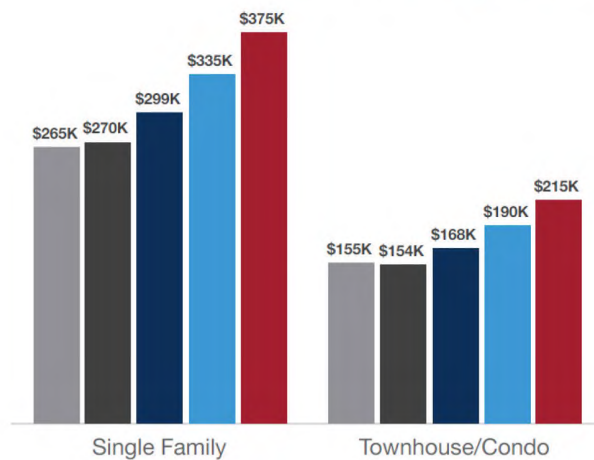
Days on Market

This chart uses a rolling 12-month average for each data point



Median Sales Price

■ 2018 ■ 2019 ■ 2020 ■ 2021 ■ 2022

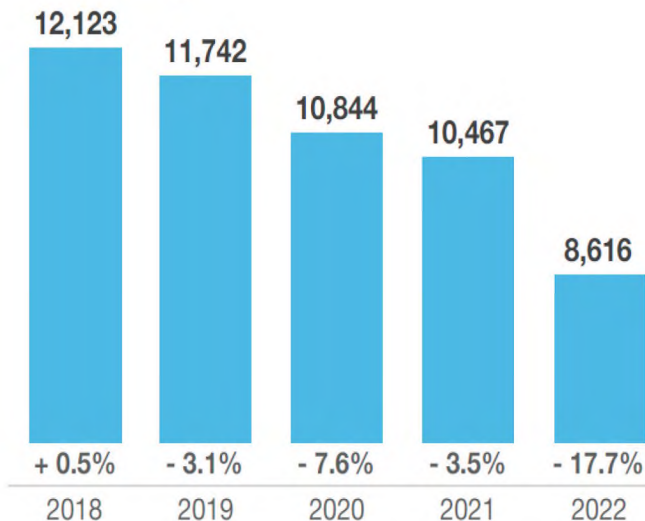


Annual Report for Greater Hartford Association of REALTORS® Service Area

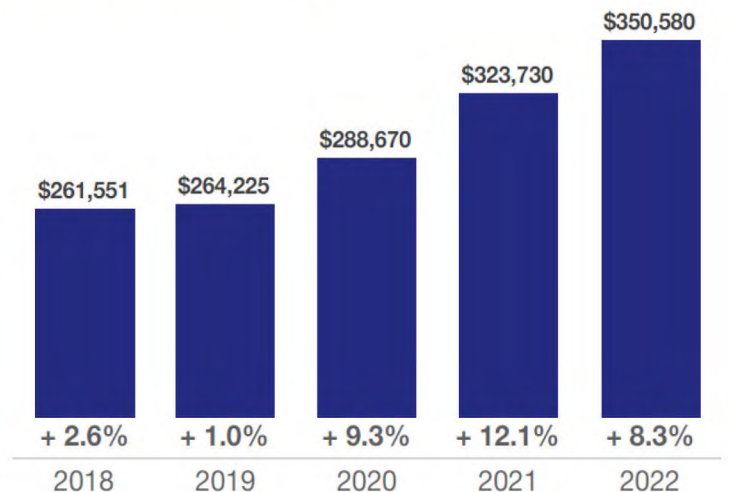
Quick Facts



New Listings



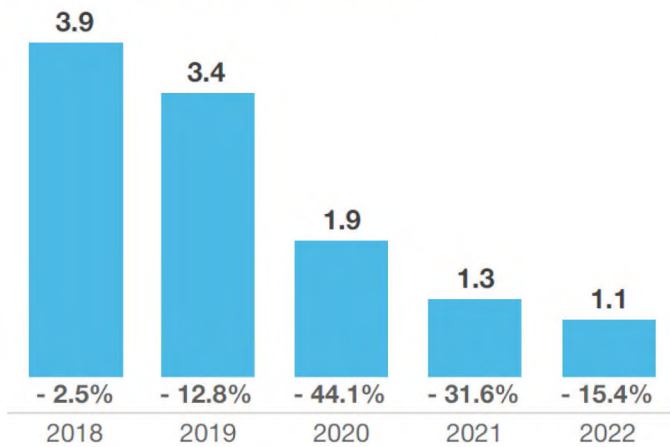
Average Sales Price



Greater Hartford Area Report

(continued)

Months Supply of Inventory



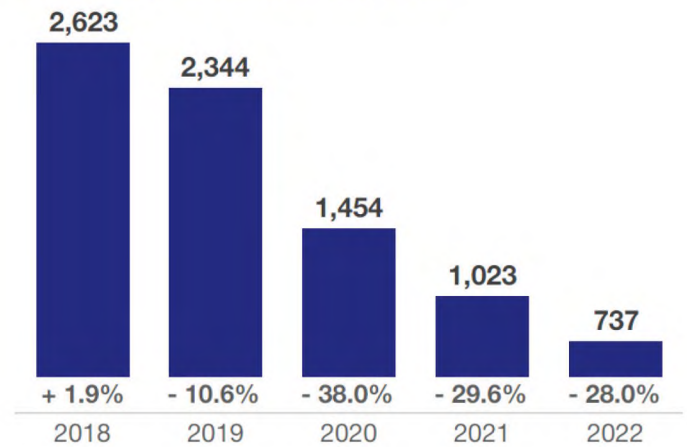
23

Average Days on Market
Single Family

23

Average Days on Market
Townhouse/Condo

Inventory of Homes for Sale



+ 7.8%

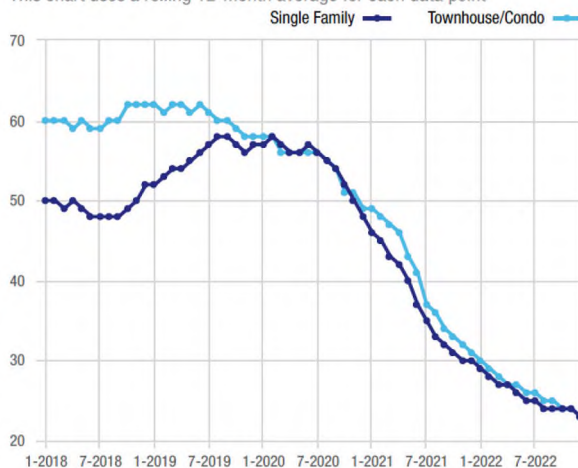
One-Year Change in Price
Single Family

+ 15.0%

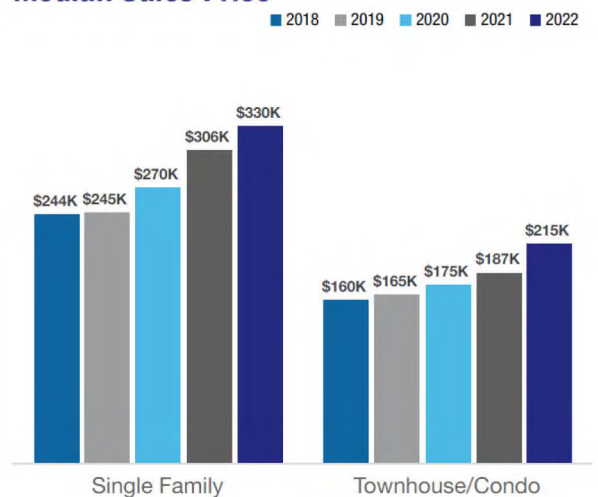
One-Year Change in Price
Townhouse/Condo

Days on Market

This chart uses a rolling 12-month average for each data point



Median Sales Price



A Recap of 2022 and Thoughts on What we can Expect coming into 2023

(continued)

Activity for New Haven County

Year to Date

	2021	2022	Percent Change
Number of Active Rentals	--	--	--
Number of Properties Leased	3,074	2,863	-6.9%
Average Monthly Lease Price	\$1,724	\$1,953	+13.3%

Buyer Interest (Showings/Listings)



Activity for Hartford County

Year to Date

	2021	2022	Percent Change
Number of Active Rentals	--	--	--
Number of Properties Leased	1,912	1,959	+2.5%
Average Monthly Lease Price	\$1,690	\$1,799	+6.4%

Buyer Interest (Showings/Listings)





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2023 Insurance Market Update

by Kim Marie DiMatteo, CIC, MWCA | Senior Vice President, Cross Insurance



I've been in the insurance game for quite a few years, so it's no surprise I get asked about my predictions when it comes to the market. Unprecedented natural disasters, the Ukraine-Russian conflict, the COV-

ID-19 pandemic, interest rate hikes, supply chain disruptions, and the labor shortage have become the perfect storm for insurance rates. It's been volatile – with some lines seeing decreases and others experiencing massive hikes.

Below is a nationwide analytical prediction of rates for 2023; what happens in the economy and the world will heavily affect whether we see the trends continue into 2024.

LINE OF COVERAGE	PRICE FORECAST
Commercial property	CAT-free: +10% to +15% CAT-exposed: +15% to +25%
General liability	Overall: 0% to +10%
Commercial auto	Overall: +3% to +15%
Workers' compensation	Overall: -5% to +5%
Cyber	Overall: +25% to +100%
Directors and officers liability	Private/nonprofit entities: -10% to +7.5% Public companies: -15% to +2.5%
Employment practices liability	Overall: +10% to +15%

Source: Zywave

In Connecticut – specifically in the construction market, we've seen nice decreases in Workers' Compensation over the past few years, and I anticipate that to level out or start experiencing increases. The carriers are now seeing the fallout from the pandemic and labor shortages – so I anticipate rates will increase over the next 12-18 months.

Some of the biggest increases have been in the management liability sectors – such as Directors and Officers, Errors and Omissions, and Professional and Employment Practices Liability lines. Again, the current labor shortages, increase in temp workers, an uptick in social justice movements and regulatory scrutiny has increased the number of lawsuits, pushing up premium rates. We've also experienced double-digit increases in Cyber Liability premiums because hackers have gotten savvier. There has been an increase in ransomware and extortion claims and the trend isn't slowing down which will keep prices up.

The big news is Property Insurance. Rates are taking a hike nationwide...and then there is Florida.

Property rates nationwide are up, but the forecast is far more severe for you members who own property in Florida, where things are very volatile.

Florida property owners were warned that rates were expected to spike back in 2020 – and those predictions not only came true but recent reports show that trend isn't slowing down, with increases up to 40% in 2023. Thank you, Hurricane Ian – where losses are expected to exceed 100 billion dollars, proving the costliest hurricane in Florida's history. The state is aggressively trying to stabilize the market with recent government reforms, but many are leery it won't be enough.

Connecticut will also see property insurance price increases, especially for those with prior claims history and/or in a "Cat Zone" – or an area prone to catastrophic events and coastal areas. The good news is that I don't expect those price increases to be near what Florida sees.

What property owners need to be acutely aware of

It's not just rate hikes; it's the increase in the "Insurance to Value or ITV" or "Replacement Cost" of property that owners need to watch. Carriers are looking at ITV on all properties and we will see significant increases between 20-30% depending on the location. Supply and labor costs are driving the increases, and property owners need to do the due diligence of looking at their current replacement cost and working with their broker to ensure it is accurate.

On the commercial side, being underinsured at the time of a loss could cost you a hefty co-insurance penalty that will be a lot more money than the increase in the ITV premium. I strongly urge you to make this a priority in order to protect your bottom line.

Also, this a gentle reminder to look at your personal insurance and the replacement value on your home. Although you won't get a co-insurance penalty, you also could be left with a hefty rebuild cost if you aren't carrying enough property coverage.

Although uncertainty remains, all of us except Florida property owners will see a bit of reprieve from massive insurance rate increases. As always, there are ways to contain costs through risk mitigation – insurance underwriters love businesses that are proactive in ensuring they remain loss-free. I advise working with your broker to implement safety protocols for your team and IT systems, check that property values are accurate and do an in-depth review of your risk portfolio – where are you under or perhaps over-insured? You'll gain peace of mind and a healthier bottom line. ■



Builder News

Thank You All for an Unforgettable Birthday Celebration



I was completely overwhelmed and humbled by the amazing turnout of HBRA members to celebrate my 97th birthday! I am so grateful to all of you for traveling to the Army Navy Club in Manchester on the evening of October 7th. I was greatly surprised at the show of support from the four corners of the state.

I have always believed in giving back, and the Manchester chapter of UNICO International held the dinner to honor me as 2022 Volunteer of the Year for my 74 years of community service.

It just happened to be scheduled on my 97th Birthday, and all of you gave up your evening to be there. It was truly unforgettable!

I have made so many wonderful friends in the HBRA since Eric Santini Sr. brought me to my first Hartford County HBA meeting in 1975. That was 48 years ago!

In 1985, I was honored to be President of Hartford County, and in the 1990's I led the state Home Builders Association twice.

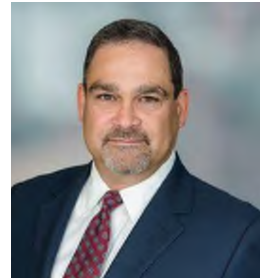
Many of those at my birthday dinner served with me at our political fundraising golf event. That golf tournament and reception, which is held each year at the TPC River Highlands, has been the most successful Build-PAC fundraiser in the country, eclipsing states like Texas. I am truly honored that it has become known as the Larry Fiano Family Classic Golf Tournament.

Among the dinner guests were long term friends, as well as several builders I mentored over the years, including Tim Bobroske and Greg Ugalde. I am so proud that Greg went on to become the first NAHB Chairman from New England.

So, thank all of you who made my birthday celebration so special, and who have been loyal friends for so many years!

Yours truly,
Larry Fiano

Shipman Land Use Attorney Joe Williams Wins Several Key Zoning Approvals



Joe Williams is proud to have led teams that recently obtained the following approvals:

- ▶ From the Rocky Hill Planning and Zoning Commission for our client to redevelop the former Ames headquarters site for 213 apartments along with office and retail space, a major transformation of the gateway to the Main Street commercial corridor;
- ▶ From the Mansfield Planning and Zoning Commission to create a new "Mixed-Use Center—Transitional" zoning district allowing our client to build a walkable mixed-use community near the Four Corners in Storrs;
- ▶ From the Woodbridge ZBA, wetlands agency and Town Plan and Zoning Commission allowing our client to build 70 active adult carriage homes on Litchfield Turnpike.

Joe is a member of the newly formed Multi-Family Council of the HBRA of Central CT.

Wellbuilt Company Begins Construction of the Lafayette Stamford



A groundbreaking ceremony was held in January for The Lafayette Stamford, a 130-unit residential building which will feature retail space.

In January, officials from the city of Stamford and local developer and HOBII Award winner, Wellbuilt Company gathered at 821 E. Main St., to officially break ground on The Lafayette Stamford, an apartment building which will feature 130 units and retail space.

The project has been several years in the making for Wellbuilt Company Managing Partners Mitch Kidd and Scott Lumby, who believe the building will revitalize the area surrounding East Main and North State streets on the city's East Side.

Overall, the building, which drops down from five stories to four, will be 136,660 square feet, with 2,950 square feet dedicated to retail/commercial space on the ground floor. The price tag for the project is around \$30 million, Lumby said.

Construction is anticipated to be complete by late 2024.

Building features include a mix of studio, one-bedroom and two-bedroom apartments; a rooftop garden with green space; child's play area; indoor and outdoor park-

ing; electric vehicle charging stations; a dog run; and community space.

Eighteen of the units will be classified as affordable, since the project will raze 17 existing apartments that are below market rate.

Kidd and Lumby also want to beautify the area behind the building underneath the Interstate-95 overpass, and turn it into perhaps an urban park with benches, lighting, green space and plantings. Farm stands could be set up there, or artists could showcase their work and hold workshops in the space. The

land is owned by the state and is not part of The Lafayette development, and there would need to be collaboration between the city and the state Department of Transportation. Plans are currently only in the conceptual stage, but Kidd and Lumby are hopeful there can be some collaboration at all levels to turn the neglected area into an attractive space for the community.

"We want to leave it open as a blank canvas. We're open to community feedback, and we want to get involved with detailing what the community actually wants to see going in that place," Lumby said.

The two also want to tie the space into walkways the city is putting together that connect to Mill River Park.

"We're trying to put an extension on what's already in place that would essentially take a pedestrian/bicycle path all the way down to the Stamford Train Station," Lumby added.

Wellbuilt partners Mitch Kidd and Scott Lumby and their team not only develop properties as their projects but add vibrancy, transform neighborhoods and create a sense of community. Wellbuilt's previous Stamford project, Stillwater, on the West Side won HOBII Awards for both housing & Community Service.



Rendering of a concept for an urban park underneath the I-95 overpass, with The Lafayette Stamford in the background. (Courtesy of Wellbuilt Company)



This Builder Delivers at a Hot Price Point



Jeff Respler, Respler Homes, has been building on Long Island, the New York boroughs and Connecticut for 35 years. He started out as a small, single family homebuilder, and evolved into a successful developer of subdivisions in New Haven and Hartford County.

Respler Homes builds for first time buyers, first time move-ups and empty nesters. Jeff designs his homes himself and they offer open, airy floorplans and wide hallways. Buyers appreciate both the design and their ability to customize. Respler allows everything from moving walls to additions.

At 55+ community Pond Spring Village in Beacon Falls, Respler Homes just sold the last of 85 duplex style townhomes. The community has a clubhouse and homes sold in the high \$200,000's to low \$300,000's.

In East Windsor, Respler is in the third phase of West River Farms, 69 single family detached homes ranging from 1,300 sf to 1,800 sf with sales prices of \$360,000-439,000. Approximately 30% of the homes have walkout basements, and buyers can opt to leave the space unfinished, have it plumbed for future use, or finish all or part of it. There are ranch and cape models, and one recent buyer is adding a 24'X16' covered back porch.

In Berlin, Respler is designing Beckley Farms, a 55+ community of 113 single family detached homes in four phases. The site is close to both the Berlin Turnpike and the highway. Jeff is about to start construction on phase 5 at Beckley Farms, which will offer 57 attached condos in buildings of 5-8 units. All are designed for single level living, with 1,300 sf on the first floor, and the option to finish the 2nd floor at a total of 1,750 sf, or leave the 2nd floor unfinished. Sales prices will be \$369,000 - 439,000, and 50% of the units will have walkout basements.

As Jeff Respler says, nothing in these homes is builder grade. There are 9ft ceilings, granite counters, Lenox AC

and they are equipped with gas heat and public sewer and water.

When it comes to vinyl siding and windows for his homes, Jeff relies on Doug Meyerson, owner of Mercury Excelum in East Windsor.

"Doug offers really good quality for the price, and he's so easy to work with," said Jeff.

"If we screw up an order, he will step up and fix the problem. We have a great relationship."

Realtor Ryan Peterson of Century 21 is marketing West River Farms and Beckley Farms.



"Jeff is delivering housing at one of the hottest price points today. Most builders can't build homes that sell in the mid \$300,000's to mid \$400,000's but that's where a lot of the buyers are."

Ryan Peterson, Century 21



Farmington approves housing moratoria for six months

Farmington's Planning and Zoning Commission unanimously approved moratoria temporarily halting new single-family and multifamily zoning applications, following a public hearing in February.

Town Planner Shannon Rutherford said the purpose of the moratoria is to give the commission and staff time to "research and consider regulation changes to implement the town's Affordable Housing Plan."

Rutherford said the town's research will include inclusionary zoning regulations and fee-in-lieu programs. Fee-in-lieu programs allow developers to pay a fee as an alternative to meeting certain zoning requirements.

The moratoria do not apply to building permits or already-approved projects, including six multifamily developments totaling 1,088 units and six single family developments totaling 72 lots. The town estimates that it has roughly 12,200 housing units, of which 943, or 7.73%, are deemed affordable.

HBRA of CT opposed the moratoria during Monday's public hearing, saying they were unnecessary, overly broad and lasted for an unreasonable duration.

Pete Harrison, director of DeSegregateCT, cited Judge Robert Fuller's treatise, "Connecticut Land Use Law and Practice," which states that a moratorium must be "narrowly tailored to achieve a specific, stated objective, based on compelling reasons; and for as short a time period as the proposed regulation revision requires."

DeCrescenzo, the town attorney, cited a decision by the Connecticut Supreme Court that gives a zoning commission authority to adopt "a limited temporary zoning regulation that imposes a short term moratorium."

In March, the Planning and Zoning Commission in South Windsor approved a one-year housing moratorium that halts all applications for single-family and multifamily housing.

A state law passed in 2017 requires municipalities to submit affordable housing plans to the Office of Policy and Management every five years. As of the June 1, 2022 deadline, only 46% of towns had submitted plans, the Connecticut Mirror reported. The town of New Canaan has sued the state Department of Housing over its recent denial of an application for relief from the affordable housing law.

New York State Empire Award Presented to Murphy Brothers



NYS Senator Shelley Mayer (District 37) recently presented Chris & Sean Murphy, (THE Murphy Brothers) and the entire team at Murphy Brothers Contracting, Inc. with the NYS Empire Award. Based in Mamaroneck for over 40 years, Murphy Brothers is known for beautiful award-winning "green" and energy-efficient construction projects.

The New York State Empire Award honors small businesses and nonprofit organizations that make outstanding contributions to the growth, prosperity and betterment of their community and New York State. Thank you, Senator Mayer, the Murphy Brothers Team is honored by the recognition and will continue to build a Tradition of Quality as we have since 1979.

David Preka Opens Muddy Waters Coffee Shop in New London



HBRACT President, David Preka, held a groundbreaking for his newest entrepreneurial venture, Muddy Waters coffee shop in New London.

Muddy's is the epicenter of redevelopment in New London, and serves as the favorite morning meeting spot for local business people and politicians in the region. ■

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Spring into Stone Trends

A warm winter seems to have led to a shift in stone design trends. Across the board, Estuardo Juarez, Stone Specialist at Gault Stone & Landscape Supplies, has seen a shift towards a more modern application of stone.

“Sawn stone is in demand this season. We’re seeing it applied to full bed building stone and stone veneer used in more linear patterns, particularly a modular ashler,” says Juarez. “Plank style walkways and patios, and oversized pool copings and wall caps are on a lot of design plans this year as well. And monolithic is everywhere: steps, lawn risers, firepits, curbing.”



Juarez also checked in with Neil Brunetti of Brunetti Design Group who suggested 2023 will see “cleaner, more simplified linear patterns using elongated stone sizes to create a softer hardscape look, incorporating lawn joins and combining complementary materials.”

Beyond these broader design trends, Juarez predicts he’ll see more integration of water features and modern interior kitchen elements applied outdoors such as waterfall countertops and islands.

For more information on these trends and to see how Gault Stone can help make your next project a reality, visit Gault-Stone.com or stop by our Westport Showroom.

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Long Time Building Materials Supplier Torrington Lumber Company Is Closing



After one hundred and twenty years supplying quality building materials to Connecticut, Eastern New York State and Western Massachusetts, The Torrington Lumber Company is closing in the first quarter of 2023.

The company’s long history includes:

- ▶ Beginning as a lumber yard and builder of single-family homes;
- ▶ then as a general contractor and union carpenter shop, building small commercial buildings;
- ▶ changing the business model to a startup, manufacturing pre-hung doors;
- ▶ then assembling their own line of wood windows; becoming one of the largest distributors of Peachtree exterior doors and windows;
- ▶ then manufacturing their own line of vinyl windows; and finally, as a distributor of Jeld-Wen windows and Masonite doors;
- ▶ all the while continuing to make pre-hung interior doors of all shapes and sizes.

The business has helped generations of Farley’s prosper, and more recently provided the family of nine with a place to work during high school, college, and as a long-term career for several family members. Whether it was at Farley Place in the north end or on Church Street, the business location was a place to call home.

Although several generations of Farley’s have worked at the lumber yard, it is noteworthy that Dan Farley, after his graduation from Georgia Tech joined the family business and continually refined the business model over five decades, to achieve entrepreneurial success. It was his vision and work ethic that allowed the business to carry on for so many years.

Even to this day, TLC has done a lot of business with HBA members including T & M and Carrier.

Best wishes to the Farley family from all of us at the HBRA of CT.

Universal Tile Has Over 1 Million SF of Tile in Stock at Its Hartford Location

Universal Ceramic Tile Distributors Inc.(UCTD), a family owned business in operation for 26 years, offers a huge selection of ceramic & porcelain floor tile, wall tile, and backsplash tile imported from Italy and Spain. The material is conveniently stocked in their 40,000 square foot warehouse.



UCTD's state of the art designer showroom is located at 301 Murphy Road on the outskirts of Hartford. Over 30 different floors have been laid in the showroom to help give customers a variety of design ideas. The showroom also features various tiled vignettes featuring many of the latest styles and trends.

News from Viking Kitchens

Viking Kitchens is currently renovating their showroom to feature new displays, a bold new reception to highlight their in-house countertop fabrication, and a general makeover! They will be inviting all HBRA of Central CT members to celebrate their new space in the fall.

Here's a beautiful kitchen designed by Andy Pelletier of Viking Kitchens at Ryan Carrier/ By Carrier's single family development, Carson Woods in South Glastonbury. Andy worked closely with Ryan Carrier and the homeowners to achieve perfect symmetry. Coordination of window placement, ventilation, plumbing, electrical and cabinetry to 1/8" was key in providing the visual balance the homeowner was looking for.



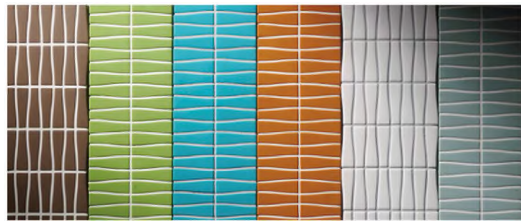
The island design was the main focus with both counter height and bar height surfaces to provide a contained functional space, plenty of seating, and symmetrical placement of decorative lighting. This home features a Siteline Cabinetry white kitchen with dramatic MSI Q quartz countertops and full height back-splash.

Tile trends for 2023 and beyond.

By Lana Camera Tile America



Undulated surfaces are still holding strong! Think of the hand-made feel of Zellige tile that dominated backsplashes and showers in 2022 but in softer textures that replicate waves and sandy beaches. Also tile with slightly chipped or imperfect edges for a truly hand pressed or wire cut feel. This type of tile feels like it was made by a potter or artisan even though it is manufactured.



Creamy Whites are replacing the landscape of gray and bright whites as the next neutral. This neutral pairs perfectly with an accent or focal wall of nature inspired COLOR. See here a palette that can work within any decor.

Powerful Exotic Stone is the look for those who like to truly make a statement. It is a focal point that is not for the understated aesthetic. Shown is Thin Porcelain Panels that replicates the look of slab stone without the high price and maintenance.



Mosaic Fireplaces in interesting shapes. Sonoma Hustle featured here is a textural design element that steals the show.

Warm Colors Are a Major Trend in 2023 Kitchens

According to Drew Petrizzo at CT Appliance & Fireplace Distributors (CAFD), “Warm colors are a major kitchen design trend for 2023, and for good reason. Adding earthy tones, vintage hues, or lively reds can bring coziness and energy to your space, while creating a striking contrast with your cabinets and countertops. Here at CAFD, we are seeing appliance manufacturers begin to incorporate custom finishes and hardware that will really allow your kitchen to stand out with a personality of its own. Monogram is a great example of a manufacturer that has embraced this new trend. Options like matte white, matte black, as well as brushed finishes in bronze, copper, brass, and black stainless steel can help you create a kitchen that reflects your unique style and preferences.



CAFD showroom

By incorporating warm colors into your kitchen design, you can create a space that is both inviting and energizing. Whether you're a seasoned cook or just starting out, this trend can make a big difference in how you feel when you're in your space. So don't be afraid to get creative and bring some warmth and personality to your next design.” ■

Analytical Indices and Instincts

By Gregg Wagner, Senior Vice President Berkshire Hathaway HomeServices New England Properties



Indices have long been an effective tool to track investments in markets over time. General indices track such things as the stock market, and sectoral indices analyze the performance of a particular industry or sector like oil, lumber, or housing. Real estate indices are a relatively late entrant to our leveraged list of tools available to salespeople and builders.

Decision making today to entitle land and build on spec is made so much easier when indices consistently point in one direction. The choice is made simpler still, when the analytic pointers match up with your instincts that now may be the time to build.

The brokerage industry monitors inventory levels, broken down by price point. We also look at selling prices per foot (PPF), velocity rates (VR), average selling prices (ASP), days on the market (DOM), list to sell price ratios, (LP/SP), and so on, all indicating it currently remains a sellers' market. We track the age of our

housing stock, and we monitor approved building permits throughout our state, indicating the needs outpace new product building. Understandably, we must acknowledge creeping mortgage interest rates and the rise of the Case Schiller Home Price Index reflecting the tightening of affordability. Yet, after all the quantitative review has been completed, along with the requisite gut check, the housing market and need for new product remains quite strong and will trend that way for some time to come.

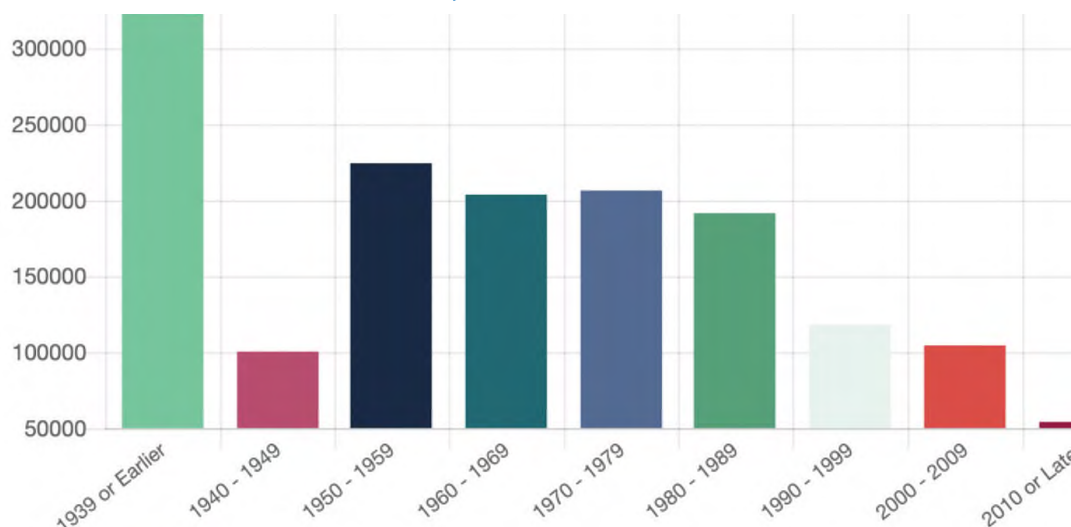
Builder's confidence, on the national level seem to echo this broker's optimism. According to the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI) there have been recent monthly gains in builder confidence. "With the largest monthly increase for builder sentiment since June 2013, excluding the period immediately after the onset of the pandemic, the HMI indicates that incremental gains for housing affordability have the ability to price-in buyers to the market," said NAHB Chairman Alicia Huey, a custom home builder and developer from Birmingham, Ala. "The nation continues to face a sizeable housing shortage that can only be closed by building more affordable, attainable housing."

Putting it all into context, for many years we have seen a declining trend in projects submitted to Connecticut planning and zoning commissions. NIMBY, the well-known acronym for the phrase "not in my back yard," has characterized the historical opposition of residents and their commissions to proposed developments, as well as their support for strict land use regulations. The indices show the historical effects of the decline as they show the lack of inventory in the market, the aging of the housing stock and need for new product. What they can't show, is the welcomed shifting mindsets of some commissions and their willingness to work with developers to satisfy the market needs. The indices, the actions of some P & Z commissions, and my instincts are all aligned in the belief the time for new and innovative product in our markets is now. ■

Inventory Levels



Connecticut Home Construction By Decade



Source: Point2

Lumber Market Update

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

What has happened Since September?

Prices in all markets have drifted lower through mid to late January. Since then prices increased for about four weeks before starting to drift back down. Douglas Fir dropped 7.4% and then rose 3.5%. KD SPF dropped 19.7% and then went up 7.2%. Douglas Fir Plywood fell 19.3% and has increased 9.5% since. OSB went down 16.6% and has been virtually unchanged since mid-January. KD SPF is nearly 26% less than Douglas Fir, a very large spread compared to usual 10% or so.



Why has this happened?

As I stated in September, single family home starts have dropped dramatically while multi-family is up. Multi-family uses less lumber and sheathing per unit than single family, thus demand has decreased. North American supply has stayed close to last year's record volume in part due to increased imports from overseas. This is further explained below. OSB prices have dropped the most because OSB production increased the most. All of mills built in 2006-2007 are finally on line and producing large volumes of OSB. Even the shortage of engineered wood products is easing a bit. In addition transportation shortages have eased a bit. Although delivery times are still continuing to be unpredictable.

Domestic Production

Domestic production has continued to be strong. New mills continue to be built, particularly in the southeast. Approximately 35% of the North American lumber supply comes from the states between Virginia and Texas. Also, see another use for timberland below.

Imports

Lumber imports from Canada dropped 7% in 2022. This is largely due to reduced timber supply in British Columbia. The result of the lingering effects of the Spruce Budworm infestation over 20 years ago. It will take another 40 years, or so, to get back to previous BC production levels. Other parts of

Canada are shipping more to cover some of the shortfall, but can't make up all of the lost production. Imports from Europe reached a record in 2022 exceeding the previous record in 2005, rising 27% from 2021 to reach 2.03 billion board feet. Total U.S. imports from overseas also reached a record of 2.93 billion board feet. Much of the imports from Europe are studs and dimensional lumber. Many of the imports from other parts of the world are boards, mouldings, hardwood decking and other products.

Exports

Exports from the U.S. continue to drop, and were down 25% in 2022. Most of the U.S. exports go to Mexico and the Caribbean Islands. Canadian exports to overseas destinations also declined dramatically in 2022, down 29% after a 15% decline in 2021.

Another Use for Timberland

Timberland owners, many of them investment firms, mutual funds and other non-industry owners, are now in the business of selling carbon offsets. A carbon offset sets aside healthy growing forest acreage, which is absorbing CO2 from the atmosphere and producing oxygen. These carbon offsets are sold to carbon emitters, such as utilities and fossil fuel energy companies. This takes timberland out of the harvest cycle for an agreed upon period of time. Eventually trees will be harvested before they die and rot on the stump. But this will reduce the current availability of timber, potentially keeping timber and lumber prices higher than they otherwise would be. Much Southern Yellow Pine is harvested on 25-30 year cycles to produce small logs suitable for 2x4's, 2x6's and pulpwood. Harvesting larger logs at a later date would increase the supply of 2x10's and 2x12's, potentially making narrow widths more costly than wide widths. This could also increase supplies of higher grade lumber such as clear boards. For more information on this topic, see the Wall Street Journal article on 2/2/23 Headlined "JPMorgan Asset Unit Buys Up Timberland." ■

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IBS & KBIS Had Record Attendance in February

Over 200,000 housing and design professionals from across the globe attended the 10th annual Design & Construction Week (DCW) in Las Vegas. It was the co-location of the NAHB International Builders' Show (IBS) and the NKBA Kitchen & Bath Industry Show (KBIS). There were more than 1,800 exhibitors showcasing the latest housing products in one million net square feet of exhibit space.

Cross Insurance, Cyclone Home Systems and Bender Host Cocktail Party for Connecticut attendees



L-R Kim DiMatteo, Cross Insurance, Garrett Cook, Cyclone and Joe Duva of T&M Homes



Gorge Pusser, Cornerstone Contracting and two lovely attendees.



L-R John Hertz, Hertz Construction and Kevin & Jessica Polcer, Polcer Homes



2nd from left: James Narduzzo, Bender Vice President of Sales & cocktail party co-host



Stephen LaCava Trilacon Development



L-R Johnny Carrier and Matt Gilchrist



L-R: Liz LaCava is Nichole Banegas, Jeff Losey, Ken Boynton & George LaCava



Congratulations Sheila Floyd Leach on being elected as NAHB Region A Director for the National Executive Officers Council.



Connecticut attendees at the Area 1 Caucus



VIP party at Brooklyn Bowl L-R
T&M PM Tom Fredo III, Eric Santini
& Sheila Leach



L-R Steve Temkin, Joe Duva & T&M team with Garrett Cook and Kim
DiMatteo standing



Baba Ogunro Steve Temkin & Tom
Fredo III



L-R Kim DiMatteo, David, Trachten Viking Kitchens,
Allan & Liz Koiva and Central CT HBRA President Ted
Brown



HBRA-CT and locals were recognized by HBI along with a small handful of other states for
our Workforce Development efforts. Far left, Sheila Leach & 3rd from left Eric Person, HBRA
Central CT. And 2nd from right, HBRACT 2022 Chairman Eric Santini and 3rd from right,
HBRA CT CEO Jim Perras.



2023 Past Chairmen & Presidents Council, Greg Ugalde pictured 4th from right. ■

HBRA of CT News



On January 11th, HBRA OF CT David Preka was sworn in as President of the HBRA of CT by past NAHB Chairman, Greg Ugalde.



A gift was presented to Eric Santini for his leadership and commitment as Chairman in 2021-2022 .



2023-2024 HBRA OF CT Senior Officers-
L-R Eric Santini, David Preka, Anthony DeRosa, Ken Mita



A check for \$8,200.00 was presented to the HBRA of CT as part of the split back for the 2022 Build Pac Golf Tournament.



HBRA of CT 2023 Board of Directors

Meet the New Influential Chairwoman of the Joint Legislative Committee on Housing

By Jim Perras



State Senator Marilyn Moore has served the towns of Trumbull, Bridgeport and Monroe with distinction since 2014. Her various leadership roles in the Senate include currently holding the position of Deputy President Pro Tempore, chairing the Housing Committee and the General Bonding Subcommittee, in addition to being the Vice Chair of the Finance, Revenue & Bonding Committee.

Sen. Moore recently reached out to discuss policies pertaining to energy efficiency and the retrofitting of our aging housing stock. During that conversation Sen. Moore conveyed her affinity for this publication and an opportunity was taken to posit a series of questions, her responses to which were the genesis of this article.

Before and during her time in the state senate, Senator Moore has long been acknowledged for her advocacy on behalf of the disenfranchised and our state's most vulnerable populations. Prior to joining the Housing Committee, Sen. Moore led the Human Services Committee for eight years and had many accomplishments including the passage of transformative legislation that aims to holistically break generational cycles of poverty. She brings that lens of advocacy to her new role on the Housing Committee and sees the current housing crisis as a public health issue in need of a comprehensive plan in order to affect positive change.

When it comes to goals as Chair of the Housing Committee, Sen. Moore has identified four areas of interest including; *homelessness, renters' rights, affordable housing and housing development*. Understanding that funding is crucial to most housing initiatives, Sen. Moore acknowledges as chairwoman of the General Bonding Subcommittee she is uniquely situated to ensure that development programs are well capitalized. With the state's existing financial resources and the need for action so great, there is a sense of purpose and urgency in her tone. Sen. Moore was asked how HBRA members can be helpful to her and the Committee in articulating the challenges the industry faces in producing both the affordable and market rate housing Connecticut so desperately needs. Sen. Moore responded with the following,

"I've been reading Connecticut Builder for the last couple of years. My interest was the aesthetics in many of the building projects and when I learned I was appointed to chair Housing, I pulled out all the publications I'd saved. Legislators don't know everything about the committees where they are members and publications, like yours serves as education and provides a point of view from the builder's perspective. Builder's testimonies can amplify and educate legislators on the why and how. Public hearings allow people to provide information and opinions and can have an impact on the legislator's decisions."

When asked what the State could do in the face of a housing shortage and low production numbers in comparison with the rest of the country, Sen Moore was unequivocal that antiquated zoning laws need to be revised to meet housing needs and pointed to Governor Lamont's budget proposal that commits millions to workforce housing and her efforts with Senate Bill 4 which include bonding to retrofit older non-owner occupied multifamily units and additional pilot program funding.

Senator Moore closed with the following comment,

"I cannot stress enough the need for a comprehensive multi-year plan to address the lack of housing throughout Connecticut. There are college students couch surfing and sleeping in cars. Our elderly are on waiting lists that never seem to meet their needs, and housing authorities that want to develop in nearby towns are fighting a battle to develop housing. It's time to bring the builders, developers, municipal leaders, and legislators to the table to do more than ask municipalities to provide the State with their Housing Plan. A town by town, city by city plan will only work if we all do our part."

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SECURE Act 2.0 Tax Credits: Paving the Way for Company Sponsored Retirement Plans



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The new tax credits featured in the SECURE Act 2.0 are a game changer, and a major factor on why HBRA Members should check out the HBRA 401(k) program:

New Plan Start-up Tax credits

- Covers 100% of plan start-up costs up to a maximum of \$5,000
- Can be applied for 3 consecutive years

Employer Contribution Tax Credits

- Employers can receive a tax credit of up to \$1,000 towards the employer contribution per each employee (Credit only applicable for employees making less than \$100,000 per year & employers with 50 or less employees)
- Credit covers 100% of contributions up to \$1,000 in years 1 and 2, but gradually phased out by 25% each of the following years

Automatic Enrollment Tax Credits

- Available for new and existing plans that elect to add an automatic enrollment provision to their plan
- \$500 tax credit per year, which can be applied for 3 consecutive years

***TAX CREDITS ONLY APPLICABLE FOR EMPLOYER SPONSORED RETIREMENT PLANS. THEY CANNOT BE APPLIED TOWARDS THE MYCTSAVINGS PROGRAM.**

CT Housing Committee won't vote on a rent cap this session. This developer's testimony helped that happen!



My name is Lauren Tagliatela and I am the Chief Community Officer of Franklin Communities. Franklin Communities is a family-owned business, I am the 4th generation. Our construction company Franklin Construction was started in 1917 and we have been in the multifamily industry since 1969. Our business built, owns, and manages over

1,200 apartments in New Haven County. In addition to this role, I am currently serving as a co chair on the Government Relations Committee for the CT Apartment Association. CTAA represents over 50,000 quality, professionally managed apartment homes. I am speaking today to oppose HB-6588.

This bill implements a 4% rent cap on housing providers. Rents, of course, are set by the market. Rent caps are never the answer to the affordability problem and economists on both sides of the aisle agree. We have an apartment supply problem and developers want to be part of the affordability solution.

We need:

- ▶ Quicker permitting
- ▶ Greater density for our projects
- ▶ Reduce costly parking requirements especially near urban centers with public transportation (\$6k for 1 outdoor parking space, \$60k for 1 indoor space) • Build up and strengthen voucher programs to protect the most vulnerable in our state
- ▶ Build more housing for every person's budget from low income to high end housing • Waive fees for properties that include affordable units
- ▶ Collaborate with business and community leaders to champion apartments
- ▶ Partner with municipalities to utilize abandoned land

Rent control's proven history shows that it erodes the apartment supply, disincentivizes multifamily development, and makes it more difficult for a housing provider to maintain his/her properties. Currently we are reinvesting in all our properties with a so-

lar carport project that will get us ready for the future demand of EV charging stations, while also supplying more green energy to our buildings. Projects like this cost money. We would be less inclined to invest in these projects if we are not able to set the rents accordingly.

According to the National Apartment Association, only 9 cents of every dollar of rent is profit, 11 cents is spent on capital expenditures like replacing roofs, upgrading HVAC systems, 17 cents pays for operating expenses such as insurance, utilities, and preventative maintenance, 38 cents pays the mortgage, 10 cents goes to payroll, and 15 cents pays for our property taxes. We currently own vacant land in the town of Hamden that we have been considering developing for multifamily use. In fact, the town has encouraged us to build, which would increase town tax rolls. However, given the threat of rent control, it would not make financial sense for us or other multifamily developers to build here.

Rent control seems like a fast and easy fix to the affordability problem. Forbes calls it one of the worst economic ideas of the 20th century. While the intent of the law is to help people, it kills housing development for those people.

I urge you to oppose this bill and support forward-thinking long term affordability solutions and economic growth in this state.

YOY Increases 2021-2022:

- ▶ Utilities increased 68%
- ▶ Building insurance increased 32%
- ▶ Fuel for fleet increased 32%
- ▶ Taxes increased 22%
- ▶ Maintenance and repairs increased 19%.
- ▶ Payroll increased 12%
- ▶ Added security patrol at \$10,000/month because of crime.

Thank you for the opportunity to testify before you.

— Lauren Tagliatela, MBA, CAM
Franklin Communities



BREAKING DOWN ONE DOLLAR OF RENT

With so much discussion around rent payments and the prevailing misconception that rental housing owners enjoy large margins, the industry would like to offer this explanation of the breakdown of one dollar of rent.

Only **9 cents of every \$1** are returned to owners as profit, including the many apartment owners who are themselves small businesses and rely on this revenue to make ends meet, and investors, which include public pensions and 401(k) plans, on which many Americans rely—whether or not they reside in rental housing.

11 cents of every \$1 is spent on capital expenditures, including roof and HVAC replacements and other important repairs that help ensure quality housing for America's 40 million rental housing residents.

17 cents of every \$1 pays for operating expenses such as property and liability insurance, utilities and ongoing maintenance

38 cents of every \$1 pays for the mortgage on the property. This is a critical expense, as mortgage foreclosures put all residents at risk of losing their housing.

10 cents of every \$1 covers payroll expenses, including pay for employees who operate and maintain the community as part of the 17.5 million jobs that the industry supports.

15 cents of every \$1 goes to property taxes, which in turn support the community through financing for schools, teachers, emergency services and other important local needs.

Between mortgage payments and investor returns, which help support many Americans' retirement plans, and dollars put back into the apartment community to ensure quality living for residents, a rent payment is much more important than one might otherwise realize.

Sources: National Apartment Association 2021 Survey of Operating Income & Expenses in Rental Apartment Communities; NAA/IREM/CEL & Associates, Impact of COVID-19 on Apartment Owners and Operators, April 2020

Few Multifamily Builders Show Up to Testify Against Rent Control in CT

Those in favor turned out in droves but few multifamily builders took the time on zoom or in person to testify against the folly of rent control in Connecticut

Fellow HBRA of CT members:



I would like to take a moment and share with you my experience at the Housing Committee hearing in Hartford yesterday. It was a real eye opener.

As someone who has not been particularly active with Government Affairs, I am not overly familiar with the law making process that Jim Perras oversees on our behalf. At yesterday's hearing regarding HB 6588: An Act Regarding Rent Stabilization, I saw how bad government policy can easily become law.

The rent cap bill is supported by various progressive liberal groups who are very well organized. Of the almost 400 people who had signed up to give testimony at this hearing, probably 375 of them were there to support the measure. They were a cross section of tenants along with community activists from various cities, union members from several different unions, with a sprinkling of university professors and students mixed in. Most in attendance had printed materials they had been given, and it was clear from listening to their testimony that most had received talking points or were coached so they knew exactly what to say. Their sheer numbers demanded attention from our lawmakers.

While there was some skepticism on the part of some of the committee members, I can't over-emphasize the need for our group and others to step up our engagement in order to prevent proposals like this from becoming law. The underserved and unappreciated tenant narrative, repeated enough times without counter arguments, can potentially sway lawmakers who should know better on the economics.

While it is difficult to take time away from the day to day demands of our profession, without making the effort to be more visible and vocal in Hartford, we run the real risk that we wake up one day and wonder what happened to make the growing multifamily development industry in CT turn sour. The broad ramifications of this bill and others like it can have real negative effects on all of our companies. I urge you to reach out to Jim, Eric, Sheila and the GA committee to see how you can help.

Respectfully,

Kenneth Mita

Central Connecticut Construction Management , LLC

(203)627-0008 Ken@cccmllc.com

On December 7, the HBRA of Fairfield County held their Annual Awards at the Trumbull Marriott to honor the accomplishments and work produced by our members.

Congratulations to Our Award Winners:



L-R: John Hertz, Kim DiMatteo, Karen Bradbury, George Pusser, Dawn Corbo, Emily Fassano, Steven Roth, Rob Michaud, Terence Beaty, Theresa LaRock, Geoff Knapp, Tori McBrien, Rebecca St Germain

Builder of the Year – Cornerstone Contracting

Associate of the Year – Geoffrey Knapp, Tooher-Ferraris Insurance Group

Remodeler of the Year – Stephen C. Gidley Inc.

Business of the Year – Closet and Storage Concepts

Supplier of the Year – Torrco Design Center

Volunteer of the Year – Steven Roth, Elevator Service Company Inc.

Member of the Year – Kim DiMatteo

New Member of the Year – Theresa LaRock

Ambassador of the Year – Rebecca St. Germain

Hall of Fame – Terence Beaty



Nort, David & Michele attending Awards



Woman of the Year

Tori McBrien, McBrien Interiors



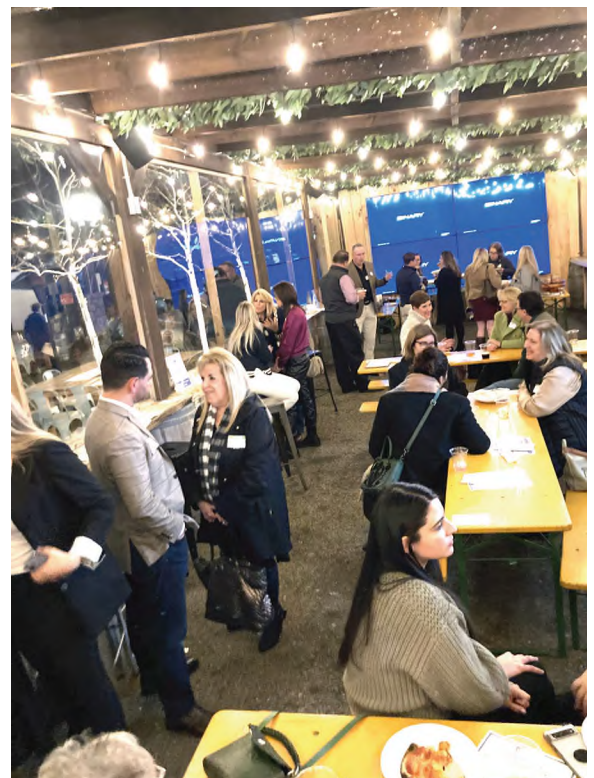
President's Choice

Rob Michaud, Michaud Development Group

On February 8, The HBRA of Fairfield County had a GMM at the 314 Beer Garden, Presented by the PWB.



Attendees enjoyed networking, great drinks, food and supported the philanthropy mission of the PWB-Circle of Care. The Circle of Care supports Children and Families dealing with pediatric cancer. The PWB of Fairfield County did a makeover of a room of a child this past November and were happy to have the chance to make a difference.



Multifamily Council Visits Simsbury Project – December 1, 2022



Members of the HBRA Multifamily Council toured the recently converted Simsbury Center Apartments. The project is owned by Freedom Property and has installed a new energy-saving heating system that generates free electricity. Freedom Property has installed Enviro Power's SmartWatt Boiler as a drop-in replacement for the conventional heating system. The boiler combines well-known, highly efficient condensing boiler technology with a proven closed loop steam-turbine cycle to generate electric-

ity on site while lowering carbon emissions and energy costs. The boiler produces additional electricity for the building while functioning seamlessly as the heating and hot water system, at the same installation costs as a regular boiler.

Following the site visit, Chris Nelson treated members to a reception at Millwrights Restaurant.

HBRA Holiday Party – TPC River Highlands



The HBRA held their annual Holiday Party at the TPC River Highlands in Cromwell. The HBRA and the HBRA Charitable Foundation presented Major Migdalia Lavenbein and Holly Fink of the Salvation Army the check as the Presenting Sponsor of the WTIC Holiday Store to benefit the Salvation Army. Again, this year the HBRA and its members donated more than \$20,000 to the Salvation Army.

2022 Annual Awards

In late January the HBRA recognized the 2022 Award Winners and celebrated the evening with the Mark Fusco Band. The 2022 Awards went to the following recipients:



L-R Curtis King, Donsun Nadeau, Bob Wiedenmann, Kate Morrison, Mike Girard, Melissa Muszynski, Tom Tyler, Samantha Trachten, Jonathan Andrews, Ken Mita

President's Award Recognition to Melissa Muszynski, MBM Design and Kate Morrison, The Roberts Agency.

New Member of the Year: C&K Electrical and Jonathan Andrews of Cornerstone Carpentry.

Associate of the Year: David Trachten, Viking Kitchens

Remodeler of the Year: Tom Tyler, Tom The Toolman Tyler Home Improvements



Central CT HBRA President Ted Brown & Tom Tyler, Tom The Toolman Tyler Home Improvements

Builder of the Year: Ken Mita, Central Connecticut Construction Management



Central CT HBRA President Ted Brown & Builder of the Year Ken Mita, Central CT Construction Management

Housing Hall of Fame: Michael Girard, Simscoft Echo-Farms



Mike Girard & wife Charity Folk



Bob Wiedenmann & granddaughter

The highest award the HBRA of Central Connecticut awards to a member is the Irving Stitch Award. This award is only given to a member that exemplifies true dedication to the Association and the residential construction industry. This year the award was presented to Bob Wiedenmann of Sunlight Construction. Bob has chaired the HBRA of Connecticut Government Affairs Committee, served on the New Haven HBRA, Central HBRA Board and the State HBRA Board. He has truly exemplified dedication to the Association and the betterment of its members.

Market Update and Roundtable Discussion



The HBRA held a roundtable discussion with members on what changes they see in the market, changes in customer preferences and issues that are affecting builders and remodelers. The attendees felt the discussion was so beneficial that they wanted to have this event at least three times a year.

Members of HBRA of Central CT turn out at the Legislative Office Building to testify against Rent Control Legislation



October Builder Blend – Valenti Ford



Members enjoyed a beautiful fall evening at Valenti Ford in Mystic. The Valenti Family had a number of vendors in attendance that provide resources for business people who need work vehicles. One of the highlights showcased the SpaceKap cap for pickup trucks that transforms it into a walk-in work vehicle. This is especially important when vans were in short supply this fall. Also on display was the new electric Ford F-150.

November Builder Blend – Tidewater Lighting & Design

Carla Snowden and her team at Tidewater Lighting & Design opened their doors to the HBRA members. The Tidewater team educated members about choosing the right color of light for different tasks and purposes. They also showcased their design resources and how the right lighting can enhance any space.



Mystic River Building Company Hosts Stonington HBI Students



Stonington High School HBI students participated in a field trip to Westerly, RI job site to learn about all the trades involved in a home renovation project. Nort Wheeler of Mystic River Building Company spent the day identifying and describing the different contractors involved in a remodeling project. The students also got the chance to learn about a variety of tools. The HBI curriculum was recently approved by the Department of Labor with the encouragement of the HBRA. If any members would like to host students on a job site to explore careers in construction, please contact the HBRA.

HBRA of Eastern Connecticut Gala and Annual Awards



L-R Remodeler of the Year Ev Hyde, Associate of the Year Lisa Gencarelli, Volunteer of the Year Josh Greco, Builder Of the Year Patrick Caulkins

In early December the HBRA of Eastern Connecticut held their annual Gala and annual awards for the first time since 2019. The Gala was held at the Mashantucket Pequot Museum which included musical interludes by the Cedric Mayfield Trio and the NAHB 2nd Vice Chairman, Carl Harris who emceed the event and installed Nort Wheeler as HBRA Eastern CT President.

We are proud to announce our annual award winners.

Builder Of the Year: Patrick Caulkins
Remodeler of the Year: Everett Hyde

Associate of the Year: Lisa Gencarelli
Volunteer of the Year: Josh Greco





HBRA Eastern CT 2023 Board of Directors L-R Mark Spinnato, Gail Grillo, Ev Hyde, Karl Kneer, Susy Hurlbert, Matt Ostrowski, Josh Greco, Patrick Caulkins, Brian Streeter, Amanda Ljubicic, Shawn Roach, Nort Wheeler, Justin Bradley, David Preka

HBA of Northwest Connecticut

The 2023 NAHB International Builders Show was a huge success with record attendance and the footprint of the show now exceeds the Consumer Electronic Show! Our members had a busy week in Las Vegas from attending the show participating in committee meetings, education sessions, Area 1 Caucus, and countless networking opportunities.

Our Executive Officer, Sheila Leach was installed on the 2023 Executive Officers Council Board of Directors on February 1st by NAHB Chairman Alicia Huey. Several Connecticut HBRA members came and supported Sheila at the EOC Installation luncheon.

The NAHB International Builders Show is the place to maximize your education, networking and access to the amazing new products and services. If you have yet to attend the NAHB International Builders Show we strongly encourage you to join us in 2024.

CAP Club Dinner



L-R Sheila Leach, Steve Temkin



L-R Sheila Leach, Steve Temkin Show Girls
CAP Club

Northwest HBI Award



L-R Karyl Bohnsack, EO of The Greater Iowa City
Area Home Builders Association, Sheila Leach,
Eric Person

CT Support at EOC Installation



L-R George LaCava, Liz LaCava, Ken Boynton, Eric Person, Eric Santini, Jr., Matt Gilchrist, Sheila Leach, Johnny Carrier, Greg Chandler, Kerry Brunn, Greg Ugalde, Ted Brown, Tim Bobroske, and Steve Temkin. Our members were interviewed by HBJ while at the NAHB International Builders Show.

Meet the Candidates

The Home Builders Association of Northwest Connecticut and the Litchfield County Chapter of the Greater Hartford Association of Realtors co-hosted the Meet the Candidates Night in October. Attending legislators Jay Case, Maria Horn, Henri Martin & John Piscopo are pictured with EO Sheila Leach, Steve Temkin & Greg Ugalde.



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