

The Builder



November 2020

The results are in! HBACV grows its ranks this fall

Thanks to the association's leadership team (special shout-out to Matt Holley) the HBACV's membership roster grew by 15 new companies during the September/October member recruitment campaign.

But it's not over yet! We have a goal of 55 new members and renewals for the final quarter of 2020. Right now we are at 69% of that goal.

The National Association of Home Builders is running its nation-wide campaign that can earn the HBACV more than \$1,000 in bonus dollars through the end of November. There is still time to do your part in supporting this advocacy by recruiting a new member. It is as easy as asking someone you do business with to join and lend their voice to the grassroots effort that keeps our industry businesses successful.

The construction industry in Virginia has stayed open - and busy! - during the pandemic thanks to the ongoing lobbying efforts of the HBAV and HBACV and that's the message to share with anyone who earns their livelihood from the housing industry. Companies can join online at www.hbacv.org/new-members-application/ or contact EO Bob Morgan at bob@hbacv.org for an application.

And if that isn't enough of an incentive, the discount and rebates programs available to all members earns on average more than \$1,100 a year for those taking full advantage. So get out there and spread the message. Together and growing, the HBACV makes a difference for every local business associated with building and housing.

Matt Holley selected as new EO to replace Bob Morgan who retires in 2021. **See page 4**

HBACV 2021 officers and directors elected as members vote via email. **See page 3**

New Home Sales Slow Slightly in September

Sales of newly built, single-family homes in September fell 3.5% to 959,000 from a downwardly revised August number, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

Despite the monthly decline, the September rate is 32.1% higher than the September 2019 pace, and on a year-to-date basis, [new home sales](#) are up 16.9% in 2020.

Inventory inched up to a 3.6 months' supply, with 284,000 new single-family homes for sale, 32.1% lower than August 2019. This is the third consecutive month with inventory running under four months' supply. Of the inventory total, just 48,000 are completed, ready to occupy.

These inventory numbers point to additional construction gains ahead, as indicated by record levels of the NAHB/



Wells Fargo Housing Market Index.

A new home sale occurs when a sales contract is signed or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed.

The median sales price was \$326,800. The median price of a new home sale a year earlier was \$315,700.

Regionally, on a year-to-date basis new home sales were up in all four regions: 22.5% in the Northeast, 25.9% in the Midwest, 14.4% in the South, and 18% in the West.

Sales Outpacing New Home Construction Starts

The home building industry has made a quick and dramatic comeback in the wake of the COVID-induced economic downturn. Housing demand has increased so rapidly in recent months that there is now an [unprecedented gap](#) between sales and home construction.

Sales of new single-family homes in August increased 4.8% to an annual rate of 1.01 million units — their highest pace since September 2006.

Proposed slate of HBACV Officers and Directors for 2021 Passes

The 2021 Slates of candidates for HBACV officers and directors has passed after more than 50 percent of members returned "Accept" ballots. Because of COVID restrictions on indoor gatherings, the HBACV Board of Directors voted at its October meeting to allow for an online Membership vote. The new slate takes over in January.

By-Laws - Waiver for 2021 / Article IX (Elections)

The Nominating Committee has:

- Approved a slate of candidates recommending at least one nomination for each Office and Directorship to be filled, having previously obtained consent of nominees to become candidates.
- Presented their Report to the Directors..
- Instructed that a ballot be presented to all members of good standing for an online vote held during the period of Nov. 14 to Nov. 11.

Nominated Officers & Executive Committee:

Jim Minear (First National Bank)	- President
Sandy Speck (Assurance Financial	- 1st Vice President (President-Elect)
Robert O'Brian (Lynchburg Ready Mix)	- 2nd Vice president
Loral F. Borel (Francis Oil & Propane)	- Associates Vice President
Jeff Wiczorek (Member One FCU)	- Secretary/Treasurer
Joe Hepler (Craftsman Custom Homes)	- Past President

Board of Directors with continuing terms

Tammy Mikkelson - Movement Mortgage	Mike Forren - Select Bank
Matt Yeatman - Central VA Construction	Allen Dukes - BB&T
Terry Morcom - Morcom Builders	Rosalie Richman - BB&T
Rich Edwards - Bank of the James	John Hopkins - Boxley

Newly Nominated for Board of Directors (three-year term)

Brent Lilly - Lilly Construction	Seth Good - Frank Good Construction
Butch Jefferson - Divine Fog Realty	Steven Hill - Finly Corporation
Stephen Mock - John Stewart Walker	

HBAV Legislative & BuildPAC Committee:

Bob Morgan*

HBAV Executive Board & Director

Sandy Speck

HBACV Associates Committee:

Laura Borel

HBAV Builder Committee:

Joe Hepler

HBAV Board of Directors:

Jim Minear

NAHB National Representative:

Terry Morcom

* joining as member in 2021

MORGAN RETIRES IN JANUARY AFTER FOUR YEARS

Board selects Holley as HBACV's new EO

Matt Holley, a longtime member of the Home Building Association of Central Virginia, has been hired to succeed Bob Morgan as the Executive Officer, effective in mid-January.

"When faced the daunting thought of having to find a suitable replacement for Bob.



We could not have been happier when Matt Holley stepped up and said he would consider the position," said HBACV President Joe Helper.

Morgan, Executive Officer since 2017, will retire Jan. 31. "Over the past four years, Bob has worked very hard to advance the (HBACV) and has been the consummate advocate for us," said incoming HBACV President Jim Minear. "When he gave his notice we were all very sad to see such a valuable asset to the association go. Our Builders and Associates will miss his great support, humor and friendship." However he isn't disappearing. His consulting firm, Crock Associates, Inc., is joining as an

associate member.

Holley, an HBACV member for nearly 8 years and a board of director member for 10, brings a wealth of experience to his new position.

"I have known Matt since joining the Association in 2005," said Minear. "Matt was helpful in my getting acclimated ... he's been a friend since. Matt is one of those people everyone is friends with and has their respect."

"We all know Matt, know his character and know that he can fill the big shoes that Bob is leaving behind," added Hepler. "We hope he'll be with us for many years."

A native of Charleston, WV, Holley completed a Marketing degree at Liberty University in 1995. He met his wife, Chris, while attending LU. She is a self-employed graphic designer/ writer. Married 24 years, they have two children, Samuel, a freshman at Liberty University, and Caroline, a junior at Liberty Christian Academy.

While at LU Holley started a small landscape company which eventually grew to 17 employees, doing Commercial and Residential Maintenance, Hardscape and Pool Design/Install. In 2004 he purchased a license from Barrier Home Solutions to become a waterproofing contractor. Over the past 16 years Matt and his team have grown to be one of the most successful and respected waterproofing companies in our area. Holley sold the landscaping company in 2017. At this time, Matt is in the process of winding down his obligations and responsibilities at AquaBarrier.

"I am looking forward to bringing my networking skills and 25 years of construction career relationships in the Lynchburg community to the HBACV office," said Holley. "I look forward to using this to lead and grow our association."



HBACV now has all-weather "MEMBER" stickers available and free to members to display on vehicles and at their business.

By displaying this emblem, it indicates that your business is a member in good standing with the Home Building Association of Central Virginia. It also shows your firm conducts business to the highest standards. The 4 inch by 6 inch stickers are made of ScotchCal vinyl film to allow for strong all-weather adhesion but also easy removal without residue. If you have a fleet, the association will provide up to 10 stickers for your company.

To get your membership stickers just contact EO Bob Morgan at bob@hbacv.org or call (434) 841-7588. You can also pick them up at the HBACV office on Timberlake Road.

Plan Validity Extension Bill signed by Northam

Governor Ralph Northam signed Senate Bill 5106 last week which extends the period for previous land-use approvals that were potentially impacted by the economic uncertainty resulting from the COVID-19 pandemic. The bill, strongly advocated for by the HBAV, provides a uniform, statewide extension of plat/plan validity dates and deadlines for a longer period of time than has been provided by many local governments.

The Code of Virginia establishes validity periods for various local land-use approvals. For example, site plans and plats are typically valid for five years once approved; and rezoning approvals and special use permits are approved with conditions requiring the developer to begin the project within a certain time frame.

In response to COVID-19 changes many developers and builders have been requesting extensions for approved plans that were set to expire in 2020. Similarly, some localities have been granting either case-by-case extensions or have enacted ordinances to provide a “blanket extension” of the validity period for certain categories of expiring approvals. The length of these locally enacted extensions has varied.

– Here are several provisions that are important to note:

- Any subdivision plat, recorded plat, or final site plan that were valid and outstanding as of July 1, 2020 shall remain valid until July 1, 2022. A locality can agree to extend the validity for a longer period of time, if they choose to. Any other plan or permit associated with such a plat or site plan is similarly extended.
- For any special exception, special use permit, or conditional use permit, or any modifications thereto, outstanding as of July 1, 2020, any deadline in the exception permit, or in the local zoning ordinance that requires the landowner or developer to commence the project or incur significant expenses related to improvements for the project within a certain time, is extended until July 1, 2022, or such longer period as may be agreed to by the locality.
- For any rezoning approved and valid and outstanding as of July 1, 2020, any proffered condition that requires the landowner or developer to incur significant expenses upon the occurrence of an event related to a stage or level of development is extended until July 1, 2022, or longer as may be agreed to by the locality. However, the extensions in this subsection do not apply (i) to proffered dedications of land or rights-of-way pursuant to § 15.2-2297, 15.2-2298, or 15.2-2303 or (ii) when completion has already occurred.
- Previous extension bills were specifically for residential and commercial projects – this legislation provides an extension of validity dates and deadlines for all types of projects.

Custom Structures building "Modern" Colonial Home

HBACV Member Custom Structures is nearing the final completion of construction on the 2020 Lynchburg Living Idea House, a Colonial-style home located on Clayton Avenue off Rivermont Avenue.

With three dormer windows, slate-like shingles and other traditional elements, this three-bedroom, 2400-square-foot home will fit in perfectly with its neighbors. "Because the neighborhood is 80 years old, we wanted to design something that complemented the area," said Scott Elliott, owner of Custom Structures. "But while the outside is traditional, the inside of the house is extremely modern in technology."



We are installing the latest, high-tech appliances, including a kitchen range with a touch screen computer/monitor overhead. From there, the homeowner can look up recipes, FaceTime a friend — you name it — without stepping away from the stove. "This entire house will be 'smart,' from the light fixtures

to the security cameras," Scott said.

In addition to Custom Structures, other HBACV member companies involved in the project are Francis Oil & Propane; Finly Corporation; KU Forming (Keith Uhl); Ferguson Bath, Kitchen & Lighting; Sherwin-Williams and Taylor Brothers.

Francis Oil is responsible for the see-through gas fireplace that can be enjoyed from the great room or the outside patio. The design of the home's kitchen is also forward thinking — with matte white appliances, brass fixtures and blue cabinetry. "The kitchen is going to look so, so good," Scott said. "While we definitely wanted to keep the exterior traditional, we wanted to do some eclectic things with the interior. I think it's going to be a great blend of traditional and modern."

OPEN HOUSE: People can start touring the home in January. *(Masks will be required upon entry, only a limited number of people will be allowed inside the house at one time, and all current Covid-19 guidelines will be followed.)*

State Association Advocates for you

HBAV is preparing for the **2021 General Assembly session**. To continue its legislative and regulatory advocacy, it relies on member investments in the HBAV BuildPAC. Click [here](#) for info on contributing.

Because of increasing environmental regulations and legislation, **HBAV is hiring an Associate Vice President of Government Affairs** to focus in this area. A search to fill this position has begun; click [here](#) for details.

A change to the state's **\$50 million Rent and Mortgage Relief Program (RMRP) will allow landlords to apply for assistance on behalf of tenants** who owe back rent. Click [here](#) for details on the changes and how to initiate the application process. **The application deadline is Nov. 15.**

HBAV's **primary mission is to work on your behalf concerning all legislation** involving the housing industry in Virginia. For an overview of the new laws enacted this year that impact your business, click [here](#).

IBS/DCW to Be All-Virtual, Feb. 9-12

Due to health and safety concerns related to the COVID-19 pandemic, NAHB and the National Kitchen & Bath Association (NKBA) have announced that the 8th annual Design & Construction Week® (DCW), featuring NAHB's International Builders' Show® (IBS) and NKBA's Kitchen & Bath Industry Show® (KBIS), will no longer be an on-site event. Instead, the two groups are planning a robust, [all-virtual event](#). The new all-virtual DCW 2021 will take place Feb. 9-12.

Registration for the virtual DCW event is free for all NAHB and NKBA members. Learn more at [BuilderShow.com](#).

NGBS Sees 250,000th Certified Home

The National Green Building Standard (NGBS) Certification Program [reached a key milestone](#) in October with the certification of its 250,000th home, the Broadstone Junction multifamily community in historic Norcross, Ga.

Since the NGBS Green Certification Program began in 2009, it has provided builders with a national standard to define and measure sustainable multifamily and single-family homes, developments and remodeling projects.

ICC Rules on NAHB's Final Two Appeals

The ICC Board of Directors in October issued [a final decision](#) on the last two NAHB appeals to the 2021 building code development process. The board sided with NAHB on the scope and intent of two changes to the International Energy Conservation Code (IECC) but rejected another appeal on 20 twice-defeated proposals that were defeated at two different hearings before being approved in the online vote.

We need your ideas for the 2021 event calendar

HBACV is soliciting suggestions from members on events for next year. Because of COVID we are looking for both indoor and outdoor settings. Current guidance from Governor Northam's office and the CDC is that winter and early spring will be managed similar to what was in place this past year.

The Parade of Homes has a tentative date of early May and will be mix of on-site and virtual. Other events suggested are the golf event, \$10K Dirty Boots picnic, online auction. Please think about ideas for these and other events that can help bring members together in a safe setting. Please share your ideas with EO Bob Morgan.

And look for the 2021 Hammer Time resuming in-person in early 2021.

HBACV Leadership

2020 Officers

Joe Hepler - President
Jim Minear - 1st Vice Pres.
Sandy Speck - 2nd Vice Pres.
Chris Hargis - AV.Pres..
Jeff Wieczorek - Secr./Treas.
Brent Lilly - Past President

2020 Board of Directors

Tammy Mikkelson - Movement Mortgage; **Mike Forren** - Select Bank; **Allen Dukes** - BB&T; **Sandy Speck** - Assurance Financial; **Matt Yeatman** - Central VA Const; **Barry Layne** - DS Zechini Builders; **Gordon Cudd** - Jadon Builders; **Robert O'Brian** - Lynchburg Ready-Mix; **Matt Holley** - AquaBarrier; **Terry Morcom** - Morcom Builders; **Rosalie Richman** - BB&T; **Rich Edwards** - Bank of the James Mortgage; **John Hopkins** - Boxley; **Laura Borel** - Francis Oil

HBACV Executive Officer:

Bob Morgan

HBAV Legislative Committee:

Chris Hargis

HBAV Builder Director:

Joe Hepler, HBACV rep

HBAV Board of Directors:

Sandy Speck

NAHB Representative:

Terry Morcom

HBACV Members have strong showing in survey

Thirty-two members of the Home Building Association of Central Virginia were cited as "best of" in the recent 2020 Readers Choice Awards conducted by the News & Advance.

The winners included:

All-American Masonry;
Aqua Pros Pools & Spas;
Bank of the James;
Budget Blinds;
Central Virginia Flooring;
Central Technology Solutions;
Century 21 All-Service;
Craftsman Custom Home Builders;
Custom Structures;
Dawson Ford Garbee/BHHS;
Divine Fog Realty;
Dodson Pest Control;
Eagle Feather Properties;
Elite Realty;
Ferguson Bath, Kitchen & Lighting;
First National Bank;
Fortress Foundation Solutions;
Foster Fuels;
Frank Good Builders;
Hailey's Appliances;
Lynchburg Nissan;
Member One FCU;
Movement Mortgage;
Piedmont Floor Design;
Schackelford & Werthman;
Select Bank;
ServPro; T
Taylor Brothers;
The Floor Show/Carpet One;
Watts Petroleum;
Wooldridge Heating, Air & Electrical.

Home Price Appreciation Accelerates in August

Home price appreciation accelerated in August in major markets across the nation.

The S&P CoreLogic Case-Shiller U.S. National Home Price Index, reported by S&P Dow Jones Indices, rose at a seasonally adjusted annual growth rate of 12.1% in August, faster than an 8.9% increase in July. It marks the highest annual growth rate since April 2013.

On a year-over-year basis, the S&P CoreLogic Case-Shiller U.S. National Home Price NSA Index posted a 5.7% annual gain in August, up from 4.8% in July. It is the

fastest pace of [home price appreciation](#) since July 2018. This month's acceleration strongly reflected recent activity in existing home sales and tight inventory. Existing home sales in August reached a 14-year high, while the inventory decreased to three-month supply.

S&P reported that home prices in August increased dramatically in most metro areas, with annual growth rates ranging from -2.9% to 29.7%. San Diego led the way with a 29.7% increase. Home prices in New York declined by 2.9% in August.

New Inclusionary Zoning Tool

Inclusionary zoning (IZ) is often adopted under the assumption that it is a simple, expedient method to address a community's shortage of affordable housing. But IZ is not as effective as its proponents claim, and a growing body of evidence suggests that IZ often discourages development and raises the price of market-rate homes.

NAHB has created an empirical tool, the Inclusionary Zoning Calculator Tool, that enables the user to assess how IZ requirements impact development choices. [The IZ Calculator Tool](#) uses a sample developer's pro forma as the template, and allows the end user to input and revise certain variables to show how different incentives and cost inputs may be used to create an economically feasible development.

Talk about Construction Careers

A chronic labor shortage is slowing the residential construction industry. That's why it is essential that housing industry professionals communicate the value of a [career in the skilled trades](#).

What is the best way to start the conversation about a career in residential construction? Many NAHB members and home builders associations (HBAs) across the country have ramped up outreach efforts and have shared these key points about the benefits of working in residential construction:

The housing industry is hiring. A career in the building trades offers strong earnings potential. This career path is a solid alternative to college. And there are a variety of training programs available. It's a job where you can make a positive impact on people's lives.

2020 Renewals & New Members*

Thank You for your ongoing support of the Home Building Association of Central Virginia

84 Lumber
ABC Supply
Affordable Portables
AquaBarrier
Assurance Financial
All-American Masonry
Atlantic Union Bank
Balzer & Associates
Bk of the James Mortgage
Bays Trash Removal
Blankenship Construction*
Blossman Gas
Bug Man Exterminating
Builders FirstSource
BuildBloc of Central Va
Boxley Block Company
Burton & Company*
Cabinet Crafters of VA*
Carpetland USA
Central Virginia Flooring
Chris Gentry Real Estate
Central VA. Construction
Century 21 All Service
Columbia Gas of VA
Commonwealth Building
Materials *
Custom Structures
County Waste
DavisBuilt
Dawson Ford Garbee BHHS
Designer Solutions
Disc.Portable Restrooms
DuraSeal*
D.S. Zechini Builders
Eagle Feather Properties*
Elite Realty*
Energy Air & Electrical*
Equity Enterprises LLC*
English's Complete Home

Center
Ferguson Enterprises
Finly Corporation
Ferguson Construction
Foster Fuels
Frank Good Const.
F&S Building Renovation
First Action Systems
First Bank & Trust
First National Bank
First Piedmont
Foxcrest Developers
Francis Oil & Propane
Greystone Builders
Hajoca
Hawkins-Graves
James R. Jessie Roofing*
JADON Builders
JCL, Inc.
John Stewart Walker*
Kubota of Lynchburg
Lilly Construction
Long Meadows, Inc
Long & Foster
Lynchburg Ready Mix
Lynchburg Garage Door
Pella Window
Skinner Construction
TCM Construction LLC*
Member One FCU
Maddox & Son Const.*
Meadowlands
Metwood Building
Solutions*
Mid-State Insurance
Milton Construction*
Perry & Mays Insurance
Restoration
Morcom Building

MVP Electric
Movement Mortgage
NuCom Builders
RightWay Framing*
Rempfer Construction
RM Gantt Constructions
Overhead Door Company
Perimeter Roofing
Perry & Mays Insurance
Prosperity Mortgage
Piedmont Floor Design
Real Property Manag.*
R&R Heating & Cooling*
R.Moorefield Builders
Fortress Foundation
Nelligan Insulation
Budget Blinds*
Select Bank
Sellari Enterprises
ServPro of Lynchburg*
Signs by Tomorrow*
Sherwin-Williams*
Shackleford & Werthman
Sunburst Vinyl Supply
The Floor Show
Taylor Brothers
Toler Insulating
Wall Construction
Watts Petroleum
Wooldridge Heat Air Elec
Yates Homes
Cheryl Daffner - L&F
Lonnie Maines - DFG*
DeAnn Brown - L&F*
Anne Coleman - L&F
Ann Parker - DeWitt
Stephen Mock - JSW
Kathy Terrell - JSW

What Voters said about Housing this Election Season

Housing has long been a key economic driver. So in the wake of the coronavirus pandemic and at the culmination of the 2020 elections, housing is an especially critical topic.

NAHB recently surveyed more than 2,200 registered voters from across the country to learn more about how housing has been impacted by COVID-19 and how it could play a role in the upcoming elections. The survey confirmed that housing availability and affordability are growing concerns for many Americans, and that the pandemic has only compounded these issues.

Among [the key findings](#), a larger portion of respondents feels that the Democratic party is more likely to address housing affordability than the Republican party. The results also show the large majority of respondents are in favor of an additional financial stimulus.

Some of the survey's other questions specifically asked voters:

- How they have used their federal stimulus checks;
- If they are more likely to make home improvements, as working remotely becomes more common; and
- Where they would prefer to buy their next home, in the wake of COVID-19.

The results can be viewed on the NAHB Housing Portal, which also offers a wealth of additional information about the state of housing at the national, state and congressional district levels.

The Housing Portal is an easy-to-use resource for industry professionals as well as the general public. Visitors can also easily create downloadable reports to share with their colleagues, clients and legislative contacts.

Visit nahb.org/portal.

Additional voter resources regarding NAHB-endorsed candidates and the association's get-out-the-vote efforts are available [here](#).

DO
BUSINESS
WITH AN
NAHB
MEMBER.

Members Save Millions

Start saving at nahb.org/savings

NAHB.

FCA VEHICLE DISCOUNT PROGRAM ENDING IN JANUARY

Dodge, Chrysler, Jeep and Ram vehicles

The last day to take possession of a vehicle and receive an HBACV member discount will be Jan. 4, 2021 - So HBACV Members have less than two months to take advantage of this incentive before it's gone.

After 4 great years of supporting NAHB and the EOC, the FCA affinity program for will terminate at the end of this year. And note, the 2021 models have been included. **NOTE: This change does not impact the HBACV Member savings programs for General Motors or Nissan vehicles.**

Explore all the [FCA Savings Here](#).

Members Print Forms Themselves:

Members can print off their Proof of Membership Forms directly at: www.nahb.org/FCA

Any issues logging-in, contact NAHB Help desk at 202-266-8313 nahbsupport@nahb.org.

LAST DAY IS JANUARY 4

RAM

RAM 3500

If you're a member, it's time to cash in.

GET A **\$500 CASH ALLOWANCE** ON MANY FCA US LLC VEHICLES.*

UP TO **\$1,000 ADDITIONAL VEHICLE BENEFITS*** ON THE **JOB**

MOST NATIONAL AND LOCAL **INCENTIVES**

Visit NAHB.ORG/FCA for more details.

Thank You To Our Generous Sponsors for our Fall Events



Member to Member Business Creates a Stronger Association

The HBACV provides complete contact information to members through our [website](#) and through our office (434-841-7588). Developing an HBACV network allows you to provide members with service and resource information aligned with their needs and your products. In addition, because you are a member of the local, state and national associations, you can get access to membership lists in adjacent territories. Do business with a member and support the businesses that support the HBACV. Get the most from NAHB Discounts: Click to learn more. nahb.org/ma.