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September
2017

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Wolff Bros. Supply Showrooms are Getting a New Look!

By Katie Jackson, Marketing Coordinator at Wolff Bros. Supply, Inc.

Wolff Bros. Supply Inc. has always been proud of our Kitchen, Bath, & Lighting Showrooms. However they have always suffered a slight identity problem, or rather, the lack of identity problem. They tend to disappear into the supply house name, or get lumped in with the “big box” stores. They have so much to offer that we decided it was time they were branded accordingly. So, we are happy to introduce the Wolff Design Centers.



So what makes the Wolff Design Centers so special? Simple, the people. Our experienced design center staff, from reception to sales, takes great pride in their work, a trait that is hard to find these days. They go through training on products and trends several times a month. Which means they will get products to your jobsite that not only look great, but work great as well.



Our highly trained kitchen and bath designers will make sure all your customer's selections are properly relayed to you, the contractor. They will measure every kitchen, office, custom vanity, and closet before it's ordered to ensure the perfect fit. Best of all, they take the time to walk your customer through specs and selections, piece by piece, so you don't have to.

(Continued on page 8)

In This Issue ...

*Fall Parade of Homes –
Builders & Associate Sponsors*

Legislative News

*CareWorksComp – If you're not
in, you should be!*

*Higher Home Prices Risk
Closing Door on U.S. Housing
Momentum*

Wolff Design Center - 9/14 Event



| | |
|-------------------------|----------|
| Kenneth Cleveland | 1,062.5* |
| Calvin Smith, Life Dir. | 594.5 |
| John Sumodi | 189.5 |
| Andy Leach | 121 |
| Bob Knight | 94 |
| Russ Sturgess | 29 |
| Doug Leohr | 26 |
| Mark Zollinger | 24 |
| Ed Belair | 7 |
| Greg Thomas | 4.5 |
| Mike Hudak | 3.5 |
| Dave LeHotan | 3 |
| Todd Scott | 2.5 |
| Ted Curran | 2 |
| Todd Folden | 1.5 |
| Rex Gasser | 1 |
| Jeremy Krahe | 1 |
| Sean Smith | 1 |

Above list has been updated via the most current NAHB Spike Club Roster Report

*Current Life Spike status

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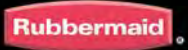
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NOTE: FAX LINE
Due to inactivity, we have
disconnected our fax line. Please
call or email the HBA.

From the Executive Director

Members and Friends:

CareWorksComp recently provided me with our Annual Group Rating Report for 2017. Amazingly, this membership program has saved over \$28,000 for our members participating in this program. That's HUGE and something worth considering!

Please see information on pages 13 & 16 regarding CareWorksComp. If you are not a part of this program, I strongly encourage you to consider as the savings is incredible.

We have 11 homes built by 9 of our builder members that will be featured in our Fall Parade of Homes. The event starts Saturday, October 7 and goes through Sunday, October 22. Be sure to go out and visit these homes and support your fellow members.

Our Associate members have once again stepped up in a big way to sponsor this event. **Carter Lumber** and **Westfield Bank** are major event sponsors. Our other higher level Parade sponsors include: **84 Lumber** and **All Construction Services**. Parade partners include: **Clement Construction Inc.**, **Columbia Gas, a Division of NiSource Corp.**, **Graves Lumber**, **Paramount Plumbing Inc.**, **Sundance LTD**, **Third Federal Savings & Loan**, and **Wolff Bros. Supply**. Thank you for your support of our event and our builder members ... your participation creates a win/win for all our membership.

Respectfully,

Dave LeHotan
Volunteer Executive Director



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Katie Williams

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LOTS AND ACREAGE

BATH TOWNSHIP – Revere Schools

45 Ira Rd: Build your dream home. Large 2.28 acre heavily wooded lot w/matured trees. Located near the Cuyahoga Valley National Park. Reverse LSD. **\$175,000.**

4875 Stonehedge: 3+ acres. Lake front property. Well & septic. **\$250,000. Mike Stoerkel 330-701-4426.**

BRUNSWICK

1499 S. Carpenter Rd.: 6+ acres. Proposed commercial. Prime acreage at 303 & I-71 intersection. **\$1,200,000. Mike Stoerkel 330-701-4426.**

CHAGRIN FALLS – Kenston LSD

S/L 30 Hawksmoor Way: 2.7 acres, 329x429, dead-end street. Wooded, waterview, private sewer & well. **\$119,900. Gary Stouffer 330-835-4900.**

COPLEY

N. Plainview Dr: 6.8 acres. Public water, septic. **\$79,000. Mike Stoerkel 330-701-4426.**

V/L S. Medina Line Rd: Highland Schools. 2.77 acres, well & septic. **Mike Stoerkel 330-701-4426.**

4520 Medina Rd: 2.21 acres across from AGMC Wellness Center - Office/Professional. **\$322,000.**

V/L Medina Road – COMMERCIAL – 95x288 - Corner of N. Hametown & Rt. 18. **\$150,000.**

CUYAHOGA FALLS

520 W. Steels Corners Rd: 10 acres zoned residential w/public water/septic. Beautiful setting, rolling topography, trees, creek & small house on property w/income-producing gas well. Woodridge School District. **\$275,000. Gary Stouffer 330-835-4900.**

FAIRLAWN – Copley/Fairlawn Schools

V/L 93 & 94 Ghent Rd: 9.8 acres. Open, rolling, lake, public water, sewer. **\$1,300,000. Gary Stouffer 330-835-4900.**

GRANGER – Highland Schools

Western Reserve Homestead: Restrictions – 2200 sq.ft. min. Ranch / 2500 sq.ft. 2-story.

S/L 7 Windfall Rd. 2 acres, flat lot. Well/septic. South of Granger Rd. Minutes from 71/271. **\$69,900.**

S/L 9 Granger Rd. 2.85 acres, flat lot. Highland LSD. Well/septic. South of Granger Rd. Minutes from 71/271. **\$39,900. Gary Stouffer 330-835-4900.**

Millers Meadow: 1 lot remaining with scenic view. 5 acres with bank barn. Bring your builder. Public water with tap-in paid. Minutes from 71/271/77. **\$145,000. Gary Stouffer 330-835-4900.**

KENT

482 Marigold Lane & 486 Marigold Lane: 2 lots remain on road w/cul-de-sac. Public water/sewer, walking distance to Kent State. Bring your own builder. No HOA. **\$37,500 each. Ryan Shaffer 330-329-6904.**

LAKE MILTON

V/L Ellsworth Rd: 5 acres. Level, wooded, septic, well. **\$46,900. Ryan Shaffer 330-329-6904.**

MEDINA

4201 Maidstone Lane Fox Meadow Country Club: City water, sewer. .5 acres. Bring your own builder. **\$65,000. Mike Stoerkel 330-701-4426.**

V/L 222 Maidstone Lane - Fox Meadow Country Club: .5 acres. **\$65,000.**

V/L 226 Maidstone Lane - Fox Meadow Country Club: .5 acres. **\$65,000.**

6464 Aberdeen Lane - Fox Meadow Country Club: .5 acres. **\$72,000. Mike Stoerkel 330-701-4426.**

PALMYRA TWP

V/L Jones Rd: 5 acres. Level, wooded, septic, well. **\$39,500. Ryan Shaffer 330-329-6904.**

RICHFIELD – Revere Schools

Glencairn Forest: Lots ranging from **\$75,000 to \$255,000.** Breathtaking views. Scenic waterfalls, babbling brooks, lakes, stunning homes. Water/sewer, tennis courts, playground. Easy access to 77 & 271. **Laura Horning Duryea 330-606-7131 and Gary Stouffer 330-835-4900.**

SHARON TWP – Highland Schools

Sharon Twp Harps Mill Phase 3: S/L 48 Harps Mill \$90,000; S/L 53 Harps Mill \$80,000; S/L 55 Harps Mill \$105,000; S/L 56 Harps Mill \$115,000. 12 lots available from 2 to 2.8 acres. Well/septic. Highland Schools. **Gary Stouffer 330-835-4900.**

1508 Medina Rd.: 3.25 acres. Commercial land. Zoned C2. **\$299,500. Gary Stouffer 330-835-4900.**

Sharon Twp Beach Rd: Highland School District. Approx. 35 acres available, split up in many variations. Owner financing available. **Gary Stouffer 330-835-4900.**

Sharon Hts Development: 2+ acre lots. Private lots in Highland LSD featuring lake, wooded lots & rolling hills. Minutes from 71/76. Bring your own builder. Walkout potential. Well/septic. 7 available, 4 under **\$100,000. Ryan Shaffer 330-329-6904.**

SHARON TWP – 2 NEW DEVELOPMENTS

Bonnie Glen - 33 beautiful lots available in Bonnie Glen Development. Lots range from 2 to over 4 acres in size. Each lot has something special from ravines, woods or open landscape. Prices starting at **\$140's/lot.** Spectacular development to build your dream home. **Gary Stouffer 330-835-4900.**

Hidden Lakes of Sharon - 18 beautiful lots available ranging in size from 2 acres to 3.8 acres in new Hidden Lakes of Sharon development adjacent to Crooked Stick Drive with woods, ponds, and cul-de-sacs. Highland Local Schools and conveniently located to major highways and Montrose shopping. Lots available starting from **\$129,000** and up. **Gary Stouffer 330-835-4900.**

SPRINGFIELD / SUFFIELD

V/L Portage Line Rd: Approx. 183 acres. 6,592' frontage on 3 roads. Summit & Portage County. Mineral rights transfer. **\$2,275,000. Gary Stouffer 330-835-4900.**

STOW

2818-2845 Graham Rd: 4.38 acres, public utilities, zoned R-3 multi-family w/many options. Property currently has 2 income-producing single family houses on property. **\$187,000. Gary Stouffer 330-835-4900.**

WADSWORTH

8270 Wilhite Dr: 3.9 acres. Wooded, well & septic. Wadsworth Schools. **\$80,000. Mike Stoerkel 330-701-4426.**

599 Brentwood Way S/L 17: Highland LSD. 2.84 acres on cul-de-sac, well, septic. **\$185,000. Gary Stouffer 330-835-4900.**

UNIONTOWN – Green Schools

Green Ridge Estates: 122x165 corner lot. Public water/sewer. **\$38,500. Gary Stouffer 330-835-4900.**



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OHBA WATCHING SEVERAL BILLS FOR UPCOMING HOUSE COMMERCE AND LABOR COMMITTEE

When the House returns from summer recess sometime in September, it is likely OHBA will be closely following several issues in the House Commerce and Labor Committee. Over the summer, OHBA has been in contact with both the committee chairman, and members of the

committee in anticipation.

HB 128 Building Inspections (Roegner, K.) To permit a general contractor or owner of specified buildings to enter into a contract with a third-party private inspector or a certified building department for building inspection and to make other changes relating to building inspections.

HB 164 Commercial Roofing (Patton, T) To require commercial roofing contractors to have a license.

HB 211 Home Inspectors (Hughes, J.) To require the licensure of home inspectors and to create the Ohio Home Inspector Board to regulate the licensure and performance.

HB 236 Elevator Law (Patton, T., Cupp, R) To enact Model Elevator Law.

If you have any questions, or would like to review language in more detail for any of the above legislation, please contact OHBA.

TIF LEGISLATION LIKELY TO MOVE IN THE SENATE

HB 69 TIF DISTRICTS (Cupp, B.) To require reimbursement of certain

township fire and emergency medical service levy revenue forgone because of the creation of a municipal tax increment financing district.

HB 69 amends existing Tax Incremental Financing Law to add township fire, emergency medical and ambulance levies to the list of special-purpose levies. HB 69 gives townships the choice of collecting the reimbursement, waiving it, or negotiating a partial reimbursement of the money the levy would have raised but for the TIF. The bill only applies prospectively and to TIFs created by municipal corporations where townships provide the fire, emergency, or rescue services. HB 69 passed out of the House, and has been referred to the Senate Ways and Means Committee. HB 69 will likely be heard when the legislature returns next month. OHBA is gathering more information on the potential impact of HB 69 before it is heard again. Please feel free to contact OHBA with any insight on the potential impact or concerns with adding fire and emergency services to the list of already required reimbursements. ■

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(Cover Story – Wolff Bros. Supply Showrooms – continued from front cover)

The lighting specialists will guide your homeowners through selecting fixtures that truly become the statement piece of the room, without



overwhelming the space. They will also make sure the fixture has the right lumen output and is an appropriate size for the space, a couple of not so little details that often aren't properly addressed.

Unlike many of our competitors, our product lines, stocking items, and displays are constantly being updated to maintain quality and reflect current trends and latest innovations. We are always striving to stay ahead of the game and provide not only great products but a great experience. We have an online catalog geared toward contractors where you can shop, pull specs, and place orders. Recently we upgraded our website to include a Showroom area for your clients, where they can browse products and create a wish list. There is also a page that walks them through the whole showroom experience to

help lower stress levels and confusion that many homeowners experience during any home project. Coming soon, there will also be homeowner checklists, what to bring, a resource library, and more.

Are you interested in touring the new displays and winning some fabulous door prizes while enjoying some light refreshments? Join us on Thursday, September 14th between 4:00pm and 7:00pm, for an open house celebrating the showroom's new name! Call us at 1-888-OK-WOLFF or visit us online at www.wolffbros.com for more details. Connect with the design centers online to stay on top of home trends and product innovations on Facebook, Twitter, and Pinterest. Connect with the supply house online to discover contractor tools, new inventory items, promos and contests on Facebook or Twitter. ■



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Bloomberg Markets

Higher Home Prices Risk Closing Door on U.S. Housing Momentum

By Vince Golle

- *More Americans say home-buying conditions bad because of price*
- *Despite low rates, higher asking prices cut into affordability*

Signs are mounting that rising home values are starting to close the door for more Americans, threatening to temper the momentum in residential real estate.

Purchases of previously owned houses unexpectedly fell in July to an 11-month low and sales of new homes were the weakest this year, reports showed this week. While the median time on the market for existing properties was 30 days in July compared with 36 days a year ago, indicating resilient demand, the number of listings remains lean and problematic.

Limited inventory has been a nagging theme for the housing market and is the primary reason why home prices continue to climb and outpace wage growth. While borrowing costs remain low by historical standards,

(Continued on page 16)

2017 Dates To Remember

October 7-22, 2017

Dates for Fall Parade of Homes – Watch for more info & be sure to participate!

WOLFF

Design Center

• Kitchen • Bath • Lighting •

Find More details
on Facebook

We have a new name, help us

Celebrate!

Wolff Bros. Supply, Inc. Showroom has been re-named the Wolff Design Center, and we need your help to give it a proper welcoming! Come enjoy some light refreshments while you check out the new displays. Don't forget to enter to win one of our fabulous door prizes!

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14

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Member **News**

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Renewed Associates (cont'd)

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– Medina

Owens Corning – Medina

Wolff Bros. Supply, Inc. – Medina

Renewed Builders

Bridgeport Custom Homes &
Design, LLC – Medina

Carrington Homes, Inc. – Hinckley

Dwight Yoder Builders – Uniontown

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Thank you Ken Cleveland **For Continuing to Make a Difference on Behalf of the MCHBA!**

Ken Cleveland continues to make generous donations to the Medina County Home Builders Association.

Ken is a charter member of our association and one of the founding fathers which helped create the Medina County HBA back in 1973 - 42 years ago. Ken Cleveland is our top spike member and has shown unending support for our association and all it stands for. Without his support over the years, the organization may not have survived - for which we are grateful!

We congratulate Ken Cleveland for his continued support of our Association and sincerely thank him for his generous donations. This helps to continue the momentum of growth of our organization and helps us make a difference in our community. ■



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- CareWorksComp's workers' compensation savings program is the Ohio Home Builders Association program.
- Look for the OHBA logo before applying for any other workers' compensation program.
- We analyze each employer's unique claim and premium history to find the highest level of savings in all available workers' compensation programs.
- Compare your current savings and program quality to programs administered by CareWorksComp.
- The majority of CareWorksComp's clients save the maximum discount available on their current premium.
- More than 97% of CareWorksComp's existing clients choose to re-enroll each year.

Maximize your Savings with OHBA's Workers' Compensation Program.

CareWorksComp is Ohio's leading workers' compensation Third Party Administrator (TPA), delivering comprehensive analysis to help maximize our customers' potential BWC savings. We help employers determine the best available rating or discount program for their needs. Listed below are a full range of our services designed to help lower your costs.

GROUP RATING

- Nearly 100,000 Ohio employers are currently participating in a group rating program.
- CareWorksComp is the only group rating program endorsed by the Ohio Home Builders Association.
- On average, for every dollar spent on fees, CareWorksComp's clients saved \$11.00 in BWC premium, a 1000% return on investment.

GROUP RETROSPECTIVE RATING

- Rates are based on the results of an employer's workplace safety and cost control efforts.
- CareWorksComp has created two tiers - gold and platinum - with different projected savings levels for each industry group.

DESTINATION EXCELLENCE

- Several Destination Excellence programs are considered compatible with each other and allow employers to "stack" multiple discounts.
- These program include: Industry Safety, Safety Council, Drug-Free Safety, Transitional Work Grant and Performance Bonus, Go Green Discount, Lapse Free Discount, One Claim Program and 100% EM Cap.

DEDUCTIBLE PROGRAM

- This program offers an upfront discount on employer premium rates for accepting the financial obligation (up to a deductible amount range of \$500 to \$200,000 per claim) on any new claim incurred during the policy year enrolled.

100% EXPERIENCE MODIFIER (EM) CAP

- The 100% EM Cap program limits the change to an employer's experience modification factor (EM) to no more than two times the prior year's EM.
- Available to both penalty and credit-rated employers.

(CareWorksComp - Cont'd on page 16)

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The Medina County Home Builders Association would like to take this opportunity to thank each and every one of our sponsors and supporters of the Fall Parade of Homes. Your response continues to be unprecedented and your participation will enable us to promote this event in a way we have only dreamed of over the past few years.

As I'm sure most of you are aware, there is a lot of activity in Medina County and your support will keep that momentum rolling.

Be sure to take time to visit each of the model homes being presented. The builders have made a huge commitment themselves to being in this Parade, even some of the



homeowners have allowed their homes to be presented as well. The best way we can support them, aside from what all of you have already done, is to tour the homes, tell your friends and neighbors and show your support that way.

We would like to thank all of our Parade Builders as well for continuing to participate in this event that puts our association at the forefront of

residential construction in Northeast Ohio.

Participants for this year's fall event include Artisan Building and Design, LLC (2 homes - Valley City & Medina), Bridgeport Custom Homes & Design (Medina), Charis Homes LLC (Uniontown), Legacy Homes of Medina (Wadsworth), Modern Home Concepts (2 models - Medina & Sharon), Old World Classics (Wadsworth), Pulte Homes of Ohio (Medina, Straub Homes, Inc. (Seville) and Vintage Homes (Hidden Lakes of Sharon). Once again, we anticipate with this many homes entered in the event, on having a highly success Fall Parade event!



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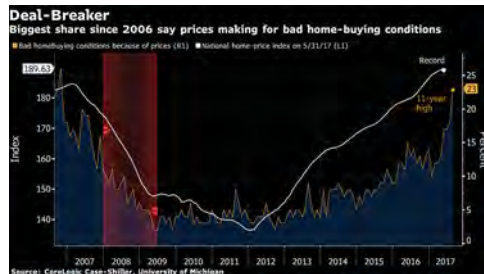
Members ...

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affordability is its weakest of the expansion. The number of Americans who view home-purchase conditions as "good" has fallen to a six-year low, according to the University of Michigan's latest consumer sentiment survey. To be sure, more still say the buying environment is "good" than "bad." It's just not getting better.



The S&P CoreLogic Case-Shiller nationwide home-price index stood at a record in May, the latest data available, while the cost of a previously owned home in June also stood at an all-time high. The result: The share of consumers in the latest University of Michigan survey who said home-buying conditions were bad because of soaring prices reached an 11-year high this month.



Home-price growth has been consistently outpacing wage growth, Lawrence Yun, chief economist at the National Association of Realtors, said at a press briefing accompanying the release of the July existing-home sales report.

"That clearly impacts affordability," he said. While the low interest-rate environment is helping, "there's a continuing misalignment between home-price growth and people's income or wage growth. At some point, it'll potentially choke off buyers."

(Concluded on next page)



(Continued from page 13)

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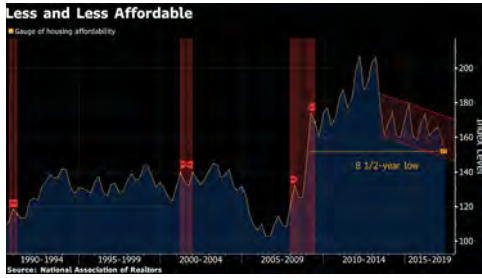
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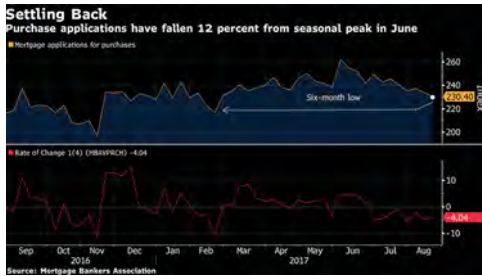
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The July home sales figures already show housing demand is settling back after climbing to multi-year highs at the end of the first quarter. An index of mortgage applications for home purchases was down 4 percent in the four weeks ended Aug. 18 and off 12 percent from a seasonal peak in June, according to the Mortgage Bankers Association. The gauge itself is at a six-month low.



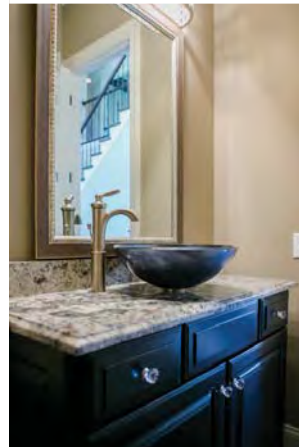
At the same time, it may be too early to judge the recent data points as more than a pause in the early-year momentum that saw sales reach a decade high. Matthew Pointon, a property economist at Capital Economics, sees demand holding up.

“Rather than worsening affordability, it is primarily the lack of inventory which is holding back sales and putting households off from applying for a mortgage,” he wrote in research note. “That is a situation which is set to continue for the remainder of the year.”

Stephen Stanley, chief economist at Amherst Pierpont Securities, writes that demand is outstripping supply and “starting to push some potential buyers to the sidelines.” That’s why housing starts data will be key over the next few months. After all, an introduction of more inventory would go a long way in helping alleviate price pressures and ease affordability constraints. ■



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