

Doug Carr

From: Doug Carr [lacey@glhba.ccsend.com] on behalf of Doug Carr [doug@glhba.org]
Sent: Wednesday, March 03, 2010 2:52 PM
To: Doug Carr
Subject: Residential Sales Are Positive In 4th Quarter

Having trouble viewing this email? www.glhba.org/toolbox

The Tool Box

A Weekly Publication for Members & Friends
 January 25, 2010



In This Issue

[Certified Lead Training For Remodelers](#)

[Upcoming Events](#)

[Opportunities For Remodelers On the Way In 2010](#)

[Remodeler Workshop Coming Feb 4th](#)

[Virg Bernero to Speak At MAHB Board](#)

[Construction Lien Fund: "Broke"](#)

[Reserve Your Home Show Booth Today!](#)

[SpeedWay Offers 10 Cent/Gal Discount to New Customers](#)

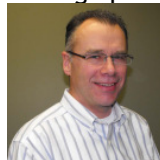
Quick Links

[Remodelers Council Spike Status](#)
[Board Directory](#)
[Membership Info](#)

Dear Doug,

Lansing Residential Market Was Much Better in Fourth Quarter!

[Coldwell Banker Hubbell BriarWood](#) released their fourth quarter Real Estate Market Report this past week. Things are looking up! Here are a few highlights. Compared to 2008, Unit residential sales increased by 25%, from 887 units to 1,110. The volume of sold values increased by 27%. Average home values increased by 1.36% and the median value increased by 5.4%.



Listings decreased by 15%, from 3,449 to 2,931. Currently the Lansing region stands at a 7 month supply. That's down from an 11 month supply one year ago.

All of this is good news for the residential market. As inventory gets worked down and prices start to sneak back up the only remaining question is whether lenders will cooperate and not make things more difficult for would-be buyers!

MI Construction Career Days Moves to Oakland County

Since 2008 Michigan Construction Career Days has been a premiere event for young people to explore careers in construction. Each year it has provided thousands of middle and high school students to experience construction up close. Through a combination of hands-on activities, displays, and heavy equipment, young people see how they can change



[Housing Starts](#)

**Don't Miss The
Next Monthly
Meeting!**



**Tuesday
February 9
Carter Lumber
16700 S. U.S.
27
Lansing**

**How To Get
More
Remodeling
Business!**
(Preview of the
Feb. 16 Seminar)

**Dinner
Served
At 5:30 PM!**

\$5 Members
\$15 Non-Members

[RSVP Here!](#)

**Thank You
Wild Game
Dinner
Sponsors!**

the world. This year, the event will be held in Oakland County on April 27 & 28. [Contact Brindley Byrd](#) at the Capital Area Construction Council for more information 517-492-5575.

Doug

CEO, GLHB&RA
Doug@glhba.org

Upcoming Events:

(Click on the links below to RSVP!)

Jan 27 Board Of Directors Meeting

Jan 30 [Wild Game Dinner](#), Eagle Eye, Cost: \$45

Feb 4-5 MAHB Remodeler Workshop, Clare, MI

Feb 9 [Monthly Meeting](#) Preview of the Feb 16 Get More Remodeling Business, Carter Lumber, 5:30 PM Cost \$5 [RSVP Here](#)

Feb 11 MAHB Board Meeting, Lansing, Causeway Bay

Feb 16 [Get More Remodeling Business](#) By taking advantage of the coming wave of energy incentives & financing. 8:30 AM - 11:30 AM, Lyman Sheets Insurance Agency, FREE (for members)

Feb 25 Monthly Meeting & Home Show Preview, The Nuthouse sports Grill, 420 E Michigan Ave, Lansing

Feb 26 - Feb 28 Home Building & Remodeling Show, Lansing Center

More Opportunity for Remodelers On The Way in 2010!

There's a whole lot of money coming from several different sources to encourage people to upgrade their homes. The goal is to boost energy efficiency in all homes--new and existing--to a level that will begin to save energy on a national scale.



The sources of money vary from utility rebates to state and national governments. Some of the programs will provide sources of financing for the projects through local banks. Most require remodelers to be "certified" in order to participate. There are several different programs that will be explained at a FREE (for GLHB&RA members) seminar on Feb 16 from 8:30 AM to 11:30 AM. Location: Lyman Sheets Insurance, 2213 E Grand River, Lansing, MI. In addition, there will be a short preview of what will be covered at the monthly meeting on February 9th at Carter Lumber. To RSVP for the Feb 16 seminar e-mail_doug@glhba.org.

8th Annual Remodeler Workshop Set For Claire, MI Feb 4

The eight Annual Remodelers Council workshop will be held in Claire, MI at the Doherty Hotel. The conference begins at 1:30 PM on Thursday the 4th and runs through noon on Friday the





**\$800 Table
Sponsors
ESI Heating
McQueen
Landscaping/H2O
Sprinkler Systems
Pro Build Of
Lansing
Roxy Eaton of
The Reverse
Mortgage Center
Wimsatt Building
Materials**

**\$500 Buck
Sponsor
The Kitchen Shop**

**\$300 Spike
Sponsors
Independent Bank**

**\$100 Button
Buck Sponsors
All Terrain
Alterations
Arrowhead Homes
CertainTeed
Roofing
Hanneman & Fineis
Concrete
Maurer & Parks
Well Drilling
MSU Demmer
Shooting Ctr.**

5th. Topics to be covered include a round table discussion on the state's new energy optimization program, a lead training option, a session on tax credits, and building your remodeling business in a down economy hosted by Kyle Hunt. Be sure to RSVP using the [MAHB Registration form](#). Or, call Pam Frankenberger at 517-582-3331.

Bernero To Speak At MAHB Board Meeting On February 11 In Lansing!

The Michigan Association of Home Builders (MAHB) is scheduled to be held on Thursday, February 11 at the Causeway Bay Hotel in Lansing. The registration fee has been reduced to \$30 if paid before Feb 1. the meeting will begin at 7:30 AM with a full day of committee and caucus meetings to be held throughout the day. Mayor, Virg Bernero, of Lansing has announced his candidacy for Governor and has been invited to speak to the MAHB Board. He has confirmed that he will attend and speak if he is still in the race on February 11th. All GLHB&RA members are invited to attend. The Board meeting begins at 3:45 PM. A Registration Form can be found on the [MAHB Web site](#). Or contact Pam at 517-322-0224.



***Thank You MSU-FCU!
2010 Parade Of Homes Sponsor!***



Dissolution Of Michigan Construction Lien Fund Hangs Owners & Subs Out to Dry!

The Michigan Homeowner Construction Lien Recovery Fund (Fund) was created to provide protection to a homeowner who has, in good faith, paid their licensed contractor for materials and labor but the contractor fails to compensate subcontractors and/or suppliers. The program is funded through membership fee assessments on contractors licensed by the State of Michigan.



The Fund has encountered a dramatic increase in claims. Indeed, there has been a significant rise in contractors abandoning projects, after being paid by the owner, only to leave behind unpaid subcontractors. The Fund is bankrupt in the sense that it lacks sufficient money to reimburse unpaid

**Oade, Stroude &
Kleiman**

***Thank You
For Making
The Wild
Game Dinner
Happen In
2010!***

**Save 22% With
Verizon**



**One very good
Reason To Be A
Member of the
GLHB&RA!**

**Call Brenda
Hoffman
for Details
517-285-4345**

[Click Here For Details](#)

***Certified
Lead
Renovator
Training***

subcontractors through the program. Not only are subcontractors being left empty-handed by the general contractor, but owners are now faced with the possibility of having to pay the subcontractors to resolve their claims.

To reestablish itself, the Fund would either have to increase the size of its assessments on an already dwindling number of licensed builders or the state would have to allocate money to the Fund - neither of which appears to be likely. Where does this leave owners and subcontractors?

In the short term, until the state finds a fix to the problem, consider these procedures: (1) Have the owner issue joint checks to the contractor and subcontractors; (2) Don't sign full lien waivers on faith that the contractor will pay you after receiving payment from the owner; (3) Establish an escrow account with a lender/title company for larger projects to monitor and process payment requests.

An owner will be emotionally reluctant to pay an unpaid subcontractor after the general contractor runs off with the owner's payment. Whether it is a contractor's unfortunate circumstances or intentional dishonesty, there is no reason for you to pay for those mistakes when it can be avoided by following a few simple payment processes.

Michael Matheson is an Attorney with the Loomis Law Firm in Lansing. He can be reached at 517-482-2400. Or by e-mail: mfmatheson@loomislaw.com.

***Home Building & Remodeling Show
Opens At the Lansing Center
In Less Than Sixty Days!***

**Home Building & Remodeling Show
Nearly 85% Full At Lansing Center!**

If you plan to be in the newly relocated Home Building & Remodeling Show at the Lansing Center, **NOW** is the time to reserve your booth space. The show is nearly 85% full! The show weekend promises to be exciting. GLHB&RA will be partnering on promotions with a Golf Show in the next hall the same weekend! Attendees will have access to both shows with a discounted joint ticket. The show will be held the weekend of Feb 26th through the 28th. Contracts for the show can be [downloaded from the website](#) along with a copy of the [floorplan of booth locations](#). Contact [Lacey](#) for more information today: 517-323-3254.



Special Advertising Offer for Exhibitors In The Home Building & Remodeling Show:

Exhibitors should be sure to take advantage of this special



Beginning in April of 2010 a new law will require Remodelers to practice lead-safe remediation if they are disturbing areas as small as six square feet in homes built prior to 1978.

To satisfy this new requirement, Remodelers are obtaining Certified training to learn how to comply with the new law.

For a schedule of upcoming training classes throughout the State:
[Click Here!](#)

advertising offer from Channel 10! For just \$150 the first 10 exhibitors that sign up this month can take advantage of a personalized 10 second spot to be placed on the end of GLHB&RA's 20 second TV ads promoting the show on WILX Channel 10. To take advantage of this offer, contact Debbie Petersmark at 517-393-0110 or 517-819-2461, [or click on this link!](#)



Speedway Offers 10 Cent/Gallon Discount to All New SuperFleet Customers!

Any GLHB&RA member who is not a member of the Speedway SuperFleet program should join NOW! Through the end of January any GLHB&RA member who joins the SuperFleet program will receive a 10 cent/gallon discount on fuel for the next 90 days! The SuperFleet Card is good at all Speedway and Rich Oil locations throughout Michigan and the midwest. Current members of the program will receive 5 cent/gallon discounts through the end of 2010. To learn more about the program or to sign up, contact Tom Farnham at 989-615-2736. Tell him you want the GLHB&RA member discount!



Forward email

✉ SafeUnsubscribe®

This email was sent to doug@glhba.org by doug@glhba.org.
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Greater Lansing Home Builders & Remodelers Association | 2937 Atrium Drive Suite 201 | Okemos | MI | 48864

THIS IS A TEST EMAIL ONLY.

This email was sent by the author for the sole purpose of testing a draft message. If you believe you have received the message in error, please contact the author by replying to this message. Constant Contact takes reports of abuse very seriously: if you wish to report abuse, please forward this message to abuse@constantcontact.com.