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PUBLISHER'S NOTE

Giselle Bernard
Publisher

Wow, I am celebrating 3 ½ years of doing business as The Metropolitan Builder, and I couldn't be happier. I've been blessed in the fact that I absolutely love my job! I have had the pleasure of meeting a vast number of the talented builders in the Houston market. In interviewing our featured builders, I've peeked into their lives, their dreams and aspirations. I've watched their eyes beam with pride as I've toured their beautiful homes. Did I say that I love what I do?

I have the pleasure in working with some of Houston's most amazing vendors, all of which I represent to the builders I meet with monthly. I couldn't be more proud in doing so. Assisting with their marketing efforts has been an amazing experience.

The publication has evolved into an exceptional business

model in which the magazine itself has proven to become a tool in yielding effective marketing results. The unique marketing opportunities that are now offered to both the builders and vendors have come to fruition due to input addressing marketing needs from both.

I will continue to progress but only with feedback from my readers; therefore, I ask – what would you like to see in the publication? What do you need?

Giselle Bernard- Publisher



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Bayway Homes Celebrates 20 Years

By Kathy Bowen Stolz



When Jon Skeele started Bayway Homes 20 years ago, his goal was to produce well-built homes at affordable prices. After building 1,500 homes in 39 communities in the two decades since incorporating in 1997, he's more than met his goal.

"It's hard to believe I've been doing this [building homes] for 20 years," Skeele noted. "A lot of builders haven't made it this long. We provide some degree of stability in an industry that doesn't have a lot of stability."

Skeele attributes his company's longevity to three factors: The locations where it builds homes, its dedicated staff

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Change Orders – Key to a Successful Project

By Ian P. Faria & Jon Paul Hoelscher of

Coats | Rose | Yale | Ryman | Lee, a professional corporation

We have all heard the war story of the builder or contractor who went above and beyond to make his client happy by modifying the work throughout the project only to find out the client later refused to pay for this extra work. The best way to avoid being the story teller of this tale is to implement a strong change order process on all of your projects.

The construction industry is unique in that almost every contract has a provision which allows the parties to easily add, subtract and otherwise modify the work and the terms contemplated by the contract with a change order. Although the concept of change orders seems simple, construction professionals often under-utilize change orders or fail to follow their own procedures for documenting changes. If your contracts do not anticipate change orders, then you should revise your contracts to include such a provision.

In the highly competitive construction industry, builders, contractors and remodelers are often under pressure to keep their margins low to win projects. Any change to the scope of work can be detrimental to scheduling, costs and profits. In some instances, an unpaid modification of the project can wipe out any hope of a profit. Failure to have a written change order can also provide a strong defense to a contractor's rights for payment and rights for a lien on the property. An easy fix to these issues is using a consistent and detailed change order process.

Most construction contracts have provisions that specifically detail how change orders are to be completed, agreed to, signed, and paid. Key components of any change order process should include:

- A written change order;
- Provide a detailed statement of what change is being made;
- Provide a specific line item of the cost associated with the change;

- How additional costs will be paid (i.e., out of construction loan/pre-paid by owner);

- State how the change may affect the date of completion of the project;

- Require the signature of the owner and the contractor, builder or remodeler; and

- Include a statement that the terms of the change order are incorporated into the contract.

It is important that change orders be completed and executed prior to any of the contemplated work under the change order being completed. Further, additional work change orders can often require the owner to make a full payment prior to any change order work being completed.

It is also important to be cognizant of the effect a change order may have on other contract provisions. For instance, some contracts include provisions with strict timelines, consequential damages for late completion or liquidated damages for late completion. It is always important to include changes to these contract terms in your change order to ensure the modification to the work does not cause additional problems. Additionally, if the project is being funded by a bank or lender, it is important to understand that bank or lender's agreement with change orders.

In order to effectively implement a change order process, builders and contractors must fully understand the contracts they use. If you are not working under a contract, are unsure if your contract contemplates change orders, or do not understand the change order process, then you should consult with a construction attorney to assist you with these matters.

Ian P. Faria is a Director with Coats | Rose and a member of the firm's Construction/Surety Law and Oil and Gas/Energy sections. Ian was selected as a Texas Super Lawyer in 2014 in Construction Law. This is an



honor conferred upon only on 5% of the total lawyers in Texas (previously he was selected as a Texas Super Lawyer "Rising Star" in Construction Law in 2012 and 2013). He was also selected by his peers for inclusion in The Best Lawyers in America© 2014 and 2015 in the field of Construction Law. In 2015, he received the highest rating, AV Preeminent®, by Martindale-Hubbell® Law Directory. This is Martindale-Hubbell's highest possible rating for both ethical standards and legal ability



Jon Paul Hoelscher is Director with Coats & Rose and a member of the firm's Construction and Litigation sections. He has been selected as a Texas Super Lawyer "Rising Star" for Construction Law by Texas Monthly since 2012, an honor conferred upon only 2.5% of the total lawyers in Texas. He also has served a councilmember for the Houston Bar Association Construction Law Section since 2011.

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DIALOGUE WITH A DESIGNER

Saima Seyar, RID, ASID

Morrison Showrooms knows that dreams, reality and inspiration make a house a home. Morrison's staff also knows that an interior designer or interior design firm often become an intricate part of this process. Design professionals should be committed to creating individualized and functional designs to meet the lifestyles of their clients' families. Morrison Showrooms works to inspire these ideas and is conveniently located in the heart of Houston. Morrison offers many brands and designs, all exhibited in unique settings with interactive displays. Whether it's appliances, plumbing, hardware or lighting, they have brand to fit every budget and a style to fit every design. Contact Joann Ontiveros for more details at 713-861-2343.

This month Morrison speaks with Saima Seyar, RID, ASID. Saima Seyar has produced beautiful interiors for residential, commercial and custom-build projects for 18 years. Her passion for unique and tasteful design is exhibited in every detail of her work. She strives to provide her customers with unique, custom interiors that compliment individual styles and satisfy individual requirements, and she takes pride in attention to detail, organization and innovative design approaches. A focus on each client's needs and individual design style has

developed a reputation for fresh and timeless views on interior spaces. She is currently on the ASID board as the communications director and regularly volunteers for the Houston Furniture Bank.

Morrison: What motivated you to go into the interior design field?

Saima Seyar: My motivation to enter the design field was purely love of design and wanting to create what I imagine.





Morrison: How has the field of interior design changed since you graduated?

Saima Seyar: The field has become more professional and more technologically advanced, which includes the use of various apps, websites, and CAD. Also, various television shows have made interior design into a trendy entertainment.

Morrison: How can an experienced interior designer help custom home builders or remodeling contractors with their building or remodeling projects?

Saima Seyar: Designers are able to take a project from concept to implementation; they have the knowledge of current codes and design trends. They can have more detailed drawings to help the project be built in a more precise manner.

Morrison: What sets you apart from other designers?

Saima Seyar: My degree in interior design and minor in architecture helps to better achieve the vision a client may have. The ability to think outside the box, yet make sure that my ideas are implemented in a safe and functional manner, gives me an added advantage.

Morrison: What has been your most challenging project and why?

Saima Seyar: One of my challenging projects was working on a condo in New York; the challenge was working in a historical building and adhering to state laws and building rules while giving the client the design vision they wanted and completing it in a short time frame.

Morrison: How do you begin the material selection process when working with builders' and remodelers' clients?

Saima Seyar: The first thing I always do is interview the clients and ask questions about their lifestyles and daily rituals. That includes things like how they eat, sleep, entertain and their hobbies. I also ask who will be living or working in the space. Another question includes asking if there any restrictions or disabilities that would require more universal design needs. I then ask what their style preference is, whether it be traditional, modern, transitional, etc.

Morrison: What are some common mistakes made by builders and home owners?

Saima Seyar: One of the biggest mistakes that home owners and builders make is not budgeting correctly.

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and the quality of homes it builds.

“Over time we have decided location is very important. Our business strategy has become to find a great location in areas where people want to live and then build houses that fit the surrounding neighborhoods. We create 20- to 50-lot subdivisions in areas that are already well established. We have a vision of what we want to see in a community. We transform an underutilized site into a community when we’re finished.”

Skeele said this strategy leads to a lot of different

entry-level homes; other times it means we are building move-up homes or stilt homes or one- to three-story townhomes.

“We do suburban densification; that is, developing tracts of land of two to 20 acres in a suburban environment. It’s not in-fill, and it’s not green-fill. We are building in areas that we have developed or other developers have developed for us. We don’t sell lots to other builders; we want to control the market.”

Few other builders are focusing on these relatively small tracts of land on the bayside of Houston, according to



products and a lot of different price points. Buyers may be purchasing their first home or their second or their third. Focusing on the greater Clear Lake area, the company now builds about 50-80 houses a year; half of them are available to purchase.

“We build in communities where we feel that we can provide homebuyers with a good product at a fair price. Sometimes this means we are building single family

Skeele. “We’re building in these unique communities with almost every project requiring a new set of plans. We’re very innovative when it comes to design.”

He said such small properties demand a labor intensive process, but it’s an approach that has proven beneficial for Bayway Homes because there’s little competition. “A company that’s too big or too small can’t do these kind of projects,” he said.



From Skeele’s perspective, Bayway turns underutilized land into community assets. His subdivisions are a form of revitalization for a community, bringing in new people who support restaurants, retail stores, schools and more. New residents help keep a community alive or just keep growing. The subdivisions also allow current residents to stay within the community while upgrading their homes.

“Sometimes we are developing a property that’s never been built on. Other times we are repurposing a property after tearing down buildings. This approach really allows us to create communities in our vision,” he added.

Skeele cited Beach Park in LaPorte as an example of an underdeveloped property. A local real estate broker discovered a 19-lot parcel that was platted at the turn of the 19th century when the original township was being platted. The aging owner, who lives in Washington, D.C., agreed to sell the property that her family had owned for two centuries.

“It’s an interesting property. Most of the town was platted on a grid system, but not these lots. The lots are formed on two circles, which will force us to build pie-shaped houses.

“It’s an unusual architectural problem. Our goal is to create the most livable house possible for 2,200 sq. ft., a size that doesn’t lend itself to large families. We’re likely to attract retirees or young families or people who are in tune with nature since these will be stilt homes where residents can put their boats and cars under two floors of living space. The houses will have big balconies facing Galveston Bay and the county park, where there is a boat launch.

“We’re going to start with four houses that are available for purchase. We think they’ll sell very easily once we get started.”

In League City, Bayway located a tract of land – Glenmont – that had been platted previously. An ownership problem existed, causing the land to remain vacant for more than 15 years. Eight developers attempted to complete the project but were unsuccessful.

Always looking for a challenge to take on, Skeele saw this as a prime opportunity to build a project in an excellent location surrounded by beautiful residential housing and quick access to main roads. Two and a half years after starting the process of acquiring

and developing the land, Bayway broke ground on construction of its first home in Glenmont.

Beach Park and Glenmont are just two examples of how much work Bayway's team is willing to put in for a great location. Every project done by Bayway has a similarly unique story to it, according to Skeele.

"You don't have to do much marketing if you're building where people want to live," Skeele noted.

Skeele also believes that his staff has a huge impact on the success of the business. He's proud to say that several of his 22 employees have been dedicated to Bayway for 10 to 15 years.

Bayway keeps its employees working hard and passionate about home building by implementing the importance of having fun and loving what they do with memorable team building and training events.

Almost all of Bayway employees live in the areas they build in, which makes it easy for the team to become invested in their projects and really care about what's going on in their communities, Skeele said.

In addition to choosing desirable locations and keeping an exceptional team, another reason for Bayway Homes' success is Skeele's philosophy of building quality homes. He chose "Built Better" as the company motto, and his staff practices that philosophy with every home they build. Bayway closed on 54 houses in 2015 and expects to build about 60 houses in 2016.

Skeele noted that his homes are more structurally sound than many others. Attention to detail and application of materials allows Bayway Homes to withstand hurricane-force winds without major damage.

"When constructing a home, most builders apply plywood around exterior corners and use foam board on exterior walls. At Bayway we surround all of our homes with OSB sheathing, which is stronger and better at supporting the structure of a home."

In addition, Bayway uses 3,000 psi concrete in all of its foundations, although building codes only require 2,500 psi. "After all, a home is only as good as its foundation," Skeele said.

Homeowners notice that their houses are extremely well insulated, with the heat and air evenly distributed throughout the house.

Interiors of Bayway Homes also get extra features that most builders don't include. "We use only 42-inch upper cabinets in the kitchen for great storage space. We utilize rounded corners on sheetrock edges for a softer feeling. In addition, we use arches and art niches to give our homes interest and appeal. We also make kitchen ceilings 9-10 feet high, as opposed to the standard 8 feet, which gives the kitchens a spacious look and feel. We work hard at design so that our living spaces are useable and interesting," Skeele said.

So what can prospective homebuyers expect from Bayway Homes in the next 20 years? Desirable locations, committed team members, solid construction and innovative design, the same elements that have contributed to Bayway's stability. After all, they are "Built Better."

You may contact Bayway Homes at P.O. Box 1244, Friendswood, Texas 77549 or 281-648-2425 or baywayhomes.com.





Walls Republic

Wallpaper Materials, Styles Vary at Walls Republic

Historic Brick

Materials, patterns and styles – oh, my! Choosing the perfect wallpaper for a room can be a difficult decision. However, the staff at Walls Republic offers some of its favorites to simplify the selection process.

Grasscloth and mica wallpapers use natural materials and are great for creating an organic, textured look. For patterns, floral styles and faux finishes are always trendy.

Grasscloths

For those who are aiming to make their interior decorating more environmentally friendly, grasscloth wallpapers are the perfect choice. This type of wallpaper is woven with fibers, which gives any room a beautiful organic and natural ambiance. Because of the hand-made nature of the materials, no two grasscloth rolls are the same. This variation adds a level of uniqueness that can't be paralleled with any other wallpaper style.

- Boodle Blue Grasscloth R1992 (www.wallsrepublic.com/blue-glasscloth-wallpaper-p/r1992-parent.htm)
- Paper Strokes Bright Green Grasscloth R2012 (www.wallsrepublic.com/green-beige-grass-cloth-wallpaper-p/r2012-parent.htm)

[r2012-parent.htm](http://www.wallsrepublic.com/wood-brown-linear-grass-cloth-wallpaper-p/r1996-parent.htm))

- Bamboo Ochre Grasscloth R1996 (www.wallsrepublic.com/wood-brown-linear-grass-cloth-wallpaper-p/r1996-parent.htm)





Grasscloth



Mica



Mica

Mica

Featuring a dense layer of natural stone chips, mica wallpapers are a timeless luxury. Mica chips have a metallic sheen that catches the light, creating a stunning radiance that brightens up the room instantly. These wallpapers are highly versatile with their textured surfaces, fitting both casual and up-scale environments.

Their design means they can be used in minimalist design settings, such as in a hallway or foyer. On the other hand, the complexity of the mica chip placement means this wallpaper style will never look dull in a living room or bedroom.

- Gold Mica R2201 (www.wallsrepublic.com/gold-mica-wallpaper-p/r2201-parent.htm)
- Sand Mica R2203 (www.wallsrepublic.com/sand-mica-wallpaper-p/r2203-parent.htm)
- Metallic Mica Silver and Grey Rocky Road Wallpaper R4595 (www.wallsrepublic.com/rocky-road-metallic-silver-mica-wallpaper-p/r4595-parent.htm)

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Continued from page 9

They need to be working with a designer from the beginning. If selections are made at a place like Morrison from the start of a project, there will be a more concrete idea of where the project is going and the true cost.

Morrison: What is your favorite design style?

Saima Seyar: I don't particularly have one design style; I have a more eclectic taste, and I tend to gravitate towards modern and Art Deco personally. My personal style is very eclectic and inspired by international design.

Morrison: What fascinates you and how have you incorporated that into your designs?

Saima Seyar: The ability to customize and visualize unique designs per client is a challenge I give to myself for every project. There are so many things out there, and creating custom design allows me to give an individual concept to every client.

Morrison: What would be your recommendation for "what to do first" in a decorating project when working with the builders and or homeowners?

Saima Seyar: When building or remodeling, always make a wish list and note which are your priorities. BEFORE getting a bid, note all specifications to get a true bid.

Morrison: How do you keep yourself up to date with current design trends in the market?

Saima Seyar: I constantly attend vendor events, read design journals/magazines and attend trade shows that include product expos for lighting, hardware, furniture and building materials. I typically travel around the world picking up different design trends in each country. I also take many design education courses to keep up to date with all the changes in the design world, rules and codes.

Morrison: Any last thoughts, comments?

Saima Seyar: Before starting any project, building a good design team (builder, designer, vendors) makes a big difference in the overall result of the project. Hiring a registered designer gives you an extra ability to know that

your project and selections made for your project have been thought through, not just for aesthetic but functional reasons.



Saima Seyar, RID, ASID



Continued from page 14

Floral

Looking for a pattern style that will transform a room from drab to elegant? Floral patterns are a popular choice for creating a sophisticated, classic look. Whether small or large-scale floral patterns, these types of wallpapers are often highly intricate in terms of their design and are brimming with artistic details.

- Grey Blossoming Almond Trees R5000 (www.wallsrepublic.com/grey-almond-tree-wallpaper-p/r5000-parent.htm)
- Black Floral Tradition R3242 (www.wallsrepublic.com/black-floral-tradition-wallpaper-p/r3242-parent.htm)
- Duck Egg Vintage Blossoms R3028 (www.wallsrepublic.com/duck-egg-vintage-blossoms-wallpaper-p/r3028-parent.htm)



Floral

Faux Finish

Mimicking finishes such as concrete, wood, and brick, these wallpapers help create an industrial look for a room. Whereas the floral wallpapers add a sense of elegance, faux finish wallpapers go in the opposite direction, transforming the space to a modern and stylish environment. Part of why these wallpapers are so popular is how rustic they look. The broken bricks and aging elements adds to the edgy character of the pattern.

- Timber Brown R1357 (www.wallsrepublic.com/R1357-p/r1357-parent.htm)
- Historic Brick M8994 (www.wallsrepublic.com/historic-brick-mural-wallpaper-p/m8994-parent.htm)
- Crude Beige R1375 (www.wallsrepublic.com/R1375-p/r1375-parent.htm)

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Floral



Floral



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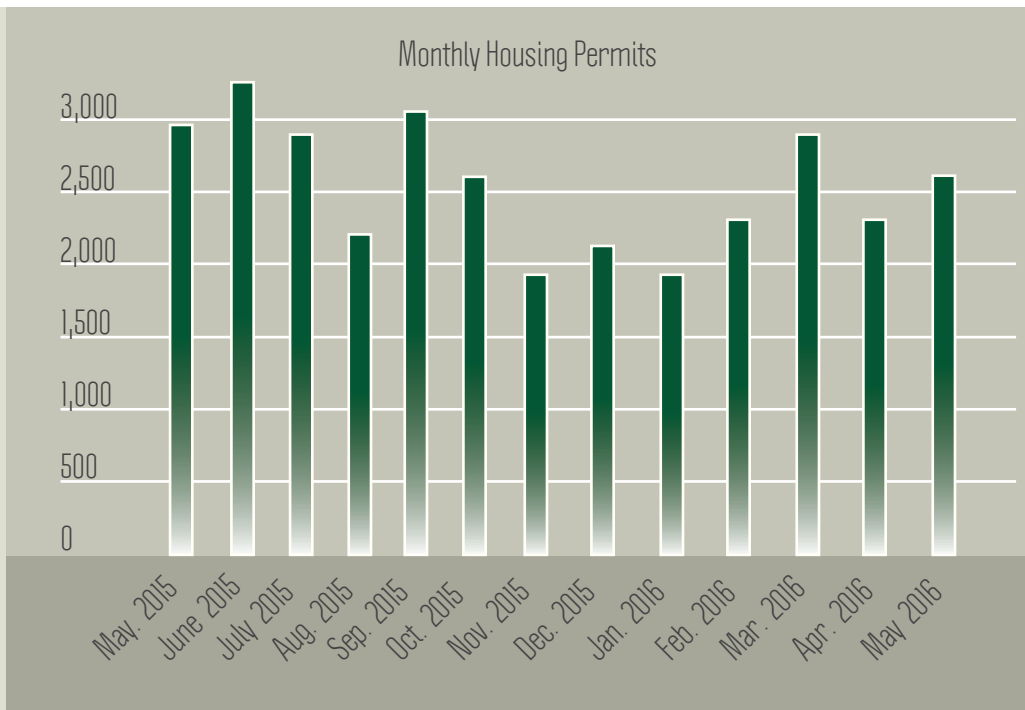
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Houston Housing Picture

Bohlke Consulting Group, LLC

Monthly housing permits filed by builders in the Houston Area.

May 2015	2,884
June 2015	3,186
July 2015	2,677
Aug 2015	2,351
Sep 2015	3,146
Oct 2015	2,260
Nov 2015	1,861
Dec 2015	2,103
Jan 2016	1,921
Feb 2016	2,390
Mar 2016	2,825
Apr 2016	2,355
May 2016	2,602
May 15 v. May 16	-9.8%



MARKET	June 14-May 15	June 15 - May 16	ANNUAL % CHANGE	-	-
Grand Total	34,294	29,677	-13.5%	-	-
Lennar Homes	1,897	1,691	-10.9%	-	-
DR Horton Homes	1,754	1,544	-12.0%	-	-
Perry Homes	1,456	1,312	-9.9%	-	-
Postwood/Long Lk	1,341	1,131	-15.7%	-	-
KB Homes	1,082	860	-20.5%	-	-
Beazer Homes	761	830	9.1%	-	-
Taylor Morrison	853	788	-7.6%	-	-
Express Homes	914	783	-14.3%	-	-
Meritage Homes	988	780	-21.1%	-	-
GalaAtlantic	573	730	27.4%	-	-
	-	-		-	-

Permit activity shows a 9.8% decrease between May 2015 and May 2016. Annual permit numbers continue the softening trend reporting a 13.5% decrease for the Houston market area for the twelve month period ending May, 2016. Eight of the top ten builders in Houston report a decrease in permits.

Registration Opens for 2017 International Builders' Show



Special Registration Discounts Offered Through August

The National Association of Home Builders (NAHB) officially opened online registration Aug. 1 for the 2017 NAHB International Builders' Show® (IBS), the largest annual light construction trade show in the world.

Following a four-year run in Las Vegas, IBS will return to Orlando, Fla., Jan. 10-12, as part of Design & Construction Week™ (DCW), NAHB's co-location with the National Kitchen & Bath Association's (NKBA) Kitchen & Bath Industry Show® (KBIS). The fourth annual DCW event is expected to bring together more than 80,000 design and construction professionals in the largest annual gathering of the residential design and construction industry.

New for 2017, IBS and KBIS announced a strategic partnership with CEDIA, the leading trade association for the residential technology industry, to be part of DCW. As part of the partnership, the IBS show floor will now feature the CEDIA Smart Home Pavilion designated specifically for exhibitors who specialize in technology solutions for the home.

"We are returning to Orlando with an even more impressive show than ever before," said NAHB Chairman Ed Brady, a home builder and developer from Bloomington, Ill. "With the addition of the CEDIA Smart Home Pavilion, an expanded offering of education sessions, a huge show floor featuring the latest products, and not one, but two official show homes, IBS attendees are sure to be impressed."

IBS brings together the industry's most important manufacturers and suppliers and showcases the latest products, materials and technologies involved in all types of buildings. More than 1,400 of the industry's top manufacturers and suppliers covering 550,000 net square feet of exhibit space will pack the IBS show floor with the latest and most innovative products.

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Another major draw of the show is the education offerings available at IBS. The 2017 show features more than 130 sessions taught by renowned building industry expert, on topics ranging from sales and marketing to construction techniques and building codes.

As in past years, IBS attendees will have access to several special show floor offerings, such as featured product demos, the High Performance Building Zone featuring a series of interactive sessions on high performance and green technologies, and IBS Live! sessions showcasing lively demos and presentations on a variety of topics.

The 2017 show will give attendees their pick of numerous special events. Kicking off this year's show is legendary quarterback and Super Bowl great, Peyton Manning, who will serve as the keynote speaker for the Opening Ceremonies. Another show favorite is the IBS Spike Closing Concert, where attendees will close out the week by hearing a performance from Grammy award-winning band, Little Big Town.

The New American Home® (TNAH), the official IBS show home will return for its 34th year. The show home is constructed annually in conjunction with IBS to showcase innovative construction technologies, emerging design trends and the latest building products. This year, in addition to TNAH, IBS attendees will also have the opportunity to visit The New American Remodeled Home® 2017, a fully remodeled existing home that will exemplify the improved design, livability and energy efficiency made possible by renovation with updated building techniques, products and standards. NAHB and Professional Builder magazine co-produce the show homes. The showcase products in the home are provided by members of the NAHB Leading Suppliers Council.

During August, IBS registrants can take advantage of several registration discounts. For a full list of offerings, visit: www.BuildersShow.com/fees.

The NAHB International Builders' Show is not open to the general public. Building industry professionals and their affiliates are invited to register by visiting the show's website at www.BuildersShow.com.



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