

March 2020

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Mission Statement: Metro is a professional organization that shall serve to protect and advance the rights and interests of builders, remodelers and associates in all matters affecting the building and remodeling industries. Metro shall support the business interests of all its member firms, support safe and affordable shelter, and foster the American dream of home ownership.

Vision Statement: Metro is the leading trade association for the construction industry. Metro inspires active membership through professional development and advocacy. We embrace free markets to promote cost effective housing in NJ.

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President's Message

March 2020

Spring is here and this spring is like no other spring. We are not waiting for the snow to melt and the ground to thaw, the economy is doing great, interest rates are at an all-time low and this winter was the busiest for home buyer traffic according to Realtor.com in a long time. However, our builders continue to grapple with a shortage of lots and labor while buyers are frustrated by a lack of inventory, particularly among affordable homes. Home renovations are on the rise for both sellers that want top dollar and home owners that want to take advantage of the low interest rates and renovate their home rather than moving. Either way this is all good news for all of us!

All of this was true until we were hit with COVID-19! By the time this is printed, we hopefully will not be quarantined anymore. We will be back to work, kids back to school and starting to financially recuperate from this.

What this epidemic has done is bring together a nation once again to do what is right for all of us!

Lastly, whether you are a new or long-time member, we are here to help in any way we can. We value your membership and want to make sure that you are getting the most out of it. Feel free to reach out to me anytime!



Ronnie Glomb
2020 Metro President



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Bob's EO Perspective



In light of these uncertain times – take a positive look at a few advantages of membership and learn about the *Savings Benefits* you can secure *NOW*, when you may need it. I didn't realize until late, how many Builders & Associate Members were unaware of many "Member Savings", through NJBA and NAHB. I started last month, by placing an advertisement in Onsite for the NJBA Product "Member Rebate Program". I am going to make

it a point that you all learn where to go to find your *Savings Benefits* and put some - Green in your Pocket - from each of the State and National Associations.

For the product member rebate program, go to www.NJBArebates.com to register, learn what brands are currently being offered, as brands do change. On their website is the Calendar with the next quarterly filing submission date, May 20, 2020. Claim forms are there to download, as well as, a "text app" to remind you not to forget to file. Follow the instructions; it doesn't get any easier. For questions or anything customized contact, Kim Klein at 732-612-3865 or email Kim@HBArebates.com.

If you have a little more time now, or take this up tomorrow, go to NAHB.org Member Benefit's *Savings* – there you will learn that NAHB members can save 2% on their Lowe's accounts or save an additional 5% every day when you use your Lowe's business credit card. There are more savings on Dell products, Office Depot, Exclusive *Entertainment* Discounts and Kabbage business loans. **Note:** All Members must register online for these programs as you will need your NJBA and NAHB PIN number. If you are unable to find this information, do not hesitate to call or email us and we will look up the information for you. I hope I have brightened your day with these offerings. I will bring you more!

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Indoor Carpets at Odds With Your Slippers?

Fine carpets, those beautiful and sometimes expensive loomed yarns that cover your floors can be severely damaged by shoes, boots and yes, even slippers.

The best practices in protecting your floors of wood, carpet, or even tile, is leaving footwear worn in sand, dirt and unkind weather at the door. The mineral IRON, a major component in all North American soils contributes the brown, dirty appearance in almost every carpet color. The iron molecule is sharp, shaped like an arrowhead and becomes imbedded into fibers, becoming impossible to remove when not vacuumed regularly.

The lesser known culprit of damage to carpets are rubber soled shoes, boots, and yes, slippers. While many homeowners manage their family's sport shoes, cleats, golf spikes and sneakers in the garage or mudroom, the ongoing popularity of slippers worn indoors and out are contributing significantly to premature 'wear' and replacement of costly carpets.

These rubber soled, seemingly innocent slippers provide comfort and slip resistance, however, that same slip resistance grabs, de-twists and damages carpet yarns of all types, cut pile or loop, thick or fine. Once damage begins, it is impossible to reverse. Within a relatively short period of time, impact can be seen as the carpet texture changes. The most severely impacted areas for texture change and crushing are those where people pivot, like around corners and at the top and bottom of stairs.

What's the worst (non-sport) shoe sole for carpets? The Lug sole, of course. This sole should be avoided, even clean, on all carpets. What's the kindest shoe sole? Smooth stitched, natural leather, found most commonly on men's and some women's dress shoes. For those that love the sheepskin warmth, suede bottomed Minnetonka moccasins are far kinder to your carpets.

To keep quality carpets looking their best, cleaning with warm water extraction, (leaving carpets barely damp) on an occasional basis is best to address stains and remove dirt. Call a pro when needed. A 'do-no-harm' DIY cleaning product for periodic use is CAPTURE, an absorbent power. When combined for tougher stains with CAPTURE pre-treat spray, significant improvements can be seen when the powder dries fully and is vacuumed away.

Each carpet has attributes and shortfalls. Cotton, jute, nylon, olefin, acrylic, polypropylene nylon, linen and more. There are countless fibers and thousands of styles. To help you select a well matched carpet for your project, feel free to call on the expertise of 'the builder's daughter' Linda at MarketPlace Designs. "Good design is not just how it looks, but how it works." This veteran designer currently sits on the Board for ASID NJ as Communications Director and has won numerous ASID Design Excellence Awards and Metro Builder Awards of Excellence. Cheers!

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Accessory Dwelling Units

REALTOR Party Hot Topic Alerts

Part I: by Wendy Penn

The shortage of affordable housing in cities is a growing problem, and cities are looking at many different ways to address this problem. One strategy that is growing in popularity is the accessory dwelling unit (ADU). ADUs may be known as “granny flats” or “mother-in-law apartments,” “carriage houses,” “guest houses,” or, in Washington, D.C., “English basements.” Whatever term may be used, an ADU is defined as a smaller, independent residential dwelling unit located on the same lot as a single-family home. There is no question that ADUs are popular with homeowners. In Los Angeles 20% of the permits issued for new housing construction are for ADUs. A city planner in one Minnesota suburb says that the most common response he hears from residents who notified that one of their neighbors has

applied for an ADU permit is “That’s a thing? How can I do that?”

In this Hot Topic Alert, we focus on some of the issues surrounding accessory dwelling units. We look at the different types of ADUs, and how they are important to the real estate market. We examine some of the state and local laws relating to ADUs, and the property rights issues raised by restrictions on ADUs. Finally, we look at some of the ways REALTORS are involved in the promotion of ADUs.

ADUs AND THE REAL ESTATE MARKET

Increasing the supply of affordable housing is a challenge for communities everywhere. While many cities are going the traditional route of financial subsidies, other options include measures to increase housing density in order to put more housing on a limited supply available land. Removing restrictions that limit residential neighborhoods to single family houses is one option that is being tried. Another way of increasing density that is not as sweeping as removing housing density restrictions from the entire city is to allow ADUs in neighborhoods that are predominantly single-family.

ADUs have great potential to increase the supply of affordable housing. ADUs increase that availability of housing by leveraging the existing housing stock. They also disperse affordable housing, rather than concentrate it in a few areas. The increased housing density from the development of ADUs will thus provide more affordable units for renters.

The market for the affordable housing provided by ADUs is a large one, and it is a diverse one. The American household is no longer defined solely by the model of two parents living with children. Today, the average American household consists of only 2.6 people. Americans are marrying later in life, or they are living alone or with a partner. People are also living longer and find that they no longer need or want the space of



a traditional single-family home. An often-overlooked part of this demographic is the farmer who has retired from farming and wants to live in town, but still be near his or her former home. ADUs are also useful for families who want to help other family members live nearby, but who want them to have a separate residence. A homeowner may want to furnish a living space for his or her parents, or may want to make sure a child who has just started to work and be independent has a decent place to live while still not living “at home.”

The demand for ADUs is potentially high, but what are the effects of fulfilling that demand? What happens to the neighborhood property values when ADUs are built? Many residents who oppose ADUs in their neighborhoods claim that the increased density from ADUs will change the character of their predominantly residential neighborhoods, and cause property values to fall. There is no evidence that either supports or refutes this claim. ADUs, although growing in popularity, are still relatively rare in the housing market. One study has found that increased density has a slight negative effect on home prices; however, the same study also found that homebuyers are willing to pay a premium for features of denser, “new urbanist” neighborhoods. Some have suggested that an ADU will add value to the residence it is attached to, but the evidence for this suggestion is largely anecdotal. A definitive answer to the question of how ADUs affect property values will probably not come until ADUs become a more commonplace feature of the real estate market.

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