



MONDAY MORNING BRIEFING

YOUR ASSOCIATION KEEPING YOU INFORMED



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NEW BYLAWS

GVHBA members, at the Special Meeting of Members on June 2 in Coquitlam, approved a new set of GVHBA bylaws. All members had previously received an explanatory memo and copy of the bylaws. [Click here](#) to view the new bylaws posted on the GVHBA website.

NATIONAL DOCUMENTS

Posted under Association News in the Member Resources section at www.gvhba.org are these latest (June) CHBA National documents: *The National Scene*, *Tax Alert*, *Economic Update* and *Ottawa Update*, which includes an article on a CMHC survey that found 89% of first-time home buyers looked online for mortgage information and 84% researched terms and conditions before deciding on a mortgage option. According to the survey, 85% of respondents said they had a good understanding of the size of the mortgage they could afford before buying a home.

WEB CHATTER

Troy Abromaitis of Wallmark Homes emailed this comment to GVHBA Director of Membership & Sales Renee Auer: "The GVHBA website has been an excellent source of qualified traffic to ours. It is currently our third most popular referring site." Also, an improved GVHBA website will be launched this fall. Keep an eye out for a short survey soliciting your opinions.

GREEN BUILDING

According to *Nation's Building News*, published by the National Association of Home Builders in Washington, D.C., the concept of green building is not well understood by the general public, and a significant share of prospective buyers is actually turned off by it. Builders are cautioned to avoid providing too much technical information, which can quickly go over the heads of buyers and discourage sales. The publication reports that while some home buyers are willing to pay a premium for green features, the price gap between green and standard housing is closing.

INDUSTRIAL PARK

The Tsawwassen First Nation (TFN) Development Corporation, a GVHBA member, is launching its first industrial park at a groundbreaking ceremony on Monday, June 21 in Delta. The Tsawwassen Gateway Logistics Centre marks the beginning of the implementation of the TFN Industrial Lands Master Plan, which was completed in September, 2009.

LOGO WATCH

Seven members have been spotted proudly displaying the GVHBA Member logo in their advertising recently – Basement Systems Vancouver, Black Press (*New Local Home*), Home Trader (*Renovations*), Kerrisdale Equipment, Networx, Pacific Newspaper Group (*Westcoast Homes & Design*) and Surrey Cedar. Builders and renovators, please consider hiring supplier members of GVHBA for your projects. Membership makes a difference when all members support each other.

COMPETING VISIONS

At a recent development-industry meeting, UBC urban economics professor Tsur Somerville, wading into the arguments for and against the preservation of agricultural land, said: "Do we want a city to be a city, or do we want a city to be a farm?" Food for thought.

VOLUME BUILDERS

The highest-volume builder in the U.S. last year was D.R. Horton Homes. Its 18,164 closings were down 24% from 2008. Pulte (15,013, down 29%) and Lennar (11,478, down 27%) were second and third. Habitat for Humanity International, with 5,295 closings, ranked eighth.