



BUILDER REALTY COUNCIL OF METROPOLITAN DENVER GENERAL BOARD MEETING MINUTES

Date of Meeting:	August 18, 2020
Location:	Zoom Virtual Meeting
Report submitted by:	Susan Sechrist, Treasurer & Acting Secretary
Attendance:	38 People Registered; 19 People Attended Meeting

The meeting commenced at 9:05 a.m.

Guest Speaker is Mark Bailey, 2020 Home Builders Association President and Group President, Toll Brothers

This Zoom meeting was not recorded.

Highlights of the Presentation

- Construction considered an essential business
 - Toll Brothers requires appointments only to view homes
 - Since 2008 there have been a shortage of new homes
 - Interest rates are very low
 - Affordability costs are going up; labor is a problem; lumber has gone up 30%
 - Article in the *Denver Business Journal* stated the average price of a home is \$600,000
 - Hot areas are Flatirons, Parker, Southeast Aurora; areas like Ft. Collins and Tinmath are slow
 - Shift from state-to-state relocation; in Idaho, 60% of buyers are from California; these buyers are driving or flying into the state and buying something on their first visit
 - Offices are not required now; people working from pocket offices; classroom-style rooms may be in the future
 - Cost of construction – Cost per foot is not a good gauge for vertical cost; costs will go up substantially
 - Builders would like offer homes in the \$400,000 range but cannot afford to do so; anything higher in the \$500,000 range is not affordable; it's not how much money you make, but just the idea of a high priced home.
 - Comment from a mortgage lender: This particular company has prepared buyers for all costs up front based on fully assessed taxes.
 - "You have to drive 'till you qualify."
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The meeting adjourned at 9:40 a.m.

Respectfully submitted,

Susan A. Sechrist
Treasurer/Acting Secretary

Attachment: Presentation Slides



PDF of Slides -
August Presentator