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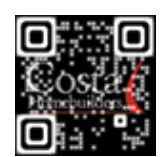
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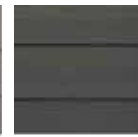
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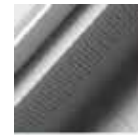
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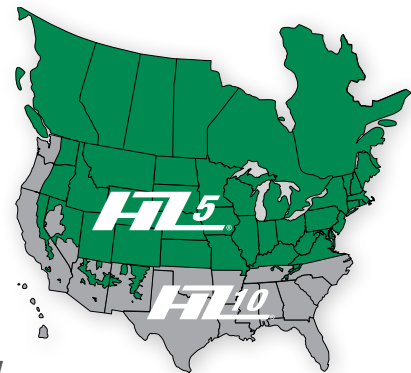
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About the cover:

Infinity Custom Homes product;  
Photo by Nora Best Photography

## Housing Affordability

Even in the hottest U.S. housing market in more than a decade, new home construction has become an uncertain and costly proposition for many homebuilders. Rising costs and shortages of building materials and labor are rippling across the homebuilding industry. Construction delays are common, causing many builders to pump the brakes on the number of new homes they put up for sale. As building a new home gets more expensive, some of those costs are passed along to buyers.

Across the economy, prices have spiked this year amid shortages of manufactured goods and components, from cars and computer chips to paint and building materials. The constraints on homebuilders are unwelcome news for homebuyers, already facing historically low levels of resale homes on the market and record prices. Many first-time homebuyers are getting priced out of the market! This erosion in affordability is one reason the pace of home sales has been easing in recent months.

The pandemic set the stage for higher prices and shortages of construction products. Factories went idle temporarily and now are trying to catch up on production at the same time that demand has intensified due to an unexpected hot housing market and a surge in home remodeling.

Lumber futures jumped to an all-time high of \$1,670 per thousand board feet in May. They since dropped to \$634, about 10% higher than a year ago. Still, wholesale prices for a category of homebuilding components that includes windows, roofing tiles, doors and steel, increased 22% over the last 12 months. Before 2020, it was typical for such prices to rise a little over 1% annually. These conditions are likely to persist.

Inflation is being felt across the economy. The Federal Reserve has said it believes the surge in inflation will be temporary. For now, though, the rise in building material costs and the lingering supply crunch are making everything from houses and apartments to commercial buildings more expensive.

Be safe,

Kevin J. Gordon

# SUPPLY CHAIN DISRUPTIONS BOOST INFLATION, CHALLENGE HOMEOWNERS





# RUPTIONS

# BUILDERS

If you are a homebuilder working in Western PA, you probably feel like you have been sailing against the wind for more than a decade. Although virtually no regional builders were caught with too many spec homes when the mortgage crisis hit in 2007 and 2008, the business of new construction became more difficult in the aftermath. Regulatory burdens increased. The inventory of lots for new homes shrank and little were developed to replace the ones that were taken down.





**T**he 2010s were a tough decade, but as it ended there was a breeze beginning to form at the backs of the residential construction market. New development began to return. Interest rates stayed low. Millennials were beginning to enter the market in a big way. Then came COVID-19.

Some 18 months after the first infections were detected in Western PA, the market has fared better than was feared in March 2020. After an initial mandated shutdown of homebuilding sites, builders were able to resume work and finished the year in better shape than in 2019. In fact, construction of single-family homes reached a post-Great Recession high of 3,337

new homes. Today, buyers still outnumber sellers and there is barely one month's inventory of existing homes for sale. Interest rates remain below three percent for 30-year mortgages. But one nagging problem has been a headwind on new construction sales since mid-2020: inflation.

In the early spring, as vaccines became widely available throughout the U.S., demand for goods and services soared as businesses were able to re-open fully. For the homebuilding and remodeling sector, however, demand was ignited when businesses shut their doors and people were forced to work from home. A veritable residential spending boom occurred last summer that has lasted until today,

pushing residential construction higher by almost 25 percent than in the 12 months before. The spring 2021 boost to demand, on top of the higher demand for building materials and products, created supply chain disruptions that have driven inflation to levels unseen for decades. That makes residential construction more difficult to plan and estimate. Ultimately, higher inflation creates an uncertain environment for homeowners and home builders.

Perhaps because of the tailwinds pushing the housing market forward at the end of the 2010s, the impact of inflation has been more muted than expected on new home construction. Rapidly rising prices have certainly had an effect but, thus far, seem to



have pared back home building only slightly across the U.S. In Pittsburgh, any paring back has been negligible.

Heading into 2022, three main questions remain unanswered about inflation. Will prices return to the cyclical norms once the supply chain is restored? Will the supply chain be restored to normal? And when will that happen? The near-term positive trend in new construction may depend upon how those questions are answered.

**Lumber, Pandemic, and the Sources of Inflation**

Lumber - specifically softwood lumber used for framing, plywood, medium-density fiberboard (MDF) and oriented strand board (OSB) –

has been the poster child of building material inflation. The commodity traded at the lower end of a \$300-to-\$450 per thousand board foot range for most of the last 30 years. That meant the lumber package, which covered the framing and sheathing, for the average home was around \$20,000. Lumber was still priced in that range until it jumped to \$400 in mid-June 2020. From there the price skyrocketed to nearly \$900 in August, before falling back below \$500 in November. Just a few months ago, prices spiked twice as high, reaching \$1670 per thousand board feet on May 7.

The spike in lumber coincided with a red-hot housing market in general. Home price appreciation topped 20 percent in many markets. By late spring, the price of a home and the skyrocketing prices of new construction materials chilled the market. Buyers went back to the sidelines and the price of lumber fell precipitously, hitting the \$500-to-\$600 range by late September.

Lumber’s runaway inflation was the product of a perfect storm of bad luck, poor timing, and unforeseen consequences of decisions made ahead of 2020. Like most supply chain problems, the issues were exaggerated by

the COVID-19 pandemic.

There is a long-simmering trade dispute over soft wood lumber between the U.S. and Canada. Dating back to 1982, the dispute has waxed and waned. The differences between the two countries have settled by several agreements, including NAFTA and USMCA, but a Trump administration tariff of 20 percent remains on Canadian soft lumber delivered to the U.S.

The pre-existing condition impacting supply started at the beginning of the 2010s, when a Pine Beetle infestation in British Columbia began killing large swaths of Western Spruce trees. There are estimates that as much as 60 percent of the soft lumber comes from western Canada. For timber companies, the beetle infestation wasn’t all bad news. The suppliers harvested the dead standing timber for years but by 2019 the dead trees still standing were no longer viable. At the same time, in the U.S. the growth of southern cities created opportunities for landowners to sell property to residential developers at a higher price than lumber companies would pay for timbering.

What might have been a minor supply chain disruption became a crisis when COVID-19 hit North America. Multiple timbering operations were shut down for weeks at a time because of COVID-19 outbreaks. As supply lines were disrupted, American homeowners began a spree of remodeling and additions, driven mostly by the experience of sheltering at home. Residential investment increased by more than 25 percent year-over-year.

## SUPPLY CHAIN DISRUPTIONS BOOST INFLATION

"I don't think there is just one root cause. The virus is part of it but there were a couple of other things that contributed to it," says David Jones, president of Brookside Lumber. "When the virus came along the news made it look like the end of times. People held on to cash. All the mills that should have been cutting logs and processing the lumber, and all the distribution channels that put that lumber into our hands stopped hard-and-fast."

Jones notes that when things re-opened in late spring 2020, demand roared back and has not abated since. He explains that while the commodity price for lumber has plunged, the price that distributors need to sell has changed more gradually.

"The problem for the industry is matching the price between the inventory on the ground and what is coming. When we order railcars of material from the West Coast,

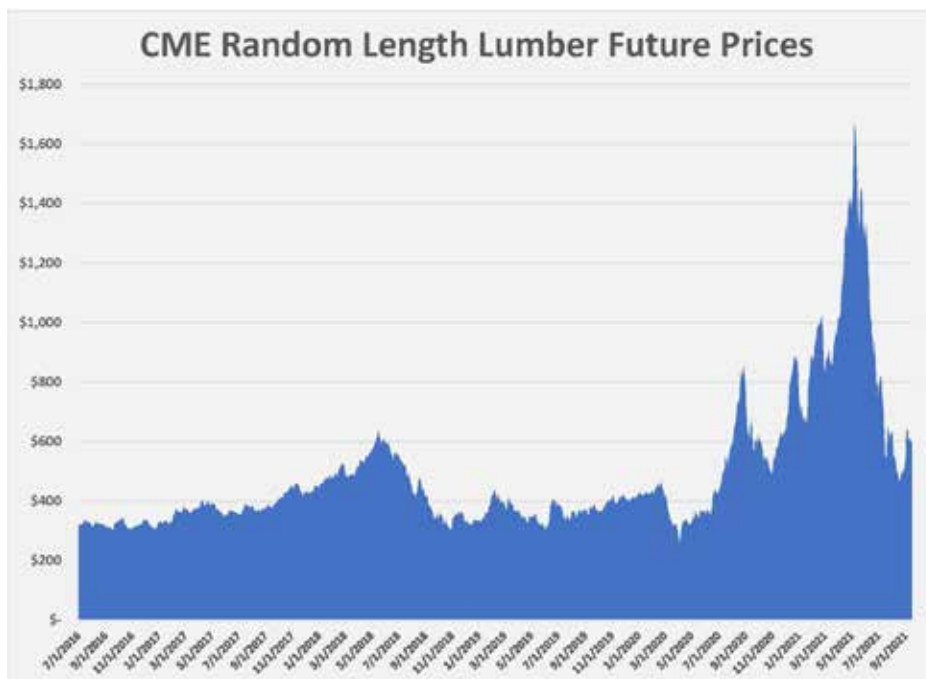
they take about five weeks and are priced at the time of order. The problem was we were seeing 10 to 20 percent drops in the market price per week. That meant the market price for material we ordered was half of what it was when it was delivered," Jones explains. "Our philosophy is to average somewhat between what we have and what the market is. We tend to be a little heavier on the in-stock position, which is a good thing on the way up but a bad thing when prices are coming down."

While lumber received the most headlines for its meteoric rise and fall, it was hardly the only building material to experience high inflation. Even as the price of lumber tumbled back by two-thirds by fall 2021, prices of many materials and products remained elevated compared to one a year earlier. Steel is more than twice as expensive, which affects

the cost of concrete reinforcing (which is used in foundations and slabs in homes) and heating and air-conditioning equipment. Copper, which is used in residential plumbing and electric wiring, is 50 percent higher. Aluminum is one-third higher. Drywall and its related products are 21 percent higher. Plastics and vinyl are 26 percent more expensive than a year before. And fuel is more than 80 percent inflated compared to fall 2020. That adds to the cost of everything that is shipped to the builder or its distributors.

"What's happened since lumber has come down, although it is still probably double what it was 18 months ago, is there are shortages and price increases almost across-the-board on other products," says Jeff Costa, founder of Costa Homebuilders. "In general, our prices have plateaued since May. The costs have not. People think that our prices should be coming down because lumber came down, but unfortunately the other prices have gone up."

Inflation, as an economic concept, is fairly easy to understand. Like all things economic, inflation is a product of supply and demand. When demand exceeds supply, prices go up. If demand exceeds supply for an extended period, or by an excessive amount, prices stay up and create an inflationary cycle. Such cycles happen regularly in limited sectors of the economy. Those cycles self-correct when high prices chill demand or attract more suppliers to the market. China's booming economy added to the demand for energy to such a degree that oil and gas producers could not



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## S U P P L Y   C H A I N   D I S R U P T I O N S

keep pace in the mid-2000s. Oil reached \$144 per barrel in 2008. The price was an incentive for producers to increase drilling and the shale exploration created a glut by 2014, and prices plunged to \$27 per barrel.

The difference in the marketplace today is that an artificial factor, a global pandemic, is preventing the suppliers from responding to the increase in demand. As COVID-19 surges and dissipates at different rates throughout the world, manufacturers and raw material suppliers have seen their outputs rise and fall erratically. The supply chain has become disintegrated to an extent not seen before in the industrial era. Shortages of even limited components – like microchips – can grind production

of major consumer and capital goods to a halt. Because COVID-19 has surged at least four separate times, with each surge occurring at differing times in different parts of the world – there has been no opportunity yet for the supply chain to recover and meet the pent-up demand. For all the handwringing that is done about the Federal Reserve Bank’s fiscal stimulation, the real cause of inflation has little to do with the money supply. Many more people want cars, appliances, lumber, and new homes than there are suppliers to sell them. Prices had to go up.

### **Supply Chain Problems Are New Construction Problems**

What is not clear is the degree to which inflation has slowed

new residential construction. Thus far, the impact has been uneven. The residential new construction market is made up of two components, single-family and multi-family dwellings, and the motives behind the construction of each one differs. The inflation impact has also differed.

Multi-family projects are financed by investors who provide equity for between 65 percent and 80 percent of the project cost, depending on the lending conditions at the time. Those investors expect to receive cash flow income from rents that exceed the debt service, plus the benefit of having the debt paid by the tenants over time. There is also the expectation that the value of the property will appreciate over

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the time that the investors own the property. Investors typically expect between 15 and 20 percent return, on an annualized basis, by the time the property is sold.

Single-family homes are mostly owner-occupied and financed by a long-term mortgage. The motives for building a single-family home are varied but ultimately boil down to the owners wanting more space in a location of their choosing. The return on their investment is largely emotional while the owner occupies the home. The financial benefit occurs when the home is sold for more than the homeowner paid.

Through the prism of those respective motives, the impact of the rising lumber prices is quite different. For single-family homes,

the increased price may be offset by reducing other aspects of the planned home – ranging from amenities to size – or because the builder absorbs the higher cost. Moreover, the pain point for the decision to build a single-family home is the mortgage. If the homeowner can afford a higher monthly payment that higher lumber prices dictate, the project will still happen.

The decision-making process for apartment construction turns on the pro forma income and the expectations of return on investment by the owners. Single-family homeowners have good reason to watch costs during construction but the risk for controlling them lies with the builder. For multi-family

construction, the duration of the planning and construction cycle is much longer. That elevates the risk of price changes that occur during the planning and pricing of the project. Should the costs of construction rise to levels that decrease the expected income sufficiently, the decision to proceed will be delayed. For that reason, many multi-family projects were deferred, at least temporarily, this past winter and spring, even though the demand for apartments remained red hot.

As the summer unfolded, and lumber prices cooled, many of those projects came off the shelf and construction of new units climbed higher. From a low of 365,000 units (on an annualized basis) in February, construction of privately funded

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multi-family housing has increase in all but one of the following five months, reaching a peak of 474,000 units in July.

Conversely, because the gestation period of a single-family home is so much shorter than an apartment project, the decision making has more closely followed builders' costs, which have remained much higher than wholesale or futures prices. New housing starts plunged to 685,000 homes in April 2020, only two months after finally reaching the million-home mark for the first time since the mortgage crisis crashed new construction in 2007. But new construction rebounded sharply in June and July to more than 1.1 million homes each month, suggesting that prospective home buyers were adjusting to the market as the headlines about the soaring lumber prices went away. That data matches up to the experiences of the local professionals.

"What happened was there was a window of time when builders just stopped building, or at least stopped selling, because it was that outrageous," recalls Costa. "I was on a national forum with builders all over the country and a lot of them just told their salespeople to stop for 30 days."

Costa says his sales have not slowed, even if buyers may have taken longer to pull the trigger in the spring.

"We were starting to hear some rumbling about starts slowing back in April and May, which was about the high point for prices. But smart builders have escalation clauses built in and are applying them

where they need to," observes Jones. "I don't think the price has had an impact on starts. I think what's influencing starts now are lead times on products. We've got a very broken supply chain. It's a little surreal at this point."

Most Americans can identify an incident where that supply chain disruption has impacted their purchasing over the past year. In any given week, there will be a shortage of some consumer good that was readily available in 2019. Residential construction consumes materials and products across a wide spectrum, utilizing commercial, industrial, and consumer goods. While there are shortages in commodities that are making it tough to keep construction going, the real headaches have come from manufactured products. The holdups in production are being caused by shortages of materials, subcomponents, and skilled labor. Whatever the reasons, the disruptions have lengthened lead times on many items critical to maintaining progress on construction of a new home.

"Last year was very difficult for residential. We had no lead times last year when the pandemic hit because nothing was coming," recalls Tom Baney, president of Standard Air & Lite, a supplier of heating and air-conditioning equipment. "Carrier adjusted their lead time from 14 days to 100 days. We recalibrated our buying accordingly. So far Carrier is telling us that they are not going to pull back on that any time soon."

Baney says that in response Standard Air & Lite greatly expanded its inventory. That

strategy gave it a competitive advantage over suppliers that depend more upon manufacturers for tighter logistics, but it also represents a greater risk in the event the market slows unexpectedly.

"We have long lead times on windows and cabinets, and very long lead times on appliances. Anything with resins has been a problem, so vinyl, plastics, and adhesives. Steel has been very high in price and in short supply. That affects appliances. That also affects us with our steel trusses and steel plates," Jones says. "Windows traditionally have a four-to-five week lead time are now 14 weeks."

"Builders don't want to put a hole in the ground and start the clock ticking until they have all their ducks in a row," he continues. "Builders are trying to order further out and get their long lead time items lined up earlier in the process. That means the end user has to make their selections a lot earlier."

Homebuilders have shifted gears to manage the uncertainty of delivery times. For the most part that has meant managing the expectations of the homeowners, many of whom are not experienced in the process. In addition to getting decisions made earlier, most builders are extending the construction schedules they quote to customers.

"It comes back to blocking and tackling, communicating with the customer. If you can set the expectation with your customers up front - which we've had to get better at doing - and keep them informed, you can control the controllable," says Liam Brennan,



vice president of Infinity Custom Homes. “The earlier we can finalize selections, and not change them, the better likelihood that we can get things ordered and in on time and have a better chance of maintaining the schedule we’ve presented. We shifted our processes forward in the construction cycle.”

Infinity employs a dozen selection managers who guide homeowners through the process of choosing dozens of materials, fixtures, and appliances. Brennan says that there has not been a need to add to that group, but Infinity’s management has increased the support provided to the selection team.

“We’ve done a lot of training. We have a lot of weekly meetings to update them on what lead times are changing. At the end of the day it’s just requiring clearer communication,” he says.

Ryan Homes, the Pittsburgh region’s largest builder, has an extensive supply network and operates in a production style. To navigate the current environment, Ryan Homes is building 30 or 60 days extra into the schedule for a new home, which the company can often deliver in a few months. Construction of a Ryan home is not taking any longer but the company has added time to the front end, forcing decisions that are typically made after construction starts to be made at the time the contract is signed.

Custom builders generally take a few months longer to build a home than a

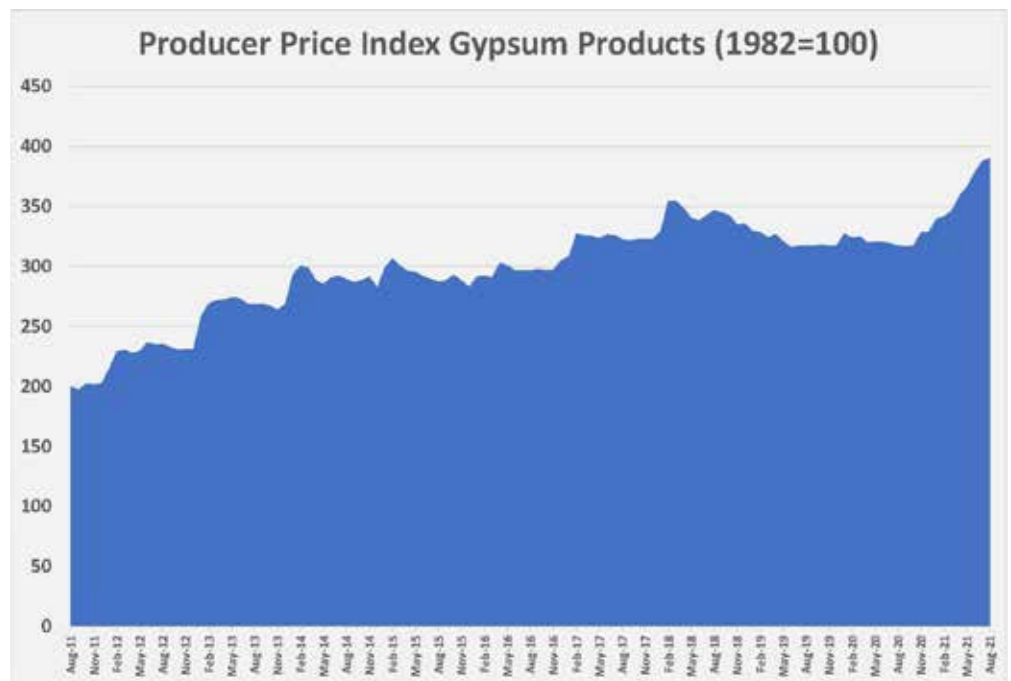
production-oriented builder. While that might give a custom builder more of a window to secure decisions from its homeowner, custom homes imply a broader selection of options and products. That increases the risk to the builder that the customer will be looking for something that cannot be procured in a reasonable time frame. Brennan notes that building larger houses gives Infinity a longer runway to adjust; therefore, construction schedules have not extended much more than a month. Jeff Costa says that has added months to his delivery time.

“The shortages are definitely hitting us. I have houses framed with no windows that have been sitting for two months. Demand went up and manufacturing can’t keep up,” Costa says. We’re still getting calls, but we used to tell people that we could build a house in eight months and now we’re telling them 12. It’s a matter of setting realistic expectations.

I built a house for a customer during the coronavirus in seven months. If that was today, I would never be able to do that.”

**Choppy Waters in 2021 Will Lead to Smoother Sailing in 2022**

For all the challenges associated with the market conditions and supply chain in 2021, new construction is still accelerating in Pittsburgh. Through August, new residential construction was up 8.1 percent compared to the same period in 2020. Single-family detached construction was up even more, with 1,557 homes started from January through August, an 11.1 percent jump. A closer look at the data reveals that the comparison reflects real growth, as the March-April 2020 shutdown of residential construction has been worked through by the end of August 2020. Builders are on pace to top 3,000 single-family units in 2022 for the first time in more than 15



Source: Federal Reserve Bank of St. Louis, Bureau of Labor Statistics

years. The market is healthy and builders are responding.

Inflation should only have a significant impact on residential construction if it remains stubborn or if the higher costs of living spark an upward cycle of wage increases. The current spike in inflation has been tied to the COVID-19 pandemic and its peculiar impact on the global economy. That peculiar impact should lessen when the pandemic recedes. The most recent reading on consumer inflation suggests that the spike in pricing has flattened. The Bureau of Labor Statistics reported on September 14 that the consumer price index rose only .03 percent from July to August, lower than expected. Moreover, the core consumer price index (which strips out volatile energy prices)

moderated to 4.0 percent year-over-year. Put into perspective, core consumer inflation ranged between 3.5 and 5.0 percent throughout the Clinton-era economic boom of the mid-1990s and was 4.4 percent in December 2007. The U.S. economy has thrived during moderate inflation before.

In the final analysis, residential spending tends to have a longer time horizon than most consumer purchase decisions. People buy homes for the perceived value over many years. The average period that a person owns a home now exceeds 10 years, for example. Moreover, the current trend in home appreciation suggests that the value of new construction will not decrease even in the short term. Home builders are skilled at minimizing the impact

of temporary or limited inflation. Low interest rates help offset the increased costs of home ownership when that is not possible.

With growing evidence that Millennials and Gen Z renters are anxious to own homes, there is pent up demand for inventory. Baby Boomers have proven to be more reluctant to leave their family homes than previous generations have, and they are living longer too. All of this means there will be demand for new construction that will be tough to hold back. By mid-2022, the biggest challenges for residential new construction should again be limited lot inventories and worker shortages. After two years of unexpected inflation and uncertain supply lines, builders will likely welcome those challenges again. **NH**



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From Allison Park to Zelienople, Adams Township to the Town of McCandless, communities in the northern tier of Pittsburgh are thriving along with new construction to accommodate continuing growth.

## NEW HOMEBUYERS

**H**appily, the 2020 Census revealed that the populations of Allegheny and Butler Counties grew by 2.2 percent and 5.4 percent respectively, according to a Tribune Review article (Aug 12, 2021), a boon not realized for many years. Consider the “2021 Best Suburbs to Live in the Pittsburgh Area” report prepared by Niche.com, a site known as a market leader connecting people to their schools, neighborhoods and workplaces based on comprehensive data, that lists the northern communities of Franklin Park, Marshall Township, Allison Park, Seven Fields, Pine Township and Cranberry Township among its top 20. Further, New Home Source.com, referred to as “America’s #1 source for new homes” ranks Hampton Township, McCandless and Cranberry among its top 10 “2021 Best Suburbs Surrounding Pittsburgh.” So, what makes these communities

and other northern Pittsburgh locales so appealing? James Boltz, President, Pittsburgh North Regional Chamber, credits a variety of factors for the appeal of living in the northern communities including accessibility, quality of life, and a sense of community. “With its uniquely charming towns, new residential development, a growing business community, and a preserved countryside, all set on a beautiful landscape, it [northern communities] attracts a wide range of residents,” he remarked. “Additionally, with its proximity to major expressways such as the Pennsylvania Turnpike and Interstates 79 and 279, accessibility to Pittsburgh, the airport and surrounding attractions make it a convenient place to live.” Darlene Hunter, Vice President and Regional New Homes Manager, Howard Hanna Real Estate Services, finds that “everyone!” is northward bound. “Our custom

builders building in the northern neighborhoods have continued to build at a strong, steady pace,” she explained. “I know custom builders who are over a year and a half out to deliver a custom finished home.” She sees this as a continuing trend in the north market, sharing that “relocation buyers are almost always attracted to the north first unless their employment takes them to another region.” She added that the housing stock in the north is newer, with easy access to the turnpike and I-79 along with great local amenities and top-rated schools. Kelly Dunn, Vice President, Sales and Marketing, Weaver Homes, views northern growth from two perspectives: The appeal of lower taxes in Butler County for those coming from Allegheny County, and newness. “For buyers who have lived in Allegheny County all their lives and no longer have school age children, the appeal



Images supplied by Charter Homes.

## LOOK NORTHWARD

of lower taxes in a new home is great. It can mean a difference of \$10,000 a year in many cases.” She continued that the “newness” of the area also draws attention noting the growth in the northern communities during the past 15 to 20 years. “There is still a lot of land available to spread out and plan new retail and housing development in such a way to feel spacious and uphold suburban living aesthetics. Now that the past year has taught us so much about working from home, people are choosing to move to the North Hills, even from out of state, because they can work remotely and want to be in an area that is family friendly with great schools, great taxes and a welcoming community.” Shaun Seydor, President, Pitell Homes, concurred that access, along with “very well-respected and highly ranked school districts” are often sought after by new construction

clients. “We expect development to continue spreading north as closer in communities have less land to develop. Areas such as Evans City, Saxonburg and Butler should continue to see growth.”

### **New Homes to Suit All Ages**

With the plethora of new construction occurring in the northern sector, buyers of all ages have a range of styles, price ranges and customization options from which to choose. “New neighborhoods with 21st century amenities, expanded commercial development, infrastructure improvements, such as road expansion and a tunnel being built in Cranberry, all add to the allure of the area,” Boltz added. And builders across the region have taken notice of the many benefits in this northern market. One in particular is Rob Bowman, Founder and President of Charter Homes & Neighborhoods, whose latest

development, Meeder, has been touted as The Great American Neighborhood® in Cranberry Township for people of all ages. The new neighborhood offers single family homes, townhomes and first floor carriage homes starting in the \$300,000s and offering 2,500+ square feet with extra-large windows, high ceilings, gourmet kitchens and an array of luxury features and finishes. Of equal importance however, is his company’s philosophy, or “purpose” as he refers to it—Shaping the land into a place that will stand the test of time. Building homes for the past 30 years, Bowman and company are keenly aware of the opportunity to create neighborhoods that allow people to connect with where they live and with those around them. Such is the case at Meeder, a six- to eight-year project begun in 2019 on the site of the former 140-year old Meeder Farm. With the desire





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## NEW HOMEBUYERS

to “respect preserved spaces and save important historical and natural features,” Bowman paid homage to the farm’s long history by restoring and preserving the barn and farmhouse, with arrangements made allowing them to stand in perpetuity. “Before our engineers start their work on any property, we sit and think about the opportunities for the story of the land,” he explained. “We consider places where you have vistas, meadows and trees. The idea and thinking behind this is not new, not ours, but we’re committed to creating neighborhoods that are thoughtful places to live.” This walkable community boasts extensive trails; a free, 24-hour athletic club; Terra Park, a natural playground with green spaces, slides, rock walls, amphitheatres and more; Crossroads, with small, hand-selected businesses where one can meet friends old and new; benches throughout and much more. “Our initial stage of neighborhood planning is called “Go Green First,” said Lindsay Dunn, Charter Homes Marketing Vice President. “Before a new neighborhood is started, we look at the land and trees, building homes with a focus on landscaping and streetscapes.” To date, they have planted some 2,000 trees “to assure that our Meeder neighborhood continues to get better with age.” Bowman shared that one of the things that make The Great American Neighborhood so unique is that it’s multigenerational. Because there are homes of all types on the same street, it allows people of all ages to live side-by-side whether it’s a growing family, 55+ buyers looking to downsize, or first-time home

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## LOOK NORTHWARD



Weaver Homes product  
in Mars, PA.

buyers. “We’re constantly offering new price points and styles at Meeder to ensure that we have something for everyone,” he noted.

Also seeing a mix of young families and soon-to-be empty nesters in its new builds is Josh Mowrey, Division Manager of Heartland Homes. The walkable community of Laurel Grove, located in Pine Township, Allegheny County, “appeals to all buyers because of our quality and luxury inclusions,” he said. Within minutes of this amenity-rich, low maintenance community is shopping, dining and the Treesdale Golf and Country Club while the Pine Richland Middle and High Schools are just across the street. Ranging from the mid-\$400,000s to \$650,000s, the Laurel Grove neighborhood offers four-bedroom townhomes and duplexes that “live like single family homes”, three to five bedroom ranch-style homes with 10-foot ceilings, and traditional two-story homes with five bedrooms and more than 3,000 square feet. “Our homes include high ceilings, open floor plans,

granite countertops, oversized kitchen islands, stainless steel appliances and hardwood floors,” added Mowrey. “All our floor plans have been created by our own Architectural Services Department. Aesthetic (non-structural) changes can be customized to suit a given buyer’s needs.” Most popular, though, are Heartland’s two-story, traditional homes with their open floor plans, fully functional gourmet kitchens with ample cabinetry and upscale inclusions. “We also offer Flex Rooms where homeowners can utilize the space as they see fit – as a home office, play room, library or other uses.” Future plans here include a pool and clubhouse for residents.

Situated within the serene setting of Adams Township, Butler County, is Heartland’s Brookhaven community within minutes of Adams Township Park and Mars Area School. Thirty-five home sites offer stunning views on a cul-de-sac with lots backing up to lush trees and open spaces. Ranging from 2,500 to 4,100 square feet,

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## NEW HOMEBUYERS LOOK NORTHWARD



Canterbury Model  
by Weaver Homes.

these homes start in the upper-\$500,000s to the upper \$600,000s of high-end luxury. The private setting conceals its closeness to Routes 228, 28 and I-79 with a short drive to Cranberry. Inside, one can enjoy the two-story great room, custom closets, Nest Learning Thermostat, three to four car garages and so much more. Heartland's Gabriel's Crest, located in the Adams's Ridge community boasts every day conveniences where "moving up happens without moving away." These luxury homes also sit on a cul-de-sac street and offer families the space needed for vehicles, storage, sports equipment and more, particularly with up to three-car garage options and a full basement. But the community also appeals to active retirees according to Mowrey. "The location is ideal. They can get the floor plan that meets their needs,

and taxes are affordable," he said. Starting in the mid-\$600,000s, curb appeal with Hardie Plank siding and brick or stone exteriors invite you to enjoy interiors including gourmet kitchens, wide plank hardwood flooring, luxury baths and premium cabinets, among other features.

Local materials and local contractors are the hallmark of Weaver Homes, headquartered in Mars, Pa. "All our employees live in areas that we build, so it's important to maintain a good reputation since we are embedded in our communities," explained Kelly Dunn, Vice President, Sales and Marketing. "We also have a warranty that surpasses others, reaching out to homeowners at a scheduled point after they close. These meetings are not just for touch up to dry wall; we want to make sure that if homeowners have any outstanding needs or

issues, we can address and resolve them so they can continue loving their homes for years to come." With builds in Valencia, Sarver, Mars, Zelienople, Pine Township and others, a mix of buyers have a multitude of choices. Those looking for a low maintenance lifestyle community may consider Millcreek Farms in Valencia or The Villas at Spring Valley where patio homes start at \$390,000. Patio homes in Scenic Ridge, Harmony, and Heritage Crossing, Sarver, start at \$385,000 with the latter, walkable community connecting residents to the South Pike Plaza that hosts multiple restaurants, salons, medical offices and a Get Go Station. Within each of these lifestyle communities, grass cutting, snow removal for driveways and sidewalks, and exterior home maintenance are included along with a clubhouse with a fitness center, swimming





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## NEW HOMEBUYERS



pool and a large community gathering room. In these communities, a mix of buyers is apparent with active adults, young professionals or those planning for future retirement moving here. “The appeal of low maintenance is giving them back time,” Kelly Dunn added. “We hear so often that homebuyers wish they would have made the purchase sooner.” Weaver offers single family homes in Hickory Glen and the Village at Camp Trees, both in Mars, Pa. The site of a former, scenic horse farm, Hickory Glen homes start at \$625,000 and are built on wide lots. The homes include luxury features as well as side entry garages, concrete driveways, Hardie Plank siding, hardwood floors, granite countertops, crown moulding and more. Starting at the same price point and with the same luxury touches as Hickory Glen, homes at The Village at Camp Trees has locations in both the Mars Area and Pine Richland School Districts. Camp Trees is situated on a picturesque lake and near the Treesdale Golf Course. Dunn emphasized that the five remaining home sites are part of a community where “the views are stunning and mature nature is the backdrop for every home site.” Buyers have the opportunity to explore Weaver’s 2,000-foot design studio, where they can meet with an in-house design consultant who guides them through the studio and assists in making selections to personalize their home. “We accommodate requests in our single family and courtyard homes where people can make a few tweaks to our floor plan in order to fit their lifestyle,” she said.

With more than 30 years of

building quality homes, Pitell Homes prides itself on being family owned and operated while offering “quality craftsmanship at an unmatched value.” As a full service home builder, Pitell starts its home building process by meeting with the buyer to explore and analyze wants and needs. Further, they will recommend lending partners to guide buyers through the financial process and offer a Design Center to peruse features and finishes for the home. Once home selection and design are completed, ground is broken and building begins, with open communication between Pitell personnel and the clients along the way. “We are a semi-custom home builder, allowing the client the flexibility for kitchen design, material selections including flooring, plumbing and electrical features, among others,” remarked Shaun Seydor, President. “Buyers begin with one of our floor plans and we work with them for any requested floor plan changes and a full selection process utilizing our in-house design center and in partnership with several long-term vendors.” Among the homes available are quad patio homes in Pitell’s Shelton Plan, Evans City, and the Plantation at Saxonburg, where those seeking to downsize and/or enjoy maintenance free living with high quality and finish selection dominate. Both community homes begin in the low \$300,000s and include grass cutting and landscaping, snow removal, exterior maintenance and paved or crushed stone walking trails. Shelton Place, whose homes range from 1,330 to 1,735 square feet and two to three bed models, sits among tree-lined streets, a

playground and parklets and is a mere 15 minutes from Cranberry. A private patio, vaulted great room, first floor luxury master suites, and a custom-designed kitchen adorn the home’s interior. The Plantation at Saxonburg, similar in size and finishes as Shelton Place, is set among pastoral rolling hills, a heated pool and clubhouse, and four major cul-de-sac streets. For those interested in quality single family living, Pitell’s Leslie Farms, Evans City, and Ross Park Trails may fit the bill. As the only current planned neighborhood in Ross Township, Ross Park Trails has 19 homes available starting in the high \$400,000s with 10 popular floor plans. The custom homes, adjacent to Ross Park Mall, has luxury vinyl floors, stainless steel appliances, a high efficiency furnace, with a range of square footage. Extensive walking trails and a community pavilion grace the neighborhood. Leslie Farms, Pitell’s “best value new home construction”, offers a mix of ranch, first floor owner’s suite, and two-story single family floor plans ranging from 1,725 to 2,790 square feet starting in the mid-\$300,000s. Features such as island kitchens, vaulted great rooms, first floor laundry, granite countertops and much more are showcased in these homes, all within a quaint country setting. “Our single family homes tend to attract young families and professionals looking for more flexibility in floor plans with areas to work from home,” Seydor concluded.

With a passion for detail in custom home building, Scott Blodgett, Founder and President, Infinity Custom Homes, has spent 25 years building a company on

“quality and a commitment to fresh architecture” along with an “unparalleled customer experience.” With a process that encompasses design through its Inspiration Design Gallery, customization, financing with preferred lenders, and professional Selection Managers, Infinity guides clients through the home build maximizing the home creation experience that “fits your unique life style needs and design preferences”. “At Infinity, we start out with a choice of nine floor plans to choose from and the customer can customize from there,” explained Jodi Brennan, Sales and Marketing Manager. “We have a very large portfolio to help customers choose the look and feel of their home to make it their own.” Among the neighborhoods with Infinity home sites are Laurel Grove in Wexford and the Pine Richland School District. This new, village-style neighborhood contains, on average, one-half acre lots with private, wooded backyards and tree-lined views. Starting at \$730,000 and 3,000 to 4,550 square feet, the homes, completely customizable, include a large Owner’s Suite with a luxurious en-suite bathroom and generous walk-in closet; granite-topped island and countertops in an open concept kitchen with walk-in pantry; stainless steel appliances, fully functional mudroom and laundry room, secondary bedrooms with walk-in closets and much more. Future plans include a clubhouse and pool, with access to walking trails by schools and to other communities. Other single family home projects include Laurel Point and Forest Edge in Cranberry as well as



Ryan Homes product at Laurel Grove.

Cypress Fields and Meadow Point in Mars, all set on lush one-half to one acre lots. Starting at \$734,000, these homes feature flex rooms to suit a family's needs, chef's kitchen with large kitchen islands and a range of bedrooms and baths in space spanning 3,000 to 4,550 square feet. If townhomes are your preference, look no further than the Enclave in Seven Fields close to shopping and restaurants. The 55 modern luxury homes begin at \$469,000 with top-of-the-line finishes, high ceilings, open floor plans, roof top terraces and outdoor living options, making this an idyllic locale for any age group.

Howard Hanna serves as the realtor for a number of new builds in the north. Representing Mallard Pond, a community developed by Heurich Homes in Marshall Township; Trinity Place in Pine Township with Builder/Developer Spagnolo Custom Homes; Benjamin Marcus Homes in Eagle Ridge, Cranberry Township; Emerald Fields, Pine Township; Venango Trails in Marshall Township, also Fieldbrook in Richland Township by Phillips Custom Home Builders,

and Walnut Court custom townhomes by Pohl Construction, Darlene Hunter acknowledged the continuing appeal for the north region. "The difference between the north and south as you penetrate these [Pittsburgh] markets is the road infrastructure that provides quicker, smoother travel," she proffered. "I just think the diverse product being built by all different types of builders, custom and production, has provided fresh, new products at a variety of price points."

**What Does the Future Hold?**

"I do think the north has room for growth and expansion," added Hunter. "It will continue further north into areas such as Jackson Township and beyond." Others tend to agree given the future plans for additional developments. Kelly Dunn, Weaver Homes, cites future development plans for their patio homes and lifestyle courtyard homes, noting that the later sell out quickly when a new plan includes them. Weaver's next project is Forest Oaks in Butler, near the Aubrey Dubbs Golf Course with an opening at the end of 2021. "Forest Oaks will have a clubhouse, pool and fitness center for all patio homes built," she added. "Being adjacent to the golf course is an added amenity that allows homeowners to continue their golf game or introduce others to the game." Other projects include builds in Jackson and Cranberry Townships, Sarver and nearby areas with work continuing in their current areas. Freeport Greene, a new townhome community in Marshall Township and the North Allegheny School



The Brookhaven development by Heartland Homes.

**LOOK NORTHWARD**

District, is in the works for Infinity Homes. “More single family homes are on the docket for Infinity,” reported Jodi Brennan.

As for the region itself, James Boltz stated that it’s “almost impossible to name all the projects happening in the north without excluding some major ones.” He referenced the 10 to 20 percent growth in areas such as Cranberry, Pine and Adams Townships, and Franklin Park in the past 10 years. “The quality of the school districts obviously have a lot to do with it but so do recreational facilities,” he mentioned. “North Park, conveniently located in the heart of the region with its 3,000 acres offers trails, bikeways, golf, swimming, ball fields, a 65-acre lake, and more than 80 pavilions with almost every township having first class recreational facilities.” He also credited the expansion of UPMC and Allegheny Health Network facilities and services as a draw providing “area residents with world class care without having to leave their neighborhoods along with adding hundreds of new job opportunities to the area.” Accessibility, public and private schools, colleges and universities, shopping, nature, state-of-the-art health care all add to the appeal of this region. “Top it off with friendly and welcoming residents and you can understand why this area is one of the fastest growing residential and business communities in the state.” **NH**

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As the years go on, such tasks can take a toll. So, what's the solution? For many, it's low-maintenance living.

In communities with low-maintenance homes, services such as lawn care, snow shoveling, landscaping, exterior home maintenance, and others, are all taken care of for residents. Considering the convenience and sense of community that low-maintenance living affords, it's a small wonder that low-

maintenance homes are so popular in Western Pennsylvania.

The demand for low-maintenance living and for patio homes, carriage homes, and similar properties is certainly there. The most common buyers for these types of homes typically fall into an older demographic. Oftentimes, kids have grown and moved out, leaving a too-big home for parents who are entering or are several years into retirement. "Anyone can live in our communities," says Jessica Hunnell, brand ambassador at Scarmazzi Homes. "But the majority are empty-nesters and are retirees. I think there is just that general aging population in Pennsylvania that we definitely cater to."

There's little doubt that Pittsburgh's and Western Pennsylvania's higher proportion of older adults ties into the success and popularity of certain

low-maintenance communities. "In Western Pennsylvania, especially in the Pittsburgh area, we have one of the largest aging demographics in the country," says Jason Corna, vice president/residential division at Kacin Companies. "Patio homes and carriage homes have been popular in this area for a while, and they continue to be [popular] as the Baby Boomers start to age out into their retirement years."

Areas with comparable demographics reflect similar trends concerning low-maintenance homes and their popularity. Corna says that when he travels, he often takes a look at local housing and other areas. Areas with higher populations of younger demographics tend to have more single-family homes and townhouses. But in places like Florida, which has a high population of older adults as well, single story patio homes are more prevalent, he says.



## LIVING

While popular now, low maintenance communities probably won't be slowing down either in terms of appeal or demand. "We see a pretty significant need in the market for low-maintenance housing," says Shaun Seydor, president of Pitell Homes. "We definitely see the market need being persistent through the next couple of decades for sure."

Some low maintenance home buyers live only temporarily in their communities. Homes that are cared for and maintained year-round are especially attractive to snowbirds who are absent during Pittsburgh's chilly months. "They want a property where they can lock the door and leave and not have to worry about anything," Corna says.

Since properties are maintained year-round, a prolonged absence can more easily go unnoticed. And those who endure harsh winters at

least have snow shoveled for them. Low-maintenance homes can be a great fit for those who have a second home or live elsewhere for any part of the year, however.

"Low maintenance" also pertains to homes and to structures themselves. Many of the homes and housing units within low-maintenance communities are built to last and require less care to maintain through the years. Corna says that Kacin's low-maintenance homes use PVC or another alternative to wood on their exteriors. Unlike wood, these materials won't be prone to weather or insect damage, and the paint can last longer. Such durability also helps home buyers to protect their investment.

### **Low-Maintenance Living Couples Convenience and Community**

In many cases, making the move to low-maintenance also puts homeowners' minds at ease.

Not having to worry about lawn care or snow shoveling is convenient, but most low-maintenance communities also handle upkeep for roofs, gutters, and other housing components. Most neighborhoods have a homeowners association in place that oversees upkeep.

Since these communities often feature single story homes, getting around is easier without stairs. Sometimes age or injury prompts the move to a community with lots of single-story homes and no maintenance or yard work requirements. "We get a lot of people who say, 'I wish I would've made the decision sooner.' Or, 'I want to make the decision while I can, not when I have to,'" says Kelly Dunn, vice president of sales and marketing at Weaver Homes.

Further, the added convenience can't be overlooked. Anyone with a large property or yard knows that upkeep and simply mowing the



Arabian Meadows by Scarmazzi Homes in Chartiers Township.

## LOW - MAINTENANCE

lawn soaks up time. And time may be the most valuable resource of all. "We find that the most valuable commodity people have today that they want to spend the most carefully, even more than their money, is their time," says Rob Bowman, president of Charter Homes and Neighborhoods. "Leisure and personal pursuits and things that people want to do with their time just don't include cutting the grass anymore."

The practical reasons for low-maintenance living abound. But there's more to community than convenience. For many home buyers, joining a community of neighbors and new friends provides an added benefit.

Sharing walls with neighbors, as with patio homes, carriage homes

and other styles of attached homes, naturally brings people closer together. But beyond proximity, neighbors in low-maintenance communities have plenty of chances to get to know each other.

Communities frequently have a network of sidewalks and paved walking trails that encourage residents to get out and get to know the neighborhood and their neighbors. Additional amenities like community pools, clubhouses and exercise facilities add to these communities' appeal.

Most neighbors have to meet up at bars, restaurants or someone's backyard. But club houses and meeting spaces in low-maintenance communities can host banquets, parties, and

meetings right in the community. It's even common for food trucks to make regular stops in these neighborhoods. "There's a sense of community. So, when you're living in a patio home, you have lots of neighbors close. You tend to develop friendships," Seydor says.

### Design, Layout, and Land

Despite their popularity, there's at least one big challenge to developing and constructing low-maintenance homes and neighborhoods: Pittsburgh's topography.

The availability of land for development around Western Pennsylvania is quite competitive in some areas. Perhaps more challenging, the hilly terrain isn't conducive to providing large swaths of flat land needed to develop

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## LIVING

community neighborhoods. Additionally, landscapes fit for building must also have access to basic utilities like water and electricity in order to plan a neighborhood and build homes.

Dunn notes that Land Development poses one of the biggest challenges to bringing more low-maintenance neighborhoods on board. "In Western Pennsylvania, finding a perfectly flat piece of land is like finding a unicorn. We have to work with the topography we're given," she says. "So, we get creative in our site development."

On top of landscape challenges, there's a degree of foresight that's needed to successfully plan and build a new community. It can take a few years from finding a

property to putting in a street, constructing homes, and bringing a community online.

Despite these land challenges, there's no shortage of new low-maintenance communities being built, developed, and planned around Western Pennsylvania. New communities are in the works for Finleyville, Robinson, South Park, Murrysville, Saxonburg, Mars, and other parts of Southwestern Pennsylvania.

Areas north and south of Pittsburgh are seeing perhaps the most growth in terms of new and recently launched low-maintenance communities. Areas outside of the city provide the necessary space if only because it's easier to build out. In urban areas, developers can build up more

easily than build-out. Plus, land costs tend to go up in urban areas.

Beyond location, home buyers looking at upcoming low maintenance communities have options in terms of home design and layout. While different communities contain different styles of homes, most feature single-story houses with various add-ons and options for additional space.

Many homes are spacious but not large, offering two or three bedrooms with the ability to add an exterior patio, basement, or partial second story. Some homes can include finished attic space or an additional room for use as a home gym or home office, which are becoming more and more popular.

Some buyers of new homes can choose interior design and

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HILLSTONE  
*village*

## LOW - MAINTENANCE

customization options, too, such as choosing the flooring look and material, selecting finishes, and deciding on other design details.

The interiors of patio homes, carriage homes, freestanding units, and other types of homes commonly found in low-maintenance communities can differ. But many are spacious without being large and aim for a more open floor plan conducive to single-story houses. "In general, our homes are just very light-filled and open. The interiors also have a low-maintenance aspect," says Scarmazzi Homes' Hunnell.

In addition to maintained homes, the neighborhoods within a developed community are often equally well maintained and planned out, with ample sidewalks, landscaping, and a layout that's both aesthetically pleasing and welcoming. The safety of such neighborhoods also attracts buyers looking for a relaxed, neighborly community to join.

With all the perks of low-maintenance living, there are still some reasons that compel buyers to stay where they are, however. Some homeowners simply don't want to have to face change. In the case of empty-nesters or recent retirees, some of these homeowners may not have purchased a home for perhaps 30 years. Reentering the market can be intimidating.

Part of what makes attached homes and low-maintenance communities popular, then, is the relative ease of home buying. Buyers can choose from pre-planned home designs and layouts and be walked through features and choices. "Our goal with everything is to keep things simple, to keep it easy, and not be overwhelming," Dunn says.

### **Who's Looking for Low Maintenance? The List Is Growing**

Retirement-age home buyers looking for a more convenient

lifestyle are the primary buyers for low-maintenance homes. That's no secret, but it may not tell the whole story. Younger buyers and buyers who fall outside of the main market demographic still make up a growing share of the neighborhood in some low-maintenance communities.

Both single home buyers and young married couples, for example, are drawn to low-maintenance living for many of the same reasons as other buyers. They enjoy not having to worry about grass cutting, yard work, and other tasks and would rather spend time by the pool. "Some of the advantages are no grass cutting and no snow removal. All the exterior maintenance is handled," says Pitell Homes' Seydor. Young professionals may not be the majority market for low-maintenance communities, but most communities are not age restricted, so the homes are open to all buyers.



Image by Weaver Homes.



## LIVING

In the end, most home buyers are looking for a neighborhood that feels right and a home that suits their needs. In some cases, the services provided are a great perk but are ancillary to a neighborhood's overall appeal, says Bowman. "Our neighborhoods are multi-generational neighborhoods. We sell to people who are purchasing their first home and we sell to people where this is going to be the house that they are moving down to," he says.

And while services and included maintenance can be a key benefit, some buyers are simply looking for a way that they want to live and a level of maintenance that matches the lifestyle that they want, Bowman says. "They don't think of this decision as a low-maintenance decision. They think of it as a decision of 'what am I going to do with my free time?'"

Some people who are from Pittsburgh but have moved

away from the Steel City end up returning to the region in their later years, Dunn says. And those moving back home often look for low-maintenance homes upon making the return.

In some cases, the move to low-maintenance neighborhoods is inspired by parents' move to a similar community. Dunn says that the typical age at which people look into low-maintenance homes is trending downward. For some, buyers see that their parents made the move to low maintenance and are then inspired to make the move themselves. Realizing that parents should have made the move sooner can prompt new buyers to make the switch at a comparably earlier age.

If you're interested in moving into a low-maintenance community, when's the best time to act? The answer may be right now. Even with a number of new communities being planned and

built in Southwestern Pennsylvania in the coming years, new low-maintenance homes tend to sell quickly. Initial buyers have more options in terms of selecting their home's design and layout, underscoring the need to act fast if there's interest.

Even if you're not planning to downsize—or, rather, rightsize—for several years, showing interest in a home or upcoming neighborhood early on can help to reserve a spot while there's still time. "I would tell anybody that if it's been even a twinkle in your eye or it's crossed your mind to explore and to jump on something right away," Dunn says.

In preparing for the future, there's no time like the present. Low-maintenance homes are growing in popularity and, often, in value, too. Convenience, community, and worry-free living matter, and low-maintenance living delivers all of that and more. **NH**



Brighton Home by KACIN.



Pitell Homes product.



# Greater Pittsburgh Region on the Move



Those of us living and working in the Pittsburgh region are presumably a satisfied lot. Our collective pride in the region may be reflected in such accolades ranging from Wallet Hub’s “#1 Best Football Cities for Fans” to Bankrate.com ranking Pittsburgh as a best place in the U.S. to retire given the low cost of living, low crime rate, and high-quality health care options. Further, the region is home to a plethora of established corporations such as Kraft Heinz, Dick’s Sporting Goods and PNC Financial Services as well as emerging energy, high tech and other industries such as Google and Amazon taking root here.

Replete with job opportunities, cultural assets and celebrated educational institutions at all levels, the region also boasts

lush landscapes running in varied compass directions from Point State Park at the confluence of the Allegheny, Monongahela, and Ohio Rivers into the Laurel Highlands, Moraine State Park and the Mingo Creek County Park, among many other pastoral settings. Amenities, such as biking/hiking trails, navigable waterways and what is being called “transformational technology” approaches to transportation, aid in accessing these many aspects of life while enhancing its quality in the ‘Burgh and beyond. So, given the sheer size of our 10-county Pittsburgh region (Allegheny, Armstrong, Beaver, Butler, Fayette, Greene, Indiana, Lawrence, Washington and Westmoreland counties) – some 7,112 square miles of urban, suburban, and rural territory – how do we stay connected to keep

the region vibrant, relevant and attractive to those living here, to millennials and others considering the area for work, play and general quality of life.

**Planning for Accessibility Today ... and the Future**

An inspirational writer once said “A plan is the transport medium which conveys a person from the station of dreams to the destination of success. Goals are the transport fees.” Cities and regions across the nation have long dreamt of ways to improve services connecting populations with meaningful work and leisure activities, along with finding means for business and industry to offer accessible services and/or transport goods and commodities to various convenient locations. Those dreams took the form of

well-thought-out plans. One such plan is the “Smart City” approach.

An executive summary published in “Deloitte Insights”, a destination for thought leadership, posits that smart cities engage a number of constituents including government, business and industry, civic leaders, resident, and visitors “in an intelligent, connected ecosystem. The goal: better city services and a higher quality of life.” Among the seven top smart cities reported by the Allconnect Resource Center (June 2018), each addressed issues surrounding transportation and initiated or studied shared-use mobility; on-demand, door-to-door public transportation; autonomous and electric vehicles; and advanced traffic management systems, among others, with the end result of “improving transportation to improve job access.”

A “TR News” article (March-April 2019) titled Critical Issues in Transportation 2019 by Katherine F. Turnbull, Executive Associate Director, Texas A&M Transportation Institute, College Station, and past chair of the Transportation Research Board Executive Committee, noted that while urban areas serve as “economic engines” across the country, of equal importance is addressing the same needs in megaregions (those comprising large networks of metropolitan regions that share topography, infrastructure systems, economic linkages, history and more that can share challenges such as high speed rail planning, etc.) and rural areas. And while needs may differ, all areas offer support for the “economy and quality of life in the U.S. Like their urban counterparts, rural residents need mobility and safe travel options.”

Echoing that thinking, the Allegheny Conference on Community Development convened groups of stakeholders around the region for earnest discussions about the vision for mobility in Southwestern Pennsylvania. Those gathering were under the umbrella of the Regional Transportation Alliance (RTA) of Southwestern Pennsylvania, a public-private partnership organized by the Conference. In March 2017, the RTA presented the insights it gathered from a survey distributed to more than 800 groups. Nearly half of the responses centered on public transportation, underscoring its importance. “The issue of access is top of mind for people,” said Katelyn Haas-Conrad, a Senior Policy Analyst at the Allegheny Conference. “Transportation and access are priority issues for the region’s existing workforce, as well as for the new talent that’s being attracted here for the professional and personal opportunities that the region has to offer. People need and want to get to jobs, education, recreation and more with ease and efficiency, and via whatever mode of transportation works best for them. It’s critical that the region has transportation infrastructure, systems and options that work for people now – and into the future.

“Changes in (transit) consumer desires and habits need real attention with real solutions,” said Katharine Kelleman, CEO, Port Authority, explaining that the three-mile stretch between Downtown Pittsburgh and Oakland is the busiest in the Port Authority’s system. “The buses that travel between the two

destinations often get delayed in traffic, making service not as reliable as it should be,” she said. “The Bus Rapid Transit will not only make the trip to/from Oakland and Downtown more reliable, it will help boost economic development in the Uptown area and better connect residents of the East End and beyond.”

She added that most of the 60-foot articulated buses used on the BRT routes will be battery-electric vehicles and stations within key corridors will have shelters, benches and other amenities. Additionally, all new BRT stations will be ADA accessible with ramps to accommodate riders who use wheelchairs.

In addition to the BRT project, Port Authority has undertaken a host of other customer service enhancements, including opening a new Downtown Service Center on Smithfield Street, launching a new website, and providing multiple ways to communicate with Customer Service through digital channels. The Service Center features a Customer Service window where representatives can help with trip planning and other information to assist customers in easily navigating the system; the new website features enhanced trip tools, houses information in one central location with greater ease of use, and works on any device; and a new digital communications team provides real-time updates on Twitter (@PGHTransitAlert) as well as Customer Service support (@PGHTransitCare) and answers rider questions via the Live Chat feature on PortAuthority.org. Additionally, customers with cell phones can text their



stop ID to 41411 for real-time bus information and Port Authority riders can utilize a new mobile fare application to pay fares.

“First and foremost, we are looking to provide the best service we possibly can,” Kelleman said. “We’ve learned from our customers that their trip should be a reliable, efficient and cost effective way to get where they need to go.”

With that thought in mind, Port Authority is working on a long-range plan. “Allegheny County has changed greatly in the past decade, but our routes have not,” she noted. “We want to make sure that we’re serving the people of our region and we’re able to get them to the places they want to go.”

**Solutions Abound**

Hugh Ferriss, an American architect, illustrator, and poet who explored the psychological condition of modern urban life wrote, “As avenues and streets of a city are nothing less than its arteries and veins, we may well ask what doctor would venture to promise bodily health if he knew that the blood circulation was steadily growing more congested.” So, too, have others asked when time is spent waiting at traffic lights, on major highways, in tunnels, or for rides. According to various sources, Pittsburgh holds the dubious distinction of ranking in the top 10 most congested areas in the country, so, how can we reverse this trend? Fortunately, real solutions are flushing our traffic congestion along with considerable alternatives in their infancy. “We need to figure out how to fund transportation in the region and what makes the most sense,” said Allegheny County Executive Rich Fitzgerald. “Moving

forward, we need to consider roads and bridges, bike and pedestrian paths, and special needs mobility, all of which truly affect quality of life.” One of the most significant steps has been the Bus Rapid Transit (BRT) connecting two of the largest employment centers in Allegheny County. “It’s about getting people out of cars and into a better transit system,” he continued.

The objectives of this project, shepherded by Port Authority CEO Kelleman, include bus-only lanes, revamped stations, and bike/pedestrian facilities to increase varied transit options and decrease roadway congestion. Fitzgerald also noted that further development of bike paths is in the works not only for recreational use but for biking to work and school. Perhaps not surprising is that Pittsburgh is becoming one of the fastest growing bike communities. “We can see work places providing facilities for bike parking and places to change clothes for work,” he added.

BikePGH espouses making Pittsburgh streets safe and accessible for those who bike and walk. Their vision, in part, sees Pittsburgh’s future as one built on “a diverse transportation network that safely connects all people to their destinations” further noting that “transportation choice is essential to a high quality of life.”

“Biking addresses several issues in our area,” said Eric Boerer, Advocacy Director for BikePGH. “First and foremost, it helps assure that transportation, and Pittsburgh itself, remains affordable and offers people a reliable means of getting to a job.” He also cited the environmental boon of reducing pollution through the use of bicycles. He cited a Make My Trip Count survey, spearheaded by the Green Building Alliance in conjunction with other groups including BikePGH, which showed that 15 percent of respondents living within the City of Pittsburgh indicated that they ride a bike for transportation.



All design renderings of the Terminal Modernization Program at Pittsburgh International Airport are courtesy of Gensler + HDR.

Buses are also playing a role on moving Butler County residents from far flung towns and municipalities to job hubs in its southern tier. “One of the biggest issues is attracting and keeping a workforce,” said Leslie Osche, one of three Butler County Commissioners. “Transportation and transportation alternatives – to get people to work efficiently and effectively – is a priority on all fronts.” As the fastest growing county in Southwestern Pennsylvania, “the need for a transportation infrastructure for incoming growth coupled with the need for transportation options and alternatives is imperative,” added Commissioner Kevin Boozel. “There are many job opportunities here, with better than average pay, but some cannot afford to live in areas such as Cranberry. We need to marry all of Butler County into these job areas with better transportation.” To address that issue, the Butler Transit Authority, working under the auspices of the county to move across multiple municipalities easier, have devised “express routes” which began in Spring 2019. Starting as a pilot project, the Route 68 Express to a Route 528 Park and Ride from Butler to Pittsburgh via Route 79 offers two runs each day. The second option is an express ride from Butler to Pittsburgh via Route 8. The CNG buses, more environmentally friendly and less costly than conventional fuel vehicles, feature Wi-Fi, reclining seats and other amenities. The challenge now lies with a limited stop at Route 528 given that there are no other means of transport at other potential stops. “We have been working on a micro-transit service, utilizing new software

to institute first- and last- mile connectors,” Osche said. “It must be user-friendly to the consumer and useful for the provider.”

To the east, the Westmoreland County Transit Authority (WCTA) has turned an eye toward accommodating the needs of all riders, including seniors and those with disabilities, while recognizing the technological desires of the broader population. “The WCTA recently launched a mobile ticketing app that allows riders to purchase tickets directly from their smart phones,” said Gina Cerilli, Westmoreland County Commissioner. “Riders can also purchase a Smart Card that can be used interchangeably on other local transit agency buses. Our GO Westmoreland paratransit riders now have the ability to schedule their trips on line. Smarter mobility can help us move people in the most efficient manner.” With the purchase of new CNG-fueled transit buses, the WCTA also opened a new Park-And-Ride facility in New Stanton and have undertaken a capital project to redesign and improve the current Park-And-Ride in North Huntingdon Township. In a recently updated, comprehensive plan, one of the main county objectives identified was transportation choices, given the need for connection across the county’s 1,036 square miles. With the assistance of the Southwestern Pennsylvania Commission and Michael Baker, Inc., the WCTA completed a Transit Development Plan (TDP) and strategic business plan. According to Alan Blahovec, Executive Director, WCTA, the recommendations and strategies in the TDP and the county’s

comprehensive plan will focus on better, more frequent service in the county’s key areas while still maintaining regional connectors to Greensburg and Pittsburgh. “We want to find ways to expand access to our shared ride (GO Westmoreland) service by making fares affordable to those who do not qualify for one of the subsidized programs,” he said. “We want GO Westmoreland to provide better access to employment centers, medical and recreational facilities, human services, and shopping areas throughout the county. We also seek to explore ways to work with the county’s colleges, universities and technical schools to provide better access to their facilities and for their students.” He continued that they will be part of a statewide Fixed-Route Intelligent Transportation System project, allowing for real-time information on their fixed route system. Cerilli added, “Enhanced accessibility allows the residents of Westmoreland County to lead full, productive lives. It enables people to have greater access to goods and services as well as employment opportunities.”

West of Pittsburgh, Beaver County has jumped on the technology turnpike also with recent enhancements such as text messaging and ticket vending machines; new bus shelters and benches; Real Time Customer Information on its web site, and mobile ticketing, among others. “The Beaver County Transit Authority (BCTA) has implemented a number of service changes in September,” said Mary Jo Morandini, General Manager, BCTA. “These changes will improve system connectivity and on-time

performance, providing easy access and convenience for a wide range of passengers.” The BCTA provides county-wide, accessible shared ride transportation not only for the general public, but also for the disabled and a number of human service agency clients comprising the DART ridership. “BCTA administers the Medical Assistance Transportation Program and a significant number of those eligible clients utilize BCTA’s fixed route and shared ride services for medical appointments,” she added. “The Pennsylvania Lottery Program subsidizes most of the fare for senior citizens over age 65.” BCTA operates Express Services on Route 65 from the northern part of Beaver County and uses the PAAC West Busway for an Express Route on I-376. Morandini also sees further advanced technologies on the horizon including signal prioritization, among others.

**By Air, By Land or By Water**

Whether it’s recreational or business travel, navigating an

airport can be a harrowing experience in terms of its size and maneuverability. To accommodate its growing number of travelers, Pittsburgh International Airport has undertaken a long anticipated, \$1.1 billion initiative to modernize facilities, enhance the passenger experience, meet changing industry needs, and become more environmentally sustainable while providing value to the greater regional community. “Built in 1993 for a major airline, that airline’s departure left us with an oversized and under-utilized facility,” explained Alyson Walls, Manager, Communications, Allegheny County Airport Authority. “Our goal is to construct a new landside terminal next to the airside terminal, thereby eliminating the need for the half mile train ride, which also shortens the walking distance.” Begun with an update to the airport’s master plan, an FAA requirement, the project was devised through results of analysis and forecasting, and stakeholders’ meetings with the

Airport Authority board, airline and community leaders with construction to be completed in 2023. “We also engaged Community Program Advisory and Best Practice working groups to better understand issues of accessibility, ground transport and parking, technology and much more,” she remarked. “We are reaching out to the community and passengers through one-on-one interviews, online surveys, and the program web site, [www.PITtransformed.com](http://www.PITtransformed.com), to identify what features are most important in the new facility. We are creating accessible spaces for all types of travelers.” New technology is planned in the building while modern concession programs feature more local foods so travelers can get a true taste of the region. Local art is prominently displayed and local artists and musicians continue to be tapped for their talents in creating aesthetic appeal. “We want visitors coming to this region to get a real sense of the area the minute they land. We are making improvements from the curb to the gate, reducing baggage delivery times and working to implement greater technologies to provide a quality experience.” According to Walls, the overarching theme for the airport construction, however, lies in the following: responding to changes in Pittsburgh and air flight along with the needs of families and business travelers alike. “With the objectives of shortening passenger walk and wait time, enhancing security, delivering intuitive wayfinding, and creating new roadways into the airport terminal, we are seeking to improve every traveler’s



access and experience.” County Executive Rich Fitzgerald also sees the airport project as a boon to the region. “We are continuing to look at ways to connect to the airport. Many companies are building on spec knowing that the amount of growth in the Allegheny-Washington-Beaver County corridor offers viable transportation for materials and employees among other benefits.” Case in point – the nearly \$7 billion Royal Dutch Chemical Plant along the Ohio River at the intersection of Route 376, one of the largest and most expensive projects ever built along a tributary.

Working with Carnegie Mellon University, the Greater Pittsburgh Chamber of Commerce, the Allegheny Conference on Community Development, the Southwestern Pennsylvania Commission, and the area’s largest employers, Allegheny County continues to attend to traffic congestion through the use of Surtrac, part of the Traffic 21 project. Developed at the Robotics Institute of CMU, Surtrac is a system of smart traffic lights that adapt to changes in traffic in real time. “The program started through the East Liberty corridor where traffic signals gauge traffic flow to maximize efficiencies,” Fitzgerald noted. “The project continues to expand, cutting emissions significantly while saving time.” Smart technology is also being used in Pittsburgh’s cultural district to move traffic in and out of events more efficiently. Commissioner Boozel sees a changing culture in Butler County, where a younger generation is moving in/staying but who may or may not want

to drive a vehicle. “They are looking for a unique experience and they want to engage their technology. That ‘experience’ may take the form of on-demand travel with Uber or Lyft. Others are looking at pedestrian options and bike trails.” Osche added that many municipalities are actively looking to enhance these trails such as the Butler/Freeport trail connectors to Cranberry, Marshall and Adams Townships and other locales through multi-modality grants, given its 163 miles of trails, 19 of which are designated bike routes, and 93 miles of navigable streams boasting canoe and kayak launches in Renfrew, Harmony, Zelienople and Forward Township. All three commissioners agree that not only do these options mitigate air quality and traffic concerns, but set the stage for a more active, healthier population.

Westmoreland County Commissioner Cerilli emphasized that transportation has become a main focus for Westmoreland County, with people looking for options beyond single occupancy vehicles. “Millennials say they would rather give up their cars than their smart phones. The digital movement is here and Westmoreland County is embracing it.” She continued that more transportation options will help to improve travel efficiency and more efficient travel can revitalize business districts. “Our Reimagining Westmoreland comprehensive plan outlines seven transportation strategies that we feel are vital to the success of our region,” she said. “If we take the steps necessary to ensure that these objectives can be achieved appropriately, our transportation

landscape and our residents will benefit immensely.” Westmoreland County Chamber of Commerce sees another challenge being the long commute to Downtown Pittsburgh from the eastern and southern sections of the county. They are advocating for ‘slip ramps’ onto the Pennsylvania Turnpike that can shorten travel time and they are looking at a slip ramp off Route 130 in Penn Township to serve that growing population. They are also working with the Laurel Valley Transportation Project for a ramp on Route 981 between Mount Pleasant in the south and the Arnold Palmer Regional Airport, Latrobe, in the east. The estimated time for a freight hauler between the two is currently upward to 40 minutes while the slip ramp would reduce that time to about 18 minutes, an efficiency, energy and environmental plus.

### Transportation Futurescape

Those across the region continue to cast an eye toward future transportation and access to services, jobs, schools and all that complements the quality of life in our region. “The most expensive thing we can do, is to do nothing: to not move forward and not make inroads into our transportation systems,” Fitzgerald concluded. “We’ve got to make sure we improve and increase all types of transportation services and routes.” **NH**



YOUR HOME WILL NEVER BE YOUR NEIGHBORS

## Benjamin Marcus Homes

Mark Hoskins has not built the same house twice. “No recycled architecture” has long been a standard motto for Mark, whose business has always been the custom-built home. The founder and president of Benjamin Marcus Homes since its inception in 1993, Mark learned the business from his uncle, who welcomed a challenge and who taught his nephew the value of taking on a difficult assignment.



Images supplied by Howard Hanna Real Estate and Benjamin Marcus Homes.

**D**espite having built over 2,500 homes, Mark still is highly motivated and loves to contemplate the next house he'll work on. He is the type of person who thrives on complexity—the type of business owner who needs answers and doesn't stop until he figures things out.

**Self-Driven**

Growing up in the business in his teens, Mark began to notice his uncle's steady, calm demeanor. Mark watched him tackle projects on difficult lots, or would see him interacting with clients who made demanding requests, and his uncle's steadiness influenced Mark greatly. Recalls Mark, "Nothing shook him. He wasn't negative, and from him, I learned never to say 'I can't.'"

In his late teens, Mark studied

every aspect of the business from concrete work to learning how to do estimates to accounting work. In 1982, he bought himself a drafting board and started designing houses. He knew he was adept at reading blueprints, but figured it was time to actually start drawing. Mark tended to memorize drawings, with friends and family having acknowledged his "photographic memory." In the early 1990s, Mark bought himself a computer and taught himself how to design using CAD based architectural drawing programs. He caught the design fever and still has it. He half jokes that the only reason he recently retired that same computer was due to the broken and irreplaceable pen plotter (For readers too young to remember, the pen plotter is the

missing link between pencils and laser printer).

**"Craftsmanship Without Compromise"**

Today, Mark acts not only as a designer but has a hand in everything from the engineering of a project to vendor and client communication—from land acquisition to overseeing sites on a daily basis. Mark begins each day at 6 a.m. by visiting sites and is back in the office by 1 p.m. to work on sketches and new home designs. His favorite part of his job is to lay out the designs for a new house, putting customers' requests on paper. Says Mark, "I love turning someone's dream into reality,"

Mark frequently mentions that "windows are special," and

because of the special emphasis on windows, he orders each and every one individually. His favorite challenge is to “make a lousy lot special.” His business relies on referrals, which comprises 50-60% of new business. Benjamin Marcus builds in areas with highly rated school districts and Mark loves working with the topography of Southwestern PA. Much like his uncle, he enjoys the challenge of Pittsburgh’s hilly terrain and is happy to build either on a development site or on a private lot near one of their developments. Mark appreciates that “the variety of projects is staggering.” When asked about retirement, Mark replies: “I don’t even think of it.”

Mark’s first business, Classic Homes, began in the late 1970s with home construction in West Virginia. With more work to be done in Pennsylvania, he founded the Hoskins Construction Company a few years later, whose tagline read “Craftsmanship Without Compromise.” The business quickly evolved and in 1993, Benjamin Marcus Homes was registered as a PA Corporation. He named the company after his youngest son at the time.

### **Family Driven**

Three of Mark’s children work in some capacity for the family business. His son Barrett is Mark’s partner and Vice President of the company. Barrett is primarily involved with the sales and marketing side of operations, but he also helps with the design component. Barrett says, “I’ve been working here in some capacity since I was a kid, and it’s just naturally evolved into everything else. It’s so

busy working for a family business and we all wear all the hats.”

Mark’s oldest daughter Katrina Fornear, is the Director of Operations. Her sister Kelsey Osborne is a full-time mom, part-time nurse but also part time Benjamin Marcus employee—taking on an administrative role. Kelsey’s husband Alec, Mark’s son-in-law, is one of the company’s four Project Managers. Mark’s wife Liz rounds up the team, helping with branding and public relations.

Mark calls each and every one of his nineteen employees “extremely knowledgeable.” Mark and his team members are proud of the fact that roughly 60% of their employees are women—a rarity in the home construction business. Says Mark, “In a world where it’s predominantly male-dominated, our company employs as many females as male, and they work in high level positions.” In addition to Director of Operations, other prominent daily operations roles are filled by Kayla Patterson (Project Manager), Kristina Hall (Executive Assistant) and Erin Miller (Office Administrator).

### **Your Home Will Never Be Your Neighbors**

Barrett explains that the phrase “Your Home Will Never Be Your Neighbors” has evolved into a kind of slogan around the office. Describing the company’s overall attitude at the workplace, he says, “We care a lot about the quality of construction itself. We’re not here to cut corners. We are about good production and not necessarily volume. We definitely don’t want it to seem like Groundhog Day when you’re driving home in your

neighborhood. With us, it’s never the same house after same house.”

Barrett feels that it’s important to take time to educate Benjamin Marcus’ clients, advising that they should view the purchase of a home as “a system.” Says Barrett, “You need to consider the separate components—such as the house’s foundation, waterproofing, window insulation, and indoor air quality—as all working together. Decisions become interdependent on each other. For example, the type and size of windows affect HVAC insulation. We try to help keep our clients aware of the importance of these cause-effect relationships since they are so crucial to an efficiently-run home.”

### **Catering to Client Wish Lists**

Benjamin Marcus caters to a wide clientele base, including young families, move-up buyers, and retirees looking to settle into patio homes. Mark points out that there is something for everyone, citing their “super high-quality kitchens” as a draw. They are eager and capable of offering upgraded kitchens, which have been in recent demand.

The pandemic has certainly influenced his clients’ wish lists. In addition to larger, high-quality kitchens, Mark mentions outdoor covered patios, exercise rooms and more home office space as popular requests. Mark also notes that people are paying more attention to ventilation within a home, and the demand for bigger and better air exchangers has tripled within the last year. Play areas and in-law suites on the first floor continue to be quite popular.

All their design work is done

## BUILDER PROFILE



in-house, at their Design Gallery in Southpointe (Canonsburg, PA), and they offer three levels of packages: Keystone, Cornerstone, and Estate. They created this series to offer high-quality homes in a variety of price points—with the knowledge that a buyer won't have to sacrifice any of the structural, high-quality finishes and unique styles that have come to be expected from a Benjamin Marcus home. In fact, the materials offered in the entry level are considered upgrades by most.

John Makrinos, owner of Makrinos Plumbing, has been in Mark's business circle for 40 years. For the last 25 years, John has worked on hundreds of Benjamin Marcus homes as the main plumber. His job is to implement the entire plumbing system of a house, starting with laying the underground basement and utility pipes and ending with finishing work, otherwise known as the "fun part": setting fixtures and turning on the water. Says John, "Benjamin Marcus builds quality homes. We exclusively use copper pipes for the water lines. We don't use plastic. Our fittings are sautered on. We're old school." John is also impressed by the work ethic of the Benjamin Marcus team, commenting, "They do their jobs. They get me the information I need when I need it, not days later." He knows his work is appreciated, since Benjamin Marcus homeowners will call him for repeat work.

### Seeing is Believing

Visiting a Benjamin Marcus Home was a key factor influencing Claude Pluviose's decision to invest in a private lot, then build a home on that lot. Claude had

originally admired the home of a coworker, who had built with Mark. Claude wanted both a backyard and a pool for his family. He originally looked at a 3-acre lot but ultimately decided on a beautiful 15-acre lot, definitely finding more than enough space. The topography dictated much of the house's design, and Claude is very pleased with the final result. He and his family moved into their new home in September 2020. They met with various custom builders but ultimately decided to work with Benjamin Marcus Homes because he valued the uniqueness of the house's design. Claude feels that his home "stands out from the rest. It has a modern feel, with a combination of stone and brick and large windows. The craftsmanship is made apparent to any eye and all our guests say that the house--and the entry foyer especially--is breathtaking." Claude likes the privacy of their lot, the open concept layout, and other distinct features such as a stunning floor medallion in the front entryway, an outdoor kitchen, and a finished wine cellar. He especially appreciates hosting family in the outdoor space—which includes both a nice patio off of the basement and a huge first floor deck off of the kitchen that connects to a covered patio via a catwalk. Says Claude, "There is not a single person who visits here who doesn't ask, 'Who built this home?'"

### Open Houses Allow Clients to See "The Difference"

While the majority of their custom-built homes are meant for a specific buyer, Benjamin Marcus Homes often have several quick



## BUILDER PROFILE

delivery homes for sale. They often find that prospective clients genuinely grasp “the Benjamin Marcus Homes difference” when they tour a newly constructed home, whether it be a model, spec home, or a quick delivery home.

Joe Muscatello wasn’t necessarily looking to buy a spec home when he started his house hunt, but ended up moving into a Benjamin Marcus spec home in 2010. Says Joe, “The house had everything on our wish list—a home theater, an exercise room, and a wine room, so we went for it. Mark was great. I ask a lot of questions and he was very informative. You can tell he’s proud of his homes and he made me really comfortable with his thorough explanations.” Joe says he and his wife looked at “probably 30 homes in a six-month period,” but the couple wasn’t finding anything particularly impressive. Joe appreciated the high-quality construction, the overall design, and the big open rooms of the Benjamin Marcus house. Not only was he impressed by the look and feel of the property, but also with the way Mark did business. Joe remembers one time, after his family moved in, that the garage door wouldn’t work on a Sunday morning. Mark came to the house to look at the door that morning, and it was fixed on Monday. Says Joe, “What impressed me the most was that he personally called me to get the thing done. Time and time again, Mark stands up for his work quality. I trust him. He’s always there. It’s hard to go with someone else.” In fact, Joe wants to redo a deck and add a pool to his current home and has recently re-hired Benjamin Marcus for the renovations.

### Open Houses Allow Clients to See “The Difference”

Darlene Hunter, Vice President, Regional New Homes Manager with Howard Hanna, has worked with Mark since the late 1990s when he and his team were one of the first approved builders at Nevillewood. Darlene observes that “Mark builds fairly-priced, quality homes and he does a great job with positioning homes on a lot, so that the yard and home space is maximized. I like that they are a family business. They work well as a team, and having a design center in one location makes the process so much easier for clients. Mark’s team is extremely organized, and with one stop shopping, clients can make most of their selections in one place—which is very efficient.”

Darlene is most recently featuring three Benjamin Marcus developments: Eagle Ridge in Seneca Valley, Emerald Fields in Pine Richland, and Venango Trails in the North Allegheny School District. Benjamin Marcus’ website is an excellent way to see what lots and homes are currently available, to check out examples of sold homes, and to schedule an appointment. Check out their open house schedule on their website, which lists weekend opportunities in the North Hills and South Hills of Pittsburgh. **NH**





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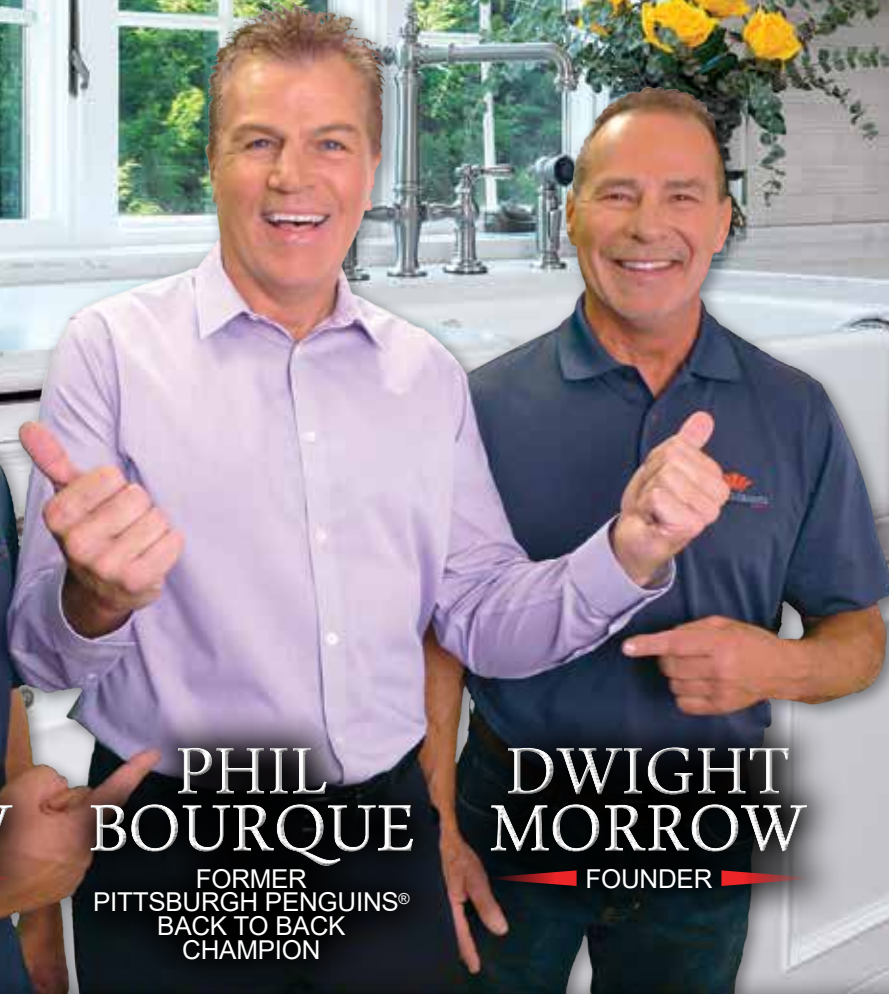
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www.allstarhomesinc.com  
Chuck Wiggins  
Allstarhomes724@gmail.com

For over 30 years, Chuck Wiggins of All Star Homes has helped to bring his customer's visions for the perfect home to reality! All Star Homes provides the right balance of creative design, quality materials and workmanship at a competitive price. The All Star Homes team takes pride in guiding its customers through the home construction process, while allowing customers to have the input and customization they desire to construct a home meeting their specific needs and style.

Building in many desirable communities throughout much of the South Hills and Eastern Suburbs, All Star Homes is currently building both custom single-family homes and luxury villas in the Willow Estates Plan in North Huntingdon and the Villages of Totteridge in Greensburg, or on your lot in any location.



**Anthony Custom Homes, LLC**  
190 Davidson Road  
Mars, PA 16046  
T: 412-670-1507  
Anthony DePretis  
AnthonyDePretis1@gmail.com

With over 36 years of experience in nearly every facet of the new home industry, Anthony DePretis blends his wide variety of hands on homebuilding experience with a vast array of big builder experience to offer a unique approach to his luxury custom home and development business.

His decades of relationships with some of the nation's and region's top building executives, vendors, suppliers and craftsman allow him to bring the most up to date market trends, designs, materials and technology to each new home project while providing an incredible value.

Each home includes the luxury features and details expected by today's discriminating homebuyer and Anthony assists each homeowner in placing their personal fingerprint on each design.

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- Spagnolo Custom Homes
- Stambrosky Homes
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- Weaver Homes
- Phillip Wentzel Custom Homes



**D. M. Brentzel Builders Inc**

30 Penntowne Drive  
 Irwin PA 15642  
 724-861-5880  
 DMBrentzelbuilders.com  
 Dennis "Yogi" Brentzel  
 kbrentzel@comcast.net

Dennis "Yogi" Brentzel has been building quality custom homes for the discerning home buyer since 1989. Focusing on the custom build means more direct contact with his customers. Yogi works at the job site daily and is readily available to answer questions from clients, suppliers and sub-contractors. He strives to make each and every build enjoyable for the future homeowner. While building trends come and go, the base structure remains the same. When you invest in a D. M. Brentzel home, you are buying quality for the future. Yogi is currently in Abby Place, Level Green as well as various off-sites throughout Westmoreland County.



**Graziani Homes**

1028 Oak Ridge Rd.,  
 Canonsburg PA 15317  
 T: 724-745-0654  
 www.grazianihomes.com  
 Bill Graziani  
 wgraz@comcast.net

Founded in 1990, Graziani Homes is a true custom home builder. Bill Graziani is a second generation builder. He grew up in his father's business Graziani Builders founded in 1965. During that time Bill learned quality and old world craftsmanship which soon set the gold standard in home building. Graziani Homes works hard to make the building process effortless for the customer from lot selection in our developments to picking finishes. Bill Graziani believes in doing things right the first time. Where good isn't enough, and craftsmanship and quality are more than just words. Graziani Homes builds Luxury Homes inspired by your dreams.



**Heurich Homes**

11676 Perry Highway, Suite 1103  
 Wexford, Pa 15090  
 T: 724-935-3526  
 Ronald Heurich  
 heuhomes@zoominternet.net

Heurich Homes has built over 1,000 homes in the northern suburbs of Pittsburgh. Additionally, they have developed and partnered in the development of dozens of the area's most sought-after neighborhoods.

The Mallard Pond neighborhood is Heurich Homes' most recent development. It is located in Marshall Township and is serviced by the North Allegheny School District. If you are considering a truly custom built million dollar plus home, then make an appointment to visit and see the nearly sold out phase I, the newly paved lots of phase II, and the preview of phase III.



**Costa Homebuilders**

600 Hayden Boulevard (Rt. 51)  
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 412-384-8170  
 www.CostaHomebuilders.com

Costa Homebuilders has been building luxury homes in the Pittsburgh area for decades, over which we've consistently provided our clients with custom living spaces that meet their aesthetic, lifestyle, and design needs. Costa Homebuilders is honored to be ranked as the #1 Homebuilder in Pittsburgh by Houzz.com because of our Process, Team and Execution.



**Heartland Homes**

One Penn Center West, Suite 300  
 Pittsburgh, PA 15276  
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 www.HeartlandLuxuryHomes.com  
 Kristen Gray  
 PittsburghTeam@nvrinc.com

For over 30 years, we've been passionately committed to building luxury homes of the highest quality and providing exceptional customer care. Our goal is to exceed your expectations throughout every step of the homebuilding experience. Whether it's the art and functionality of our single-family luxury homes, open floor plans and light-filled spaces of our townhomes or uncompromising luxury and innovative designs of our main-level owner's suites, we always keep you, the owner in mind. We build homes and communities in Allegheny, Washington and Butler Counties – and Morgantown, WV – Monongalia County.



**Infinity Custom Homes**

903 Penticon Lane,  
 Warrendale, PA 15086  
 www.buildinfinityhomes.com  
 888.424.9424  
 Jodie McCormick – New Home Specialist  
 jmccormick@buildinfinityhomes.com

Infinity Custom Homes is a premier, custom homebuilder in the Pittsburgh area. We focus on building in the areas top school district, along the 79 corridor, and in the most desirable communities. While we have a variety of floor plans from which to start from, we focus on customizing every home inside & out. Together, we'll create a home that captures your personal tastes & creativity, bringing your dream home to life. Our goal is to work together offering a truly unique, memorable and enjoyable home buying experience!



**KACIN**  
 3875 Old William Penn Hwy,  
 Murrysville, PA 15668  
 T: 724-327-6694  
[www.KACIN.com](http://www.KACIN.com)  
 Jason C. Corna  
[jcorna@kacin.com](mailto:jcorna@kacin.com)

KACIN founder A. Richard Kacin has been building upscale residential homes, condominiums and communities in the Pittsburgh region since 1960. Headquartered in the Pittsburgh suburb of Murrysville, KACIN also manages the design and construction of an array of commercial and industrial facilities throughout western Pennsylvania through our sister company, KACIN General Contractors.



**Pellis Construction Company**  
 Greensburg, PA 15601  
 T: 724-834-8981  
[Pellisconstruction.com](http://Pellisconstruction.com)  
 Jack Pellis  
[jackpellis@pellisconstruction.com](mailto:jackpellis@pellisconstruction.com)

For over 50 years, Pellis Construction has been providing our customers with fine custom homes of unsurpassed quality and craftsmanship. As a design/build firm, we offer our customers the opportunity to work collaboratively with our professional staff to create a custom home of magnificent beauty and enduring value. Our thoughtful approach to every detail ensures that your building experience will exceed your expectations not your established budget. Build with Pellis Construction where your only limit is your imagination!



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 One Penn Center West, Suite 220  
 Pittsburgh, PA 15276  
 T: 412-275-4551  
[www.RyanHomes.com](http://www.RyanHomes.com)  
 Kristen Gray  
[PittsburghTeam@nvrinc.com](mailto:PittsburghTeam@nvrinc.com)

Since 1948, we've grown from a small, family-run business to become one of the top five homebuilders in the country. While there are many reasons for our success, they all revolve around three key factors: our commitment to customers, our consistent quality, and our personalized approach. At Ryan Homes, building a better home means continuously raising the bar. That's why 98% of our buyers say they would recommend us to family and friends. With over 60 years of experience, trust us to make your dreams come true. Building new home communities in Allegheny, Beaver, Butler, Washington & Westmoreland Counties.



**Parry Custom Homes**  
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 North Huntingdon, PA 15642  
[www.experienceparry.com](http://www.experienceparry.com)  
 T: 724-863-0199  
[contact@experienceparry.com](mailto:contact@experienceparry.com)

Pittsburgh's Local On Your Lot Home Builder! We specialize in building custom homes throughout Pittsburgh and Southwestern Pennsylvania on your lot. We welcome you to sit back, relax, kick off your shoes and explore our website. You are one step closer to entering a truly unique and home building experience focused on your specific needs. Our team can help you accomplish your goals and dreams in a fun, efficient, and organized manner. Stop in and visit us at one of our local Pittsburgh showrooms (Irwin, Washington or Cranberry) and you will see why more customers are choosing Parry Homes to build on their lot in Pittsburgh.



**Pitell Homes**  
 3413 Babcock Blvd.,  
 Pittsburgh, PA 15237  
 T: 412-364-9411  
[www.PitellHomes.com](http://www.PitellHomes.com)  
 Tony Pitell  
[info@pitellhomes.com](mailto:info@pitellhomes.com)

For over three decades, Pitell Homes has partnered with homebuyers to make custom homebuilding an affordable reality. Tony Pitell is heavily entrenched in the process, and is a "hands on" builder, thus providing a very high level of quality construction and substantial savings for our customers. We build our floor plans or yours, always customizable, at an unmatched value. Within our exclusive communities, or on your private lot, helping you reach your dream of custom home ownership is our goal. Pitell Homes' mission is two-fold: "Custom Quality for Less" and "Partnership at Every Phase". Let us take you home.



**Scarmazzi Homes**  
 102 West Pike Street  
 Houston, PA 15317  
 724-745-4250  
[www.ScarmazziHomes.com](http://www.ScarmazziHomes.com)  
[info@ScarmazziHomes.com](mailto:info@ScarmazziHomes.com)

Established in 1999 by Paul and Lisa Scarmazzi of Canonsburg, Pa, Scarmazzi Homes offers lifestyle solutions to those wanting a more carefree form of homeownership in both Allegheny and Washington Counties. By teaming up with Epcon Homes and Communities, the country's largest builder of single-level living homes, Scarmazzi Homes has provided over 500 patio homes to those that desire a low-maintenance lifestyle. By providing true single-level architecture, lawn services and an unparalleled commitment to quality and customer satisfaction, Scarmazzi Homes has become the choice builder for those looking to simplify.



**R. A. Snoznik Construction, Inc.**  
 4455 Old William Penn Highway  
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 T: 724-433-7736  
 www.rasnoznikcustomhomes.com  
 Kelly Snoznik, Sales Manager/New Home Concierge  
 info@rasnoznik.net

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Building a custom home calls for many decisions. With personable service, Ray Snoznik works closely with each of his clients, providing extensive guidance throughout construction. Ray believes in client satisfaction and quality craftsmanship, ensuring that each step throughout the building process exceeds the client’s expectations. Efficient systems are in place to make selections easy for the client and to expedite construction time. Accolades include 11 BAMP Housing Excellence Awards, Pittsburgh Business Times Largest Pittsburgh-Area Home Builders for 14 straight years, and features in Housetrends, Greater Pittsburgh New Home and Whirl magazines.



**Stambrosky Homes**  
 PO Box 238  
 Presto, PA 15142  
 www.stambroskyhomespgh.com  
 Danielle Stambrosky Mach  
 412-302-4184  
 daniellemach@howardhanna.com

Stambrosky Homes has been a true custom home builder in the Pittsburgh area since 1949. Focusing on already upgraded homes and their craftsmanship in carpentry, Rick Stambrosky started with the company in 1972 with his father, George Stambrosky. The company has grown and with developments such as Nevillewood in Collier Twp to currently Settlers Pointe in Collier Twp along with Anthony Farms in Peters Twp, and previous communities in Upper St Clair, Greentree, and South Fayette. Stambrosky Homes continues to hold the original passion of their craftsmanship while mixing in the modern building ideas of today to bring their customers dream homes to life.



**Weaver Homes**  
 PO Box 449,  
 Mars, PA 16046  
 T: 724-814-9001  
 www.weaverhomes.com  
 Kelly Dunn  
 kdunn@WeaverHomes.com

With more than 25 years of design and building experience, Weaver Homes is the premier custom home builder in the Northern Pittsburgh region. Our goal as a builder is to help make your dream home a reality through allowing you to tailor and expand upon our floor plans to suit your unique needs and desires. By working with only the best professional contractors, we offer the quality, integrity, service, attention to details, craftsmanship, and value you deserve in your forever home. Family-owned and operated, we take a very hands-on approach to our construction process. Building a custom home is one of the most emotional experiences you will ever have, and we take that to heart. We think of our homeowners as family; we believe it's impossible to build someone their dream home without truly getting to know who they are as individuals, as a family member.



**Spagnolo Custom Homes, Inc.**  
 109 Gateway Avenue, Suite 202  
 Wexford, Pa 15090  
 T: 724-935-7010  
 Angelo Spagnolo  
 Spagnolochi@zoominternet.net

The Spagnolo Family has proudly been in the quality home building/ land developing business since 1955. Originally started by Carl J. Spagnolo and now headed by sons Angelo and Frank, we continue to strive to make our clients experience in homebuilding a very memorable one. 60 YEARS and still going strong! You can find our fine communities in Allegheny, Butler & Westmoreland Counties.



**Suncrest Homes, Inc.**  
 3819 Old William Penn Highway, Suite 500  
 Murrysville PA 15668  
 724-327-1844  
 www.suncresthomespa.com  
 Founded in 1987  
 Builder, Remodeler, Developer  
 Housing Excellence Award Winner  
 Member of Bamp, PBA, NAHB

Suncrest Homes has been proudly building Custom and Semi-Custom Homes as well as remodeling and room additions for 33 years. Suncrest has always been on the leading edge of new and innovative building concepts and designs. Whether open floor plans, carriage homes, Craftsman style homes or traditional living, you can be assured your dreams will be fulfilled by our team of experienced trend setting professionals. Housing Excellence Award winner and members of NAHB, PBA and BAMP. Suncrest Homes builds communities in Westmoreland County.



**Phillip Wentzel Custom Homes**  
 109 Zeta Drive, Pittsburgh, PA 15238  
 T: 412-406-8469  
 phillipwentzel.com  
 Dante Fusaro  
 dante.fusaro@pwcampbell.com

Builders all sounding the same? If they all sound the same, maybe they build the same too. You've worked too hard to settle for status quo. If you are looking for an experience unsurpassed by the others, a truly one-of-a-kind home that matches your one-of-a-kind family and lifestyle, then choose Phillip Wentzel. Our quality craftsmanship, strict attention to detail, and strong commitment to deadlines are shadowed only by our dedicated, experienced team of professionals. You've worked hard to be the best, now it's time to have the best. Phillip Wentzel.

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burrowsth.com

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School district: City of Pittsburgh  
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newhomes.howardhanna.com

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Agency: KACIN Development Associates  
724-327-6694  
kacin.com

### The Tannery

East Deutschtown Townhomes  
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School District: Pittsburgh  
Agency: Berkshire Hathaway HomeServices  
412-833-7700  
thepreferredrealty.com

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Mt. Lebanon Condos and Townhomes  
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School District: Mt. Lebanon  
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thepreferredrealty.com

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Agency: Scarmazzi Homes  
724-223-1844  
scarmazzihomes.com

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School District: North Allegheny  
Agency: Berkshire Hathaway HomeServices  
412-536-4040  
thepreferredrealty.com

### Bonnie Dell Acres

South Park Single-family luxury homes  
Priced from: \$600,000  
School district: South Park  
Agency: Costa Homebuilders  
412-384-8170  
costahomebuilders.com

### Brookfield

Pine Township  
Priced from: \$447,900  
School District: Pine Richland  
Agency: Berkshire Hathaway HomeServices  
412-536-4040  
thepreferredrealty.com

### The Cascades

O'Hara Township  
Priced from: \$1,600,000  
School district: Fox Chapel  
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412-963-6300  
newhomes.howardhanna.com

### Castors' Farm

Jefferson Hills Single-family luxury homes  
Priced from: \$600,000  
School district: West Jefferson Hills  
Agency: Costa Homebuilders  
412-384-8170  
www.costahomebuilders.com

### Chamberlin Ridge

Jefferson Hills Single-family luxury homes  
Priced from: \$600,000  
School district: West Jefferson Hills  
Agency: Costa Homebuilders  
412-384-8170  
www.costahomebuilders.com

### Chapel Harbor at the Water

Fox Chapel Single-family luxury homes  
Priced from: \$800,000  
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412-384-8170  
costahomebuilders.com

### Chapel Harbor Townhomes

Fox Chapel Townhomes  
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Agency: Costa Homebuilders  
412-384-8170  
costahomebuilders.com

### Chapel Pointe

Fox Chapel Townhomes  
Priced from: High \$500's  
School district: Fox Chapel Area  
Agency: Costa Homebuilders  
412-384-8170  
costahomebuilders.com

### Chartiers Landing

Robinson Township Single-family homes  
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School district: Montour  
Agency: Berkshire Hathaway HomeServices  
412-262-4630  
thepreferredrealty.com

### Copper Creek

West Deer Township Patio homes  
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724-449-9900  
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South Fayette Paragon Homes  
412 787 8807  
www.VisitParagonHomes.com

### Emerald Fields

Pine Township Single-family homes  
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School district: Pine Richland  
Agency: Costa Homebuilders  
412-384-8170  
Costahomebuilders.com

### Emerald Fields

Pine Township Single-family homes  
Priced from: \$800's  
School district: Pine Richland  
Agency: Berkshire Hathaway HomeServices  
724-776-3686  
thepreferredrealty.com

### Emerald Fields

Pine Township Single-family homes  
Priced from: mid \$800,000's  
School district: Pine Richland  
Agency: Howard Hanna Real Estate Services  
724-772-8822  
newhomes.howardhanna.com

### The Enclave

Fox Chapel  
Priced from: \$1,400,000  
School district: Fox Chapel Area  
Agency: Keller Williams  
724-992-6432  
kathrynheinauer@kw.com

### Estates of Lion Ridge

South Fayette Single-family homes  
Priced from: \$750,000  
School district: South Fayette  
Agency: Coldwell Banker Real Estate Services  
724-942-1200

### Falconhurst Forest

Fox Chapel Single-family homes  
School district: Fox Chapel Area  
Agency: Howard Hanna Real Estate Services  
412-963-6300  
newhomes.howardhanna.com

### Fayette Farms

North Fayette Single-family homes  
Priced from: Upper \$300's  
School district: West Allegheny  
Agency: Ryan Homes  
412-275-4465  
ryanhomes.com

### Fayette Farms Estates

North Fayette Township Custom Homes  
Priced from: \$400,000  
School district: West Allegheny  
Agency: Keller Williams  
412-787-0888

### Field Brook Farms

Richland Township Single-family homes  
Priced from: mid \$700's  
School district: Pine-Richland  
Agency: Howard Hanna Real Estate Services  
724-772-8822  
newhomes.howardhanna.com

### Fields of Nicholson

Franklin Park Borough Custom carriage-homes and villas  
Priced from: \$550's and up  
School district: North Allegheny  
Agency: Berkshire Hathaway HomeServices  
412-367-8000  
thepreferredrealty.com

## Hastings

South Fayette Township  
Single-family, first-floor carriage & townhomes  
Priced from: \$300's  
School district: South Fayette  
Agency: Charter Homes & Neighborhoods  
(800) 325-3030  
LifeAtHastings.com

## HyTyre Farms

West Deer Township  
Carriage Homes  
Priced from: \$224,000  
School district: Deer Lakes  
Agency: Richland Holdings, LLC  
724-443-4800

## Imperial Ridge

Imperial  
Single-family homes  
Priced from: Low 300's  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

## Inglefield Estates

Pleasant Hills  
Single-family luxury homes  
Priced from: \$650,000  
School district: West Jefferson Hills  
Agency: Costa Homebuilders  
412-384-8170  
costahomebuilders.com

## LaFayette Meadow

South Fayette Township  
Priced from: Low \$400's  
School district: South Fayette  
Agency: Ryan Homes  
412-275-4465  
ryanhomes.com

## Lake MacLeod

Pine Township  
Single-family homes  
Priced from: \$1,200,000  
School district: Pine-Richland  
Agency: Keller Williams  
724-992-6432  
kathrynheinauer@kw.com

## Langdon Farms

Pine Township  
Single-family homes  
Priced from: \$850,000  
School district: Pine-Richland  
Agency: Achieve Realty  
412-720-9033  
barringtonhomespa.com

## Laurel Grove

Pine Township  
Single-family homes & townhomes  
Priced from: Mid \$400's  
School district: Pine-Richland  
Agency: Heartland Homes  
412-275-4465  
HeartlandLuxuryHomes.com

## Laurel Grove

Pine Township  
Priced from: Low \$300's  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

## Laurel Grove

Pine Township  
Single-family homes  
Priced from: Mid \$700's  
School district: Pine-Richland  
Agency: Infinity Custom Homes  
888-424-9424  
BuildInfinityhomes.com

## Mallard Pond

Marshall Township  
Single family homes  
Priced from: mid \$900,000's  
School district: North Allegheny  
Agency: Howard Hanna Real Estate Services  
412-260-5854  
newhomes.howardhanna.com

## Marks Landing

Robinson Township  
Custom homes  
Priced from: \$550,000 house and lot  
School district: Montour  
412-276-3333  
markslanding.net

## The Meadows at Hampton

Hampton Township  
Custom single-family and ranches  
Priced from: \$575,000  
School district: Hampton  
Agency: RE/MAX Select Realty  
724-933-6300 x657  
madiahomes.com

## Miramar Landings

O'Hara Township  
Luxury townhomes  
School district: Fox Chapel  
Agency: Howard Hanna Real Estate Services  
412-427-0654  
newhomes.howardhanna.com

## Park Place

Indiana Township  
Single-family homes  
School district: Fox Chapel  
Agency: Howard Hanna Real Estate Services  
412-963-6300  
newhomes.howardhanna.com

## Parkwood Pointe

Crescent Township  
Priced from: \$300,000+  
School district: Moon Township  
Agency: Berkshire Hathaway HomeServices  
724-776-3686  
thepreferredrealty.com

## The Preserve at Snowden

South Park Township  
Luxury Patio Homes  
Pricing coming soon!  
School district: South Park  
Agency: Scarmazzi Homes  
724-223-1844  
Scarmazzihomes.com

## Private Acreage

South Fayette  
Custom single family homes  
\$450,000 and up  
South Fayette  
Paragon Homes  
412 787 8807  
www.VisitParagonHomes.com

## Raintree Manor

Hampton Township  
Townhomes  
Priced from: \$225,000  
School district: Hampton  
Agency: Minnock Construction Company  
412-366-4770

## Richmont Townhomes

Fox Chapel  
Priced from: Mid \$300's  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

## The Ridge at Manor

Pine Township  
Single-family homes  
Priced from: mid \$900,000  
School district: Pine-Richland  
Agency: Howard Hanna Real Estate Services  
724-772-8822  
newhomes.howardhanna.com

## Ridgeview Estates

Monroeville  
Single-family homes  
Lots start at: \$35,000  
School district: Gateway  
Agency: Berkshire Hathaway HomeServices  
724-327-0444  
thepreferredrealty.com

## The Rivers Edge at Oakmont

Oakmont  
Single-family, duplexes, condominiums and apartments  
Starting at: High \$700,000's  
School district: Riverview  
Agency: Howard Hanna Real Estate Services  
412-427-0654  
newhomes.howardhanna.com

## Ross Park Trails

Ross Township  
Single-family homes  
Priced from: High \$400,000's  
School district: North Hills  
Agency: Pitell Homes.  
412-364-9411  
PitellHomes.com

## Sangree Farms

Ross Township  
Custom single-family homes  
Priced from: \$500,000  
School district: North Hills  
Agency: Minnock Real Estate Services  
412-369-7253

## Settlers Pointe

Collier Township  
Single-family homes  
Priced from: \$600,000  
School district: Chartiers Valley  
Agency: Howard Hanna Real Estate Services  
724-941-8800  
newhomes.howardhanna.com

## Sewickley Crossing Townhomes

Ohio Township  
Priced from: Mid \$300's  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

## Sewickley Heights Manor

Aleppo Township  
Custom single-family homes  
Priced from: \$300,000  
School district: Quaker Valley  
Agency: Minnock Construction Company  
412-366-4770

## Siena at St. Clair

Upper St. Clair  
Townhomes  
Priced from: \$589,900  
School district: Upper St. Clair  
Agency: Howard Hanna Real Estate Services  
724-833-3600  
newhomes.howardhanna.com

## Summerfield at North Park

Pine Township  
Single-family homes  
Priced from: \$950,000  
School district: Pine-Richland  
Agency: Achieve Realty, Inc.  
724-933-1980 X667

## Sunrise Junction

Collier Township  
Priced from: Upper \$300's  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

## Traditions of America at Summer Seat

North Hills  
Single-level living, 55+  
Starting at: mid \$300,000's  
Agency: Traditions of America  
412-837-2520  
TraditionsOfAmerica.com

## Trinity Place

Pine Township  
Single-family homes  
Starting at: \$1,300,000  
School district: Pine Richland  
Agency: Howard Hanna Real Estate Services  
412-855-2161  
newhomes.howardhanna.com

## Venango Trails

Marshall Township  
Single-family homes  
Priced from: mid \$600,000  
School district: North Allegheny  
Agency: Howard Hanna Real Estate Services  
724-772-8822  
newhomes.howardhanna.com

## Walnut Court

McCandless Township  
Townhomes  
Priced from: Mid \$400,000's  
School district: North Allegheny  
Agency: Howard Hanna Real Estate Services  
724-772-8822  
newhomes.howardhanna.com

## Wellington

Fox Chapel / Indiana Township  
Single-family homes  
Priced from: \$1,950,000  
School district: Fox Chapel Area  
Agency: Howard Hanna Real Estate Services  
412-963-6300  
newhomes.howardhanna.com

## Wexford Station

Pine Township  
Single-family homes  
Priced from: upper \$500's  
School district: Pine Richland  
Agency: Berkshire Hathaway HomeServices  
412-536-4040  
thepreferredrealty.com

## BEAVER COUNTY

## Chippewa Trails

Chippewa  
Ranch style homes  
Priced from: Upper \$200's  
School district: Blackhawk  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

## Evergreen Heights

Brighton Township  
Patio Homes  
Priced from: high \$399,900  
Agency: Howard Hanna Real Estate Services  
412-551-1161  
newhomes.howardhanna.com

## Goldenrod Meadows

North Sewickley Township  
Single-family homes  
Priced from: \$400,000  
School district: Riverside  
Agency: Howard Hanna Real Estate Services  
7224-775-5700  
newhomes.howardhanna.com

## Pinehurst Village

Ohioville  
First floor living villas  
Priced from: \$345,000  
School district: Beaver  
Agency: Howard Hanna Real Estate Services  
724-775-5700  
newhomes.howardhanna.com

## Seven Oaks

Brighton Township  
Golf-course community with single-family custom homes and carriage homes  
Priced from: \$400's  
School district: Beaver Area  
Agency: Berkshire Hathaway HomeServices  
724-774-2222  
thepreferredrealty.com

## Seven Oaks

Ohiosville  
Single-family homes  
Priced from: \$500,000  
School district: Western Beaver  
Agency: Howard Hanna Real Estate Services  
724-775-5700  
newhomes.howardhanna.com

## Villas of Economy

Baden  
Priced from: \$250,000  
School District: Ambridge  
Agency: Berkshire Hathaway HomeServices  
724-776-3686  
thepreferredrealty.com

## BUTLER COUNTY

## Arden Wood

Harmony  
Ranch style homes  
Priced from: Low \$300's  
School district: Seneca Valley  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

## Townhomes at Blackthorne Estates

Penn Township  
Priced from: Upper \$200's  
School district: Penn Trafford  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

## Brookhaven

Mars  
Single-family homes  
Priced from: Mid \$600's  
School district: Mars  
Agency: Heartland Homes  
412-275-4465  
HeartlandLuxuryHomes.com

## Chatham Court

Adams Township  
Luxury paired villas  
Priced from: Mid \$700's  
School district: Mars Area  
Agency: Berkshire Hathaway HomeServices  
724-776-3686  
thepreferredrealty.com

## Cypress Fields

Mars Township  
Single-family homes  
Priced from: Upper \$600's  
School District: Mars  
Agency: Infinity Custom Homes  
888-424-9424  
BuildInfinityhomes.com

## Duffy Highlands

Center Township  
Single-family and carriage homes  
Priced from: \$290's  
School district: Butler Area  
Agency: Brennan Realty LP  
724-256-4885  
www.brennanhomes.com



### Eagle Ridge

Cranberry Township  
Single-family homes  
Priced from: mid \$900,000's  
School district: Seneca Valley  
Agency: Howard Hanna Real Estate Services  
724-772-8822  
newhomes.howardhanna.com

### Enclave at Highpointe

Seven Fields  
Town homes  
Priced from: Mid \$400's  
School district: Seneca Valley  
Agency: Infinity Custom Homes  
888-424-9424  
Buildinfinityhomes.com

### Forest Edge

Single-family homes  
Priced from: Mid \$700's  
School District: Seneca Valley  
Agency: Infinity Custom Homes  
888-424-9424  
Buildinfinityhomes.com

### Foxwood Trail

Zelienople  
Single Family Homes  
Priced from: Mid \$400's  
School district: Seneca Valley  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

### Gabriel's Crest

Adams Township  
Single-family homes  
Priced from: Mid \$600's  
School district: Mars  
Agency: Heartland Homes  
412-275-4465  
HeartlandLuxuryHomes.com

### The Greens at Blackthorne Estates

Penn Township  
Priced from: Upper \$300's  
School district: Penn Trafford  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

### Harmony Place

Jackson Township  
Single-family and carriage homes  
Priced from: \$370's  
School district: Seneca Valley  
Agency: Brennan Realty LP  
724-687-0157  
www.brennanhomes.com

### Heritage Crossings

Sarver  
Patio homes  
Priced from: \$390's  
School district: Freedom Area  
Agency: Weaver Homes  
412-609-5261  
weaverhomes.com

### Hickory Glen

Adams Township  
Single-family homes  
Priced from: \$650's  
School district: Mars  
Agency: Weaver Homes  
412-609-5261  
weaverhomes.com/hickory-glen

### Hidden Springs

Cannonsburg Borough  
Single-family homes and duplexes  
Priced from: \$400,000 single-family homes and \$300,000 duplexes  
School district: Butler Area  
Agency: Northwood Realty  
724-776-9705  
northwood.com

### John Quincy Adams

Adams Township  
Single-family homes  
Priced from: \$550,000  
School district: Mars Area  
Agency: Berkshire Hathaway HomeServices  
412-367-8000  
thepreferredrealty.com

### John Quincy Adams Estates

Adams Township  
Single-family homes  
Priced from: \$649,000  
School district: Mars Area  
Agency: Achieve Realty

### Laurel Pointe

Cranberry Township  
Single-family homes  
Priced from: High \$600's  
School district: Seneca Valley  
Agency: Infinity Custom Homes  
888-424-9424  
Buildinfinityhomes.com

### Leslie Farms

Evans City  
Single-family homes  
Priced from: Mid \$300's  
School district: Butler  
Agency: Pitell Homes  
412-364-9411  
PitellHomes.com

### Meadow Point

Mars Township  
Single-family homes  
Priced from: High \$700's  
School district: Mars Area  
Agency: Infinity Custom Homes  
888-424-9424  
Buildinfinityhomes.com

### Meeder

Cranberry Township  
Single-family homes, first-floor carriage and townhomes  
Priced from: High \$200,000  
School district: Seneca Valley  
Agency: Charter Homes & Neighborhoods  
800-325-3030  
lifeatmeeder.com

### Millcreek Farms

Middlesex Township  
Patio homes  
Priced from: \$390's  
School district: Mars School District  
Agency: Weaver Homes  
412-609-5261  
weaverhomes.com/millcreek-farms

### Park Place

Cranberry Township  
Townhomes  
Priced from: Low \$300's  
School district: Seneca Valley  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

### Plantation at Saxonburg

Saxonburg  
Quad-patio homes  
Priced from: Low \$300's  
School district: South Butler  
Agency: Pitell Homes.  
412-364-9411  
PitellHomes.com

### Plantations

Lancaster Township  
Single-family homes  
Priced from: \$440,000  
School district: Seneca Valley  
Agency: Brennan Realty LP  
724-687-9097  
www.brennanhomes.com

### Scenic Ridge

Lancaster Township  
Patio homes and Courtyard  
Single Level Living  
Priced from: \$370's  
School district: Seneca Valley  
Agency: Weaver Homes  
412-609-5261  
weaverhomes.com

### Shelton Place

Evans City  
Quad Patio Homes  
Priced from: Low \$300's  
School district: Butler  
Agency: Pitell Homes  
412-364-9411  
PitellHomes.com

### Sunrise Acres

Adams Township  
Single-family and carriage homes  
Priced from: \$400's  
School district: Mars Area  
Agency: Brennan Realty LP  
724-359-4066  
www.brennanhomes.com

### Timberlee Farms

Connoquenessing Township  
Single-family-homes  
School district: Butler Area  
Agency: Brennan Realty LP  
724-687-9097  
www.brennanhomes.com

### Twin Oaks

Buffalo Township  
Priced from: Mid \$300's  
School district: Freeport  
Agency: Ryan Homes  
412-275-4465  
ryanhomes.com

### The Village at Camp Trees

Adams Township  
Single-family homes  
Priced from: \$650's  
School district: Mars and Pine Richland  
Agency: Weaver Homes  
412-609-5261  
weaverhomes.com

### The Villas at Spring Valley

Jackson Township  
Patio homes  
Priced from: \$390's  
School district: Seneca Valley  
Agency: Weaver Homes  
412-609-5261  
weaverhomes.com

### Wakefield Estates

Cranberry Township  
Custom single-family homes  
Priced from: \$750,000  
School district: Seneca Valley  
Agency: Berkshire Hathaway HomeServices  
724-776-3686  
thepreferredrealty.com

### Whitetail Meadows Townhomes

Mars  
Townhomes  
Priced from: Low \$300's  
School district: Mars  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

### Woodland Trace

Adams Township  
Custom single-family homes  
Priced from: \$850,000  
School district: Mars Area  
Agency: Keller Williams  
412-922-6432  
kathrynheinauer@kw.com



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### Woodland Trace

Adams Township  
Custom single-family homes  
Priced from: \$750,000  
School district: Mars Area  
Agency: Berkshire Hathaway  
HomeServices  
The Preferred Realty  
724-776-3686  
thepreferredrealty.com

## WASHINGTON COUNTY

### Alto Piano

Cecil Township  
Single-family homes  
Priced from: \$700,000  
School district: Canon-McMillan  
Agency: Howard Hanna Real  
Estate Services  
724-417-1772  
newhomes.howardhanna.com

### Anthony Farms

Peters Township  
Single-family homes  
Priced from: High \$900,000  
Agency: Howard Hanna Real  
Estate Services  
724-941-8800  
newhomes.howardhanna.com

### Arabian Meadows

Chartiers Township  
Luxury Patio Homes  
Priced from: \$340's  
School district: Chartiers Houston  
Agency: Scarmazzi Homes  
724-223-1844  
www.scarmazzihomes.com

### Brookwood Brownstones

Peters Township  
Townhomes  
Priced from: Upper \$300's  
School district: Peters Township  
Agency: Infinity Custom Homes  
888-424-9424  
Buildinfinityhomes.com

### Cherry Valley Estates

McDonald  
Priced from: \$328,900  
School District: Fort Cherry  
Agency: Berkshire Hathaway  
HomeServices  
412-536-4040  
thepreferredrealty.com

### Cherry Valley Estates

McDonald  
Priced from: High \$500,000's  
School District: Fort Cherry  
Agency: Costa Homebuilders  
412-384-8170  
Costahomebuilders.com

### Creekside Crossing

North Strabane Township  
Single-Family Homes  
Priced from: Upper \$300's  
School District: Canon McMillan  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

### Fair Acres

Upper St. Clair  
Custom single-family homes  
Priced from: Lots, \$750,000  
School District: Upper St. Clair  
Agency: Berkshire Hathaway  
HomeServices  
724-833-7700  
thepreferredrealty.com

### Fieldstone

Peters Township  
Custom homes  
Priced from: \$600,000-\$800,000  
School district: Peters Township  
Agency: Keller Williams Agency  
thekarenmarshallgroup@gmail.com  
724-941-9400 X126

### Greenwood Village

Canonsburg  
Townhomes  
Priced from: Upper \$200s  
School District: Canon McMillan  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

### Highland Village

Union Township  
Luxury Patio Homes  
Pricing coming soon!  
School district: Ringgold  
Agency: Scarmazzi Homes  
724-223-1844  
Scarmazzihomes.com

### Howard Ridge

North Franklin  
Single-family detached/10 acre lots  
Priced from: \$550,000  
School district: Trinity  
Agency: MK Homes  
724-206-9741  
www.buildmkhomes.com

### Juniper Woods

Peters Township  
60 lots total  
School district: Peters Township  
Agency: Karen Marshall - Keller  
Williams Realty  
724-941-9400 X126  
thekarenmarshallgroup.com

### Justabout Farms

Peters Township  
Priced from: \$523,900+  
School district: Peters Township  
Agency: Berkshire Hathaway  
HomeServices  
412-536-4040  
thepreferredrealty.com

### The Landing

North Strabane  
Townhomes  
Priced from: Low \$300s  
School district: Canon McMillan  
Agency: Heartland Homes  
412-275-4465  
HeartlandLuxuryHomes.com

### Laurel Landing Ranch Homes

North Strabane  
Ranch style homes  
Priced from: Upper \$400s  
School district: Canon McMillan  
Agency: Heartland Homes  
412-275-4465  
HeartlandLuxuryHomes.com

### McConnell Trails

Cecil Township  
Single-family homes and  
Townhomes  
Priced from: Low \$300's  
School district: Cannon McMillan  
Agency: Ryan Homes  
412-275-4465  
ryanhomes.com

### Meadow Ridge

Peters Township  
Single-family homes  
Priced from: \$655,900  
School district: Peters Township  
Agency: Berkshire Hathaway  
HomeServices  
412-833-7700  
thepreferredrealty.com

### The Overlook at Peters

Peters Township  
Single-family homes  
Priced from: \$450,000  
School district: Peters Township  
Agency: Howard Hanna Real  
Estate Services  
724-941-8800  
newhomes.howardhanna.com

### Parkside Meadows

Collier Township  
Priced from: \$500,000 and up  
School district: Chartiers Valley  
Agency: Paragon Homes  
412-787-8807  
www.VisitParagonHomes.com

### Piatt Estates

Houston  
Single-family luxury homes  
Priced from: \$600,000  
School district: Chartiers-  
Houston  
Agency: Costa Homebuilders  
412-384-8170  
Costahomebuilders.com

### Sherwood Pond

Peters Township  
Priced from: \$422,900  
School District: Peters Township  
Agency: Berkshire Hathaway  
HomeServices  
412-536-4040  
thepreferredrealty.com

### Summerfield Woods

Chartiers Township  
Priced from: Low \$300's  
School district: Trinity  
Agency: Ryan Homes  
412-275-4465  
ryanhomes.com

### Sycamore Reserve

North Franklin  
Single-family detached  
Priced from: \$400,000  
School district: Trinity  
Agency: MK Homes  
724-206-9741  
www.buildmkhomes.com

### Waterdam Farms

McMurray  
Ranch style homes  
Priced from: Upper \$300,000's  
School district: Canon McMillan  
Agency: Heartland Homes  
412-275-4465  
HeartlandLuxuryHomes.com

## WESTMORELAND COUNTY

### Abby Place

Penn Trafford  
Single-family homes  
Priced from: mid \$400,000  
School district: Penn Trafford  
Agency: Howard Hanna Real Estate Services  
724-327-5161  
newhomes.howardhanna.com

### The Acres

Murrysville  
Single-family homes  
Priced from: To come  
School district: Franklin Regional  
Agency: Howard Hanna Real Estate Services  
412-417-1772  
howardhanna.com

### Acropolis Heights

Unity Township  
Custom single-family homes  
Priced from: \$500,000  
School district: Greater Latrobe  
Agency: Berkshire Hathaway HomeServices  
724-838-3660  
thepreferredrealty.com

### Allegheny Woodlands

Allegheny Township  
Custom single-family and Detached patios  
Priced from: \$400,000  
School district: Kiski Area  
Agency: Howard Hanna Real Estate Services  
724-941-8800  
newhomes.howardhanna.com

### Augusta

Penn Township  
Single-family homes  
Priced from: \$375,000  
School district: Penn-Trafford  
Agency: Berkshire Hathaway HomeServices  
724-327-0444  
thepreferredrealty.com

### Bella Molise

Murrysville  
Single-family luxury homes  
Priced from: \$700,000  
School district: Franklin Regional  
Agency: Costa Homebuilders  
412-384-8170  
costahomebuilders.com

### Bella Molise

Murrysville  
Single-family homes  
School district: Franklin Regional  
R.A. Snoznik Construction, Inc.  
www.rasnoznikcustomhomes.com

### Cedar Hills

Rostraver Township  
Condominiums and villas  
Priced from: \$265,500  
School district: Belle Vernon Area  
Agency: Berkshire Hathaway HomeServices  
724-929-7228  
thepreferredrealty.com

### Cherry Wood Estates

Mt. Pleasant Township  
Single-family homes  
Priced from: Low \$300's  
School district: Mount Pleasant Area  
Agency: Berkshire Hathaway HomeServices  
724-838-3660  
thepreferredrealty.com

### Cherry Wood Estates

Mt. Pleasant Township  
Single-family homes and Villas  
Priced from: Low \$300's  
School district: Mount Pleasant Area  
Agency: Coldwell Banker Real Estate Services  
724-864-2121  
liveatcherrywood.com

### Feightner Estates

Hempfield Township  
Single-family homes lots  
Priced from: \$64,500 - \$74,500  
School district: Hempfield Area  
Agency: Berkshire Hathaway HomeServices  
724-929-7228  
thepreferredrealty.com

### Foxfield Knoll

Unity Township  
Single-family homes  
School district: Greater Latrobe  
R.A. Snoznik Construction, Inc.  
www.rasnoznikcustomhomes.com

### Glenn Aire

Unity Township  
Custom single-family homes  
Priced from: \$375,000  
School district: Greater Latrobe  
Agency: Berkshire Hathaway HomeServices  
724-838-3660  
thepreferredrealty.com

### The Legends

North Huntingdon  
Custom Single Family, Villas, Paired Villas  
Priced from: mid \$370,000's  
School District: Norwin  
Agency: Scalise Real Estate Inc.  
724-864-5500  
scalisehomes.com

### Lindwood Crest

Hempfield Township  
Over 55 Single-family homes  
Start at: \$338,900  
School district: Hempfield  
Agency: Berkshire Hathaway HomeServices  
724-838-3660  
thepreferredrealty.com

### Maplecrest

Monroeville  
Ranch style homes  
Priced from: low \$300's  
School district: Gateway  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

### Palmer Place

Unity Township  
Custom single-family  
Priced from: \$700,000  
School district: Greater Latrobe  
Agency: Berkshire Hathaway HomeServices  
724-838-3660  
thepreferredrealty.com

### Siena Ridge

Murrysville  
Single-family homes  
Priced from : \$750,000  
School district: Franklin Regional  
Agency: Howard Hanna Real Estate Services  
724-327-5161  
newhomes.howardhanna.com

### Sterling Oaks

Penn Township  
Ranch style homes  
Single-Family and carriage homes  
School District: Penn Trafford  
Agency: Howard Hanna Real Estate Services  
412-417-1772  
newhomes.howardhanna.com

### Tuscan Hills

North Huntingdon  
Single-family homes  
Priced from: Upper 300's  
School district: Norwin  
Agency: Ryan Homes  
412-275-4465  
Ryanhomes.com

### The Village on Kistler Ridge

Penn Township  
Paired Villas and single-family homes  
School district: Penn-Trafford  
R. A. Snoznik Construction, Inc.  
www.rasnoznikcustomhomes.com

### Villages at Totteridge/Banbury

Golf-course community with Patio homes, Single-family, and Custom homes  
Salem Township  
Priced from: \$320,000  
School district: Greensburg-Salem  
Agency: Berkshire Hathaway HomeServices  
724-838-3660  
thepreferredrealty.com

### Villas of Willow Estates

North Huntingdon Twp.  
Luxury custom patio homes  
Priced from: \$380,000's  
School district: Norwin  
Agency: All Star Homes  
412-877-2112  
Allstarhomesinc.com

### Willow Estates

Irwin  
Single-family luxury homes  
Priced from: mid \$500,000  
School district: Norwin  
Agency: Willow Glenn Development  
412-657-2840  
reneebrun29@gmail.com

### Wimmerton Place

Unity Township  
Paired Villas  
Priced from: \$325,000  
School district: Latrobe  
Agency: Pellis Construction  
724-961-5531  
pellisconstruction.com



724-327-1844 + SUNCRESTHOMESPA.COM +  
3819 OLD WILLIAM PENN HWY, MURRYSVILLE PA 15668



### Clifton Vista

Murrysville  
Single-family homes  
School district: Franklin Regional  
Agency: RE/MAX Heritage  
724-396-0674  
www.rasnoznikcustomhomes.com

### Fairfield

Hempfield Township  
Villas, Paired Villas, Custom Homes  
Priced from: \$350,000  
School district: Hempfield Area  
Agency: Pellis Construction  
724-961-5531  
pellisconstruction.com

### Hillstone Village

Murrysville  
Carriage homes & Single-family homes  
Priced from: \$460,000  
School district: Franklin Regional  
Agency: KACIN  
724-327-6694  
www.kacin.com

### Kingsbrooke Estates

Unity Township  
Paired Villas, Custom Homes  
Priced from: \$350,000  
School district: Latrobe  
Agency: Pellis Construction  
724-961-5531  
pellisconstruction.com

### Northpointe

Hempfield Township  
Single-family homes  
Priced from: \$330,000  
School district: Hempfield Area  
Agency: Berkshire Hathaway HomeServices  
724-838-3660  
thepreferredrealty.com

### North Meadow

Patio Homes and level Ranch Homes  
Priced from: Low \$300,000's  
School District: Kiski Area  
Agency: KACIN  
724-327-6694  
www.KACIN.com

# Do

what's true to you.

Do a different direction.  
That others won't follow.

Or don't. Because they  
can't see what you do.

Do a path that's yours.  
Take chances. Try things.

Enjoy the highs when it works.  
And ride the bumps  
when it doesn't.

Life has no guarantees.  
Other than this:

Do what's true to you,  
and regrets will  
never be yours.

**DollarBank**<sup>®</sup>  
Let's get you there.

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