acobson: satisfaction in building homes

Continued from Page 1 homes a year in the \$150,000 to

Volumes from reage the state of the state of the state of the same builders, Jacobson remains optimistic the boom times of the past decade will return. "There are certainly some nice growth areas (remaining)."

JACOBSON SAID while new home sales are down, there has been less than a 5 percent decrease from last year — hardly, he says, a reason to

panic.
"We're sitting back a bit," he ac-knowledged, pointing to uncertain-

ties in the economy and in the Mid-die East, but closing up shop would be a mistake.

Interest rates are expected to drop, he said, and just because hous-ing values have dropped in the East and West, doesn't mean the Midwest will suffer a real!

and West, doesn't mean the Midwest will suffer as well.

There is not one housing market in the country, but many, Jacobson said. What is happening in the East and West, where property values have been overvalued, does not have to spell doom for other areas of the

changed since he chose it as a career more than 15 years ago.

From the deep recession in the early part of the decade to the boom time as the decade ender, from a time when communities welcomed growth with open arms because of the tax revenues, prestige and jobs to a time when the slow-growth/no-growth communities shut the doors, builders have been on a roller coaster of a ride.

Such a tumultuous decade would have been impossible to predict, Jacobson said.

Builders are no longer the cruiers

of their own destinies, he said. In-stead their projects are subject to the sometimes capricious whims of public opinion.

AND HE BELIEVES that most of

AND HE BELIEVES that most of these changes are unnecessary. People fail to realize builders are much better at what they do than they were a decade ago, Jacobson said. Wetlands restrictions, woodland protection, low density — most of the rules communities develop are unnecessary.

Ten years ago, it wouldn't be unusual for a builder to strip a lot of its

trees and squeeze every square foot of home possible on it, Jacobson said. "(Today) you'd be foolish to do that.

Shall county you be rooted to be seen to be some the bullets are more seasitive than they were in the past," he said. People want natural settings, they want said is it disturbed, the more the borne can be sold for Jacobson said. When it comes down to what's good for an area, bullders are a prety savvy group of people and they know how to do their job, Jacobson said. Certainly some bullders are carreless, perhaps even reckless, but

all bullders should not be judged—
and restricted—because of a few
bad apples.

But a present the second of a few
bad apples.

The first second of a few
bad apples.

The first second of a few
and the first benefit anyone. Jacobson predicted the show
growth/no-growth modernent lister
will yield to a more accepting thut
once people realize that, and most
importantly, the end of aspirations
of owning a home.

"Without bullders, you're cutting
out the American dream," Jacobson
said.

Van Every defends today's 'better' builders

A FULL-SCALE subdivision development, he added, will take up to two years after planning begins until the final home is built.

the final home is built.

Van Every said nothing good has

the control of the concome from the regulations and con-trols, "It's all bad — it loads front end costs,"

end costs."

Minimum lot sizes increases the value of land, building regulations inflate the cost of building and the permit process magnifies the time spent per project, he said.

"What we've done is created a sit-

uation where alfordable housing can't be built," Van Every said. People have to ask whether the tradeorf is worth it, he said.

True, housing is better today, but when all is said and done, the buildings of yesterday are still providing credlent home.

"All the subdivisions of 45 years ago are still good, they're still functional.
Beyond their impact on new devel-

Beyond their impact on new devel-

opment, the increased regulations also impact existing housing. The high-cost new housing increases the value of property in a community,

which then increases the assess-ments on all homes.
"It looks nice on a personal bal-ance sheet to say I bought my house for \$125,000 and now It's worth \$250,000, but walt until the tax bill

BUILDERS ARE combating an unjustified image problem, Van Every said. They're considered the bad guys in the development process. "(No-growth proponents) have the

feeling we're dragging people out to the developments. "But we don't create the people or the market — we satisfy the need that's there," he said. "If we build a subdivision and no one moved there, all we could do is sit there and look at it."

at it."

Van Every said his induction into
the hall of fame is an honor — because it shows his colleagues think
highly of him — and a responsibility

— because it casts him as a role model for younger builders. Although not something he has sought over the years. Van Every sald he has accepted the mantle of role model. Even before he won the has always been

bers of the organization.

Buy' being a reputable builder means more than being a role mode! for young builders — it also means talking to community groups about building interests and young people about building and business in general.

The samptions view of Simpson Lake, along with mature trees and open areas evoke a technical ocentry and calm Ver, along removed and the standard of the stand

monty today Homes available from \$287,900

From lawyer to builder

Continued from Page 1

"If people want to talk about something, I've always been an open book," he said. "I would hope they would come to me regardless."



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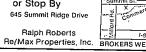
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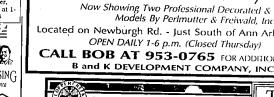
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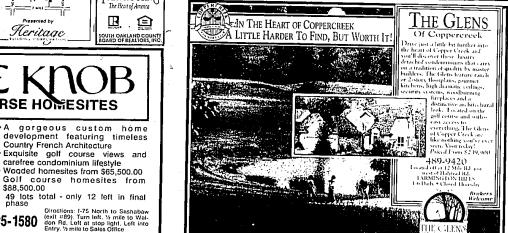


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