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15 HOMES  
THROUGHOUT  
BALDWIN  
COUNTY

2021  
**PARADE  
OF  
HOMES**

BALDWIN COUNTY HOME BUILDERS ASSOCIATION

OCT.  
23-24  
AND  
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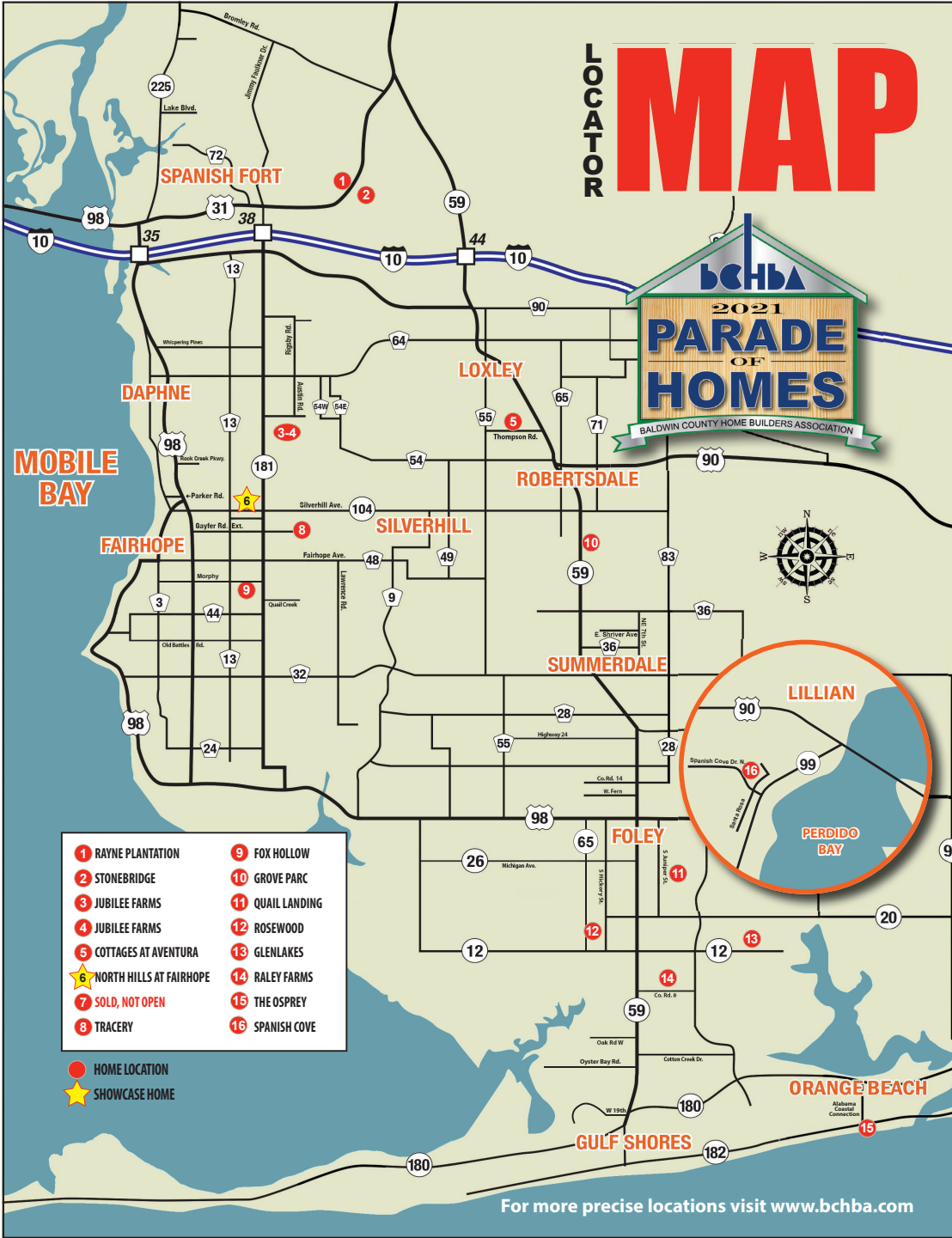
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| 2. STONEBRIDGE,<br>13088 MONTICELLO BLVD.,<br>SPANISH FORT                            | 11. QUAIL LANDING,<br>1004 PHEASANT<br>CIRCLE, FOLEY   |
| 3. JUBILEE FARMS,<br>10325 SECRETARIAT BLVD.,<br>DAPHNE                               | 12. ROSEWOOD,<br>1271 CAPER AVE.,<br>FOLEY             |
| 4. JUBILEE FARMS,<br>10384 SECRETARIAT BLVD.,<br>DAPHNE                               | 13. GLENLAKES,<br>9600 LAKEVIEW DR.,<br>FOLEY          |
| 5. COTTAGES OF AVENTURA,<br>16416 PRADO LOOP,<br>LOXLEY                               | 14. RALEY FARMS,<br>7026 ABIGAIL ST.,<br>GULF SHORES   |
| 6. SHOWCASE HOME<br>NORTH HILLS AT FAIRHOPE,<br>304 POWDERHORN RIDGE RD.,<br>FAIRHOPE | 15. THE OSPREY,<br>3147 OSPREY LANE,<br>ORANGE BEACH   |
| 7. SOLD, NOT OPEN   | 16. SPANISH COVE,<br>3191 CAMINO REAL LOOP,<br>LILLIAN |
| 8. TRACERY,<br>219 ORNATE AVE.,<br>FAIRHOPE   |  |
| 9. FOX HOLLOW,<br>261 FENNEC ST.,<br>FAIRHOPE   |  |
| 10. GROVE PARC,   |  |



For more precise locations visit [www.bchba.com](http://www.bchba.com)

# Welcome to the 2021 Parade of Homes

The Baldwin County Home Builders Association is pleased to present its 32nd annual Parade of Homes. This year, we will be featuring 16 new homes from Spanish Fort to Orange Beach. Please take advantage of this excellent opportunity to tour these beautiful homes and learn about the latest trends in building technology and design features. Our inventory of new homes is low and with the value of homes increasing, that makes buying a new home an excellent investment.

We proudly present this year's "Showcase Home" built by Stewart & Whatley Builders, LLC, in one of the newest neighborhoods in Fairhope, North Hills at Fairhope. This four-bedroom, four baths Showcase Home has an open-floor plan concept. The exterior of the home features parged bricks for an artistic old-world feel, copper gutters and trim, slate line 50-year dimensional shingle roof and timber framed porches. Custom interior trim designed exclusively for this home surrounds each door and window frame. Hand crafted archways carry your eyes throughout the home and hand-hewn antique beams from the 1850s accent the main living area of the home. The masonry fireplace is a main focal point in the living area. The gourmet kitchen with inset cabinets features Wolf/Sub-zero appliances including a wet bar and wine cooler. The master bedroom features custom his and her closets with floor to ceiling built-ins that sit next to the gorgeous cutting edge master bath. Make your way upstairs to two bedrooms with dramatic vaulted ceilings, a formal study, bonus room and stunning views of the 78-acre estate behind the property. Each bedroom boasts its own private bath and walk-in closets.

Entertain year round with a built-in full outdoor kitchen under the large covered back porch. Custom 14' accordion doors fold open for a floor to ceiling open-air experience for your guests.

The Showcase Home may be viewed for a \$5 per person donation to the Baldwin County Child Advocacy Center (Care House), which provides services and resources for child victims of abuse and their families. For more information on this 501(c)(3) organization, go to <http://www.baldwincountycac.org/>.

We are proud to showcase some of the finest new homes and builders during our Parade of Homes. We build communities, one home at a time. You can find a list of these homes

with descriptions and maps through our website of [www.bchba.com](http://www.bchba.com). You can also find publications with the listings in each home.

Baldwin County encompasses 2,000+ square miles of beaches, quaint towns, farming and quiet neighborhoods. With its rich history, culture and unique communities, residents preserve the area's heritage and natural beauty. Whether you are looking for a place to retire or to prosper in our fast-growing economy, Baldwin County is a great place to live for many years to come.

We look forward to your visit – Enjoy!

*Jeff Frostholm, President,*

Baldwin County Home Builders Association



Visit our website at  
[www.HomeBuildersParadeOfHomes.com](http://www.HomeBuildersParadeOfHomes.com)

# Stewart & Whatley Builders Present | The Showcase Home 2021

Stewart & Whatley Builders is honored to announce the 2021 Showcase House for the Baldwin County Home Builders Association's Parade of Homes. Stewart & Whatley Builders' founders, Ben Stewart and Tyler Whatley are known for their renowned, custom homes built throughout Baldwin and Mobile counties. This year's showcase home is located in the premiere custom development North Hills at Fairhope and boasts large, luxurious lots, rolling hills and water features. The showcase home is nestled next to a 78 acre private estate creating a wonderful backdrop of privacy. Located at 304 Powderhorn Ridge Road in Fairhope offering 4 bedrooms 4 full baths + office/study, kids den and upstairs bonus room.

Ben and Tyler have spared no expense at creating a fabulous, truly custom home from floor to ceiling. The home has exquisite features from local partners and designers. The exterior of the home

features parged bricks for an artistic old-world feel, copper gutters and trim, slate line 50-year dimensional shingle roof and timber framed porches. Walk up to an oversized 4-foot front door that leads to an open-floor plan concept. Custom interior trim designed exclusively for this home surrounds each door and window frame. Hand crafted archways carry your eyes throughout the home and hand-hewn antique beams from the 1850s accent the main living area of the home. The masonry fireplace is a main focal point in the living area.

Guests can gather in the oversized gourmet kitchen with inset cabinets, custom paint choices, walk-in pantry and Wolf/Subzero appliances including a wet bar with icemaker and wine cooler. Hardwood and tile flooring flows throughout the home. Entertain year round with a built-in full outdoor kitchen under the large covered back porch. Custom 14' accordion doors fold open for a floor

to ceiling open-air experience for your guests.

If you can draw your attention away from the main entertaining areas of the home, you will notice cypress interior doors with hand-painted antique glaze. The master bedroom features custom His and Her closets with floor to ceiling built-ins that sit next to the gorgeous cutting edge master bath design with custom exotic marble countertops chosen especially for this home.

Make your way upstairs to two bedrooms with dramatic vaulted ceilings, a formal study, bonus room and stunning views of the 78-acre estate behind the property. Each bedroom boasts its own private bath and walk-in closets.

The home is currently listed for sale by Dena Pittman with Coldwell Banker Reehl Properties. Stewart & Whatley Builders have worked closely with Mel Crane of Mel Crane Design for the finishing details of this luxury home. This is truly a

special home with attention to detail at every turn.

## ABOUT THE BUILDER

*Ben Stewart and Tyler Whatley believe in building a relationship with each client they serve. They have strong ties to Mobile and Baldwin Counties and have built solid relationships with their clients as well as their sub-contractors. Ben and Tyler personally spend time with each client — from the budgeting and planning stages to the construction stages of a custom build. This unique, hands-on philosophy fosters a team approach and makes customers feel comfortable that they are getting exactly what they want throughout the process.*

# ALABAMA IS MAKING UNCOMMON STRENGTH THE NORM!

Since Hurricanes Ivan and Katrina, Alabama has embraced FORTIFIED as a way to ensure its homes are stronger and better able to withstand severe weather events. Based on decades of research from the Insurance Institute for Business & Home Safety (IBHS), the FORTIFIED Home™ program helps families protect their homes from hurricanes and other storms by identifying key construction and roofing practices that can minimize damage from winds up to 130 mph, torrential rain and hail up to 2 inches in diameter. Today, more than 25,000 Alabama homes have a FORTIFIED designation – including every home in the Baldwin County Parade of Homes.

“Alabamians are all too familiar with the disruption, displacement and loss natural disasters bring and understand why it is so important to protect our homes,” notes IBHS President and CEO Roy Wright. “Fortunately, the State has led the nation in resilient construction and re-roofing for the past decade and is demonstrating how we can narrow the path of storm damage.”

When Hurricane Sally made landfall on the 15th anniversary of Hurricane Ivan, there were roughly 16,000 FORTIFIED homes in its path and, as expected, these homes suffered less damage than traditionally-built homes. An Auburn University study shows homes with even the lowest FORTIFIED designation were 43% less

likely to have over 10% of their roof damaged. This is consistent with an analysis of claim data provided by four different insurance carriers. In that study, FORTIFIED homes were 60% less likely to file an insurance claim than traditionally-built homes.

“FORTIFIED’s results during Hurricane Sally show why resilient construction is so important,” says Smart Home America CEO Julie Shiyu-Woodard, an organization committed to promoting resilient construction throughout the country with campaigns like Don’t Goof When You Re-Roof and Don’t Goof. Flood Proof. “By making relatively minor changes to the way we build and reroof homes, we can prevent major damage during low-intensity storms and in the areas a little further from the eye of higher-intensity storms.”

The FORTIFIED standard was developed by IBHS after years of studying the aftermath of storms and finding common weaknesses that can be reinforced to create a stronger home. The nonprofit research organization tested solutions in the only lab in the world capable of subjecting a full-size house to simulated hurricanes with torrential rain and winds up to 130 mph. The FORTIFIED standard requires dozens of construction improvements proven to reduce damage and prevent water intrusion, so families can return home sooner after a storm.

The FORTIFIED program also requires that key elements of the standard are documented (in photographs and/or compliance forms) by a certified independent, third-party evaluator. After collecting dozens of photos of the construction process, evaluators provide the documentation IBHS for review. Only when all required documentation has been provided and reviewed will a home receive its FORTIFIED designation.

“Personally, living in a home with a FORTIFIED Gold designation has given me peace of mind when I see storms in the Gulf,” says FORTIFIED Director of Market Development Alex Cary, “and on top of that, I get a significant discount on my home owners insurance.”

In Alabama, insurance discounts range from 25% for FORTIFIED Roof to 50% for FORTIFIED Gold (each insurance company’s discounts are different, so homeowners should contact their agent or insurer for specific details). Additionally, most insurers in the state offer a FORTIFIED Endorsement. While coverage varies by carrier, this additional insurance is designed to make upgrades to a FORTIFIED roof more affordable for all. The endorsements are only triggered when a full roof replacement is otherwise covered. If your roof is not FORTIFIED, ask your insurance agent if this option is available to you.

In addition to discounts and endorsements being widely offered throughout the state, Alabama also boasts one of the largest mitigation grant programs in the country. Established by legislation in 2011, Strengthen Alabama Homes (SAH) is designed to help homeowners improve property resilience with retrofits that reduce damage caused by hurricanes or other catastrophic windstorm events. When funds are available, the Alabama Department of Insurance offers financial assistance, up to \$10,000, to qualified homeowners to assist in the cost of retrofitting their homes. Funding for the program comes from the insurance industry in Alabama and is not funded from the state’s general budget. To date, over 3,000 families have received an SAH grant.

With grants, endorsements and discounts, it’s easy to see why Alabama has become the leader in resilient construction. With every home meeting FORTIFIED’s highest level, The Baldwin County Parade of Homes is a great example of how resiliency is truly becoming a normal part of the homebuilding process on the Alabama coast.

To learn even more about the FORTIFIED Home™ program, visit [fortifiedhome.org](http://fortifiedhome.org).

## Board of Directors



# FINANCIAL FITNESS

## For first time home buyers

Buying a home for the first time can be a rewarding experience. A home is an investment and place for you and your family to call your own. There are many steps involved in purchasing a home. Before you fall in love with a property or contact a real estate agent, it is important to make sure your finances are in order. To help your home purchase go smoothly, you should know where you stand financially. To help you assess your financial fitness for your home purchase, consider the following:

**Check Your Credit Score.** An important first step is checking your credit score. Your score will help you determine the financing options available to you and your score will impact your mortgage terms. Lenders check credit scores to determine if a borrower has a record of on-time payments to gauge the likelihood of repaying the mortgage. The higher your credit score, the more financing options and lower interest rates will be available to you.

**Set a Realistic Budget.** How much house can I afford is one of the first questions first-time home buyers ask themselves. Experts say that your total monthly home expenses should not exceed more than one-third of your gross monthly income. As you prepare a budget, make sure to include your estimated housing costs and down payment. Your estimated housing costs should not only include your mortgage payment but also other factors such as your estimated annual property taxes, home insurance and loan terms (how long you would like to pay off your mortgage).

**Shop Around for a Mortgage Rate.** To secure the best financing deal for your new home, make sure to shop around for a home loan. Comparing costs may save you a significant amount of money in the long run. If you need assistance, a mortgage lender can help provide guidance on the various loan options available. There are several types of mortgages available, including FHA, conventional, adjustable rate, and fixed rate. You'll need to learn more about each mortgage to figure out which option works best for you.

**Know Your Down Payment Options.** The longstanding first-time home buyer myth is that you need a 20 percent down payment to purchase a home. There are several loan programs and options available to allow buyers to move forward with purchasing a home with a smaller down payment. Determining how much you should put down is a personal decision based on your financial status.

**Get Pre-qualified or Pre-approved for a Mort-**

**gage.** While the terms seem interchangeable, they vary in terms of purchasing a home. If you get pre-qualified for a home, you'll learn how much money you will be able to borrow based on your financial profile, which includes a credit check. When you pre-qualify, you learn more about your financial readiness and will get an introduction to the mortgage options available to you. To get pre-approved for a mortgage, you provide more details about your financial status to a lender as well as a credit check. After the lender verifies your information, you will receive a letter of the amount and type of mortgage available to you. In a competitive real estate market, a pre-approval letter shows sellers and real estate agents that you are a serious buyer ready to make an offer on a home.

To find a new home or for more home buying advice, contact the Baldwin County Home Builders Association at (251) 928-9927 or the Home Builders Association of Metro Mobile at (251) 661-6523



## beachin'

*Life on the Alabama Gulf Coast*

The monthly magazine for and about the Beachin' lifestyle along the Alabama Gulf Coast, includes attractions, events, entertainment, food and human interest features.

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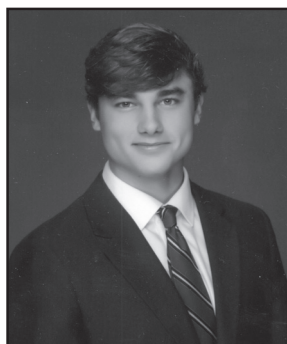
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# Congratulations

## 2021 SCHOLARSHIP WINNERS



The Baldwin County Home Builders Association awarded \$8,000 in annual scholarships to local students. Since 1997, the BCHBA has awarded scholarships to deserving students pursuing careers in the home building industry. Qualifying students must be enrolled in construction-related studies in a technical school or college. To date, the Association has awarded \$113,600 in scholarships to help students in Baldwin County prepare for careers in the home building industry. The Association is reaching out to students to encourage them to pursue a career in the building industry. We strive to assist them in their pursuit, whether it be as a builder, architect, engineer, plumber, carpenter, electrician, welder, landscaper, etc. There is a dire need for skilled individuals. The BCHBA's 2021 Scholarship Committee included Jeff Frosthalm - BCHBA President, Brian Armstrong - BCHBA 1st Vice President, Nancy Grace - Associate Council Chairman, Marsha Jordan - Executive Vice President.



### **BENJAMIN PRICE**

Benjamin plans to attend Auburn University and to study Biosystems or Mechanical Engineering. "Having watched custom homes being built for three generations before me, I cannot help but

want to carry on the legacy set by my family. I wish to put the same quality into the homes built by my father and grandfather, while also using my biosystem engineering skills to create energy efficient homes." The son of Chris and Jana Price of Mobile, Benjamin was inducted into the National Honor Society, Quill & Scroll Honor Society and has excelled at Varsity Football and Varsity Track. Benjamin has volunteered for Hurricane Sally cleanup and assisted Volunteers of America. He has worked for his father on jobsites during the summers.



### **JOHN ELLIS HOPE**

John Ellis attends Auburn University and is majoring in Building Science with a minor in Business. "I have been focusing my studies toward Construction Management and

have learned it is a very complex field with many variables. After graduation I plan on working for a large construction company to expand my knowledge of construction. After gaining enough experience, I wish to start my own business. I aim to build a small business that will positively impact my family and local community." The son of John and Sarah Hope of Fairhope, Alabama, John Ellis is a member of the Farmhouse Fraternity at Auburn and a member of the Associate General Contractors Builders Guild. He is member of the National Honor Society and is on the Dean's List at Auburn University.



### **COLE SMITH**

Cole plans to attend at University of South Alabama and is studying Mechanical Engineering. "Since I was a child, both building things and understanding how things work has always intrigued me. A

career in engineering could help me further those interests in many ways. I feel like many careers in the homebuilding spectrum teach you valuable life skills. Such skills include a hard work ethic and a very sedulous mindset." The son of Sandy and Tara Smith of Foley, Alabama, Cole has been in the National Honors Society since 10th grade. He enjoys automechanics, computer programming and building machines and works as a Manager at Jimmy Johns.



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1



**Truland Homes – Rayne Plantation**  
 31540 Canopy Ln., Spanish Fort  
 3BR/2BA / 2,126 SQ. FT. / 251-621-0850

The Santa Fe is comprised of 3-bedrooms, 2-baths and spans 2126 sq. ft. This home is perfect for retirees, recent empty-nesters, or single homebuyers looking for the right-sized space. Enjoy a beautifully appointed home that opens into a grand entertaining space while giving you lots of natural light, crafted details, and just the right number of bedrooms. Enjoy flexible spaces so you can fill your home with what you find most important, whether that be office space, a yoga room, or space for the grandkids. Let a Truland Home contribute to your next chapter! Comfort meets convenience at Rayne Plantation. Located off Hwy 31 in Spanish Fort, this beautiful community boasts a quiet family atmosphere and exclusive amenities. A grand entrance welcomes you home and sets the stage for immaculate landscaping and peaceful streets. You'll enjoy amenities such as multiple exclusive lakes, two pools (one for a quieter active adult lifestyle with open-air pavilion, restrooms, eating area and a firepit AND a larger community pool with an outdoor grilling kitchen and ample seating), a family playground, a communal grilling area, and more. All of this luxury comes with a great location! You'll be zoned for Spanish Fort schools and you're a quick 10-minute drive from the convenience of downtown and the I-10 interstate.

*Directions: Heading north on Hwy 181 past I-10. Turn right onto US-31, from US-31 turn left onto Canopy Loop*

2



**DR Horton – Stonebridge**  
 13088 Monticello Blvd., Spanish Fort  
 4BR/3BA / 2,486 SQ. FT. / 251-382-2294

The Hawthorne 3-car garage floor plan. As you enter the home, the foyer leads to the fabulous open concept Living/Kitchen area featuring granite countertops, a deep stainless undermount sink, stainless appliances, a spacious pantry and island that overlooks the family room which is accented with beautiful trayed ceilings. The main bedroom also has trayed ceilings and a roomy ensuite with two walk-in closets, granite tops with undermount double bowl vanity, 5' shower, and soaking tub. Hot Water is provided by an efficient Rinnai Tankless Water Heater. The second bedroom has a full bath and walk-in closet and would be perfect for mother-in-law or teenagers. The third and fourth bedrooms are to the front of the home, on either side of the third full bath. Stonebridge is a beautiful single-family home community located on the serene Eastern Shore of Baldwin County. Buyers will enjoy living within proximity to Gulf beaches, Mobile Bay, Downtown Mobile, a wide variety of restaurants, much sought after Spanish Fort schools, shopping centers, and more! When at home, buyers will enjoy the many amenities available at Stonebridge including 2 pools, 2 basketball courts, tennis courts, artificial turf whiffle ball and soccer fields, gym, and playgrounds.

*Directions: From Hwy 181, head east on Hwy 31 for 3.2 miles and the community will be on your right.*

3



**DR Horton – Jubilee Farms**  
 10325 Secretariat Blvd., Daphne  
 4BR/2.5BA / 2,306 SQ. FT. / 251-382-2294

The Victoria has a fabulous open eat-in kitchen featuring a walk-in pantry and island that overlooks the oversized living room filled with natural light from large windows and elevated ceilings that lead outside to a covered porch for an extended living space. Private bedroom with a roomy ensuite with double bowl vanity, 5' shower, soaking tub and large walk-in closet. Additional 3 bedrooms are located at the front of the house and include large closets and a private hall & bath with double bowl sinks.

Visit Daphne's only resort style community. Huge entrance featuring a water wheel and fishing lake, resort style pool, clubhouse, stocked ponds throughout the community and many more.

*Directions: From CR 64/Daphne Avenue & Hwy 181, south on Hwy 181 for 1.5 miles. Community will be on your left.*



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**Truland Homes – Jubilee Farms**

10384 Secretariat Blvd., Daphne  
4BR/3BA / 2,806SQ. FT. / 251-621-0850

The Nashville – This 4-bedroom, 3-bathroom home is 2806 sq. ft. Upon entering, you'll enjoy a large open floorplan with a foyer that leads into an adjacent formal dining room and a great room that's perfect for entertaining. With a spacious kitchen featuring an oversized island, you can serve your friends and family delicious dinners or sit with your littles at the breakfast nook that looks out over the backyard. When retiring for the day, enjoy a tucked-away master retreat with a large private bath. The Nashville floorplan has ample bedrooms for your family or guests and a covered outdoor patio for year-round entertaining options.

Jubilee Farms is an elite masterplan community with incredible amenities. Located in Daphne, Alabama, this is a one-of-a-kind community in Baldwin County that welcomes you home with a truly grand entrance, featuring a scenic lake and green spaces abound. The 8,300sqft community clubhouse has an adult-only pool, splash pad, gym, yoga room, catering kitchen, card room, social multi-use area, and tot room. Additionally, there is also a resort-style zero-entry family pool with a 20-foot water slide. To indulge in the great outdoors, residents can enjoy walking through the numerous nature trails, fishing in the scenic lakes, playing games on the event lawn, relaxing by the fire pits, or cooking for friends at the grilling area.

*Directions: Hwy 181 to Secretariat Blvd., model located on right side.*



**Breland Homes, LLC – Cottages of Aventura**

16416 Prado Loop, Loxley  
4BR/2BA / 1,815 SQ. FT. / 850-465-3590

This lovely, all brick home features an inviting, covered front porch, with craftsman style charm. Inside you will find an open floor plan design with four bedrooms in separate areas for privacy, 9 ft. ceilings throughout. Trey ceilings set off the family area and main bedroom, which are accented by crown molding, craftsman trim package and casement windows and openings, really set this home apart. Stainless steel appliances, with plenty of granite countertops for workspace, and a nice walk-in pantry create a functional kitchen. Enjoy the private owner's suite with separate garden tub, shower and a large walk-in closet.

*Directions: Driving south on Hwy 90/Hwy 59, veer right on Rawls Rd. Cottages of Aventura will be on the right.*

*Driving north on Hwy. 90/Hwy 59, take a left on Thompson Rd., by Central Baldwin Middle School, then right on Rawls Rd. Cottages of Aventura will be on the left.*



**Stewart & Whatley Builders, LLC – North Hills at Fairhope**

304 Powderhorn Ridge Rd., Fairhope  
4BR/4BA / 5,470 SQ. FT. / 251-776-2888

Southern eclectic design where tudor meets European styling. Stunning curb appeal situated on a large level lot in Eastern Shore's premiere development North Hills at Fairhope. Countless one of a kind features inside and out with trim design, hand hewn timber beams from the 1850's and solid cypress interior doors. Exterior upgrades include 3 car side entry garage, slate line 50 yr dimensional shingle roofing, copper roof accents and gutter/flashing system and timber framed porches. Brick construction with parging to create an artistic old world feel. Wonderful open floorplan designed with the focus on various living areas for an active family. 14' accordion French door system leads from the great room to the outdoor living area. This home has 4 bedrooms, 4 full baths + office/study, kids den and upstairs bonus room. Gourmet kitchen with inset cabinets, full Wolf/Subzero appliance package, walk-in pantry and wet bar with wine cooler/ice maker unit. Master suite offers his/her huge closets with custom built-ins and cutting edge master bath design. This is truly a special home with attention to detail at every turn.

*Directions: From US Hwy 98, turn left onto AL 104. Drive 1.5 miles East on 104. The entrance to North Hills of Fairhope is to your left at the top of the hill. Proceed 0.2 miles to Powderhorn Ridge Rd. The Showcase home is on your right.*



**Truland Homes – Tracery**

219 Ornate Ave., Fairhope  
4BR/3BA / 2,606 SQ. FT. / 251-621-0850

The Easton model offers 4-bedrooms, 3-baths and is 2606 sq. ft. The home welcomes you with a large and inviting foyer leading to your spacious living room. With high ceilings, crown molding, a gourmet kitchen with an adjacent breakfast nook, and our signature trademark offering more natural light and windows than most homes this floorplan has everything you want. The bathrooms and bedrooms offer ample space for a growing family or fill your home with a fitness room, a study or guest quarters. The choice is yours!

Tracery is a non-pass-through subdivision with 43 homesites tucked away in the quiet area of northeast Fairhope. Truland Homes has built their popular Prestige Collection of homes with six main floor living home designs offering high-quality and affordable price points in a well sought-after location. The community is in a quiet area of Fairhope just minutes from the bay, shopping and everything else in between.

*Directions: Heading north on Hwy 181 from Fairhope Ave. turn right onto Gayfer Rd., at the end of Gayfer Rd. turn left onto Lawrence Rd., and turn left onto Ornate Ave at the Tracery entrance.*



**Truland Homes – Fox Hollow**

261 Fennec St., Fairhope  
4BR/3BA / 2,772 SQ. FT. / 251-621-0850

The Arlington – This 4-bedroom, 3-bath home with 2772 sq. ft. offers ample room for a growing family and a traditional exterior design that welcomes you home. Enjoy a well-appointed kitchen with plenty of room for cooking, date nights in, or morning breakfasts and cheerio boxes. The great room is made for family living space and opens into the formal dining room. A main floor primary suite provides a quiet retreat with an oversized bathroom and spacious walk-in closet. Upstairs you will find spare bedrooms that offer guests privacy or teens plenty of space for gaming and dance parties. This home provides room to grow that fits a various number of lifestyle needs and wants!

Located just minutes from Downtown Fairhope, the Fox Hollow neighborhood is calm and quaint with a variety of home options. Each homeowner has access to a 2-acre pond where residents can fish and enjoy the natural scenery. When exploring away from home, residents can enjoy the Fairhope lifestyle that offers an exceptional southern city full of charm, history, natural beauty, and entertainment. The neighborhood of Fox Hollow is located just minutes away from Fairhope's best shopping, schools, dining options and medical facilities.

*Directions: From US 98, head south on S. Greeno Rd. toward Plantation Blvd., turn left toward Morphy Ave, turn right onto Hollow Haven St., turn right onto Fennec St.*



**DR Horton– Grove Parc**

18879 Chipola Dr., Robertsdale  
4BR/2BA / 2,047 SQ. FT. / 251-382-2294

The Cairn has a fabulous open kitchen, featuring a walk-in pantry and large island. The kitchen overlooks the dining and living room combination leading outside to a large, covered porch for an extended living and entertaining space. The private bedroom has a roomy ensuite, double bowl vanity, 5' separate shower, soaking tub, and an oversized walk-in closet. The bedroom suite allows natural light from large windows creating an inviting, spacious retreat. The second and third bedrooms are to the front of the home, nestled close to the second full bath. The fourth bedroom is directly across from the second and third bedrooms. Multiple storage closets to store all your accessories, laundry room, and big pantry have plenty of room.

Located in Robertsdale, Grove Parc is tucked away in a quiet community that anyone would love to call Home Sweet Home. You will be minutes away from local restaurants, shops, and Alligator Ally. Short drive to Foley, where you can enjoy shopping at Tanger Outlets and family fun time at OWA.

*Directions: From HWY 59, turn on County Rd 48S, turn left onto County Rd 71 and destination will be on your left in 0.2 miles*

11



**Breland Homes, LLC – Quail Landing**  
1004 Pheasant Circle, Foley  
4BR/2BA / 1,815 SQ. FT. / 850-465-3590

In Quail Landing, you will find our Cottages series and our Estate series homes. Craftsman style homes that range from 1660 square feet to over 3200 square feet, there is a home for just about everyone. All brick, low maintenance exterior, two and three car garages, 9 ft. ceilings throughout and tray ceilings in the living room and main bedroom (plan specific) with crown molding that accents these areas nicely. These homes are split floor plan with an open, spacious feel. Granite in the kitchen and baths while the kitchen boasts a large wet island and plenty of counter space. Quail Landing is a quiet setting to relax and unwind at the end of the day.

*Directions: From the intersection of Hwy 59 and E. Michigan Ave., travel east to a right on Pecan St., take a left on Pheasant Circle and the model is the first home on the right.*

12



**Truland Homes – Rosewood**  
1271 Caper Ave., Foley  
4BR/3BA / 1,833 SQ. FT. / 251-621-0850

The Rushmore is a 4-bedroom, 3-bath, 1833 sq. ft. home that offers affordability, lasting value, and the right-sized space for a small family. Enjoy plenty of entertaining space and our “Truland Trademark” that includes high ceilings, numerous windows allowing for bountiful natural light, an open floor-plan design, and crafted details that make this home complete. The Rushmore is a great first-time home purchase or a downsizing nest close to the beaches of Gulf Shores without the high price tag!

Welcome to Rosewood, conveniently located on Hwy 65 in Foley. Here, you can enjoy a quieter, more rural setting while still being just minutes away from some of the county’s best local shops and restaurants. If you have an active family, then you’re close to the Foley Sports Complex, The Park at OWA, The Alabama Gulf Coast Zoo, or Tanger Outlets. You’re also just a short drive from Fort Morgan and the Gulf Shores beaches if you’re looking to relax and get some sun. Rosewood is the perfect community to call home regardless of your pace of life. With homes starting in the mid \$200s you will find a range of floorplans with plenty of living space to hold a small or growing family.

*Directions: Rosewood is located on County Road 65, just north of County Road 12. South of County Road 26 and west of Highway 59.*

13



**Breland Homes, LLC – Glenlakes**  
9600 Lakeview Drive, Foley  
4BR/3BA / 2,117 SQ. FT. / 850-465-3590

Located in the beautiful community, Glenlakes Golf Club, with views of lakes and the golf course, you will not find a better place to come home to! Low maintenance brick and Hardie exteriors, with irrigation to make life easier. Extended garages for golf cart storage. Once inside, an open floor plan with 9 ft. ceilings, tray ceilings in living room and main bedroom, crown molding and extra trim throughout for just that extra touch. Granite in kitchens and baths, and a main bathroom that features a soaking tub with a tile surround and large tile shower.

*Directions: Heading south on Foley Beach Express, take a left on Mifflin Rd., and a right into the main entrance of Glenlakes community (Clubhouse Dr.) and first left on Carnoustie Dr., follow until a stop sign at Lakeview Dr., take a left and the model home is on the right.*

14



**DR Horton – Raley Farms**  
7026 Abigail St., Gulf Shores  
4BR/2BA / 2,047 SQ. FT. / 251-382-2294

The Cairn has a fabulous open kitchen, featuring a walk-in pantry and large island. The kitchen overlooks the dining and living room combination leading outside to a large, covered porch for an extended living and entertaining space. The private bedroom has a roomy ensuite, double bowl vanity, 5’ separate shower, soaking tub, and an oversized walk-in closet. The bedroom suite allows natural light from large windows creating an inviting, spacious retreat. The second and third bedrooms are to the front of the home, nestled close to the second full bath. The fourth bedroom is directly across from the second and third bedrooms. Multiple storage closets to store all your accessories, laundry room, and big pantry have plenty of room.

*Directions: From Foley Beach Express – Head West on Coastal Gateway Blvd for 1.1 mile and community will be on your right.*

*From AL-59, head east onto Coastal Gateway Blvd for .6 miles and community will be on your left*

15



**Mark Keel Construction, LLC – The Osprey**  
3147 Osprey Ln., Orange Beach  
5BR/4.5BA / 2,600 SQ. FT. / 251-980-5000

This 5BD/4.5BA custom NEW CONSTRUCTION home will have great waterfront views and an open concept floor-plan. Each house in the subdivision will come with an assigned covered boat slip. The home is in the vacation rental district of Orange Beach and has high rental income potential. This Fortified Gold home built by Mark Keel Construction will feature custom cabinetry, shiplap walls and wood ceilings in the living area, an elevator, high end appliances with gas range, custom tile showers, Hardie siding, porch on main floor and upper floor, landscaping with irrigation system, impact windows and doors.

*Directions: Start out going east on Canal Rd./Alabama’s Coastal Connection/AL-180 toward Spinnaker Way. Turn right onto Alabama Coastal Connection/Orange Beach Blvd./AL-161. Continue to follow Orange Beach Blvd./AL-161. Turn left onto Perdido Beach AL 182. The entrance to The Osprey subdivision is in 0.47 miles on the left.*

16



**DR Horton – Spanish Cove**  
3191 Camino Real Loop, Lillian  
4BR/2BA / 2,047 SQ. FT. / 251-382-2294

The Cairn has a fabulous open kitchen, featuring a walk-in pantry and large island. The kitchen overlooks the dining and living room combination leading outside to a large, covered porch for an extended living and entertaining space. The private bedroom has a roomy ensuite, double bowl vanity, 5’ separate shower, soaking tub, and an oversized walk-in closet. The bedroom suite allows natural light from large windows creating an inviting, spacious retreat. The second and third bedrooms are to the front of the home, nestled close to the second full bath. The fourth bedroom is directly across from the second and third bedrooms. Multiple storage closets to store all your accessories, laundry room, and big pantry have plenty of room.

Spanish Cove is a quaint community tucked in the heart of Lillian, Alabama. You will enjoy being so close to Perdido Bay where you can enjoy nature, fishing, and walking trails at Perdido Bay Park. You are within driving distance of Alabama’s beautiful, white sand beaches, local entertainment, restaurants, and shopping.

*Directions: Head south on Foley Beach Express, Turn left onto US-98 E for 12 miles. Turn right onto S Perdido St for .7 miles, turn right onto Co-Rd 99 for .4 miles and the Community will be on your Right.*



**FOR  
SALE**

# Top 10 Tips TO SELL YOUR HOME

If you've made the decision to put your house on the market, there are a few more steps you need to take before you put the "For Sale" sign in your front yard. In fact, by taking the time to carefully go through your house from the perspective of a potential buyer, you'll see the potential problem areas that could prevent offers from coming in.

Following these suggestions — which include some simple, common-sense items and more time-intensive tasks — will pay off in the long-run when the perfect buyer walks through your door.

**1. The Power of Paint.** If your home needs to be painted, this is the time to do it. The interior paint job should be fresh and clean and in a single, neutral color throughout. The same goes for the exterior.

And, don't forget shutters and windows. If your home has vinyl or aluminum siding, be sure it's clean. Moldy, dirty siding will tell a buyer that your home has not been taken care of properly.

**2. Clean the Carpets.** If your carpets are in decent condition, a professional cleaning can help refresh them. But old, matted carpeting will be a detriment to your home selling. If you have hardwood floors under old carpet, tear up the carpet to expose them.

**3. Check Off the Repair List.** Make a list of all those little repairs you've let go. Then make a plan to fix each one. The hole in the screen, the loose doorknob, the doorbell that doesn't work and the leaky faucet must all be repaired before buyers start looking at your home.

**4. Consider New Appliances.** If your home's appliances, like the dishwasher, oven, refrigerator and washer and dryer, are old and outdated, it could pay to replace them. Buyers do not want to be faced with the possibility of having to replace appliances upon moving in

to a new house. Shiny, new appliances already in place will be a big selling point.

**5. De-Clutter to Create More Space.** Clear your house of clutter and debris. Get rid of piles of old newspapers and magazines, the old clothes that don't fit, the closet full of small appliances that don't work, dust-filled collections of knickknacks, etc. Clean, open spaces make your home look bigger to prospective buyers.

**6. Not So Personal.** Minimize the amount of personal items and mementos in your home. Prospective buyers want to imagine themselves living in the home. Too many family pictures will make them feel that they're invading your home, not inspecting their future home.

**7. Back-to-Basics Cleaning.** It may go without saying, but you need to clean your house top to bottom including walls, floors, furniture and tabletops. Everything should be sparkling clean when a buyer makes that all-important first visit. Don't leave dirty dishes in the sink, crumbs on the counter or

laundry stacked in the bedroom.

**8. Create Curb Appeal.** Take a fresh look at your home from the street. Does it have curb appeal? Is it warm, inviting and well-kept? Make sure by mowing the lawn, weeding garden areas, trimming unruly bushes, resealing the driveway and sweeping the porch.

**9. Don't Forget the Closets.** Clean out closets so they appear more spacious. Closets are an important feature to today's buyers so make yours look as roomy as possible. If they're still cluttered after cleaning them out, remove items you don't need now and put them in storage.

**10. First Impression.** Pay particular attention to your front door. Repaint it if necessary. Polish the doorknob and knocker and clean the glass and screen door. When a buyer waits at the front door to enter, make sure he or she sees that your home was cared for lovingly.

## COMPLETE BALDWIN COUNTY CALENDAR

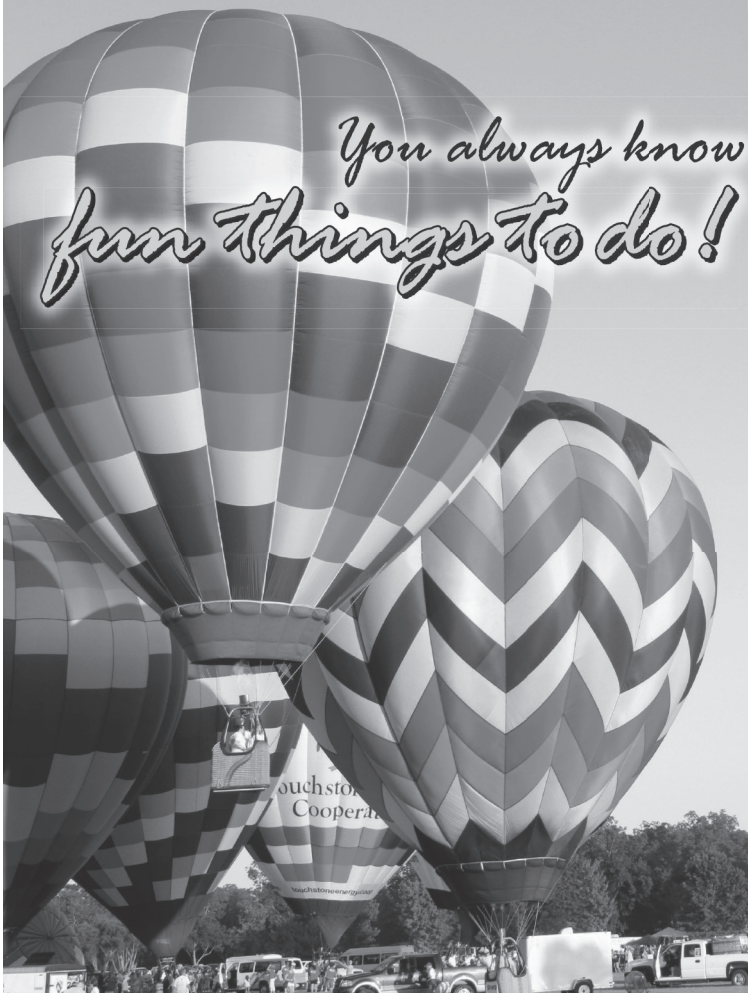
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# The Baldwin County Home Builders Association

The Baldwin County Home Builders Association is a trade association that serves its members by promoting the home building and construction trade industry, monitoring legislative/regulatory issues and providing educational and networking opportunities. BCHBA's goal is to provide and expand the opportunity for all consumers to have safe, decent and affordable housing.

Chartered in 1973, the association is currently 800+ members strong with over 20,000 member employees. The membership is comprised of 205 builder companies and 653 associate companies. Builders must be licensed by the Alabama Home Builders Licensure Board. Builders are the heart and soul of our association, from small-volume builders and remodelers to light commercial, multifamily and production builders. Associates are comprised of any person, firm, or corporation in the building industry as a supplier of products or services and the many craftsmen. From selling lumber, appliances, to financing mortgages, associates are a vital part of our association.

Members receive numerous money-saving benefits through local, state, and national business discounts on products, services, and insurance. Other benefits include opportunities to participate in monthly events such as the annual Home & Product Show, Spring Tour of Homes, Parade of Homes, golf and fishing tournaments and projects benefitting local charities, as well as numerous networking events.

The association has a Charitable Foundation to support its' educational and charitable activities. It was founded to support and engage in charitable activities dedicated to improving community housing and the residential housing community. It provides scholarships for students pursuing a

career in the building industry as well as other educational programs. Scholarship applications can be found online at [www.BCHBA.com](http://www.BCHBA.com). The deadline is March 15.

The association is reaching out to students to encourage them to consider a career in the building industry. Whether as a builder, architect, HVAC, plumber, carpenter, electrician, welder, or landscaper, there is a dire need for skilled individuals.

Membership provides a unique opportunity for individuals to help shape the future of their business and the home building industry. Membership begins at the local level

and automatically includes membership in the state and national associations. To find out more about the association, visit online at [www.BCHBA.com](http://www.BCHBA.com) and on Facebook.



*Marsha P. Jordan*

Marsha P Jordan, Executive Vice President  
Baldwin County Home Builders Association



## EXPLORE THE MANY BENEFITS OF NEW HOMES



Many Americans are ready to buy a new place, after spending more time at home this past year. According to a recent survey by the National Association of Home Builders (NAHB), 60 percent of buyers prefer new homes, the highest level since 2007. In April, NAHB celebrates New Homes Month and the many benefits of purchasing a new home. Modern designs, less maintenance and energy efficiency top the benefits list, especially as we ask our homes to do more.

"Today's new homes offer the type of features that buyers are seeking in the wake of the pandemic, from reducing energy consumption to adding more space," said Jeff Frosthalm. "New homes offer modern designs and flexibility, allowing buyers to choose a space that will provide a place for everyone in the household to live, work and play."

New homes offer modern floor plans and designs to optimize space and comfort at home. Buyers have the option to select large open areas to accommodate any lifestyle or growing family. Many new homes have the type of spaciousness that are not typically found in older homes. Modern designs are not limited to flexible spaces. New homes are equipped with the latest technological features and appliances.

Another benefit of purchasing a new home is the energy efficient options available. Many builders have embraced green building techniques, so a home is cost-effective to operate, has healthy indoor air quality and has a minimal impact on environmental resources. NAHB recently surveyed more than 3,000 home buyers, both recent and prospective, on the types of features they prefer to have in their

home, including eco-friendly components and designs. Some of the top features desired by home buyers include ENERGY STAR-rated windows and appliances and efficient lighting that uses less energy than traditional bulbs.

Not only can a new home save you money on utility bills, you can save on home maintenance costs. Professional home builders construct quality homes that are built to last. The headache of managing costly repairs can be avoided for many years. New home buyers do not have to hassle with trying to figure out which appliance will need to be replaced soon. With a new home, upgrades and remodels are not in the immediate future, so you can focus on settling into your new home, enjoying your new community and embracing your part in achieving the American Dream.



**CHARITABLE**  
FOUNDATION



**Learn More**  
*about*  
**Baldwin County  
Home Builders  
Association**

(251) 928-9927  
916 Plantation Blvd.  
Fairhope, AL 36532  
<https://www.bchba.com/>

## The Charitable Foundation

The mission of the Foundation is to support the educational and charitable activities of the Baldwin County Home Builders Association. The Foundation was founded to support and engage in charitable activities dedicated to the improvement of community housing and the residential industry, as well as provide scholarships for students pursuing a career related to the building industry and provide funding for other industry related educational programs.

The 501c.3 Foundation was established in 2015. Since its inception, the Foundation has enabled members to build a home for a local injured veteran of the war in Iraq and repair homes for some local veterans. A \$10,000 donation was made to the Ecumenical Ministries' Repair Baldwin program, enabling them to replace and repair roofs and build a handicap ramp on their 600th project.

Scholarships are awarded to local students continuing their education at a technical school or college. Tools are being purchased for local schools with carpentry classes.

We encourage you to consider contributing to our Foundation to enable us to continue our charitable work and scholarship program,

# MILLENNIALS ARE EAGER TO PURCHASE HOMES



Interest in home buying has not slowed down this year. Among the different generational groups, millennials, those born 1981 to 1996, are showing the most enthusiasm when it comes to purchasing a home. According to the National Association of Home Builders (NAHB) latest Housing Trends Report, millennials are the most likely generation to have moved on from planning a home purchase to actively searching for a home to buy in the first

quarter of 2021.

According to the report, 73 percent of millennial prospective buyers were already active buyers in the first quarter of 2021, an increase from 54 percent a year earlier. In contrast, the share rose only moderately among Gen Z (born 1997 to 2003) and Gen X buyers (born 1965 to 1980), and not at all among boomers (born 1946 to 1964).

Several factors are driving this trend. Buyers are afraid of missing out on still relative-

ly low mortgage rates. The pandemic has also increased the desire for more space at home. For example, another recent NAHB study on consumer preferences revealed that 63 percent of recent and prospective home buyers want a home office. Another factor influencing home buying is the desire to move to the outlying suburbs.

Millennials also had a positive outlook about the housing stock in the near future compared to other

generations. The share of millennial buyers who expect housing availability to ease up in the months ahead rose decisively between the first quarters of 2020 and 2021, from 26 percent to 42 percent. In contrast, the share declined slightly among the other generations.

In terms of the actual number of homes buyers are seeing for-sale (that they like and can afford), 40 percent of Americans reported seeing more available in the first

quarter of 2021 than the previous quarter, up from 31 percent a year earlier. Millennial buyers were the most likely to report seeing more homes for-sale in the market in the first quarter of 2021, at 46 percent, compared to 34 percent a year earlier. The share also rose among Gen Z and Gen X buyers, but much more moderately.

For some home buyers, housing affordability has improved. Millennials report the most improvement

in housing affordability perceptions in the last year. Between the first quarters of 2020 and 2021, the share of buyers of this generation who can afford half or more of the homes available doubled (22 percent to 44 percent), while changing little among the other generations.

For more information about home buying, contact Baldwin County Home Builders Association.

## Why You Should Consider a Career in Construction

A career in construction is more than just wearing a hard hat and steel-toed boots. The industry is filled with talented and creative individuals who have the opportunity to help build homes that strengthen communities. Not only does a career in the residential construction industry provide a sense of personal achievement, it also provides many practical benefits such as strong earning potential, job security and opportunities for advancement.

October is Careers in Construction month, which shines a spotlight on the opportunities in the industry and recognizes the professionals working in the residential construction industry. All those who are looking for a career change, seeking an alternative to a 4-year college degree or are simply interested in a new challenge should strongly consider a career in construction.

A Variety of Jobs for Every Skill Level Are Available

Occupations such as carpentry, plumbers and HVACR technicians are in high demand. These types of jobs require individuals who have skills such as being detail-oriented and active problem-solvers who enjoy troubleshooting a range of challenges. A popular career field that is often overlooked is the many jobs available in construction management. Construction managers plan, coordinate, budget and supervise

construction projects from inception to completion. Most construction manager's work out of a field office located at the construction site but some work in a more traditional office setting.

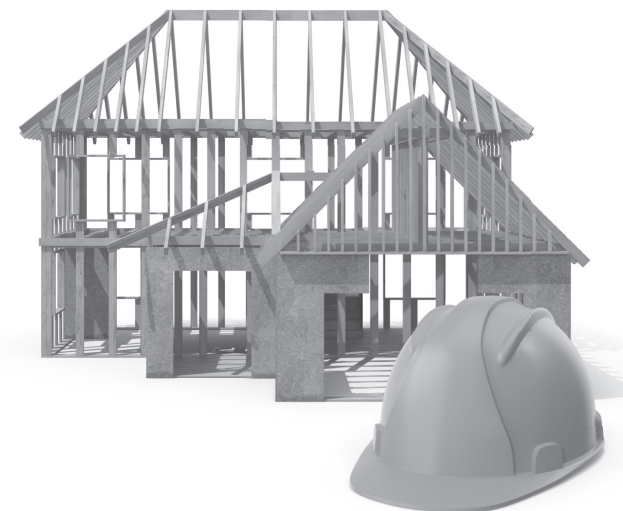
Skilled Trades Offer Individuals High Earning Potential

Individuals entering the residential construction industry have the potential to earn a great salary. The top 25% in most construction trades professions earn at least \$60,000 annually. And you don't need to follow the traditional college path to get there. The gender pay gap is also smaller in the construction trades. On average, women in the United States earn 80 cents for every dollar a man earns. Women in the construction industry earn 97 cents for every dollar a man earns. And average salaries in Baldwin County remain competitive with other industries in our area. For example, in Alabama electricians and plumbers can earn up to \$55,000

Training Opportunities and Scholarships Are Widely Available

There are many resources available to help individuals get started in a career in the trades. Baldwin County HBA can connect students to mentors, apprentice programs or other job training programs locally. The National Housing Endowment, in partnership with the Home Builders Institute and home

builders associations across the country offers scholarships to students interested in pursuing a career in the building industry.



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