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Triangle Builders Guild Forms

Outstanding Local Builders announce alliance for business synergy

RALEIGH - The Triangle Builders Guild (TBG) is a network of local professional residential homebuilders who have come together in a unique, non-competitive organization. The Guild formed in 2005 to help members share ideas, best practices, and create better business relationships with local and national vendors and manufacturers – all to benefit their individual customers.

The idea for TBG began in 2002 during the Habitat for Humanity Builder Blitz. Not only did the participating builders and vendors build 12 houses in one week, several local custom homebuilders forged strong relationships. They realized they could work together to accomplish mutual business goals, negotiate with national vendors and manufacturers for better materials prices, and create a stronger presence in the community together than they could individually.

Ward Russell of Legacy Custom Homes, Inc. and Chairman of the Triangle Builders Guild said, “We saw the opportunity to come together to create better value for our customers and a bigger voice in our community. Our vendor relationships now allow us

to get pricing any time so we can get quotes to homebuyers faster. We offer more choices to our customers than the national builders can. Every member of the Guild is a known quantity, so we know that when someone builds with one of us, they will have a good experience and a great house. It's a winning combination."

In 2005 the 29 member builders of TBG had home sales of \$341 million, almost double the dollar sales volume of the largest national production builder in the Triangle market. In addition, TBG builders have a lifetime commitment to the area. Twelve members grew up here, and six are second-generation custom homebuilders. They have a long-term investment in Triangle housing as well as the future of family-owned building companies in the Triangle.

As a group, the 29 members of the TBG have built over 12,100 homes in the Triangle area and have an average of 24 years homebuilding experience each. They build in all price ranges of homes -- from \$150,000 to well over \$8 million.