

Winston-Salem Chronicle Monthly HOMEBUYER'S GUIDE

An African American Real Estate Publication

Head of the Class

When builders and Realtors describe today's homebuyer, words like "educated" and "knowledgeable" are frequently used.

Today's homebuyers want a home that is energy efficient, from heating and cooling to kitchen appliances. They look for natural landscaping and natural lighting.

Homebuyers take the time to shop around for the best mortgage program to suit their particular needs, and are more knowledgeable about interest rates and discount points.

The Homebuyers Guide was created for buyers such as these—homebuyers who want information on all aspects of the homebuying process to enable them to make the best decision possible for what is usually the largest purchase they will make in their lifetime.

So each month, along with homes for sale and developments under construction, we include articles from local folks who write about all areas of the homebuying, selling, building and maintaining process.

Clement Little, a local builder, writes about popular trends in today's new homes.

Michael Clapp points out ways to get the most out of your home appraisal.

In the market for a new refrigerator? Kelly's will tell you what to look for.

Get out of that hot kitchen by grilling with gas, with tips from Piedmont Natural Gas.

And Josh Greer invites you to visit beautiful Carver Glen.

These stories and more, in this month's issue of the Homebuyer's Guide.

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Dancy Construction Company Revitalizes West Winston-Salem

West Salem, the area loosely bounded by Peters Creek Parkway, Academy Street, I-40 and Main Street, is enjoying renewed interest and positive attention, thanks in part to the commitment of Norman Dancy to make quality, affordable housing available to the community.

Dancy, founder of Dancy Construction Company, has a particular interest in revitalizing the West Salem community. Dancy is the developer of Tanner's Park, the current townhome community that follows the successful Tanner's Run and Tanner's Mill, for which

Dancy received an award from the City's Appearance Committee. These beautifully designed condominiums are located near Old Salem, with easy access to the city's greenway, downtown and I-40. Tanner's Park Phase I consisted of 12 townhomes on Marshall Street, all of which have been sold, selling in the \$98,500 to \$116,000 range.

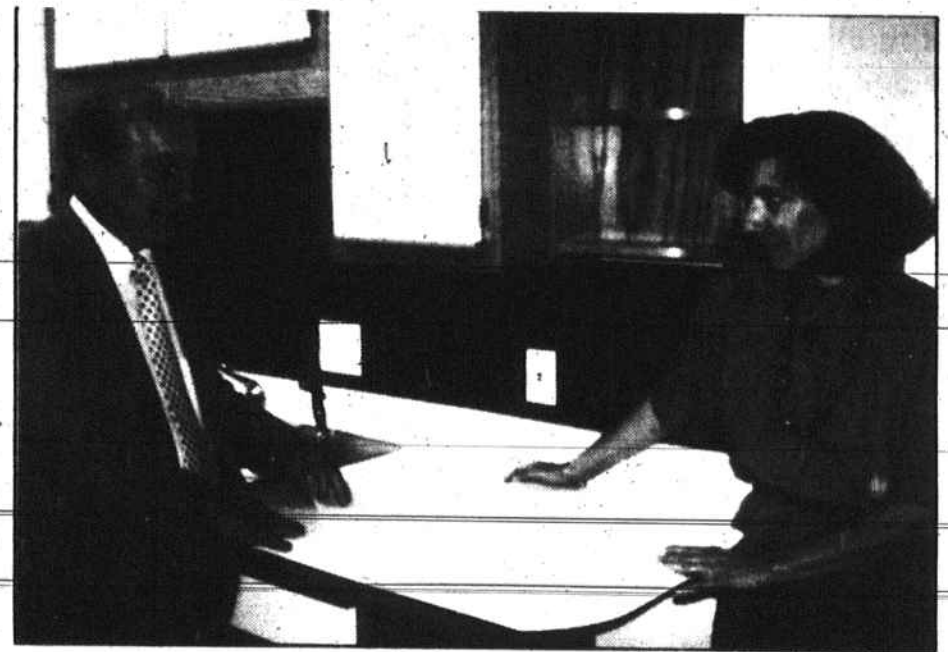
Dancy has options on two other tracts, one of which Dancy is about to exercise and will begin construction on within the next several months. Dancy will begin with 10 townhomes on Poplar Street, one and one-half story units with full basement garages, in the \$130,000 range.

Salem Pointe II is Dancy's newest endeavor in West Salem. Currently available is a beautiful duplex of one and one-half story homes, each with two bedrooms and two and a half baths. The units feature vinyl siding, clad windows and aluminum-wrapped soffits and gutters. Energy efficient gas water heaters, furnaces and gas log fireplaces are standard.

Salem Pointe II has 29 lots on which to build. One story detached plans are available, and options include garages, enclosed patios and cathedral ceilings. Homes will range from the mid-60s to the mid-80s. For homebuyers who want a unique home to reflect their lifestyle, Dancy can custom build.

Both Tanner's Park and Salem Pointe developments appeal to more sophisticated buyers who like the proximity to downtown, Old Salem, both hospitals and N.C. School for the Arts, and to a wide variety of ages and occupations. Salem Pointe's price range easily fits into the budgets of young professionals and first-time homebuyers, and qualifies for the city's Second Mortgage Assistance Program.

Dancy Construction Company, Inc., focusing on light commercial, multi-family and custom residential projects, was founded in



Norman Dancy and Katherine Dancy Rhew.

1958 by Norman Dancy Sr. Also involved in the business are his children, Beau Dancy, who is also a licensed contractor, and daughter Katherine Dancy Rhew, who handles the interior decorating and marketing of Dancy properties.

Dancy has built more than 1,000 apartments and condominiums and hundreds of homes, many of which are Home Builders Parade of Homes winners. Also award winning was Ivy Arms Apartments, which Dancy built in East Winston for a local non-profit sorority.

Dancy also successfully developed Westminster Place, Winston-Salem's first condominium development, and Muirfield, the city's first cluster home development. In addition, Dancy has built commercial office buildings and received a rare special commendation from the Army Corps of Engineers for work on an Olympic ice skating rink and basketball gym at Fort Bragg.

In addition to Tanner's Park and Salem Pointe II, Dancy is also building homes in the \$200,000 to \$500,000 range in Westhaven Development, as well as doing custom/contract jobs.

Dancy insists on quality in all his construction projects, carefully choosing his subcontractors and personnel, and usually exceeds building code requirements and the normal one-year builder's warranty.

One of seven local builders to start the Home Builders Association and a past president, Dancy has also served on the board of the state Home Builders Association and is past president of the Winston-Salem Association of Realtors.

With his vision for the future and commitment to affordable housing, Norman Dancy, along with Beau and Katherine, are making West Salem an exciting, viable community.