

## FAMILY

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243 homes; then other neighborhoods such as Sun Pointe, Oak Daile and Rocky Ridge. Located in North Durham off Sparger Road, Rocky Ridge is still in progress, with lots available for custom homes.

More recently, Dante has been a partner in the neighborhood development of River's Edge, located off Rose of Sharon Road in Durham. The Berinis do not, however, need to develop a neighborhood in order to build in it. Croasdaile Farm, Fox Hill Farm, Hardscrabble and Treyburn are a few of the communities where Joe F. Berini Construction Co. has built custom homes.

Dante acknowledges, "Along the way, I had the best mentors for aspects of the construction and real estate industries: My father, John, my Uncle Joe, and Bill Totten, our company's longtime real estate agent and friend."

The company joined the Home Builders Association of Durham and Chapel Hill (now Durham, Orange, and Chatham Counties) in 1985, where Dante served as an executive board member for a number of years and president in the year 2000. Joe F. Berini Construction Co. has been recognized with Gold, Silver and Bronze Parade of Homes Awards, honoring the company for its high quality work. On two separate occasions, first in 1995 and then again in 2000, Dante was recognized with the Builder of the Year award from the HBA.

Two more key employees joined the company with the addition of Dante's sons, Joe and Donny Berini. Joe began working for the company on a part-time basis when he was 14 years old; after studying business and construction management at East Carolina University, he began to work for the company full time in 1992. Like Joe, Donny worked for the company on a part-time basis throughout his youth. Upon graduation from East Carolina University with a degree in construction management, he went on to pursue the field of commercial construction. In 2002, Donny joined the family business. Like Dante, Donny has been active in the HBA, where he has



Joe F. Berini Construction Co. Inc. offers new home construction, residential remodeling, additions and commercial construction in Durham County.

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served on the board of directors for several years. Donny is serves on the executive committee in the position of second vice president and will serve as HBA president in 2011. With the principles of their father, grandfather, great-uncle and great-grandfather guiding them, Joe and Donny's quest for excellence in the construction industry runs deep.

"I can't begin to express the rewards I've experienced in being surrounded by my family at work," says Dante. "I know that our type of business wouldn't work for many families, but for us, it's been a blessing. Uncle Joe passed away in 2000 ... We strive to honor him and keep his vision alive in our work every day. There is no doubt in my mind that he would be very proud of Joe and Donny and the way they handle themselves in today's demanding marketplace, as well as the way the public perceives them."

Today, Joe F. Berini Construction Co. Inc. offers new home construction, residential remodeling and additions and commercial construction projects, all primarily in the Durham County area. Each home they build or renovate, regardless of its size or price, is custom crafted to meet client needs, utilizing quality

materials and skillful expertise.

Remodeling and addition projects by Joe F. Berini Construction Co. include homes less than 10 years old to homes over 100 years old. The Berinis can enlarge, update or reconfigure existing homes to meet their clients' changing needs.

The commercial construction work of the company focuses on private businesses. Whether a design-build project, negotiated project or competitive bid project, the Berinis walk clients through each building phase, understanding what is expected of them to make each job successful.

To have survived 50 years in business, it's evident that superior building is a way of life for the Berini family. Their goal is to insure that their clients enjoy the building process and benefit from the more than 80 years' combined experience of their team. The guiding Berini principles have been to build each structure as if they were building it for themselves, and to stand behind their workmanship. These principles have served them and their clients well.

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berinibuilt.com.**

## SMART

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public schools with staggered school-year schedules, which means they could have vacation at a time other than summer.

But most kids still have traditional summer vacations and will likely be free to accompany their parents on their housing search. Early, however, encourages parents to leave young children with a baby sitter or grandparents so they can stay focused on the properties they are interested in.

■ Be on the lookout for highly motivated sellers.

It's obvious that seller motivation is now at near-record levels in many communities, as numerous homeowners, especially the unemployed, seek to avert a threatened foreclosure. What's less apparent is how buyers can use statistics to help them identify sellers who are most likely to give them a good deal.

"If the place has been sitting unsold for a time more lengthy than the market average for its area, you have a better-than-average chance of negotiating a favorable price," Early says.

As he notes, your real estate agent can easily obtain "days on market" data for any neighborhood or property on which you're focused. He says summertime buyers should be especially attentive to homes that were first listed at an unrealistically high price during the traditional spring selling season or prior to that.

"Nowadays, people who try to test the market with too high a price when they first offer their house for sale are usually punished," Early says. "By the time they sober up and reduce their asking price, some are frantic to sell."

■ Allow yourself to be choosy in this summer's market.

Just as many sellers with children prefer to make their housing moves before their kids start a new school year, so do most prospective buyers whose kids have similar schedules. But if you can't find the type of home you're seeking until after Labor Day, you needn't worry your kids will adjust poorly when they do change schools.

"They do well, often very well, if they change schools after the academic year gets underway," says William Bainbridge, president of the SchoolMatch Institute ([www.schoolmatch.com](http://www.schoolmatch.com)), which provides consumers comparative information on school quality.

Though it's better for teenagers pursuing a rigorous pre-college curriculum to start a new school at the beginning of the academic year, younger kids typically thrive no matter when they make the switch, he adds.

And Early predicts that there should still be an oversupply of unsold homes from which to choose through late 2009.

"Yes, you can snag a big discount on a house you buy this summer," he says. "But if you haven't found exactly the kind of place you're seeking in the next few months, you'll probably still have access to many bargains this fall or winter."

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