

Westside Builder

The Newsletter of the Westside Home Builders Association



**May
2023**

**General Membership Meeting - Tuesday May 9, 2023 from 11:30am to 1pm
UnCorked On Main - 129 Main Street, Villa Rica, GA.**

March New Home Sales Rise as Mortgage Rates Ease

Lower mortgage rates and limited existing inventory helped to push new home sales up in March, even as builders continue to grapple with increased construction costs and material supply disruptions.



Sales of newly built, single-family homes in March increased 9.6% to a 683,000 seasonally adjusted annual rate from a downwardly revised reading in February, according to newly released data by HUD and the U.S. Census Bureau.

A new home sale occurs when a sales contract is signed or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed. In addition to adjusting for seasonal effects, the March reading of 683,000 units is the number of

homes that would sell if this pace continued for the next 12 months.

New single-family home inventory fell 9.5% in March, but it remained elevated at a 7.6 months' supply at the current building pace. A measure near a 6 months' supply

is considered balanced. Completed, ready-to-occupy inventory stood at 70,000 homes in March and is up 119% from a year ago. However, that inventory type remains just 16% of total inventory.

The median new home sale price rose in March to \$449,800, up 3.2% compared to a year ago. Elevated costs of construction have contributed to a rise in home prices.

Regionally, on a year-to-date basis, new home sales rose 1.7% in the Northeast, but fell 19.6% in the Midwest, 5.8% in the South and 32.2% in the West.

WOTUS Rule Struck Down in 26 States

In a [major victory](#) for developers and landowners, the U.S. District Court for the District of North Dakota has ruled that the Biden “waters of the U.S.” (WOTUS) rule cannot be implemented in 24 states while the challenge to the rule moves forward. NAHB and 17 other industry groups are party to this case. The court ruling adds to the two-state preliminary injunction NAHB received previously in a Texas court. The two rulings mean that the Biden WOTUS rule cannot currently be enforced in 26 states – more than half the nation.

More Taxpayers Using Energy Tax Credits

More taxpayers are taking advantage of new home energy-efficiency tax credits. [Recent analysis](#) of IRS data conducted by NAHB indicates that more than 800,000 taxpayers claimed a new home-related energy-efficiency tax incentive.

Home buyers want new homes with cost-effective energy features. Whether it’s efficient lighting options, new appliances, or solar power, many home builders are voluntarily incorporating green features into newly-built homes.

Legal Victory on Natural Gas Lines

In an [important legal victory](#) for NAHB and California builders and developers, the U.S. Court of Appeals for the Ninth Circuit has ruled recently that the city of Berkeley’s ban on the installation of natural gas piping in new buildings is preempted by the Energy Policy and Conservation Act (EPCA). NAHB filed amicus briefs arguing against the ban at both the District Court and the Ninth Circuit in this case.

Plan to Join NAHB's Legislative Conference

NAHB will conduct its 2023 [Legislative Conference](#) on June 7 in Washington, D.C., in conjunction with its [spring leadership meetings](#). Policy priorities include the shortage of distribution transformers, energy codes and workforce development.

NAHB’s Government Affairs team has compiled resources to help members prepare for their Leg Con meetings on Capitol Hill. These tools include U.S. Senate and House directories, lobbying tips and template meeting invitations.

Major Contributions Go to Workforce Development

To help close the skilled labor gap, [the Lowe’s Foundation](#) recently launched the Gable Grants program. This is a five-year, \$50 million commitment to directly support community and technical colleges and community-based organizations in preparing the next generation of tradespeople.

Meanwhile, in Orlando, developer Robert Harper recently announced the [Harper Family Foundation’s](#) \$1 million contribution to the Home Builders Institute (HBI) to support the BuildStrong Academy of Orlando. Buildstrong offers tuition-free construction training programs.

Brochure Explains Single-Family Built-for-Rent Housing

Developers are exploring new ways to meet continued housing demand. One of the latest trends is built-for-rent housing. This type of housing is becoming increasingly popular among younger adults looking for affordable, flexible housing options.

There is an important distinction between built-for-rent housing and flip-for-rent housing, which converts for-sale housing to for-rent. Most of the built-for-rent product produced by NAHB members adds to the existing housing stock to meet a specific market demand for rental units with unique amenities relative to traditional apartments.

To alleviate confusion around built-for-rent housing,

Check Out New BizTools Videos

NAHB recently launched a new BizTools Video Series in which industry experts share the latest tips and discuss essential strategies to enhance business operations and boost profitability.

Each month, a new video recording will be added to examine topics such as managing cash flow, preparing for disasters, boosting profits and more. The first topic of the series will be “A Study in Cash Flow for Builders.”

[Register now](#) for the BizTools Video Series, which is free to NAHB members and \$99 for non-members. Learn more about the video series and enjoy a [quick sneak peek](#) of the first episode.

NAHB’s Land Development Committee formed a working group to study and produce education on the topic. The group created [an introductory primer](#), “Renters by Choice: The Truth about Single-Family Built-for-Rent Housing,” to describe what the phrase “renters by choice” means: The people who live in these communities are there because they want to be.



Poll Looks at Work from Home

Findings from a recent national poll reveal that 30% of American adults typically work from home at least two days a week. [The findings](#) could offer clues to the long-term financial health and value of commercial office space in the United States. The polling firm Morning Consult conducted the survey for NAHB in March 2023.

The three demographic characteristics that make the biggest difference when it comes to working from home are generation, income and education level. While 45% of millennials, 35% of Gen Zers, and 31% of Gen Xers can work from home at least twice a week, the share is only 15% among boomers.

Leadership List

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President, Mike Lee

Vice-President, Joe Irons

Secretary/Treasurer,

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Past President, Blake Wilson

BOARD OF DIRECTORS

Cynthia Hall

Cory Lord

David Barnett

Krissy Lindsay

LIFE DIRECTORS

Larry Boggs

Jeff Matthews

Robbie Robinson

EXECUTIVE OFFICER

Greg Wallace

Calendar of Events

May 9, 2023

Board Of Directors Meeting

10:45 am - 11:30 am

General Membership Meeting

11:30 am - 1 pm

June 13, 2023 (Evening Meeting)

Board Of Directors Meeting

5:45pm - 6:30pm

General Membership Meeting

6:30 pm - 9 pm

July, 2023 (NO MEETING)

Happy 4th of July!!!

GOD BLESS AMERICA!!!



LOCATION:

UNCORKED On MAIN

129 Main Street

Villa Rica, GA. 30180

Simple One-Pagers Explain Key Land Development Issues

Local land use policy has an impact on housing production and affordability, but the correlation is not always understood by those outside of the home building industry. NAHB's Land Development Committee formed a working group to study and produce educational resources on land use policy.

The result is three primers that effectively convey a pro-housing and development message in one page of simple, concise information. This is valuable when working with people who are unfamiliar with the subject or don't have time for a long report.

NAHB contracted with Opticos Design — the firm that coined the phrase 'missing middle housing' — to produce these resources. Opticos previously produced the

NAHB report: "[Diversifying Housing Options](#) with Smaller Lots and Smaller Homes."

The primers cover three priority land use policy topics related to housing production and affordability: [density, zoning and development review](#).

Each document defines the subject along with the present challenges, solutions and benefits to local communities.

For more information, check out NAHB's updated [Land Use 101 toolkit](#).



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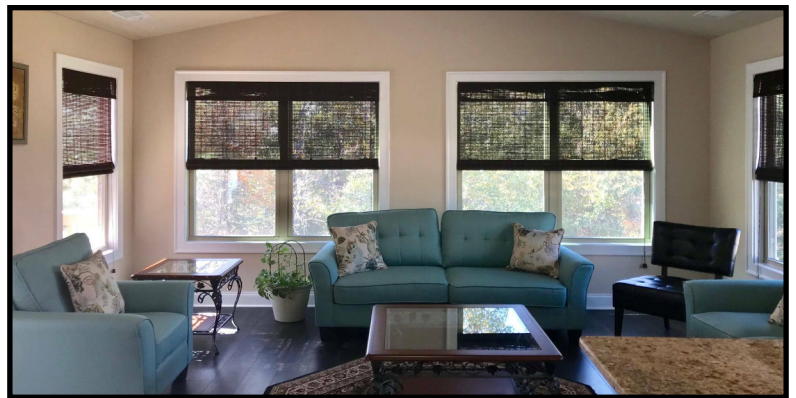
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WHBA Member OF THE MONTH



<https://www.adamshomes.com/contact-us>

In 1991, founder Wayne Adams drew from over a decade of home building experience to begin serving homebuyers in Pensacola, Florida. Throughout the 1990s and early 2000s, the company grew into markets throughout Florida, Alabama, and Mississippi. Since 2005, Adams Homes has expanded into markets in North Carolina, South Carolina, Georgia, and most recently, our Lonestar Region in Texas. Beyond simply building houses, we like to create win-win situations for our team members, craftsmen, and our clients. Our Core Principals rest upon the foundation set by Wayne Adams and are the pillars of our growth and continued success:

- You're only as good as the people with whom you surround yourself
- Keep it simple
- Treat people as you would want to be treated



Our team is here to guide you through your home buying journey, answer your questions, and help you find the perfect community. Schedule a visit to the model home!

Shop For New Homes in the Southeastern United States



Westside HBA is proud to announce:

"ONE OF OUR OWN"

Andrew (Drew) Brayden Robinson, of Douglas County Georgia, receives the HBAG

(Home Builders Association of Georgia),

Lewis Cenker Scholarship

and the Westside/Douglas County HBA's Scholarship.

Drew is pursuing a degree in the Construction Industry



Westside HBA

Carroll Douglas Haralson Paulding Polk

**DOUGLAS COUNTY
HOME BUILDERS
SCHOLARSHIP FUND**



Founders: Paul (Robbie) H. Robinson Jr., Larry Buford Boggs, Ken Guy, & Judy Jacobs

Providing educational funds to young people seeking a career in the building industry.





Dear Drew,

The Lewis Cenker Scholarship Committee recently reviewed your application for the Lewis Cenker Scholarship, and I am pleased to let you know that you have been selected to receive scholarship funding for 2023-2024 academic year for \$1,500 to help you continue your education in the construction field.

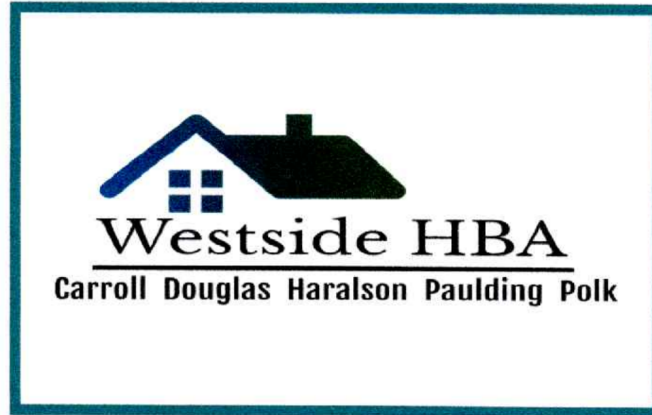
Please contact me if you have questions regarding this funding or if I can be of any further assistance. **Good Luck!**

Cindy Morley

cc: Mark Herbert, Lewis Cenker Scholarship Fund Board Chairman
Greg Wallace, Executive Officer, Westside HBA
Austin Hackney, Executive Vice President, HBAG

Cindy Morley -Director of Public Affairs
Home Builders Association of Georgia
887 W Marietta Street NW
Suite T-105
Atlanta, GA 30318





April 7, 2023

Dear Drew,

The Westside Home Builders Association/Douglas County Home Builders Scholarship Fund has reviewed your application. I am proud to announce that you have been awarded a \$5,000.00 scholarship for the academic year of 2023-2024.

We, as an Association, are proud to help you continue your education in the construction field.

These funds will be sent directly to your account at Kennesaw State University.

Please let me know if I can be of any further assistance.

Congratulations!

A handwritten signature in black ink that reads 'Gregory L. Wallace'.

Gregory L. Wallace, Esq.
Executive Officer
Westside HBA
(770) 652-6162
whbagregwallace@gmail.com

**DOUGLAS COUNTY
HOME BUILDERS
SCHOLARSHIP FUND**



**Founders: Paul (Robbie) H. Robinson
Jr., Larry Buford Boggs, Ken Guy, &
Judy Jacobs**

*Providing educational funds to young people
seeking a career in the building industry.*

Remember:

All you have to do is "ASK"....

Invite 2 or more of your Subcontractors, Suppliers or Service Providers to become Members & attend the next WHBA General Membership Meeting. Who are your...

Accountants, Appraisers, Attorneys, Lumber Supplier, Cabinet Co., Plumbing Supplier, Concrete Co., Granite/Marble/Tile Supplier, Dry Wall Co., Framing Contractor, Electrical Contractor, Banker/Mortgage Broker, HVAC Co., Insulation Contractor, Landscaping Co., Masonry Contractor, Paint Co., Real Estate Company, Roofing Contractor, Security Systems Provider, Grading Co., Windows/Doors Supplier, Trim Carpenters, Decking Company.....

WHY SHOULD YOU JOIN WHBA?

Membership Benefits:

- **SAVE \$100 per house for DET/Blower Door Testing**
- **Health Care Program - Up to 60% more affordable than traditional health insurance**
- **All required Continuing Education Hours (CEU) can be obtained simply by attending membership meetings**
- **HBAG Member Rebate Program - Average SAVINGS of \$1,366/year**
- **Over 50 leading Manufacturer Rebate Programs**
- **NAHB Discount Programs from Lowe's, Office Depot, Dell, General Motors, GEICO, Hertz, UPS, Ram....just to name a few**

Go To www.westsidehba and click on "Member Benefits" to see all Programs and Savings.

Members Save Millions

nahb.org/savings



DO **BUSINESS** WITH
AN NAHB MEMBER.



Sold By Sandra

+1 770-845-1601

sandra.harvey@metrobrokers.com

metrobrokers.com/realestate/agent/sandra-harvey

I am honored to serve as the 2023 Membership Committee Chair of the Westside Home Builders Association. Our Membership serves Carroll, Douglas, Haralson, Paulding & Polk Counties. We are one of the largest Builder Associations in the State of Georgia. If you are a Builder, Supplier of building materials, Roofer, Flooring Company, Mortgage Provider, Realtor, etc., please check out our website www.westsidehba.com

to see all the great benefits of becoming a Member. Click "[Become A Member](#)" to complete the Online Application. (just takes a few minutes). If you are a Builder, you will sign up under "Builder Member". The costs for your Company Membership is \$550.00 and any additional person(s) within your organization can also join as an "Affiliate Builder Member" for only \$165.00 per person. A non-builder will sign up as an "Associate Member" for \$550.00 and \$165.00 for each "Affiliate Associate Member". Our Membership meets monthly at Uncorked on Main, 129 Main Street, Villa Rica. Please give me a call with any questions. Sandra Caraway Harvey, 770-845-1601.

[#GetInvolved](#)

[#AllBuildersNeedToBeAMember](#)

[#DontMissOut](#)

[#MembersDoBusinessWithMembers](#)

[#Save\\$100PerHouseonDETesting](#)

[#MembershipBenefits](#)

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