

# Westside Builder

The Newsletter of the Westside Home Builders Association



DO  
BUSINESS  
WITH AN  
NAHB  
MEMBER.



June  
2022

**General Membership Meeting Tuesday, June 14th from 11:30am to 1pm**

**At: UNCORKED On MAIN - 129 Main Street, Villa Rica, GA. 30180**

**1 CEU for Builders - Program: David Barnett - Floor Works, Inc.**

## New Home Sales Fall to Slowest Pace in Two Years

In a further sign of a housing slowdown, new home sales posted a double-digit percentage decline in April, falling to their weakest pace in two years, as rising mortgage interest rates and worsening affordability conditions continue to take a toll on the housing market.

Sales of newly built, single-family homes in April fell 16.6% to a 591,000 seasonally adjusted annual rate from a downwardly revised reading in March, according to newly released data by HUD and the U.S. Census Bureau. **New home sales** are down 26.9% compared to April 2021.

One year ago, 25% of new home sales were priced below \$300,000, while in April that share fell to just 10%.

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 April reading of 591,000 units is the number of

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

In an indication that builders will be slowing construction, new single-family home inventory jumped to a 9 months' supply, up 40% over last year, with 444,000 available for sale. However, just 38,000 of those are completed and ready to occupy.

The median sales price rose to \$450,600 in April from \$435,000 in March and is up more than 19% compared to a year ago, due primarily to higher development costs, including materials.



## Materials Prices Up 19% Year-over-Year

The prices of goods used in residential construction ex-energy (not seasonally adjusted) climbed 0.5% in April, following upwardly revised increases of 1.9% and 2.4% in March and February, respectively, according to the latest Producer Price Index (PPI) report released by the Bureau of Labor Statistics.

[Building materials prices](#) are up 19.2% year-over-year and 35.6% since the start of the pandemic.

NAHB is pushing policymakers to negotiate with Canada on a long-term softwood lumber deal and to allow more timber harvesting from U.S. public lands.

## Administration Announces Housing Plan

The Biden administration on May 16 released what it calls a "[Housing Supply Action Plan](#)" to ease high housing costs by increasing the supply of quality housing throughout the nation over the next five years.

NAHB sees the plan as a good start, but believes it does not go far enough to resolve the many underlying challenges facing the home building industry, including skyrocketing costs for lumber and other building materials.

## DHS, DOL Announce Additional H-2B Visas

The Department of Homeland Security and the Department of Labor in May announced the availability of an additional 35,000 H-2B temporary non-agricultural worker visas during the second half of fiscal year 2022. These visas are for U.S. employers seeking to employ additional workers through Sept. 30, 2022. [H-2B visas allow employers](#) to hire foreign workers who come temporarily to the United States and perform temporary non-agricultural services or labor, including construction work.

## Insurance Needs Evolve As Climate Risks Increase

A growing number of homes and communities throughout the country are at risk as wildfires, floods, and other natural disasters continue to set records. As a result of these expanding risks, many insurance companies are providing fewer options, drastically increasing premiums or dropping out of certain markets. Resolving [these insurance challenges](#) is part of NAHB's broader support for a comprehensive approach to addressing natural disasters and their effects on the entire housing stock of the United States.

## Rising Home Prices Keep Buyers on the Sidelines

NAHB's latest [Housing Trends Report](#) revealed that the majority (67%) of buyers who were actively house hunting in the first quarter of 2022 have spent at least three months searching for a home without success. And the most common reason these long-term searchers cite for not having bought is their inability to find an affordable home (48%).

Other top reasons include their inability to find a desirable neighborhood (34%), followed by the inability to find a home with desirable features (31%), and being outbid by other buyers (29%).

## WHBA Member OF THE MONTH

# FLOORWORKS INC. LIGHTWORKS LIGHTING WORKS, LLC.

We are a family owned and operated business that maintains a hands on commitment to our customers. Floor Works and Light Works has over 150 years of combined experience in lighting and flooring products including wood flooring, carpet, tile, builder flooring and more. We pride ourselves on creating the ideal look and feel for our customer's home or office. We work with builders, architects, interior designers and individuals to ensure the style you want



### LOCATION

309 WEST AVENUE

DALLAS, GA 30157

770-445-6263

### SHOWROOM HOURS

MONDAY - FRIDAY: 8:00 A.M. -

5:00 P.M.

SATURDAY: BY APPOINTMENT

SUNDAY: CLOSED

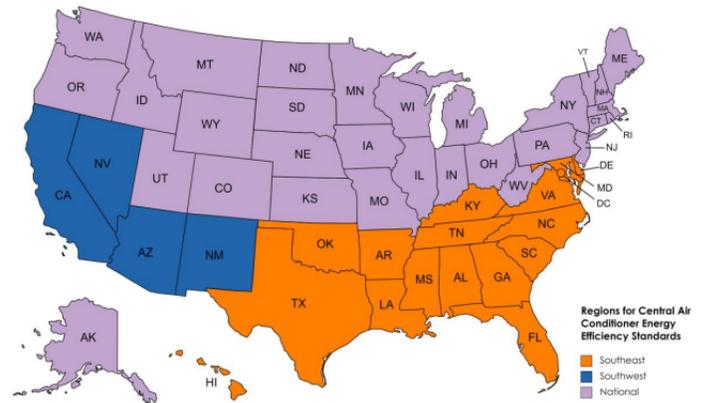
# Home Builders Must Prepare for New HVAC Standard

On Jan. 1, 2023, new minimum efficiency standards for air conditioners and heat pumps will go into effect across the country.

Federal standards for equipment efficiencies are implemented by the U.S. Department of Energy (DOE) in accordance with the Energy Policy and Conservation Act (EPCA) of 1975. This is the first time since 2015 DOE is updating air conditioner and heat pump [efficiency standards](#).

All new units will be required to meet the updated standards. Home builders and HVAC contractors should be getting ready for the transition as equipment meeting older standards will be phased out.

For the Southeast and Southwest regions



(orange and blue areas on map), the Jan. 1, 2023, deadline will also apply to the installation of air conditioning systems at the building. The installation deadline applies only to AC units (not to heat pumps and not to other specialty systems), and does not apply to the North region.

## Iowa Career Event Draws 5,000

Build My Future, a hands-on career exploration day held in April on the Iowa State Fairgrounds, drew more than 5,000 students from over 140 high schools across the state. Iowa Gov. Kim Reynolds attended and met with students, parents and educators. The [Build My Future](#) event was hosted by Iowa Skilled Trades, a non-profit industry group dedicated to bringing initiatives, education and awareness of the skilled trades in the state.

New to the event this year was a mobile app option for students to share their information with event partners, many of them local HBA members. More than 3,000 students opted to share their information once they arrived at the event.

## Multifamily Confidence Declines

Confidence in the market for new multifamily housing turned downward in the first quarter of 2022, according to results from the [Multifamily Market Survey](#) (MMS) released today by NAHB. The MMS produces two separate indices. The Multifamily Production Index (MPI) decreased six points to 48 compared to the previous quarter, dipping below the break-even mark of 50 for the first time in three quarters. The Multifamily Occupancy Index (MOI) inched down one point to 68.

The MPI measures builder and developer sentiment about current production conditions in the apartment and condo market on a scale of 0 to 100. The MOI measures the multifamily housing industry's perception of occupancies in existing apartments.

## **Leadership List**

### **OFFICERS**

President, Blake Hudson  
Vice-President, Mike Lee  
Secretary/Treasurer, Joe Irons  
Past President, Blake Wilson

### **BOARD OF DIRECTORS**

Derrick Thompson  
Cory Lord  
Cynthia Hall  
David Barnett

### **LIFE DIRECTORS**

Larry Boggs  
Jeff Matthews  
Robbie Robinson

### **EXECUTIVE OFFICER**

Greg Wallace

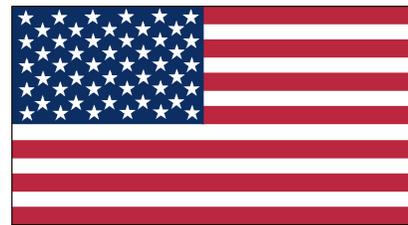
## **Calendar of Events**

### **June 14, 2022**

Board Of Directors Meeting  
10:45 am - 11:30 am  
General Membership Meeting  
11:30 am - 1 pm

### **July, 2022 - NO MEETING**

### **Happy INDEPENDENCE Day!!!**



### **August 9, 2022**

Board Of Directors Meeting  
10:45 am - 11:30 am  
General Membership Meeting  
11:30 am - 1 pm

### **NEW LOCATION:**

**UNCORKED On MAIN  
129 Main Street  
Villa Rica, GA. 30180**

## NAHB Advances Builder Perspective at ICC Code Hearings

NAHB members and Construction, Codes & Standards staff successfully argued for decent, safe and affordable housing during the first round of the International Code Council's (ICC) [code development cycle](#) during recent meetings in Rochester, N.Y. These meetings addressed ICC's Group B cycle, which includes the key International Residential Code (IRC) provisions related to structural design, fire safety and egress, as well as the International Existing Building Code (IEBC) and structural provisions of the International Building Code (IBC).

The four ICC code development committees considered some 800 code change proposals over nine days. The committees supported NAHB's position on 90% of the proposals for the IRC and 79% of the proposals overall. Major wins included:

**Adding U.S. Department of Agriculture textural soil classifications** as an option for identifying soil types, in lieu of obtaining a geotechnical investigation.

**Restoring the ability to use construction-grade 6 mil polyethylene** for vapor retarders under slabs-on-ground instead of costly proprietary products.

**Defeating a proposal to require all dwellings in tornado-prone areas** be provided with an ICC 500-compliant storm shelter.

**Defeating a proposal to require that all trusses** have fully sheathed top and bottom chords or an engineered bracing design.

There were some proposals that NAHB members opposed that did get through — most notably, a set of proposals to comprehensively revise the duties of the building official, including how they review and approve alternate means and methods.

ICC is accepting public comments on the committee hearing results through June 20. All submitted public comments will be heard at the ICC Group B Public Comment Hearings to be held Sept. 14-21 in Louisville, Kentucky.

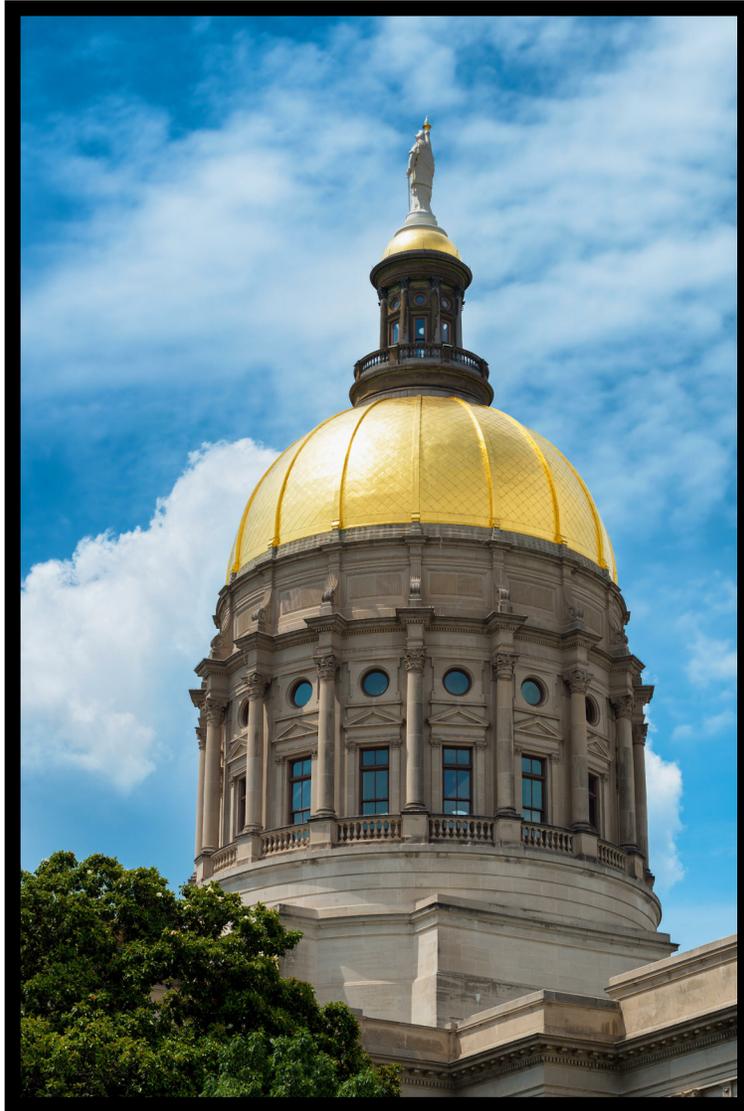
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Members Save Millions

Start saving at [nahb.org/savings](http://nahb.org/savings)

NAHB

**A few important dates to keep in mind – please consider adding these dates to your event calendars:**



**June 21 – primary election runoff day**

**October 11 – last day to register to vote in general election (and runoffs)**

**October 17 – early voting begins for general election**

**October 28 – last day to submit absentee ballot for general election**

**November 8 – 2022 general election day**

**December 6 – general election runoff day**

# 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](http://www.westsidehba) and click on "Member Benefits" to see all Programs and Savings.**