

# Westside Builder

*The Newsletter of the Westside Home Builders Association*



DO  
BUSINESS  
WITH AN  
NAHB  
MEMBER.



**December  
2022**

**NO General Membership Meeting this month - Christmas Party Only**  
**December 17th from 6:30pm ....Until At: UNCORKED On MAIN, 129 Main**  
**Street, Villa Rica, GA. 30180**

## Single-Family Housing Contraction Continues

Elevated mortgage rates, high construction costs for concrete and other building materials and weakening demand stemming from [worsening affordability conditions](#) continue to act as a drag on single-family housing production.

Overall housing starts decreased 4.2% to a seasonally adjusted annual rate of 1.43 million units in October, according to a report from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

The October reading of 1.43 million starts is the number of housing units builders would begin if development kept this pace for the next 12 months. Within this overall number, single-family starts decreased 6.1% to an 855,000 seasonally adjusted annual rate.



Year-to-date, single-family starts are down 7.1%. The multifamily sector, which includes apartment buildings and condos, decreased 1.2% to an annualized 570,000 pace.

“This will be the first year since 2011 to post a calendar year decline for single-family starts,” said NAHB Chief Economist Robert Dietz. “We are

forecasting additional declines for single-family construction in 2023, which means economic slowing will expand from the residential construction market into the rest of the economy.”

On a regional and year-to-date basis, combined single-family and multifamily starts are 2.9% higher in the Northeast, 1.5% lower in the Midwest, 2.6% higher in the South and 5.1% lower in the West.

## Midterms and the Housing Agenda

Republicans flipped the House in the recent mid-term elections while Democrats maintained control of the Senate. What does the divided Congress mean for housing? With narrow margins in both chambers, any legislation with a prayer of being signed into law by President Biden must be bipartisan. NAHB will work with the new Congress to propose bipartisan solutions to create more affordable and attainable housing. Read [NAHB's election analysis](#) for an in-depth look at how the outcomes will affect residential construction.

## ICE Extends I-9 Compliance Flexibility

The Department of Homeland Security (DHS) and U.S. Immigration and Customs Enforcement (ICE) [announced an extension](#) until July 31, 2023, of flexibility in complying with requirements related to Form I-9, Employment Eligibility Verification when a workforce is working exclusively in a remote setting due to COVID-19-related precautions. This temporary guidance was set to expire on Oct. 31, 2022.

## NAHB Offers Cybersecurity Resources

An overwhelming amount of confidential information and business data is stored on servers all over the world. But the loss of client and contractor data can lead to lawsuits and badly damaged business relationships. A cyber or ransomware attack can hit a company's bottom line hard. [NAHB offers resources](#) to help members protect their data and that of clients, contractors and partners from theft or catastrophic loss. Check out a [recent podcast](#) by attorney Philip R. Stein on data security and responding to ransomware threats.

## Register for NAHB's Virtual Townhall Meetings

NAHB's Senior Officers will host a series of [Virtual Townhall Meetings](#) at various times on Thursday, Jan. 12, 2023.

The meetings are an important opportunity for members to provide feedback to NAHB leadership on emerging issues in their local communities. These conversations will help craft the agendas for the leadership meetings at the 2023 International Builders' Show. Register now for this opportunity to help shape discussions at the industry's premier event in Las Vegas.

## Don't Miss the 2023 IBS Show Home

Despite the significant delays earlier this year, [The New American Home](#) (TNAH) 2023 is on track for completion this December. The home boasts 7,575 total square feet of living space, with four bedrooms and six and one-half bathrooms. It also will feature a spa, game room, outdoor kitchen and rooftop deck.

Registered IBS attendees can tour TNAH between 9 a.m. and 5 p.m., Jan. 31 - Feb. 2. Free shuttle buses will depart every half hour from the Las Vegas Convention Center (LVCC). Shuttle bus tickets will be available at the TNAH booth in LVCC's Central Hall. Visit [BuildersShow.com](#) to register for IBS.

**SAVE THE DATE**



**Westside HBA**  
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**CHRISTMAS  
PARTY**

**SATURDAY  
DECEMBER 17, 2022**

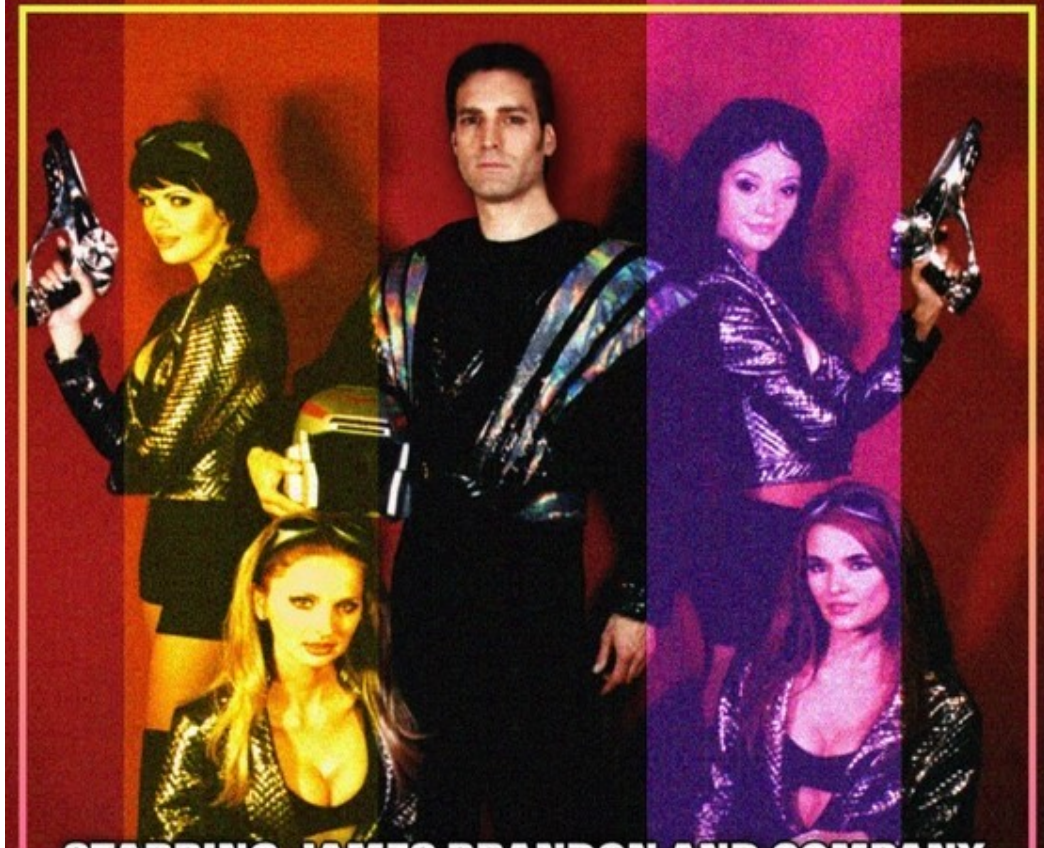
**Purchase your  
tickets  
NOW...less than  
20 tickets left...  
\$90/person**

**5 VEGAS  
NIGHTS**

**LIVE AT BILOXI GRAND THEATER**

**Your choice of  
Steak  
Salmon or  
Chicken**

**Social Hour  
HOF Ceremony  
Dinner  
Dessert  
Entertainment**



**STARRING JAMES BRANDON AND COMPANY**

# Housing Affordability Falls to 10-Year Low

Housing affordability fell to its lowest level since the National Association of Home Builders (NAHB) began tracking it on a consistent basis in 2012 as rising mortgage rates, ongoing building material supply chain disruptions, high inflation and elevated home prices pushed the housing market into a recession.



the end of the year.

According to the [NAHB/Wells Fargo Housing Opportunity Index](#) (HOI), just 42.2% of new and existing homes sold between the beginning of July and end of September were affordable to families earning the U.S. median income of \$90,000. This marks the second

With mortgage rates moving even higher in the fall, affordability conditions are expected to further deteriorate through

consecutive quarterly record low for housing affordability since the Great Recession.

## Patios Preferred Over Decks

The share of new [homes with patios](#) increased for the sixth year in a row in 2021 to a post-2004 high of 63%. At the same time, the share with decks was trending in the opposite direction, declining for the fifth year in a row to a post-2004 low.

Of the roughly 1.1 million single-family homes started in 2021, only 17.5 percent included decks, according to NAHB tabulation of data from the Survey of Construction (SOC), conducted by the U.S. Census Bureau and partially funded by HUD. This is the lowest point for new home decks since the 2005 re-design of the SOC.

## Multifamily Index Sees Decline

Prospects for continued high levels of multifamily development declined significantly in the third quarter, as did the prospects for continued high occupancy rates, according to results from the [Multifamily Market Survey](#) (MMS) released recently by NAHB. The MMS produces two separate indices: The Multifamily Production Index decreased 10 points to 32 compared to the previous quarter while the Multifamily Occupancy Index fell 15 points to 45.

Both indices are now below the break-even point of 50, but multifamily construction levels and occupancy rates remain high compared to historic norms.

# *WHBA Member OF THE MONTH*



2345 Greythorne Commons  
Douglasville, GA 30135-8104  
(678) 838-2878

<https://hadibuilders.com/>



Hadi Builders, Inc. has been committed to building quality, customized homes in the Atlanta area since 1992. Our team has specialized in Civil and Structural Engineering, Total Quality and Construction Management, Customer Satisfaction and Real Estate Management. The design process marks only the beginning of the lasting relationship that Hadi Builders will have with you. During construction, you will have constant access to the builder to ensure all of your specifications are met.

## ***Over 25 years years of home building experience***

Personalized customer service is a top priority at Hadi Builders, Inc. That's why we take pride in building our communities. Your builder is not just your builder, he's your neighbor! When you choose Hadi Builders to build your custom home, it is up to you as to what role you will play in design and construction. You may choose to slightly modify one of our existing floor plans or bring us your own plan. Whatever constructing your dream home entails, Hadi Builders can accommodate you...so bring your wish list!!! After you move in, Hadi Builders will remain in touch with you, guaranteeing your continued satisfaction with your home. Your new Hadi Builders home will feature several standard luxuries that would typically be considered upgrades by most other builders.

Warranty: We offer (1) year builders warranty. 2-10 warranties are also available for purchase.

Certified Professional Home Builder of Georgia

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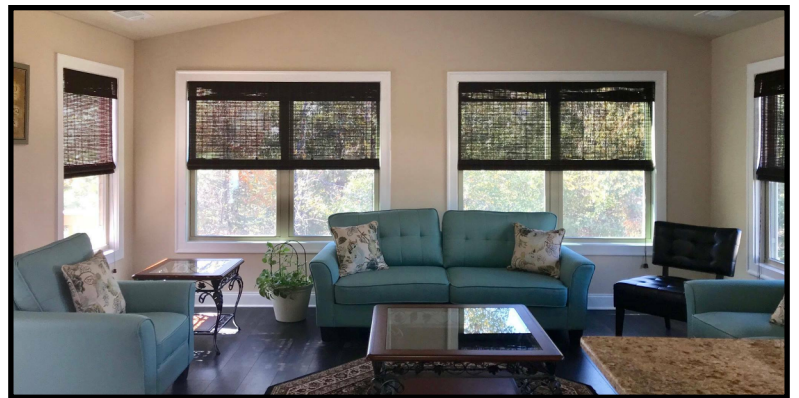
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## CUSTOM WINDOWBLINDS, SHADES, AND SHUTTERS

All-in-One Expertise for Custom Window Blinds, Custom Shades, and Custom Shutters for your Southern Home.



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## Leadership List

### OFFICERS

President, Mike Lee  
Vice-President, Joe Irons  
Secretary/Treasurer,  
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

### December 17, 2022

### CHRISTMAS PARTY!!!

6:30pm - until.....

### LOCATION:

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



### January 10, 2023

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

### February 14, 2023

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

### March 14, 2023

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

# Six Steps to Reset Building Materials Costs

Rising interest rates and high inflation are dampening the residential construction market as more consumers are priced out. To manage costs in this environment, many home builders are working with vendors in their supply chain to lower material costs.

Some will send off letters to suppliers mandating cost. They'll bid out the various categories and swap vendors wherever they can save money.

But that may not be the best way to treat trade and supply partners that held cost increases at bay, prioritized your orders, and worked like crazy to take care of you during the boom market.

The following is a [six-point guide](#) to making a more collaborative strategy work for you.

1. Start with data analytics.
2. Set up meetings with members of your supply chain.
3. Put everything on the table.
4. Review your specification levels.
5. Involve your internal team.
6. Avoid laying off purchasing professionals.



For more detail, [read the full article](#), which originally appeared in the September/October 2022 issue of Pro Builder.

**NAHB CONNECT**  
Share. Discuss. Learn.

<b>76,737</b> ACTIVE USERS	<b>33,821</b> DISCUSSION POSTS	<b>26,697</b> REPLIES
<b>5,558</b> RESOURCES	<b>52,021</b> DOWNLOADS	POPULAR SEARCHES Cost plus Escalation Clauses Software Contracts Lumber Book Recommendations



Members Save Millions

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





**Westside HBA is very proud to  
announce that our President,  
Mike Lee, of Tributary Homes was  
Home Depot's College Game Day's  
TAILGATE PRO!**



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# 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.**