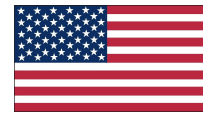


Westside Builder

The Newsletter of the Westside Home Builders Association



**August
2024**

**General Membership Meeting - Tuesday August 13, 2024 from 11:30 am to 1 pm
at SAM & ROSCOS Restaurant, 7450 Douglas Blvd., Douglasville, GA.**

High Rates Keep New Home Sales Soft in June

Elevated mortgage rates continue to keep buyers on hold, as new home sales remained relatively flat in June.

[Sales of newly built, single-family homes](#) in June fell 0.6% to a 617,000 seasonally adjusted annual rate from a slightly upwardly revised reading in May, according to recent data from HUD and the U.S. Census Bureau. The pace of new home sales in June is down 7.4% from a year earlier and is the lowest pace since November 2023.

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 June reading of 617,000 units is the number of homes that would sell if this pace continued for the next 12 months.



New single-family home inventory in June remained elevated at a level of 476,000, up 11.2% compared to a year earlier. This represents a 9.3 months' supply at the current building pace, which has been supported by the ongoing shortage of resale homes. Of the new home inventory, 102,000 are

completed ready-to-occupy homes, up 50% year over year. This segment represents 21% of total inventory.

The median new home price was \$417,300, up 2.5% compared to last month, and remained essentially flat compared to last year.

Regionally, on a year-to-date basis, new home sales are down 5.5% in the Northeast and 6.7% in the South. New home sales are up 25.5% in the Midwest and 5.7% in the West.

OSHA Proposes Heat Standard

OSHA in July released its [proposed standard for Heat Injury and Illness](#) Prevention in Outdoor and Indoor Work Settings. If finalized, this rulemaking would mark the first federal standard requiring employers to create a plan to evaluate and control heat hazards in their workplace.

According to the proposal, the standard would apply to all employers conducting outdoor and indoor work in all general industry, construction, maritime and agriculture sectors, with some exceptions.

Take Action on Codes Mandate

NAHB is calling on its members to contact their members of Congress and tell them to [support H.J. Res 170](#), a resolution that will stop HUD and the USDA from adopting the 2021 International Energy Conservation Code (IECC). A recent decision by the two agencies means they will only insure mortgages for new single-family homes if they are built to the 2021 IECC or, in the case of HUD-financed multifamily housing, built to the 2021 IECC or ASHRAE 90.1-2019.

Biden Seeks Rent Caps

President Biden announced in July that he would ask Congress to institute a two-year provision that would require housing providers with 50+ existing units to choose to either [cap annual rent increases](#) at 5% or lose accelerated depreciation. Biden also proposed to release some federal lands for housing, which also can only be done with congressional authority. NAHB opposes rent caps because they worsen housing affordability by discouraging new production.

Register Now for 2024 Fall Leadership Meeting

NAHB committee and council members, delegates to the Leadership Council, members of the Board, and executive officers should make plans now to attend the [Fall Leadership Meeting](#), Oct. 1-3, in San Antonio, Texas.

You can view the schedule, register and book your hotel room on the Fall Leadership Meeting webpage. The deadline to take advantage of the NAHB hotel block is Sept. 6.

The Fall Leadership Meeting will follow a three-day compressed schedule, with NAHB subcommittees meeting virtually prior to the Fall Leadership Meeting.

Apply for a Prestigious NAHB Industry Award

NAHB's Industry Awards are accepting applications. These highly respected awards celebrate the best in the residential construction industry in a variety of categories. NAHB award programs include the Best in American Living Awards (BALA), the Nationals, the Custom Home Builder of the Year Award, the Multifamily Pillars Awards, the NAHB Remodelers Awards and others.

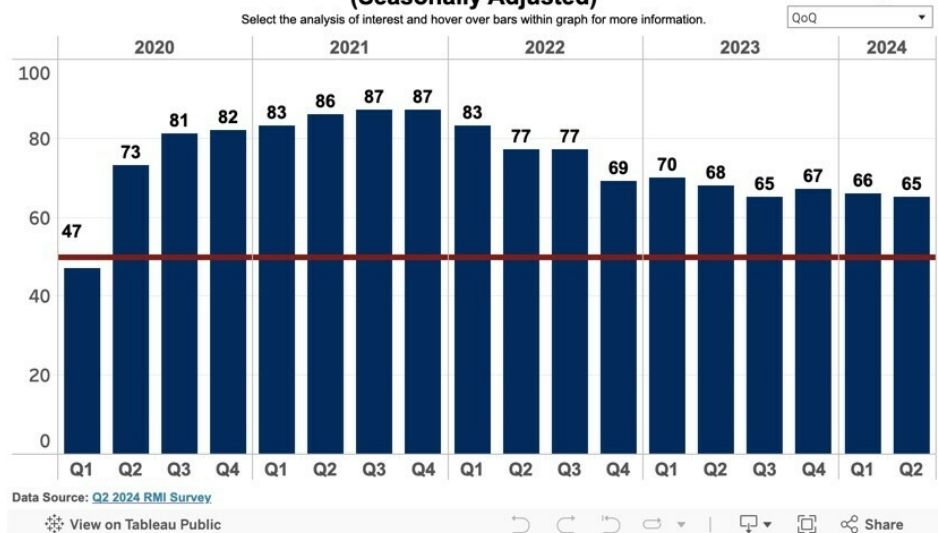
[Apply for the award](#) program that's right for your business. The deadline for entries for this year's awards cycle is Oct. 7.

Remodeling Market Sentiment Holds Steady in Q2

The NAHB/Westlake Royal [Remodeling Market Index](#) (RMI) for the second quarter of 2024 posted a reading of 65, down one point compared to the previous quarter (see Figure 1).

The RMI is an average of two major component indices: the Current Conditions Index and the Future Indicators Index. It is based on a survey that asks remodelers to rate various aspects of the residential remodeling market “good”, “fair” or “poor.” Responses from each question are converted to an index that

Figure 1. NAHB/Westlake Royal Remodeling Market Index (RMI) Overall RMI (Seasonally Adjusted)



lies on a scale from 0 to 100. An index number above 50 indicates a higher proportion of respondents view conditions as good rather than poor.

Lowe's Invests in Training

The Lowe's Foundation recently announced nearly [\\$8 million in Gable Grants](#) to a second cohort of community and technical colleges. Since awarding its first grants one year ago, the foundation has assisted in expanding skilled trades career pathways through its growing network of 35 community colleges and nonprofits in rural and urban communities across 27 states.

From funding new skilled trades facilities and instructors to accreditation programs, the grants will support carpentry and construction, HVAC, electrical, plumbing and appliance repair training.

Middle-Income Housing Needs

The Harvard University Joint Center for Housing Studies (JCHS) recently released a white paper, “Subsidizing the Middle: Policies, Tradeoffs, and Costs of Addressing Middle-Income Affordability Challenges,” that examines 11 state and local programs designed to address [middle-income housing needs](#) amid the housing affordability crisis.

The programs that the JCHS researchers analyze target middle-income rental households — which constitute 14.4 million renters, or one-third of all renters nationally, who earn between 60% and 120% of area median income (AMI) — through direct or indirect public subsidies.

To those who have served,
we are honored to serve YOU.



Welcome to your journey
HOME...

Cynthia Hall, CVLS
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Certified Veterans Lending Specialists

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Greg Wallace

Calendar of Events

August 13, 2024

Board Of Directors Meeting

10:45am - 11:30am

General Membership Meeting

11:30am - 1 pm

September 10, 2024

Board Of Directors Meeting

10:45am - 11:30am

General Membership Meeting

11:30am - 1 pm

October 8, 2024

Board Of Directors Meeting

10:45am - 11:30am

General Membership Meeting

11:30am - 1 pm

LOCATION: SAM & ROSCOS

7450 DOUGLAS BLVD.,

DOUGLASVILLE, GA. 30135



Jassmine Wilborn Seymore

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Westside HBA

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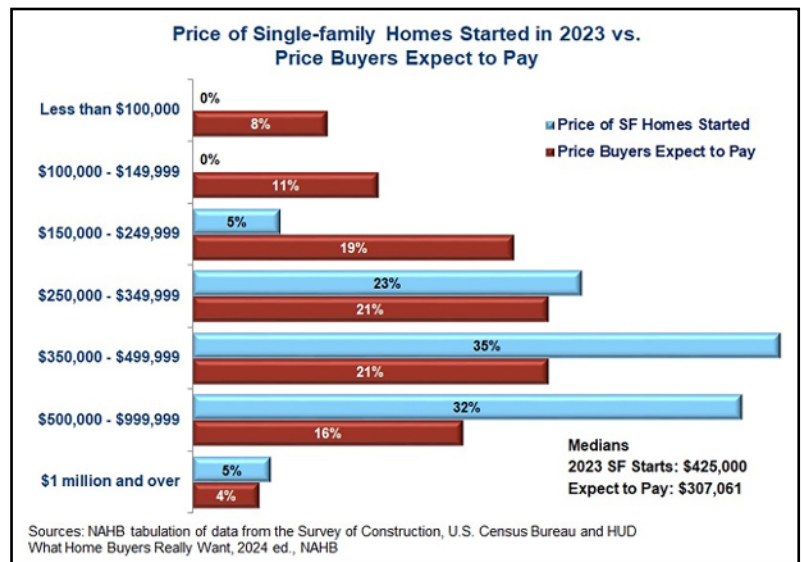
What Buyers Expect to Pay vs. Actual Home Prices

There is a major gap between buyers' expectations and home prices, according to recent surveys from NAHB and the U.S. Census Bureau.

While 38% of buyers expect to pay less than \$250,000 for their next home, only 5% of homes that started construction in 2023 are actually priced under \$250,000.

In contrast, the share of new homes being built that sell for above \$250,000 is often far greater than the share of buyers seeking homes in that price range. The chart above illustrates this contrast.

For new homes priced below \$250,000, the red bars are longer than the blue bars, indicating that the share of prospective and recent buyers exceeds the share of new



homes being built in those price ranges. Above \$250,000, the opposite is true. The blue bars are longer than the red bars, indicating that the share of homes being built exceeds the share of buyers in the market at those prices.

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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.....

GOD Bless America!!!

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**

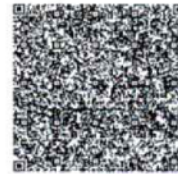
Go To www.westsidehba and click on "Member Benifits" to see all Programs and Savings.



Registering for the Lowe's Savings & Loyalty Program

NEW ACCOUNTS FOLLOW THESE STEPS

1. Use the QR code or Click on [Register for NAHB Lowe's PRO](#)
2. Enter your Business E-mail address and Select Continue.
3. Enter all required fields and create your login and password.
4. Go to My Account, select Wallet, & confirm all forms of payment are attached to your account.



EXISTING LOWE'S PRO ACCOUNT FOLLOW THESE STEPS

*PRO Accounts have the following logo at the top of the landing page:

1. Sign in to your existing Pro Lowes.com Account.
2. Using the same web browser where you are signed into your account, insert <https://www.lowes.com/account/organization>, then press the Enter button on your keyboard
3. Enter Pro Account ID: NAHB1 in the Organization Information section and Click Join GPO.
4. Go to My Account and select Wallet to confirm all forms of payment are attached to your account.
5. Under Payment Methods, click + Add New Card and enter your information to add new cards.

EXISTING DIY ACCOUNT FOLLOW THE THESE STEPS

*DIY Accounts have the following logo at the top of the landing page:

1. Go to <https://www.lowes.com/u/login/account/upgrade>
2. Click on Convert to a PRO.
3. Enter in your Email Address and Password associated with your DIY account.
4. Select your Industry.
5. Enter Pro Account ID: NAHB1 in the Join Existing field and select Next.
6. Enter all required fields in the Business information section.
7. Click Convert Account.
8. Go to My Account and select Wallet to confirm all forms of payment are attached to your account.
9. Under Payment Methods, click + Add New Card and enter your information to add new cards.



Sold By Sandra

+1 770-845-1601

sandra.harvey@metrobrokers.com

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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 Sam & Roscos Restaurant located at 7450 Douglas Blvd., Douglasville, Ga. Please give me a call with any questions. Sandra Caraway Harvey, 770-845-1601.

#GetInvolved

#AllBuildersNeedToBeAMember

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#MembersDoBusinessWithMembers

#Save\$100PerHouseonDETesting

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