

Westside Builder

The Newsletter of the Westside Home Builders Association



**September
2024**

**General Membership Meeting - Tuesday Sept. 10, 2024 from 11:30 am to 1 pm
at SAM & ROSCOS Restaurant, 7450 Douglas Blvd., Douglasville, GA.**

Surprise Increase in July New Home Sales

Sales of new homes rose unexpectedly in July, following significant revisions in the previous months' data.

[Sales of newly built, single-family homes](#) in July rose 10.6% to a 739,000 seasonally adjusted annual rate from significant upward revisions in June, according to data from HUD and the U.S. Census Bureau. The pace of new home sales in July is up 5.6% from a year earlier. After the notably higher revisions for the May and June data, new home sales from January through July of 2024 are up 2.6% in 2024 compared to the same period in 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 July reading of 739,000 units is the number of homes that



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

New single-family home inventory in July ticked lower to a level of 462,000, down 1.1% from the previous month. This represents a 7.5 months' supply at the current building pace. While this reduced level

of months' supply is above the commonly used balance measure of 6, the measure of total home inventory is lower. Given a lean level of resale inventory, total home inventory (new and existing) is near 4.5, which remains low.

The median new home price was \$429,800, up 3.1% compared to last month, and a 1.4% decrease from this time last year.

Regionally, on a year-to-date basis, new home sales are up 5.4% in the Northeast, 22.1% in the Midwest and 6.1% in the West. New home sales are down 2.4% in the South.

2024 IECC Offers More Flexibility

The International Code Council (ICC) published the 2024 International Energy Conservation Code (IECC) on Aug. 14. Although [the 2024 IECC](#) will achieve incrementally higher energy savings than the 2021 edition, the residential provisions will offer substantially more flexibility and a wider range of options for builders to achieve compliance. **NAHB is offering resources** as part of its 2024 IECC Residential Code Adoption Kit to help builders and state and local HBAs navigate the new model energy code requirements.

U.S. Ups Tariffs on Canadian Lumber

The U.S. Department of Commerce recently [raised tariffs](#) on imports of Canadian softwood lumber products from the rate of 8.05% to 14.54% following its annual review of existing tariffs.

Although NAHB is disappointed by this action, this decision is part of the regularly scheduled review process the United States employs to ensure adequate relief to American companies and industries impacted by unfair trade practices.

Register for NAHB Fall Orientation

NAHB Orientation is an opportunity for member leaders and new executive officers (EOs) to learn more about programs, benefits and services available from NAHB. [Fall Orientation](#) will take place Oct. 21-22 in Washington, D.C. Orientation will feature a track for EOs and a separate track specifically for member leaders to ensure all attendees have a personalized experience.

The program is sponsored by Westlake Royal Building Products. [Register here.](#)

Make Plans to Attend 2025 IBS in Las Vegas

Registration for the NAHB International Builders' Show® (IBS) opens Sept. 3. IBS will take place in Las Vegas Feb. 25-27, 2025, and will again be part of Design & Construction Week® (DCW), which includes IBS and the Kitchen & Bath Industry Show. IBS is the largest annual residential and light construction show in the world. The people you'll meet, products you'll discover and knowledge you'll gain at IBS will give you the real ideas and real solutions you need to grow and strengthen your business. Visit [BuildersShow.com](#) to register and to find more information.

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.

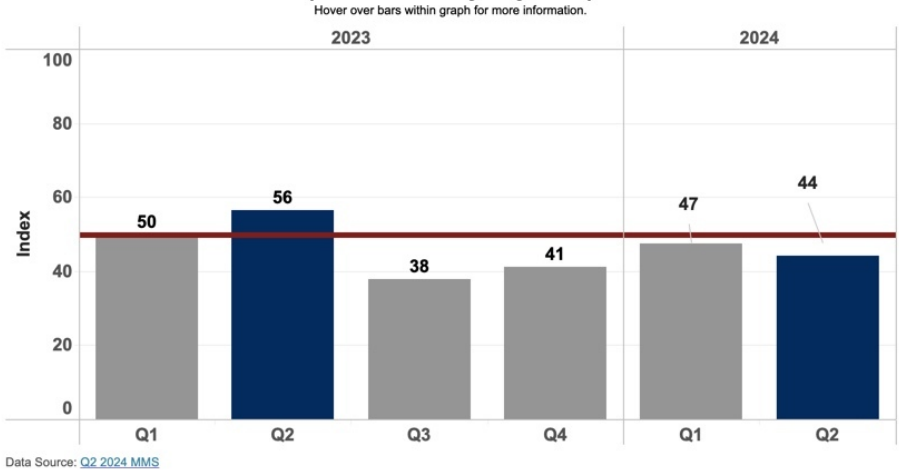
Multifamily Market Sentiment Declines in Q2

Confidence in the market for new multifamily housing declined year-over-year in the second quarter, according to results from NAHB's [Multi-family Market Survey \(MMS\)](#).

The MMS produces two separate indices. The Multifamily Production Index (see Figure 1) had a reading of 44, down 12 points year-over-year, while the Multifamily Occupancy Index (MOI) had a reading of 81, down eight points year-over-year.

The MPI measures builder and developer sentiment about current production conditions in the apartment and condo

Figure 1. Multifamily Production Index (MPI)
(Not Seasonally Adjusted)



market on a scale of 0 to 100. The index and all its components are scaled so that a number below 50 indicates that more respondents report conditions are poor than report conditions are good.

Who Are Our Builder Members?

The majority of NAHB Builder members are small businesses, according to NAHB's [annual member census](#). The census shows that, on average, NAHB builders started 59.2 homes in 2023 (37.3 single family and 21.9 multifamily). However, the median number of homes started was only six, because the data include a small percentage of very large builders.

Builder members — many of whom carry relatively few employees on their payrolls and utilize subcontractors — reported a median of six employees, including employees in both construction and non-construction jobs.

Construction Wage Growth Rises

The housing industry's ongoing skilled labor shortage and the nation's lingering inflation continue to spur [accelerated wage growth](#). Residential building workers' wage growth increased in June at its fastest year-over-year rate since December 2018.

According to the Bureau of Labor Statistics, average hourly earnings for residential building workers was \$32.28 per hour in June 2024, up from \$29.62 per hour one year ago. Compared to other industries, the average hourly earnings amount for residential building workers in June was 16.2% higher than the manufacturing industry (\$27.79) and 10.6% higher than the transportation and warehousing industry (\$29.18).

Leadership List

OFFICERS

President, Mike Lee

Vice-President, Joe Irons

Secretary/Treasurer,

Johnny Blankenship

Past President, Blake Wilson

BOARD OF DIRECTORS

Cynthia Hall

Cory Lord

David Barnett

Krissy Lindsay

Sandra Harvey

LIFE DIRECTORS

Larry Boggs

Jeff Matthews

Robbie Robinson

EXECUTIVE OFFICER

Greg Wallace

Calendar of Events

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

November 12, 2024

Board Of Directors Meeting

10:45am - 11:30am

General Membership Meeting

11:30am - 1 pm

LOCATION: SAM & ROSCOS

7450 DOUGLAS BLVD.,

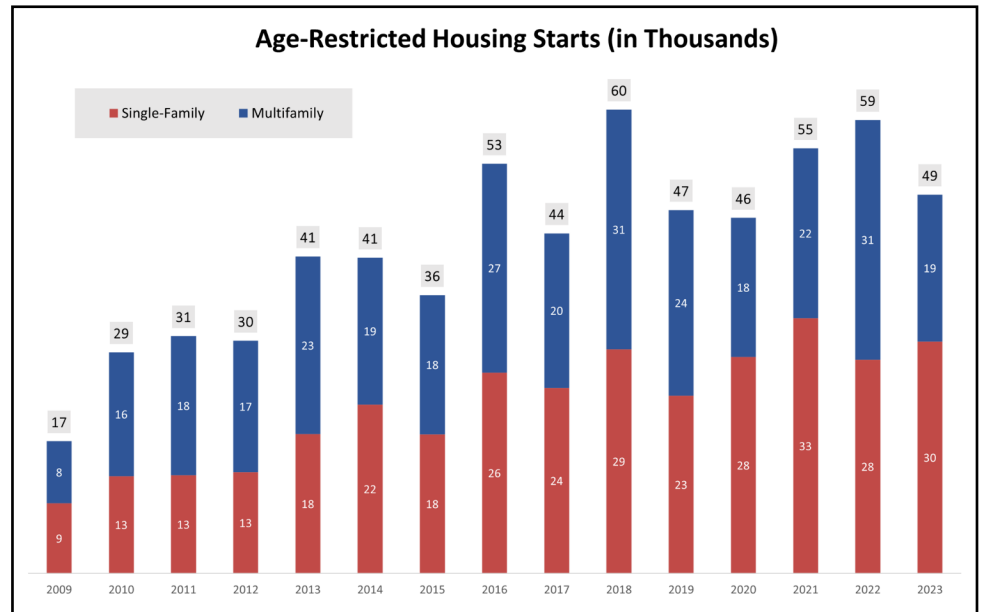
DOUGLASVILLE, GA. 30135



Production of Age-Restricted Housing Declines in 2023

Of the roughly 950,000 singlefamily and 470,000 multi-family homes that started construction in 2023, 49,000 (30,000 single-family and 19,000 multi-family) were built in **age-restricted communities**, according to NAHB analysis of data from the Census' Survey of Construction. A residential community can be legally age-restricted, provided it conforms to one of the set of rules specified in the Housing for Older Persons Act of 1995.

NAHB was first successful in persuading HUD and the Census Bureau to collect and publish data on the age-restricted status of



new homes in 2009, during the depths of the housing downturn.

In 2023, the total number of age-restricted home starts decreased by approximately 17% from 2022, down to 49,000.



DO
BUSINESS
WITH AN
NAHB
MEMBER.

Members Save Millions

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

NAHB.

Westside Home Builders Association

MEMBER OF THE MONTH



Transform Your Space Today!

Experience the Ultimate Clean

Contact Asimpa Clean now for a free quote. Get expert, tailored cleaning for your home, office, or specialized equipment. Enjoy a pristine, healthier environment with our professional and reliable services. Satisfaction guaranteed.

Contact:

Bucky Jackson

Manager

828 735-3145

Hayden Howle

Outside Sales

256 405-3815

Commercial Cleaning

Residential Cleaning

Specialized Cleaning



www.asimpaclean.com

Members Save Millions

nahb.org/savings



DO **BUSINESS** WITH
AN NAHB MEMBER.



Jassmine Wilborn Seymore

PROFESSIONAL REALTOR®

jws.estates@gmail.com

Cell: (901) 644-7054

Licensed in Georgia -Tennessee-Mississippi

6100 Lake Forrest Dr NW STE 120

Atlanta, GA 30328

<https://jaywilsey.georgiamls.com>

Westside HBA Christmas Party

SAVE

THE

DATE

December 1, 2024

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



Welcome to your journey
HOME...

Cynthia Hall, CVLS
678-525-1443

Tom Hall, CVLS
770-722-5421

Certified Veterans Lending Specialists

Cynthia.Hall@guildmortgage.net
NMLS# 607714, Company #3274

Tom.Hall@guildmortgage.net
NMLS# 1995034, Company #3274



Guild
mortgage
OWN WHAT MATTERS

HALL TEAM
MORTGAGE
GROUP





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 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

#DontMissOut

#MembersDoBusinessWithMembers

#Save\$100PerHouseonDETesting

#MembershipBenefits

DO
BUSINESS
WITH AN
NAHB
MEMBER.



2024 MEMBER SAVINGS PROGRAM | AT A GLANCE

nahb.org/savings



AUTO

COMPANY	SAVINGS	PRODUCTS	INFO
BMW	Earn up to \$1,500 on a new BMW or up to \$500 on a new MINI	BMW	memberdeals.com/nahb/shopping.php?action=view&sub=bmw&login=1
GOODYEAR	Members must log into NAHB.org to save 15% on Goodyear Tires.	Goodyear Tires & Services	nahb.org/goodyear
NISSAN	Save \$450 to \$3,800 on sedans, crossovers, SUVs and trucks.	Nissan	nahb.org/nissan

BUILDING MATERIALS

COMPANY	SAVINGS	PRODUCTS	INFO
LOWE'S PRO	5% off* in store, plus 2% statement credit with Commercial Account (LCA) or Lowe's Business Advantage (LBA). 5-10% off online orders using any payment method.	Building Materials	lowes.com/nahb 877-435-2440

WIRELESS

COMPANY	SAVINGS	PRODUCTS	INFO
T-MOBILE	Save 12% on wireless.	Cell Phones, Internet, Plans & More	nahb.org/t-mobile

TRAVEL & ENTERTAINMENT

COMPANY	SAVINGS	PRODUCTS	INFO
AVIS	Save up to 30% off Avis PAY NOW rates when making a reservation with Avis Worldwide Discount (AWD) number G572900.	Rental Cars	avis.com/nahb 800-331-1212 AWD #G572900
BUDGET	Save up to 35% off Budget PAY NOW rates when making a reservation using Budget Customer Discount (BCD) number Z536900.	Rental Cars	budget.com/nahb 800-283-4387 BCD #Z536900
HOTELPLANNER	NAHB members can save up to 65% on hotel room rates at over 800,000 properties worldwide in more than 250 countries.	Hotels	nahb.hotelplanner.com 800-497-2175
MEMBER DEALS	Up to 50% off.	Theme Parks, Movie Tickets, Concerts, Water Parks & Gift Cards	memberdeals.com/nahb/?login=1 877-579-1201
SAM'S CLUB	Save over 60% on a new membership plus receive travel and entertainment credit	Club Membership	memberdeals.com/nahb/packages.php?sub=packages&action=view&id=3291&login=1

Health & Wellness

COMPANY	SAVINGS	PRODUCTS	INFO
ACTIVE & FIT DIRECT	Find your perfect gym for \$28/month.	Fitness Membership	nahb.org/AFD

NAHB Members Saved over **\$40,000,000** last year

2024 MEMBER SAVINGS PROGRAM | AT A GLANCE

nahb.org/savings



FUEL

COMPANY	SAVINGS	PRODUCTS	INFO
VOYAGER	VOYAGER Save on Fuel with Voyager card for Business. Savings anywhere Mastercard is accepted.	Fuel Savings & Fleet Management	usbank.com/splash/corporate-payments/transportation/nahb.html

BUSINESS MANAGEMENT

COMPANY	SAVINGS	PRODUCTS	INFO
DELL	DELL Up to 40% off Dell computers, servers, electronics & accessories.	Computers & Hardware	dell.com/nahb 800-757-8442
ODP	ODP BUSINESS SOLUTIONS Up to 75% off online regular prices on their Best Value List of preferred products. Plus, free shipping over \$50.	Office Supplies	officediscounts.org/nahb 855-337-6811 x2897
UPS	UPS SHIPPING Flat-rate pricing. 50% discount for next day shipping, 30% for ground commercial/residential.	Business Shipping	1800members.com/nahb 800-MEMBERS
FREIGHT	TFORCE FREIGHT At least 75% off Less Than Truckload (LTL) shipping over 150lbs.	Freight Shipping	1800members.com/nahb 800-MEMBERS
RingCentral	RINGCENTRAL Save 15% off monthly on a new RingCentral Office service. Receive \$50 off the list price on any RingCentral phone. Current NAHB RingCentral users are eligible for discounts by calling and re-signing a 24 month agreement.	Message, Video & Phone	ringcentral.com/nahb 800-417 0930
Heartland	HEARTLAND Merchant processing and payroll solutions at reduced fees for NAHB Members	Payment & POS Solutions	go.heartlandpaymentsystems.com/nahb 800-613-0148

INSURANCE

COMPANY	SAVINGS	PRODUCTS	INFO
FARMERS INSURANCE	FARMERS INSURANCE Choose an insurance plan that fits you and save at least 10%.	Personal & Business Insurance Needs	farmersinsurancechoice.com/nahb 888-529-0530

NAHB ASSOCIATION DISCOUNTS

COMPANY	SAVINGS	PRODUCTS	INFO
IBS	NAHB INTERNATIONAL BUILDERS' SHOW® Up to \$200 off show registration. Up to \$3.75 per sq. ft. off exhibit space.	Trade Show	buildersshow.com
STRUCTURE PRODUCTIONS	STRUCTURE PRODUCTIONS Discounts on professional video and television production services.	Visual Media	structure-productions.com
NAHB CONTRACTS	NAHB CONTRACTS Up to 30% off contract rates.	Legal	nahb.org/nahbcontracts
HOUSINGECONOMICS	HOUSINGECONOMICS \$100 off annual subscription.	Economic & Housing Data	housingeconomics.com
BUILDERBOOKS	BUILDERBOOKS 10% off books. Up to 45% off research.	Books	builderbooks.com
ONLINE EDUCATION	ONLINE EDUCATION Up to 30% off webinars; Up to 50% off online courses.	Education	nahb.org/education

*Discounts are as of 2/9/24 & subject to change at any time. Visit nahb.org/savings for latest deals & limited time offers.

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.

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!!!



DO **BUSINESS** WITH
AN NAHB MEMBER.





DO **BUSINESS** WITH
AN NAHB MEMBER.



Westside HBA

Carroll Douglas Haralson Paulding Polk

