

Westside Builder

The Newsletter of the Westside Home Builders Association



**October
2024**

**General Membership Meeting - Tuesday Oct. 8, 2024 from 11:30 am to 1 pm
at SAM & ROSCOS Restaurant, 7450 Douglas Blvd., Douglasville, GA.**

Anticipated Rate Cut Slows August New Home Sales

Expectations of the Federal Reserve beginning the first in a series of rate reductions kept potential home buyers in a holding pattern in August.

Sales of [newly built, single-family homes](#) in August fell 4.7% after an unusually strong July, according to newly released data from HUD and the U.S. Census Bureau. August new home sales registered a 716,000 seasonally adjusted annual rate, after an upwardly revised estimate of 751,000 for July. Despite the slip in August, the three-month moving average for new home sales is at its highest level since March of 2022. New home sales are up 4% on a year-to-date basis through August.

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 August reading of



716,000 units is the number of homes that would sell if this pace continued for the next 12 months.

New single-family home inventory increased 1.7% to 467,000 in August, a 7.8 months' supply at the current sales pace. Completed Completed, ready to occupy

inventory increased to 105,000 homes, which is the highest level since 2009.

Median new home price fell back to \$420,600, down 4.6% from a year ago due to builder price incentives amid multi-decade highs for housing affordability challenges. The Census data reveals a gain for new home sales priced below \$300,000, which made up 18% of new home sales in August compared to 12% a year ago.

Regionally, on a year-to-date basis, new home sales are up in all four regions, rising 2.1% in the Northeast, 21.9% in the Midwest, 0.8% in the South and 4.7% in the West.

RIBA Gets \$1.6 Million DOE Grant

The Rhode Island Office of Energy Resources and the Rhode Island Builders Association (RIBA) have received a \$1.6 million grant from the U.S. DOE to provide energy code training to home builders, building inspectors, designers, and construction trades professionals in the state.

[RIBA will focus](#) on training home building professionals on the new state energy code using materials developed through a partnership with NAHB. The new state code is based on the 2024 International Energy Conservation Code (IECC).

NAHB Seeks Feedback on Heat Rule

OSHA in August published [a proposed rule](#) to establish the first federal standard for preventing heat-related injuries and illnesses in work settings. If finalized, the standard would apply to all employers conducting outdoor and indoor work in all general industry, construction, maritime and agriculture sectors, with some exceptions. NAHB has prepared a summary of the proposal.

OSHA is allowing the public to submit feedback in response to the proposal until Dec. 30. NAHB is asking members to provide feedback on the rule.

NFIP Extended through Dec. 20

With the National Flood Insurance Program and federal government just days away from shutting down, Congress recently approved legislation to extend current federal government funding levels through Dec. 20. The legislation also [extends authorization](#) of the NFIP through Dec. 20. NAHB will continue to work with Congress to achieve a long-term reauthorization of the NFIP that will keep the program fiscally sound and let builders provide safe and affordable housing.

Attend IBS 2025 and See 'More' at TNAH

The New American Home 2025 could be summarized into one word: More. The flagship exhibit of next year's International Builders' Show (IBS) will feature more levels, more openness and even more of the latest innovations in residential construction. An [expansive living space](#) of 9,423 total square feet will include five bedrooms, two of which are located on a second level where there is also will include five bedrooms and a large multipurpose game room. Other features include an interior courtyard, an in-law/guest casita, two garages (a three-car and a two-car), and an 800-square-foot underground wine cellar and lounge.

IBS Takes place Feb. 25-27, 2025 in Las Vegas. Learn more and register at [BuildersShow.com](#).

Apply Now for an NAHB Committee or Council Board

NAHB relies on volunteer leaders to provide their knowledge and guidance to develop policy to support the home building industry. Members interested in serving the housing industry are encouraged to apply to one of NAHB's [committees or council](#) board of trustees for the 2025 leadership year. If you're interested, make sure your membership is in good standing. The application deadline is Nov. 10, 2024.

Who Are NAHB's Associate Members?

NAHB's Associate members grossed an all-time high in average revenue in 2023, besting 2021's record of \$2.86 million by \$140,000, according to NAHB's annual census of members. The \$3 million average reflects the booming success that Associate members across the Federation saw last year.

Other [highlights from the census](#) include:

Associate members account for approximately 65% of NAHB's membership. 39% of Associate members say they



contribute to the development of green/sustainable homes.

The typical Associate member employs 12 people, which ties last year's all-time high.

The census also detailed the businesses in which Associate members work. The most prevalent business is sub-contracting/specialty trade

contracting at 45% of all Associate members, up 4% from a year ago. The next-largest segments include professional specialties (11%), retail dealerships/distributorships (10%), financial services (8%) and wholesale dealerships/distributorships (5%).

Codes Plan Worries Multifamily

Many multifamily housing developers are concerned about plans by the Biden administration to mandate all new homes to be built to the latest energy codes as a requirement for certain federal home loan programs, according to a new survey.

[HUD and the USDA](#) said earlier this year they would require all HUD- and USDA-financed new single-family construction housing to be built to the 2021 International Energy Conservation Code (IECC) and HUD-financed multifamily housing be built to 2021 IECC or ASHRAE 90.1-2019 standard, the commercial energy code used by larger multifamily buildings.

IBS Sustainability Scholarship

The NAHB IBS Sustainability and Green Building Scholarship aims to provide emerging green builders exposure to the world of high-performance homes and help them to jump-start their professional journey by attending the International Builders' Show (IBS).

The [scholarship is available](#) to young professionals and emerging green builders between the ages of 25 and 35 to attend the 2025 IBS in Las Vegas, Feb. 25-27.

Scholarship recipients will receive \$1,800 for travel expenses and full registration to maximize their IBS experience. Applications are due Nov. 18.

Leadership List

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Secretary/Treasurer,

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Past President, Blake Wilson

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Jeff Matthews

Robbie Robinson

EXECUTIVE OFFICER

Greg Wallace

Calendar of Events

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

December 8, 2024

*NO GENERAL MEMBERSHIP
MEETING -*

Christmas Party Only

Tickets will be available soon!!!



WOTUS Rule Hurts Affordability, NAHB Tells Congress

The Biden administration's interpretation of the waters of the United States (WOTUS) rule has muddled the regulatory process and exacerbated the housing affordability crisis, [NAHB recently told Congress.](#)

The Supreme Court last year issued a decision in Sackett v. Environmental Protection

Agency (EPA) that redefined the scope of the Clean Water Act and compelled the EPA and the U.S. Army Corps of Engineers to provide additional regulatory guidance for builders and developers.

"The federal agencies are not faithfully adhering to the Supreme Court's holdings, and the regulated public has been



Vince Messerly, Streams and Wetlands Foundation

stiff-armed on implementation guidance," Vince Messerly, president of the Streams and Wetlands Foundation, a non-profit wetlands mitigation bank based in Ohio, testified before a congressional panel.

As a mitigation banker working in partnership with home builders to navigate the Clean Water Act's Section 404

permitting process, Messerly told lawmakers that uncertainties and delays in permitting are increasing housing costs and causing developers and builders to abandon projects at a time when more housing is desperately needed to address America's affordability challenges.



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Members Save Millions

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

NAHB.

Westside Home Builders Association

MEMBER OF THE MONTH

Budget Blinds of Douglasville and Villa Rica



**Blinds
Shades
Shutters
Drapes
Motorization**

"With such a wide variety of window treatment options, no two homes are designed the same so you end up with a truly custom product."

- Kurt & Kelli Flaherty, Owner

<https://budgetblinds.com/douglasville-ga/>

770-755-5812



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Westside HBA

Carroll Douglas Haralson Paulding Polk





SAVE THE DATE

SUNDAY, DECEMBER 8TH

WHBA

CHRISTMAS

PARTY

Tickets go on Sale Soon!

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



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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.

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

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.



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

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