

Westside Builder

The Newsletter of the Westside Home Builders Association



**December
2024**

**General Membership Meeting - Tuesday, January 14, 2025 from 11:30 am to 1 pm
at SAM & ROSCOS Restaurant, 7450 Douglas Blvd., Douglasville, GA.**

October New Home Sales Down on Higher Rates

Steadily rising mortgage rates coupled with ongoing affordability challenges kept many potential home buyers on the sidelines in October.

Sales of newly built, single-family homes in October declined 17.3% to a 610,000 seasonally

adjusted annual rate, according to data from HUD and the U.S. Census Bureau. The pace of new home sales in October is down 9.4% compared to a year earlier. October new home sales are up 2.1% on a year-to-date basis.

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 October reading of 610,000 units is the number of



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

New single-family home inventory in October remained elevated at a level of 481,000, up 8.8% compared to a year earlier. This represents a 9.5 months' supply at the current building pace.

Completed, ready-to-occupy inventory is up 52.6% to a level of 116,000, compared to a year ago. However, that inventory type remains 24% of total inventory.

The median new home sale price in October edged up 2.5% to \$437,300 and is up 4.7% from a year ago.

Regionally, on a year-over-year basis, new home sales are up 35.3% in the Northeast and 15.9% in the Midwest. New home sales are down 19.7% in the South and 1.3% in the West.

Big Win on Overtime Rule

In a major win for NAHB members, the Eastern District of Texas recently issued a [nationwide injunction](#) in a coalition lawsuit NAHB filed challenging the Department of Labor's 2024 Overtime Rule. As a result, the salary level for determining overtime pay eligibility for salaried employees has been lowered to the pre-2024 level of \$35,568. The court ruled that an employee's duties, rather than their wages, should determine whether they are exempt from overtime pay.

NAHB Commends YIMBY Caucus

NAHB is commending members of Congress who have launched the bipartisan Yes in My Backyard (YIMBY) Caucus. The [YIMBY Caucus](#) includes 30 House members who believe it is vital to break down the barriers that are preventing sorely needed new housing developments in communities across the nation. NAHB looks forward to working with the YIMBY Caucus to address impediments to increasing the nation's housing supply and provide more affordable homeownership and rental housing opportunities.

What to Know About New FFRMS

HUD in April released a new Federal Flood Risk Management Standard (FFRMS) that will affect single-family homes and multifamily properties. Compliance will be required as of Jan. 1, 2025.

For FHA-insured or HUD-assisted multifamily properties, the new FFRMS requires a complicated, three-tiered process for determining the extent of the FFRMS floodplain, among other changes. Learn more about [the new rule](#) at [nahb.org](#).

Five Ways to Maximize Your IBS 2025 Education Journey

The [education sessions](#) at the International Builders' Show (IBS) always offer tons of fresh content from new perspectives. This year is no exception, with more than 120 sessions available to grow your knowledge — and your business. Here are the top five ways you can learn from the best, and connect with industry leaders and peers at the 2025 IBS, taking place Feb. 25-27 in Las Vegas: 1. [Pre-Show Learning](#); 2. [Building Knowledge Sessions](#); 3. [Learning Labs](#); 4. [Super Sessions](#); and 5. [Game Changers](#).

Watch for Scams Related to FinCEN Reporting Mandate

A Jan. 1, 2025, reporting requirement deadline under the Corporate Transparency Act that could affect many NAHB members is rapidly approaching. If you create or have created a corporation, limited liability company (LLC) or other similar entity by filing a document with a Secretary of State or similar office, you may be required to file beneficial ownership information with the Financial Crimes Enforcement Network (FinCEN.)

There is no fee to file beneficial ownership information directly with FinCEN. [Be aware that FinCEN](#) is warning about fraud scams targeting entities that may be subject to the reporting requirements.

How Will the Election Outcome Affect Housing Policy?

While the November elections clearly showed a fiercely partisan divide, the GOP enjoyed a decisive sweep that gave the party control of the White House, the Senate and the House of Representatives.

Throughout the election season, NAHB was laying the groundwork to make housing a top priority at the local, state and national levels. Last spring, the association unveiled a [10-point housing plan](#) addressing the root causes of the housing supply shortage, such as excessive regulations, inefficient local zoning rules and permitting roadblocks.

NAHB has produced a [post-election summary](#) that looks at the policy priorities of the committee leaders in the coming Congress. And to help inform our members



with key updates from this election cycle, NAHB [hosted a webinar](#) featuring staff experts from NAHB's advocacy team. The panel discussed election outcomes at all levels and how they impact policy going forward.

Talking About Impact Fees

As demand for public services grows, many communities have turned to impact fees to pay for new public infrastructure systems and upgrades of old systems.

This growing reliance on impact fees shifts much of the financial burden away from all public infrastructure users (the general public) to a narrow segment of the public: home builders and new home buyers.

NAHB has [created a toolkit](#) to explore impact fees and their potential effects on the local community, and to provide strategies for achieving balanced infrastructure financing solutions, including talking points for discussing impact fees with your local officials.

More Support for Rental Housing

The Federal Housing Finance Agency (FHFA) announced recently that the 2025 [multifamily loan purchase caps](#) for Fannie Mae and Freddie Mac (the Enterprises) will be \$73 billion for each Enterprise, for a combined total of \$146 billion to support the multifamily market. The 2025 caps represent more than a 4% increase from 2024.

Just like in 2024, when the cap for each Enterprise was \$70 billion, multifamily loans that finance workforce housing will be excluded from the 2025 limits. Over the past year, since workforce housing was first exempted from the caps, both of the Enterprises have seen encouraging growth in this critical market segment.

A Christmas Love Story from a Son to his Father

In a world where success is often measured by wealth and fame, true greatness shines through in the legacy left behind by those who dedicate their lives to helping others.

The story of my father, Robbie Robinson, who is a lifelong homebuilder who has not only constructed so many homes for the many families in Georgia and Alabama but more importantly, serves as a powerful example of what it means to be truly successful. His story is a remarkable journey of a man whose hard work, dedication, mentorship, and selflessness have created a lasting impact on countless individuals. It is truly hard to find a person who has had a more profound and positive impact on the people of Douglas County and this Homebuilders Association.

His strong work ethic and discipline is what sets him apart, you would be hard pressed to find someone who loves to work more than he does.

Keith Davis and myself always joked when we were younger, that if we could figure out a way to bottle his energy and sell it, we could retire tomorrow.

When I was a young kid, I told him that I did not want to be a homebuilder because I did not think I would be able to work as hard as he did every day. But thanks to his example, as I got older, I eventually figured out that hard work and discipline is the only way to truly be successful in anything you do in life that is worthwhile.

His role as a mentor has transformed the lives of many aspiring homebuilders in the area. He has taken countless young individuals under his wing, providing guidance and sharing invaluable skills. By investing time in the next generation, like my son Drew, he not only enriched their lives but also has ensured the continuation of high standards in the homebuilding industry.

His selfless nature is evident in the many times he has gone above and beyond to assist others, volunteering for so many organizations like Habitat for Humanity, the Boys and Girls Club, Share House, serving on boards at the Douglas County W.S.A, The Atlanta Regional Commission, the Douglas County Rotary Club, as well as being a founding member, past President and Lifetime Board Member in the Westside HBA, and much more.... His willingness to lend a hand is unmatched. His actions illustrate that true success is measured not by personal gain, but by the positive influence one has on the lives touched along the way.

The legacy of this remarkable man exemplifies the essence of greatness through hard work, mentorship, and selflessness. His story serves as an inspiration to others, demonstrating that success is not solely defined by material wealth but by the lives touched along the way.

As communities strive to build stronger connections, it is essential to recognize and celebrate individuals like him who remind everyone of the profound impact one embracing the values he embodies can lead to a brighter future for us all.

I am so fortunate to have this man as not only a personal mentor but more importantly as a father....

Thank you for listening to an enlightened and grateful son..... Trey Robinson

Leadership List

OFFICERS

President, Joe Irons

Vice-President, Johnny
Blankenship

Secretary/Treasurer,
Mason Tritt

Past President, Mike Lee

BOARD OF DIRECTORS

Blake Wilson

Cynthia Hall

Cory Lord

David Barnett

Krissy Lindsay

Sandra Harvey

LIFE DIRECTORS

Larry Boggs

Jeff Matthews

Robbie Robinson

Calendar of Events

January 14, 2025

Board Of Directors Meeting
10:45am - 11:30am

General Membership Meeting
11:30am - 1 pm

February 11, 2025

Board Of Directors Meeting
10:45am - 11:30am

General Membership Meeting
11:30am - 1 pm

March 11, 2025

Board Of Directors Meeting
10:45am - 11:30am

General Membership Meeting
11:30am - 1 pm

LOCATION:

Sam & Roscos Restaurant
7450 Douglas Blvd.,
Douglasville, GA. 30135



Westside Home Builders Association

MEMBER OF THE MONTH



“Brandon Jordan is a Certified Financial Planner and will be sharing about a new type of 401k program being offered to our members and affiliates that allow small business owners and their employees to have access to 401k program just like large employers without the large employer fees and administration.”

Brandon O. Jordan, CFP®, ChFC®

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Housing Industry's Post-Election Economic Outlook

NAHB Chief Economist Robert Dietz recently provided the following economic overview in his bi-weekly newsletter "[Eye on the Economy](#)."

The dramatic election victory for President-Elect Donald Trump and congressional Republicans reshapes the outlook for the housing sector and the overall economy. For example, equity/stock markets loved the result, expecting an improved regulatory environment and significant — if not, total — extension of the 2017 tax reform policies.

However, the bond market has deep concerns, with investors dumping bonds and pushing the 10-year Treasury rate from 3.6% in mid-September to near 4.3% at the end of last week. Bond investors are concerned about possible inflationary



impacts from a larger federal government deficit and a move to tariffs.

Other key factors that will shape the housing economy include mortgage interest rates, immigration and labor issues. [Learn more at nahb.org](http://nahb.org).



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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

#DontMissOut

#MembersDoBusinessWithMembers

#Save\$100PerHouseonDETesting

#MembershipBenefits

DO
BUSINESS
WITH AN
NAHB
MEMBER.



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!!!

**DON'T FORGET TO BRING CASH \$\$\$ FOR
OUR B-PAC RAFFLE**



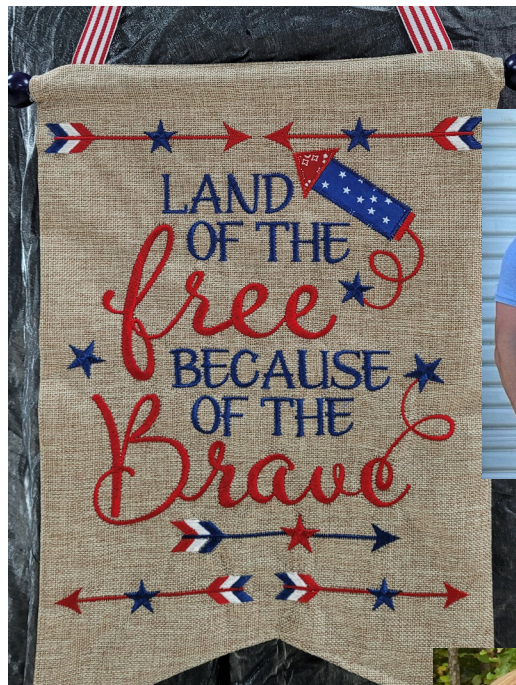
The Builders Political Action Committee is a voluntary non-profit organization affiliated with the Home Builders Association of Georgia & Westside Home Builders.

The purpose of B-PAC is to give aid, through campaign contributions, to those political candidates who support the goals of improving the residential construction industry.

B-PAC is managed by a Board of Trustees who identify deserving recipients of campaign contributions.

HELP US KEEP GOVERNMENT OUT OF YOUR BUSINESS!

Memories of 2024




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