

Westside Builder

The Newsletter of the Westside Home Builders Association



**October
2025**

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

New Home Sales Post Unexpectedly Large Gain in August

A modest drop in mortgage rates led to a surprisingly large jump in new home sales in August that could be revised lower next month.

Sales of newly built single-family homes

jumped 20.5% higher in August, to a seasonally adjusted annual rate of 800,000 from an upwardly revised reading in July, according to newly released data from HUD and the U.S. Census Bureau. The pace of new home sales is up 15.4% from a year earlier. The three-month moving average of new home sales was 713,000, an increase from the 656,000 in July. New home sales remain down 1.4% 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 August reading of 800,000 units is the number of homes that would sell if this pace continued for the next 12 months.

New single-family home inventory declined for the third straight month to 490,000 residences marketed

for sale (of all stages of construction) as of August. This is 1.4% lower than the previous month and 4.0% higher than a year earlier. At the current sales pace, the months' supply for new homes was 7.4 compared to 8.2 a year ago.

The median new home sale price was \$413,500, up 1.9% from a year ago.

New home sales have also been buoyed by home builders use of incentives. Recent NAHB survey data shows 37% of builders reported cutting prices in August and 66% reported using sales incentives.



Mike Lee
CEO



Mike Lee, CEO and co-founder of Tributary Homes, has spent over two decades turning innovative ideas into beautifully crafted homes across West Georgia and East Alabama. Since establishing Tributary Homes in 2015, Mike and his team have built everything from custom homes to single-family, multi-family, and over a dozen thriving communities.

Beyond his work with Tributary Homes, Mike has been a proud and active member of the Westside Home Builders Association for several years. From 2022 to 2024, he served as President of the Westside HBA. In September, Mike was inducted as Secretary/Treasurer of the Georgia Home Builders Association. Marking the next chapter in engaging with leaders at the state level and bringing back valuable insights, resources, and advocacy efforts to his local board and community.

Mike Lee's service and vision reflect his belief that strong leadership with the HBA-and a commitment to building quality homes-benefit not only its members, but also the families and communities who call Georgia home.

"Proudly serving west Georgia and east Alabama"

thetributarygroup.com



Westside HBA Members:

Allen Davis - (912) 687-3733

Kyle Stephens - (423) 763-1111

Derek Wirz - (423) 763-1111

<https://thesouthernagency.com/>



At The Southern Agency, we don't just sell insurance—we deliver peace of mind. Built on the principle "Create great policies with great carriers at competitive rates," we take the time to understand your unique risks and craft coverage that truly protects what matters most.

We've redefined the insurance process with The Southern Agency Underwriting Narrative—a method that ensures businesses get a "top of the stack" application, giving underwriters a clear, compelling picture of their needs. For personal insurance, we take the same meticulous approach, designing policies that respond when life hits hardest.

Many agents cut corners. We don't. Our 10 P Underwriting Narrative Process uncovers key risks others miss, ensuring you're not just insured—you're truly protected. With The Southern Agency, you get a partner who advocates for you, fights for the best coverage, and makes sure you never feel lost in the fine print.

Insurance shouldn't be a guessing game. Let's get it right—together.

SAVE THE DATE

WESTSIDE HBA



ANNUAL CHRISTMAS PARTY



SUNDAY, DECEMBER 7, 2025



STAY TUNED FOR INFORMATION TO PURCHASE YOUR TICKETS

WESTSIDEHBA.COM

WHBA's Christmas Party Entertainer:

George Pippen



George Pippen a 27-year-old country rock emerging talent from small-town Indiana, who, after starting as a tour manager in Los Angeles, is now poised to make his mark in Nashville's music scene with his debut Album, "Growing Pains." With a gritty voice and undeniable charm, George embodies the all-American boy-next-door, channeling his small-town roots and big-city dreams into anthemic and engaging lyrics and melodies that capture the essence of his journey through his growing pains and experiences.

**Contact Denene in the office to purchase your tickets,
Company Tables, etc. 770-652-6162 or
whbagregwallace@gmail.com**



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!

Boost for Multifamily Housing

In an important win for NAHB members, the Federal Housing Administration (FHA) announced that effective Oct. 1, it is reducing the FHA multifamily mortgage insurance premiums (MIP) for all multifamily programs to 25 basis points – the statutory minimum the agency must charge.

[Lower MIPs](#) will reduce multifamily financing costs and help expand the supply of rental housing. FHA is eliminating three MIP categories: Green and Energy Efficient Housing, Affordable Housing, and Broadly Affordable Housing.

NAHB Advocates for Energy Choice

NAHB called on Congress to help ease the housing affordability crisis by supporting policies that [preserve energy choice](#).

Testifying before a House Energy and Commerce subcommittee, NAHB Chairman Buddy Hughes called on Congress to support and advance the Energy Choice Act, legislation that would prevent state and local governments from banning the use of natural gas energy in new homes.

Join NAHB's Attorney Network

Doing business with fellow members is a core value of the NAHB Federation. To that end, NAHB is building a [network of attorney members](#) to assist peers with legal services.

Across the country, members face both unprecedented challenges and opportunities in growing their businesses. Attorney members are mission-critical allies who can help advance home building through the courts.

NAHB member attorneys can opt-in to the network [using this form](#).

Fall Leadership Meeting In Denver, Nov. 17-19

NAHB committee and council members, delegates to the Leadership Council, members of the Board of Directors, and executive officers should make plans to attend the [Fall Leadership Meeting](#), Nov. 17-19, at the Hyatt Regency in Denver.

This is a great opportunity to shape NAHB's response to the challenges that most affect the housing industry, such as burdensome regulations, workforce challenges, high mortgage rates, and other concerns.

You can view the schedule, register and book your hotel room at nahb.org/flm.

Apply Now for an NAHB Committee or Council Board

NAHB relies on volunteer leaders to provide guidance and develop association policy. Members interested in serving the housing industry are encouraged to [apply to serve](#) on one of NAHB's committees or council board of trustees for the 2026 leadership year.

Committees and councils meet during the Spring and Fall Leadership Meetings and at the International Builders' Show to discuss legislative and regulatory news, business updates, and consider association policy. The application deadline is Nov. 23, 2025. No applications will be accepted after the deadline.

Make Plans Now to Attend IBS 2026 in Orlando

NAHB has opened online registration and housing for the [2026 NAHB International Builders' Show® \(IBS\)](#), the largest annual light construction trade show in the world.

The show will return to Orlando, Fla., for the final time before permanently moving to Las Vegas for all future shows. [IBS 2026](#) will take place Feb. 17-19, at the Orange County Convention Center, where it will again co-locate with the National Kitchen & Bath



Association's (NKBA) Kitchen & Bath Industry Show® (KBIS) for the 13th Annual Design & Construction Week® (DCW). The two shows will host more than 2,350 exhibiting brands spanning over 1.2 million net square feet of exhibit space, with 115,000+ expected attendees, making it the largest annual gathering of the

residential design and construction industry in the world.

Coalition Promotes More Housing

NAHB has joined a diverse coalition of nearly 60 housing experts, advocates and industry leaders to endorse four key principles aimed at increasing the supply of housing. The "Principles for Enhancing Housing Availability and Affordability" was developed by Pew as a part of their Housing Policy Initiative.

The coalition signatories agree that overly strict zoning and land-use regulations are limiting the availability of new housing.

The [four key common-sense housing solutions](#) are: enable more housing types; avoid inflexible mandates; spur the creation of apartment buildings and townhouses in high-use areas; and lower administrative barriers.

NAHB Explains 'No Tax On Tips'

"No tax on tips," alongside "no tax on overtime," are two of the most publicized tax changes in the One Big Beautiful Bill Act. On Sept. 22, the Treasury Department released its official notice of proposed rulemaking with this additional information.

"No tax on tips" provides a temporary, above-the-line tax deduction for workers in fields that customarily and regularly receive tips. The Treasury Department has released its primary list of qualifying jobs.

NAHB AVP of Government Affairs JP Delmore [explains no tax on tips](#) and overtime in the One Big Beautiful Bill Act in a two-minute video.



Dorothy Ann Miller
"Miss Dot"

March 9, 1947 – September 28, 2025

Miss Dot loved volunteering for Westside HBA. For 5 years she was always ready to help in any way needed. We will miss her bright smile. Rest in Peace Miss Dot....we all love you.

Leadership List

OFFICERS

President, Joe Irons

Vice-President, Johnny
Blankenship

Secretary/Treasurer,

Mason Tritt

Past President, Mike Lee

BOARD OF DIRECTORS

Blake Wilson

John Christian

Cynthia Hall

David Barnett

Sandra Harvey

Chuck Laster

LIFE DIRECTORS

Larry Boggs

Jeff Matthews

Robbie Robinson

Honorary: Cory Lord

EXECUTIVE OFFICER

Greg Wallace

Calendar of Events

October 14, 2025

Board Of Directors Meeting

10:45 am - 11:30 am

General Membership Meeting

11:30 am - 1 pm

November 11, 2025

Board Of Directors Meeting

10:45 am - 11:30 am

General Membership Meeting

11:30 am - 1 pm

LOCATION:

Sam & Roscos Restaurant

7450 Douglas Blvd.,

Douglasville, GA. 30135

December 7, 2025

**WHBA Christmas Party & HOF
Ceremony**

LOCATION:

Gabe's Downtown

129 Main Street

Villa Rica, GA 30108



*****Please contact Denene in
the office for tickets - 770
652-6162 or email:
whbagregwallace@gmail.com**

Remodeled Show Home Makes Something New of Old Bones

Remodeling projects can range from small cosmetic updates to extensive overhauls. [The New American Remodel® 2026](#) lands somewhere in the middle, taking a “soft remodel” approach that will revitalize the home and still retain much of its original character.



design updates and modern product integrations will transform the Winter Park, Fla., property from a dated, energy-guzzling residence into a sustainable, high-performance gem.

The finished home will be officially unveiled during the 2026 International

The Phil Kean Design Group is overseeing the 2026 remodel, converting an existing 3,341-square-foot home built in 1951 into a contemporary residence with 3,905 total square feet.

Even though the home is not undergoing major structural changes, the strategic

Builders' Show® in Orlando, Feb. 17-19. All registered Builders' Show attendees will have the opportunity to tour the home and see the latest trends in home remodeling. Learn more and register to attend IBS at BuildersShow.com.



DO
BUSINESS
WITH AN
NAHB
MEMBER.

Members Save Millions

Start saving at nahl.org/savings

NAHB.



Westside HBA

Carroll Douglas Haralson Paulding Polk

HBA
REBATES

Start Getting **Money Back** For Products You Already Use

Free member benefit of your state and local HBA.



www.HBArebates.com

\$1,650.24

Average rebate per builder/remodeler company who participated in 2024.

EASY TO PARTICIPATE!

1

Register

2

Submit a Rebate Claim

3

Receive a Rebate Check

Use Any Of Our Participating Manufacturers →



Participating Manufacturers



**HBA
REBATES**



 HBArebates.com
 info@HBArebates.com
 866.849.8400
 @HBArebates

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:

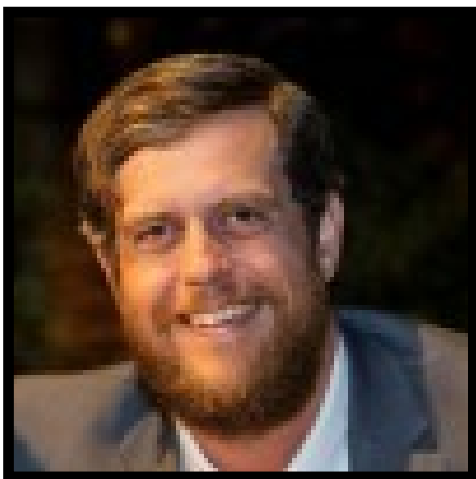
All you have to do is "ASK"....

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!!!



Chuck Laster

Business Development Manager
at Carter Lumber

Westside HBA Membership Committee Chairman

I am honored to serve as the 2025 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. Chuck Laster - (678) 485-8569.

#GetInvolved

#AllBuildersNeedToBeAMember

#DontMissOut

#MembersDoBusinessWithMembers

#Save\$100PerHouseonDETesting

#MembershipBenefits

DO
BUSINESS
WITH AN
NAHB
MEMBER.

CARTER
Lumber