

Westside Builder

The Newsletter of the Westside Home Builders Association



**November
2024**

**General Membership Meeting - Tuesday Nov. 12, 2024 from 11:30 am to 1 pm
at SAM & ROSCOS Restaurant, 7450 Douglas Blvd., Douglasville, GA.**

New Home Sales Rise in September as Mortgage Rates Ease

Home buyers moved off the sidelines in September following the Federal Reserve's recent move to cut interest rates for the first time in four years.

[Sales of newly built, single-family homes](#) in September increased 4.1% to a 738,000 seasonally

adjusted annual rate from a downwardly revised August number, according to recent data from HUD and the U.S. Census Bureau. The pace of new home sales in September was up 6.3% compared to a year earlier.

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 September reading of 738,000 units is the number of homes that would sell if this



pace continued for the next 12 months.

New single-family home inventory in September remained elevated at a level of 470,000, up 8.0% compared to a year earlier. This represents a 7.6 months' supply at the current building pace. Completed for-sale

new homes rose to 108,000, the highest level since 2009.

The median new home sale price in September was \$426,300, essentially unchanged from a year ago. The Census data reveals a gain for new home sales priced below \$300,000, which made up 17% of new home sales in September, compared to 14% a year ago.

Regionally, on a year-to-date basis, new home sales are up 19.2% in the Midwest, 1.1% in the South and 3.4% in the West. They are down 1.1% in the Northeast.

Workers Needed for Construction

America will need thousands of new skilled construction workers to reduce the nation's housing deficit — a shortfall NAHB estimates to total 1.5 million homes — according to the latest [Construction Labor Market Report](#) from the Home Builders Institute (HBI).

The free report provides an overview of the current state of the nation's construction labor market. The report notes that the construction industry needs to hire more than 720,000 workers per year to keep pace with demand.

Preventing Substance Misuse

NAHB is raising awareness about the importance of [preventing substance misuse](#) in the construction industry. Construction workers have nearly two times the rate of substance misuse (15%) as the national average (8.6%) and are more likely to be affected by opioid addiction.

NAHB and its partners – including the SAFE Project, the Job-Site Safety Institute (JSI), MindWise Innovations, and others – have several resources available to train workers about substance misuse.

See Highlights from Fall Meeting

NAHB members who could not attend the Fall Leadership Meetings in San Antonio can [watch some of the highlights](#) on nahb.org, including:

The economic forecast from NAHB Chief Economist Dr. Robert Dietz; tax codes updates from NAHB Chief Economist Dr. Robert Dietz and NAHB AVP of Government Affairs J.P. Delmore; and Third Vice Chairman candidate Gary Campbell's address to the Leadership Council.

Networking at Centrals a Great Reason to Attend IBS

The Centrals at the NAHB International Builders' Show® (IBS) are dynamic places where attendees can find like-minded professionals looking to refine their skills, explore exciting new ideas and learn from top industry experts. Geared toward niche markets, the Centrals offer excellent networking opportunities and a place to take a break from the hustle and bustle of the show.

The Centrals serve key industry segments, including: 55+ Housing, Custom Building, Design, Multifamily, Remodeling and Sales. Visit the [communities page](#) at [BuildersShow.com](#) to learn more.

Make Plans to Participate In Macroeconomics Webinar

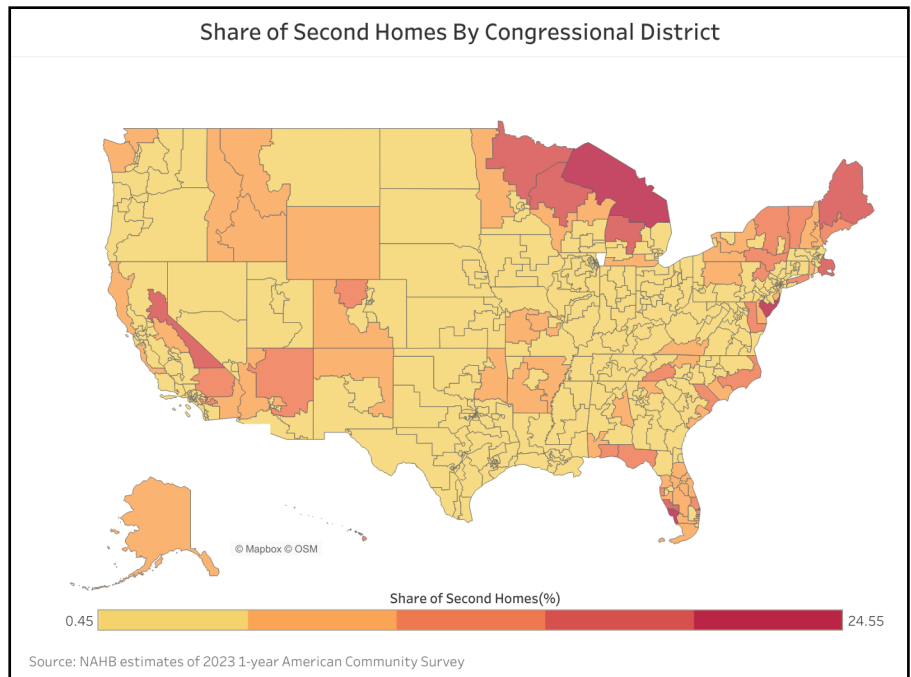
Danushka Nanayakkara-Skillington, NAHB's Assistant Vice President for Forecasting & Analysis, provides an in-depth status check on [key macro issues](#) affecting the economy and the housing industry, including inflation, interest rates and Fed policy, the state of construction labor, and expectations for single-family and multifamily housing in 2025. The presentation includes a LIVE Q+A session for attendees.

The webinar will take place December 4, 2024, at 3 p.m. ET.

How Many Second Homes in Your Congressional District?

The total number of second homes in the United States in 2023 was 5.7 million, representing 4% of the total housing stock, according to NAHB estimates of the 2023 American Community Survey. Second homes have been in a steady decline over the past few years, dropping from 7.15 million in 2020, to 6.5 million in 2022, and to 5.7 million in 2023.

Half of the nation's second homes are concentrated in a small number of congressional districts, primarily in these states: Florida, California, New York, Texas, Michigan, North



Carolina, Pennsylvania, and Arizona. [Click here to see an interactive map](#) of second homes by congressional district.

RMI Drops Two Points in Q3

NAHB released its NAHB/Westlake Royal [Remodeling Market Index](#) (RMI) for the third quarter, posting a reading of 63, down two points compared to the previous quarter.

The NAHB/Westlake Royal RMI survey asks remodelers to rate five components of the remodeling market as “good,” “fair” or “poor.” Each question is measured on a scale from 0 to 100, where an index number above 50 indicates that a higher share view conditions as good than poor.

An RMI of 63 is consistent with NAHB's forecast for steady 2% growth in remodeling spending over the next two years.

Apply for HBI Grant for Schools

Attracting new talent to the trades continues to challenge the residential construction industry. To help boost the amount of U.S. secondary schools with a skilled trades curriculum, HBI is once again offering its [Schools-to-Skills Grant](#). The grant provides schools with the resources to implement HBI's Pre-Apprenticeship Certificate Training (PACT) curriculum — which removes financial barriers to making high-quality trades education accessible to more students across the country — at no cost for two years.

The deadline to apply is 11:59 p.m. ET on Dec. 20, 2024.

SAVE THE DATE

SUNDAY, DECEMBER 8TH

WHBA

CHRISTMAS

PARTY

Tickets on Sale NOW!

6:30 pm - until.....

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

November 12, 2024

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

General Membership Meeting
11:30am - 1 pm

December 8, 2024

- NO MEMBERSHIP MEETING -

Christmas Party Only

Tickets available NOW!!!

6:30 pm - Until.....

LOCATION:

White "Event Tent" @
Sam & Roscos Restaurant
7450 Douglas Blvd.,
Douglasville, GA. 30135

****Holiday or Cocktail Attire**



NAHB Members Take Home Top EPA and DOE Awards

During the Energy and Environmental Building Alliance (EEBA) High Performance Home Summit in Salt Lake City, Utah, the EPA announced the [winners of the Indoor AirPLUS Leader Awards](#) and the DOE announced the winners of the Zero Energy Ready Home (ZERH) Housing Innovation Awards.

NAHB members receiving Indoor AirPLUS Leader Awards:

Beazer Homes, National
Meritage Homes, National
Charis Homes, Ohio
Providence Homes, Florida
Thrive Homes, Colorado
Tri Pointe Homes, Arizona
EnergyLogic Inc., Colorado
Steven Winter Associates, Connecticut

NAHB members honored with a Housing Innovation Award:

Addison Homes
Beazer Homes
Charis Homes
Clifton View Homes and Zero Energy Home Plans
Deltec Homes
Howard Building Science
Insight Homes
K. Hovnanian Phoenix Division
Noyes Development
Powerhouse Designs and TC Legend Homes
Providence Homes
Red Tree Builders
Thrive Home Builders
Woodside Homes
Clayton Homes



DO
BUSINESS
WITH AN
NAHB
MEMBER.

Members Save Millions

Start saving at nabh.org/savings

NAHB.

Westside Home Builders Association

MEMBER OF THE MONTH



800-768-3276

<https://www.aggeorgia.com/>

AgGeorgia Farm Credit is an agricultural lending cooperative owned by more than 5,000 member-borrowers, with a mission to improve the lives of Georgia's farmers, families, and rural communities. AgGeorgia specializes in ag lending with loan and lease products for farmers and agribusinesses, as well as long-term fixed rate options for land buyers.

We are proud members of the nationwide Farm Credit System, established in 1916 to provide a dependable source of credit to farmers and rural America.

With over 110 employees serving 79 Georgia counties, you can rest assured that we have the experience, tools, and desire to see you succeed and obtain your goals.

Karen Parker

706-291-6340

kparker@aggeorgia.com



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



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	STRUCTURE PRODUCTIONS Discounts on professional video and television production services.	Visual Media	structure-productions.com
NAHB	NAHB CONTRACTS Up to 30% off contract rates.	Legal	nahb.org/nahbcontracts
NAHB	HOUSINGECONOMICS \$100 off annual subscription.	Economic & Housing Data	housingeconomics.com
NAHB	BUILDERBOOKS 10% off books. Up to 45% off research.	Books	builderbooks.com
NAHB	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



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.



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.



DO **BUSINESS** WITH
AN NAHB MEMBER.



Westside HBA

Carroll Douglas Haralson Paulding Polk

