

HBA News

Updates from the HBA of the Valley



HOME BUILDERS & REMODELERS
ASSOCIATION OF THE VALLEY



October 2018

New Home Sales Rise 3.5% in August

Sales of newly built, single-family homes **rose 3.5% in August** to a seasonally adjusted annual rate of 629,000 units after downwardly revised June and July reports, according to data from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.



These downward revisions suggest softness in new home sales activity this summer. However, on a year-to-date basis, sales are up 6.9 percent from this time in 2017.

"Housing affordability has taken a toll on new home sales over the summer, and there could be market volatility in the months ahead as communities grapple with the aftereffects of Hurricane Florence," said NAHB Chief Economist Robert Dietz. "Still, we expect the overall housing market to grow this year as demand continues to increase among millennials and others."

The inventory of new homes for sale was 318,000 in August. The median sales price was \$320,200.

Regionally, new home sales rose 47.8 percent in the Northeast, 9.1 percent in the West and 2.7 percent in the Midwest. Sales fell 1.7 percent in the South.

WELCOME !



The HBA welcomes Pinewood Structures & Virgil Horst, Columbiana! They specialize in sheds, barns, playsets & more!





The Jim Grantz

FALL FUNFEST

Friday
Nov.
9th

REVERSE RAFFLE GRAND PRIZE \$2,000

Sideboard* Chinese Auction* 50/50

Reverse Raffle Ticket includes Dinner \$100
Dinner only ticket (with purchase of Big Board) \$50

**6pm-
10pm**

**MR.
ANTHONY'S,
Bdmn.**

Call HBA office for tickets
330-965-9779 or email
jennie@hbamv.org

**Cocktails
Great food
Desserts
Prizes**

Tariffs Could Be a \$2.5 Billion Tax

President Trump's recent decision to escalate the trade conflict with China could wind up imposing a \$2.5 billion tax increase on residential construction at a time when builders are already grappling with higher housing costs.

Trump announced in September that he is moving to [impose 10% tariffs](#) on an additional \$200 billion worth of Chinese imports, including \$10 billion of goods used by the home building industry.

This 10% levy represents a \$1 billion tax increase on residential construction. Making matters even worse, the amount will rise to \$2.5 billion on Jan. 1 when the president said the tariff rate will jump to 25% if the two nations have not resolved their differences by year end.

Shortage of Carpenters Reaches Record High

Single-family builders who responded to a recent NAHB survey listed which workers they are most struggling to find. [Shortages of rough carpenters](#) were reported by 90% of builders – the highest-ever portion for any occupation in residential construction in the survey's history.

The shortages continue to restrain the pace of construction, further driving up construction costs, which are increasingly being absorbed by home buyers. The shortages are also affecting builders' bottom lines by causing lost or canceled sales and making some projects unprofitable.

NAHB Working with HUD on Accessibility Rule

NAHB is working with HUD and the Justice Department to improve burdensome compliance requirements under the Fair Housing Act's accessibility provisions.

NAHB sent a letter to HUD outlining steps the agency could take. Among other

things, NAHB suggested that the Justice Department and HUD work together to [improve compliance assistance](#) materials and guidance for builders and developers involved in designing and building multifamily housing.

Register Now for The Builders' Show

The 2019 NAHB International Builders' Show – Feb. 19-21 in Las Vegas – is THE place to be for any housing industry professional. Come for the latest and greatest products from hundreds of exhibitors. Come to attend as many of the 140+ educational sessions as your schedule permits. Come to network with the best and brightest in the business. Network, learn and build at the [2019 International Builders' Show](#).

Give to BUILD-PAC Before Election Day

The 2018 election cycle is proving to be one of the most competitive midterm elections in history. There are an unprecedented number of open seats and extremely close races around the country. It is critical that the home building industry elect a pro-housing, pro-business Congress on November 6. [BUILD-PAC](#) is the best tool we have to achieve this goal.

The HBA enjoyed its first GLOW GOLF Event sponsored by Carter Lumber!

Members gathered for a steak dinner beforehand and then teams hit the course in the dark to play some interesting golf! All in all, a good time was had by all. This is definitely an event you'll see again next year!



HBA-GLOW GOLF

SPONSORED BY **CARTER Lumber** THE YARD
THE PROFESSIONAL LUMBERYARD

- Hole Sponsors -

**ALEXANDER
CONSTRUCTION INC.**

BANNER SUPPLY

CARTER LUMBER

D&R GARAGE DOORS PLUS

HOME SAVINGS BANK

**SMART SOLUTIONS
UNLIMITED**



NGBS Green Program Has Certified 150,000 Homes

The National Green Building Standard Certification Program reached an important milestone with the [certification of the 150,000th home](#) to meet its requirements – and there are 120,000 more homes in the pipeline.

Halfway through 2018, North Carolina, Florida and Illinois lead the way with the most single-family home certifications this year. Meanwhile, Texas, Florida and North Carolina have had the highest number of multifamily properties certified to the NGBS in 2018.

Builders are drawn to the NGBS certification because it gives them a marketing advantage. A report by the North Carolina Building



An NGBS Green Certified Emerald home built by Marnella Homes in Oregon City, Ore.

Performance Association showed a 9.5% price premium for homes certified through third-party systems, with the NGBS certification providing the most added value.

NLRB Looking at Joint Employer Rule

The National Labor Relations Board has published a notice of proposed rulemaking inviting stakeholders to submit comments on its proposed [joint employer standard](#).

The proposal would codify the standard for determining whether two employers are joint employers of a group of workers under the National Labor Relations Act, thereby resolving the NLRB's controversial 2015 decision in the case of Browning-Ferris Industries that radically expanded the test for establishing joint employment.

NAHB believes regulatory action by the NLRB to restore the traditional definition of joint employment in which a company must exercise "direct and immediate control" over a worker in a business-to-business relationship is a necessary and important step in the right direction.

NAHB plans to submit detailed comments in support of the proposal.

NAHB Offers Nail Gun Safety Toolbox

Nail guns are a leading cause of injury for carpenters and account for roughly 25,000 work-related emergency room visits each year. The most common hazards include:

- Unintended nail discharge.
- Nail discharge from knocking the safety contact with the trigger squeezed.
- Nail penetration through lumber.
- Nail ricochet after striking a hard surface or metal feature.
- Bypassing safety mechanisms.
- *Not* disconnecting the air supply when leaving the nail gun unattended.

NAHB has developed a [Nail Gun Safety Video Toolbox](#) that includes a handout in English and Spanish and a video. The materials were developed in conjunction with the Job-Site Safety Institute and the National Housing Endowment.

Helping in the Wake of Hurricane Florence

Hurricane Florence and its remnants brought historic flooding to the Carolinas. The NAHB federation stands ready to help its members, their families and all victims affected by the storm.



Coast Guardsmen and North Carolina National Guard assist residents affected by Hurricane Florence in Old Dock, N.C.

NAHB will be working closely with state and local HBAs in the impacted states to help them meet the needs of members who have been affected by the storm. We will also provide resources to support our members as they help families rebuild. There are also many ways you can help right now.

The North Carolina HBA has established a [Hurricane Florence Relief Fund](#) to assist members recovering from the devastating impact of the storm in their communities.

The Department of Homeland Security encourages donations to be funneled through the National Voluntary Organizations Active in Disaster (NVOAD). You will also be able to find volunteer opportunities through NVOAD.

NAHB has two webpages to help HBAs, their members and consumers prepare for and respond to natural disasters:

[The Natural Disaster Resources Toolkit](#) is designed for HBAs and members. It's a clearinghouse of information including case studies of HBAs that have dealt with disaster, a hurricane preparedness checklist for builders and more.

[The Disaster Preparation and Recovery Resources page](#) is aimed at home owners and others in the paths of dangerous hurricanes, floods, fires and other natural disasters. It includes emergency preparedness tips, resources for keeping safe during cleanup efforts and an FAQ from former NAHB Remodelers Chair Dan Bawden on how to find, hire and work with remediation and renovation contractors.

CALENDAR OF EVENTS

November 9th
HBA FUNFEST
Mr. Anthony's, Boardman
6pm
Tickets still available



November 13th
OHBA Fall Board
& Dinner Banquet
Columbus



November 15th
HBA Board Meeting
6pm, HBA Office

December 1st
HBA Budget Meeting
8am, HBA office



Pocket
the Savings

nahb.org/MA

NAHB

**MARCH 1, 2 & 3
Mr. Anthony's
Boardman, Ohio**



It's time again for the annual HBA Home & Garden Show at Mr. Anthony's in Boardman, a Valley tradition! We are proud to showcase some of the Valley's best home improvement companies to the consumers who trust the HBA and its members to bring them competitive pricing & quality workmanship.

**Due to the early sell-out of vendor space last year, we are holding booth spaces until January 15th.*
ALL unsold booths without deposits will be released 1/15 and sold on a
first come first serve basis regardless of prior booth location.
If you are interested in reserving your previous booth space,
*please return your **contract with deposit** prior the 1/15/19 deadline.*
*If you would like a new location, new options will be available at that time. **

SPONSORSHIP & MARKETING OPPORTUNITES

Presenting Sponsor (1 available)

- Name & logo recognition in media advertising
- HBA Home & Garden Show presented by
- Signage at event
- Company logo on Program Cover
- SPONSORSHIP FEE \$5,500

Free Gate Sponsor – 2 SOLD

- Name & logo recognition in media advertising
- Signage at event
- Company recognition in program for consumers attending
- SPONSORSHIP FEE: \$3,000

Vendor Break Area Sponsorship (1 available)

- Exclusive Opportunity to network with vendors
- SPONSORSHIP FEE: \$1,000

Consumer Bag Sponsors

- Logo on Consumer Bag: \$2,000

Show hours: Friday 3/1 Noon-8pm, Saturday 3/2 10am-8pm, Sunday 3/3 10am-4pm

Secure your space now for the 2019 HBA Home & Garden Show~

330.965.9779 office 330.965.9770 fax or jennie@hbamv.org