

Newsletter of the Home Builders Association of Central Missouri

HBANews



February 2023

February Membership Meeting

Date: February 8th

Time: Social at 6 pm, Dinner at 7 pm

Fried Chicken and all the Fix-ens'

Location: Eagles on MO Blvd.

Cost: \$20

Speaker- Luke Holtschneider with Jefferson City Regional Economic Partnership discussing needs for housing to support economic development growth in Jefferson City

Sponsored by:



SINCE 1848

Please RSVP by Noon on Monday, February 6th

rachel@hbacentralmo.com



If you would like to exhibit or sponsor the 2023 Home Show, please contact the HBA office at 635-6001
or a Chairperson

Christy Lyon, Monarch Title 573-721-0452 , Nick Haslag, Haslag Landscape
and Design 573-301-9464 or Gwynn Ready, Legends Bank 573-690-4035

Contracts and forms are available on the HBA website :

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

2023 Home Show Committee



Christy Lyon
2023 Co-Chair
Monarch Title



Nick Haslag
2023 Co-Chair
Haslag Landscape
Design



Gwynn Ready
2023 Co-Chair
Legends Bank

Ron Lehman & Lisa Lehman- ServiceMaster By Aerodry, Ralph McCasland - Brady's Glass & Paint, Adam Mietzner - EcoWater Systems, Jeff Carr - Hawthorn Bank, Rachel Andrews & Julie Sullivan- HBA, Aaron & Kristy DeBuhr - Imagemark Marketing & Advertising, Haze Wright & Johnny Martellaro - Martellaro Marble & Granite, Tim Wilbers - Midwest Block & Brick, Paulette Kreter-Paulette's Designs, LLC, Nick Johnson- Cutco Cutlery, Matt Allen- MRA Construction



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ATTENTION VENDORS! The HBA of Central MO is proud to introduce Marketplace to this year's Home Show!

Home Show Marketplace will give attendees an opportunity to shop local Missouri vendors with home-related items, including throw pillows, vintage décor, candles, BBQ seasonings, charcuterie boards, soaps, and so much more!

For more information on becoming a vendor, head on over to www.hbacentralmo.com to download your application today!



Marketplace
at the Home Show

Feb 24 & 25
Get your vendor application TODAY!



SEEKING STUDENTS LOOKING TO ENTER BUILDING-RELATED CAREERS

MULTIPLE SCHOLARSHIPS TO BE AWARDED

The HBA Scholarship Fund was created in 2003 to encourage strong relationships between builders, local associations and colleges. This program provides financial assistance to local students seeking careers in the building trades.



APPLY BY APRIL 1

[HBACENTRALMO.COM /SCHOLARSHIP-PROGRAM](http://HBACENTRALMO.COM/SCHOLARSHIP-PROGRAM)

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At the March General Membership meeting we will be awarding (2) \$200 gift certificates to students that attend Nichols Career Center Building trade class. Gifts certificates to our local lumber yards to help offset the cost of tools needed for this class. These student are chosen by their instructor Brandon Kempker.

This years recipients are

Gavin Wieberg son of Rebecca & Brian Wieberg, Gavin chose (**Lowes Pros**) for his Scholarship.

Emmet Redel Sharisin son of Amy Redel & John Sharisin, Emmet chose (**Scruggs Lumber**) for his scholarship.

SAVE THE DATE
FOR THE
Annual HBA BBQ & Silent Auction
Wednesday, June 14
Memorial Park
Dinner from 5:30 PM to 7:00 PM

HBA
HOME BUILDERS ASSOCIATION
OF CENTRAL
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WATCH YOUR
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DETAILS

The graphic features a background of a grill with glowing coals. The text is framed by a decorative white border. The HBA logo is in the bottom left, and a circular call to action is in the bottom right.

Leadership List

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Matt Kujath

Jeff Hoelscher

Jim Hagenhoff

Scott Perkins

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HBA of MO Rep- Jason Otke

Executive Officer- Rachel Andrews

Administrative Assistant- Julie Sullivan

Calendar of Events

February 7th 4pm HBA Board Meeting at the HBA office

February 8th 6pm HBA General Membership meeting at the Eagles, Sponsored by Knapheide

February 9th 4pm Home Show Committee meeting at Aerodry

February 24th & 25th HBA Home Show at the Capital Mall

March 7th 4pm HBA Board Meeting at the HBA office

March 8th 6pm HBA Membership Meeting at the Eagles , Sponsored by US Bank

New Members

Bee Seen Signs

Mike Ely

573-893-2950

2022 Permit Totals [Click here for permit totals](#)

Your Website is Essential to Remain Competitive



A website is a critical business asset in today's world, driven by consumers' desire to easily access products and services, and research before they buy. 71% of small businesses have a website, so if you're not in that majority, it's time to make the move and stay competitive ([Source](#))! Why is it so necessary? You need a well-designed website because 78% of consumers use the web to find the information they need about local businesses **more than once a week** ([Source](#)).

Is Your Website Doing Its Job?

So how can you know whether your website is producing results and bringing you more customers? Check your website analytics and look at the pages that get the most views. Review the number of form submissions and track the calls received from website visitors.

Your Website is Your Online Salesperson

You may be getting a great volume of business from word-of-mouth, but even those who have been referred will likely look at your work and services by visiting your site before reaching out to you. Ultimately, your website is the online representation of your business. What does it say about you? Does it show your services in a positive light and demonstrate that you're staying ahead of trends?

To learn more about improving your online efforts and growing your business, visit countonimagemark.com/blog for a variety of free articles that can help!

New Home Sales Up But Market Weakness Remains

While new home sales posted a modest gain in December, elevated mortgage rates and higher construction costs continue to hinder housing affordability and dampen consumer demand.

Sales of newly built,

single-family homes in December increased 2.3% to a 616,000 seasonally adjusted annual rate from a downwardly revised reading in November, according to newly released data by HUD and the U.S. Census Bureau. New home sales were down 16.4% in 2022 compared to the previous year.

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 December reading of 616,000 units is the



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

New single-family home inventory remained elevated at a 9 months' supply (of varying stages of construction). A measure near a 6 months' supply is considered balanced. The count

of homes available for sale, 461,000, is up 18.5% over last year.

The median new home sale price in December was \$442,100, down 3.7% from November. But it is still up 7.8% compared to last year due to higher construction costs.

Regionally, on a year-to-year basis, new home sales fell in all four regions, down 8.2% in the Northeast, 22.1% in the Midwest, 13.0% in the South and 23.5% in the West.

\$1.2 Billion for Strict Energy Codes

The Biden administration has launched several federal initiatives to reduce greenhouse gas emissions through programs designed to encourage state and local governments to update their building energy codes.

Embedded in two recent pieces of legislation – the Infrastructure Investment and Jobs Act of 2021 and the Inflation Reduction Act of 2022 – was \$1.2 billion in incentives specifically for states to [update their energy codes](#) for new homes.

New WOTUS Rule Muddies the Waters

The Biden administration on Dec. 30, 2022, announced [a final rule](#) that will dramatically expand the definition of "waters of the United States" (WOTUS) under the Clean Water Act (CWA). The final rule continues to rely upon a confusing theory of CWA federal jurisdiction known as the "significant nexus test" to potentially assert federal control over isolated wetlands, features that contain water only in response to rainfall events, and ephemeral streams that affect many activities.

NAHB Criticizes Biden Rental Plan

The White House on Jan. 25 announced a plan to "protect renters and promote rental affordability," but NAHB called it "the wrong strategy" to confront the nation's housing affordability crisis.

NAHB criticized [the White House plan](#) for focusing on rental protections instead of market solutions that will ease the nation's housing and rental affordability crisis by spurring production of badly needed affordable housing. NAHB believes policymakers should instead strengthen successful programs like the Low-Income Housing Tax Credit.

New Radon Rules for Some Multifamily Properties

The Federal Housing Finance Agency recently announced [enhanced radon testing requirements](#) for Fannie Mae and Freddie Mac multifamily properties with loan applications received after June 30, 2023.

The enhanced testing at Fannie and Freddie-backed multifamily properties will include: Increasing the amount of required testing from 10% of ground floor units to 25% of ground floor units; requiring an environmental professional to oversee radon testing; and requiring the environmental professional to notify tenants of radon testing.

BUILD-PAC Enjoys Success In Competitive Races

BUILD-PAC, NAHB's bipartisan fundraising arm, enjoyed real success in helping to ensure the new Congress supports pro-housing and pro-business policies.

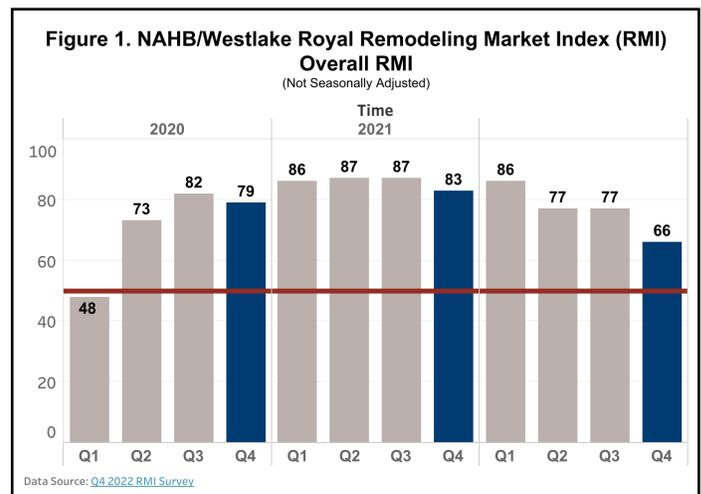
Increased investment from NAHB members allowed BUILD-PAC to disburse a total of \$2.8 million to federal candidates and committees for these elections. [BUILD-PAC contributed](#) to 376 candidates, and remained active in 100 competitive or toss-up House and Senate races. Thanks to the PAC's involvement, 92% of supported campaigns won their races on Nov. 8.

Remodeling Sentiment Weaker in Q4, But Still Positive

The NAHB/Westlake Royal Remodeling Market Index (RMI) posted a reading of 66 for Q4 of 2022, a decline of 17 points compared to Q4 of 2021.

The 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 a number above 50 indicates that a higher share view conditions as good than poor.

The Current Conditions Index is an average of three components: the current market for large remodeling projects, moderately sized projects and small projects. The Future Indicators Index is an average of two components: the current rate at which leads



and inquiries are coming in and the current backlog of remodeling projects. [The overall RMI](#) is calculated by averaging the Current Conditions Index and the Future Indicators Index.

The Cost of Rising Mortgage Rates

As the Federal Reserve fights inflation, mortgage rates have increased rapidly, starting 2022 at 3% and rising above 7% before dropping back to roughly 6.5%.

[How does this affect affordability?](#)

The difference between a slightly more than 3% mortgage rate and a 7% mortgage rate adds roughly an additional \$1,000 mortgage payment to a typical, new median-priced single-family home and prices 18 million U.S. households out of the market for the home.

A mortgage payment on a \$450,700 home would have increased from \$1,925 in January 2022 to \$2,923 in late October when mortgage rates topped 7%.

Fewer Planning Home Purchase

The share of adults planning a home purchase in the next 12 months dropped to 13% in the final quarter of 2022, down from 15% in the previous quarter. The drop is not surprising, given that housing affordability worsened during this period, as mortgage interest rates surpassed 7% and reached levels not seen in nearly 20 years.

The [share of adults](#) with plans to buy a home within a year changed unevenly across regions from the third to the final quarter of 2022, dropping in the Northeast (15% to 11%) and West (20% to 14%), staying flat in the South (at 14%), and edging up in the Midwest (9% to 10%).

NAHB Toolkit Provides Water Management Resources

As water costs continue to rise across the country, and some areas face droughts, aridification and water supply constraints, water efficiency strategies in residential construction can play an important role, and provide multiple benefits for builders and consumers alike.

“Conservation is the No. 1 technique – finding ways to use less water,” said Craig Karn, principal at Consilium Design in Denver and vice chair of NAHB's Sustainability and Green Building Subcommittee, “And the secret to conservation is building awareness.”

One way in which NAHB is working to build awareness is through NAHB's recently released **“A Builder’s Toolkit for Water.”** The toolkit explores water management

issues and provides case studies that highlight how different areas of the country have tackled key issues such as water conservation, flooding and more.



The toolkit also includes tips for builders to share with home owners to help them improve their own conservation efforts.

“We must learn to live better using less water,” Karn added. “We can help consumers be better water stewards by educating them on everything from the drip irrigation system to how they can best use their smart water meter.”



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We build communities.

HBA OF CENTRAL MISSOURI

MISSION STATEMENT

The Home Builders Association of Central Missouri is an organization of professional builders and related industries, dedicated to serving its members.

We strive to be a resource center and "THE" voice on building issues. We do this by educating our members, providing networking opportunities and advocating progressive growth in the communities.



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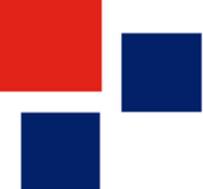
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