

The Newsletter of the Home Builders Association of Greater Siouxland

TheToolBox



March 2024

New Home Sales Up in First Month of 2024

Stable mortgage rates at the beginning of 2024 helped increase [new home sales in January](#). Sales of newly built, single-family homes increased 1.5% in January to a 661,000 seasonally adjusted annual rate, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. The pace of new home sales in January is up 1.8% from a year ago.

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 January reading of 661,000 units is the number of homes that would sell if this pace continued for the next 12 months.



New single-family home inventory in January remained elevated at a level of 456,000, up 3.9% compared to a year earlier. This represents an 8.3-month supply at the current building pace. A measure near a six-month supply is considered balanced.

A year ago, there were 72,000 completed, ready-to-occupy homes available for sale (not seasonally adjusted). By the end of January 2024, that number increased 19.4% to 86,000.

Completed, ready-to-occupy inventory remains at just 19% of the total inventory, while homes under construction account for 58% of the inventory. The remaining 23% of new homes sold in January were homes that had not started construction when the sales contract was signed.

Leadership List

President- Jeremy Boatman

1st Vice President- Andy Hovey

2nd Vice President- Doyle Van Dyke

Past President- Bruce Kalin

Secretary- Laurie Baldwin

Treasurer- Aaron Gehling

Senior Life National Delegates

Gary Roan, Dan Moos

Life National Delegates

Willie Delfs, John Gunia

National Delegates

Darrel Bullock, Andy Hovey

State Directors

Darrel Bullock, Andy Hovey, Bart Holles

State Alternate Directors

Jerome Reicks III, Bob Wilcke

HBA Directors At Large

Terry Bernhardt, Todd Hagaman,
Dustin Estochen, Callin Cummings,
Drew Lahn, Joe Conley, Steve
Struthers, Ashley Feste, Lorn Rogge

Appointed Advisor-Anthony Osborn

Executive Officer- Terri Schelm

Calendar of Events

March:

- 03-20 Board of Directors Meeting
- 03-27 PWB Meeting & Activity
- 03-28 March Madness Viewing Party

April:

- 04-17 Board of Directors Meeting
- 04-18 General Membership Meeting
- 04-25 PWB Meeting & Activity

**For the latest updates,
follow us on [Facebook](#) or
view our website [Calendar
of Events](#)**

MARCH MADNESS

VIEWING PARTY

**HBA OFFICE
3900 STADIUM DRIVE
SIOUX CITY, IA**

THURSDAY MARCH 28, 2024

**APPETIZERS & DRINKS STARTING AT 5:30 PM
GAMES START AROUND 6 PM**

RSVP to office@siouxlandhba.com



House Passes Major Tax Bill

On a solid bipartisan vote of 357 to 70, the House approved the American Families and Workers Act of 2024. [NAHB strongly supports](#) the roughly \$80 billion tax package, which contains a number of provisions of interest to the housing and business community. Specifically, the bill would:

Strengthen the Low-Income Housing Tax Credit (LIHTC); extend the 100% Bonus Depreciation; expand Section 179 Expensing; and increase the Threshold for Information Reporting on Forms 1099-NEC and 1099-MISC.

The bill's fate in the Senate is uncertain.

Duties on Canadian Lumber to Rise

The U.S. Department of Commerce has signaled that it [plans to raise tariffs](#) later this year on imports of Canadian softwood lumber products from the current rate of 8.05% to about 14% following its annual review of existing tariffs.

Although NAHB is disappointed by this action, this decision is part of the regularly scheduled review process the United States employs to ensure adequate relief to American companies and industries impacted by unfair trade practices.

New Rule for Cooking Appliances

The Department of Energy issued a final rule that adopts [new energy conservation standards](#) for consumer conventional cooking products. The rule, which goes into effect on Jan. 31, 2028, will require modest improvements in a small portion of models that are projected to save Americans roughly \$1.6 billion on their utility bills over 30 years. DOE projects approximately 97% of gas stove models and 77% of smooth electric stove models on the market already meet these standards.

IBS 2024 Attracts Largest Attendance in 15 Years

More than 76,000 builders, remodelers, developers and other home building professionals filled the exhibit halls of the Las Vegas Convention Center as NAHB hosted the [80th International Builders' Show® \(IBS\)](#), the largest annual light construction show in the world, Feb. 27-29. This milestone attendance represents more than 100 countries and the highest level since 2009.

Attendees visited more than 1,800 exhibitors over 678,000 net square feet.

Rates, Inflation, Workforce Are Top Builder Challenges

High interest rates were a significant issue for 90% of builders in 2023, and 77% expect them to be a problem in 2024, according to the [January 2024 survey for the NAHB/Wells Fargo Housing Market Index \(HMI\)](#). The second most widespread problem in 2023 was rising inflation, cited by 83% of builders, with 52% expecting it to be a problem in 2024.

Concerns over the cost and availability of labor have increased significantly in recent years, rising from only 13% of builders in 2011 to its peak at 87% in 2019. Roughly 75% expect the cost and availability of labor to remain a significant issue in 2024.



To become a Spike, you must earn at least six credits. The best way to earn credits is to recruit a new member to the Federation. You can also earn credits for renewals and recruiting new NAHB Council members. You can earn:

- 1 credit for each new builder or associate member you recruit
- 1 credit on the first anniversary of each new member you recruited
- ½ of a credit for each anniversary that follows for each of those members
- ½ of a credit for recruiting council members to their local association

Spike Levels

- Candidate = < 6 Credits
- Spike Members = 6-24 Credits
- Life Spike = 25-49 Credits
- Green Spike = 50-99 Credits
- Red Spike = 100 -149 Credits
- Royal Spike = 150-249 Credits
- Super Spike = 250-499 Credits
- Statesman Spike = 500-999 Credits
- Grand Spike = 1000 Credits
- All Time Big Spike = 1500 Credits

Super Spikes

Earl Miller – 382.75
Dennis Nelson – 367.50
Kevin Small – 327.50
Dan Moos – 313.00
Larry Book – 300.00
Gary Roan – 271.00

Royal Spikes

Pat Boeshart – 234.00
Willie Delfs – 226.50
Rich Callahan – 221.00
Duane Vanderplas – 206.50
Tim Swanson -194.00
Terry Bernhardt – 153.00
Mark Meis – 151.75

Red Spike

Gary Johnson – 144.00
Mark Protexter – 143.00
John Gunia – 137.50
Darrel Bullock – 123.00
Jim Wolcott – 104.50

Green Spikes

Todd Hagaman – 91.75
John Hall – 78.50
Steve Struthers – 76.00
Tim Bauer – 50.00
Mike Clausen – 50.00

Life Spikes

Larry DeBuse – 42.00
Bob Wilcke – 32.50

Spike Members

Lorn Rogge – 25.75
Doug Conrad – 24.50
Bruce Kalin – 23.00
Nancy Moos – 16.50
Doyle Van Dyke – 16.50
Jody Reich – 12.50
Sandy Boeshart – 11.75
Becky Chicoine – 11.50
Damon Lutz – 9.50
Sue Wolcott – 9.25
Matt Jaminet – 9.00
Dave Gill – 8.50
Doug Wollworth – 8.00
Jerome Reicks III – 7.00
Jason Schrunck – 6.50

Looking to Add Spike Points?

*New members can join for only **\$375** until April 15th!*

Earn 1 Spike credit for each new builder or associate member you recruit!

Spring Membership Drive



Until April 15th, 2024 a new one year membership is only **\$375!**

- A Membership with your local chapter serves you on the local, state, and national level!
- Membership is open to various professionals related to the home building industry, including builders, remodelers, developers, suppliers, and service providers.
- Benefits of membership include networking opportunities, access to industry events, educational resources, and advocacy on behalf of the home building industry.
- Through agreements with more than 20 national companies, NAHB offers exclusive discounts on a variety of products and services that can benefit your business, employees, or family.
- Members also gain exposure through the Siouxland HBA's online directory and can participate in marketing and sponsorship opportunities.



Application

Nation's Home Builders Elect Leadership for 2024

NAHB Members elected four senior officers to [top leadership positions](#) within the federation at the conclusion of the International Builders' Show in Las Vegas.

Taking the helm as NAHB's Chairman of the Board is Carl Harris, a Wichita, Kan. small-volume spec and custom home builder with more than 40 years of experience in the home building, remodeling and light commercial construction industry.

Also moving up on the association's leadership ladder was Buddy Hughes, a Lexington, N.C. home builder and developer, with his election to First Vice Chairman. Bill Owens, a Worthington, Ohio, remodeler and home builder, was elected as Second Vice

Chairman. Bob Peterson, a Fort Collins, Colo. remodeler and home builder, joined the NAHB leadership ladder with his election as Third Vice Chairman.

2023 NAHB Chairman Alicia Huey, a Birmingham-Ala. custom home builder, remains on the leadership ladder as the 2024 Immediate Past Chairman. Rounding out the association's leadership is NAHB President and Chief Executive Officer Jim Tobin, from Washington, D.C.



Carl Harris

Reviving Skills Training in Schools

NAHB members fondly remember shop class or their vocational education, which in recent years has evolved into Career and Technical Education (CTE). CTE encompasses various in-demand careers for the 21st century, including the building trades. A lack of skilled workers is a persistent challenge for the residential construction industry. [NAHB's national partnership](#) with the Association for Career and Technical Education (ACTE) will help address the pressing need for qualified professionals.

ACTE is the nation's largest not-for-profit association committed to the advancement of education that prepares youth and adults for successful careers.

NAHB Celebrates 'The Nationals'

NAHB honored outstanding residential real estate sales, marketing and design, individual achievement and global excellence at the National Sales and Marketing Awards gala (known as "The Nationals"). [The Nationals](#), sponsored by Wells Fargo Home Mortgage, were presented during the NAHB International Builders' Show in Las Vegas. Awards were also presented for the Best of 55+ Housing Industry Awards, NAHB Honors and Global Innovation Awards. Among the top award winners were NAHB Custom Home Builder of the Year, Sean Sullivan of Living Stone Design + Build, Asheville, N.C., and NAHB Remodeler of the Year, Elliott Pike of ELM Construction, LLC, Vestavia, Ala.

2024 YEAR-TO-DATE BUILDING PERMIT ACTIVITY

	Sioux City, IA		So. Sioux City, NE	
Single Family: New	1	\$150,000.00	1	\$325.00
Addition/Remod	3	\$98,000.00	0	\$0.00
Repair/Replace	0	\$0.00	1	\$1,250.00
Demolition	0	\$0.00	0	\$0.00
Move	0	\$0.00	0	\$0.00
Two Family: New	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
Repair/Replace	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
Multi-Family: New	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
Repair/Replace	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
Garages: New	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
Repair/Replace	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
Move	0	\$0.00	0	\$0.00
Residential Other: New	5	\$88,778.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
Repair/Replace	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
Move	0	\$0.00	0	\$0.00
Non-Resi Other: New	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
Churches/Religious: New	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
Repair/Replace	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
Commercial: New	2	\$1,900,000.00	0	\$0.00
Addition/Remod	5	\$221,000.00	1	\$89,000.00
Repair/Replace	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
Move	0	\$0.00	0	\$0.00
Towers/Antenna: New	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
Hospitals/Institutions: New	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
Office/Bank: New	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
Stores/Mercantile: New	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
Schools/Education: New	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
Repair/Replace	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
Pools: New	0	\$0.00	0	\$0.00
TOTAL	16	\$2,457,778.00	3	\$90,575.00

Colorado Housing Facility Is 500,000th Home Certified to NGBS

Bluebird, a permanent supportive housing facility in Boulder, Colo., recently became the 500,000th home certified to the National Green Building Standard. Bluebird is a housing tax credit project providing permanent supportive housing to those experiencing homelessness.

The NGBS Green program, administered by Home Innovation Research Labs, is a comprehensive and rigorous certification that recognizes homes for their commitment to sustainability. Achieving this milestone highlights the growing commitment of home owners, builders and communities across the nation to create more sustainable and resilient living spaces.

"We are thrilled to reach the monumental achievement of certifying the 500,000th

green home in the NGBS Green program," said Michelle Foster, Vice President of Sustainability at Home Innovation Research Labs.

"This accomplishment underscores the industry's commitment to the design and construction of sustainable buildings that have a smaller impact on the planet and a big impact on the resident's lives. Bluebird also showcases the positive impact that sustainable housing can have on our communities."



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NAHB.

2024 Siouxland Home Show Booth Awards



Iowa Landscaping Company - Rookie Exhibitor Award



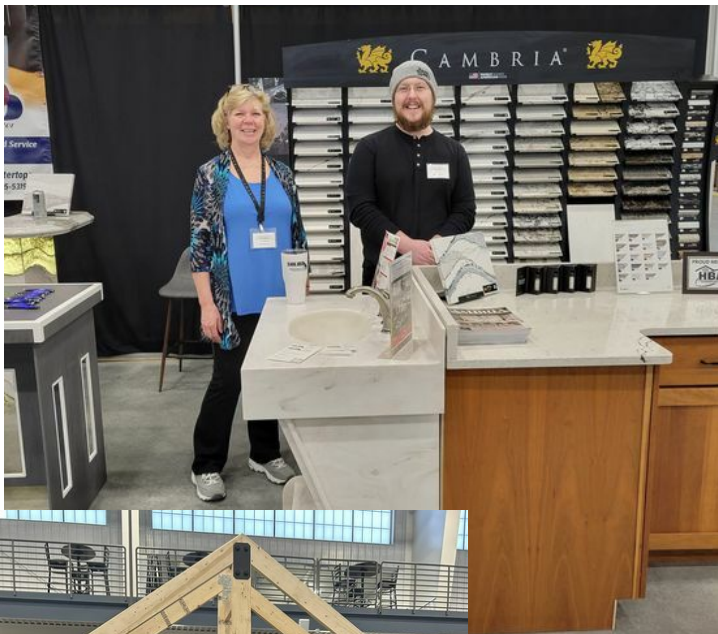
Liteform - President's Choice Award



Outdoor Environments - Best of Show Award



Thank you to our booth judges, Bart Holles, Ivonet Torres De Anda, Bruce Miller!



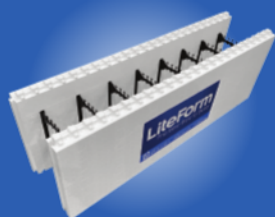


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- Solid Fabrications
- Wall of Fame
- Able Home Builders
- Bart Holles Construction
- Dan Moos Construction & Midwest Concrete Pumping
- Gannon Roofing/ SRS
- Knova's Carpet
- LiteForm
- Modern Kitchen Design
- Overhead Door of Sioux City
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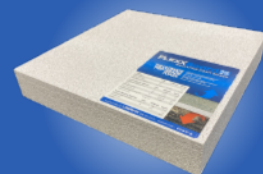
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Member



NAHB Professional Women in Building

Calling All Women in Building:

Are you passionate about the building industry and want to connect with like-minded professionals? If so, we invite you to join our chapter of the Professional Women in Building community.

Click here or email us at office@siouxlandhba.com for an application. We welcome new members with open arms and look forward to growing our PWB family in 2024!

*Keep up to date on all things PWB on our **Facebook Page!***

A graphic for a scholarship application deadline. It features a background image of a person holding a yellow umbrella on a walkway. Overlaid on this is a semi-transparent grey rectangle. At the top of the rectangle is the Siouxland PWB logo. Below the logo, the text 'Scholarship Application Deadline' is written in a large, dark font. Underneath that, 'MARCH 22ND, 4:30 PM' is written in a very large, bold, black font. Below the date, 'APPLY TODAY!' is written in a smaller, dark font. At the bottom of the rectangle, 'SIOUXLAND PROFESSIONAL WOMEN IN BUILDING' is written in a small, dark font.

SIOUXLAND
PWB
PROFESSIONAL WOMEN IN BUILDING

Scholarship Application Deadline
MARCH 22ND, 4:30 PM

APPLY TODAY!

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Construction
Alliance



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Basement - Max Capacity 75

- Member Rate \$35/Hour
- Non-Member Rate \$50/Hour

Large Conference Room - Max Capacity 40

- Member Rate \$20/Hour
- Non-Member Rate \$35/Hour
- + \$25 for use of Kitchen