

The Tool Box



April 2024

New Home Sales Hold Steady in February

A small rise in mortgage rates in February led to a flat reading for [new home sales](#).

Sales of newly built, single-family homes in February edged 0.3% lower to a 662,000 seasonally adjusted annual rate, according to recent data from HUD and the U.S. Census Bureau. The pace of new home sales in February is up 5.9% from a year earlier.

Mortgage rates averaged 6.78% in February compared to 6.64% in January, according to Freddie Mac.

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 February reading of 662,000 units is the number of homes that would sell if this



pace continued for the next 12 months.

New single-family home inventory in February remained elevated at a level of 463,000, up 1.3% from January. This represents an 8.4 months' supply at the current building pace. A measure near a 6 months' supply is

considered balanced. However, with only a 2.9 months' supply of existing homes for sale, new home inventory can remain above this balanced measure.

The median new home sale price in February was \$400,500, edging down 3.5% from January, and down 7.6% compared to a year ago.

Regionally, on a year-to-date basis, new home sales are up 47.0% in the Northeast, 29.7% in the Midwest and 41.0% in the West. New home sales are down 13.4% in the South.

Want To Start Getting Money Back For Products You Already Use?



FREE MEMBER BENEFIT OF YOUR STATE & LOCAL HBA

HBArebates.com

EASY TO PARTICIPATE!

IF YOU USE ANY OF OUR PARTICIPATING MANUFACTURERS

THE AVERAGE REBATE PER BUILDER/REMODELER COMPANY WHO PARTICIPATED IN 2023 WAS:

\$1,586.75

- 1 Register
- 2 Submit a Rebate Claim
- 3 Receive a Rebate Check



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 Estothen, Callin Cummings,
Drew Lahn, Joe Conley, Steve
Struthers, Ashley Feste, Lorn Rogge

Appointed Advisor-Anthony Osborn

Executive Officer- Terri Schelm

Calendar of Events

April:

- 04-16 Board of Directors Meeting
- 04-24 General Membership Meeting
- 04-30 PWB Meeting & Activity

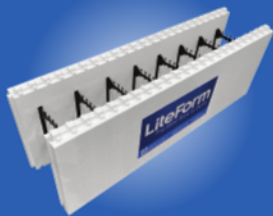
May:

- 05-10 Bob Wilcke Retirement Party
 - 4 PM - 7 PM @ HBA Office
- 05-11 Board of Directors Meeting
- 05-18 General Membership Meeting
- 05-27 Office Closed - Memorial Day

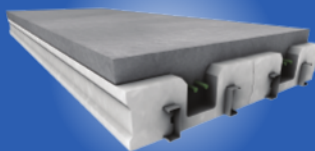
**For the latest updates,
follow us on [Facebook](#) or
view our website [Calendar
of Events](#)**



NOTHING BEATS THE EFFICIENCY AND STRENGTH OF A LITEFORM HOME



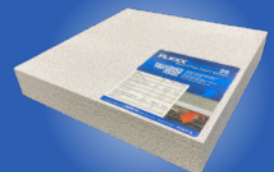
LiteForm® ICF



LiteDeck®



LiteBar™



FLEXXBoard²⁵
INSULATING FOAM BOARD



1950 West 29th Street • South Sioux City, NE 68776
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Welcome

NEW MEMBERS

- **Riemer Custom Construction**
- **Firescapes Landscaping and Hardscaping**
- **Klemme Floor Coatings**
- **Ferdig Custom Builders**
- **Iowa Landscaping Company**
- **Wall of Fame**
- **J&V Landscaping and Housekeeping**
- **Gutter Helmet of the Dakotas and Siouxland**
- **Siouxland Well Company**
- **JB Woodworking**

**Click Company Names to see their listing on
siouxlandhba.com/members**

**NEW SPIKES
DOUBLED
THROUGH JUNE!**



NAHB Spike Club

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 – 384.75
Dennis Nelson – 367.50
Kevin Small – 328.50
Dan Moos – 313.00
Larry Book – 300.00
Gary Roan – 271.00

Royal Spikes

Pat Boeshart – 234.00
Willie Delfs – 227.00
Rich Callahan – 221.50
Duane Vanderplas – 207.00
Tim Swanson -194.00
Terry Bernhardt – 153.00
Mark Meis – 151.75

Red Spike

Gary Johnson – 144.50
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 – 77.00
Mike Clausen – 51.00
Tim Bauer – 50.00

Life Spikes

Larry DeBuse – 42.00
Bob Wilcke – 33.00
Lorn Rogge – 25.75

Spike Members

Doug Conrad – 24.50
Bruce Kalin – 24.00
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 – 9.50
Matt Jaminet – 9.00
Dave Gill – 8.50
Doug Wollworth – 8.00
Jerome Reicks III – 7.00
Jason Schrunck – 6.50



If you're reading this, so is your audience!

Tool Box Ad Space Available

Starting at \$20/Month!

Our bulletin is sent out to over 200 members each month. That's at least 2,400 views a year directly to your audience!

For more information, contact us!
office@siouxlandhba.com
or
712-255-3852

Siouxland Construction Alliance



3900 Stadium Drive
Sioux City, IA 51106

712-255-9730
office@scaplanroom.com

Blueprint & Wide Format Copy Services

We can print digital PDFs, make copies of prints, or scan your hard copies to PDFs

Pricing

24" x 36" - \$3.00
30" x 42" - \$4.00
36" x 48" - \$5.00

HBA REBATES

Your NAHB Membership can

PAY FOR ITSELF!

In 2022 MEMBERS SAVED \$40M+ by using the NAHB Member Savings.

Here's how the average savings stack up!*

Building Products	\$3,665
Vehicles	\$500 - 8,150
Shipping	\$625
Wireless	12%
Insurance	10%



SEE THE SAVINGS



April 24th @ 11:30 AM
Learn about the HBA Rebates program and benefits available through NAHB!

Sponsored by:
SRS Building Products



Congress Restores Job Corps Funds

After Congress threatened to entirely eliminate the Job Corps program, lawmakers — thanks largely to the efforts of NAHB — have approved [Job Corps funding](#) for \$1.76 billion, which maintains its fiscal 2023 funding level.

House appropriators last summer proposed to abolish the Department of Labor's Job Corps program as part of a 30% reduction to the agency's fiscal year 2024 budget. NAHB has worked long and hard to secure proper Jobs Corps funding and this legislation represents a major win for our industry.

Job Growth Continues Strong

According to the Bureau of Labor Statistics, nationwide total nonfarm payroll employment increased by 229,000 in January, following a gain of 290,000 jobs in December.

Across the nation, [construction sector jobs](#) data, including residential and non-residential construction, showed that 32 states reported an increase in January compared to December, while 17 states lost construction sector jobs. Two states reported no change.

Housing Proposals in Biden Budget

President Biden has proposed a \$7.3 trillion budget for fiscal year 2025. [This budget would:](#) Expand the Low-Income Housing Tax Credit; provide a new tax credit for first-time home buyers of up to \$10,000 over two years; and provide a one-year tax credit of up to \$10,000 to middle-class families who sell their starter home. It would also raise the corporate tax rate to 28%. It is important to note that no White House budget is ever approved "as is" by Congress.

NAHB Announces Winners of 2023 Pillars Awards

NAHB announced the winners of the 2023 Multifamily [Pillars of the Industry Awards](#) during a recognition ceremony on March 21. These awards honor the best in creative development concepts, innovative financing strategies, design, management and marketing in the apartment and condo market.

Among the winners:

Multifamily Community of the Year, Carlyle Crossings, Alexandria, Va.; Multifamily Developer of the Year, Streetlights Residential, Dallas, Texas; and Multifamily Property Management Firm of the Year, Windsor Communities, Atlanta, Ga.

August Honored as NAHB's All-Time Top Recruiter

NAHB honored S. Robert August during its recent Leadership Council Meeting as the association's [all-time leading recruiter](#). The outstanding recruiter recently surpassed 5,000 Spike credits -- which are awarded after a member joins the Federation or renews their membership. August is founder and president of North Star Synergies in Denver, Colo. In his honor, NAHB Immediate Past Chairman Alicia Huey announced that the S. Robert August membership award will launch during this year's awards cycle.



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.

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

Welcome to Our Newest Member:

Emily Small of Small Contracting!

A promotional graphic for NAHB. The top half has a blue background with the text "BUILD & SAVE" in large white letters, followed by "NAHB members save an average of \$2,648 on building materials." in black. Below this is an aerial view of a residential development with a yellow house icon overlaid. At the bottom left is a green button that says "SAVE NOW". At the bottom right is the NAHB logo with the text "National Association of Home Builders".

BUILD & SAVE
NAHB members **save an average of \$2,648** on building materials.

SAVE NOW

NAHB
National Association
of Home Builders

**LOOKING FOR MORE
SPIKE CREDITS?**

**OUR SPRING MEMBERSHIP
SALE (\$375 FOR NEW
MEMBERS) HAS BEEN
EXTENDED THROUGH
JUNE TO REWARD
CURRENT MEMBERS WITH
DOUBLE SPIKE CREDITS**

Make Safety a Priority

Video **Toolbox Talks** are FREE training resources that cover job site safety basics and provide a practical way to educate employees.

For more information, visit www.nahb.org/toolboxtalks

Download the NAHB Safety App



Project Home Updates

Project home is coming along nicely. The students and professionals have been hard at work and are on track to finish the home soon!

Save the Date!

There will be a retirement party for Bob Wilcke held at the HBA Office on May 10th from 4 PM - 7 PM.

Check Out the Winners of the 2023 BALA Awards

NAHB announced the winners of the 2023 Best in American Living™ Awards (BALA) during the recent International Builders' Show in Las Vegas. There were 135 platinum, gold and silver award winners, along with seven best in region winners and a WOW award winner. The awards are sponsored by SMEG.

Among the winners: Home of the Year, The Burch Creek Home, South Ogden, Utah; Multifamily Community of the Year, Chronicle Mill, Belmont, N.C.; Remodel of



the Year, Saguaro Serenity (see image, left), Tucson, Ariz.; Community of the Year, LC Germantown, Nashville, Tenn.; and Room of the Year, Island Breeze-Cabana, Sarasota, Fla.

The WOW Award winner is The Viharas Villa Upekka, a single-family custom home in Malibu, Calif.

Additional information about the BALA program, including information and images from the 2023 award winners, can be found at bestinamericanliving.com.

Howard Installed into Housing HOF

Former NAHB CEO Jerry Howard was inducted into the [National Housing Hall of Fame](#) during a special ceremony following the NAHB Board of Directors meeting prior to the International Builders' Show in Las Vegas.

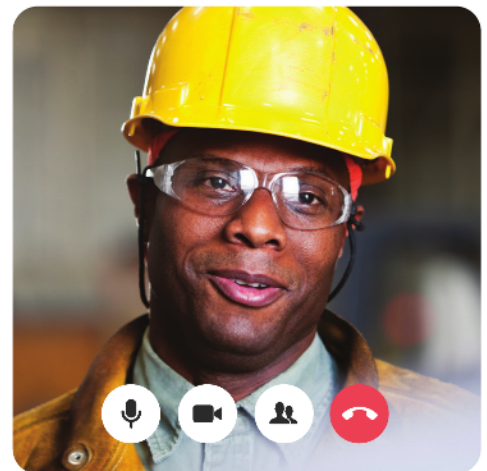
Howard joined NAHB in 1988, initially serving as tax counsel and ultimately rising to the role of chief executive officer, a role he held for more than 20 years. Throughout his tenure as CEO, Howard led the association through some of the biggest booms and challenging busts of the last half century. Keeping the association and the industry moving forward during the Great Recession is one of his greatest professional achievements.

Excessive Multifamily Regulations

Ten associations representing America's housing providers, lenders and residents recently sent a [letter to the White House](#) urging caution over a series of counter-productive regulations that would hurt consumers and ultimately exacerbate the shortage of affordable housing nationwide.

Specific concerns about the administration's plans include treating rental housing fees like typical consumer fees and removing consumer friendly broadband bulk-billing pricing options for housing providers. The groups also believe it is critical that for-profit, non-profit and resident-owned manufactured housing communities be engaged in the effort to maintain affordable manufactured housing communities.

All-inclusive communications for NAHB members



Exclusive offer: 15% discount and \$50 phone rental discount

2024 YEAR-TO-DATE BUILDING PERMIT ACTIVITY

	Sioux City, IA		So. Sioux City, NE	
Single Family: New	9	\$1,604,000.00	2	\$275,325.00
Addition/Remod	13	\$366,477.00	2	\$16,800.00
Repair/Replace	0	\$0.00	1	\$1,250.00
Demolition	1	\$6,085.00	1	\$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	3	\$47,517.00	1	\$12,000.00
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	22	\$530,211.00	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	1	\$30,300.00	1	\$75,000.00
Addition/Remod	0	\$0.00	0	\$0.00
Demolition	2	\$5,110.00	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	6	\$13,452,055.00	0	\$0.00
Addition/Remod	14	\$5,949,025.00	2	\$219,000.00
Repair/Replace	0	\$0.00	0	\$0.00
Demolition	1	\$3,085.00	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	72	\$21,993,865.00	10	\$599,375.00

Differences Between Home Owner and Renter Wealth

Home ownership plays an integral role in a household's accumulation of wealth. While almost every family owned some assets in 2022, home owners own the vast majority of assets in aggregate.

Analysis of the Federal Reserve's Survey of Consumer Finances (SCF) shows that households that **owned a primary residence** own most other assets in sum, such as other residential real estate, vehicles, other non-financial assets, business interests, stocks and bonds, retirement accounts, and other financial assets.

The analysis found that home owners had a median net worth of \$396,000, while renters had the median net worth of just \$10,400. Net worth, the measure of households' wealth, is the difference

between households' assets and liabilities.

In aggregate, home owners owned 16 times more stocks and bonds than renters, and 15 times more business interests and retirement accounts than renters.

On the debt side of home owners' balance sheets, the value of the primary home mortgage debt was the largest liability faced by home owners. For renters, the value of credit card and installment debt was the largest liability in their debt category.



DO
BUSINESS
WITH AN
NAHB
MEMBER.

Members Give Back To The Community



Photo provided by John Gunia

Member John Gunia recently pulled together resources to make a meaningful impact in our community by constructing a much-needed ramp for a disabled community member. This heartwarming project not only demonstrates the generosity and compassion of the HBA members but also showcases the power of community collaboration in addressing the needs of individuals facing mobility challenges. With their expertise in construction and a shared commitment to making a difference, the HBA members dedicated their time and skills to ensure that their fellow community member could enjoy improved accessibility and independence in their daily life.

The project was made possible through the combined efforts of volunteers, John Gunia and Gary Niles, who generously donated their time and labor, as well as through the support of Sunnybrook Community Church, the HBA of Greater Siouxland Board of Directors, and Steve Shadle who contributed towards the cost of the necessary materials. Every step of the construction process was carried out with care and attention to detail.

Reflecting on the completion of the project, President Jeremy Boatman expressed gratitude for the members who were able to make a tangible difference in someone's life. "It's incredibly rewarding to see the impact that we can have when we come together as a community," he remarked. "Knowing that John and Gary's efforts will greatly improve the quality of life for our neighbor fills me with a sense of pride in our organization."

This heartening initiative not only exemplifies the HBA's commitment to service but also serves as a shining example of the positive change that can be achieved through compassion and collaboration.