

*The Newsletter of the Home Builders Association of Greater Siouxland*

# TheToolBox



**September 2024**

## Surprise Increase in July New Home Sales

Sales of new homes rose unexpectedly in July, following significant revisions in the previous months' data.

[Sales of newly built, single-family homes](#) in July rose 10.6% to a 739,000 seasonally adjusted annual rate from significant upward revisions in June, according to data from HUD and the U.S. Census Bureau. The pace of new home sales in July is up 5.6% from a year earlier. After the notably higher revisions for the May and June data, new home sales from January through July of 2024 are up 2.6% in 2024 compared to the same period in 2023.

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 July reading of 739,000 units is the number of homes that



would sell if this pace continued for the next 12 months.

New single-family home inventory in July ticked lower to a level of 462,000, down 1.1% from the previous month. This represents a 7.5 months' supply at the current building pace. While this reduced level

of months' supply is above the commonly used balance measure of 6, the measure of total home inventory is lower. Given a lean level of resale inventory, total home inventory (new and existing) is near 4.5, which remains low.

The median new home price was \$429,800, up 3.1% compared to last month, and a 1.4% decrease from this time last year.

Regionally, on a year-to-date basis, new home sales are up 5.4% in the Northeast, 22.1% in the Midwest and 6.1% in the West. New home sales are down 2.4% in the South.

## 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

### September:

- 09-18 Board of Directors Meeting
- 09-19 General Membership Meeting

### October:

- 10-01 - 10-03 NAHB Fall Leadership Mtg, San Antonio
- 10-08 Build My Future
- 10-16 Board of Directors Meeting
- 10-17 General Membership Meeting & Elections

### November:

- 11/08 - Annual Awards Banquet
- 11/13 - State of Iowa Board Meeting
- 11/20 -Board of Directors Meeting
- 11/28 - 11/29 *Office Closed*

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



## Nominations for 2024-2025 Elections

According to the by-laws of the HBA of Greater Siouxland, the Nominating Committee, with input from the general membership, will recommend candidates for the election of officers and directors. Please return this form to the HBA Office no later than **noon on October 7, 2024**. The Nominating Committee will meet after October 7th to finalize a slate of candidates for the October elections.

Elected officers will begin their terms on December 1, 2024. **Note: Directors are expected to attend one meeting per month.**

If you wish to be a candidate or nominate another HBA member, please indicate below. Candidates must have been members for at least one year and have leadership experience (management, supervision, etc.).

All members fitting the criteria and are interested in joining the board are encouraged to nominate themselves. New directors are welcome!

- Current Board of Directors: <https://www.sioxlandhba.com/about-the-hba/board-of-directors/>
- All Members: [www.sioxlandhba.com/members](http://www.sioxlandhba.com/members)

At the October General Membership Meeting, the following positions will be up for election. Elections will be held on Thursday, October 17, 2024.

**Nominated by:** \_\_\_\_\_

### Positions Up For Election

Treasurer (annual term)	Nominee Name: _____
Secretary (annual term)	Nominee Name: _____
National Delegate (annual term)	Nominee Name: _____
State Directors (annual term)	Nominee Name: _____
Alt. State Directors (annual term)	Nominee Name: _____
HBA Director (2-year term)	Nominee Name: _____
Director At Large (annual term)	Nominee Name: _____
Associate of the Year 2024	Nominee Name: _____
Builder of the Year 2024	Nominee Name: _____

# ***SURVIVE***

## **THE ENCOUNTER**

General Membership Meeting  
Safety and Awareness Training  
September 19th, 2024  
HBA Office

- Networking: 6:00 PM
- Dinner Served: 6:30 PM
  - Cost: \$15 Includes Meal & Drinks
- Program: 7:00 PM PM

**RSVP by September 16th for Meal**

SURVIVE THE ENCOUNTER is operated by Rick Niles, who worked in federal law enforcement for 28 years, and has been a firearms and response tactics instructor for 26 years. During his years of service in the federal system Rick has trained extensively on the deployment of handguns from concealed carry situations. Rick is currently the firearms instructor at the local community college Police Science Program and is a certified U.S. Concealed Carry Association concealed carry instructor.



## ***RSVP***



712-255-3852



[office@siouxlandhba.com](mailto:office@siouxlandhba.com)



## 2024 IECC Offers More Flexibility

The International Code Council (ICC) published the 2024 International Energy Conservation Code (IECC) on Aug. 14. Although [the 2024 IECC](#) will achieve incrementally higher energy savings than the 2021 edition, the residential provisions will offer substantially more flexibility and a wider range of options for builders to achieve compliance. **NAHB is offering resources** as part of its 2024 IECC Residential Code Adoption Kit to help builders and state and local HBAs navigate the new model energy code requirements.

## U.S. Ups Tariffs on Canadian Lumber

The U.S. Department of Commerce recently [raised tariffs](#) on imports of Canadian softwood lumber products from the rate of 8.05% to 14.54% 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.

## Register for NAHB Fall Orientation

NAHB Orientation is an opportunity for member leaders and new executive officers (EOs) to learn more about programs, benefits and services available from NAHB. [Fall Orientation](#) will take place Oct. 21-22 in Washington, D.C. Orientation will feature a track for EOs and a separate track specifically for member leaders to ensure all attendees have a personalized experience.

The program is sponsored by Westlake Royal Building Products. [Register here.](#)

## Make Plans to Attend 2025 IBS in Las Vegas

Registration for the NAHB International Builders' Show® (IBS) opens Sept. 3. IBS will take place in Las Vegas Feb. 25-27, 2025, and will again be part of Design & Construction Week® (DCW), which includes IBS and the Kitchen & Bath Industry Show. IBS is the largest annual residential and light construction show in the world. The people you'll meet, products you'll discover and knowledge you'll gain at IBS will give you the real ideas and real solutions you need to grow and strengthen your business. Visit [BuildersShow.com](#) to register and to find more information.

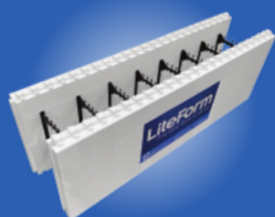
## Apply for a Prestigious NAHB Industry Award

NAHB's Industry Awards are accepting applications. These highly respected awards celebrate the best in the residential construction industry in a variety of categories. NAHB award programs include the Best in American Living Awards (BALA), the Nationals, the Custom Home Builder of the Year Award, the Multifamily Pillars Awards, the NAHB Remodelers Awards and others.

[Apply for the award](#) program that's right for your business. The deadline for entries for this year's awards cycle is Oct. 7.



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## Hands-On Construction Industry Showcase

October 8, 2024 9 AM - 2 PM

550 Expo Center Drive  
Sioux City, IA 51104

office@siouxlandhba.com

712-225-3852

siouxlandhba.com/build-my-future



### Exhibitors Needed:

- |   |   |  |
|---|---|--|
|  Excavation & Utilities         |  Rough Framing           |  Footings & Foundations |
|  Finishes                       |  Banking & Real Estate   |  Landscaping            |
|  Building Envelope & Insulation |  Design & Planning       |  Mechanical Systems     |
|   |  Friends of Construction |  |

### Presented By:



Want to support but can't make it for the big day?  
Consider a sponsorship!

MASTER - \$2,500.00  
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APPRENTICE - \$500.00  
FRIEND OF THE INDUSTRY - \$250.00

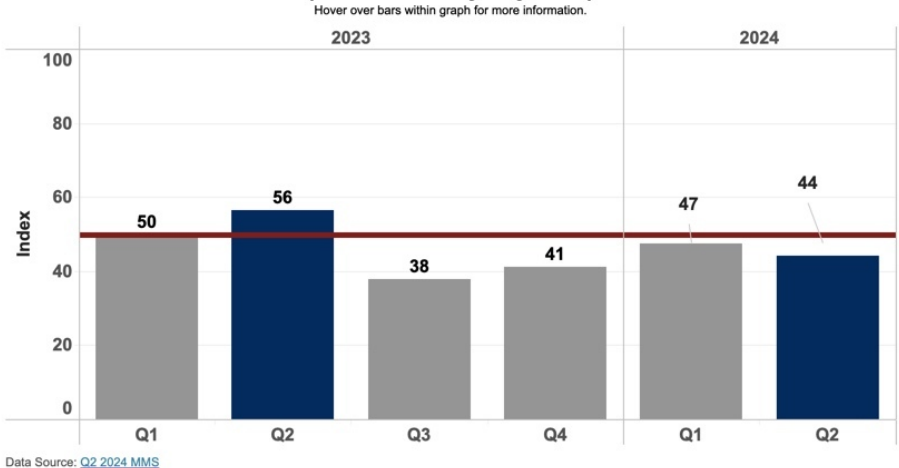
## Multifamily Market Sentiment Declines in Q2

Confidence in the market for new multifamily housing declined year-over-year in the second quarter, according to results from NAHB's [Multi-family Market Survey \(MMS\)](#).

The MMS produces two separate indices. The Multifamily Production Index (see Figure 1) had a reading of 44, down 12 points year-over-year, while the Multifamily Occupancy Index (MOI) had a reading of 81, down eight points year-over-year.

The MPI measures builder and developer sentiment about current production conditions in the apartment and condo

Figure 1. Multifamily Production Index (MPI)  
(Not Seasonally Adjusted)



market on a scale of 0 to 100. The index and all its components are scaled so that a number below 50 indicates that more respondents report conditions are poor than report conditions are good.

## Who Are Our Builder Members?

The majority of NAHB Builder members are small businesses, according to NAHB's [annual member census](#). The census shows that, on average, NAHB builders started 59.2 homes in 2023 (37.3 single family and 21.9 multifamily). However, the median number of homes started was only six, because the data include a small percentage of very large builders.

Builder members — many of whom carry relatively few employees on their payrolls and utilize subcontractors — reported a median of six employees, including employees in both construction and non-construction jobs.

## Construction Wage Growth Rises

The housing industry's ongoing skilled labor shortage and the nation's lingering inflation continue to spur [accelerated wage growth](#). Residential building workers' wage growth increased in June at its fastest year-over-year rate since December 2018.

According to the Bureau of Labor Statistics, average hourly earnings for residential building workers was \$32.28 per hour in June 2024, up from \$29.62 per hour one year ago. Compared to other industries, the average hourly earnings amount for residential building workers in June was 16.2% higher than the manufacturing industry (\$27.79) and 10.6% higher than the transportation and warehousing industry (\$29.18).





## 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 – 386.25  
Dennis Nelson – 368.00  
Kevin Small – 329.50  
Dan Moos – 314.00  
Gary Roan – 274.00

### Royal Spikes

Pat Boeshart – 235.00  
Willie Delfs – 230.50  
Rich Callahan – 224.00  
Duane Vanderplas – 207.50  
Tim Swanson - 194.50  
Terry Bernhardt – 154.50  
Mark Meis – 151.75

### Red Spike

Gary Johnson – 145.50  
Mark Protexter – 143.50  
John Gunia – 138.50  
Darrel Bullock – 126.00  
Jim Wolcott – 104.50

### Green Spikes

Todd Hagaman – 92.75  
John Hall – 78.50  
Steve Struthers – 77.00  
Mike Clausen – 53.00  
Tim Bauer – 50.50

### Life Spikes

Larry DeBuse – 42.00  
Bob Wilcke – 34.00  
Lorn Rogge – 26.75  
Doug Conrad- 25.00\*

### Spike Members

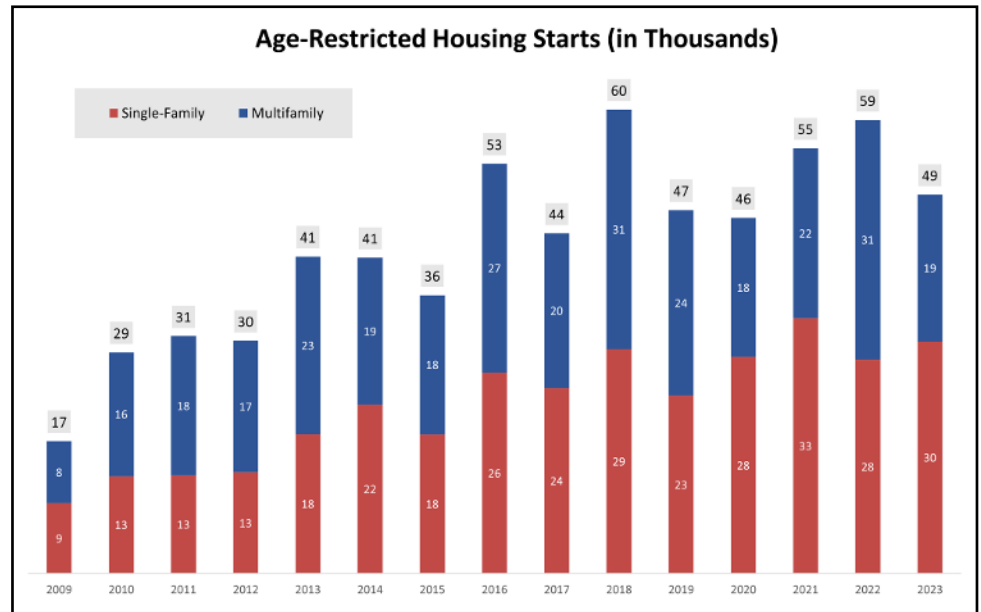
Bruce Kalin – 24.50  
Nancy Moos – 16.50  
Doyle Van Dyke – 16.50  
Jody Reich – 12.50  
Sandy Boeshart – 11.75  
Becky Chicoine – 11.50  
Damon Lutz – 9.50  
Sue Wolcott – 9.50  
Dave Gill – 9.50  
Matt Jaminet – 9.00  
Doug Wollworth – 8.00  
Jeremy Boatman - 7.50  
Jerome Reicks III – 7.00  
Andy Hovey - 7.00  
Jason Schrunk – 6.50

\* - New Rank

# Production of Age-Restricted Housing Declines in 2023

Of the roughly 950,000 singlefamily and 470,000 multi-family homes that started construction in 2023, 49,000 (30,000 single-family and 19,000 multi-family) were built in **age-restricted communities**, according to NAHB analysis of data from the Census' Survey of Construction. A residential community can be legally age-restricted, provided it conforms to one of the set of rules specified in the Housing for Older Persons Act of 1995.

NAHB was first successful in persuading HUD and the Census Bureau to collect and publish data on the age-restricted status of



new homes in 2009, during the depths of the housing downturn.

In 2023, the total number of age-restricted home starts decreased by approximately 17% from 2022, down to 49,000.



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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](mailto:office@siouxlandhba.com) for an application.

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

SEPTEMBER 9-13 IS  
PWB WEEK!

## **WHAT IS PWB?**

The Siouxland Professional Women in Building focus on community engagement and supporting the HBA through events and volunteer efforts. Members contribute to local projects, participate in charity events like the Festival of Trees, and have raised over \$50,000 in scholarships for high school seniors in the past decade. They also support the Siouxland Home Show and Build My Future event. Membership is open to all women within the HBA, including spouses of members.





## 2023 Annual Banquet Silent Auction



## Door Hanger Event

## Botanical Bliss at Bloomers



SIOUXLAND  
**PWVB**  
 PROFESSIONAL WOMEN IN BUILDING



# PROFESSIONAL WOMEN IN BUILDING MEMBERSHIP APPLICATION



## MEMBER INFORMATION

First Name

Last Name

Spouse/S.O. Name

Phone

E-mail

Birth Date

Address

City & State

Zip Code

## TYPE OF BUSINESS

☐

Builder

☐

Associate

☐

Honorary

RECOMMENDED OR SPONSORED BY:

## PLEDGE

"I agree to abide by the constitution and by-laws of the Professional Women in Building and I will support its activities, protect its reputation, and ever sustain its high ideals."

Signed

Date

/ /

Annual Dues are \$55.00 and will accompany this application.



*Make checks payable to:*  
**Professional Women In Building**  
Home Builders Association  
3900 Stadium Drive  
Sioux City, IA 51106



# 2024 YEAR-TO-DATE BUILDING PERMIT ACTIVITY

	Sioux City, IA		So. Sioux City, NE	
<b>Single Family: New</b>	36	\$9,526,592.00	18	\$5,332,325.00
Addition/Remod	24	\$599,977.00	29	\$539,133.00
Repair/Replace	0	\$0.00	8	\$91,858.49
Demolition	1	\$6,085.00	4	\$0.00
Move	0	\$0.00	0	\$0.00
<b>Two Family: New</b>	0	\$0.00	1	\$331,000.00
Addition/Remod	0	\$0.00	0	\$0.00
Repair/Replace	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
<b>Multi-Family: New</b>	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
<b>Garages: New</b>	18	\$496,046.00	8	\$253,516.00
Addition/Remod	0	\$0.00	2	\$2,000.00
Repair/Replace	0	\$0.00	1	\$12,000.00
Demolition	0	\$0.00	0	\$0.00
Move	0	\$0.00	0	\$0.00
<b>Residential Other: New</b>	113	\$13,461,719.00	3	\$1,007,000.00
Addition/Remod	43	\$1,211,700.00	2	\$1,498.00
Repair/Replace	0	\$0.00	1	\$5,012.77
Demolition	0	\$0.00	0	\$0.00
Move	0	\$0.00	0	\$0.00
<b>Non-Resi Other: New</b>	11	\$355,300.00	1	\$75,000.00
Addition/Remod	0	\$0.00	0	\$0.00
Demolition	2	\$5,110.00	0	\$0.00
<b>Churches/Religious: New</b>	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
<b>Commercial: New</b>	16	\$17,239,055.00	1	\$246,967.29
Addition/Remod	47	\$45,711,325.00	4	\$371,600.00
Repair/Replace	0	\$0.00	0	\$0.00
Demolition	1	\$3,085.00	0	\$0.00
Move	0	\$0.00	0	\$0.00
<b>Towers/Antenna: New</b>	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
<b>Hospitals/Institutions: New</b>	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
<b>Office/Bank: New</b>	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
<b>Stores/Mercantile: New</b>	0	\$0.00	0	\$0.00
Addition/Remod	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
<b>Schools/Education: New</b>	0	\$0.00	1	\$108,000.00
Addition/Remod	0	\$0.00	0	\$0.00
Repair/Replace	0	\$0.00	0	\$0.00
Demolition	0	\$0.00	0	\$0.00
<b>Pools: New</b>	4	\$341,749.00	0	\$0.00
<b>TOTAL</b>	<b>316</b>	<b>\$88,957,743.00</b>	<b>84</b>	<b>\$8,376,910.55</b>





## 17TH ANNUAL BOB MILLER MEMORIAL FUN RUN

# THANK YOU SPONSORS!





# Navigating Mechanics Liens



*Protect Your Business Interests  
and Avoid Waiving Your Rights*

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Understanding mechanics liens is crucial for business protection. Join us along with featured speaker, [Anthony Osborn](#) of Gehling Osborn Law Firm, PLC, for essential information on how to safeguard your interests and avoid waiving rights that could impact your project's financial stability and legal standing in the industry.

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**General Membership Meeting**  
**October 17th at HBA Office**

- **Networking: 6:00 PM**
- **Dinner Served: 6:30 PM**
  - **Cost \$15 Includes Meal & Drink**
- **Board Elections: 6:45 PM**
- **Program: 7:00 PM**

**RSVP by October 14th for Meal**



712-255-3852



office@siouxlandhba.com