

# TheToolBox



**November 2024**

## **New Home Sales Rise in September as Mortgage Rates Ease**

Home buyers moved off the sidelines in September following the Federal Reserve's recent move to cut interest rates for the first time in four years.

[Sales of newly built, single-family homes](#) in September increased 4.1% to a 738,000 seasonally

adjusted annual rate from a downwardly revised August number, according to recent data from HUD and the U.S. Census Bureau. The pace of new home sales in September was up 6.3% compared to a year earlier.

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 September reading of 738,000 units is the number of homes that would sell if this



pace continued for the next 12 months.

New single-family home inventory in September remained elevated at a level of 470,000, up 8.0% compared to a year earlier. This represents a 7.6 months' supply at the current building pace. Completed for-sale

new homes rose to 108,000, the highest level since 2009.

The median new home sale price in September was \$426,300, essentially unchanged from a year ago. The Census data reveals a gain for new home sales priced below \$300,000, which made up 17% of new home sales in September, compared to 14% a year ago.

Regionally, on a year-to-date basis, new home sales are up 19.2% in the Midwest, 1.1% in the South and 3.4% in the West. They are down 1.1% in the Northeast.

## 2024 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

### November:

- 11/14 - State of Iowa Board Meeting
- 11/20 -Board of Directors Meeting
- 11/21 - PWB Festival of Trees  
Decorating
- 11/28 - 11/29 Office Closed

### December:

- 12/02 - PWB Holiday Dinner
- 12/13 - Holiday Open House
- 12/18 -Board of Directors Meeting
- 12/24 - 12/25 Office Closed



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

# Important Corporate Transparency Act Reminder

As we approach the end of 2024, the Board of the Home Builders Association of Greater Siouxland wanted to send a reminder to its members regarding the potential need for a member to register pursuant to the Corporate Transparency Act (the “CTA”) by **January 1, 2025**. Very generally, the CTA, which went into effect on January 1, 2024, requires many US entities, and entities operating in the US, to report information about their ownership and control, to the Financial Crimes Enforcement Network (“FinCEN”) of the U.S. Department of Treasury. A more detailed overview of the CTA can be found [here](#).

Your entity or entities may have filing obligations under the CTA. If your entity is a “reporting company” under the CTA, you must report the reporting company’s beneficial ownership information (“BOI”) electronically through [FinCEN's website](#) by clicking the **File** button. You will also find videos and other resources on FinCEN’s website to assist you with your filing.

Here is a brief overview of the deadlines for reporting:

- If an entity was created (or registered in the US) **before** January 1, 2024, reporting will be **due by January 1, 2025**.
- If an entity is created **after** January 1, 2024 and **before** January 1, 2025, reporting will be **due 90 days** after creation (or registration of a foreign entity in the US).
- If an entity is created on or **after** January 1, 2025, reporting will be **due 30 days** after creation (or registration of a foreign entity in the US).
- Any updates or corrections to BOI that you previously filed with FinCEN must be submitted within 30 days.

Information Required: The report that you file must include information regarding (1) the reporting company, (2) BOI (defined as individuals who directly or indirectly own or control a reporting company), and (3) company applicant(s) information (defined as the individual who directly files the document that creates the reporting company (usually, the filing service company), and the individual (the signor of the document that created the reporting company) who is primarily responsible for directing the filing).

**Please note there are only limited exemptions from reporting under the CTA.** You may review the [Small Entity Compliance Guide](#) on FinCEN’s website to assist you in determining whether your entity may be exempt from reporting BOI. Though there are exemptions, most companies will fall outside the exemption. Meaning, the majority of entities **must** file BOI with FinCEN.

The CTA imposes civil and criminal penalties, including a fine up to \$10,000 and/or imprisonment for up to 2 years, for any person who willfully fails to file required reports or provides false information in a report.

Finally, given the information that is required to be provided by beneficial owners, it is likely prudent that you revisit your organizational documents (i.e. bylaws, operating agreement, etc.) to ensure that the company is authorized to compel owners to provide such personal identification information as is necessary to comply with the CTA. If you have questions about this issue, or any questions related to the reporting requirements, you should contact your attorney or CPA.

Thank you,

HBAGS Board of Directors

## Workers Needed for Construction

America will need thousands of new skilled construction workers to reduce the nation's housing deficit — a shortfall NAHB estimates to total 1.5 million homes — according to the latest [Construction Labor Market Report](#) from the Home Builders Institute (HBI).

The free report provides an overview of the current state of the nation's construction labor market. The report notes that the construction industry needs to hire more than 720,000 workers per year to keep pace with demand.

## Preventing Substance Misuse

NAHB is raising awareness about the importance of [preventing substance misuse](#) in the construction industry. Construction workers have nearly two times the rate of substance misuse (15%) as the national average (8.6%) and are more likely to be affected by opioid addiction.

NAHB and its partners – including the SAFE Project, the Job-Site Safety Institute (JSI), MindWise Innovations, and others – have several resources available to train workers about substance misuse.

## See Highlights from Fall Meeting

NAHB members who could not attend the Fall Leadership Meetings in San Antonio can [watch some of the highlights](#) on nahb.org, including:

The economic forecast from NAHB Chief Economist Dr. Robert Dietz; tax codes updates from NAHB Chief Economist Dr. Robert Dietz and NAHB AVP of Government Affairs J.P. Delmore; and Third Vice Chairman candidate Gary Campbell's address to the Leadership Council.

## Networking at Centrals a Great Reason to Attend IBS

The Centrals at the NAHB International Builders' Show® (IBS) are dynamic places where attendees can find like-minded professionals looking to refine their skills, explore exciting new ideas and learn from top industry experts. Geared toward niche markets, the Centrals offer excellent networking opportunities and a place to take a break from the hustle and bustle of the show.

The Centrals serve key industry segments, including: 55+ Housing, Custom Building, Design, Multifamily, Remodeling and Sales. Visit the [communities page](#) at [BuildersShow.com](#) to learn more.

## Make Plans to Participate In Macroeconomics Webinar

Danushka Nanayakkara-Skillington, NAHB's Assistant Vice President for Forecasting & Analysis, provides an in-depth status check on [key macro issues](#) affecting the economy and the housing industry, including inflation, interest rates and Fed policy, the state of construction labor, and expectations for single-family and multifamily housing in 2025. The presentation includes a LIVE Q+A session for attendees.

The webinar will take place December 4, 2024, at 3 p.m. ET.



SAVE THE DATE!  
*Holiday*  
DINNER

TABLE 32

100 S VIRGINIA ST. SIOUX CITY, IA

December 2nd

5:30 PM - Drinks

6:00 PM - Dinner

**FESTIVAL OF TREES  
DECORATING**

**Ho-Chunk Centre  
600 4th St  
Sioux City, IA 51101**

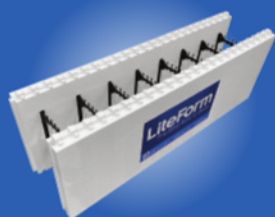
**11/21/2024**

**5:00 PM**

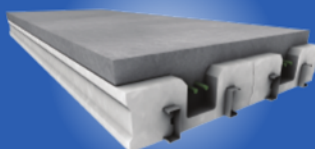




# NOTHING BEATS THE EFFICIENCY AND STRENGTH OF A LITEFORM HOME



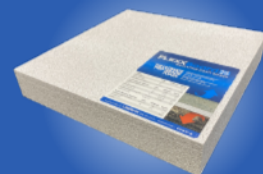
**LiteForm® ICF**



**LiteDeck®**



**LiteBar™**



**FLEXXBoard<sup>25</sup>**  
INSULATING FOAM BOARD



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800.551.3313 • [info@liteform.com](mailto:info@liteform.com) • [liteform.com](http://liteform.com)





## BUILDER OF THE YEAR



**BART HOLLES**  
**BART HOLLES CONSTRUCTION**



## ASSOCIATE OF THE YEAR



**ANTHONY OSBORN**  
**GEHLING OSBORN LAW FIRM**



## HALL OF FAME INDUCTEE



**CARL JOHNSON**

**AWARD ACCEPTED BY HIS SON, JIM JOHNSON**



## HALL OF FAME INDUCTEES



**PAT & SANDY BOESHART**  
**LITEFORM TECHNOLOGIES**





# 2025 BOARD OF DIRECTORS







## NEW MEMBER



**WESTLAND PROPERTY MANAGEMENT**



## NEW MEMBER



**J&V LANDSCAPING AND HOUSEKEEPING**





## NEW MEMBER



**JB WOODWORKING**



## NEW MEMBER



**ACTIONCOACH EXCEL EDGE**







## NEW MEMBER



**GUTTER HELMET OF THE DAKOTAS  
AND SIOUXLAND**

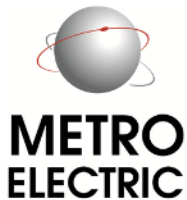


## WELCOME, NEW MEMBERS!





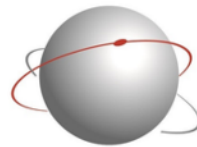
# THANK YOU BANQUET SPONSORS!



# Meet the New Board Members

**What inspired you to get involved with the Home Builders Association, and what has been your most rewarding experience so far?**

Many years ago I started attending just to get to know some people in the industry. The most rewarding experience is meeting the members of the HBA and how furthering the construction industry's future through youth development in the Project Home and Build My Future projects.



**METRO  
ELECTRIC**

**Robert Dandurand  
Vice President**

**How has the home building industry evolved during your time with the association, and what changes do you foresee in the coming years?**

I feel the largest evolution is future building – through youth development. The largest changes I expect to see in the next decade is automation of processes, yes even in the construction field.

**What specific initiatives or projects are you most passionate about within the association?**

Development of the next generation.

**What advice would you give to someone looking to get involved in the home building industry or the association?**

There's job security in this industry. If you're looking for security of future employment – someone will always need a place to live – come build it with us!

# Meet the New Board Members



**Tim Matasovsky**  
**Business Banking Officer**



**How has the home building industry evolved during your time with the association, and what changes do you foresee in the coming years?**

It seems that over the years that the scope of projects have continued to expand with Barndominiums, and Shouses becoming popular. Its no longer just a basic house or building construction.

**What inspired you to get involved with the Home Builders Association, and what has been your most rewarding experience so far?**

Being in the banking industry, I have worked with many contractors in the community by helping finance various projects throughout the Sioux City community.

**What specific initiatives or projects are you most passionate about within the Siouxland community?**

I have enjoyed partnering with our commercial clients to help helping finance various new construction projects within Siouxland

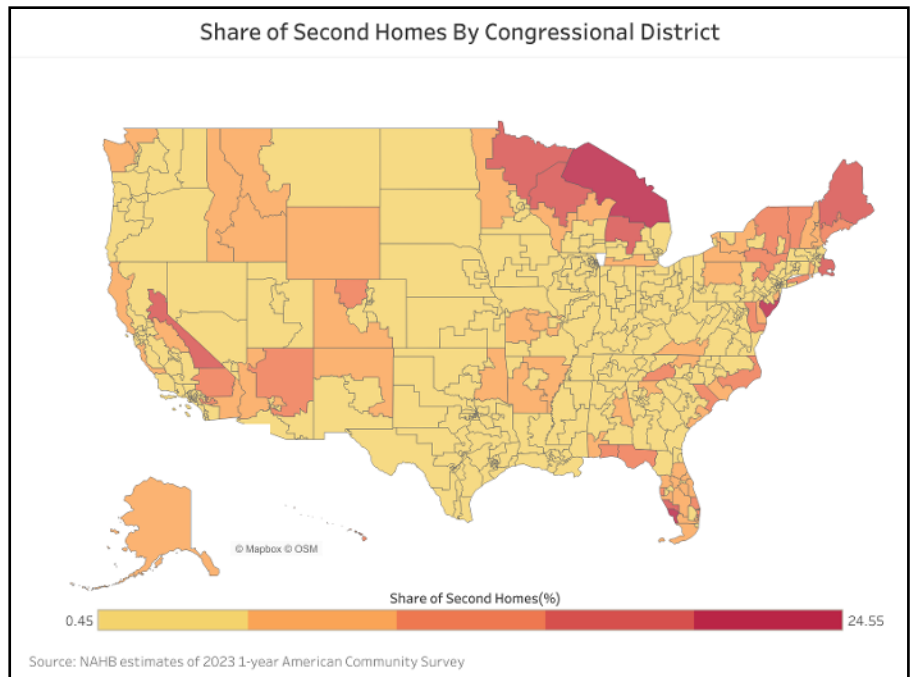
**What advice would you give to someone looking to get involved in the home building industry or the association?**

In a community the size of Sioux City, there are so many great resources and contractors who are highly skilled and knowledgeable to complete any project.

## How Many Second Homes in Your Congressional District?

The total number of second homes in the United States in 2023 was 5.7 million, representing 4% of the total housing stock, according to NAHB estimates of the 2023 American Community Survey. Second homes have been in a steady decline over the past few years, dropping from 7.15 million in 2020, to 6.5 million in 2022, and to 5.7 million in 2023.

Half of the nation's second homes are concentrated in a small number of congressional districts, primarily in these states: Florida, California, New York, Texas, Michigan, North



Carolina, Pennsylvania, and Arizona. [Click here to see an interactive map](#) of second homes by congressional district.

## RMI Drops Two Points in Q3

NAHB released its NAHB/Westlake Royal [Remodeling Market Index](#) (RMI) for the third quarter, posting a reading of 63, down two points compared to the previous quarter.

The NAHB/Westlake Royal RMI 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 an index number above 50 indicates that a higher share view conditions as good than poor.

An RMI of 63 is consistent with NAHB's forecast for steady 2% growth in remodeling spending over the next two years.

## Apply for HBI Grant for Schools

Attracting new talent to the trades continues to challenge the residential construction industry. To help boost the amount of U.S. secondary schools with a skilled trades curriculum, HBI is once again offering its [Schools-to-Skills Grant](#). The grant provides schools with the resources to implement HBI's Pre-Apprenticeship Certificate Training (PACT) curriculum — which removes financial barriers to making high-quality trades education accessible to more students across the country — at no cost for two years.

The deadline to apply is 11:59 p.m. ET on Dec. 20, 2024.





# October GMM Mechanics Liens with Anthony Osborn






# 68th Annual SIOUXLAND HOME SHOW

FEB 28 - MAR 2 2025

[siouxlandhba.com/home-show](http://siouxlandhba.com/home-show)

## It's Time to Register For Your Home Show Booths!



**68TH ANNUAL SIOUXLAND HOME SHOW**  
FEB 28- MAR 2, 2025 | STF EXPO CENTER  
**EXHIBITOR CONTRACT**

**BOOTH INFORMATION**

- BOOTH SPACE WILL NOT BE HELD WITHOUT A DEPOSIT.
- MEMBER PRICING IS FOR CURRENT HBA MEMBERS ONLY.
- Booth Size - 10 Feet X 10 Feet
- Deposit - \$200/booth due with contract

**TOTAL BALANCE DUE JANUARY 17, 2025**

After January 17, 2025,  
**\$100 Per Booth Late Registration Fee Applies**

Cancellations after January 17 will result in forfeiture of all fees paid unless prior arrangements have been made with the HBA regarding the forfeiture of any monies for down payment.

☐ HBA Member - \$475/Booth

☐ Non-Member - \$650/Booth

Number of Booths \_\_\_\_\_

Deposit Due: \$ \_\_\_\_\_  
Number of Booths x \$200  
Due With Contract  
Payments can be paid online or mailed

**Booth Location**  
Please note that booth locations are not guaranteed to be the same as in previous years. All booths will be arranged to benefit the show as a whole. Special requests will be honored whenever possible.

**Location Special Requests:**  
Example: Near Water or Need Extra Power

\_\_\_\_\_

\_\_\_\_\_

COMPANY \_\_\_\_\_

BILLING CONTACT \_\_\_\_\_

MAILING ADDRESS \_\_\_\_\_

CITY, STATE, ZIP \_\_\_\_\_

PHONE \_\_\_\_\_

EMAIL ADDRESS \_\_\_\_\_

WEBSITE \_\_\_\_\_

Product Description \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Contact information for person in charge of set-up & tear down.**  
They will need to receive emails (from [office@siouxlandhba.com](mailto:office@siouxlandhba.com)) or calls pertaining to show information.

NAME \_\_\_\_\_

EMAIL \_\_\_\_\_

MOBILE# \_\_\_\_\_

**I UNDERSTAND THAT MY CONTRACT WILL NOT BE ACCEPTED UNLESS IT IS SIGNED AND DELIVERED WITH THE CORRECT DEPOSIT AMOUNT.**

- EXHIBITORS ARE SUBJECT TO APPROVAL BY THE HOME SHOW COMMITTEE.
- IN ADDITION, I ACKNOWLEDGE ALL RULES AND REGULATIONS GOVERNING THIS SHOW AND AGREE TO ABIDE BY THEM. (Pages 2 & 3)

Signature \_\_\_\_\_

Title \_\_\_\_\_

Date \_\_\_\_\_


**Office Information**

Invoice # \_\_\_\_\_

☐ Deposit Paid

☐ Paid in Full

Booth Location \_\_\_\_\_



3900 Stadium Drive Sioux City, IA 51106 | (712) 255-3852 | [office@siouxlandhba.com](mailto:office@siouxlandhba.com)

1



CLICK TO DOWNLOAD



# Free!

## **Windows, siding, gutters, paint, and much more!\***

The City of Sioux City Lead Hazard Reduction Program completes improvements to homes to remove lead paint hazards. These improvements can include items such as windows, siding, gutters, paint, and much more!\*

Lead paint poisoning is detrimental to both children and adults; however, children are especially vulnerable. Therefore, if you meet all of the requirements below you are encouraged to take part in this exciting program!

- Your house must have been built before 1978.
- You must have a child that is the age of 5 or younger living in or visiting the home for at least 10 hours per week.
- You must income qualify. For example, a family of four must not make more than \$74,000.00 per year (subject to change).

Both owner-occupied and rental homes can participate. If you own your home, the program is **100% FREE!** If you live in a rental property, your landlord must match the program costs.

**Call 712-224-5250 today to see if you qualify or visit us at**  
**[www.siouxcityleadgrant.org](http://www.siouxcityleadgrant.org)**



Neighborhood Services Division  
City of Sioux City, IA  
521 Nebraska Street  
Sioux City, IA 51101

*\*New windows, siding, gutters, and paint are not guaranteed. The improvements made will depend upon the location of lead paint hazards in each home.*



## 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 – 387.25  
Dennis Nelson – 369.00  
Kevin Small – 330.00  
Dan Moos – 314.00  
Gary Roan – 275.00

### Royal Spikes

Pat Boeshart – 235.00  
Willie Delfs – 232.00  
Rich Callahan – 225.50  
Duane Vanderplas – 207.50  
Tim Swanson - 196.00  
Terry Bernhardt – 155.00  
Mark Meis – 152.25

### Red Spike

Gary Johnson – 145.50  
Mark Protexter – 144.00  
John Gunia – 138.50  
Darrel Bullock – 126.00  
Jim Wolcott – 105.00

### Green Spikes

Todd Hagaman – 93.25  
Steve Struthers – 78.00  
Mike Clausen – 53.50  
Tim Bauer – 51.00

### Life Spikes

Bob Wilcke – 34.50  
Lorn Rogge – 26.75  
Doug Conrad- 25.00

### Spike Members

Bruce Kalin – 24.50  
Doyle Van Dyke – 17.00  
Nancy Moos – 16.50  
Jody Reich – 12.50  
Sandy Boeshart – 11.75  
Becky Chicoine – 11.50  
Sue Wolcott – 9.75  
Damon Lutz – 9.50  
Dave Gill – 9.50  
Matt Jaminet – 9.00  
Jeremy Boatman - 7.50  
Jerome Reicks III – 7.00  
Andy Hovey - 7.00  
Jason Schrunck – 6.50  
Chad Ingle - 6.00

\* = New Rank



# NAHB Members Take Home Top EPA and DOE Awards

During the Energy and Environmental Building Alliance (EEBA) High Performance Home Summit in Salt Lake City, Utah, the EPA announced the [winners of the Indoor AirPLUS Leader Awards](#) and the DOE announced the winners of the Zero Energy Ready Home (ZERH) Housing Innovation Awards.

## NAHB members receiving Indoor AirPLUS Leader Awards:

Beazer Homes, National  
Meritage Homes, National  
Charis Homes, Ohio  
Providence Homes, Florida  
Thrive Homes, Colorado  
Tri Pointe Homes, Arizona  
EnergyLogic Inc., Colorado  
Steven Winter Associates, Connecticut

## NAHB members honored with a Housing Innovation Award:

Addison Homes  
Beazer Homes  
Charis Homes  
Clifton View Homes and Zero Energy Home Plans  
Deltec Homes  
Howard Building Science  
Insight Homes  
K. Hovnanian Phoenix Division  
Noyes Development  
Powerhouse Designs and TC Legend Homes  
Providence Homes  
Red Tree Builders  
Thrive Home Builders  
Woodside Homes  
Clayton Homes



DO  
**BUSINESS**  
WITH AN  
NAHB  
MEMBER.

## Members Save Millions

Start saving at [nahb.org/savings](http://nahb.org/savings)

NAHB.