

Newsletter of the Home Builders Association of Central Missouri

HBA News



March 2022

March Membership Meeting

Date: March 9th

Time: Social at 6 pm, Dinner at 7 pm

Fried Chicken and all the Fix-ens'

Location: Eagles on MO Blvd

Cost: \$20

Sponsored by:



**COLE COUNTY
INDUSTRIES**



Program :

Eric Landwehr-Cole County Public Works update:

Road Project Updates

Stormwater Ordinance

Building Permit Fee Restructure

Subdivision Regulations Update

Building Codes Update

Please RSVP By Monday, March 7th rachel@hbacentralmo.com

573-635-6001

Leadership List

President

Brice Ready

1st Vice President

Lisa Lehman

2nd Vice President

Adam Boessen

Secretary

Nancy Gratz

Treasurer

Dan Lewis

Past President

Jason Otko

Board Members

Nick Haslag

Christy Lyon

Matt Kujath

Ryan Claspill

Jeff Hoelscher

Jim Hagenhoff

Angie Laughlin

HBA of MO Rep- Jason Otko

Executive Officer- Rachel Andrews

Administrative Assistant- Jayda Seymour

Political Consultant- Heath Clarkston

Calendar of Events

March 8th 4pm - HBA Board Meeting

March 9th 6pm- HBA Membership Meeting sponsored by Cole County Industries and US Rents It

April 12th 4pm - HBA Board Meeting

April 13th 6pm HBA- Membership meeting sponsored by Wallstreet Group

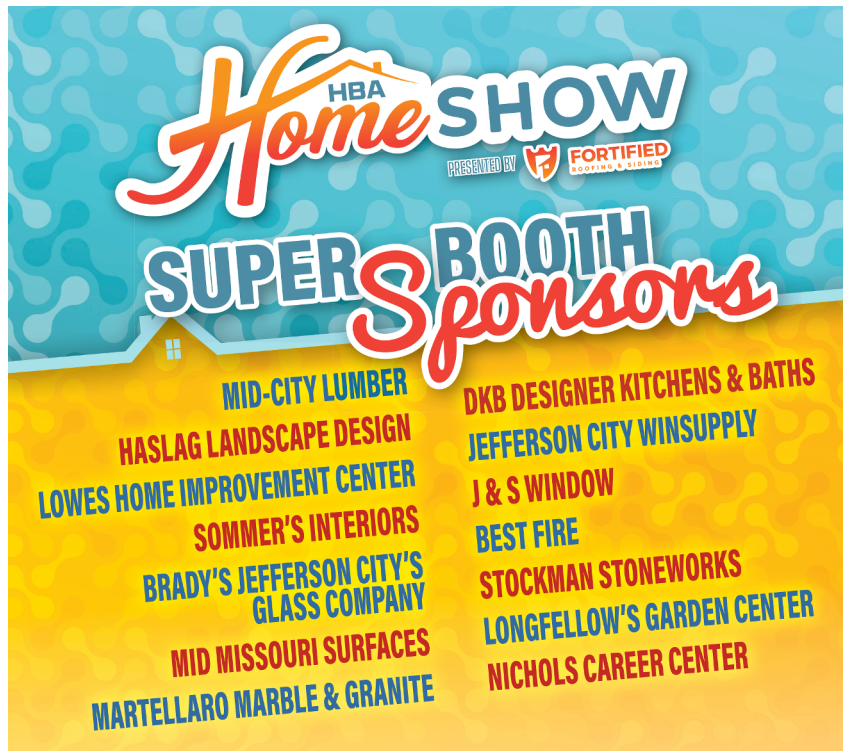
May 10th 4pm- HBA Board Meeting

May 11th 6pm-HBA Membership Meeting sponsored by Rusty Drawing Chevrolet, Buick GMC, Cadillac

June 8th HBA BBQ at Memorial Park



Home Show Sponsors



HBA Home SHOW
PRESENTED BY **FORTIFIED**
ROOFING & SIDING

SUPER BOOTH Sponsors

MID-CITY LUMBER
HASLAG LANDSCAPE DESIGN
LOWES HOME IMPROVEMENT CENTER
SOMMER'S INTERIORS
BRADY'S JEFFERSON CITY'S GLASS COMPANY
MID MISSOURI SURFACES
MARTELLARO MARBLE & GRANITE

DKB DESIGNER KITCHENS & BATHS
JEFFERSON CITY WINSUPPLY
J & S WINDOW
BEST FIRE
STOCKMAN STONEWORKS
LONGFELLOW'S GARDEN CENTER
NICHOLS CAREER CENTER



HBA Home SHOW
PRESENTED BY **FORTIFIED**
ROOFING & SIDING

AISLE SPONSORS




HBA Home SHOW
PRESENTED BY **FORTIFIED**
ROOFING & SIDING

OFFICIAL SPONSORS

Hawthorn BANK

ECOWATER SYSTEMS
SINCE 1920

ALIGN CHIROPRACTIC CLINIC

DKB DESIGNER Kitchens & Baths
Plumb Supply

ServicEMASTER
BY AERODRY Restore

Window World

BRADY'S
EST. 1965
Jefferson City's Glass Company

Haslag Landscape & Design
Custom Design and Construction

SOMMERS Interiors



HBA Home SHOW
PRESENTED BY FORTIFIED

The raffle will be held again this year with more **HUGE PRIZES!**

Raffle GRAND PRIZES

- WEBER GRILL & ACCESSORIES**
- 100 LB. CAPACITY SALT SPREADER**
- A MIRROR**

PRIZES! PRIZES!
You won't want to miss out on the hourly prizes valued at a minimum of \$25 each.

TICKET
Be sure to buy your tickets **AT THE HBA BOOTH!**
The Prizes are in the HBA Booth to view!



Super Booth
was constructed by



Raffle PRIZE DONORS

COLE COUNTY INDUSTRIES - GRAND PRIZE
KNAPHEIDE TRUCK EQUIPMENT - GRAND PRIZE
BRADY'S JEFFERSON CITY'S GLASS COMPANY - GRAND PRIZE

ART'S PEST CONTROL	LONGFELLOW'S GARDEN CENTER
BEST FIRE	LOWE'S
B&H WELL DRILLING	MARTELLARO MARBLE & GRANITE
CANTERBURY HILL WINERY AND RESTAURANT	MAXEY HEATING & COOLING
CARVED IN STONE	MID AMERICA BANK
CENTRAL BANK	MID-CITY LUMBER
COLE COUNTY ABSTRACT & TITLE	MIDWEST TITLE & ESCROW
COLEMAN APPLIANCE CENTER	MONARCH TITLE COMPANY, INC
CUMULUS RADIO	RIVER REGION CREDIT UNION
DKB DESIGNER KITCHENS & BATHS	RUSTY DREWING CHEVROLET BUICK GMC CADILLAC
HAWTHORN BANK	RUSTY DREWING TOYOTA
HOLLON CHIROPRACTIC	SOMMERS INTERIORS
IMAGEMARK/CAPITAL LIFESTYLES MAGAZINE	SPYDER TECHNOLOGIES
JCL HARDWOOD FLOORS	STOCKMAN STONWORKS
JIM LEWIS TIRE PROS	THREE RIVERS ELECTRIC COOPERATIVE
JOE MACHENS CAPITAL CITY FORD	TOTAL LENDING CONCEPTS
LABELLE CABINETRY & LIGHTING	US BANK
LEGENDS BANK	VAUGHAN POOLS & SPAS

RAFFLE PROCEEDS BENEFIT THE HBA SCHOLARSHIP FUND



Special Thank You

Ralph McCasland (Brady's Glass) for transporting the Super Booth set up and take down

Gwynn Ready Brice Ready Joe Otto helping with the HBA booth and wherever needed

Lowe's Home Improvement for the use of your carts during load in/out,

Ron Lehman (ServiceMaster Restoration by Aerodry) transporting carts to and from Lowe's

Nicholas Career Center for constructing the Super Booth

Ecowater for the coffee and donuts

Imagemark for the advertising, graphics and social media post

Mid- City Lumber for the use of the forklift

Longfellow's for the beautiful foliage at the entrances

Ralph McCasland (Brady's Glass) for stepping in and helping organizing kitchen and bath in the Super Booth

Nick Haslag (Haslag Landscape and Design) for organizing the Outdoor display at Super Booth

Imagemark for taking pictures

Ryan (Ryan Schrimpf Construction) Tim Wilbers, (Midwest Block & Brick) Mike Saucier (RM Saucier) Brice Ready (Ready Construction) for putting up and taking down outdoor signs



More Home Show Thanks

Thank you Raffle Volunteers:

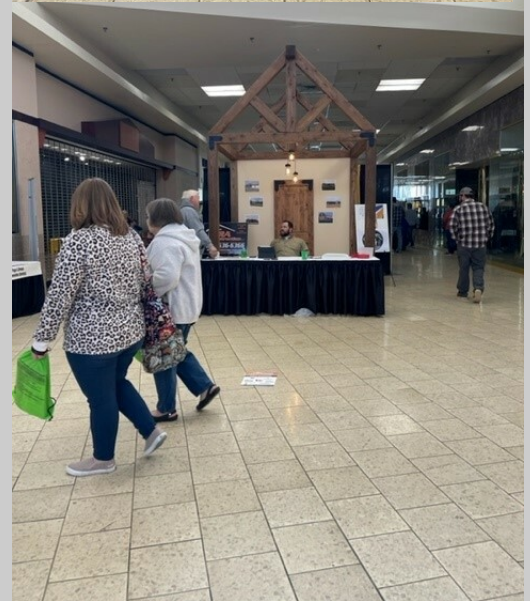
Christy Lyon- Monarch Title
Don Debuhr and Sandra Forbis
Heather Hagner- Central Bank
Aaron and Kristy Debuhr- Imagemark
Kim Baumgartner and Jason Luebbering- Cole County Industries
Anna Bax and Jennifer Gerling Wallstreet Group
Wanda Holtmeyer- Dean Holtmeyer Construction
Sara Tucker- Brady's Glass
Joe Otto- Scruggs Lumber
Matt Kujath- Winter Dent
Shelly Schwartz - Mid America Bank
Kelli Mahoney and Nick Haslag -Nick Haslag Landscape and Design
Jeff Carr & Luke Roling- Hawthorn Bank
Leanna & Jim Hagenhoff
Renee Duenckel-All n One
Kelly Mahoney- Jeff Bank
Keith Kliethermes- Kliethermes Designs
Ivana Turner and Lisa Lehman- ServiceMaster by AERODRY
Olivia Sriver & Dane Wilson- Mid-City Lumber
Gwynn Ready- Legends Bank

Thank you Load in/out Volunteers:

Ralph McCasland- Brady's Glass
John Martellaro- Martellaro Marble & Granite
Adam Mietzner- Ecowater
Christy Lyon- Monarch Title
Gwynn Ready- Legends Bank
Joe Otto -Scruggs Lumber
Brice Ready- Ready Construction

Thank you Security Volunteers:

Ron Lehman- Servicemaster Restoration by Aerodry
Haze Wright- Martellaro Marble & Granite



2022 Home Show Committee



Adam Mietzner
2022 Chairperson
EcoWater Systems



Christy Lyon
2022 Co-Chair
Monarch Title



Nick Haslag
2022 Co-Chair
Haslag Landscape
Design

Ron Lehman and Lisa Lehman- ServiceMaster By Aerodry, Renee Duenckel - All-n-One Outdoor Solutions, Ralph McCasland - Brady's Glass, Jeff Carr - Hawthorn Bank, Rachel Andrews Jayda Seymour - 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, Karen Schaperkoetter - Spyder Technologies, Nathan Smith - Mid-City Lumber, Gwynn Ready - Legends Bank



Know a high school senior going into the building industry? The HBA of Central Missouri awards (2) \$1000 scholarships in May. Find out more information on our website www.hbacentralmo.com.

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.

New Members

Wash Authority- Eric Wulff

CutCo Cutlery- Nick Johnson

2021 Permit Totals

Permits Issued 2021

	Single Family		Other	
	City	Code County City	Code County	
January	1	20	17	
February	2	37	17	
March				
April				
May				
June				
July				
August				
September				
October				
November				
December				
Year to Date	22	89	2159	87

Permits Issued 2020

	Single Family		Other	
	City	Code County City	Code County	
January	1	6	18	
February	1	1	15	3
March	1	13	15	13
April	1	20	420	20
May	2	8	115	8
June	4	17	487	17
July	2	13	243	13
August	1	9	752	9
September	5	12	146	15
October	2	6	149	12
November	3	12	31	5
December	3	8	55	7
Year to Date	35	127	2454	126

Click on spreadsheet for link to current permits

January New Home Sales Lower but Still Solid

New home sales declined in January on rising interest rates but still posted a steady reading as demand remains strong.

Sales of newly built, single-family homes in January fell 4.5% to an 801,000 seasonally adjusted annual rate from a sharp upwardly revised reading in December, according to data from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau.

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 801,000 units is the number of homes that would sell if this pace continued for the next 12 months.

New single-family home inventory was up 34.4% over last year, rising to a 6.1 months' supply, with 406,000 available for sale.



However, just 37,000 of those are completed and ready to occupy.

The median sales price rose to \$423,300 in January from \$395,500 in December, and is up more than 13% compared to a year ago, due primarily to higher development costs, including materials.

Regionally, on a year-to-date basis, new home sales fell in three regions, down 10.7% in the Northeast, 3.7% in the Midwest and 7.4% in the South. New home sales were up 1.2% in the West.

Strong Turnout at 2022 Builders' Show

More than 45,000 home building professionals filled the exhibit halls of the Orange County Convention Center in Orlando as the National Association of Home Builders hosted the NAHB [International Builders' Show®](#) (IBS) Feb. 8-10, which followed extensive health and safety protocols.

IBS and the Kitchen & Bath Industry Show (KBIS) again combined for the Design & Construction Week® (DCW), which drew more than 70,000 attendees. More than 800 IBS exhibitors displayed their products across 425,000 net square feet.

Materials Prices Rise Again in January

The prices of goods used in residential construction ex-energy climbed 3.6% in January (not seasonally adjusted), according to the latest Producer Price Index (PPI) report released by the Bureau of Labor Statistics. The [index was led higher](#) by a 25.4% jump in softwood lumber prices, and 9% price increases for indoor and outdoor paint.

Building materials prices increased 20.3% year over year and have risen 28.7% since January 2020. Over the past four months, the index has climbed 8.4%.

U.S. Lowers Duties on Canadian Lumber

With lumber prices experiencing extreme price volatility this year and harming housing affordability, NAHB has relentlessly been calling on the Biden administration to reduce duties on Canadian lumber shipments into the United States.

On Jan. 31, the Commerce Department took a positive step forward by issuing its third administrative review to [reduce duties](#) on shipments of Canadian lumber into the United States from 17.99% to 11.64%.

Rising Home Values Pricing Out Millions

Rising home prices and interest rates are taking a toll on housing affordability, with 87.5 million households — or roughly 69% of all U.S. households — unable to afford a new median priced home. In other words, seven out of 10 households lack the income to qualify for a mortgage under standard underwriting criteria.

The data comes from NAHB's recent 2022 [priced-out estimates](#), which show that if the median price goes up by \$1,000, another 117,932 households would be priced out of the market.

Townhouse Construction Surged in 2021

Townhouse construction jumped 28.1% in 2021, according to [NAHB analysis](#) of the most recent Census data. Medium-density construction lagged for much of 2020, with persistent affordability headwinds, and housing demand shifting to more suburban and exurban areas. However, demand for medium-density neighborhoods returned as the economy more fully reopened during the past year.

During just the fourth quarter of 2021, single-family attached starts totaled 39,000.

Members Elect NAHB's 2022 Leadership Team

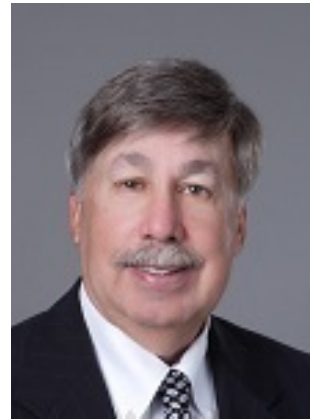
NAHB members elected senior officers to the association's top [leadership positions](#) at NAHB's Leadership Meetings during the 2022 International Builders' Show.

Taking the helm as NAHB's Chairman of the Board this year is Jerry Konter, a Savannah, Ga.-based home builder and developer with more than 40 years of experience in the home building industry.

Also moving up on the association's leadership ladder was Alicia Huey, a Birmingham, Ala.-based custom home builder. She was elected First Vice Chairman of the Board. Carl Harris, a Wichita, Kan.-based small volume spec and custom home builder, was elected Second

Vice Chairman of the Board. Buddy Hughes, a Lexington, N.C.-based home builder and developer, joined the NAHB leadership ladder with his election as Third Vice Chairman of the Board.

2021 NAHB Chairman Chuck Fowke remains on the leadership ladder as the 2022 Immediate Past Chairman. Rounding out the association's leadership is NAHB Chief Executive Officer Jerry Howard, from Washington, D.C.



2022 NAHB Chairman
Jerry Konter

Home Buyer Preferences

Home buyer preferences have continued to reverse trends in home building as builders work to respond to new interests in the wake of COVID-19. Increased desire for bigger homes, suburban locations and more outdoor amenities are driving new home design, resulting in a rise in the average size of a new home to 2,524 square feet, and the percentage of new homes with 4+ bedrooms and 3+ full bathrooms to 46% and 34%, respectively.

Baby boomers buck those trends, with a greater interest in smaller homes on smaller lots, preferably in the suburbs.

[Certain home features](#) do resonate with all generations, however. The top five are: laundry rooms; exterior lighting; ceiling fans; patios; and walk-in pantries.

Multifamily Sentiment up in Q4

Confidence in the market for new multifamily housing improved in the fourth quarter of 2021, according to results from the [Multifamily Market Survey \(MMS\)](#) released recently by NAHB. The MMS produces two separate indices: the Multifamily Production Index (MPI) increased one point to 54 compared to the previous quarter while Multifamily Occupancy Index (MOI) decreased six points to 69.

The MPI measures builder and developer sentiment about current conditions in the apartment and condo market on a scale of 0 to 100. The index and all of its components are scaled so that a number above 50 indicates that more respondents report conditions are improving than report conditions are getting worse.

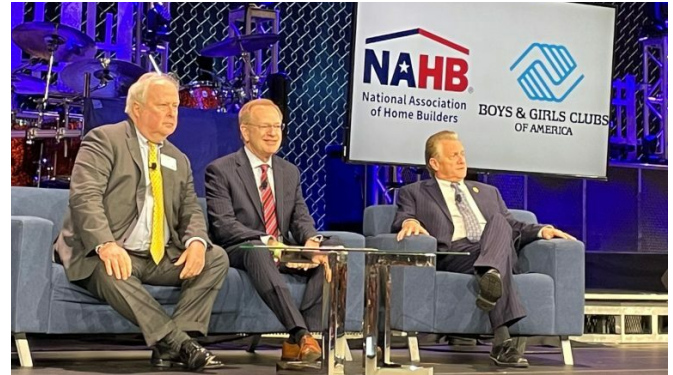
NAHB, Boys & Girls Clubs Announce Partnership

NAHB and the Boys & Girls Clubs of America are teaming up to introduce more of America's youth to a potential career in residential construction. The announcement was made at a press conference held during the International Builders' Show (IBS) in Orlando.

The announcement comes as the residential construction industry continues to struggle to overcome the lack of available skilled trade workers. In fact, a recent survey of NAHB members showed nearly two thirds rank this issue as the most significant challenge they faced last year.

Working together to promote construction career pathways, [NAHB and Boys & Girls Clubs of America](#) will connect young people to individuals in the industry, providing them with work-based learning activities and access to essential skills development programs to further their career exploration.

To kick off the pilot program, 10 local home builder associations (HBAs) will work with local Boys & Girls Clubs to mentor young men and women, showcase the multiple career opportunities available in the home building industry and help guide them to choose a career in residential construction. The local HBA chapters will host events,



From left, NAHB CEO Jerry Howard, Boys & Girls Clubs CEO Jim Clark and 2021 NAHB Chairman Chuck Fowke prepare to sign proclamation on workforce readiness.

including career panels, jobsite visits and job shadowing.

HBAs interested in connecting with their local Boys & Girls Club can submit a request [on nahb.org](https://www.nahb.org).

DO
BUSINESS
WITH AN
NAHB
MEMBER.

Members Save Millions

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



WE'RE MORE THAN HOMES.

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.



MEMBER SAVINGS PROGRAM
at a glance
nahb.org/savings



AUTO

	COMPANY	SAVINGS	PRODUCTS	INFO
	GM	Save \$500 per vehicle on select vehicles for retail customers. Save \$500 - \$1,000 per vehicle on select vehicles for fleet customers. Stackable with most national retail & fleet offers. NAHB member & household family eligible.	Chevrolet, Buick, GMC	nahb.org/gm
	NISSAN / INFINITI	Save between \$2,000 - \$9,500 per vehicle. Must be purchased in member's company name. NOT stackable with most national offers. Member's company eligible.	Nissan, Infiniti	nahb.org/nissan
	AVIS	Save up to 30% off Avis PAY NOW rates when making a reservation with Avis Worldwide Discount (AWD) number G572900.	Rental Cars	avis.com/nahb 800-331-1212 AWD #G572900
	BUDGET	Save up to 35% off Budget PAY NOW rates when making a reservation using Budget Customer Discount (BCD) number Z536900.	Rental Cars	budget.com/nahb 800-283-4387 BCD #Z536900
	GEICO	Special discount on personal auto insurance.	Insurance	geico.com/disc/nahb 800-368-2734

BUILDING MATERIALS

	COMPANY	SAVINGS	PRODUCTS	INFO
	LOWE'S	Extra 2% off Lowe's Account Receivable or Business Account. FREE delivery of \$500 plus orders. 5% off at store using LAR or LBA.	Building Materials	lowesforpros.com/nahb 877-435-2440

SHOPPING & ENTERTAINMENT

	COMPANY	SAVINGS	PRODUCTS	INFO
	MEMBER DEALS	Up to 50% off.	Theme Parks, Movie Tickets, Concerts, Water Parks, Gift Cards	memberdeals.com/nahb/?login=1 (877) 579-1201
	SAM'S CLUB	One-year membership for \$24.88.	Bulk Discount Retail	bit.ly/nahbsams (877) 579-1201
	HOTELPLANNER	NAHB members can save up to 65% on hotel room rates at over 800,000 properties worldwide in more than 250 countries.	Hotels	nahb.hotelplanner.com 1-800-497-2175

NAHB members saved
over **\$29,000,000** last year!





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Twehous Excavating Company, Inc. Excavating Contractor Specialized Heavy Hauling 8514 Liberty Road Jefferson City, MO 65101 Office: 573.395.4354 Fax: 573.395.4280	MID-CITY LUMBER CO. LTD. 118 Jaycee Dr. Jefferson City, MO	ABSTRACTS TITLE INSURANCE ESCROW CLOSING 240 E. High St. Jefferson City, MO 65101 (573) 636-3214	 Landmark Bank Jefferson City Home Mortgage Center From our loans to you, thank you for your choice. Come see us today about our Guaranteed Home products that we have to offer as well as our great home sale offer to members such as a 1% loan. Call us today for your financing needs! Located at 8121 Grandview Lane, Jefferson City, MO.
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KEMPKER Heating & A/C LLC 573-893-8905 2804 Forest Ridge Lane	 Farmer's Concrete <i>Jefferson City, MO</i> P.O. Box 543 • 826 Stadium Blvd. West Jefferson City, MO 65102-0543 Phone 573/636-7193 • Fax: 573/636-9520 <i>Build with Concrete</i>	 ServiceMASTER Restore Residential/Commercial Water Fire Smoke Mold 24-Hr. Emergency Service Lisa Lohman President ServiceMaster Restoration Services by AERODRY 1221 Creek Trail Drive Jefferson City, MO 65109 Office: 573-634-3851 Mobile: 573-680-0677 Email: lisa@serodry.net www.servicemasterjeffcity.com	 MIDWEST BLOCK & BRICK A Midwest Products Group Co.
 CAPITAL QUARRIES <i>Quality Aggregates for the Construction Industry</i> (573) 634-4800	 River Region CREDIT UNION Lisa Wolken VP of Real Estate Loan Origination 844.5. 6723.9 lisa@riverregioncu.com main: 573.634.4816 ext. 5545 fax: 573.634.4806 3124 W. Englewood Dr. Jefferson City, MO 65509 FCU.org	 Satellite TV – Internet – Security 573-644-7200 SPYDERTECH.BIZ	MIDWEST BLOCK & BRICK A Midwest Products Group Co.
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