

ARKANSAS HOME BUILDERS ASSN.

2nd QTR. 2023

arkansashomebuilders.org



CALENDAR OF EVENTS

- July 5, 2nd Quarter State Meeting
- August 25-27, NWA Parade of Homes
- Sept 13, Saline Golf Tournament
- Oct 12, HBA of GLR Golf Tournament

For more information about the list of current events please contact Brenda @ ahba.staff@gmail.com

WOULD YOU LIKE TO LIST AN EVENT?

EMAIL: AHBA.STAFF@GMAIL.COM

A composite image showing a person's hand pointing at a tablet displaying the NAHB website. The background includes architectural blueprints and a yellow hard hat. The NAHB logo is prominently displayed in the upper right corner of the image.

NAHB
National Association
of Home Builders

Exclusive discounts that benefit you,
your business and your family
nahb.org/Savings

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SAVINGS
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GOODYEAR

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BUSINESS SOLUTIONS™

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NAHB **IBS**

AROUND THE STATE



NORTHWEST ARKANSAS

2023 PARADE OF HOMES

**32nd Annual
NWA Parade of Homes
Online Showcase August 18-20th,
In-Person Tours August 25th -27th.
Visit their website at
nwaparadeofhomes.com**

Way to go Christina Galloway and Faulkner County Homebuilders

CONGRATULATIONS! I AM PLEASED TO INFORM YOU THAT THE FAULKNER COUNTY HOME BUILDERS ASSOCIATION HAS WON THE NAHB GRAND AWARD FOR AFFILIATE NUMERICAL INCREASE FOR YOUR MEMBERSHIP EFFORTS IN 2022. YOUR ASSOCIATION TOOK THE LEAD IN GROUP SIZE 7 (<49).

EACH YEAR, ONE HBA FROM EACH GROUP SIZE WITH THE HIGHEST NUMERICAL INCREASE, PERCENTAGE GROWTH, RETENTION RATE AND NUMERICAL INCREASE IN AFFILIATE MEMBERSHIP IS HONORED WITH A GRAND AWARD.

IN RECOGNITION OF YOUR OUTSTANDING ACHIEVEMENT, YOUR ASSOCIATION WILL RECEIVE A PERSONALIZED AWARD FOR YOUR ACCOMPLISHMENTS AND ACKNOWLEDGEMENT ON NAHB'S WEBSITE, BLOG, AND SOCIAL MEDIA CHANNELS. WE ARE ALSO PROVIDING THE ENCLOSED PRESS RELEASE TEMPLATE TO HELP YOU SHARE THE NEWS WITH YOUR NETWORKS.

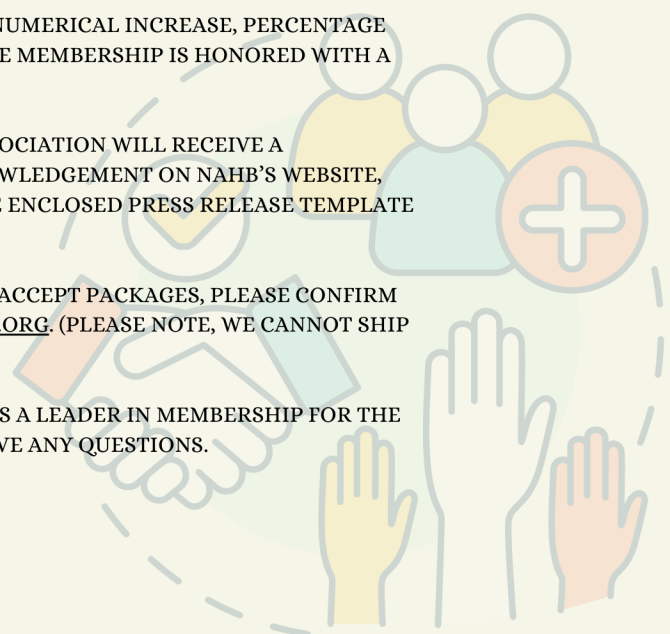
TO ENSURE THAT WE SHIP THE AWARD TO AN ADDRESS THAT WILL ACCEPT PACKAGES, PLEASE CONFIRM YOUR MAILING ADDRESS BY EMAILING LIV VIGEE AT OVIGEE@NAHB.ORG. (PLEASE NOTE, WE CANNOT SHIP THE AWARD TO PO BOXES.)

CONGRATULATIONS AGAIN ON YOUR AWARD AND STANDING OUT AS A LEADER IN MEMBERSHIP FOR THE FEDERATION! PLEASE DO NOT HESITATE TO CONTACT ME IF YOU HAVE ANY QUESTIONS.

SINCERELY,

LOUISE MARTIN
DIRECTOR, HBA MEMBERSHIP GROWTH & PROGRAM ACTIVATION

FAULKNER COUNTY HOMEBUILDERS



GREATER FORT SMITH AREA



LEARN THE TRADE

**Classes start in August
Peak Innovation Center**

RESIDENTIAL CARPENTRY

- Building walls
- Installing roof joists, rafters & trusses
- Installing doors, windows & siding
- Laying wood floors and stairs
- Installing interior finish and trim
- Installing cabinets and countertops
- Building forms for concrete

**Funding Available for
Students**



Board of Directors



**For More Information
Conact:**

**Greater Fort Smith Home Builders Association
5111 Rogers Ave, Suite 531
Fort Smith, AR 72903
479-452-6213
Email: Hba@fortsmithhomebuilders.com**



NAHB NEWS

ARMY CORPS OFFICIAL SIGNALS NEXT STEPS IN WOTUS RULEMAKING

During a June 22 congressional hearing on the U.S. Army Corps of Engineers (Corps) FY 2024 budget request, it was revealed that the U.S. Environmental Protection Agency (EPA) and Corps would use an administrative rule-making process called “direct final rule” to expedite a new “waters of the U.S.” (WOTUS) rule following the [Supreme Court’s Sackett ruling](#).

Testifying before the congressional panel, Michael Connor, Assistant Secretary U.S. Army Civil Works, revealed the Corps and EPA plan to issue a new regulatory definition of WOTUS under the Clean Water Act (CWA) that will become effective soon after issuance, provided the agencies do not receive adverse comment. If the agencies receive adverse public comments, then they would proceed with the traditional public notice-and-comment rule-making process for the revised WOTUS regulatory definition.

While Connor did not specify the contents of this direct final WOTUS rule, it was understood that EPA and the Corps would issue a regulatory definition of WOTUS that the agencies believe is consistent with the Sackett ruling.

Furthermore, as stated by Connor, the Corps has stopped processing requests for approved jurisdictional determinations (AJDs) and CWA 404 permits based on an approved jurisdictional determination. Notably, under the approach announced yesterday, neither the Corps nor EPA would issue any interim regulatory guidance directing the Corps districts to resume processing approved AJDs or issuing new CWA 404 permits until this rule-making process is completed.

The Corp and EPA are developing a rule to amend the final revised definition of WOTUS and intend to issue a final rule by Sept. 1, 2023.

View NAHB’s [WOTUS webpage](#) where additional information will be posted on the timing and content of this upcoming rule-making.



*You're
Invited!*

Feb 27 – 29, 2024
LAS VEGAS, NV

Attend IBS 2024 with an IBS Scholarship

Calling all NAHB members 21-35, here's your chance for professional development - Application deadline is July 7!

APPLY FOR AN IBS SCHOLARSHIP

Members Save Millions

Start saving at nahb.org/savings



June is Homeownership Month

Learn more about buying a home today.



BUILDER CONFIDENCE MOVES INTO POSITIVE TERRITORY IN JUNE

SOLID DEMAND, A LACK OF EXISTING INVENTORY AND IMPROVING SUPPLY CHAIN EFFICIENCY HELPED SHIFT BUILDER CONFIDENCE INTO POSITIVE TERRITORY FOR THE FIRST TIME IN 11 MONTHS.

BUILDER CONFIDENCE IN THE MARKET FOR NEWLY BUILT SINGLE-FAMILY HOMES IN JUNE ROSE FIVE POINTS TO 55, ACCORDING TO THE NATIONAL ASSOCIATION OF HOME BUILDERS (NAHB)/WELLS FARGO HOUSING MARKET INDEX (HMI) RELEASED TODAY. THIS MARKS THE SIXTH STRAIGHT MONTH THAT BUILDER CONFIDENCE HAS INCREASED AND IS THE FIRST TIME THAT SENTIMENT LEVELS HAVE SURPASSED THE MIDPOINT OF 50 SINCE JULY 2022.

“BUILDERS ARE FEELING CAUTIOUSLY OPTIMISTIC ABOUT MARKET CONDITIONS GIVEN LOW LEVELS OF EXISTING HOME INVENTORY AND ONGOING GRADUAL IMPROVEMENTS FOR SUPPLY CHAINS,” SAID NAHB CHAIRMAN ALICIA HUEY, A CUSTOM HOME BUILDER AND DEVELOPER FROM BIRMINGHAM, ALA. “HOWEVER, ACCESS FOR BUILDER AND DEVELOPER LOANS HAS BECOME MORE DIFFICULT TO OBTAIN OVER THE LAST YEAR, WHICH WILL ULTIMATELY RESULT IN LOWER LOT SUPPLIES AS THE INDUSTRY TRIES TO EXPAND OFF CYCLE LOWS.”

“A BOTTOM IS FORMING FOR SINGLE-FAMILY HOME BUILDING AS BUILDER SENTIMENT CONTINUES TO GRADUALLY RISE FROM THE BEGINNING OF THE YEAR,” SAID NAHB CHIEF ECONOMIST ROBERT DIETZ. “THIS MONTH MARKS THE FIRST TIME IN A YEAR THAT BOTH THE CURRENT AND FUTURE SALES COMPONENTS OF THE HMI HAVE EXCEEDED 60, AS SOME BUYERS ADJUST TO A NEW NORMAL IN TERMS OF INTEREST RATES. THE FEDERAL RESERVE NEARING THE END OF ITS TIGHTENING CYCLE IS ALSO GOOD NEWS FOR FUTURE MARKET CONDITIONS IN TERMS OF MORTGAGE RATES AND THE COST OF FINANCING FOR BUILDER AND DEVELOPER LOANS.”

DIETZ FURTHER NOTED THE FED AND WASHINGTON POLICYMAKERS MUST FACTOR INTO CONSIDERATION HOW THE STATE OF HOME BUILDING IS CRITICAL FOR THE INFLATION OUTLOOK AND THE FUTURE OF MONETARY POLICY.

“SHELTER COST GROWTH IS NOW THE LEADING SOURCE OF INFLATION, AND SUCH COSTS CAN ONLY BE TAMED BY BUILDING MORE AFFORDABLE, ATTAINABLE HOUSING – FOR-SALE, FOR-RENT, MULTIFAMILY AND SINGLE-FAMILY,” HE SAID. “BY ADDRESSING SUPPLY CHAIN ISSUES, THE SKILLED LABOR SHORTAGE, AND REDUCING OR ELIMINATING INEFFICIENT REGULATORY POLICIES SUCH AS EXCLUSIONARY ZONING, POLICYMAKERS CAN PLAY AN IMPORTANT AND MUCH-NEEDED ROLE IN THE FIGHT AGAINST INFLATION.” AND IN ANOTHER SIGN OF GRADUAL OPTIMISM FOR THE STATE OF DEMAND FOR SINGLE-FAMILY HOMES, THE JUNE HMI SURVEY SHOWS THAT OVERALL, BUILDERS ARE GRADUALLY PULLING BACK ON SALES INCENTIVES:

- 25% OF BUILDERS REDUCED HOME PRICES TO BOLSTER SALES IN JUNE. THE SHARE WAS 27% IN MAY AND 30% IN APRIL. IT HAS DECLINED STEADILY SINCE PEAKING AT 36% IN NOVEMBER 2022.
- THE AVERAGE PRICE REDUCTION WAS 7% IN JUNE, BELOW THE 8% RATE IN DECEMBER 2022.
- 56% OF BUILDERS OFFERED INCENTIVES TO BUYERS IN JUNE, SLIGHTLY MORE THAN IN MAY (54%), BUT FEWER THAN IN DECEMBER 2022 (62%).

DERIVED FROM A MONTHLY SURVEY THAT NAHB HAS BEEN CONDUCTING FOR MORE THAN 35 YEARS, THE NAHB/WELLS FARGO HMI GAUGES BUILDER PERCEPTIONS OF CURRENT SINGLE-FAMILY HOME SALES AND SALES EXPECTATIONS FOR THE NEXT SIX MONTHS AS “GOOD,” “FAIR” OR “POOR.” THE SURVEY ALSO ASKS BUILDERS TO RATE TRAFFIC OF PROSPECTIVE BUYERS AS “HIGH TO VERY HIGH,” “AVERAGE” OR “LOW TO VERY LOW.” SCORES FOR EACH COMPONENT ARE THEN USED TO CALCULATE A SEASONALLY ADJUSTED INDEX WHERE ANY NUMBER OVER 50 INDICATES THAT MORE BUILDERS VIEW CONDITIONS AS GOOD THAN POOR.

ALL THREE MAJOR HMI INDICES POSTED GAINS IN JUNE. THE HMI INDEX GAUGING CURRENT SALES CONDITIONS ROSE FIVE POINTS TO 61, THE COMPONENT CHARTING SALES EXPECTATIONS IN THE NEXT SIX MONTHS INCREASED SIX POINTS TO 62 AND THE GAUGE MEASURING TRAFFIC OF PROSPECTIVE BUYERS INCREASED FOUR POINTS TO 37.

LOOKING AT THE THREE-MONTH MOVING AVERAGES FOR REGIONAL HMI SCORES, THE NORTHEAST EDGED UP TWO POINTS TO 47, THE MIDWEST INCREASED FOUR POINTS TO 43, THE SOUTH MOVED THREE POINTS HIGHER TO 55 AND THE WEST POSTED A FIVE-POINT GAIN TO 46.

HMI TABLES CAN BE FOUND AT [NAHB.ORG/HMI](https://www.nahb.org/hmi). MORE INFORMATION ON HOUSING STATISTICS IS ALSO AVAILABLE AT [HOUSING ECONOMICS PLUS](https://www.housingeconomics.com) (FORMERLY HOUSINGECONOMICS.COM).

AUTO

	COMPANY	SAVINGS	PRODUCTS	INFO
	GM	Save \$500 on select vehicles for retail and fleet customers. Discount is stackable with most national retail and fleets offers. NAHB Members and household family are eligible for discount.	Chevrolet, Buick, GMC	nahb.org/gm
	Goodyear	Members must log into NAHB.org to save 15% on Goodyear Tires	Goodyear Tires & Services	nahb.org/goodyear
	NISSAN	Save between \$2,500 - \$8,150 per vehicle. Must be purchased in member's company name. NOT stackable with most national offers. Member's company eligible.	Nissan	nahb.org/nissan





BUILDING MATERIALS

	COMPANY	SAVINGS	PRODUCTS	INFO
	LOWE'S	5% off* in store, plus 2% statement credit with Commercial Account (LCA) or Lowe's Business Advantage (LBA). 5-10% off online orders using any payment method	Building Materials	lowes.com/nahb 877-435-2440

FUEL

	COMPANY	SAVINGS	PRODUCTS	INFO
	VOYAGER	Save on Fuel with Voyager card for Business. Savings anywhere Mastercard is accepted.	Fuel Savings and Fleet Management	usbank.com/splash/corporate-payments/transportation/nahb.html

TRAVEL & ENTERTAINMENT

	COMPANY	SAVINGS	PRODUCTS	INFO
	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
	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
	MEMBER DEALS	Up to 50% off.	Theme Parks, Movie Tickets, Concerts, Water Parks, Gift Cards	memberdeals.com/nahb/?login=1 (877) 579-1201

NAHB Members Saved
over **\$36,000,000** last year

BUSINESS MANAGEMENT

	COMPANY	SAVINGS	PRODUCTS	INFO
	DELL	Up to 40% off Dell computers, servers, electronics & accessories.	Computers & Hardware	dell.com/nahb 1-800-757-8442
	HOZZ	25% Off Houzz Pro, free help with best practices, 10% trade discount on Houzz Shop purchases.	Marketing Solutions, Building Products	houzz.com/for-pros/nahb-discounts (888) 225-3051
	ODP BUSINESS SOLUTIONS	Up to 75% off online regular prices on their Best Value List of preferred products. Plus, free shipping over \$50.	Office Supplies	officediscounts.org/nahb 855-337-6811 x2897
	UPS SHIPPING	Flat-rate pricing, 50% discount for next day shipping, 30% for ground commercial/residential.	Business Shipping	1800members.com/nahb 1-800-MEMBERS
	YRC FREIGHT	At least 75% off Less Than Truckload (LTL) shipping over 150lbs.	Freight Shipping	1800members.com/nahb 1-800-MEMBERS
	RINGCENTRAL	Save 15% off monthly on a new RingCentral Office service. Receive \$50 off the list price on any RingCentral phone. Current NAHB RingCentral users are eligible for discounts by calling and re-signing a 24 month agreement.	Message, Video, Phone	ringcentral.com/nahb (800) 417 0930
	HEARTLAND	Reduced fees and elevated customer service for NAHB members	Payment & POS Solutions	go.heartlandpaymentsystems.com/nahb 800-613-0148
	CONSTRUCTIONJOBS.COM	20% discount on standard rates.	Job Postings	nahb.org/careers 828-251-1344

NAHB ASSOCIATION DISCOUNTS

	COMPANY	SAVINGS	PRODUCTS	INFO
	NAHB INTERNATIONAL BUILDERS' SHOW®	Up to \$200 off show registration. Up to \$3.75 per sq. ft. off exhibit space.	Trade Show	buildersshow.com
	NAHB CONTRACTS	Up to 30% off contract rates.	Legal	nahb.org/nahbcontracts
	HOUSINGECONOMICS	\$100 off annual subscription.	Economic & Housing Data	housingeconomics.com
	BUILDERBOOKS	10% off books. Up to 45% off research.	Books	builderbooks.com
	ONLINE EDUCATION	Up to 30% off webinars; Up to 50% off online courses.	Education	nahb.org/education

Discounts are of 5/9/2022 & subject to change at any time. Visit nahb.org/savings for latest deals & limited time offers.