

The Nail Keg

The newsletter of the Roanoke Regional HBA



April 2021

Materials Costs, Higher Rates Dampen February Home Sales

Higher interest rates, supply shortages and rising material prices, particularly for lumber, put a damper on new home sales in February. [Sales of newly built](#), single-family homes in February fell 18.2% to a 775,000 seasonally adjusted annual rate, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. This is the lowest level of new home sales since May 2020.

Shortages and high prices for materials, especially lumber, affected the market. Soaring lumber prices have added more than \$24,000 to the price of an average new home.

Inventory rose slightly to a 4.8 months' supply, with 312,000 new single-family homes for sale, 12.7% lower than February 2020. Homes available for sale that have not started construction are up 67% over last year, an indicator of increasing delays



and higher costs associated with construction.

The median sales price was \$349,400, up 5.3% over the \$331,800 median sales price posted a year earlier.

Regionally on a year-to-date basis, new home sales declined 9.3% in the West and rose in the other three regions, up 6% in the Northeast, 24.7% in the Midwest and 23.2% in the South.

NAHB Spearheading Lumber Efforts

NAHB continues to move aggressively to engage the [Biden administration](#) on lumber and to urge policymakers to take immediate action to address skyrocketing lumber prices and supply shortages that are harming home builders, home buyers, remodelers and the economy.

NAHB has reached out to President Biden, Commerce Secretary Gina Raimondo, and Agriculture Secretary Tom Vilsack, among others, [urging them](#) to examine the lumber supply chain, identify the causes of high prices and supply constraints, and seek remedies that will increase production.

ICC to Use ANSI Process for Energy Codes

The International Code Council has announced it is [changing the development](#) of its energy code from the current Governmental Consensus Process to its American National Standards Institute (ANSI) development process.

“This is an important change that we expect to result in a model energy code that meets the needs of building officials, consumers, builders and energy efficiency advocates,” said NAHB Chairman Chuck Fowke.

NAHB Wins Eviction Moratorium Case

NAHB won a key legal decision recently when the U.S. District Court for the Northern District of Ohio ruled that the CDC exceeded the authority granted to it by Congress when it issued an [eviction moratorium](#). NAHB brought the lawsuit as a plaintiff on behalf of its members.

On March 24, the Department of Justice confirmed that the district court’s order applies to all NAHB members across the nation who rent residential properties to covered persons, not just those who reside in Ohio.

Congress Extends PPP Application Deadline

With a March 31 deadline looming, the Senate on March 25 voted 92-7 to approve the PPP Extension Act. The legislation will [extend the filing deadline](#) for Paycheck Protection Program (PPP) applications by 60 days and provide an additional 30 days for the SBA to finish processing applications received by the new May 31 deadline. President Biden is expected to sign the measure into law. NAHB was part of a coalition of business groups urging Congress to approve the legislation.

Biden Signs \$1.9 Trillion Stimulus Package

President Biden signed the \$1.9 trillion COVID-19 relief package into law on March 11. While far from perfect, the stimulus package contains important provisions for the housing community, including aid to state and local governments. Other key provisions include: Recovery rebates up to \$1,400 per taxpayer; additional aid for small businesses; and \$27.5 billion for emergency rental aid.

Join us for our Spring Sporting Clay Shoot ~ April 23rd.

Click here to sign up! Don't delay!



SPRING Sporting Clay Shoot
Networking Event—Friday, April 23, 2021
Summit Springs Shooting Sports Facility in Ferrum
Cost \$65 per Shooter \$15 Networking Lunch Only



\$65 Cost Includes

- ♦ 100 round shoot
- ♦ 14 Stands
- ♦ Lunch
- ♦ Afternoon of friendly competition!

OR

*** \$15 Networking
Lunch Only**

Event Schedule

- ♦ 11am to 11:30am
Registration
- ♦ 11:30am to 12:15 p.m.
Lunch
- ♦ 12:30pm Clay Shoot
- ♦ 4:30pm Awards

**Marketing
Opportunities**

- ♦ Premier: \$500—incl.
team of 4 and stand sponsor
- ♦ Lunch: 2 @250 **SOLD**
- ♦ Stand Sole: \$200
- ♦ Stand Shared: \$100

**\$\$ BRING CASH FOR
50/50 DRAWING \$\$**

Registration for Individuals Only

Company Name: _____

Contact Name: _____

Phone: _____

Email: _____

Individual Name & Email (please PRINT clearly)

Teams will be formed at registration

1. _____

2. _____

3. _____

4. _____

5. _____

___ Check Enclosed made payable to RRHBA

___ Credit Card register & pay on our website rrhba.com or call our office

Contact RRHBA

(540) 389-7135 ~ rrhba.com
1626 Apperson Drive ~ Salem, VA 24153

IMPORTANT EVENT DETAILS

- Bring your own shotgun and ammo
 - Target loads #7 1/2 or #8 shot
 - Minimum of 100 rounds of ammo
- Welcome to bring your UTV or golf cart—none are provided
- **ABSOLUTELY NO ALCOHOL ON PREMISES**

3/29/3021 cm

**Sponsorships available!! Thank you Rockydale Quarries Corp. for
being our Lunch Sponsor!**

Join us on May 6th at Hidden Valley Country Club for Golf and Networking Event. Click Here to Register today. **This will sell out!**



Time

11:00am ~ Registration & Lunch

12:30pm ~ Shotgun Start

After Golf, enjoy 19th Hole Networking,
Food, and Awards

Sponsorships

____ Premier Sponsors* ~ \$1,000 each

**Includes team of 4 golfers*

____ Sole Hole Sponsors ~ \$150 each

____ Shared Hole Sponsors ~ \$100 each

____ 3 Beverage Station Sponsors **SOLD**
(man your station; hand out your giveaways)

____ 2 Lunch Sponsors ~ \$500 each

____ 19th Hole Sponsor ~ 4 @ \$500 each

Mulligan Package Includes:

~ 1 Mulligan ~ 1 throw ~ 1 Red Tee

NEW—VENDOR ROW—\$125 each

**Includes a 10'x10' space for your
tent to showcase your products &
services to attendees!**

Company Name: _____

Contact Name: _____

Address: _____

Phone: _____

Email: _____

Individual or Foursome Participants, Name & Email

1. _____

2. _____

3. _____

4. _____

19th Hole Networking, Food, & Awards Only \$25 each

Please register & pay online at rrhba.com

click on 'Events', please include all names

or mail registration *with payment*

to RRHBA, 1626 Apperson DR, Salem VA 24153

For questions or information contact Amy Lowman alowman@rrhba.com or (540) 389-7135.

Individual registrations accepted and will be assigned to team.

Cm 3/25/21

Don't golf? Come at 5:30 for the Networking Event!

Sponsorships available! Thank you to American National Bank, Budget Blinds of Salem, Roanoke, Botetourt and NRV and Virginia Title Center, LLC for being our Beverage Sponsors!

Membership Drive starts April 1 - No Joke!! Help us grow your Association that is working hard for you. Are you working with someone that is NOT a member? Why are they not a member? DO BUSINESS WITH A MEMBER!

RECRUIT IN 2021!

Membership
DERBY
New Member Drive

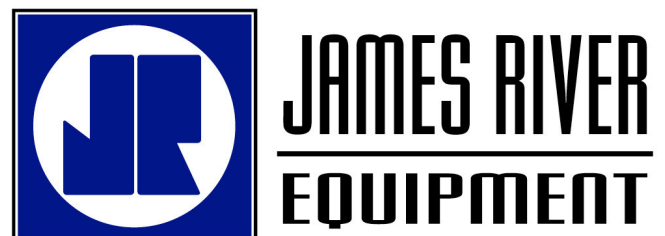
Who do you KNOW?

plumber, roofer, material sales, real estate, lender.....

Our Membership \$\$
Protect our industry—Provide legislative representation

Earn Recruitment Prizes!

THANK YOU TO OUR 2021 RRHBA INVESTORS



2021

Leadership List

Executive Officers

John Hopkins, President
*Ferguson Bath, Kitchen & Lighting
Gallery*

Mark Overstreet - VP
CMC Supply, Inc

Earle Shumate - Secretary
*Hughes Associates Architects &
Engineers*

Dean Bandy- Treasurer
Joe Bandy & Son, Inc.

Fred Corbett - Past President
*South River Contracting of
Roanoke, Inc*

Patti Dickerson- Assoc. VP
Virginia Title Center, LLC

Amy Lowman - Executive Officer

2021

Board of Directors

Mark Alouf - *Alouf Custom Builders,
Inc*

Josh Beisley - *Building Specialists*

Bo Bohon - *Bohon Construction*

John Brock - *BrockWorks, Inc.*

Mike Bryant - *Construction Marketing,
LLC*

Chris Burns - *Balzer & Associates*

Frank Caldwell, IV - *Jack St. Clair*

Shawn Callahan - *Metwood Building
Solutions*

Mallory Cook - *Cook Siding & Window
Co.*

Ron Dodd - *Boxley*

Peter Fields - *Fields Construction*

Stephen Fisher - *Wetland Studies and
Solutions, Inc.*

Bill Hart - *Pitman Construction*

David Helscher - *OPN LAW*

Nathan Hungate - *Fields Construction*

Steve Martin - *Beyond*

Pete McKnight - *Lifetime Member*

Alicia Smith - *F & S Building
Innovations*

Sacramento Streamlines Approvals to Boost Production

Most cities in California are not meeting housing production targets, and the state underproduced by approximately 3.4 million housing units from 2000 to 2015 because of systemic challenges.

Local planners recognize the problem, and in 2018, Sacramento city staff received direction to [streamline the approval](#) of housing projects to minimize housing barriers, including the time, cost and uncertainty in the approval process.

In 2017 California passed SB-35, and Sacramento became the first city in the state to implement “ministerial approval”

of multi-unit housing projects. This allows infill housing projects of up to 200 units to bypass public hearings.



Sacramento's 2040 General Plan Update envisions growth of 72,000 new homes and 80,000 new jobs over the next 20 years. The update includes an eight-year strategy to address housing, including increasing overall housing production, increasing affordable units and promoting accessory dwelling units.

SBA Issues PPP Guidance

The SBA has released [updated guidance](#) on what constitutes lobbying for 501(c)(6) organizations, including local and state home builders associations, that seek forgivable loans under the Paycheck Protection Program (PPP).

The guidance states that “lobbying activities” are defined in the Lobbying Disclosure Act of 1995. Under the law approved in December, 501(c)(6) groups, including state and local HBAs, are eligible to receive a PPP loan if the organization:

- Does not receive more than 15% of receipts from lobbying;
- Lobbying activities do not comprise more than 15% of its activities;
- It has 300 or fewer employees; and
- The cost of lobbying did not exceed \$1 million in the most recent tax year.

Study Looks at Electrification

A recent study, “Cost and Other Implications of Electrification Policies on Residential Construction,” suggests significant trade-offs in terms of the cost of retrofitting existing homes and the long-term energy usage costs of electric appliances and equipment in climates with a large heating demand.

The study, conducted by the Home Innovation Research Labs for the National Association of Home Builders, evaluates [construction and retrofitting](#) costs and annual energy use costs of gas appliances and equipment and electric appliances and equipment. It looks at costs in four major markets - Houston (CZ2), Baltimore (CZ4), Denver (CZ5), and Minneapolis (CZ6).

The study found that the cost of installing and using electric appliances, including annual energy use, often exceeds the cost of gas appliances.

Up Coming Education Classes

CLICK HERE TO REGISTER

Another Educational Opportunity Brought to you by the RRHBA Professional Enrichment Committee

ATTENTION: CERTIFIED RENOVATORS.....

LEAD RENOVATION, REPAIR AND PAINTING (LRRP) TRAINING COURSE (ENGLISH)

The EPA requires that all certified renovators enroll in a 8-hour LRRP class.

If you're not Lead-Safe Certified, disturbing just six square feet could cost you BIG TIME! Common renovation activities like sanding, cutting and demolition can create hazardous lead dust and chips by disturbing lead-based paint, which can be harmful to adults and children. EPA's Lead Renovation, Repair and Painting Rule (RRP Rule) requires that firms performing renovation, repair and painting projects that disturb lead-based paint in homes, child care facilities and pre-schools built before 1978 have their firm certified by EPA (or an EPA authorized state), use certified renovators who are trained by EPA-approved training providers and follow lead-safe work practices.

REGISTER TODAY FOR THE INITIAL COURSE
TAUGHT BY THE ACCREDITED TRAINING CENTER OF THE EI GROUP, INC.
AND
HOSTED BY THE ROANOKE REGIONAL HOME BUILDERS ASSOCIATION.

Per EPA—If your licenses has expired you must take the initial course. This license is good for 5 years.



Date: **Thursday , April 22, 2021**

Time: **8:00am — 5:00 pm**

Cost: **\$230 for RRHBA Members and
\$250 for non-RRHBA Members**

Location: **Roanoke Regional Home
Builders Association
Conference Room / physical
distance will be required and
mask.**

1626 Apperson Drive, Salem, VA 24153

**IF YOUR LICENSE HAS EXPIRED YOU MUST TAKE
THE 8 HOUR CLASS. CHECK YOUR LICENSE.**

CLICK HERE TO REGISTER!

EDUCATIONAL OPPORTUNITIES HOSTED BY THE ROANOKE REGIONAL HOME BUILDERS ASSOCIATION MEMBERSHIP ENRICHMENT COMMITTEE

Want To Become A Certified Aging-in-Place Specialist (CAPS)?

Related Classes Offered
May 24-26, 2021
9 am–5 pm

ZOOM

Cost* per student

per class:

CAPS I & II—\$220 for RRHBA members

\$270 for non-members

CAPS III—\$220 for RRHBA members

\$270 for non-members

To Register:

Online at <https://rrhba.com/events/>

Contact Amy Lowman

Phone: 540/389-7135

E-mail: alowman@rrhba.com

Get the technical, business management, and customer service skills essential to competing in the fastest growing segment of the residential remodeling industry:

- ♦ Home Modifications for the Aging-In-Place market.
- ♦ Locally earn the National Association of Home

Builders' (NAHB) Certified Aging-in-Place Specialist (CAPS) designation and become an expert for our market OR

- ♦ Simply take a course or two for the knowledge.

Required Courses to Earn the CAPS Designation:

- **Monday May 24th:**
Marketing and Communication Strategies with the Aging In Place Client (CAPS I):
 - This course will teach you the best practices in communicating and interacting with this evolving population.
- **Tuesday May 25th:**
Design Concepts for Livable Homes and Aging In Place (CAPS II): Learn how to provide the best services to the growing number of Baby Boomers who wish to remodel their home to fit their new lifestyles.
- **Wednesday May 26th:**
Details and Solutions for Livable Homes and Aging In Place (CAPS III):
 - This course builds on the CAPS I & II courses (which are prerequisites) by introducing design solution techniques, innovative products and best practices for product installation for CAPS professionals to use when creating livable spaces in which to age in place. Participants will engage in hands-on activities from real case studies to apply material learned in all CAPS courses.



cm 8/14/18

HBAV OPPORTUNITES

Did you know . . .as a RRHBA member, you're eligible for a free business analysis? It's one of the many great benefits that comes with membership and it's offered - at no cost to you! - by **Small Business Growth Partners**. Called a Business Diagnostic and Plan of Action (BPA), this 12-month plan provides a great road map for you and your business. Click [here](#) to get started planning your future!

HBAV Annual Conference and Awards Celebration - 2021

Friday, June 25, 2021

Register Here



NAHB EDUCATION OPPORTUNITIES

April is Virtual Learning Month and members can save \$50 on nine dynamic online courses, from estimating to marketing and sales. Click [here](#) for details.

HAVE YOU CHECKED OUT OUR NEW WEBSITE?

WE NOW HAVE A TAB FOR JOB POSTING.

PUT YOUR AVAILABLE JOBS ON OUR WEBSITE.

SEND TO alowman@rrhba.com

SANTA AWARDS FOR TOYS FOR TOTS

MKB Realtors, Bug Man, Boxley, Ferguson Bath, Kitchen & Lighting Gallery, Wetland Studies and Solutions, Inc., Jimmy Butler and Prillaman Mechanical, HTG & A/C, Inc. (not pictured)



Series Looks at Building and Selling High Performance Homes

Interested in green building and high performance homes? Then make plans to view the Home Performance Counts: Virtual Green Home Tour Series.

The first edition of the series takes place at 3 p.m. ET on April 22. To register, [contact Michelle Diller](#) of NAHB's green building team. If you miss a presentation in the series, no problem. They will be available to view after each installment.

Registration is free to all for this monthly series showcasing high performance homes across the country. In addition to the showcase of homes, builders, real estate agents and others will discuss how housing industry professionals can work together to increase sales and provide added value to consumers.

The series is a product of Home Performance Counts, a joint educational initiative between NAHB and the National Association of Realtors (NAR). [Home Performance Counts](#) is designed to help members of both associations work together and succeed in the rapidly growing marketplace for high-performance homes.

The Earth Day kickoff of the series features Robinhood by Red Tree Builders. Brandon Bryant, Red Tree's Owner and President and current Chairman of the NAHB Sustainability & Green Building Subcommittee takes viewers through



Robinhood, one of his artfully crafted, mindfully built high-performance homes in the mountains near Asheville, N.C. Brandon is joined by Kelly Erin-Spinney of Modern Asheville Real Estate to discuss how to talk to customers about high performance and how to realize the high-performance value of a build in the sale.

A live Q&A with Brandon and Kelly will take place immediately after the tour.

DO
BUSINESS
WITH AN
NAHB
MEMBER.

Members Save Millions

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



IF YOU ARE PURCHASING ANY OF THESE PRODUCTS, ARE YOU SIGNED UP WITH THE REBATE PROGRAM? THIS IS CASH BACK INTO YOUR POCKET ~ CLICK TO FIND OUT HOW TO SUBMIT

WANT TO START GETTING MONEY BACK FOR PRODUCTS YOU ALREADY USE?



Free Member Benefit of HBAV
www.HBAVrebates.com



If you use any of these **50+ participating manufacturers**, then it is easy to participate!

- 1 REGISTER
- 2 SUBMIT A REBATE CLAIM
- 3 RECEIVE A REBATE CHECK



THE AVERAGE REBATE PER BUILDER / REMODELER COMPANY WHO PARTICIPATED IN 2019 WAS:
\$1,472.55



Website: www.HBArebates.com | Phone: 866-849-8400
Email: info@HBArebates.com | Facebook: /MemberRebateProgram



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
	BF GOODRICH	Save \$70 on a set of four (4) new select BFGOODRICH® passenger or light truck tires. 24 Hour Worksite Assistance.	Tires	http://bit.ly/NAHBBFGoodrich
	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

NAHB Members Saved
over **\$29,000,000** last year