



March 2013

Building Homes, Strengthening Communities

2012-2013 HBA

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and Jeff Smith.



Mike Holmes of television's *Holmes on Homes* and *Holmes Inspection* will return to Kalamazoo for the 2013 Home Expo with two performances on Saturday, March 9.

Kalamazoo Home Expo Packed with Excitement, New Events

Mike Holmes, from the hit shows *Holmes on Homes* and *Holmes Inspection*, will be bringing his message of "making it right" back to Kalamazoo on Saturday, March 9, to the Kalamazoo Home Expo for two performances.

Holmes exposes shoddy workmanship by contractors on his television show and fixes the problems to show viewers how to avoid costly mistakes that can affect their life's biggest investment and family's safety. Holmes will make two appearances at the Home Expo on Saturday – at 11 p.m. and 2:30 p.m. Tickets are still available at www.KalamazooHomeExpo.com.

In addition to Holmes' performances on Saturday, the Kalamazoo Home Expo will feature two new events for the 2013 event.

Professional football player Greg Jennings will speak on Friday night at 6:30 p.m. about dedication and commitment to your goals to achieve greatness. Jennings played football locally at Kalamazoo Central and Western Michigan University before becoming a sensation with the NFL's Green Bay Packers.

The SPCA of Kalamazoo will host "Happy Homes, Happy Pets" event on Thursday from 4 to 7 p.m. There will be opportunities to learn from pet industry experts about caring for your pets and keeping them healthy and happy.

Letter from the Executive Vice President

Home Expo is Bigger, Better than Ever With Mike Holmes, Greg Jennings & More

Spring will arrive for us this month, and boy am I ready for it! February seemed like a scene from the old days of winter when I was a kid. Some of my friends called that period the Ice Age. I just remember a lot of snow and winter seemed to last forever.

Even though it has been cold outside, things are heating up at the Home Builders Association. The Home Expo is just around the corner and the staff has been working hard, along with many of our members, to put on another great show for our area. This association is so blessed to have so many caring and involved members. I truly feel honored to serve this membership and to work alongside so many caring and dedicated individuals.

The Home Expo will be a blessing for the people of Southwestern Michigan. More than 200 companies have pulled out all the stops to put on a great show this year. From the beautiful garden areas to all the great local companies who are displaying a variety of products and services – Kalamazoo certainly has a right to be proud of the premiere Home Expo in the state!

This year we are bringing back Mike Holmes to Kalamazoo. Mike is the star of *Holmes on Homes* and *Holmes Inspection* on DIY and he has a new show debuting soon on HGTV: *Holmes Makes It Right*. The Home Builders Association believes so strongly in the core values Mike Holmes has been preaching about – pulling permits, checking references and researching contractors – since he first went on the air in 2001 and has been a worldwide sensation since then. His call for professionalism in the residential building industry is without a doubt striking a cord with millions of his fans throughout the United States, Canada and with world.

That is why we carry on with our mission at the Home Builders Association: “Building Homes, Strengthening Communities.” The HBA is involved with so many activities and organizations in our community in an effort to make the southwestern corner of our great state a better place to live.

The Home Expo also has some new features this year that I can't wait for. NFL football standout Greg Jennings is making an appearance on Friday night to talk to the young people of this community about their commitment to excellence and what it takes to be great. Greg is a home-grown product having played at Kalamazoo Central and Western Michigan University before going on to become one of the premiere receivers in the NFL with the Green Bay Packers. The HBA is proud to partner with Visser to bring Greg to the Home Expo and benefit the Greg Jennings Foundation.

The SPCA is also hosting a “Happy Homes, Happy Pets” event on Thursday, from 4 to 7 p.m. in the stage area. There will be opportunities to learn from pet industry experts about caring for your pets and keeping them healthy and happy.

I'm looking forward to these new events, as well as welcoming Mike Holmes back to Kalamazoo. Each year, the HBA puts on the Home Expo and it has become truly an event to take pride in. I thank all the people who make this great event happen. I am amazed with dedication this organization has to the community.

Have a great month and I'll see you at the Expo!

Dale



Dale Shugars

HBA Staff

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The Builders' Voice is published monthly by the Home Builders Association, 5700 W. Michigan Ave., Kalamazoo, MI 49009. Phone (269) 375-4225, fax (269) 375-6493. www.KalamazooHomePage.com.

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**Building Homes,
Strengthening Communities**

Spike Report

The Spike Club is NAHB's recognition and incentive program for individuals working in membership recruitment and retention.

A Spike is an individual who has earned at least six credits within a two-year period. Spike credits are earned by recruiting and retaining NAHB and council members.

How to earn Spikes

1. Individuals earn one new member credit for each new member sponsored.
2. One retention credit is automatically assigned to the sponsor of record for first-year renewals, if the renewal occurs on or before the anniversary date. Every year after one-half credit is earned, if the renewal form lists the sponsoring member.
3. One-half credit is earned for the recruitment and retention of affiliate members.



Statesman Spike - 500 Credits

Ken Klok: 590

Super Spike - 250 Credits

Bernie Mein: 391.5

David Roberts: 306

Royal Spike - 150 Credits

Bill Dykhuis: 227

Jim Roberts: 171

Seth Virgo: 167.5

George Kibler: 162

Red Spike - 100 Credits

Troy McClure: 140

Annie Stetler: 110.5

Green Spike - 50 Credits

Michael Rhoades: 96

Jerry McCoy: 76.5

Jeff Smith: 74

Bob DeHaan: 67.5

Bob Visser: 67

Jeff Everts: 62.5

Mark Pulver: 57.5

Dave Holzwarth: 55.5

Andy Sims: 54.5

Life Spike - 25 Credits

DJ Burke: 49.5

John Vanderweerd: 47

Kimball Wilson: 43

Craig Wenke: 38

Jay Hoffman: 34.5

Joseph Blood: 33

Linda Drenth: 32

Jack Kindig: 31.5

Steve Roberts: 31.5

Scott Hoeksema: 30

Bill Green: 27.5

Membership Renewals

Company	Date Joined
Ameriprise Financial	12/01/2010
Argondelis Builders, LLC	12/01/1989
Arienne Associates	12/01/2011
Automation Design + Entertainment	10/01/1995
Battle Creek Tile & Mosaic	01/01/2011
Bel-Aire Heating & Air Conditioning, Inc.	10/01/1967
Blackberry Systems, Inc.	02/01/1992
Calhoun Area Career Center	02/01/2011
Canney's Water Conditioning, Inc.	11/01/1984
Champion Window Co of Grand Rapids	01/01/2012
Culligan Water Solutions of Kalamazoo	01/01/2004
DeVries & Onderlinde Builders, Inc.	02/01/1990
E. M. Sergeant Company	02/01/1992
Eco-Friendly Contracting LLC	02/01/2011
Everdry Waterproofing	12/01/2005
Fox Brothers Company	12/01/2000
Grapids Irrigation	01/01/2012
Haan Builders, LLC	02/01/2007
Hanger Plumbing & Heating	01/01/2011
Howe Patio & Windows	02/01/1992
J&J Paint and Glass Company	02/01/1992
Jakes Concrete, Inc.	07/01/1992
KRESA Education for Employment	02/01/1993
Kal-Blue	02/01/2012
Kent Home Services	03/01/1993
Kreis Enderle Hudgins & Borsos, P.C.	01/01/2011
Lounsbury Excavating, Inc.	02/01/1994
Lowes Home Improvement of Portage	10/01/2010
Michael R. Blied, Architect	01/01/2011
Michigan Tile & Carpet	12/01/2010
Midwest Gutter Systems, LLC	02/01/2009
Midwest Wall & Ceiling, LLC	01/01/2011
Migala Carpet One	02/01/1976
Minor Field Agency	11/01/2009
Mlive Group	10/01/1981
Overhead Door Company of Kalamazoo	02/01/1963
PMV Custom Finishes	01/01/2002
Pearse Realty, Inc.	01/05/2010
Pumpkin Patch Market Inc.	01/01/2012
RE/MAX Advantage	12/01/1990
Rapid Response Advertising (Community Quarterly)	01/01/2012
Sackett's Flooring Solutions	02/01/1997
Secure Start Inspections, Inc.	02/01/2011
T. Ridenour Construction	02/01/1995
Two Men and a Truck	02/01/2007
Walters Plumbing	01/01/2011
Woodwork Specialties Co.	02/01/1992
Yeo & Yeo P.C.	06/01/2008

Membership Report

Home Builders Association, as of Dec. 31, 2012

(NAHB Report) Total Membership:

463 (Builders: 118, Associates: 328, Affiliates: 17)

Previous Annual Reports:

Dec. 31, 2011: 442 Members (115 B, 312 A, 15 Af)

Dec. 31, 2010: 419 Members (121 B, 284 A, 14 Af)





Builder, Building Official Breakfast at HBA

Builders and inspectors gathered at the Home Builders Association office on Tuesday, Feb. 5, for a breakfast and discussion on building issues. Among those in attendance were, from left to right: Rich Modderman, Dave Roberts, Lee Larson, Ed Hellwege and Bob McNutt. The two groups discussed a variety of issues facing the residential building industry and how they could work together to make both builders and inspectors achieve their respective goals for their positions.

Do You Know These Businesses?

We need our members to encourage the following businesses to join or re-join the association. Contact Megan Weller if you need any additional information to help you recruit them as a member.

Anderson Brothers Steamatic
Bath Fitter
Blind Design
Borgess Health and Fitness Center
Boris Realtors
Bronson Athletic Club
Carter Lumber
Castle Coatings, Inc.
Concrete Corrections
Concrete Solutions

Corklane Decorating
DeWolff Painting
Elenbaas Hardwood
Ex-Caliber Painting
Expressions by Jan
Fabulous Floors
Fireplace and Grill Shoppe
Furgeson
Galesburg Hardware
General Equipment Rental

George's Appliance
Goggins Rental
GreenBuild @ Spartan Enterprises
Greenleaf Trust
Griffin Pest Solutions
Henderson Castle
Hodgson Lighting and Log
Howland Floor Covering
Kalamazoo Mortgage
L & N Carpet Cleaning

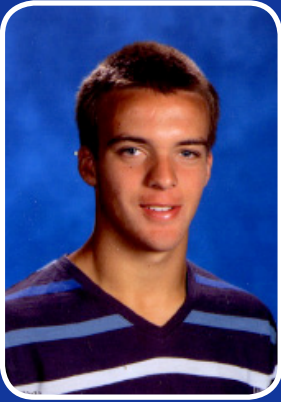

HOME
EXPO

FEATURING
NFL STAR

GREG JENNINGS

MARCH 8 AT 6:30PM





Student of the Month

**Andrew Madison, Gull Lake High School
Education for Employment Construction Trades Program**

Andrew Madison is a junior at Gull Lake High School and has been chosen as the student of the month by the Home Builders Association for February 2013. Andrew is the son of Ken and Char Madison. This is Andrew's first year in the Construction Trades program. So far he is really enjoying the program and wants to possibly go into the construction field as either a carpenter or a construction manager. Andrew has a great attitude toward work and gives 110% effort at all times. The Construction Trades class has allowed Andrew to learn skills and demands that are involved with being in the construction field. Andrew is also very athletic and physically fit which helps him to accomplish physically demanding tasks that the construction industry demands. Participating in sports, playing soccer, and running track for Gull Lake are extracurricular activities that Andrew enjoys. Andrew is also a member of the National Honor Society. He would like to thank his instructors Mr. Segraves and Mr. Diaz for helping him better understand the construction field and gain the skills he has now. He is hoping to learn much, much more before the end of the school year. After graduation from high school, Andrew plans on either going to Western Michigan University or Ferris State University. His overall dream is to be one of the top construction managers of a big corporation.

HBA's Advertising Co-op Gives You On-Line Exposure

Did you know that if you advertise with an HBA member and include the member's HBA logo in your advertisement, you're eligible to have three free months of advertising on the new HBA website?

Don't miss your chance to take advantage of this great opportunity to market your company and support a HBA member. For details on this promotion please contact Amanda at (269) 375-4225 or akuchnicki@hbagk.org.

* * *

"Going to church doesn't make you a Christian any more than standing in a garage makes you a car."

—Laurence Peter



Massage and spa services are an investment in your overall wellness. Our focus is on keeping you healthy.

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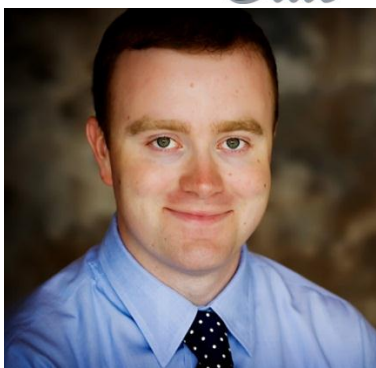
**SolSpring massage is also available
at the Bronson Athletic Club**

The EXCELLENCE Club

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Year-Long, Monthly Marketing Webinar PLUS Live Q&A Series

Featuring Kyle Hunt who routinely speaks at local HBAs across the US. He knows our industry. You'll appreciate his down-to-earth style, and the tools, templates, and resources he will be offering you each and every month!



- STOP competing on price
- DIFFERENTIATE your services
- Find & focus on IDEAL clients
- Follow-up effectively to CLOSE more business
- Invest in MARKETING that succeeds
- Market to past clients for REPEAT/REFERRAL work
- IMPROVE your sales skills
- Establish STRATEGIC partnerships
- Use the internet to GENERATE LEADS

Upcoming Dates & Topics

Jan. 10, 2013 2:00-2:45pm EDT	Harness the Web: Part 1 Walk away with a 'Website Checklist' that contains all of the content and features you need convert visitors into leads and provide you with clarity and clear direction on improvements you can make.
Feb. 14, 2013 2:00-2:45pm EDT	Harness the Web: Part 2 Confused by the myriad of online marketing tools? Receive practical and proven advice regarding Local Online Listings, Search Engine Optimization (SEO), Social Media, and other online marketing tools.
Mar. 14, 2013 2:00-2:45pm EST	You Have to "Date" Before You Get "Married!" Create something free and valuable to offer to your prospects (both online and offline.) Specific examples like a free report, Home Energy Audit, Homeowner Seminar, or a Kitchen Planning Guide.
Apr. 11, 2013 2:00-2:45pm EST	What Almost Everyone Doesn't Know – and Will Never Understand – About Video Marketing Videos are great for "know, like and trust" with prospects and clients, but how? See examples and learn the process for you so that you can add video to your marketing plan.
May 9, 2013 2:00-2:45pm EST	After the Project is Done ... Here's What You Do Next We all know the power of staying touch with our previous clients. Receive templates and tools to improve how you stay-in-touch with clients to generate more referrals and gain repeat business!
Jan. 24, 2013 Feb. 28, 2013 Mar. 28, 2013 Apr. 25, 2013 May 23, 2013 2:00-3:00pm EDT	You'll also have <u>direct access</u> to Kyle during the monthly "Excellence Hour Call" Every month we'll have a more open and extended Phone call for all members. This is a 1-hour Question & Answer (Q&A) phone call where you can call in and ask your questions directly to Kyle or listen to what other members are asking. This is your opportunity to ask ANY marketing, sales or business related question you have. Great, value-packed call each month.

Call-In Information

To attend the webinars or Q&A sessions simply dial-in, at the date/time listed above:

- Phone Number: **559-726-1300** Participant Code: **524986**
- Access the webinar's slides and "screen share" at: <http://www.theexcellenceclub.com/slides>

Tight Credit, Flawed Appraisals and Erratic Supply Chain Hurt Jobs, Housing

The budding housing revival driven by pent-up consumer demand still faces a number of obstacles, including tight credit for builders along with a stretched lot and building supply system in many markets that are barely keeping up with demand. The precarious support system to housing could threaten the fragile housing and economic recovery now under way, according to the National Association of Home Builders (NAHB).

"I talk to many of our builder members who are expressing increasing frustration that they can't get access to construction loans to develop lots in markets where demand is on the upswing," said NAHB Chairman Rick Judson, a home builder from Charlotte, N.C. "Not only is this keeping workers sidelined, it is frustrating potential home buyers and slowing the recovery."

With the peak spring home building season just weeks away and inventories of new homes at or near record-lows in many markets, builders should be ramping up to meet demand and create new jobs in markets across the nation.

"Though some metros are still struggling to recover, conditions in a growing number of markets are improving, and those are the areas where we should be hiring construction crews at a healthy clip," said Judson. "Unfortunately, new-home production is facing a number of obstacles and failing to bounce back at a more robust rate. Builders can't obtain financing to construct new homes and developers have not been able to restart the lot production pipeline because of the lack of credit, which is contributing to buildable lot shortages in some markets."

Meanwhile, creditworthy borrowers can't obtain mortgages, inaccurate appraisals are leading to cancelled home sales, and rising building material prices and spot labor shortages are pushing up costs and slowing completion times.

After years of sub-normal household formations brought on by the Great Recession, more and more buyers are now facing a challenging reality as they venture into the housing market.

Banks, appraisers and regulators swung the pendulum too far and have failed to return to normal business practices. Signs of produc-

tion bottlenecks are cropping up in some markets. With new-home inventories already at razor thin margins, this is exacerbating a lack of available new homes in many metro areas at a time of growing demand.

"With the severe declines in housing over the past years, many building material manufacturers such as drywall producers and lumber firms had to close plants and cut back production dramatically," said NAHB Chief Economist David Crowe. "Now, with the NAHB/First American Improving Markets Index showing that many housing markets are on the mend, the supply chain is starting to strain. Producers are reluctant to expand while credit remains tight and the most recent result has been skyrocketing prices."

Builders have to absorb these added costs by cutting back on other areas, including hiring. Further aggravating the situation is the long lag time for developers and builders to acquire, finance and develop lots, which is also putting a damper on residential construction employment.

To get production back on a firmer footing to meet rising demand, spur job growth and move the economy forward, NAHB is urging financial institutions and regulators to

ease tight credit conditions that no longer reflect today's economic realities.

Moreover, policymakers and appraisers also need to confront a flawed appraisal process for home buyers and home builders. NAHB recently unveiled a white paper, A Comprehensive Blueprint for Residential Appraisal Reform, designed to get all stakeholders in this debate to come together and enact reforms in appraisal practices and oversight to ensure that appraisals accurately reflect true market values.

"Restoring the flow of credit to home builders with viable projects and fixing the residential appraisal process will not only help to put America back to work, it will strengthen communities across the land and provide badly needed tax revenues that local governments need to fund schools, police and firefighters," said Judson.

* * *

"Now they show you how detergents take out bloodstains, a pretty violent image there. I think if you've got a T-shirt with a bloodstain all over it, maybe laundry isn't your biggest problem. Maybe you should get rid of the body before you do the wash."

—Jerry Seinfeld



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A silver Toyota Proace van, shown from a front three-quarter view. It has a boxy design with a large front grille and a sliding side door.


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*Rebates applied. Plus tax, title and license. 0% available on most models in lieu of rebates. To qualified buyers. See  store for details. Prices subject to incentive updates from GM.



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HBA Board Spotlight:

Ken Klok, Kenneth J. Klok Builders

Ken Klok has Built Legacy of Service at HBA

If you can remember back to a time when a McDonald's hamburger cost 15 cents and gas was \$1.38 per gallon, then you've got a good memory – and probably have a few years of experience under your belt.

But, believe it or not, that's how long it's been since Ken Klok joined the Home Builders Association. The year was 1981 and Ken Klok had a desire to get more involved in the industry he was making a career in. That was 32 years ago and since then Ken has written the book on involvement in the HBA.

From the Spike Club to the Home Expo and from the Fast-Built Project to the board of directors, Ken Klok has dedicated himself to the organization that represents residential home builders at the local, state and national levels.

In fact, Ken has been involved with the board at every level of the Home Builders Association – local, state and national. He is a national life director with the National Association of Home Builders and was just named a life director for the Home Builders Association of Michigan.

Ken says he derives his commitment and dedication from the credo, "you only get out of life what you put into it."

"The hours spent in service to my customers, to volunteer organizations and to the building construction industry have been priceless and very rewarding experiences," he said.

The list of Ken's involvement with the HBA is long and extensive. He has served or is currently serving on five committees, as well as sitting on the board. Ken has been on the local board since 1986 with the excep-

tion of a four-year absence in the early 1990s. He served as president twice, in 1990 and again in 1998.

Among the involvement Ken has enjoyed most with the HBA, he lists the Fast-Built Project with the local Habitat for Humanity chapter and the Veteran's Ramp-a-thon as some of his favorites. Ken's wife Kathy has also been involved with some of the HBA projects, helping with food donations and coordinating logistics. Her sloppy joes have been a staple of the Fast-Built Project for many years.

Ken has gone on to work on other Habitat projects, including the building of two homes through his church and being house leader for Habitat's Jimmy Carter Work Project in 2005.

In 2002, Ken was recognized by Habitat for Humanity as the state's Volunteer of the Year.

Ken's involvement in the community has brought many projects to the attention of the association, as well, allowing the HBA and its members to contribute to many worthwhile projects over the years. The Family Shelter for Housing Resources, the Northside Partnership Project of Kalamazoo, the Lakeside Home for Boys, the Kalamazoo Gospel Mission and the Tree of Life School are just a few of the projects and organizations Ken has involved himself with over the years.

The Spike Club has been another HBA facet near and dear to Ken's heart. He as the all-time highest number of Spike points at the local association with 590. The annual membership award at the HBA was named after Ken and is given out to the person recruiting the most new members each year.

Ken started in the construction industry in



Ken Klok

1964 through an apprentice program with Wes Graham, a former president and board member of the Kalamazoo HBA. After serving two years in the Army in the mid-1960s, with one stationed in Vietnam, Graham hired Ken upon his return home. In 1972, Ken started his own business remodeling and building custom homes. It became a family affair as sons Steve and Brian have worked for the company over the years. Brian remains an employee for Ken and Steve has since become a partner with J & J Paint & Glass, who are also members of the HBA.

Ken and Kathy have been married for 47 years. Their family includes Steve who is married to Pam and they have a son Brendan, and Brian who is married to Laurie and they have two children: Jacob and Alaina.

For nearly 50 years, Ken Klok has been involved in this industry and the association to make the community a better place to live.



MIKE HOLMES

Contractor and Host of Holmes
Inspection and Holmes® on
Homes on DIY Network



MARCH 9

KalamazooHomeExpo.com




Member Discounts Available Through NAHB

As a NAHB benefit, members have access to discounts and savings opportunities offered by many top companies. All programs, rates, and prices are subject to change without notice.

When making contact, the companies request that callers identify themselves as members of the National Association of Home Builders to receive their discounts.

For more information about this, please contact Christy Ronaldson at 800-368-5242 x8273 or via e-mail at cronaldson@nahb.org.

* * *

"Most folks are about as happy as they make their minds up to be."

—Abraham Lincoln

VIP Night



Enjoy a sneak preview of this year's Home Expo site with hors d'oeuvres catered by Asiago's Bakery-Deli & Catering and cash bar.

Date: March 5th

Time: 6:30-8:00PM

Location: Home Expo, 665 Mall Drive, Portage

Please RSVP on KalamazooHomePage.com or call Kristi at (269) 375-4225.



MARCH 7 | 4-7PM

KalamazooHomeExpo.com



**Pet Adoptions, Pet Seminars,
Kid Crafts, Face Painting, And More!**

@ The Home Expo, 665 Mall Drive, Portage, MI 49002
(At the former Sam's Club building behind Crossroads Mall)

\$1 donation at event entrance.

Home Expo General Admission ticket also required.

Event Sponsors:



Camp Country Critter

2012 ICC 700 Nat'l Green Building Standard Now Available

The 2012 ICC 700 National Green Building Standard, (NGBS) recently approved by the American National Standards Institute (ANSI), is now available for purchase through BuilderBooks.com, the publishing arm for the National Association of Home Builders (NAHB) in both print and e-Book formats.

A collaborative effort between the International Code Council (ICC) and NAHB, the ICC 700 National Green Building Standard is the only residential green building rating system approved by ANSI as an American National Standard. The NGBS provides practices for the design and construction of all types of green residential buildings, renovations, and land developments. The green aspects of the NGBS include lot design, preparation and development; resource, energy and water efficiency; indoor environmental quality; and operation, maintenance and building owner education.

"The 2012 edition incorporates several changes that not only make the standard much easier to use, but also expand the offerings for renovations and remodeling projects, and raise the bar on energy efficiency," said NAHB Chairman Rick Judson, a home builder from Charlotte, N.C. "We have seen phenomenal growth in green building in recent years,

and the new version of the standard will only help to add to this."

Some of the more notable updates include:

- The Energy Efficiency chapter has been substantially revised with the new more stringent rating levels based on whole-house energy savings above the 2009 International Energy Efficiency Code.

- The remodeling provisions have been incorporated into two new standalone chapters and include options for rating an entire remodeled building or achieving minimum compliance for a remodeled functional area such as a kitchen, bathroom, basement or addition.

- The point assignments for water efficiency practices have been reanalyzed to achieve an improved internal consistency with regard to actual water savings.

- The durability provisions have been reorganized, expanded and compiled into a single section as part of the Resource Efficiency chapter.

The new e-Book format allows readers to download the 2012 ICC 700 National Green Building Standard directly to your computer or iPad, with both options giving you the ability to read offline.

The 2012 ICC 700 National Green Build-

ing Standard is available for purchase (\$35.95 Retail/\$31.95 NAHB Member, ISBN 978-086718-697-0) at BuilderBooks.com or by calling 800-223-2665. The e-Book is available at ebooks.builderbooks.com (\$24.99 Retail/\$20.99 NAHB Member).

New Member Applicants

The Home Builders Association of Greater Kalamazoo has received the following applications for new members:

Weatherstone Village
CD Lawn Maintenance & Supply, LLC
Empire Construction Enterprises, LLC
Kountry Cabinets
Summit Building Services, LLC
Energy Solutions of America

If you know of any reason these companies should not become members, please give Megan a call at (269) 375-4225.

Welcome New Members

ECCU Credit Union
KBC Home Improvements LLC
Renew Crew of SW Michigan
Physical Therapy One



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- Superior coverage
- HBA commitment



For more information contact Jerry Whitaker from
Whitaker-LaChance Agency at
(269) 274-6159

New-Home Sales Surge 15.6 Percent in January

Sales of newly built, single-family homes rose 15.6 percent to a seasonally adjusted annual rate of 437,000 units in January, according to newly released figures from HUD and the U.S. Census Bureau. Amidst this quickened sales pace – the fastest since July of 2008 – the month's supply of new homes for sale fell to its lowest level in nearly eight years.

"The surge in demand for new homes this January is an excellent sign that the housing recovery is gaining steam and helping put more people back to work," said Rick Judson, chairman of the National Association of Home Builders (NAHB) and a home builder from

Charlotte, N.C. "While we can't expect to see double-digit sales growth every month, consumers are definitely coming off the fence as prices start to rise, and builders in some cases are having a tough time keeping up. Challenges related to credit availability, poor appraisals, dwindling lot supplies, spot shortages of skilled labor and rising materials costs are all weighing on the recovery process."

"Today's report shows a strong revival in new-home sales across all regions of the country and bodes well for the upcoming spring buying season," noted NAHB Chief Economist David Crowe. "That said, the razor-thin supply

of new homes for sale is very concerning at a time when we are only about half-way back to what could be considered a 'normal' level of activity. Builders need to be able to refresh their inventories to keep the momentum going."

New-home sales posted solid gains across every region in January, including a 27.6 percent increase in the Northeast, an 11.1 percent gain in the Midwest, a 3.2 percent gain in the South and a 45.3 percent gain in the West.

The inventory of new homes for sale held unchanged at a meager 150,000 units in January. This amounts to a 4.1-month supply at the current sales pace – the smallest supply since 2005.

Builder Track Report – January 2013

County	Jurisdiction	Street	Type	Permit Date	Value	Sq Ft
Allegan	Clyde	122nd St.	sgl. fam.	1/7/2013	226,500.00	1975
Allegan	Leighton	Homestead Dr.	sgl. fam.	1/14/2013	110,000.00	2256
Allegan	Leighton	Sunset Meadows Dr.	sgl. fam.	1/4/2013	198,000.00	2204
Allegan	Leighton	Homestead Dr.	sgl. fam.	1/14/2013	114,000.00	2242
Allegan	Wayland City	Wild Flower	sgl. fam.	1/1/2013	146,700.00	2040
Barry	Prairieville	Lakeshore Dr.	sgl. fam.	1/11/2013	346,000.00	2054
Barry	Yankee Springs	Oakleigh Dr.	sgl. fam.	1/18/2013	259,000.00	2675
Calhoun	Battle Creek	Woodhaven Dr.	sgl. fam.	1/29/2013	170,450.00	
Calhoun	Battle Creek	Kensington Circle	sgl. fam.	1/17/2013	218,877.00	
Cass	Marcellus Township	Cranberry Rd.	sgl. fam.	1/28/2013		
Kalamazoo	Brady	East YZ Ave.	sgl. fam.	1/11/2013	370,000.00	2800
Kalamazoo	Cooper	Cardinal Hills Trail	sgl. fam.	1/3/2013	201,000.00	
Kalamazoo	Cooper	Nancy Ann Dr.	sgl. fam.	1/4/2013		2192
Kalamazoo	Pavilion	Greenfield Shores	sgl. fam.	1/14/2013		
Kalamazoo	Portage	Cliffwood Ave.	sgl. fam.	1/24/2013	243,311.00	
Kalamazoo	Portage	Chaucer Ave.	sgl. fam.	1/3/2013	243,107.00	
Kalamazoo	Portage	Cliffwood Ave.	sgl. fam.	1/7/2013	153,611.00	
Kalamazoo	Portage	McGillicuddy Lane	sgl. fam.	1/16/2013	263,970.00	
Kalamazoo	Portage	Selly Oak Lane	condo	1/30/2013	455,043.00	
Kalamazoo	Prairie Ronde	South 6th St.	sgl. fam.	1/31/2013		
Kalamazoo	Prairie Ronde	Deer Run Rd.	sgl. fam.	1/16/2013		
Kalamazoo	Texas	Port Hope Dr.	sgl. fam.	1/14/2013	301,543.00	
Kalamazoo	Texas	Stratford Woods	sgl. fam.	1/17/2013	236,989.00	
Kalamazoo	Texas	Attleberry Ave.	sgl. fam.	1/14/2013	234,278.00	
Kalamazoo	Texas	Sierra Madre Trail	sgl. fam.	1/21/2013	350,148.00	
Kalamazoo	Texas	Terrier Trail	sgl. fam.	1/29/2013	366,161.00	
Kalamazoo	Texas	Barony Pointe	sgl. fam.	1/29/2013	381,626.00	
Kalamazoo	Texas	Attleberry	sgl. fam.	1/7/2013	263,512.00	
Kalamazoo	Texas	Canyon Dr.	sgl. fam.	1/28/2013	223,143.00	
Kalamazoo	Vicksburg	Odell Farm Lane	sgl. fam.	1/22/2013		
Kalamazoo	Vicksburg	Odell Farm Lane	sgl. fam.	1/15/2013		
Van Buren	South Haven City	Meadow Dr.	sgl. fam.	1/2/2013	342,947.00	
Van Buren	South Haven City	Monroe Blvd.	sgl. fam.	1/4/2013	500,000.00	
Van Buren	South Haven City	South Haven St.	sgl. fam.	1/9/2013	274,000.00	

Data supplied by Builder Track Reports. For current, complete information on housing starts, go to www.buildertrackreports.com for samples, subscription information, and more.