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Rising Inventory Will Be the Housing Market's Next Problem

Unusually low supply has buoyed prices as mortgage rates soar, but a springtime flood of new listings is poised to tip the equilibrium.

By: Jonathan Levin, Bloomberg - November 28, 2022



The US housing market is in an uneasy state of equilibrium. Demand has plummeted as mortgage rates hit a two-decade high, but prices haven't declined much in part because supply remains correspondingly low. If borrowing costs don't start to normalize by early next year though, the scales may finally tip and prices could plunge.

The start of the year, of course, is when homeowners and real estate agents start to bring new inventory to market. It's a time-honored tradition that draws on some

smart strategy and a bit of industry lore. As the thinking goes, buyers and sellers often want to get their transactions closed by summer, especially if they have children starting at new schools in September. Agents also contend that homes look their best in spring, surrounded by lush landscaping and emerald green lawns. Even if sellers don't come out in quite their usual numbers this year, there may still be enough additional inventory to push home prices over the cliff.

Clearly, the amount of supply on the market is still extraordinarily low relative to demand. It would take just

(Cover Story - Continued on page 2)

In This Issue ...

**LAST CHANCE - Sign up
Today for Holiday Topgolf
Event, Dec. 8**

**Sedgwick on Safety During
the Holidays & Workers
Comp Client Education
Program**

**NAHB IBS - Save on Early
Pricing & 10 Reasons Why
You Should Attend**

**Building Materials Prices
Down, but Concrete Rising**



(Cover Story - Rising Inventory Housing's Next Problem - Continued)

3.3 months to work through the market's existing home inventory, based on non-seasonally adjusted data for the most recent month. The metric had already been declining consistently for a decade through 2019, but the pandemic brought it to unthinkable lows. It's no wonder that the S&P CoreLogic Case-Shiller 20-City Composite Home Price Index is down only about 2% from its peak despite mortgage rates surging to 7% from 3% in 10 months.

Ken Cleveland	1,082*
John Sumodi	355
Andy Leach	148.5
Bob Knight	97.5
Mike Hudak	56
Mark Zollinger	47
Doug Leohr	34
Russ Sturgess	29
Dave LeHotan	10
Jake Lewis	5
Rex Gasser	4
Tom Rafferty	3.5
Charlie Ash	3
Ryan Suppes	2
Ray DiYanni	1.5
Sean Smith	1
Mark Strouse	1
Jeff Stuart	1

Above list has been updated via the most current NAHB Spike Club Roster Report

*Current Life Spike status

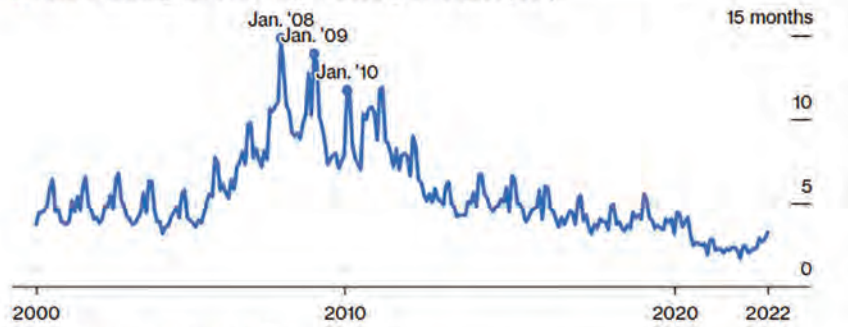
Delicate Equilibrium

At current pace, it would take 3.3 months to work through housing supply

Delicate Equilibrium

At current pace, it would take 3.3 months to work through housing supply

Ratio of existing home inventory to existing home sales (NSA)



Source: National Association of Realtors data

Note: Non-seasonally adjusted series are used for both sales and inventory

(Cover Story - Rising Inventory Housing's Next Problem - Continued on page 7)

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From the MCHBA Office ...

Members and Friends:

First, I would like to wish all of our members and their families a wonderful and safe Christmas and holiday season. Our organization would not be what it is without all of you.

Also, your association works hard to put together events not only to help the organization, but primarily to help our members succeed. We are all looking at a potentially tough year in 2023 and one thing for sure - we are not going to survive alone. We need every advantage possible to keep all of our doors open. Events offer a unique opportunity to not only have fun, get out of the office, but to also network with your fellow members. You just never know where leads may come from (Builders - this is for you). You may have Joe Supplier who met you at one of our member events and has a friend or family member that wants to build a house. Sure, websites, online social media, etc. help too, but bottom line - people do business with people they know, like and trust. Be sure to come to our next event!

Susan Bloch

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2022/23 Save The Dates

December 8, 2022

Topgolf Holiday Event

The perfect Holiday gift for employees, vendors and friends. See pages 8-9.

Jan. 31-Feb. 2, 2023

NAHB's International

Builders Show *If you've never attended, you should. Held in Las Vegas.*

February 8, 2023

**Financial Forecast /
Survival Tactics Mark**

your calendars for this 'must attend' event.

From the Executive Director

Members and Friends:

I would like to wish all of our members a wonderful and safe holiday season. Your association board of directors have been working hard to put together events for 2023 to both help your business succeed, as well as provide opportunities to cultivate friendships and alliances with your fellow members.

Be sure to mark your calendar for our Financial Forecast/Business Survival which will be held Wednesday, February 8. We are still working on the location but will let you know soon. This meeting has a bit of a twist on our previous Financial Forecast meetings. We already know the economy is struggling and 2023 will not be an easy one. That's why we are bringing in the experts to share how best to 'weather the storm' in 2023 and beyond. It's also the perfect time to network, ask questions of our experts, and be prepared.

Depending on interest and potential participation, I hope our builders will consider entering a home or two in the Spring Parade. There is plenty of time to plan so keep that in mind especially since this event is one consumers really look forward to attending. And it helps build your pipeline as well.

As always, we appreciate and value your membership.

Respectfully:

Dave LeHotan
Volunteer Executive Director



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LOTS & ACREAGE BOSTON HEIGHTS

VL 6327 Old Eight Rd.- approx. 1.92 acres. **\$179,000** & **VL Olde Eight Rd.**, approx. 2.05 acres, **\$179,000**. If you've been looking to build the home of your dreams in the Boston Heights area, this is it! These beautiful, lightly wooded lots sit in a more rural setting yet are located in the highly desired Hudson School District and just minutes from Route 8, I-271, I-480 and the Turnpike. It's the best of both worlds. Purchase both lots together **for \$350,000** (3.97 acres) and expand your dream. **Gary Stouffer 330-805-6900 & Sharon Holderbaum 330-349-2599.**

FRANKLIN TWP.

VL Summit Rd.- Approx 40 acres, made up of 5 parcels, zoned Residential R-1 & R-3. Partially wooded & partially farmland. Fairly flat along Summit Rd and slightly rolling topography along Cline Rd. Call agent for approx. frontage info. Approx 8.5 acres of additional land available. One parcel in Brimfield Township, 3 parcels in Franklin Township. Public water & sewer in area, buyer to confirm availability & capacity. **\$2,254,000. Gary Stouffer 330-805-6900 & Tara Kleckner 330-289-1315.**

NORTH CANTON

8215 Arlington Ave NW: Approx 61.61 acres in Jackson Twp w/approx. 1,975' of frontage (on Arlington Ave) and 1,377' deep on the North Side. Large house on property built in 1861 offering more than 5,500 sq.ft. of living space, 5 bedrooms. Connected to the house is an office building with six separate office spaces and half bathroom. 4 car detached garage and storage outbuilding on property. **\$1,740,000. Gary Stouffer 330-805-6900, Sarah Halsey 330-268-0102.**

NORTON

3516 & 3536 Little Blvd: Here's your chance to build the home of your dreams at the end of a cul-de-sac on approximately 4.85 acres (3516 Little Blvd - **\$69,900**) of heavily wooded land or approximately 4.55 acres (3536 Little Blvd - **\$89,900**). Privacy and

serenity abound! Close to local shopping and easy access to highways I-76, Rts 224 and 21. Combining these two would give you a total of approximately 9.40 acres for a total of **\$159,800. Gary Stouffer 330-805-6900 & Gina Luisi 330-814-4747.**

RICHFIELD

Revere Schools

VL 4243 Brecksville Rd. \$149,900 & VL-4253 Brecksville Rd. \$159,900 - Almost 1 ac lot in highly sought-after Village of Richfield, situated within the top-ranked Revere Schools! Lot has pub water and sewer. Prime location off of Brecksville Rd. w/excellent interstate & turnpike access, minutes from Ski Resorts, Metroparks and more. Buyer must use Petros Homes to build their home on this lot. Buyer can customize or modify one of builder's many home designs, utilize builder's architect to design their own, or bring their own floor plan. New home contract and lot contract to be executed simultaneously. Restrictions and architectural requirements may apply. **Gary Stouffer 330-805-6900 & Gina Luisi 330-814-4747.**

2706 Boston Mills Rd. - 4.190 acres. Richfield Township. Revere Schools. 2 parcels available for purchase separate or together: possibility of over 8 acres together. All builders welcome! **\$481,850. Robin Pickett 330-322-3181.**

2708 Boston Mills Rd. - 4.480 acres. Richfield Township. Revere Schools. Wooded, Private, Pond. Bring your builder to this fantastic setting. 2 parcels available to total over 8 acres. **\$515,200. Robin Pickett 330-322-3181.**

2884 Boston Mills Rd. - 5.12 acres. Wooded private setting with no deed restriction or HOA. Richfield Township. Revere Schools. Wooded, Private, Walkout basement homesite. **\$481,280. Robin Pickett 330-322-3181.**

SHARON TOWNSHIP

V/L 2279 Hearth Hill Ln: LAST LOT AVAILABLE! This is a beautiful lot at the end of a cul-de-sac. The culvert has already been installed that crosses a natural

creek and a group of trees that approaches the building site which is very private. Surrounding homes are magnificent and a wonderful neighborhood feel. Property line dissects the middle of culvert/driveway. **THIS IS NOT A SHARED DRIVEWAY. \$111,000. Gary Stouffer 330-805-6900 & Sharon Holderbaum 330-349-2599.**

OLON

V/L Aurora Rd: Commercial land for sale near the heart of Solon with a thru-way to Giant Eagle parking lot. 1.32 clear acres ready for the right build. Half of the parking lot to the southeast comes with property. Driveway on the back of the lot can possibly be moved to make more room for construction. Currently zoned Office/Medical. Possible rezoning available for retail or restaurant. **\$1,500,000. Gary Stouffer 330-805-6900 & Matt Stouffer 330-814-4616.**

STREETSBORO

SR 43 Kennedy Rd: Approx 43 acres just waiting for you! This is the perfect location for an estate property or horse farm/facility. Currently zoned Rural Residential and located just north of Sugar Bush Knolls neighborhood, there are a lot of possibilities for this land. There is a producing oil/gas well on the property, in which all mineral rights would transfer to the new owner. Minutes away from shopping, restaurants and the Toll Road/Rt 480 interchange. **\$399,500. Gary Stouffer 330-805-6900 & Sharon Holderbaum 330-349-2599.**

UNIONTOWN

V/L 2512 Jomar St. - Approximately 1 acre of land at the end of a quiet street holds the potential for your dream home. This secluded lot is filled with beautiful, tall trees & slopes to the back, ideal for a walk-out basement. It has been soil tested and septic approved for a 4-bedroom home. **\$65,000. Gary Stouffer 330-805-6900 & Sharon Holderbaum 330-349-2599.**

Member News



MEDINA
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VOLUNTEERS NEEDED

Renewed Associates

Aaron Dolata Real Estate LLC
– Russell Real Estate Services –
Medina

Dropped Members

Great Lakes Portables, LLC –
Litchfield

Thank you to our Associate Member Aaron Dolata Real Estate for renewing your much valued membership! We wish Great Lake Portables continued success and we're sorry to see you go.

Support Your Association

Remember, whenever possible, always try to do business with and patronize our Parade Sponsors, your Fellow Members and support your Medina County HBA & local community!

Here's another opportunity to get involved with your HBA. We need enthusiastic go-getters to help with planning events, handling registration at events, and assisting with securing venues and generating event attendance. It's a great way to get to know your fellow members and help your association.

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susanb@medinacountyhba.com.

Thank you for your consideration.

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real estate analytics firm Attom. And many more homeowners simply won't have the luxury of waiting for the next open house season to roll around. They include but are not limited to:

- People with growing families who need to buy a bigger house;
- Seniors who need to move for health-related reasons;
- People required to move for work.

On the latter point, housing bulls will often emphasize what they see as the cosmic shift that's come from increased working from home. But that doesn't imply that Americans will no longer move for their jobs. Hybrid work in knowledge-based industries certainly looks poised to endure, yet many companies no longer allow working full time from whatever palm-tree-lined destination their employees choose. As of June, only about 15% of full-time employees are fully remote, according to data from the Survey of Working Arrangements and Attitudes, 1 an online survey of US residents. That's still much higher than anyone ever imagined before the pandemic, but it still leaves 85% who may have to sell their homes if they get fired or leave their job for a new one in another part of the country.

All told, the early 2023 inventory spike looks unavoidable, and the real question is where mortgage rates will be when the listings hit the market. If inflation continues to moderate, that could lead financial markets to anticipate a change in monetary policy later next year. That would set the stage for Treasury bonds to rally and a corresponding drop in mortgage rates. It's a race against the clock, though, and you'd have to hope for a near-perfect run of inflation data to assuage jittery policymakers and financial market participants and bring 30-year mortgages back down below, say, 6%. Even then, it's unlikely that rates will look anywhere near as attractive as the loans that prevailed for most of the past decade, and they might not be enough to keep the market's delicate equilibrium intact and prices afloat.

(Cover Story - Rising Inventory Housing's Next Problem - Continued from page 2)

But every year, the inventory-to-sales ratio spikes in January and February as transactions crater and the first new listings start to come online in anticipation of the spring open house season, which can set bad things in motion in times of stress. In January 2008, supply jumped by four months worth of housing to 15 months, and there was a similar spike during every January of the housing bust. The last two years have experienced unusually muted spikes in the ratio, but that won't repeat again this winter. If you zoom in, it's already clear that the number of months of supply has been climbing in a seasonally unusual manner. The trend line will start to look concerning if it breaks through seasonal norms from 2018 and 2019 in the months ahead.

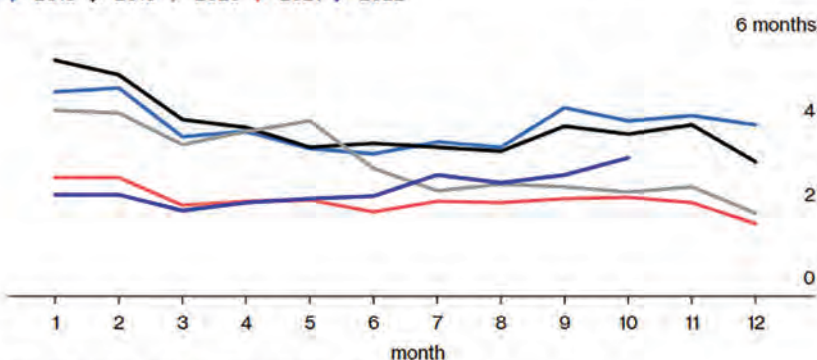
Mounting Supply

Housing supply-to-demand metric is posting a seasonally unusual uptick

Mounting Supply

Housing supply-to-demand metric is posting a seasonally unusual uptick

2018 2019 2020 2021 2022



Source: National Association of Realtors data

Note: Non-seasonally adjusted series are used for both sales and inventory

Consider the various countervailing forces in the market heading into the 2023 inventory surge. On the one hand, some would-be sellers will decide to forgo transactions this year and hunker down in their existing homes, many financed with below-3% mortgages that they'd forfeit if they bought a new property. On the other hand, more than 30 million single-family homes and condominiums in the US — 34% of the total — are mortgage free, according to data compiled by

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Thursday,
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2022



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early, but be sure to join us. More info on the next page.

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**Thursday,
December 8, 2022**

Holiday Topgolf Event

5820 Rockside Woods Blvd. N.
Independence, OH 44131

Schedule of Events:

- 11:45 am Arrive / Pre-Registration
- 12:00 pm Registration / Mingle / Warmup
- 12:20 pm Team Captains Gather w/Pro
- 12:25 pm Welcome / Tournament Host
Greeting & Explanation
- 12:30 pm Shotgun Start / Tournament
Begins / Lunch Served Buffet-
style Behind Bays
- 2:00 pm Tournament Concludes / Freeplay
Begins
- 3:00 pm Event Concludes



Topgolf Team (Members \$145 ea. / Guests & Friends \$125 ea.):

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Safety during the holidays

The holidays are upon us! This is the time of year we spend with family and friends, do some shopping, decorate the house, cook meals, and hopefully, relaxing. It's also the time of year where we may shift our focus away from safety. Remember, just because we are taking a break during the Holidays, doesn't mean that safety will. In fact, with all the distractions the Holidays bring, it is more important than ever we maintain our focus on safety. In this month's safety article, we will discuss safety tips when decorating and how to handle stress.

Decorations are a great way to get into the holiday spirit but putting up those decorations may be hazardous. A few tips to remember when decorating:

- Before using a ladder, inspect it for any damage and ensure it is placed on a stable surface. Landscaped areas provide potentially unstable bases.
- When putting up outdoor lights, be sure they are identified for outdoor use. Do not use indoor lights outside.
- Do not use damaged or frayed extension cords. Inspect them for any damage and replace them if necessary.
- When you are using indoor/outdoor lighting, make sure there are no missing or broken bulbs.
- When attaching lights to the house, use clips. Nails or staples may cause damage to the string of lights and be a potential hazard.
- Indoor lights should be kept off the ground and away from high traffic areas to prevent breakage and accidental trips and falls.
- Be sure to turn off lights when leaving the house or going to bed. Most home fires occur during the evening and at night.
- If you decide to use a live Christmas Tree, be sure to keep it watered. A dry tree has a much higher potential to catch fire.

The holidays are meant to be a fun, enjoyable time with family and friends but sometimes stress can be overwhelming during this time. Here are some tips to help relieve some of that stress.

- Plan Ahead – If you are hosting a meal, be sure to plan a menu. Having a predetermined list will make grocery shopping easier.
- Budget for the Season - Create a budget for meals and gifts and stick to it.
- To-Do List – Create a To-Do list to keep you organized. Cross off those items so you feel a sense of accomplishment.
- If family or friends offer to help, take advantage of it. This could be one less thing on your "To-Do" List.
- Maintain Healthy Habits – The holidays are a time to indulge but keep it in moderation. Limit the amount of food and beverages you consume. Exercise is a great way stress reliever and a great way to recharge your batteries.
- Engage in activities that make you feel good: Reading a book, listening to music, taking a walk, or just having a conversation with family or friends.

Remember, don't lose sight of what's important. The Holidays should be an enjoyable time with family and friends and celebrating safely and stress-free is key to a successful Holiday Season. Finally, be sure you take control of the Holidays and don't let the Holidays take control of you.

For more information, please contact Sedgwick's Andy Sawan at 330.819.4728 or andrew.sawan@sedgwick.com



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NAHB IBS | JAN 31 - FEB 2, 2023
LAS VEGAS, NV

One Week Left to Save on Early IBS Pricing

Black Friday and Cyber Monday may be over, but there's still time to save on registration for the 2023 International Builders' Show (IBS).



As the No. 1 event for the residential construction industry, IBS: The Essential Industry Experience offers industry professionals an opportunity to see the latest products, learn from top experts and build connections throughout the show. And with additional shows co-dating with IBS this

year, Las Vegas is the place to be Jan. 31-Feb. 2, 2023.

The exhibit floor will feature more than 900 companies covering nearly 600,000 square feet of exhibit space for attendees to check out the latest products and product trends. Attendees can also take advantage of a number of special demos and zones throughout the show floor, including:

- Construction Performance Zone (formerly the IBS Building Zone)
- Craft Techniques Zone
- New Product Zone (a first in Las Vegas)
- NextBUILD
- IBS Jobsite Safety Zone

IBS offers a full schedule of education courses designed to help builders learn

more about the latest trends, newest techniques, forward-thinking business strategies and actionable items to apply to their businesses immediately. The lineup includes:

- Four Pre-Show Master Workshops
- Three Super Sessions
- Nine education tracks
- 12 Learning Labs
- And more

IBS also features great events. Mike Rowe will help kick things off at the DCW Opening Ceremonies Powered by Wells Fargo Home Mortgage. And don't forget to get a ticket for the DCW Closing Concert Sponsored by LG at IBS with legendary singer/songwriter Sheryl Crow. Hear huge hit songs, fan favorites, tales from a rock and roll life ... and a killer band!

Register today to take advantage of all that IBS has to offer before prices go up on Dec. 10. ■



84

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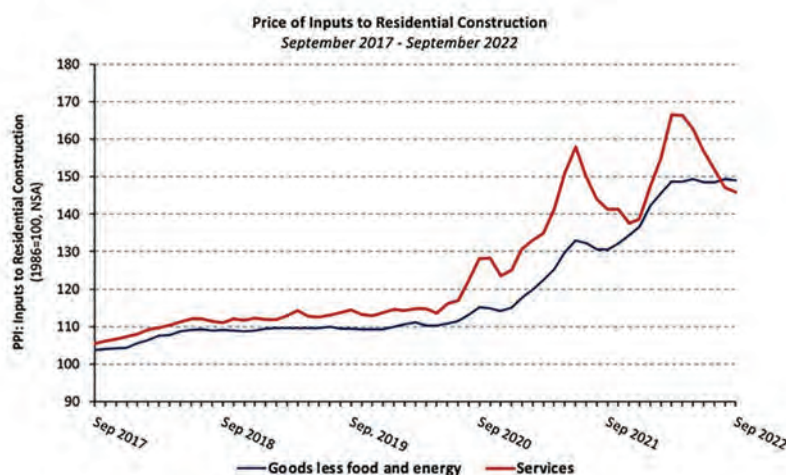
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Overall Building Material Prices Down in September, but Concrete Keeps Rising



Led by a decline in softwood lumber and steel mill prices, overall building material prices fell in September with the notable exception of ready-mix concrete, which continues to grow at a rapid clip. And while gypsum prices edged lower last month, they are up more than 20% over the past year.

In tandem with a slowing housing market and economy, the prices of building materials decreased 0.3% in September (not seasonally adjusted) according to the latest Producer Price Index (PPI) report. The PPI for goods inputs to residential construction, including energy, declined for the third consecutive month in September (-0.1%).

Prices have fallen 2.3% since June, the largest three-month drop since April 2020. However, these modest price declines have occurred when material prices were already at extremely elevated rates.

And while lumber and steel prices have trended down in recent months, the prices of ready-mix concrete and gypsum building materials have continued their climb dating back to early 2021.

Not only is gypsum a major component of drywall, it is also a critical ingredient to the Portland cement used to manufacture ready-mix concrete. High demand for

cement combined with lower imports of aggregate due to a large quarry shutdown in Mexico have spread thin the supply of domestically produced ready-mix concrete as well as gypsum. As drywall and cement are used in many applications outside of residential construction, prices have increased even as single-family construction has cooled.

Softwood Lumber

The PPI for softwood lumber (seasonally adjusted) declined 2.9% in September following a 5.2% drop in August. Softwood lumber prices are 14.5% higher than they were a year ago but have fallen 39.6% since March. The index remains 41.9% above pre-pandemic levels.

Steel Mill Products

Steel mill products prices decreased 6.7% in September and have fallen 16.1% over the past four months. The index is at its lowest level since June 2021, but prices of steel mill products are nearly double their pre-pandemic levels, on average.

Ready-Mix Concrete

The PPI for ready-mix concrete (RMC) increased 1.4% in September — its sixth consecutive increase — and has risen 11.6% over the past year. The index has climbed 8.9% year-to-date, the largest September YTD increase in the series' 34-year history.

The monthly increase in the national data was primarily driven by a 2.6% price increase in the South region and partially offset by a 0.7% decline in the Northeast. Prices were flat in the Midwest and edged 0.3% higher in the West.

Gypsum Building Materials

The PPI for gypsum building materials edged 0.2% lower in September — just the second monthly decrease in two years. Prices have increased 20.2% over the past year and are up 46.0% since January 2020.



10 Ways Attending a Trade Show is Good for Your Business

The NAHB International Builders' Show® (IBS) is the #1 event for the residential construction industry. We can tell you all day long that if you're in this industry that you should attend the show. Period.



Instead, we want to share the top 10 ways that being a trade show attendee is beneficial for your business. Then, you can decide for yourself if attending IBS is the right move for you.

#1 Connect with Others Like You

Tradeshows are the epicenter of the industry. They are filled with attendees that are just like you. It is your #1 opportunity to meet, network and connect with other professionals in your industry.

You may meet your next business partner. You may learn from a fellow professional. You may meet a professional that provides you with a solution you need for your business based on their experience.

#2 Gain Industry Insights

Trade shows focus on every aspect of your industry and market and bring an entire industry together. There is no better place to gain an overview of the industry and to take a deep dive into the industry with exhibitors you talk to, product demos

you experience, education sessions you sit in on and everyone you meet during the show.

#3 Build Business Relationships

77% of executive decision makers say they found at least one new supplier at the last show they attended. A trade show is the perfect breeding ground for establishing and building business relationships.

These are your peeps. They are either peers, suppliers or business owners that share your industry, have similar goals and offer solutions for your business or you offer solutions for theirs.

#4 Face-to-Face Interactions

Face-to-face interactions are priceless. If you must put a number to it, the cost of a face-to-face meeting with a prospect at a trade show is estimated at \$142 while the cost of a face-to-face meeting at a prospect's office is estimated at \$259.

Trade shows give you the opportunity to sit down face-to-face with prospects to convert them to customers. Trade shows also give you face time with exhibitors, current customers, industry experts and so much more. Conducting business face-to-face is completely different than over the phone, online or via email – making it priceless.

#5 Check Out Your Competition

A trade show is the perfect window to see what your competition is doing. You see exhibitors, fellow attendees and speakers at a trade show that do what you do. This gives you the opportunity to find out what is working for them, what isn't and how their business is doing so you can leverage this information to make educated business decisions about your own product, service or business.

#6 Make Sales

According to Exhibition Survey Inc, over 82% of trade show attendees have buying authority. That's a powerful number that reveals that most of the attendees you meet and talk to during

(Article concluded on next page)

your time at a trade show can decide and write the check to buy your product or service right then and there.

This fast-tracks your sales through the networking you do and the connections you make at a trade show.

#7 Solidify Vendor Relationships

Just like any relationship, you must put the work in to solidify vendor relationships. A trade show is a great place to reconnect with existing vendors because guess what? Some of your vendors are at industry trade shows, too. You can talk with them at their booth on the show floor. They may even invite you to a special event they're hosting or set up a 1:1 meeting with you while you're at the show.

#8 Discover New & Innovative Products

The #1 reason for attending trade shows is to see new products with 92% of trade show attendees saying they attend trade shows because they are looking for new products. Additionally, the products you discover at a trade show are specific to your industry. Many products launch at trade shows so you're sure to see the latest and most cutting-edge products in the industry.



#9 See Live Demos

Not only can you discover new products, but you can see them in action at a trade show. You may be able to participate in interactive demonstrations, where you can touch, feel, see and use the product at the show. Vendors may demonstrate the product at their booth, or the show may have special areas on the show floor where there are live demonstrations happening for a variety of products.

#10 Stay on Top of the Industry

You can follow new trends and innovations at a trade show, so you can stay on top of the industry. Trends are revealed and products are launched at trade shows so it's the best place to be the first to discover upcoming trends, new products/services and everything that is happening or about to happen in the industry.

NAHB International Builders' Show is the #1 show for the residential construction industry. It's happening in Vegas, Jan 31 – Feb 2. IBS: The Essential Industry Experience is the event for top-notch education, the debut of the newest and most innovative products and services for the industry, networking, live demos, social events and so much more.

Register to attend #IBS2023

(go to <https://www.buildersshow.com/generic.aspx?sectionID=1942>).

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Client education program for workers' compensation

Sedgwick offers a comprehensive, webinar-based education program to current clients, covering a variety of topics within the workers' compensation industry. These training webinars are free to member clients of Sedgwick.

Sedgwick's workers' compensation educational series is designed to familiarize yourself with Ohio's workers' compensation system and show you how to maximize your program.

Webinar topics include:

- Introduction to Ohio workers' compensation
- Understanding your rate calculation
- Destination Excellence
- Seven steps to a successful workers' compensation program
- Cost containment strategies

New topics coming in 2023 include:

- Return to work strategies
- Workers' compensation strategies for the smaller business

Sedgwick offers these educational programs once or twice monthly. The programs are designated for both private and public employers, private employers only or public employers only. Additionally, all sessions qualify for 1-hour of the 2-hour Ohio Bureau of Workers' Compensation safety training requirement for group and group retrospective-rated employers.

Sedgwick will be offering OSHA/PERRP Recordkeeping webinars in December 2022 and January 2023. For questions or to register, please email sedgwickohrisservices@sedgwick.com

- OSHA Recordkeeping (private employers) will be offered:
 - December 6, 2022 – 10:00 am to 12:00 pm
 - January 11, 2023 – 10:00 am to 12:00 pm
- PERRP Recordkeeping (public employers) will be offered:
 - December 6, 2022 – 2:00 pm to 4:00 pm
 - January 11, 2023 – 2:00 pm to 4:00 pm
- Recordkeeping Roundtable – Ask the experts (private and public employers) will be offered:
 - December 15, 2022 – 10:00 am to 11:00 am
 - January 18, 2023 – 10:00 am to 11:00 am

Sedgwick will be releasing their 2023 education program schedule in January. Look for future communications with the dates, times and topics for the 2023 series.

If you have any questions, contact our Sedgwick program manager, Bob Nicoll at (330) 418-1824 or robert.nicoll@sedgwick.com.



We have been serving professional builders for more than 90 years. Our business is all about serving you. We are a one-stop-shop for all your building needs, making sure you are set up for success before, during, and after your projects.

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As skilled framing labor availability continues to decrease throughout our industry, prebuilt components are more important than ever for home builders. That's why we've **invested heavily** in our component manufacturing plants, to guarantee that in every market we service, our professional builders have the components they need, when they need them.

The **thirteen** component plants across our footprint are capable of producing roof trusses, floor trusses and wall panels for our customers. Our state-of-the-art facilities guarantee high quality production of trusses and wall panels.

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