



HOME BUILDERS ASSOCIATION  
OF JACKSON

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**Mon.-Thurs. 8AM to 4:30PM**

# HBAJ NEWS

Official E-Publication of the  
Home Builders Association of Jackson



## Coming Up on the Calendar...

**PARADE of HOMES  
CONTRACT ENTRY  
DEADLINES!**

**Early Bird = May 18<sup>th</sup>  
Second = June 1<sup>st</sup>  
Final = June 15<sup>th</sup>**

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**Builders Care Project Workday  
SATURDAY ~ JUNE 4<sup>th</sup> ~ 8:30AM**

See page 5 for information on how you can help!

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**General Membership Meeting**

**TUESDAY ~ JUNE 14<sup>th</sup>**

**At STEAKS EATERY \* 4243 Oaklane  
SOCIAL 5:30PM • DINNER 6:00PM  
STUDENT AWARDS NIGHT**

**Come support Outstanding Students from the Career Center's  
Building Trades program who we hope will be future members!**

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**“HBAJ 400” GO-KART RACE**

**at JACKSON SPEEDWAY**

**Thursday ~ JUNE 23<sup>rd</sup>**

**REGISTRATION FORM**

**Included in this Issue ~ page 6**



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**HBAJ Mission Statement**

*Established in 1955, the Home Builders Association of Jackson (HBAJ) is the voice of the building industry, dedicated to preserving and protecting the American Dream of Home Ownership. The HBAJ promotes professionalism while providing education and membership support.*

**OFFICERS**

- PRESIDENT  
Michael Parks (M&K Builders, LLC) 517-782-5784
- VICE PRESIDENT  
Steve Baldwin (Baldwin Building Co.) 517-764-4357
- TREASURER  
Aaron Strouss (Strouss Construction) 517-750-0031
- SECRETARY  
Dan Strouss, Jr. (Strouss Construction) 517-750-0031
- ASSOCIATE VICE PRESIDENT  
Bill Thomas (Granger) 517-372-2800

**LOCAL DIRECTORS**

- Dean Anderson (All Star Rental) 517-784-0574
- Andrew Bailey (Greener Solutions) 517-917-0048
- Matt Crandall (Ranch Life Plastics) 517-663-2350
- Dan Dullock (Dullock Excavating) 517-750-4405
- Jennifer Duncan (CP Federal C.U.) 517-784-7101
- Sam Hoskins (Hoskins Construction) 989-621-9769
- Rick Reynolds (Barker Weber Insurance) 517-783-2608
- Mark Snyder (Addison Awning) 517-262-3783
- Corey Vincent (Superior Ind. Sales) 517-784-0539
- Bruce Inosencio, Jr. (Inosencio Fisk) 517-796-1444  
Attorney-Advisor

**LOCAL LIFE DIRECTORS**

- Bill Benedetto (Eagle Ventures) 517-206-4123
- Dave Benson (Willis & Jurasek, CPA) 517-788-8660
- Jesse Gale 517-740-6291
- Bill Ives (retired)
- Carmela Klintworth (Protection Center) 517-787-1704
- Michael McKay (M-R Builder, Inc.) 517-536-4300
- Ken Moe (Ken Moe Construction) 517-531-3830
- Karl Schelling (Schelling Construction) 517-750-1580
- Loren Swanson (Loren Swanson) 517-740-6133
- Ernie Wahtola (Griswold Carpet One) 517-783-6193
- Ted Wray (The Craft Agency) 517-787-0077

*This e-newsletter is an official publication of the HBA of Jackson and is distributed to members as a portion of their dues.*

Please send email address changes to: [hbaj@sbcglobal.net](mailto:hbaj@sbcglobal.net) or call the HBAJ at 517-783-4800.

**PRESIDENT'S MESSAGE**

**FORWARD MOMENTUM...**

With a successful Home Show behind us, our focus is on making the Parade of Homes a success, too. Dates are set for July 21-22-23-24 and we are working to secure more entries. Homes can be brand new (not occupied), new within the last 18 months and occupied, or remodeled projects. This is an excellent opportunity for you as a contractor to show your expertise to a steady stream of interested potential clients over the course of four days. I would highly recommend the Parade as a marketing tool for your business. It's also a great way for fellow members – suppliers and trade contractors – to showcase their products and services.



Spring is here and many of us are very busy. I know a lot of fellow builders, subs, and suppliers who are swamped certainly a reason to be grateful. All the more reason to be a part of the Parade and show the greater Jackson public how much we contribute to the economy, working together to build homes and communities.

Another way you can do that is by participating in our Builders Care Project. We have a ramp build coming up on June 4<sup>th</sup> to help an elderly couple have better accessibility to their home. See page 5 for more information on how you can take part.

At next month's dinner meeting (June 14<sup>th</sup>) we'll have the opportunity to congratulate Outstanding Students from the Career Center's Building Trades program. Please mark your calendar now to attend and congratulate these future members of the HBA.

Finally, don't miss out on your chance to be a part o the "HBAJ 400" Go-Kart Race next month on June 23<sup>rd</sup>. This family-friendly event is a great way to spend a night out and have some relaxed networking time with fellow members as you cheer on your racing team.

As we swing into a busy construction season, I want to thank all of you for your continued support of the association.

*Mike Parks*

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**Support FOH and pro-housing industry candidates – Please help!**

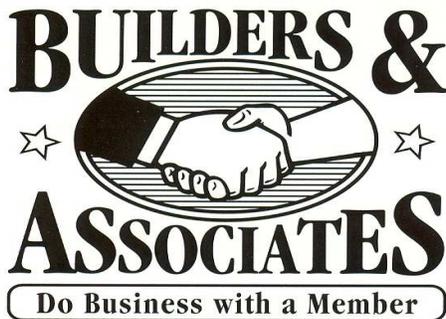


Friends of Housing is the political action arm of the HBA of Michigan. Term limits will impact dozens of races throughout the state, including Jackson.

**FRIENDS OF HOUSING NEEDS YOU – It is strongest when you voluntarily contribute in the form of a personal check or personal credit card.** These dollars can be used to contribute directly to candidates for their campaigns. Friends of Housing is working hard to raise funds to keep the forward momentum going for our industry. You should be receiving a letter soon asking for help. Please consider making a contribution.

## HBA Family News...

*Deepest Sympathy to member Doug Behnke and his family on the passing of his father, Robert, last month at the age of 90. Mr. Behnke founded the Bob Behnke Company in 1974 and was very involved in the Ann Arbor community.*



## BUSY BIRDS

If I could put an avian entry into the Parade of Homes, the large ornamental blue spruce bush outside my office window would be it. It has been a flurry of feathered activity the last two weeks, with several pairs of birds trying to decide if they can all build nests and coexist among the branches: mourning doves, cardinals, sparrows, and robins just to name a few.



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The Parade of Homes will be July 21-24. We have mailed out contracts to builders and remodelers who have requested them. We are making contact with other builders who we know have projects in the works in hope they can also be included in this event that promotes the strength of the building industry. If you have a new home or a remodel project to enter, please let me know so I can get you the contract you need and put you on our map of entries!

Attention suppliers and trade contractors – we'll be reaching out to you, too in regard to the Parade. We hope you'll consider a sponsorship or advertising in our official Parade publication. In addition to helping to support the event, it is a great and cost-effective way to promote your company to a key audience.

On another note, it's no secret that skilled labor for the building industry and others in in short supply. Skilled to Build Michigan Foundation has a simple mission to bring awareness to the viability of the skilled trades as a career – within the educational system and also with veterans. If you are a golfer and would like to enjoy a day on a beautiful course plus help their cause, the 2<sup>nd</sup> Annual Skilled to Build Golf Outing will be held on Tuesday, June 7<sup>th</sup> at Hawk Hollow in Bath. See page 8 of this issue for more information on how to register.

*Jean Bement*

## HELP WITH OUR ONGOING MOBILE MEMBERSHIP" CAMPAIGN!

If you are out and about and see a job sign or company vehicle, please safely snap a quick picture with your phone and email it to me at [hbaj@sbcglobal.net](mailto:hbaj@sbcglobal.net) I'll be sure to contact that prospect about joining the HBAJ and will make sure you get the credit when they do!

National Association of Home Builders

Put your membership to work now.

Money-saving discounts that benefit you, your business, and your family



and many more...



[nahb.org/MA](http://nahb.org/MA)

**— WELCOME —  
NEW MEMBER**

**Double A Landscaping  
& Supply, Inc.**  
Aaron Freese  
2891 State Rd.  
Hillsdale, MI 49242  
Ph: 517-439-5279  
Fax: 517-439-1782  
[www.doublealawnscaping  
andsupply.com](http://www.doublealawnscapingandsupply.com)

Sponsor: Dan Strouss, Jr.  
of Strouss Construction

*If you know someone who should be a member of the HBAJ, be sure to get their information to Jean at the office and we'll contact them as your prospect!*

**— THANK YOU —  
RENEWING MEMBERS!**

<u>Since</u>	<u>Associate Members</u>	<u>Member Name</u>
2007	Sevens Paint & Wallpaper Co.	Kris Luciw
<u>Since</u>	<u>Builder Members</u>	<u>Member Name</u>
1997	** Nowicki Contracting, Inc.	Chad Nowicki

**\*\* FRIENDS OF HOUSING contributor — Thank You!**

**Did you know that at each General Membership Meeting we have a Membership Drawing for cold, hard CASH?!!! The name of every member in good standing is included so everyone has an equal chance to win — but you must be present to claim your prize! At the June 14<sup>th</sup> meeting, if the member drawn is in attendance, he/she is guaranteed at least \$200!**



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**Attention Members,  
Especially Remodelers!**

If you are completing a project and have items which could be salvaged and used again, you can donate them to the ReStore and your homeowner can get credit for a charitable donations. Sometimes Habitat can even do the demolition to remove cabinetry, countertops, etc. Items accepted for donation include (but are not limited to) the following:

- ▶ Appliances: ranges/ovens, refrigerators, freezers, dishwashers, oven range microwaves, range hoods, washers, dryers.
- ▶ Plumbing fixtures: toilets, sinks, tubs, showers
- ▶ Cabinets — kitchen and bath
- ▶ Doors: interior, exterior, door walls, storm doors, French doors, door and cabinet hardware
- ▶ Windows
- ▶ Electrical: Lighting fixtures, ceiling fans, wiring, plugs, switches.
- ▶ Flooring (like new), ceramic tile, vinyl tile, hardwood (minimum quantities apply).
- ▶ Home Mechanical: furnaces, space heaters, water heaters/softeners, air conditioners, duct work
- ▶ Paint: full and unopened containers
- ▶ Other items: Pipe, Lumber, Insulation, Roofing

**SPOTLIGHT**



**ReStore**

**Contact us for more information  
or to schedule a FREE PICK-UP**

**517-784-7640**

**Or drop off at the ReStore**

**251 W. Prospect St. \* Jackson**

**Hours: Tues.-Sat. 10am-5pm**

**[www.jacksonhabitat.org](http://www.jacksonhabitat.org)**

**PARADE OF HOMES COMMITTEE**  
**CHAIRMAN: STEVE BALDWIN**

**JULY 21-22-23-24**

These are the dates set for the 2016 Parade of Homes. We have several builders who have projects they will be entering and we are looking for more. A licensed builder/remodeling contractor may enter a project that fits any of these categories: a new never-occupied home, a new home with a certificate of occupancy granted up to 18 months prior to the Parade, or a remodel project – from one room to a major renovation! The remodel portion is not limited to a building. It can be an outdoor project, too: pool, landscaping, deck, specialty fence, etc... the possibilities are endless.

In addition to reach out to builders, we'll also be contacting suppliers and trade contractors about being sponsors for the event, which will include advertising in the official Parade publication. With an uptick in building activity, this is the time to advertise your business and show the greater Jackson public how important our industry is the local, state, and national economy.

**BUILDERS CARE PROJECT**  
**CHAIRMAN: AARON STROUSS**

**SAT. – JUNE 4<sup>th</sup> at 8:30AM**

This is the date and start time we have set for our next project workday, which will be to build a ramp for an elderly couple residing in Vandercook. We'll be working inside a garage with a concrete floor, so it should be a pretty quick project. If you or a member of your crew would like to help, we'd love to have you. It's a great way to help someone who needs help, to forge even better relationships between you and fellow members, and to give back to our community. If you can help, please let Jean at the HBA office know and she'll be sure to send you a reminder email with the project address.

**SPECIAL EVENTS**  
**CHAIRMAN: DAN STROUSS, JR.**

**THURS. – JUNE 23<sup>rd</sup>**  
**REGISTRATION FORM ON NEXT PAGE!**



START YOUR ENGINES! Join us for all the fun out at Jackson Speedway next month! Bring your employees, your friends, and your family out to the track and cheer on your team! If you don't have enough drivers of your own to sponsor a kart or fill your team, you are welcome to split the registration fee with someone else. This event is not limited to HBA members – the more the merrier. Please be sure to register by Monday, June 13th so we can make our reservations with track officials. This is a family-friendly event – tailgating is encouraged!

**HOME & LIFESTYLE SHOW**  
**CHAIRMAN: COREY VINCENT**

Thank you to the exhibitors who completed the survey we sent out a couple weeks ago. We will send out a second request to those who haven't responded yet, just in case the first email went to your

spam or got buried in your inbox. Please take just a few minutes to complete it and give us your feedback on the show. We do appreciate your opinions and comments, and we take them into consideration when planning for the upcoming year. And if you haven't already marked your calendar, show dates for 2017 are set for March 24-25-26.

**PUBLIC RELATIONS**  
**CHAIRMAN: JENNIFER DUNCAN**

The HBA office receives many calls each week from the public, looking for referrals for specific services and products. Jean uses our membership directory to give

them names and numbers according to the Buyer's Guide, if they don't have internet access. Otherwise, she refers them to association's website to search under the "Services" tab. As a member, we hope you are utilizing the HBA logo in your advertising – business cards, brochures, and especially your website. As a member benefit to you, Jean provides a link from the HBA site to yours, but that's only if she knows you have one. If you haven't let her know about your site, please do!





8<sup>th</sup> Annual

# HBAJ 400

## Go-Kart Race at

# Jackson Speedway

3363 Page Ave • Jackson

(Entrance near corner of Page / US 127)

## Thursday night June 23, 2016



**400 Lap Race**  
**Drivers Sign-In @ 5:30PM**  
**MANDATORY DRIVERS MEETING @ 6:15PM**

*(If you aren't there, you can't race.)*

**Race begins @ 6:30PM**  
**(race lasts 3+ hours)**

~ NO EXPERIENCE NECESSARY ~

Race will be held that night, "Rain or Shine."  
Race will only be cancelled/rescheduled in the event of very severe weather conditions.

Sorry, no refunds for no-shows or should track officials cancel/reschedule due to weather.

**TAILGATING ENCOURAGED**

BYOB — Alcohol is allowed at the track, but not for drivers during the race.

**CONCESSION STAND WILL BE OPEN!**

**\$ 300 per kart Sponsorship includes:**

- ▶ Kart, helmets and gloves — karts have computers, which monitor race. (All drivers must wear long pants, long-sleeve shirt and closed-toed shoes.)
- ▶ Kart selection and pole position determined by lottery that night.
- ▶ Drivers must be age 16 and older — minimum of 4 drivers per team. All drivers must attend the mandatory drivers meeting at 6:15PM before the race.

**Don't miss out — only 22 karts available!**

**DEADLINE to RETURN FORM with PAYMENT is MON., JUNE 13<sup>th</sup>**

**TEAM NAME/COMPANY SPONSOR:** \_\_\_\_\_

Driver Name: \_\_\_\_\_

Driver Name: \_\_\_\_\_

Driver Name: \_\_\_\_\_

Driver Name: \_\_\_\_\_

*If you don't know who your drivers are for the event yet, that's fine... they can check in that evening. You MUST have a MINIMUM OF FOUR DIFFERENT DRIVERS (no maximum). Have a question? Call the HBAJ office at 783-4800.*

Contact Person: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_ Fax: \_\_\_\_\_

### PAYMENT OPTIONS

Check # \_\_\_\_\_ payable to HBA of Jackson is enclosed for \$ \_\_\_\_\_  
*Please mail with this form to our office: HBAJ • 1815 E. High St. • Jackson, MI 49203*

Charge my credit card for \$ \_\_\_\_\_ Circle one: **VISA** or **MASTERCARD**  
Please note per HBAJ policy, there is an additional \$10 convenience fee per kart if you pay via credit card.

Card # \_\_\_\_\_ Exp. Date \_\_\_\_/\_\_\_\_/\_\_\_\_

Name on card: \_\_\_\_\_ Billing Zip Code: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

*Please fax this form to the HBAJ office at 517-783-4898 for processing or mail to address above.*



## NEWS YOU CAN USE (Reprinted from Newswire, HBAM's e-newsletter)

\* Article courtesy of Lee Schwartz, EVP for Government Relations

### Expect Heightened MIOSHA Inspections (and Penalties) Soon

Forewarned is forearmed. While we have not been officially or even unofficially notified by MIOSHA, we expect both the number of inspections and severity of penalties for violations to increase this year. The best way for you to keep this from being a problem is to make sure you're complying with MIOSHA's workplace safety requirements, especially those involving fall protection and asbestos abatement.

Why do we believe this will happen?

On April 27<sup>th</sup> a construction worker in Kawkawlin fell to his death while working on an exterior remodeling project at a home. That death is being investigated by both MIOSHA and the Michigan State Police. Whether or not fall protection was provided and used will be a subject of that investigation.

On May 1<sup>st</sup>, the *Detroit Free Press* began running a series of articles criticizing MIOSHA over its leniency in enforcing asbestos abatement safety rules. The articles repeatedly pointed out that the Environmental Protection Agency and the Department of Environmental Quality (both of which have responsibility under the federal Clean Air Act for assuring asbestos doesn't escape into the environment) are tougher on violators than MIOSHA imposing more and higher fines and penalties. While all of the examples cited involved commercial or industrial projects, home builders are tarred by the same brush.

The newspaper also questioned MIOSHA's policy that penalties are "designed primarily to provide an incentive toward correcting violations," and not as punishment. It cited the fact 96% of the 4,000 violations MIOSHA closed between February 2009 and February 2016 resulted in penalties to employers of \$1,000 or less and that MIOSHA does not have enough employees to assure violations are being remediated. (As you may remember, the HBAM worked with MIOSHA to put together a new and simplified penalty reduction program which went into effect at the end of December last year.)

We anticipate more inspections and higher penalties in response to this public criticism of the agency. On the heels of the Flint water debacle (an epic failure at *all* levels of government, local, state and federal) there is a real sensitivity to accusations of government failing to protect its citizens. You don't have to be a psychic to foresee tougher enforcement as a result, particularly in an election year.

Most of you follow the rules and regulations even when you think they're excessive or unnecessary. Sadly some don't. To protect yourself and your company, you need to protect your workers by complying with the MIOSHA construction requirements.



**Don't Forget to "Clip" your Discount Coupon!  
Use your 10% discount off general merchandise,  
including lawn/garden/outdoor living needs!**

The Meijer Mperks discount coupon for this quarter is available in your Mperks account. You must clip the discount coupon before you can use it in the store. Here are the steps for finding the coupon in your Mperks account:

**Smart Phone Meijer Mperks App** - The coupon will come up under the "What's Hot" section when you open the app for your account. The HBA logo is on the 10% coupon. Click on coupon to make it active.

**Meijer Mperks Website** - The coupon is available under Coupons, Categories, Click Special Offers (in red) and hit green select button. It also has the HBA logo on the 10% coupon. Click on coupon to make it active.



## NEWS YOU CAN USE (Reprinted from Newswire, HBAM's e-newsletter)

\* Article courtesy of Lee Schwartz, EVP for Government Relations

### Five Most Common Residential Construction Violations

If a MIOSHA inspector visits your worksite, you can be sure they're looking for the most frequent serious violations they find during residential inspections. There is NO excuse for any of these five hazards to be found on your worksite.

#### **Number One: No fall protection at six feet or higher.**

We've been telling about these fall protection regulations since April of 2011. Half of the residential construction fatalities in the last four years have been fall-related. As an employer you have to do everything possible to make the work site safe. Much of the information on fall protection you need, including training, is available from MIOSHA at no cost. This training will also count toward your continuing competency requirements for license renewal.

#### **Number Two: No hard hats.**

If your employees are working in an area where a hazard or risk of injury exists from falling or flying objects or particles or from other harmful contacts or exposures you must provide them with a hard hat and make sure they wear it. Again, if your employee isn't wearing a hard hat when it is required, you will be the one with a headache.

#### **Number Three: No eye protection while using pneumatic nail guns.**

Not only do you have to provide and your employees have to wear eye protection when they're using a portable powered stapler or nailer, any employees within the striking distance of its fastener have to wear eye protection too. Remember your employees must wear PPE when the rules call for it or you will be fined and subject to other penalties.

#### **Number Four: Portable ladders not extended 3 feet above the landing area.**

When portable ladders are used for access to an upper landing surface, the ladder side rails have to extend not less than 3 feet above the upper landing surface the ladder is being used to access. If the ladder is too short to extend the required 3 feet then it has to be secured at its top to rigid support that will not deflect and a grasping device, such as a grabrail, shall be provided to assist employees in mounting and dismounting the ladder.

#### **Number Five: No eye protection while cutting/grinding/drilling/sanding.**

Eye protection is required where a hazard or risk of injury exists from flying objects or particles, harmful contacts, exposures such as glare, liquids, injurious radiation, electrical flash, or a combination of these hazards. Employers must require their employees to wear personal protective equipment (PPE) when the rules call for it or you're the one who will face fines and other penalties.

If you need help or assistance in ensuring your workplace is safe, MIOSHA has the resources to help. The Consultation Education & Training (CET) Division provides workplace safety and health training and consultations to employers and employees throughout Michigan **free of charge**. This training will also count toward you continuing competency. Contact CET today at (800) 866-4674 or submit a request online at [www.michigan.gov/cetra](http://www.michigan.gov/cetra).

For MIOSHA seminars and other training opportunities, visit [www.michigan.gov/mioshatraining](http://www.michigan.gov/mioshatraining)

Additional resources are also available on the MIOSHA website at [www.michigan.gov/miosha](http://www.michigan.gov/miosha) in the MIOSHA Initiatives section, under Residential Construction Initiative.



**2<sup>nd</sup> Annual GOLF OUTING**  
to benefit this non-profit organization whose focus is to build awareness of skilled trades as a career option within the educational system and with veterans. For sponsorship and/or golfer registration forms, visit [www.skilledtobuildmichigan.com](http://www.skilledtobuildmichigan.com) under the "Events" tab.

## Larger Remodeling Projects Trending Up in 2016 According to NAHB Survey

May 2, 2016 – Whole house remodels and additions are regaining market share according to a survey of remodelers released by NAHB Remodelers, the remodeling arm of the National Association of Home Builders (NAHB). The survey, released today to kick off National Home Remodeling Month in May, revealed the most common remodeling projects in 2016, compared to historical results of the survey.

“While bathroom and kitchen remodels remain the most common renovations, basements, whole house remodels and both large and small scale additions are returning to levels not seen since prior to the downturn,” said 2016 NAHB Remodelers Chair Tim Shigley, CAPS, CGP, GMB, GMR, a remodeler from Wichita, Kan. “Clients want to add more space, but remodeling a significant portion of the home is no easy feat. That’s why it is important to work with a professional remodeler who has the integrity and expertise to take on these large remodeling jobs.”

In the survey, remodelers reported that the following projects were more common than in 2013:

- Whole house remodels increased by 10 percent
- Room additions increased by 12 percent
- Finished basements increased by 8 percent
- Bathroom additions increased by 7 percent

Bathrooms topped the list of most common remodeling projects for the fifth time since 2010. Eighty-one percent of remodelers reported that bathrooms were a common remodeling job for their company while 79 percent of remodelers reported the same for kitchen remodels. Window and door replacements decreased to 36 percent from 45 percent in 2014.

For more information about remodeling, visit [nahb.org/remodel](http://nahb.org/remodel).

Editor’s Note: For a copy of the full survey, please contact Nissa Hiatt at [nhiatt@nahb.org](mailto:nhiatt@nahb.org).

## Overall Builder Confidence in the 55+ Housing Market Remains Positive in First Quarter

May 05, 2016 – Builder confidence in the single-family 55+ housing market remains in positive territory for the first quarter of 2016 with a reading of 56, according to the National Association of Home Builders’ (NAHB) 55+ Housing Market Index (HMI) released today. Despite the five-point dip from the previous quarter, this is the eighth consecutive quarter with a reading above 50.

“Although builder sentiment in the 55+ housing sector is down slightly from its peak, overall confidence is still in positive territory,” said Jim Chapman, chairman of NAHB’s 55+ Housing Industry Council and president of Jim Chapman Homes LLC in Atlanta. “Builders for the 55+ market are doing quite well in some areas across the country, while others are experiencing challenges that are hindering production.”

There are separate 55+ HMIs for two segments of the 55+ housing market: single-family homes and multifamily condominiums. Each 55+ HMI measures builder sentiment based on a survey that asks if current sales, prospective buyer traffic and anticipated six-month sales for that market are good, fair or poor (high, average or low for traffic). An index number above 50 indicates that more builders view conditions as good than poor.

Two of the three components of the 55+ single-family HMI posted decreases from the previous quarter: present sales decreased four points to 61 and traffic of prospective buyers dropped 14 points to 38. Meanwhile, expected sales for the next six months rose eight points to 71, which is the highest reading since the inception of the index in 2008.

The 55+ multifamily condo HMI rose six points to 48, with all three components showing increases as well: present sales rose five points to 49, expected sales for the next six months increased five points to 51 and traffic of prospective buyers jumped 8 points to 45.

Two of the four indices tracking production and demand of 55+ multifamily rentals increased in the second quarter: present production rose four points to 60 and current demand for existing units increased three points to 69. Expected future production fell eight points to 53 and future demand dipped three points to 68.

“Many builders in the 55+ housing sector are being cautious as they face various supply constraints,” said NAHB Chief Economist Robert Dietz. “Lot availability and skilled labor shortages remain a challenge for builders in some parts of the country.”

For the full 55+ HMI tables, please visit [www.nahb.org/55hmi](http://www.nahb.org/55hmi).