

*Building Communities from the Mountains to the Valleys*

# HBA Greater Charleston NEWS



**September 2025**

## **Who are NAHB's Remodeler Members?**

Remodelers constitute nearly one quarter of NAHB's membership. Twenty-one percent of builder members listed residential remodeling as their primary business activity in the 2024 Member Census. Most of these companies are small, operating with five employees.

In 2024, the median revenue for NAHB remodelers was \$1.7 million, with more than 80% earning less than \$5 million. In terms of dollar volume, the largest group (44%) of residential remodelers earned between \$1 million and \$5 million. On the higher end, only 4% of these builders



earned more than \$10 million.

On average, residential remodelers completed 32 remodeling jobs over \$10,000. The median was 15 jobs over \$10,000. Twenty-five percent of remodelers completed between 26 and 99 jobs; 25% completed between 11 and 25; 19% completed

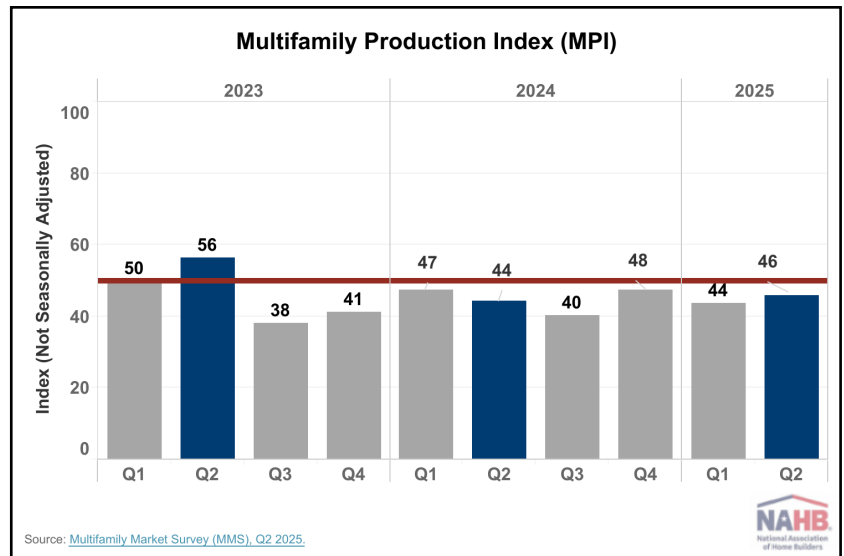
between six and 10; and 20% completed between one and five.

More than half of these residential remodelers are also single-family home builders and typically started one housing unit.

## Multifamily Developer Confidence Improves in Q2

Confidence in the market for new multifamily housing increased year-over-year in the second quarter, according to the [Multifamily Market Survey](#) (MMS) released recently by the National Association of Home Builders (NAHB). The MMS produces two separate indices. The Multifamily Production Index (MPI) had a reading of 46, up two points year-over-year, while the Multifamily Occupancy Index (MOI) had a reading of 82, up one point year-over-year.

The index and all its components are scaled so that a number below 50 indicates that more respondents report conditions are poor than report conditions are good.



The MPI measures builder and developer sentiment about current production conditions. The MOI measures the multifamily housing industry's perception of occupancies.

## Make Plans to Attend The Builders' Show

The NAHB International Builders' Show® (IBS) is the premier event for the residential construction industry, bringing together tens of thousands of industry professionals and 1,700+ top manufacturers and suppliers every year. Registration is open as of Sept. 2 for IBS 2026, which will take place Feb. 17-19 in Orlando. Here are three good reasons to make your Builders' Show plans now:

- 1) Star-studded speakers;
- 2) The latest products and trends on the Exhibit Floor; and
- 3) The show's fond farewell to Orlando.

Register at [buildersshow.com](https://buildersshow.com).

## Foundation Types by Region

In 2024, 73% of new single-family homes started were built on [slab foundations](#), according to NAHB analysis of the U.S. Census Bureau's Survey of Construction (SOC). Although this was a modest year-over-year increase of 0.6 percentage points, it continues the upward trend in slab adoption, widening the gap between slabs and other foundation types. In comparison, basements (full or partial) accounted for 17% of new homes, while crawl spaces made up just 9.2%.

In colder northern areas, where foundations extend below the frost line, basements are more common. Warmer regions favor slab foundations for their affordability and efficiency.

# WELCOME NEW MEMBERS

Brian Crawford, *Independence Power and Infrastructure*

Earl Robinson, *Ward Communities*

Sam Stophel, *Builders FirstSource*

Patrick Curry, *Lowe's*



**If it rolls, it's welcome!**



- Non-judging event
- *Peoples Choice Award*
- Swag for displaying participants
- *Touch a Truck* for kids (and adults)
- Hot dogs, hamburgers, **NON-alcoholic beverages**

**NO COST but please RSVP before October 14**  
***dcroty@hbagc.org***

Many of our our members have responded and are scheduled to meet with Ward Communities. We strongly encourage all of our builders and contractors to participate. Register today.



# RESIDENTIAL CONTRACTOR CONNECT EVENT

SEVEN-MINUTE ELEVATOR PITCH  
YOUR SUBCONTRACTING WORK OR  
SUPPLIES TO **WARD COMMUNITIES**

**OCTOBER 10, 2025**

 Putnam Career & Technical Center

- Cabinets Suppliers and Installers
- Carpenters-Framing/Trim
- Concrete-Slabs/Foundation
- Construction Cleaners
- Drywall
- Electricians
- Erosion Control
- Excavating & Hauling
- Floor & Roof Truss/Panels
- Flooring Suppliers & Labor
- Garage Door Installation & Sales
- HVAC
- Insulation
- Interior Painters
- Material/Lumber Suppliers
- Masonry-Brick/Block
- Landscaping & Sod
- Plumbing
- Roofers
- Sediment Control Site Maintenance
- Siding
- Stair Manufacturers
- Survey Engineers



**SIGN UP NOW**  
**PCDA.ORG**



This event brings together skilled and entry-level job seekers with companies looking to hire. Last year's event drew over 1,000 job seekers!

**Thursday, October 23rd**

**5:00 - 8:00 pm**

**Putnam Career & Technical Center**

**300 Roosevelt Blvd.**

**Eleanor, WV 25070**

Interested in participating?

Scan for more information.



## **Annual Membership Dinner**

**Tuesday, November 11**

**Holiday Inn & Suites**

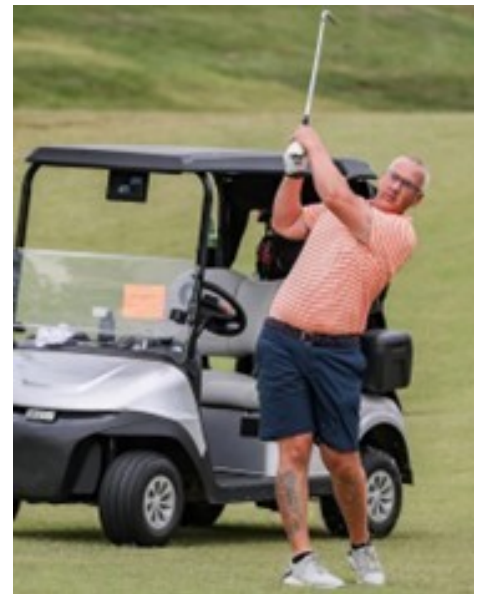
***Election of Officers***

***Tabletop Reception\****

***Door prizes!***

\*Tabletops limited to 18 member companies on a first-come basis.

Reserve your spot today.







## 2025 Board of Directors

### Officers

**President - Welford Haines\***

*Ferguson Enterprises*

**Vice President - Michael Moore**

*Elk Valley Design*

**Associate Vice President - Matt Aldridge\***

*IKO Industries*

**Treasurer - Jason Staats\***

*Rollins, Cleavenger & Rollins CPAs*

**Secretary - Barbara Rucker**

*Burke & Herbert Bank*

**Area Vice President - John Lee**

*Secure Construction*

**Immediate Past President - Bob Ritenour\***

*Bob's Basic System*

### Directors

Joe Camp	84 Lumber
Zach Crede	Crede Lawn & Landscaping
Brad Cunic	House Doctors
Tim Cunningham*	Cunningham Electrical Service
Robert Dorsey*	L.R. Dorsey Inc.
Jack Grimm	Caldwell - Garlow Insurance
Shannon Hudnall	Truist
John Kopyscianski*	Builders FirstSource
Connie Marshall*	Encova Insurance
Steve Michael*	Quality Construction
Dale Oxley*	Modern Home Concepts
Greg Paxton*	Mr. Handyman of Kanawha Valley
Stephanie Ramsey	TTL Merchant Solutions
J.D. Stricklen*	Stricklen Realty
Steve Zubrzycki	East Coast Tees

**Donna Crotty, Executive Officer**

\*Life Director

## Upcoming Events

**October 10**

**Residential Contractor Connect Event  
Putnam Career & Technical Center**

**October 17**

**Membership Cruise-in  
Builders FirstSource**

**October 23**

**Career Fair  
Putnam Community & Technical**

**October 24-25**

**HBAWV State Convention  
Oglebay**

**November 4**

**HBAGC Board Meeting**

**November 11**

**HBAGC TableTop Dinner  
Election of Officers  
Holiday Inn South Charleston**

**November 21**

**Salvation Army Bell Ringing  
Cabela's**

**December 9**

**HBAGC Christmas Party  
Ferguson**

**Interested in hosting a  
membership event?  
We are now booking for 2026.**

# NAHB Members Enjoying Big Savings in 2025

NAHB has unveiled several [new savings opportunities](#) designed to make membership even more valuable in 2025. Here's what's new:

**Best Buy.** NAHB members can receive immediate discounts at Best Buy just by creating an online account with the NAHB member code. Go to [nahb.org/bestbuy](http://nahb.org/bestbuy) for more information.

**Ford Pro.** Members can save between \$500 and \$5,000 on the purchase or lease of a Ford truck, van, car or SUV. Go to [nahb.org/ford](http://nahb.org/ford) for more details.



**Mercedes-Benz Vans.** Mercedes-Benz Vans has introduced a \$500 discount exclusively for NAHB members. Visit [nahb.org/mbvans](http://nahb.org/mbvans).

**QuickBooks Savings Through Baytek.** NAHB members can unlock a suite of valuable benefits with QuickBooks provided by Baytek. Go to [nahb.org/quickbooks](http://nahb.org/quickbooks) for more.

**RAM Trucks.** RAM Trucks is offering NAHB members \$1,000 off the purchase or lease of eligible RAM vehicles. Visit [nahb.org/ram](http://nahb.org/ram) for details.



DO  
**BUSINESS**  
WITH AN  
NAHB  
MEMBER.

## Members Save Millions

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

