HBAGC HOME BUILDERS ASSOCIATION GREATER CHARLESTON | HBAWV HOME BUILDERS ASSOCIATION WEST VIRGINIA | NAHB National Association of Home Builders

July 2026

New Home Sales Up In June

Affordability challenges continued to weigh on the new-home market in June, as elevated mortgage rates, rising inflation and broader economic uncertainty kept many prospective buyers on the sidelines.

Sales of newly built single-family homes rose 1.6% in June, up from a revised May estimate, according to newly released data from the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. The pace of new home sales is down 5.6% from a year earlier.

“The pace of new home sales has remained constrained in recent months by elevated mortgage rates,” said Bill Owens, NAHB Chairman. “Builders continue to use incentives to support sales, with NAHB survey data showing that 62% of builders offered some form of incentive in June.”

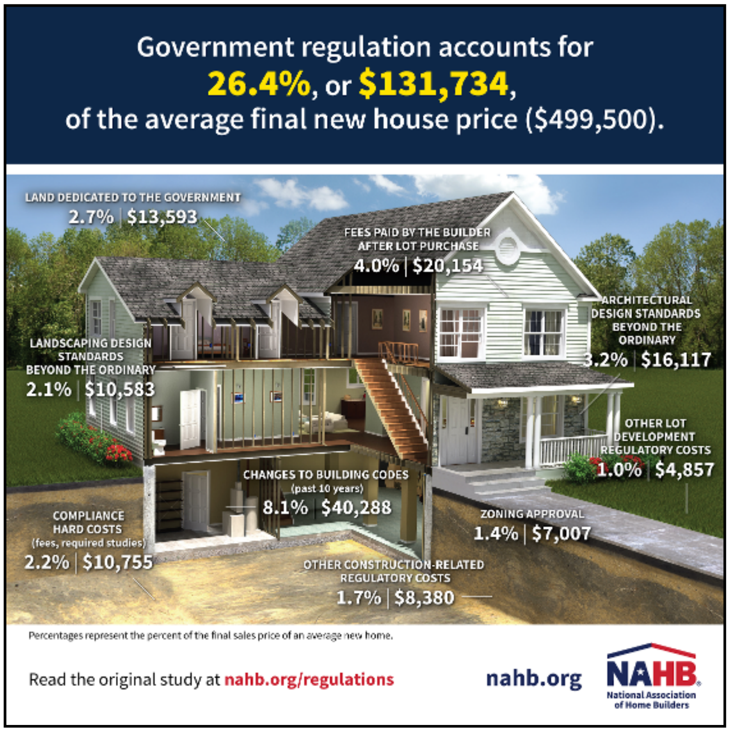
A new home sale occurs when a sales contract is signed, or a deposit is accepted. The home can be in any stage of construction: not yet started, under construction or completed. In addition to adjusting for seasonal effects, the June reading of 628,000 units is the number of homes that would sell if this pace continued for the next 12 months.

The median new home sale price in June fell 3.3% from May to $398,300, and was down 2.7% from a year ago, largely due to builder price cuts and some geographic shift in mix to the more affordable Midwest.

Regionally, new home sales are up 2.6% in the Midwest but fell in the other three regions, with declines of 4.7% in Northeast, 4.9% in the South and 10.1% in the West.

Regulatory Costs Add $131,734 to New Home Price

A new study by the National Association of Home Builders (NAHB) finds that regulations at the federal, state and local levels add $131,734 to the cost of a new single-family home—26.4% of the average sales price of $499,500 as of January 2026.



[Breaking down the total regulatory costs](#) further, the study revealed that $84,939 of the final house price is the result of costs incurred by the builder due to regulation during the construction phase of the home while $46,795 is attributable to regulation during land development.

Based on U.S. Census home price data, regulatory costs for the average new home increased from $93,870 in 2021 to $131,734 in 2026—an increase of more than 40% in about five years. **View the full study** on the cost of regulation.

NAHB Honors Industry Leaders

Several industry leaders were honored for their contributions to the housing industry during the **National Housing Center Awards Ceremony** in June.

The ceremony recognized Thomas Bozzuto, founder and chairman of the Bozzuto Group, and Laurie Goodman, founder of the Housing Finance Policy Center at the Urban Institute, as the 2026 inductees to the National Housing Hall of Fame. Marvin “Jerry” Carter, Jr., founder of Jerry Carter Homes, and Edward “Eddie” Martin, Jr., president and CEO of Tilson Custom Home Builders, were recognized as the 2026 recipients of the Exemplary Service to Home Building Award.

1,100 Members Take Part in LegCon

More than 1,100 builders, remodelers and other housing industry professionals **went to Capitol Hill** in June to call for congressional action to improve affordability and help builders to increase the production of affordable, attainable homes.

In more than 300 meetings with lawmakers, housing advocates focused on four NAHB priorities aimed at improving affordability and increasing supply: Landmark housing legislation, workforce development and immigration, permitting obstacles, and natural gas bans.

Landmark Housing Bill Enacted into Law

In a major victory for NAHB and the housing industry, Congress passed landmark housing legislation to expand housing supply, create more homeownership and rental opportunities, and help reduce housing costs. The 21st Century ROAD to Housing Act includes more than 50 provisions addressing housing supply, financing, disaster recovery and other key priorities.

NAHB helped shape several provisions, including these member priorities:

- **Land use and zoning**: Directs HUD to work with stakeholders, including builders and developers, to identify best practices, help governments increase housing production and reward pro-supply policies.
- **Aging housing stock:** Authorizes grants and forgivable loans for home repairs and health-hazard mitigation in older homes.
- **Multifamily financing:** Raises FHA-insured multifamily loan limits for the first time in 12 years and indexes them to inflation to better reflect construction costs and support new apartment development.
- **Environmental reviews**: Streamlines NEPA reviews for small and infill housing projects so they can move to construction more quickly.
- **Community banks**: Strengthens community banks and expands access to housing credit for builders who depend on these lenders.

NAHB worked with lawmakers to remove a burdensome build-to-rent (BTR) sales mandate from the final package.

- The mandate would have required institutional investors to sell BTR single-family homes within seven years.
- NAHB and Urban Institute estimates found it could have reduced single-family rental investment and cut production by 40,000 to 72,000 homes annually.
- BTR housing represents 10% to 12% of single-family construction starts and meets an important need for renters.

Welcome, New Members

Joe Fuller, *Bluelinx*

Sydny Rhinehart, *84 Lumber Ashland*

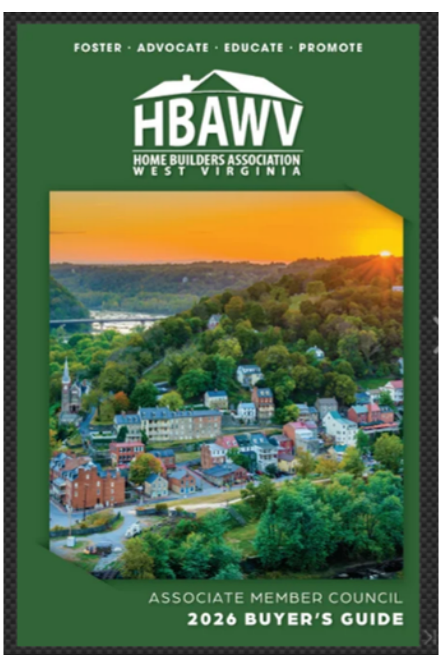
Wyatt Sandoval, *84 Lumber Elkview*

Invite a potential member . . .

MEMBER NEWS

On July 11, members of HBA of West Virginia had the honor of laying a wreath at the Tomb of the Unknown Soldier at Arlington National Cemetery. Our organization was represented by Terri Boone, Aaron Dickerson and Kevin Boone.

J.R. Marshall, husband of Connie Marshall, participated in honor of his father who served as a Tomb Sentinel from 1951 - 1954



The 2026 HBAWV Buyer's Guide is now available as a mobile app.

IOS / Apple

Android

SPONSORSHIP OPPORTUNITIES

Includes branded signage & advertising

$1800* **Hole-In-One**: team + tent on contest hole

$1500 **Eagle**: team + tent & hole sign

$1000 **Beverage** sponsorship + team & hole sign

$800 **Birdie**: tent & hole sign

$600 **Meal** sponsorship & hole sign

$500* **Closest to the Pin**

$500* **Longest Drive**

$500* **Longest Putt**

$150 **Hole**

*Limited to one sponsor

$100 **Team Super Ticket**
1 Dice Roll
2 Red Tees
2 Mulligans per Player

- GAMES
- PRIZES
- BOXED LUNCH
- PASTA DINNER

HOLE-IN-ONE CONTESTS

DONATIONS

Promote your business with door prize donations and items for swag bags.

REGISTRATION

For team registration, sponsorship opportunities and door prize donations:

304.744.2200

dcrotty@hbagc.org

BEST OF WEST VIRGINIA BUILDING AWARDS 2026

Registration Submission is Now Open

HBAWV BEST OF WEST VIRGINIA BUILDING AWARD

This year brings a new platform designed to enhance the submission experience and — **for the first time** — submissions are open to non-HBAWV members, limited for one year only. With these enhancements, the program will highlight more outstanding projects and professionals from across the state.

- **Submission Deadline: 11:00 PM September 11, 2026 (no extensions)**
- **Eligibility Requirements:**
  - Projects must be located in WV or adjoining counties of bordering states
  - Must be completed within the eligibility timeframe (Jan 1, 2025 and before June 30, 2026)
  - Must meet WV Building Codes and NAHB Residential Construction Performance Guidelines
- **Entry Fees:**
  - $80 per submission HBA members $160 per submission non-members
- **Submission Requirements:**
  - High Quality Photos (12-24, including before & after, no logos, descriptions of each photo)
  - Project description
  - Floor plans or drawings with supporting materials as applicable
  - Company biography and logo; photo of owners and/or team
  - Online payment

AWARD CATEGORIES

- ***SINGLE FAMILY HOMES*** *denotes finished living area

Class II	**1301-1800 Sq. Ft.***	**Class V**	**3001 – 4000 Sq. Ft.***
Class III	**1801 – 2300 Sq. Ft.***	**Class VI**	**4001 – 5999 Sq. Ft.***
Class IV	**2301 – 3000 Sq. Ft.***	**Class VII**	**6000 & over Sq. Ft.***

- ***RESIDENTIAL DEVELOPMENT*** Must still be active
- ***MULTIFAMILY HOMES PROJECT***
- ***RESIDENTIAL REMODELING*** ** total cost incurred by owner at time of completion

Class I	**Less than $50,000****	**Class IV**	**$250,001 - $500,000****
Class II	**$50,001 - $100,000****	**Class V**	**over $500,000****
Class III	**$100,001 - $$250,000****		

- ***BEST COMMERCIAL REMODELING PROJECT*** (includes churches)
- ***BEST NEW NON-RESIDENTIAL PROJECT***
- ***SPECIALTY PROJECTS*** (entries that do not fall into traditional categories, i.e. outdoor living areas, kitchens/baths, pool projects, etc.)
- ***BEST EFFICIENCY PROJECT*** (HERS ≤ 75 & HERS Certificate required)
- ***MODULAR HOMES ON PERMANENT FOUNDATION***

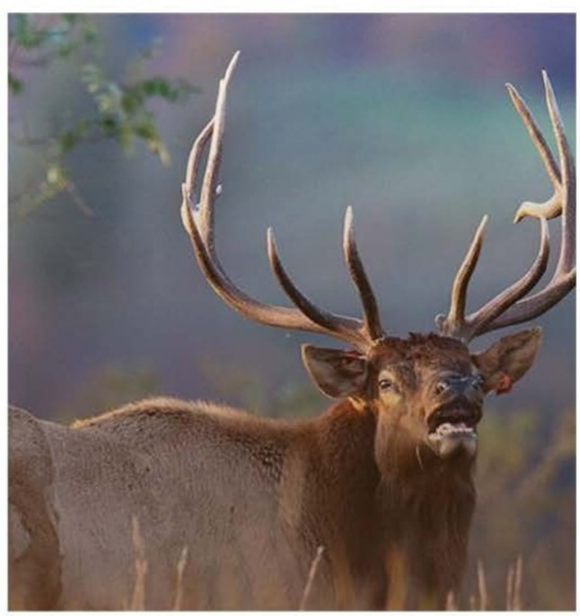
Entry Submissions: https://awards.hbawv.org

Award Winners will be announced at the HBAWV Convention, October 22 – 24, 2026.

Questions: HBAWV 304.342.5176 | info@hbawv.org

- **Chief Logan Lodge**
- **Banjos, BBQ & Bingo**
- **Exhibitor Trade Show**
- **Guest Speakers**
- **Panel Discussions**
- **Awards Dinner**
- **Installation of 2027 Officers**
- **Friends & Family Area Excursion**
- **Outdoor Activities**

Lodging Reservations:
Chief Logan Lodge
304.855.6100
code GS1190



2026 Board of Directors

Officers

President - Welford Haines*
Ferguson Enterprises

Vice President - Joe Camp
84 Lumber

Associate Vice President - Matt Aldridge*
IKO Industries

Treasurer - Jason Staats*
Rollins, Cleavenger & Rollins CPAs

Secretary - Barbara Rucker
Poca Valley Bank

Area Vice President - John Lee
Secure Construction

Immediate Past President - Bob Ritenour*
Bob's Basic System

Directors

Zach Crede	*Crede Lawn & Landscaping*
Tim Cunningham*	*Cunningham Electrical Service*
Robert Dorsey*	*L.R. Dorsey Inc.*
Jack Grimm	*Caldwell Insurance*
Shannon Hudnall	*Burke & Herbert Bank*
John Kopyscianski*	*Builders FirstSource*
Connie Marshall*	*Encova Insurance*
Duncan McClung	*Almost Heaven Building*
Steve Michael*	*Quality Construction*
Dale Oxley*	*Modern Home Concepts*
Greg Paxton*	*Mr. Handyman of Kanawha Valley*
Stephanie Ramsey	*TTLC Merchant Solutions*
Ron Spencer	*Builders FirstSource*
J.D. Stricklen*	*Stricklen Realty*
Mason Weese	*MAJO INC*
Steve Zubrzycki*	*East Coast Tees*

Donna Crotty, *Executive Officer*

***Life Director**

Upcoming Events

August 27
Membership Mixer
Darin Fisher Designer Kitchens

September 15
HBAGC Board Meeting

September 21
Annual HBAGC Golf Tournament
Sleepy Hollow Golf Club

October 1 - 31
SOCKtober Charity Project

October 16
Cruise-in
Builders FirstSource

October 22-24
HBAWV Annual Convention
Chief Logan State Park

November 3
HBAGC Board Meeting

November 10
Annual Membership Dinner
Election of Officers

November 20
Salvation Army Bell Ringing
Cabela's

December 8
Membership Christmas Party
Ferguson

Planning to host an event in 2027? Now is the time to get on the calendar.

NAHB Members Feature Prominently Among Top 200 Builders

The May/June 2026 issue of Pro Builder unveiled its annual **Top 200 report**, which ranks the leading home builders in the United States by 2025 revenue. Ninety percent of the builders featured are NAHB members.

The Top 200 report includes exclusive rankings of builders by region and state, the Top 25 built-to-rent and multifamily builders. Key insights include:

The Top 200 builders closed or completed more than 500,000 housing units in 2025.

Nearly 95% of units were built for sale, while the share of built-for-rent units dipped to 5.4%, down more than 10% from the year before.

Nearly one-third of builders (31%) reported government regulations as a top business challenge for 2026, up from just 10.5% in 2025.

Almost 85% of units constructed by the Top 200 builders were built in suburban areas.