South Carolina Builder Journal

MARCH/APRIL
2023

NAHB Priced-Out Estimates for 2023

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HBASC President's Message Louie Hopkins, 2023 President

Whether you love S.C. because of the climate, beaches, activities, food or the people one thing is unquestionable. South Carolina is growing. More people have decided that they want to raise their families in our state. Our elected officials have done a fantastic job bringing industries and well-paying jobs and now they must concentrate on where these families will live. Due to growing regulatory costs, skyrocketing building material costs and a lack of skilled labor we are seeing a shortage of attainable housing.

To kick-start more building activity at all price points and to develop a more sustainable housing environment well into the future for our state, your HBA believes three cornerstone principles must be addressed by policy makers and community leaders to better encourage investment, eliminate costly delays and regulatory costs and help shape the industry's future workforce:

I.Local Government Policies & Processes that Impact Housing Investment Must be Spotlighted, Identifying Impediments and Adopting Best Practices.

II.State Authority to Enforce Code & Land Development Laws Must Be Clear & Unwavering.

III.Efforts to Train and Attract Individuals to the Skilled Trades Must be Dramatically Increased and Sustained over the Long-Term.

The HBA of South Carolina and its members believe the recommendations linked to these three cornerstones are crucial.But, first and foremost, we need local community leaders and elected officials to hear and understand that the world has changed for our industry.Housing investment must now be looked at like any other type of economic development investment a community may need or desire.It won't just happen.

If communities want to attract jobs to their region and have those employees live in their towns, they need to think about their housing stock and the review and approval systems they have in place for land development, new home construction and the renovation of existing homes.If they have a shortage of housing, they need to look at how their systems may be impeding such development and determine what they might be able to do to attract such investment in the future.

Lengthy and complicated review processes represent an especially difficult challenge for obtainable (quality housing options at low and moderate price points) housing development.With a lower return on investment, obtainable housing projects suffer disproportionately from costs associated with regulatory processes and delay.Not surprisingly, fewer attainable housing units are being built.According to the National Association of Home Builders (NAHB), an ever-increasing portion of the cost of a new home is attributable to the cumulative effect of these types of costs.On average, nationally, 25% of the cost of a typical home can now be attributed to these costs—everything from mandated studies to multiple site reviews, delays, permit and other fees, code requirements, etc.In this landscape, communities that can distinguish themselves by streamlining these processes and removing barriers to investment will benefit now, more than ever.An efficient review and approval (continued)

process will benefit not only the builder/developer, but the government and taxpayers of communities across the state by keeping housing affordable and expanding the local population and tax base.More families, more children and more homes equal more money for schools and local government.

Regions that develop the most efficient practices designed to attract investment will gain housing options for their citizens and grow.Those that maintain the status quo, or actually increase burdens, will lose out and see their communities passed by.

S.C. is projected to build more than 30,000 single family homes in 2023. The estimated economic impact is at least:

--$5.37 billion in income for South Carolina residents,

-$1.15 billion in taxes and other revenue for the state and local governments in the state and;

-82,252 new jobs in South Carolina.

The additional, annually recurring impacts of building 30,000 single-family homes in South Carolina include:

-$798 million in income for South Carolina residents,;

-$292.56 million in taxes and other revenue for the state and local governments in the state and;

-16,248 new jobs in South Carolina.

These are ongoing, annual local impacts that result from the new homes being occupied

and the occupants paying taxes and otherwise participating in the state economy year after year.

Each new home built equates to 3.4 full time jobs over a 12-month period and 1.2 permanent jobs.This multiplier effect stems from all the home furnishings and other products and services purchased by home buyers.New residential construction produces an operating surplus to local governments. Expanding South Carolina's building industry has numerous positive impacts and is necessary to expand job creation and our population base.

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2023 HBASC Executive Committee

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District #5 - Horry/Georgetown HBA and the HBA of the Greater Pee Dee

PINNACLE AWARDS

2022 CALL FOR ENTRIES

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CONTACT :

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SAVE THE DATE

HBASC STATE CONVENTION

October 6-8th, 2023

Renaissance Asheville Downtown

www.hbaofsc.com

NAHB Priced-Out Estimates for 2023

March 2023

Special Study for Housing Economics

Na Zhao, Ph.D. Economics and Housing Policy

National Association of Home Builders

This article presents the NAHB's "priced out estimates" for 2023, showing how higher prices and interest rates affect housing affordability. The 2023 US estimates indicate that a $1,000 increase in the median new home price ($425,7861) would price 140,436 households out of the market. As a benchmark, 96.5 million households are not able to afford a new median priced new home. A $1,000 home price increase would make 140,436 more households disqualify for the new home mortgage. Elevated mortgage interest rates, together with higher home prices, create affordability challenges, particularly for first-time buyers.

Other NAHB estimates in this paper show that for 2023, 25 basis points added to the mortgage rate at 30-year fixed rate of 6.25% would price out around 1.3 million households. In addition to the national numbers, NAHB once again is providing priced out estimates for individual states and more than 300 metropolitan areas.

The Priced-Out Methodology and Data

The NAHB priced-out model uses the ability to qualify a mortgage to measure housing affordability, because most home buyers finance their new home purchase with conventional loans, and because convenient underwriting standards for these loans apply. The standard NAHB adopts for its priced-out estimates is that the sum of the mortgage payment (including the principal amount, loan interest, property tax, homeowners' property and private mortgage insurance premiums (PITI), is no more than 28 percent of monthly gross household income.

As a result, the number of households that qualify for mortgages for a certain priced home depends on the household income distribution in an area and the mortgage interest rate at that time. The most recent detailed household income distributions for all states and metro areas are from the 2021 American Community Survey (ACS). NAHB adjusts the income distributions to reflect the income and population changes that may happen from 2021 to 2023. The income distribution is adjusted for inflation using the 2022 median family income at the state and metro levels and then extrapolated into 2023. The number of households in 2023 is projected by the growth rate of households from 2019 to 2021.

Other assumptions of the priced-out calculation include a 10% down payment and a 30-year fixed rate mortgage at an interest rate of 6.25% with zero points. For a loan with this down payment, private mortgage insurance is required by lenders and thus included as part of PITI. The typical private mortgage insurance annual premium is 73 basis points, 4 based on the standard assumption of a national median credit score of 7385 and 10% down payment and 30- year fixed mortgage rate. Effective local property tax

Homeowner insurance rates are constructed from the 2019 ACS Public Use Microdata Sample (PUMS)6 . For the US as a whole, the effective property tax rate is $10.7 per $1,000 of property value and typical homeowner insurance is $3.6 per $1,000 of property value.

U.S. Priced-Out Estimates

Under these assumptions, 35.9 million of the 132.5 million US households could afford to buy a new median priced home at $425,786 in 2023. A $1,000 home price increase will thus price 140,436 households out of the market for this home. These are the households that can qualify for a mortgage before a $1,000 increase but not afterwards, as shown in Table 1 below.

Table 1. US Households Priced Out of the Market by Increases in House Prices, 2023

Area	Mortgage Rate	House Price	Monthly Mortgage Payment	Taxes and Insurance	Minimum Income Needed	Households Unable to Afford the Median Price
United States	6.25%	$425,786	$2,544	$481	$129,645	96,537,344
United States	6.25%	$426,786	$2,550	$482	$129,950	96,677,780
Difference		$1,000	$6	$1	$304	140,436

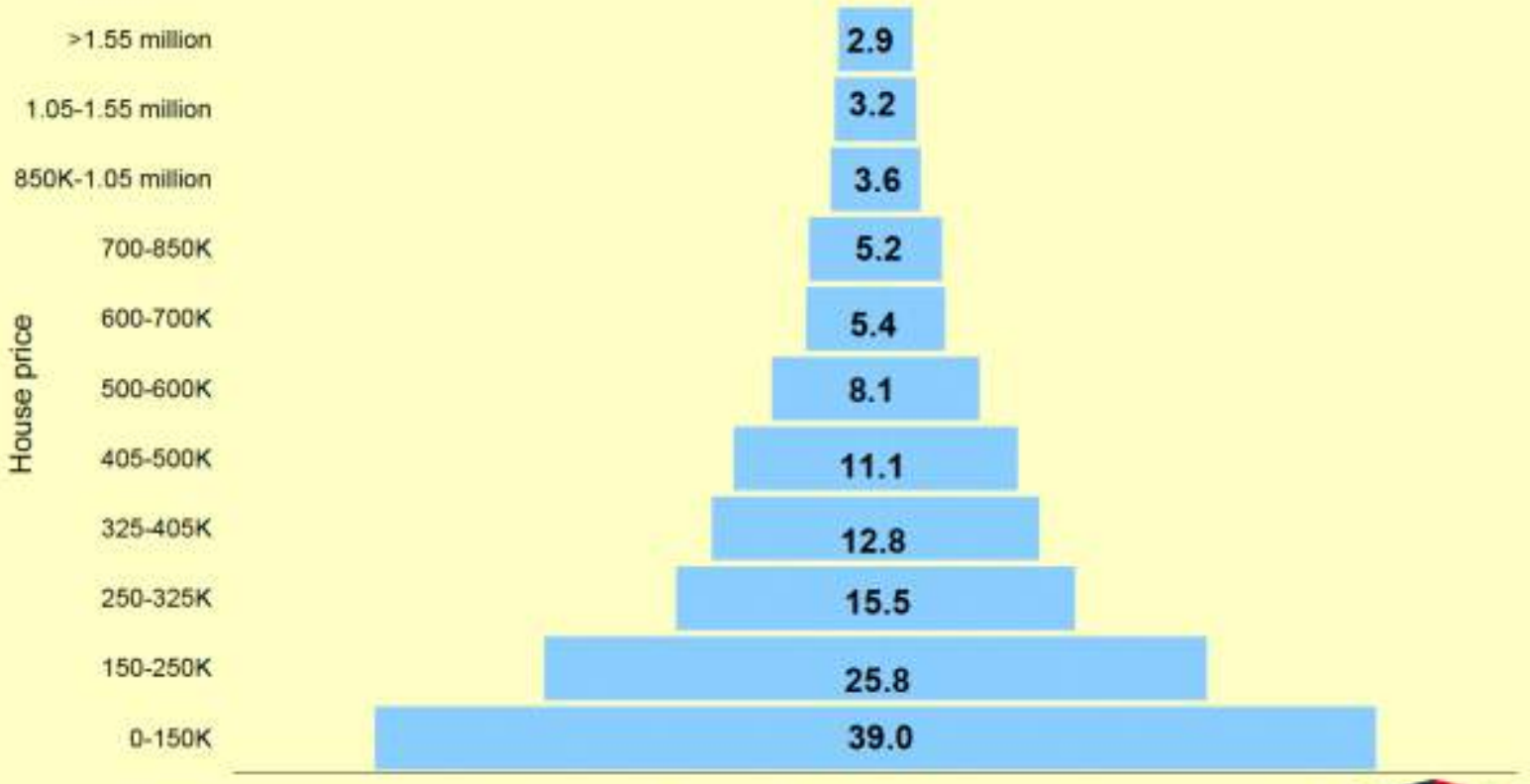
Calculations assume a 10% down payment and a 73 basis point fee for private mortgage insurance.
A Household Qualifies for a Mortgage if Mortgage Payments, Taxes, and Insurance are 28% of Income

US Household Income Distribution for 2023				
Income Range:			Households	Cumulative
$0	to	$11,000	7,986,189	7,986,189
$11,001	to	$16,501	5,109,466	13,095,654
$16,502	to	$22,002	4,803,477	17,899,132
$22,003	to	$27,503	5,133,510	23,032,642
$27,504	to	$33,003	5,039,706	28,072,348
$33,004	to	$38,504	5,315,092	33,387,441
$38,505	to	$44,005	5,049,951	38,437,391
$44,006	to	$49,505	5,236,353	43,673,744
$49,506	to	$55,006	4,632,695	48,306,439
$55,007	to	$66,008	9,455,402	57,761,842
$66,009	to	$82,510	12,815,946	70,577,788
$82,511	to	$110,013	16,905,320	87,483,108
$110,014	to	$137,517	12,685,395	100,168,502
$137,518	to	$165,021	8,856,542	109,025,044
$165,022	to	$220,028	10,486,472	119,511,516
$220,029	to	More	12,958,194	132,469,710

[2] The state median family income is published by Department of Housing and Urban Development (HUD).
[3] The MSA median family income is calculated by HUD and published by Federal Financial Institutions Examination Council (FFIEC).
[4] Private mortgage insurance premium (PMI) is obtained from the PMI Cost Calculator(https://www.hsh.com/calc-pmionly.html)
[5] Median credit score information is shown in the article "Four ways today's high home prices affect the larger economy" October 2018 Urban Institute https://www.urban.org/urban-wire/four-ways-todays-high-home-prices-affect-larger-economy
[6] Producing metro level estimates from the ACS PUMS involves aggregating Public Use Microdata Area (PUMA) level data according to the latest definitions of metropolitan areas. Due to complexity of these procedures and since metro level insurance rates tend to remain stable over time, NAHB revises these estimates only periodically.

The U.S. housing affordability pyramid represents the number of households that could only afford homes of no more than a certain price. Based on conventional assumptions and underwriting standards, the minimum income required to purchase a $150,000 home at the mortgage rate of 6.25% is $45,672.63. In 2023, about 39 million households in the U.S. are estimated to have incomes no more than that threshold and, therefore, can only afford to buy homes priced no more than $150,000. These 39 million households form the bottom step of the pyramid (Figure 1). Of the remaining households who can afford a home priced at $150,000, 25.8 million can only afford to pay a top price of somewhere between $150,000 and $250,000 (the second step on the pyramid). Each step represents a maximum affordable price range for fewer and fewer households. Housing affordability is a great concern for households with annual income at the lower end of the distribution. (continued on page 12)

Figure 1. US Households (in Millions) by Highest Priced Home They Can Afford Based on Income: 2023



Source: Calculations by the National Association of Homebuilders Housing Policy Department, based on income data from the 2021 American Community Survey Public Use Microdata Sample File, U.S. Census Bureau

NAHB National Association of Home Builders

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SCAN TO LEARN MORE:

Households Priced Out of the Market by a $1,000 Price Increase, 2023

Metropolitan Statistical Area	Median New Home Price	Income Needed to Qualify	Households All	Households Who Can't Afford Median Price	Households Priced Out
South Carolina	**404,514**	**11,055**	**2,126,805**	**1,597,965**	**1,908**
Aiken-Augusta, SC-GA	370,027	110,593	233,063	167,022	265
Charleston-North Charleston-Summerville, SC	499,699	145,375	329,286	250,069	239
Charlotte-Gastonia-Rock Hill, NC-SC	469,445	138,191	1,119,126	847,316	845
Columbia, SC	262,421	77,707	351,465	186,359	590
Florence, SC	199,474	58,443	77,988	44,206	147
Greenville-Anderson, SC	282,624	81,724	398,342	224,612	746
Hilton Head Isl;amd-Bluffton-Beaufort, SC	584,145	171,536	95,682	81,195	39
Myrtle Beach-North Myrtle Beach-Conway, SC	356,523	103,795	223,427	153,204	301
Spartanburg, SC	274,862	80,643	136,043	82,521	292
Sumter, SC	258,079	77,058	52,936	35,787	69

State and Local Estimates

The number of priced out households varies across both states and metropolitan areas, largely affected by the sizes of local population and the affordability of new homes. The 2023 priced-out estimates for all states and the District of Columbia are shown in Table 2, which presents the projected 2023 median new home price estimates and the amount of income needed to qualify the mortgage, the number and the percent of households who cannot afford the new homes, and the number of households could be priced out if price goes up by $1,000. Among all the states, Florida registered the largest number of households priced out of the market by a $1,000 increase in the median-priced home in the state (9,573), followed by Texas (9,151), and California (7,243), largely because these three states are the top three populous states. Table 3 shows the 2023 priced-out estimates for over 300 metropolitan statistical areas and metro divisions. The metropolitan area (or metro division) with the largest priced out effect, in terms of absolute numbers, is Houston-The Woodlands-Sugar Land, TX, where 3,054 households will be disqualified for a new median-priced home if price goes up by $1,000. The Atlanta-Sandy Springs-Alpharetta, GA metro area registers the second largest number of priced-out households (2,626), followed by Chicago-Naperville-Evanston, IL metro division (2,467) and New York, Jersey City-White Plains, NY-NJ metro division (2,065). Different impacts of adding $1,000 to a new home price are largely due to different sizes of metro population and the affordability of new homes to begin with. The largest priced-out effect is in the Houston, TX metro area, where 2.1 million households are unable to afford the median-priced new home initially, and a $1,000 increase prices out an additional 3,054. Compared to the Houston metro area, the relatively larger priced-out effect in the New York-Jersey City-White Plains, NY-NJ metro division is because of the largest population size among all metro areas and metro divisions.

ınterest Rates

The NAHB 2023 priced-out estimates also present how interest rates affect the number of households that would be priced out of the new home market. If mortgage interest rate increase, the monthly mortgage payments will rise as well and therefore higher household income thresholds are needed to qualify for a mortgage loan. Table 4 shows the number of households priced out of the market for a new median priced home at $ 425,786 by each 25 basis-point increase in interest rate from 3.5% to 8%. When interest rates increase from 6.25% to 6.5%, around 1.28 million households can no longer afford buying median-priced new homes. An increase from 6.5% to 7% prices approximately 1.29 million households out of the market. However, about 917,000 households would be squeezed out of the market if interest rate goes up to 7.25% from 7%. This diminishing effect happens because only a few households at the smaller end of household income distribution will be affected. In contrast, when interest rates are relatively low, a 25 basis-point increase would affect a larger number of households at the larger section of the income distribution.

Table 4. U.S. Households Priced Out of the Market by an Increase in Interest Rates, 2022

Mortgage Rate	Median New House Price	Monthly Mortgage Payment	Taxes and Insurance	Minimum Income Needed	Households That Can Afford House	Change in Households	Cumulative Change
3.50%	$425,786	$1,881	$481	$101,202	50,403,369		
3.75%	$425,786	$1,937	$481	$103,621	48,916,640	-1,486,729	-1,486,729
4.00%	$425,786	$1,994	$481	$106,075	47,408,011	-1,508,629	-2,995,358
4.25%	$425,786	$2,052	$481	$108,564	45,877,919	-1,530,092	-4,525,450
4.50%	$425,786	$2,111	$481	$111,088	44,491,512	-1,386,407	-5,911,857
4.75%	$425,786	$2,171	$481	$113,645	43,312,175	-1,179,337	-7,091,194
5.00%	$425,786	$2,231	$481	$116,234	42,117,769	-1,194,406	-8,285,600
5.25%	$425,786	$2,293	$481	$118,856	40,908,653	-1,209,116	-9,494,716
5.50%	$425,786	$2,354	$481	$121,509	39,685,191	-1,223,462	-10,718,178
5.75%	$425,786	$2,417	$481	$124,192	38,447,750	-1,237,441	-11,955,619
6.00%	$425,786	$2,480	$481	$126,904	37,196,702	-1,251,048	-13,206,667
6.25%	$425,786	$2,544	$481	$129,645	35,932,420	-1,264,282	-14,470,949
6.50%	$425,786	$2,609	$481	$132,414	34,655,276	-1,277,144	-15,748,093
6.75%	$425,786	$2,674	$481	$135,210	33,365,647	-1,289,629	-17,037,722
7.00%	$425,786	$2,740	$481	$138,033	32,135,530	-1,230,117	-18,267,839
7.25%	$425,786	$2,806	$481	$140,880	31,218,499	-917,031	-19,184,870
7.50%	$425,786	$2,874	$481	$143,753	30,293,530	-924,969	-20,109,839
7.75%	$425,786	$2,941	$481	$146,649	29,360,880	-932,650	-21,042,489
8.00%	$425,786	$3,009	$481	$149,568	28,420,804	-940,076	-21,982,565

Builder Spotlight

Builder Spotlight: Classic Homes of Myrtle Beach

Classic's Third Southern Living Showcase Home Opens March 22

Classic, comprised of the mother/son team of Susan White and Berkley White, has built more than 1,000 homes in the Carolinas and has almost 70 years of combined experience in homebuilding.

Well-known and well-respected, Berkley, a prestigious master builder, was named South Carolina Builder of the year in 2013. He has served two terms as President of the

Horry-Georgetown Home Builders Association and has been a member since 1997. He currently serves on HGHBA's local Board of Directors and has served in that capacity at the state level. Susan, who, in addition to Classic Homes, presides over Classic Interiors,is an accomplished chef whose magic touch graces the kitchens of all of Classic's homes. Her recipes have appeared in numerous publications, most recently in*Bon Appetit.*

A member of the Southern Living Custom Builder Program for nearly two decades, Classic introduced the area's first Southern Living Custom Builder Program Home to the Grand Strand in 2012 and opened their second Showcase Home in Georgetown County in 2017. Their third Southern Living Showcase Home, The Inverness, opens in Brunswick County, North Carolina, on March 22, with tours running through April 1.

Classic is one of only 100 builders throughout the United States, handpicked by Southern Living, that meets the stringent criteria that set the Southern Living Builder apart. This invitation-only program selects custom builders acclaimed for their detailed craftsmanship, excellence in customer service, financial stability, and use of quality building materials.

"Classic Homes is an asset to our industry and to our community. Their commitment to excellence and their passion for customer service sets the bar high, " said Rose Anne O'Reilly, Executive Director of the Horry Georgetown Homebuilders Association.

HILTON HEAD HOME BUILDERS EDUCATION FOUNDATION SCHOLARSHIPS

The Hilton Head Home Builders Education Foundation is a 501(c)(3) non-profit charitable organization administered by the Hilton Head Area HBA and formed to support and raise funds for continuing education throughout Beaufort, Jasper and Hampton Counties.

SCAN HERE TO LEARN MORE

DEADLINE TO APPLY

May 1, 2023

HBASC Legislative Bus Trip to Washington, D.C.

Join fellow members of the HBASC as we travel to Washington, D.C. We will meet with our elected officials in their Washington offices to talk about issues that are important to our industry.

June 6-8th, 2023

Click here to register!

Calendar of Events

April

19th-Building Industry Association of Central SC's
SMC Pour War

21st-Builder Industry Association of Central SC's M.P.
Nieri BIA Bass Classic

22nd-Charleston HBA's Golf Tournament

22nd-Hilton Head Area HBA's Clay Shoot Tournament

27th-HBA of Greater Pee Dee's Annual Golf Tournament

May

4th-Charleston HBA's Tacos & Tequila

11th-Greenville HBA's Spring Golf Tournament

25th-Builder Industry Association of Central SC's Golf Classic

June

6-8th- Bus Trip to Washington, DC

11th-Greenville HBA's Spring Golf

15th-Spartanburg HBA's Family Picnic

25th-Builder Industry Association of Central SC's Golf Classic

By Joining the SC Builders PAC
You are Protecting the Future of the Housing Industry.

Fire Sprinkler Bill. Stopped the mandate of residential fire sprinklers.

Annual Benefit: More than $100 million

Construction GL Insurance. Supported a bill that protects against faulty construction claims.

Annual Benefit: $100 million

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Annual Benefit: Over $150 million

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Len Reed

Click here to join today!

Thanks to all who contribute to S.C. Builders PAC. You make a difference!

3/31/23

Local Happenings

Charleston HBA members enjoyed their Chili Cook Off.

Local Happenings

Building Industry Association of Central SC had a great turn out for the Carolina Classic Home & Garden Show.

BIA
Building Industry Association of Central South Carolina

Hilton Head Area HBA celebrated Andrea Eldred (left) with Element Construction as the 2022 Builder Member of the Year!

Hilton Head Area HBA also celebrated Lisa Henry (right) with Coastal State Bank who is the 2022 Associate Member of the Year!

HORRY GEORGETOWN
HOME BUILDERS ASSOCIATION

Local Happenings

2023 marks the 43rd Annual Home Show for Horry-Georgetown Home Builder Association. This year's show was held at the Myrtle Beach Convention Center hosting venders from roofing companies to a local mural artist. Surpassing pre-pandemic attendance numbers, Home Show visitors enjoyed cooking, gardening, and home remodeling seminars. HGHBA Builder Care sponsored the Pet Project, a yearly charity silent auction benefiting Grand Strand Humane Society which raise over $27k for the cause. The Humane Society also held pet adoptions in their booth, adopting 29 pets to new homes over the 3-day show. Both vendors and visitors agreed that the 2023 Home Show was a big success.

HORRY GEORGETOWN
HOME BUILDERS ASSOCIATION

Local Happenings

HBA of Anderson members celebrated St. Patrick's Day with their annual golf tournament. It was a fun day with great weather!

HOME BUILDERS ASSOCIATION
OF ANDERSON

2023 HBASC Hammer & Trowel Award Winner

The Hammer & Trowel Award is given annually to an official (elected or appointed) who has had the greatest positive impact on the State's housing industry during the previous twelve months.Local Home Builders Associations submit nominations to the HBA of South Carolina's Executive Committee, who vote by secret ballot. The 2023 winner was announced at the 53rd annualBird Supper on Tuesday, April 4. The Bird Supper is the longest running legislative event at the S.C. Statehouse.

The 2023 Hammer and Trowel Award was presented to Representative William E. "Bill" Sandifer III in recognition of his outstanding service, as a member of the South Carolina House from Oconee and Pickens Counties for his unwavering support of the South Carolina home building industry. This is Representative Sandifer's second such honor. He was originally awarded the Hammer and Trowel in 1998 and was inducted into the S.C. Housing Hall of Fame in 2010.

Representative Sandifer has been closely allied to the residential construction industry and has been instrumental in supporting legislation that promotes the residential building industry, and more importantly, home ownership for the citizens of South Carolina.He has been a staunch supporter of the home builder agenda and has been a leader on promoting affordable housing.Representative Sandifer has always been a strong supporter and a friend to the Home Builders Association and to our industry.

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Local Happenings

The Bird Supper
A Legislative Tradition Since 1970

The HBA of SC's 53rd Annual Bird Supper was a huge success. Thanks to all of our members statewide who came to let their voices be heard!

Local Happenings

DO YOU HAVE A DREAM VACATION?

The HBA of S.C. wants to send you on it!

Enter the HBA of S.C. Dream Vacation Raffle and WIN up to **$3,500** plus two airline tickets to put toward the vacation of your dreams!

$25 Raffle Ticket / 5 for $100

Winner will be chosen at the 2023 HBASC Fall Convention.
Need not be present to win. **All proceeds will go to the S.C. Builders PAC.**

Airline tickets for two will be booked by the HBASC and determined by airline availability.

Special thanks to Ryan Kaiser, Enchanted Construction, LLC, for his donations to make this Raffle possible.

Can't Make up Your Mind Where to Go?

Here are some suggestions for a 7 Night Stay...

- **London, UK - Four Seasons Hotel**
- **Maui, Hawaii - Hyatt Regency Maui**
- **Sydney, Australia - Hyatt Regency Sydney**
- **Phuket, Thailand - Centara Grand Beach Hotel**
- **Stockholm, Sweden - Lydmar Hotel**
- **Buenos Aires, Argentina - Alvear Palace Hotel**
- **Vancouver, Canada - The Fairmont Hotel**

Raffle is sponsored by the HBA of S.C. and all proceeds will be donated to the SC Builders' PAC.
Tickets can be purchased at www.HBAofSC.com

Home Builder's Association of South Carolina
625 Taylor Street, Suite A, Columbia SC, 29201

South Carolina Builders Political Action Committee

Click on this page to get your ticket today!

Welcome New Members!

Brandon Davis, BCD Services Upstate LLC

Sam Parkinson, Daniel Builders INC.

Rick Schroder, Seamon Whiteside & Associates

John Farrell, Farrell Real Estate

Josh Lawhon, JGL Builders of Florence LLC

J Green, Killingsworth Environmental

Chad Charles, Charles and Associates

Jeff Jackson, Palmetto Home Specialists

Alec Manley, Joel's Floor Coverings

Kenneth McDaniel, Piedmon Technical

Josh Rabon, Civil Engineering of Columbia

William Beatson, Terminix Services Inc

Heather Rakestraw, First Citizens

Jason Parker, J &H Clearing and Grading LLC

Michael Pruner, Prunedog LLC Homebuilders

Jan Britton, The Britton Flooring Company

Kurt Becht, Sanders Brothers Construction

Bo Brown, Charleston Green

Chris Coy, Cline Homes

Neal Crowell, Cinder Creek Construction

Katie Fischer, New Leaf Builders LLC

Hope Francis, South State Banks

Corey Hanson, Cooper Store Construction

Dorothy Morgan, Carolina One New Homes

Lindsay Romberg, Axon Homes

Andy Salafia, Freehold Communities

Jamie Waite, Lennar Carolinas LLC

Tommy Albrecht, Albrecht LLC

Mike Gaddy, Ashton Woods Homes

Melissa Muhl, Ashton Woods Homes

Jake Tester, Ashton Woods Homes

Ginny Crisp, BC Home Design

Jim Swingle, Beazer Homes

Karen Kafoglis, Charleston Lighting & Interiors

Kara Crowell, Cinder Creek Construction

Olivia Wagner, Cosentino Savannah

Jacalyn Pelloni, CPI Security Systems

Harry Smith, Fifth Third Bank

Brian Gardner, Fox Creek Homes LLC

Strick Strickland, Generator Super Center

Johnnie Harkness, Harkness Rentals

Kelly Hostetter, Hunter Quinn Homes LLC

William McElveen, Hunter Quinn Homes LLC

Kerry Leach, Lennar Carolinas LLC

Sophia Hume, Nest Homes Coastal

Michael Ross, Ross Construction

Michael McAuliffe, Saussy Burbank Inc

Mark Faenza, Seamer Construction Group, Inc

Matthew Snipes, TD Bank

Welcome New Members!

Sarah Bennett, Better Homes and Garden Real Estate Medley (Team Sarah)

Kaitlyn Berger, Hurricane Builders

Blake Branham, Haven Homes LLC

Lucas Bunch, Lafaye Homes

Paul Calvo, Paul Cavo School.net

Rich England, Four Seasons Sunrooms of Columbia

Ben Froemming, Mungo Construction

Amy Goodrum, Silverton Mortgage

Shaun Green, Green Exterior Remodeling

Pamela Harper, Applicance Home Store

Bob Hutchinson, Mungo Construction

Chad Johnson, JCC Roofing LLC

Bradley Jones, Homeowners Mortgage

Tracey Kornemann, Onyx Properties LLC

Marcus Kyprianou, 84 Lumber

McLain Manning, Longfield Residential LLC

Christopher McKenzie, Trumac Construction LLC

Mal McLean, Homeowners Mortgage

Trey Mclednon, Haven Homes LLC

Ben Moore, Old South Iron Works LLC

Kerwin Morns, Homewoners Mortgage

Christ Muenzer, Champion Window C. of Columbia

M. Stewart Mungo, Developer's Capital

Tamara Nieri, PCLD Co.

Lamont Watson, Guild Mortgage Company

Neil Winter, Enloe Inc.

Jon Ryan, A-1 Equipment Rentals LLC

Richard Morris, Amo Plumbing LLC

Abigail Goodlett, Connelly Builders Inc.

Robert Goodlett II, Connelly Builders Inc.

Dexter Ashford, D. Ash Pressure Washing Serivces

Doc Haynie, DocWild Inc

Greg Howell, Great Southern Homes

Clayton Bautista, iFoam Insulation

Dallas Massey, Massey Engineering LLC

Carrie Collins, PCLD Co.

Marlon Souza, Queen's Cabinetry and Fllooring Group

Deja Montgomery, Southern Traditions Window Fashions

Ashley Jefferes, Tip-Top Roofing & Construction LLC

Jamie Pimental, United Community Bank

Curtis Urps, CBU Enterprise

David Jones, Anchor Home Services LLC

Louie Mullikin, Bath Fitter

Ben Scott, Beyond Blueprint

Brittany Scott, Beyond Blueprint

Randy Solomon, Century Complete

Mark Nowell, CertaPro Painters of Greenville

Stephen Edgerton, Coldwell Banker Caine

Ginger Smith, Coldwell Banker Caine

Hailey Evans, Design Your Dream

Lisa Briganti, Distinguished Realty of South Carolina

Brian Hardyman, Distinguished Realty of South Carolina

Christa Sorauf, Duo Designs

Stephanie Jennett, Ferguson Enterprises Inc.

Susan Smith, Ferguson Enterprises Inc.

James Anderson, First Community Bank

Melissa Dryden, Greenvillw Winsupply

Alexis Howes, Greenville Winsupply

Jake Way, Greenville Winsupply

Brian DeRoberts, Kristopher Homebuilders LLC

Kirk Bingenheimer, Lennar

Mark Thoennes, Mark Thoennes Builders LLC

Kyle Neely, Neely Builder Group

Lauren Neely, Neely Builder Group

Kyle Neely, Neely Custom Builder

Jason Sumter, Red Clay Real Estate Group

Jennifer Eidson, Resource Financial Services

Matt Vaughn, Resources Financial Services

Yelesay Cholak, Summit Countertops

Sean Twitty, Surface Bella

Ashley Hyatt, Swamp Rabbit Moving

James Brown, Terminix Services

Randy Hunter, Terminix Services

Brett Lee, Terminix Services

Galen Roche, Terminix Serivces

Jason Blodgett, United Community Bank

Paula Buckles, United Community Bank

Dwight Fortenberry, United Community Bank

Welcome New Members!

Kathleen Mayers, KMP Flooring

Deanna Alkire, Compass Studio

Dan Anderson, D Anderson Construction Co Inc

Jake Baker, Dominion Energy South Carolina

Jason Borjas, Foret Architectural Millwork LLC

Margaret Bowers, Cosentino

Robery Boyer, Intrinsic Home Builders LLC

Tom Bulcock, Coldwell Banker Access Realty

Spencer Callantine, NightScapes Lighting

Ashley Eastman, Eastman Marine Construction

Brian Edwards, James Hardie Building Products

Joe Haddad, KBRS Inc.

Jim Hershey, Four Corners Building Supply

Deanne Kirkpatrick-McVey, Energy One America LLC

Teyi Lawson, Pult Homes/Coastal Carolinas Division

Stephanie Leigh, Grand Living Homes

Christine McGlinn, Momentum Administrative Solutions

Mike Quigley, TD Bank

Monty Schwartz, Hilton Head Solar

Brandi Strong, JDC Creations LLC

Bree Thomas, MBC Pools

Dave Wachter, Construction Week

Ben Walters, PLAY

Jordan Young, BOW Metal Masters LLC

Carl Young, Allen Patterson Builders

Ben Payne, Coastal Low Voltage

Randy Giles, Contractors Depot

Eric Eckert, Epperson Service Experts

Pattie DiSilverstre, Hargray Communications

John Ehlers, HUB International Insurance

Jim Davis, JRP Construction

Patrick Dantzler, Lowcountry Land Services LLC

Ray Gillespie, Mosquito Nix

Dalton Cornforth, Palmetto Exterminators Inc

Charles mongo, Quality Exteriors SC

Ryan Bishop, R & D Timber Co, Inc

Britt Bader, Rosco Industrial Supply Co. Inc.

Ashely Kafka, Sub-Zero/Wolf

Matthew Longwell, Sweetgrass

Eric Bitetto, Semper Fortis Financial LLC

Bruce Carrell, The Carrell Group

Gilford Edwards, RDG Builders LLC

Nicholas Kenworthy, Tidewater Morgage Services Inc.

James Leone, Gator-Strong LLC

Mickey Lyles, At Your Service Plumbing and Drain Cleaning

Ben McNeal, RDG Builders LLC

Julie Edwards Nealy, Coastal Lifestyle Construction Inc

Alexander Pettus, Gold Medallion Homes

Steve Rowland, Maverick Warranties and Insurance

Bradley Shuford, SIC

Nicholas Skodras, At Your Service Plumbing and Drain Cleaning

Paul Stecker, Union Home Mortgage

Justin Joslin, Gator-Strong LLC

Strick Strickland, Generator Super Center

Jessica White, Get Floored

Jarrod Pettus, Gold Medallion Homes

Matt Holliman, Greenise Technologies LLC

Joey Hill, Guy C Lee Building Materials

Dan Mallon, Home Depot

Lou Dangelico, Lukjan Metal Products

Wendy Moore, Certainty Home Lending

John Morrison, Comporium Inc.

Robert Knecht, Altenloh Brinck & Co

Cody Townes, Carter Lumber

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FOR MORE INFO, CONTACT
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THE AVERAGE REBATE PER BUILDER / REMODELER COMPANY WHO PARTICIPATED IN 2021 WAS:

$1,582.20

HBA REBATES

Builders Average Rebate 2021

$ 737.35	$3,014.66	$13,068.44
Under 20 Addresses	Over 20 Addresses	Multi-Family Builders

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