South Carolina Builder Journal

Congratulations!

HAMMER & TROWEL WINNER 2025

Representative Bill Hixon

Bird Supper Recap

Millennial Buyers Preference

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PRESIDENT'S MESSAGE

Eddie Yandle,
Executive Construction, LLC

Dear HBASC Members,

It continues to be an incredible honor to serve as your President during this pivotal year for the homebuilding industry in South Carolina. Your resilience, commitment, and passion inspire me every day as we work together to protect and grow the opportunities for our members and the families we serve.

We have faced—and continue to face—significant challenges, particularly in the battle for meaningful tort reform. I want to personally thank each of you for your support, outreach, and perseverance. Although the fight is not over, your engagement has made a real difference. We have kept the pressure on lawmakers, educated our communities, and brought attention to how abusive litigation practices hurt home affordability and small businesses. Your voice matters, and together, we are moving the needle.

At the same time, we should be proud of the harmful legislation we have successfully fought back—efforts that would have further restricted attainable housing across our state. Thanks to your advocacy, we have been able to stave off proposals that would have increased costs, created unnecessary regulatory burdens, and pushed the dream of homeownership even further out of reach for too many South Carolinians.

Momentum is building, and the months ahead will offer key opportunities to stay engaged and strengthen our industry's future. In June, we will travel to Washington, D.C., for **SpringBoard**, where we'll meet with our federal partners and continue to advocate for attainable housing, responsible regulation, and a strong construction workforce. I encourage all of you to join us and ensure South Carolina's voice is heard loud and clear on Capitol Hill.

This fall, I am thrilled that we will gather together at the **HBASC Convention in Greenville, October 10–12**. It promises to be an energizing time to connect, celebrate our wins, and prepare for the battles ahead. I hope to see all of you there—it will be a convention you will not want to miss!

Our association's strength lies in each of you. Your participation, leadership, and support of the SC Builders PAC have helped position us for success in 2025 and beyond. Let's keep our energy high, our voices strong, and our commitment unshakable.

Together, we can ensure that South Carolina remains a place where hardworking families can achieve the American Dream of homeownership.

Thank you for all you do for our association, our communities, and our state.

Residential Permits

RESIDENTIAL PERMITS - March 2025	2025 Total	Y-O-Y Diff.	March Totals	1 Unit (SF)	2 Units (Duplex)	3 and 4 Units	5 Units or More (Apts)
South Carolina	**11,920**	**2%**	**4,280**	**3,364**	**100**	**97**	**719**
Augusta-Aiken, GA-SC	1,238	23%	631	298	0	4	329
Charleston-North Charleston, SC	2,135	2%	732	532	12	36	152
Charlotte-Rock Hill, NC-SC	6,735	15%	2,471	1,622	10	0	839
Columbia, SC	1,241	0%	475	413	10	52	0
Florence, SC	195	13%	66	62	4	0	0
Gaffney, SC	42	1%	13	13	0	0	0
Greenville-Anderson-Greer, SC	2,575	3%	797	593	68	16	130
Greenwood, SC	76	21%	19	19	0	0	0
Hilton Head Island-Bluffton-Port Royal, SC	700	0%	200	200	0	0	0
Myrtle Beach-Conway-North Myrtle Beach, SC	1,784	10%	656	642	0	3	11
Newberry, SC	42	1%	12	12	0	0	0
Orangeburg, SC	22	0%	8	8	0	0	0
Spartanburg, SC	828	3%	291	291	0	0	0
Sumter, SC	104	17%	38	32	6	0	0

SOURCE: US CENSUS BUREAU

2025
Pinnacle Awards

Call for Entries

EARLY BIRD ENTRIES (DISCOUNTED RATE) DUE BY FRIDAY, AUGUST 22, 2025.

ALL ENTRIES MUST BE RECEIVED BY FRIDAY, SEPTEMBER 5TH, 2025.

WINNERS ANNOUNCED AT THE HBASC CONVENTION ON FRIDAY, OCTOBER 17TH, 2025.

tmorrison@hbaofsc.com
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803-771-7408

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JOIN SC BUILDERS PAC

What **HBASC** advocacy does for you

STOPPED the passage of the Fire Sprinkler bill, which would have mandated the installation of fire sprinklers in all new homes built beginning in 2011.

POTENTIAL SAVINGS: More than $100 million annually.

PASSED the Permit Extension bill, which prevents the wholesale abandonment of already-approved projects by extending the term of the permits for a set period of time as the economy improves.

POTENTIAL SAVINGS: $15 million

PASSED a bill that reversed the S.C. Supreme Court's ruling on Crossman v. Harleysville Mutual and protects builders from faulty construction claims and provides stability with insurance coverage.

POTENTIAL SAVINGS: $100 million annually.

Advocated the adoption of a bill that addressed the significant increase in unemployment insurance premiums. The bill reduced the insurance premium to all employers by 25%.

POTENTIAL SAVINGS: More than $15 million annually.

South Carolina Builders Political Action Committee

Support S.C. Builders PAC to protect the future of the housing industry!

Contributions are per calendar year. S.C. Builders PAC can accept personal or corporate contributions.

Contribution Level

Hammer & Trowel Club
- ☐ $2,500 annually
- ☐ $1,250 semi-annually
- ☐ $625 quarterly

Capital Club
- ☐ $1,000 annually
- ☐ $500 semi-annually
- ☐ $250 quarterly

Gold Hammer
- ☐ $500 annually
- ☐ $250 semi-annually

Silver Hammer
- ☐ $250 (payment in full)

Bronze Hammer
- ☐ $100 (payment in full)

SC Builders PAC Donor
- ☐ $_____

Payment Method (choose one).

☐ **Personal Check** (Payable to SC Builders PAC) ☐ **Online Payment** (www.hbaofsc.com with PayPal)

☐ **Credit Card** at HBASC Office (choose one) VISA MasterCard

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About Kiah

Kiah Stone is a Risk Management Specialist for the 2-10 Home Buyers Warranty (2-10) New Home Division, covering South Carolina, Savannah, Augusta, and Coastal Georgia.

Kiah is a longtime valued member of Team 2-10 who has experienced success across two distinct roles. From 2011 to 2021, Kiah was a top-producing Senior Account Executive for 2-10's Real Estate Division. He enjoys meeting and working with professionals in the home-building industry to build meaningful relationships and help them accomplish their goals.

Kiah values his clients and always strives to put their needs first. He is a service-oriented sales professional with a passion for providing his clients with world-class solutions that enhance their businesses. He has a special skill for building strong partnerships with his builders during and after the sales cycle through active listening and generating strategic plans to pursue success.

He takes pride in his honesty, trustworthiness, and open communication to ensure that he offers the best support for his clients. He is committed to excellence and is always seeking to improve himself both personally and professionally.

In his personal life, Kiah enjoys spending time with his wife, Jessica, and his two sons. He is an avid boater and fisher, and loves spending time outdoors exercising and playing golf.

Kiah Stone
Risk Management Specialist

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Millennial Buyers Prefer Better, Not Bigger Homes

As the housing industry celebrates New Homes Month in April, millennial buyers say they are willing to compromise when it comes to space. A National Association of Home Builders (NAHB) analysis found that millennial buyers prefer more square footage than other generations, but most would choose a smaller feature-rich home for the same purchase price.

“Buyers are willing to make compromises to find the best possible home for their families,” said NAHB Chairman Buddy Hughes, a home builder and developer from Lexington, N.C. “Our nation’s builders are willing to meet buyers where they are and construct a high-quality home to meet their family’s needs.”

Millennial buyers say they want a home with a median of 2,408 square feet, the most requested amount of interior space compared to other generations, according to NAHB. However, more than half (52%) of millennial home buyers say they would rather purchase a smaller house with higher-quality products and amenities than a bigger one with fewer amenities.

Data from the U.S. Census Bureau confirm that builders are constructing smaller homes. The median home size dropped from 2,200 square feet in 2023 to 2,150 square feet in 2024—the lowest in 15 years—after holding strong at 2,300 square feet from 2019-2022. To increase overall living space, builders are adding porches and patios to the exterior of homes.

Home builders are constructing smaller homes partly due to housing affordability concerns. Mortgage rates are expected to remain above 6% throughout 2025, coupled with elevated home prices, creating a significant affordability challenge for first-time buyers and those looking to upgrade.

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Given the current housing affordability climate, builders are making some concessions to help families achieve homeownership. According to the latest NAHB/Wells Fargo Housing Market Index, nearly a third (29%) of builders cut home prices in March, up from 26% in February. The average price reduction was 5% in March, the same rate as the previous month. About 59% of builders used sales incentives in March, unchanged from February.

"Homeownership is key to strengthening communities across the country and helps families increase their level of economic prosperity," said Hughes. "The residential construction industry has solutions to help bring down the cost of housing and is willing to work with all levels of government to solve affordability challenges, so more families have a place to call their own."

In response to the ongoing housing attainability barriers families across the country face, NAHB members will discuss housing priorities and affordability solutions with their members of Congress during NAHB's Legislative Conference, which will take place on June 11 in Washington, D.C.

Source: NAHB

Our 2025 Hammer & Trowel Recipient is Representative Bill Hixon

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

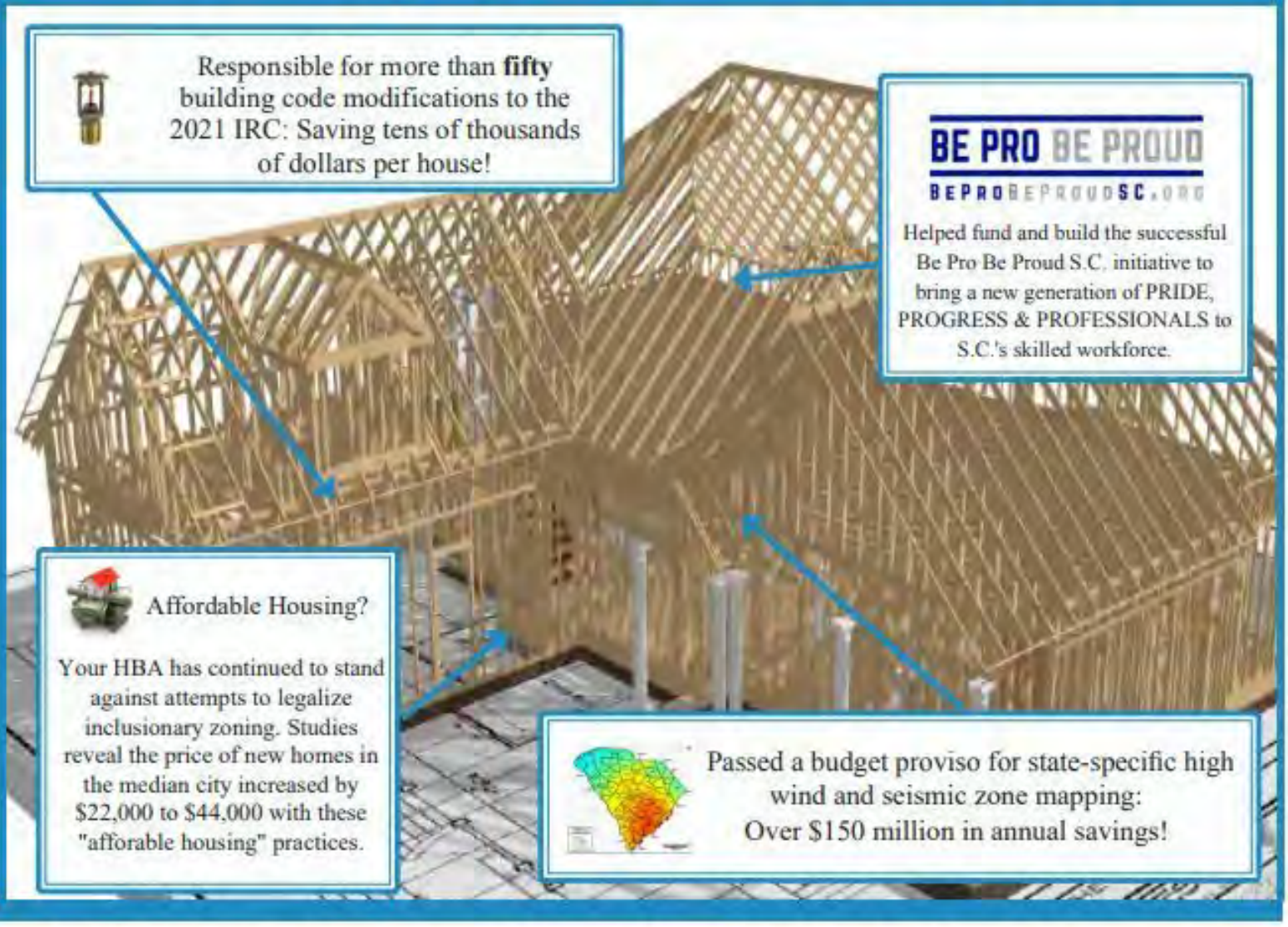
The 55th Annual Bird Supper was a huge success!

Emily Perkins
Eric Hedrick
Cornerstone Contractors

EXIT

BUILDING DREAMS BRICK BY BRICK
HOUSES ARE WHERE JOBS GO TO SLEEP

We're in business to keep you in business.



Responsible for more than **fifty** building code modifications to the 2021 IRC: Saving tens of thousands of dollars per house!

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Helped fund and build the successful Be Pro Be Proud S.C. initiative to bring a new generation of PRIDE, PROGRESS & PROFESSIONALS to S.C.'s skilled workforce.

Affordable Housing?

Your HBA has continued to stand against attempts to legalize inclusionary zoning. Studies reveal the price of new homes in the median city increased by $22,000 to $44,000 with these "afforable housing" practices.

Passed a budget proviso for state-specific high wind and seismic zone mapping: Over $150 million in annual savings!

In 2024, the Home Builders Association of S.C. (HBASC) worked diligently to advance the issues most important to the S.C. industry and our members. The HBASC was actively engaged with more than 525 bills to promote and protect the vital work of homebuilders and developers across South Carolina. Our efforts included: building codes, builders licensing, workforce development, local government policies, impact fees, heirs property, low income housing, and septic tank policies.

All our efforts have saved the home building industry more than $1.2 billion in 2024.

Your HBA membership saved more than $30,700 in added costs per new house in S.C.!

Your HBA influences government on all levels. Our goal is to protect all housing and to stop needless regulatory costs, which ultimately trickles down and effects everyone who works in the home building.

If you know of someone who makes their living in the construction industry, but is not a member ask them why. Keep our industry strong and ask that they join the HBA today to make sure they have a job tomorrow!

HBA SC

Your HBA membership MAKES a DIFFERENCE!

NAHB

It Pays to be a Member!

Join your local Home Builder's Association and let your 3-in-1 membership work for you. Membership has many perks on the local, state, and national levels. The following money-saving programs are available only to HBA members:

23 Member Exclusives

Members Save Millions
nahb.org/savings
NAHB

The NAHB Member Savings Program continues to make a big impact in boosting members' bottom lines. Through the exclusive discounts from a variety of leading companies, NAHB members saved an estimated total of $40 million in 2024.

Lowe's

LOWE'S ProServices

Building Materials

5% off in store, plus 2% statement credit with Commercial Account (LCA) or Lowe's Business Advantage (LBA).
5-10% off online orders using any payment method
VISIT Lowes.com/nahb

Discounts

National Purchasing Partners
npp

Verizon

Save on products for your business and employees through your association's partnership with NPP. Membership is free, including, Wireless Voice & Data Services for Your Business
-22% off monthly access fees for eligible members
-35% discount on select accessories
-Special promotions on equipment
VISIT https://mynpp.com/association/nbascjtc/

Workers Comp

BUILDERS MUTUAL

Builders Mutual

Affordable workers' compensation and general liability insurance from the industry experts.
-Preferred pricing may be considered for HBA members with monthly self-reporting payment plans and no-down payment.
-Consistently distributed over $48 million in dividends to eligible policy holders.
-Nearly 30 years dedicated solely to the construction industry with an "A" A.M. Best Rating.

Healthcare

HBASC Group Insurance Trust

BlueCross BlueShield of South Carolina

The HBASC Group Insurance Trust helps qualifying HBA members access better healthcare benefits and premium savings through the economies available to Association health plans. The Trust is fully underwritten, which means you receive long-term rating and renewal stability.

$1,586

HBA Rebates

Want to get money back for products you already use? The average rebate per builder/remodeler company who participated in 2024 was $1,528.
VISIT HBARebates.com

Growth

GROWTH PARTNERS

Business Growth Partners specializes in helping builders, remodelers and associate members grow, systematize and streamline their businesses and, in the process, help them increase their bottom line. The cost of a BPA and the BPA Process is $4,200 for the general public (as a one-time transaction). For Home Builders Association of South Carolina members, it is paid for 100% through our Pilot Program.
VISIT SBGRINC.COM

YOUR HBA MEMBERSHIP MAKES A DIFFERENCE!

CONTACT US

HBAofSC.com
info@hbaofsc.com

BIA's Day at the Capital was a big success. Thanks for letting our representatives know how important our industry is.

CERTIFIED MASTER BUILDER

SPOTLIGHT

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Why A Master Builder?

The Certified Master Builders of South Carolina (CMB) is comprised of builders and remodelers from around the state. Most members are custom home builders and remodelers. All CMBs are members of the Home Builders Association and licensed residential builders in the state of South Carolina.

The program is administered by the Home Builders Association of South Carolina and overseen by a committee of Certified Master Builders. The mission of the Certified Master Builders of South Carolina is to provide home buyers and home owners with a source of reliable builders and remodelers.

To see a complete list of Certified Master Builders, visit www.masterbuildersc.org.

It's the biggest decision of your life. Why would you choose anyone but a Certified Master Builder?

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2025 HBASC Executive Committee

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Vice President: Doug James, Charleston

Treasurer: Ryan Kaiser, Campobello

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Immediate Past President: Rob Clemons, Murrells Inlet

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District #4 Vice President: Calvin Snow, Lyman

District #5 Vice President: Ken Gibson, Hartsville

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District #2 - BIA of Central S.C., HBA of Lancaster, HBA of Orangeburg/Bamberg/Calhoun, HBA of York

District #3 - HBA of Aiken, HBA of Anderson, Lakelands HBA and the HBA of Oconee

District #4 - HBA of Cherokee, HBA of Greenville and the HBA of Spartanburg

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

South Carolina

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HBA ISC

BlueCross BlueShield of South Carolina is an independent licensee of the Blue Cross Blue Shield Association.

IT'S *why* WE DO IT.

BUILDERS MUTUAL

Since 1984, Builders Mutual has built a commitment to the construction industry that goes way beyond insurance. When we say we're here to protect and advance the unique needs of the contractor community, we mean it.

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Visit **buildersmutual.com** to learn more.