HBA

Home Builders Association of Fort Wayne, Inc.

# connections

November 2026



## Spike Appreciation Month

What's a "Spike," and why they're important

## Chili Cook-Off Recap




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## NOVEMBER

**On the cover:** *The Rockwell in Shadow Creek, by Bob Buescher Homes*


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## 2026 HBA Executive Officers

| | | |
|---|---|---|
| President | Nic Hoeffel | Windsor Homes |
| Vice-President | Glenn Claycomb | Rivers Edge Construction |
| Treasurer | Matt Lancia | Matt Lancia Signature Homes |
| Secretary | Greg Gerbers | The DeHayes Group |
| Immediate Past President | Nate Delagrange | Colonial Homes |



## 2026 Board of Directors

Standing: (L to R) Brad Giese, John Belote, Mike Jenkins, Rachel Kees, Amy Schiltz, Jhonelle Kees, AJ Sheehe, Austin Lundquist, Bob Fisher, Matt Lancia, Treasurer

Seated: (L to R) Al Hamed; Glenn Claycomb, Vice-President; Nic Hoeffel, President; Nate Delagrange, Immediate Past President; Greg Gerbers, Secretary

*Not pictured: Barclay Allen, Tyler Cady, Nick Toney*

**TAX RULING: Dues payments to the Home Builders Association of Fort Wayne, Inc. are not deductible as charitable contributions for federal income tax purposes. However, dues payments may be deductible as an ordinary and necessary business expense, subject to exclusion for lobbying activity. Because a portion of your dues is used for lobbying by the National Association of Home Builders (NAHB) and the Indiana Builders Association (IBA),**
**For BUILDERS $28.70 is not deductible for income tax purposes and for ASSOCIATES $25.90 is not deductible.**



# President's Pen

*Nic Hoeffel, 2026 Board President*

By the time this reaches you, the leaves are mostly down and we're in the stretch where every dry day counts. I hope your jobs are under roof and your schedules are holding. It's hard to believe we are already in November, and this is the penultimate Presidents Pen from me. I want to take this opportunity to again thank all of you for entrusting me with the responsibility of being a steward of this great organization.

It was great catching up with everyone at this year's Chili Cook-Off! Congratulations to FWCS Career Academy on their victory and reclaiming of the beautiful Chili Trophy. Thank you to all the sponsors, special guest judges, attendees, all who donated auction items! And a special thank you to D.R. Horton for your hospitality.

As we look at the election, it's a good time to remind everyone that the people elected at the local, county, and state levels will make decisions on permitting, impact fees, zoning, and code adoption that affect every one of our projects. The Association's job is to make sure they hear from builders early and often, and we'll be doing exactly that in the months ahead. If you have a relationship with a newly-elected official, or an issue you think deserves our attention, please let us know.

In the next few weeks, we will be tallying and announcing the winners of the HBA Board election. Thank you to everyone who raised a hand. Serving takes time away from your business and your family, and that commitment doesn't go unnoticed. Whoever takes a seat next year will inherit a strong, engaged membership.

Lastly, it was great to see over 40 members at our Remodeling Expo at the Coliseum on November 6th and 7th. If you haven't yet participated, please consider doing so in 2027. Not only does it bring HBA members' products and services to area homeowners, but it's also a great way to get to know other members during the event.

Enjoy the fall weather!



Nic Hoeffel
2026 Board President

# NOVEMBER IS SPIKE APPRECIATION MONTH

## Spikes play a vital role in the growth and success of local Associations, and their impact strengthens the NAHB Federation




**NAHB's Spike Club was created in 1953 in an effort to recognize and reward dedicated members who worked to recruit, involve and retain members.**

Longtime members of a Home Builders Association immediately equate the term "Spike," with the growth and enrichment of local membership. Newer members, however, may be left scratching their heads, wondering what in the world a Spike is and what it does.

**What is a Spike?**

Simply put, a Spike is any member of a Home Builders Association who voluntarily recruits another member. This action not only increases a local's membership, but adds to the vitality and diversity of the group. While we do enjoy hearing from businesses who contact us on their own to inquire about an HBA membership, we rely on our members to encourage local business owners they work with each day to consider becoming a member of our local HBA. This strengthens our own network and fosters a *"Do business with a member"* culture.

**What do I get for being a Spike?**

Individuals earn points for both recruitment and retention of the new members they bring in. As their Spike credits grow, they are recognized by the National Association of Home Builders (NAHB) at increasing levels. Members earning up to 5.5 credits are considered "Spike Candidates." Members achieve official status as a Spike upon reaching 6 credits. From there, they are recognized at 25 credits, then in increments of 25 thereafter, earning lapel pins and riders at each level. You can see how this maps out on our Spike Report on page 7.

Spikes with at least 6 credits are eligible to receive a complimentary ticket to the International Builders Show (IBS) Closing Concert each year.

If you have any questions about recruiting new members or the Spike program, contact Rebecca at the HBA office, (260) 420-2020 or rebecca@hbafortwayne.com

# SPIKE CLUB

**HIGHLIGHTED NAMES INCREASED POINTS LAST MONTH!**

## DON'T LOSE YOUR SPIKE CREDITS!

Per NAHB, any recruiter with less than 25 spikes who does not recruit a new member or accumulate retention credits for one year will lose their spike points. Be sure your recruited members are renewing, or recruit a new member!

| STATESMEN (500-999) | |
|---|---|
| 682 | Rob Wacker |
| 624 | Jeff Thomas |
| 609 | Herb Delagrange |
| **SUPER SPIKES (250-499)** | |
| 451 | Bob Buescher |
| 293 | Jamie Lancia |
| **ROYAL SPIKES (150-249)** | |
| 243 | Jay Shipley |
| 243 | Matt Momper |
| 238 | Roger Delagrange |
| 238 | Duane Kees |
| 217 | Charlie Giese |
| 202 | Jim Klotz |
| 187 | Greg Gerbers |
| 173 | Barclay Allen |
| 155 | Kay Feichter |
| 152 | Matt Lancia |
| **RED SPIKES (100-149)** | |
| 144 | Ric Zehr |
| 115 | Logan Buescher |
| 113 | Kevan Biggs |
| 110 | Rodney Robrock |
| 109 | Jerry Korte |
| **GREEN SPIKES (50-99)** | |
| 86 | Josh Barkley |
| 82 | Gregg Richhart |
| 76 | Jim Bauman |
| 75 | Lynn Delagrange |
| 74 | Luke Hoffman |
| 59 | Brad Cayot |
| 60 | Tyler Kees |
| 56 | Nate Delagrange |
| 55 | Austin Lundquist |

| LIFE SPIKE (25-49) | |
|---|---|
| 47 | Bruce Jackson |
| 44 | Terry Stauffer |
| 37 | James Buckhardt |
| 28 | Jeff Bushey |
| 28 | Chad Delagrange |
| 28 | Brad Wallace |
| 26 | Chad Korte |
| **BLUE SPIKES (6-24)** | |
| 24 | Michael Coe |
| 22 | Brad Lombard |
| 20 | Adam Clemens |
| 20 | Nic Hoeffel |
| 18 | Mark Heller |
| 14 | Michael Jenkins |
| 13 | Glenn Claycomb |
| 10 | Tyler Miller |
| 9 | Jhonelle Kees |
| 9 | Ryan Schiltz |
| 8 | Alex Miller |
| 7 | John Miller |
| 7 | Ryan Wannemacher |
| 6 | Tong Nokaya |
| **SPIKE CANDIDATES** | |
| 5 | Brian Poor |
| 4 | Amy Schiltz |
| 2 | Brad Botts |
| 2 | Bradley Davis |
| 2 | Stefan Hartman |
| 2 | Denny Kees |
| 2 | Ronald Lee |
| 2 | Kamran Mirza |
| 2 | Kevin Walsh |
| 1 | Ralph Anderson |
| 1 | Emanuel Brandenberger |
| 1 | Heath Guenin |
| 1 | Al Hamed |
| 1 | Jeff Heiniger |
| 1 | Harrison Heller |
| 1 | Rachel Kees |
| 1 | Justin Kuhn |
| 1 | Linda Maynhart |
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## Renewals

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Ben Davis Ford
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Canyon Creek Homes
Chestnut Group, Inc.
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Henney Builders, Inc.
Johns Painting & Decorating
Keller Development
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Overhead Door Company of Fort Wayne
Ruhl Furniture & Floors To Go
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## Welcome New Members

**316 Removal**
**Killian Miller**
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www.316removalfw.com

**Americas Home Place**
**Cannon Garner**
1010 Depoy Drive, Columbia City, IN 46725
(260) 503-2420
cgarner@americashomeplace.com

**FloorWorks**
**Ben Riehle**
4805 Jean Drive, Fort Wayne, IN 46825
(260) 300-7277
ben@bhcbryan.com

**LSM Builders**
**Justin Miller**
495 Posey Hill Street, Fort Wayne, IN 46783
(260) 209-4447
jmiller@lsmbuilders.com

**Shee Designs**
**A.J. Sheehe**
612 Twin Eagles Boulevard E., Huntertown, IN 46748
(260) 705-7887
Sheedesigns@icloud.com

**Spray-Net Fort Wayne**
**Mike Day**
11334 Bay Pines Court, Fort Wayne, IN 46814
(260) 241-1841
mike.day@spray-net.com

# Career Opportunity!

Screenmobile of Fort Wayne & Indianapolis is seeking a driven, people-focused **General Manager** to lead our Fort Wayne and Indianapolis locations.

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Excellent compensation plan, including salary and performance bonuses, company vehicle, and opportunity to earn ownership in the business.

If you or someone you know is interested, please contact
Kevin Feldman at 260-417-3653 or kevin.feldman@screenmobile.com




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# State & National Association News

### Area 9 Leadership Conference

*November 12-13, Wind Creek Chicago Southland Casino*

*NAHB is hosting the first-ever Area 9 Leadership Conference this fall. The conference brings together industry leaders from Indiana, Illinois and Michigan to exchange ideas, strengthen collaboration, and advance the homebuilding industry across the region. Attendees will have the opportunity to learn skills to make them better businesspeople through leadership development. Register at business.buildindiana.org/events -- see full details on pages 14-15.*

### IBA Annual Board & Committee Meetings, Hoosier Excellence Awards

*December 2-3, Embassy Suites, Noblesville*

*Get involved with IBA! Join peers from around the state for the final Board of Directors meeting of 2026, committee meetings and enjoy the Hoosier Excellence Awards. Held at the Embassy Suites in Noblesville, you'll learn what's going on in the industry at the state level and discover ways you can become more involved.*

## IBA Legislative Wins - 2026

| HEA 1001<br>REDUCE REGULATORY BURDENS | HEA 1003<br>IMPROVE CODE REVIEW PROCESS | HEA 1210<br>GROW HOUSING INVENTORY | HEA 1150<br>PROTECT FUEL CHOICE |
|---|---|---|---|
| Track housing through reporting, cap fees, preempt product mandates, restore residential TIF, and ensure impact fees are proximate to the new development. | Transfer building codes frm the commission to a state agency and require code changes be authorized by the Indiana General Assembly. | Expand the tax benefits in the Model & Spec Home Acts, and allow owners of privately-owned residential property to rent the property. | Preempt bans and restrictions on the use of gas-powered tools & equipment. |

## 2027 Events

**February 2-4**

International Builders Show (IBS), Las Vegas Convention Center

REGISTRATION NOW OPEN! Visit www.buildersshow.com

**May 18-22**

Spring Leadership Meeting, Washington D.C.

**September 20-22**

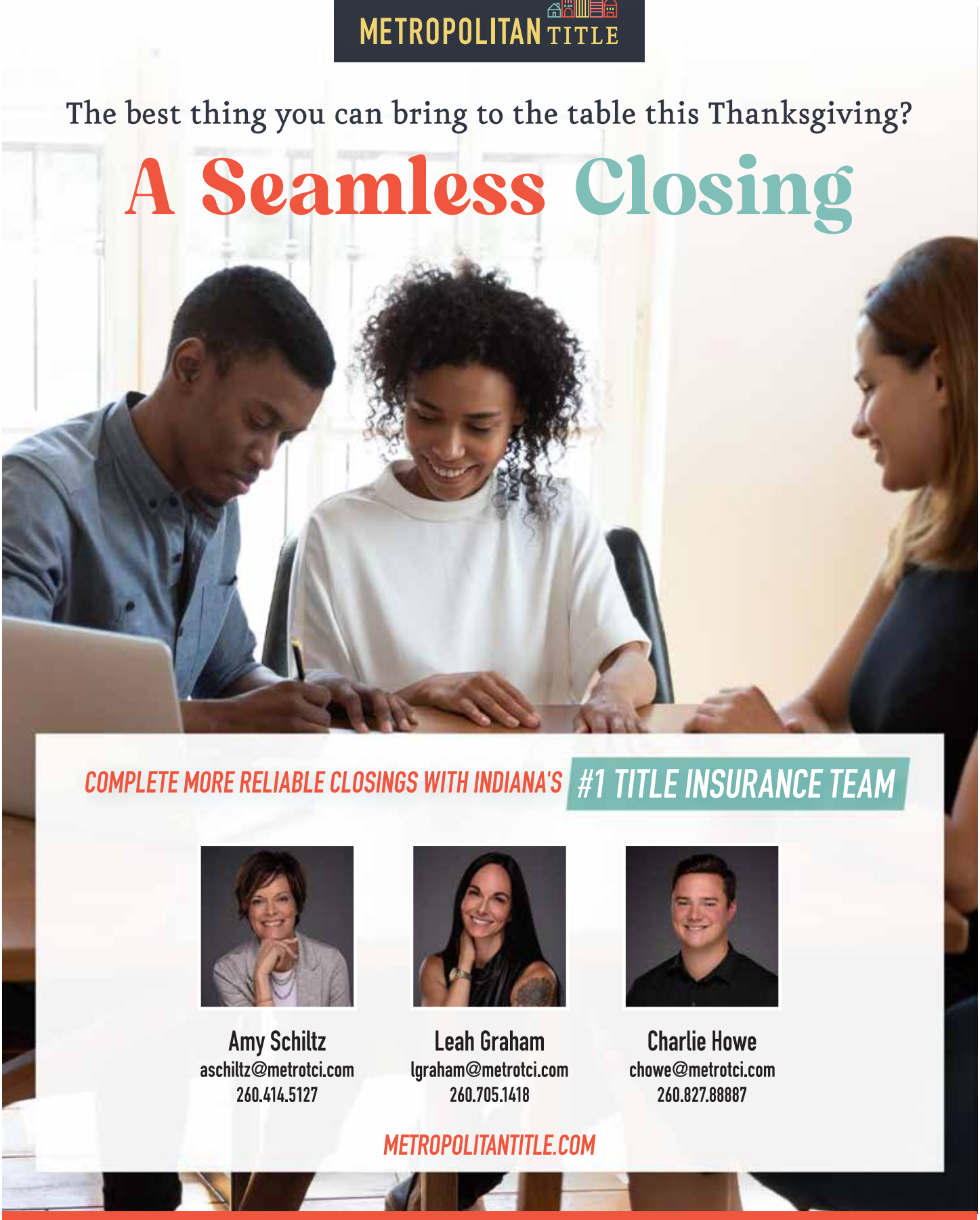
Fall Leadership Meeting, San Diego, CA

***For more information, visit nahb.org/meetings-and-events***

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**Charlie Howe**
chowe@metrotci.com
260.827.88887

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Join us for...
LOUISVILLE TILE
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Wednesday, December 2, 2026
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Fort Wayne, IN 46808
RSVP to Nissa
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# 2026 WINTER GMM INAUGURAL CELEBRATION

## Friday, December 11
## 6 - 11pm

Ceruti's
6601 Innovation Boulevard

$60 per person
Reserved table of 8 - $450

HBA
Home Builders Association of Fort Wayne, Inc.

**6:00pm**
*Cocktails &*
*Passed hors d'oeuvres*

**6:45pm**
*Buffet dinner*
*Hickory Smoked Beef Brisket*
*Stuffed Pork Loin*
*Spinach salad*
*Red Skin Smashed Potatoes with choice of toppings*
*Dessert:*
*Chocolate-covered strawberries, Mini Cheesecake, Chocolate Cake*

**7:15pm**
*Remarks*
*Awards*
*Inauguration of 2027 Board of Directors*

**7:45 -10:30pm**
*Casino Night*
*Door prize drawings*

*Business Casual Attire*

***Sponsored by:***

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## Casino Table Sponsorship: $200
***Your business logo displayed at a game table***



***Be a not-so-secret Santa!***

## Host a round of drinks: $500
***Your business logo on a custom-created drink ticket given to all attendees***
*(3 available)*

Scan the QR code to register
or visit hbafortwayne.com/events






Above: Rachel Kees of Quality Crafted Homes dishes up "Annie's Sure-Shot Chili" for FWFD Deputy Chief Brooks. Below: Austin & Ally Lundquist from Wayne Pipe & Supply visit with Mike Jenkins of Home Lumber.



Judges' Choice winner, Barry Faith of Partners 1st Credit Union made a delicious white chicken chili. This was Barry's second year participating in the Chili Cook-Off.



HBAFW EO Rebecca Cameron congratulates the team from FWCS Career Academy. Their Future Tradesman's Chili won the People's Choice trophy.

The chili was hot and competition fierce at the 13th Annual Chili Cook-Off last month. **D.R. Horton** hosted our chili chefs, judges and members for this annual event benefitting the HBA's student chapters at **Fort Wayne Community Schools, East Allen County Career Center, and Garrett High School.**

Judging was completed by **Allen County Surveyor Mike Fruchey**, **FWFD Deputy Chief Cody Brooks**, and **Huntertown Town Council member Brandon Seifert**.

When voting was complete, **Barry Faith of Partners 1st Credit Union** won the **Judges' Choice** award with his White Chicken Chili; **FWCS Career Academy** took home the highly-coveted **People's Choice** Trophy. Congratulations to our winners, and thank you to everyone who made chili, sampled, and bid in the silent auction and (most importantly) supported construction trades education in Northeast Indiana!








Above: Rob Grimm and Richard Preston of National Door & Trim teamed up to bring Taco Fiesta and Caribbean Heat chilis.

Left: Beth Noles and Julie Braun from Pella Windows & Doors set a festive scene featuring "Bringin' the Pane" chili.

Right: Central Supply's Christine Habegger offered Sweet & Spicy chili with a spooky, jack-o-lantern trio.







The Overhead Door Company of Fort Wayne team showed their patriotic colors with their "Made in the USA" chili. They are also longtime participants of the event, and have been chosen as Judges' Choice winners in 2023, 2024 and 2025.

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Stacy Sproat and Pete Torres of Metropolitan Title checking out some chili offerings.

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# BBB Business Tip: Why responding to customer reviews matters

*By Jan Diaz*
*President/CEO, BBB Serving Northern Indiana*



When someone is considering doing business with your company, there's a good chance they'll check online reviews before making a decision. They want to know what other customers have experienced, whether your business delivers on its promises and how you handle situations when something goes wrong.

But potential customers aren't just reading the reviews. They're also paying attention to how businesses respond. A thoughtful reply to a positive comment can show appreciation, while a professional response to criticism can demonstrate your commitment to customer service. Both can help build trust with people who haven't done business with you yet.

**Encourage honest customer feedback**

Customer reviews provide valuable insight into what your business is doing well and where there's room for improvement. That's why it's important to encourage feedback from everyone, not just customers you expect will leave a positive review.

Consider asking for a review after a completed purchase or service appointment. You might send a brief follow-up email or text message thanking the customer for choosing your business and inviting them to share their experience. Make the process easy by including a direct link to your review page or providing a QR code on receipts and other printed materials. Keep your request friendly and personal, and encourage customers to share details about their experiences. Authentic reviews help prospective customers understand what they can expect. In fact, a business with nothing but perfect ratings may leave some people wondering whether the feedback is genuine.

**Make every response count**

It's always nice to receive a positive review, and taking a moment to respond lets customers know you appreciate their support. Rather than using the same message for everyone, mention something specific about their experience when possible. A sincere thank-you can strengthen the relationship and encourage customers to return.

Negative reviews deserve attention, too. Even businesses with excellent customer service occasionally receive criticism. While it may be tempting to defend your company immediately, take time to understand the customer's concern before responding. Thank them for sharing their feedback, address the issue professionally and explain what steps you can take to help.

Avoid getting into an argument or responding emotionally, especially when the review seems unfair. Remember that other people may read the exchange, and your response can influence their impression of your business. If the situation requires a longer conversation or involves private information, invite the customer to contact you directly so you can work toward a resolution.

*See Reviews on page 17*

*Reviews, continued from page 16*

Keep responses clear and focused, rather than relying on lengthy explanations or generic statements. Customers want to feel heard, and a thoughtful response often says more about your business than a carefully-worded defense of its policies.

**Make review management part of a regular routine**

Responding to reviews shouldn't be something you do only when a problem arises. Set aside time to monitor feedback regularly, and consider assigning one employee to oversee responses so customers receive consistent communication.

Technology can make that process easier. Some artificial intelligence tools can help organize feedback, identify recurring concerns or prepare draft responses. However, those tools should support your customer service efforts rather than replace personal attention. Review any suggested responses before posting them to make sure they accurately address the customer's experience and reflect your business's voice.

The Better Business Bureau (BBB) also provides a platform where customers can share their experiences. Before publishing a customer review, BBB takes steps to verify the submission and confirm that a marketplace interaction occurred. Businesses can also challenge reviews when they believe the reviewer did not have an interaction with the company.

Customer feedback is more than a collection of ratings. It's an opportunity to learn, improve and show people that their experiences matter. By encouraging honest reviews and responding with professionalism and care, you can strengthen customer relationships and demonstrate the values that help your business earn trust every day.

**Want more ways to strengthen your business?** Visit the BBB Business Resources page at bbb.org, or learn how to stand out from the crowd at bbb.org/get-accredited.

*About BBB: The Better Business Bureau has empowered people to find businesses, brands, and charities they can trust for more than 110 years. In 2024, people turned to BBB.org more than 220 million times for BBB Business Profiles on 5.5 million businesses, and 725,000 times for BBB charity reports on 12,000 local and national charities. Regional, independent BBBs can be found across the United States and Canada, including BBB Serving Northern Indiana, which was founded in 1920 and serves 23 counties in Indiana.*



# October 2026 Board Meeting Minutes

305 W. Main Street
Fort Wayne, IN 46802
(260) 420-2020
hbafortwayne.com

**Home Builders Association of Fort Wayne Board of Directors**
Meeting Minutes
10.13.2026

**Present:** Nic Hoeffel, Glenn Claycomb, Greg Gerbers, Jhonelle Kees, Rachel Kees, Amy Schiltz, Barclay Allen, Matt Lancia, Nick Toney, Mike Jenkins, Austin Lundquist, John Belote, Aaron Kraft
Attorney: Mark Baines
**Absent:** Tyler Cady, AJ Sheehe, Al Hamed, Nate Delagrange,

**Call to Order**
The meeting of the HBA Board of Directors was called to order by President Nic Hoeffel. 8:00am

**Consent Agenda**
A motion was made and seconded to approve the Consent Agenda as presented. Motion carried.

**Secretary's Report**

- Sept. Board Meeting Minutes were reviewed and approved.

**Financial Report**

- Sept. 2026 financial review/summary was presented.
- A motion was made and approved to accept the Sept. 2026 Financial Report.

**Committee Reports**
Workforce Development

- Report was presented. Items discussed.

Program/Marketing

- Report was presented. No additional action required.

Governmental Affairs

- Report Presented,

Membership

- Applications for membership were presented and approved, including approval for participation with the BBB program as noted.

**EO Report**
Membership reports & retention
Area 9 leadership Conference Nov, 12-13
IBA Meetings in Indy Dec. 2-3

**Notes / Action Items**
**Chris Roberts gave a recap of the program and all they have going on.**

**Adjournment**
There being no further business, the meeting was adjourned. 9:02 am

*Submitted by:*
*Gregory R. Gerbers, Secretary, HBA Board of Directors*




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The DeHayes Group's Greg Gerbers is a past President (2015) and current Treasurer (2018) of HBA of Fort Wayne and also serves as IBA: OSHA Chairman, AVP and State Director.

Contact Greg Gerbers, CIC at **260.969.1317** or **greg@dehayes.com**.

Let's have a frank conversation



Frankenmuth INSURANCE

THE DEHAYES GROUP



## 1. Basic Ranch on Slab

1,414 sq. ft. of living area, 656 sq. ft. garage

| Price Summary | Jan-26 | Feb-26 | Mar-26 | Apr-26 | May-26 | Jun-26 | Jul-26 | Aug-26 | Sep-26 | Oct-26 | Oct-25 | Oct-24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Framing | $ 16,481 | $ 16,564 | $ 16,492 | $ - | $ 16,556 | $ 16,618 | $ 17,110 | $ 17,162 | $ 17,180 | $ 17,521 | $ 16,560 | $ 16,793 |
| Roof | $ 4,709 | $ 4,709 | $ 4,709 | $ - | $ 4,709 | $ 4,709 | $ 4,709 | $ 4,709 | $ 4,709 | $ 4,709 | $ 4,709 | $ 4,644 |
| Exterior Doors | $ 709 | $ 709 | $ 709 | $ - | $ 709 | $ 709 | $ 715 | $ 715 | $ 715 | $ 715 | $ 709 | $ 679 |
| Garage Doors | $ 723 | $ 723 | $ 723 | $ - | $ 723 | $ 723 | $ 723 | $ 723 | $ 723 | $ 723 | $ 723 | $ 743 |
| Drywall | $ 3,071 | $ 3,071 | $ 3,071 | $ - | $ 3,071 | $ 3,071 | $ 3,071 | $ 3,071 | $ 3,071 | $ 3,071 | $ 3,071 | $ 3,071 |
| Interior Doors | $ 3,477 | $ 3,477 | $ 3,477 | $ - | $ 3,477 | $ 3,477 | $ 3,477 | $ 3,477 | $ 3,477 | $ 3,477 | $ 3,477 | $ 3,365 |
| Interior Trim | $ 3,027 | $ 3,028 | $ 3,028 | $ - | $ 3,031 | $ 3,032 | $ 3,032 | $ 3,032 | $ 3,032 | $ 3,032 | $ 3,027 | $ 2,908 |
| Final Material | $ 598 | $ 598 | $ 598 | $ - | $ 598 | $ 598 | $ 599 | $ 599 | $ 599 | $ 599 | $ 598 | $ 598 |
| Garage Door Oper. | $ 357 | $ 357 | $ 357 | $ - | $ 357 | $ 357 | $ 357 | $ 357 | $ 357 | $ 357 | $ 332 | $ 322 |
| Total | $ 33,152 | $ 33,236 | $ 33,164 | $ - | $ 33,230 | $ 33,295 | $ 33,793 | $ 33,845 | $ 33,863 | $ 34,204 | $ 33,205 | $ 33,122 |

## 2. Basic 2-Story on Slab

2,080 sq. ft. of living area, 500 sq. ft. garage

| Price Summary | Jan-26 | Feb-26 | Mar-26 | Apr-26 | May-26 | Jun-26 | Jul-26 | Aug-26 | Sep-26 | Oct-26 | Oct-25 | Oct-24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Framing | $ 22,756 | $ 22,874 | $ 22,926 | $ - | $ 23,276 | $ 23,475 | $ 24,515 | $ 24,727 | $ 24,824 | $ 25,076 | $ 22,877 | $ 23,624 |
| Roof | $ 4,262 | $ 4,262 | $ 4,262 | $ - | $ 4,262 | $ 4,262 | $ 4,262 | $ 4,262 | $ 4,262 | $ 4,262 | $ 4,262 | $ 4,096 |
| Drywall | $ 4,318 | $ 4,318 | $ 4,318 | $ - | $ 4,318 | $ 4,318 | $ 4,318 | $ 4,318 | $ 4,318 | $ 4,318 | $ 4,318 | $ 4,318 |
| Exterior Doors | $ 1,746 | $ 1,746 | $ 1,746 | $ - | $ 1,746 | $ 1,746 | $ 1,746 | $ 1,746 | $ 1,746 | $ 1,746 | $ 1,746 | $ 1,653 |
| Exterior Trim | $ 3,034 | $ 3,091 | $ 3,091 | $ - | $ 3,091 | $ 3,091 | $ 3,091 | $ 3,091 | $ 3,091 | $ 3,328 | $ 3,034 | $ 3,020 |
| Garage Doors | $ 723 | $ 723 | $ 723 | $ - | $ 723 | $ 723 | $ 723 | $ 723 | $ 723 | $ 723 | $ 723 | $ 743 |
| Final Material | $ 783 | $ 783 | $ 783 | $ - | $ 783 | $ 783 | $ 826 | $ 826 | $ 826 | $ 826 | $ 783 | $ 749 |
| Interior Doors | $ 1,804 | $ 1,804 | $ 1,804 | $ - | $ 1,804 | $ 1,804 | $ 1,804 | $ 1,804 | $ 1,804 | $ 1,892 | $ 1,804 | $ 1,701 |
| Interior Trim | $ 6,561 | $ 6,561 | $ 6,561 | $ - | $ 6,564 | $ 6,564 | $ 6,576 | $ 6,576 | $ 6,596 | $ 6,704 | $ 6,566 | $ 9,833 |
| Garage Door Oper. | $ 357 | $ 357 | $ 357 | $ - | $ 357 | $ 357 | $ 357 | $ 357 | $ 357 | $ 357 | $ 332 | $ 322 |
| Fireplace | $ 1,909 | $ 1,909 | $ 1,909 | $ - | $ 2,072 | $ 2,072 | $ 2,072 | $ 2,072 | $ 2,072 | $ 2,072 | $ 1,909 | $ 1,733 |
| Total | $ 48,253 | $ 48,428 | $ 48,479 | $ - | $ 48,996 | $ 49,194 | $ 50,289 | $ 50,502 | $ 50,619 | $ 51,303 | $ 48,354 | $ 51,792 |

## 3. Custom Ranch with Walkout Basement & Screened Porch

3,034 sq. ft. living area with finished basement, 598 sq. ft. garage

| Price Summary | Jan-26 | Feb-26 | Mar-26 | Apr-26 | May-26 | Jun-26 | Jul-26 | Aug-26 | Sep-26 | Oct-26 | Oct-25 | Oct-24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Framing | $ 39,093 | $ 39,319 | $ 39,388 | $ - | $ 39,587 | $ 39,802 | $ 41,055 | $ 41,252 | $ 41,283 | $ 41,544 | $ 39,073 | $ 39,277 |
| Roof | $ 4,460 | $ 4,460 | $ 4,460 | $ - | $ 4,460 | $ 4,460 | $ 4,460 | $ 4,460 | $ 4,460 | $ 4,460 | $ 4,460 | $ 4,361 |
| Exterior Doors | $ 2,992 | $ 2,992 | $ 2,992 | $ - | $ 2,992 | $ 2,992 | $ 3,011 | $ 3,011 | $ 3,011 | $ 3,011 | $ 2,992 | $ 2,854 |
| Garage Doors | $ 910 | $ 910 | $ 910 | $ - | $ 910 | $ 910 | $ 910 | $ 910 | $ 910 | $ 910 | $ 910 | $ 931 |
| Fireplace | $ 4,071 | $ 4,071 | $ 4,071 | $ - | $ 4,147 | $ 4,147 | $ 4,147 | $ 4,147 | $ 4,147 | $ 4,147 | $ 3,995 | $ 4,007 |
| Deck | $ 7,435 | $ 7,435 | $ 7,435 | $ - | $ 8,621 | $ 8,621 | $ 8,621 | $ 8,645 | $ 8,661 | $ 8,661 | $ 7,435 | $ 9,328 |
| Drywall | $ 5,921 | $ 5,921 | $ 5,921 | $ - | $ 5,921 | $ 5,921 | $ 5,921 | $ 5,921 | $ 5,921 | $ 5,921 | $ 5,921 | $ 5,921 |
| Exterior Trim | $ 1,434 | $ 1,460 | $ 1,460 | $ - | $ 1,461 | $ 1,461 | $ 1,461 | $ 1,461 | $ 1,461 | $ 1,752 | $ 1,434 | $ 1,363 |
| Interior Trim | $ 11,006 | $ 11,006 | $ 11,237 | $ - | $ 11,242 | $ 11,242 | $ 11,254 | $ 11,254 | $ 11,264 | $ 11,264 | $ 11,010 | $ 10,745 |
| Interior Doors | $ 7,094 | $ 7,094 | $ 7,094 | $ - | $ 7,094 | $ 7,094 | $ 7,094 | $ 7,094 | $ 7,094 | $ 7,094 | $ 7,094 | $ 5,937 |
| Final Material | $ 911 | $ 911 | $ 911 | $ - | $ 911 | $ 911 | $ 911 | $ 912 | $ 912 | $ 912 | $ 911 | $ 911 |
| Garage Door Oper. | $ 357 | $ 357 | $ 357 | $ - | $ 357 | $ 357 | $ 357 | $ 357 | $ 357 | $ 357 | $ 332 | $ 322 |
| Total | $ 85,684 | $ 85,936 | $ 86,236 | $ - | $ 87,703 | $ 87,918 | $ 89,201 | $ 89,424 | $ 89,480 | $ 90,033 | $ 85,568 | $ 85,955 |

## 4. Custom 2-Story with Walkout Basement & Screened Porch

4,081 sq. ft. living area with finished basement, 562 sq. ft. garage

| Price Summary | Jan-26 | Feb-26 | Mar-26 | Apr-26 | May-26 | Jun-26 | Jul-26 | Aug-26 | Sep-26 | Oct-26 | Oct-25 | Oct-24 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Framing | $ 42,552 | $ 42,763 | $ 42,899 | $ - | $ 43,298 | $ 43,566 | $ 44,550 | $ 45,037 | $ 45,091 | $ 45,250 | $ 42,478 | $ 43,123 |
| Roof | $ 5,865 | $ 5,865 | $ 5,865 | $ - | $ 5,865 | $ 5,865 | $ 5,865 | $ 5,865 | $ 5,865 | $ 5,865 | $ 5,865 | $ 5,660 |
| Exterior Doors | $ 1,827 | $ 1,827 | $ 1,827 | $ - | $ 1,827 | $ 1,827 | $ 1,867 | $ 1,867 | $ 1,867 | $ 1,867 | $ 1,827 | $ 1,743 |
| Garage Doors | $ 997 | $ 997 | $ 997 | $ - | $ 997 | $ 997 | $ 997 | $ 997 | $ 997 | $ 997 | $ 997 | $ 1,015 |
| Drywall | $ 6,847 | $ 6,847 | $ 6,847 | $ - | $ 6,847 | $ 6,847 | $ 6,847 | $ 6,847 | $ 6,847 | $ 6,847 | $ 6,847 | $ 6,847 |
| Exterior Trim | $ 4,515 | $ 4,630 | $ 4,630 | $ - | $ 4,630 | $ 4,630 | $ 4,630 | $ 4,630 | $ 4,630 | $ 5,171 | $ 4,515 | $ 4,390 |
| Deck | $ 5,778 | $ 5,778 | $ 5,778 | $ - | $ 6,422 | $ 6,422 | $ 6,422 | $ 6,422 | $ 6,459 | $ 6,459 | $ 5,778 | $ 6,192 |
| Interior Doors | $ 12,887 | $ 12,887 | $ 12,887 | $ - | $ 12,887 | $ 12,887 | $ 12,887 | $ 12,887 | $ 12,887 | $ 12,887 | $ 12,887 | $ 11,381 |
| Interior Trim | $ 8,709 | $ 8,716 | $ 8,716 | $ - | $ 8,718 | $ 8,736 | $ 8,731 | $ 8,750 | $ 8,750 | $ 8,750 | $ 8,714 | $ 12,473 |
| Final Material | $ 545 | $ 545 | $ 545 | $ - | $ 545 | $ 545 | $ 574 | $ 574 | $ 574 | $ 574 | $ 545 | $ 522 |
| Garage Door Oper. | $ 357 | $ 357 | $ 357 | $ - | $ 357 | $ 357 | $ 357 | $ 357 | $ 357 | $ 357 | $ 332 | $ 322 |
| Fireplace | $ 6,309 | $ 6,309 | $ 6,309 | $ - | $ 6,801 | $ 6,801 | $ 6,801 | $ 6,801 | $ 6,801 | $ 6,801 | $ 6,309 | $ 5,779 |
| Total | $ 97,186 | $ 97,520 | $ 97,656 | $ - | $ 99,193 | $ 99,479 | $ 100,526 | $ 101,032 | $ 101,124 | $ 101,823 | $ 97,092 | $ 99,446 |

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