



CONNECTIONS

October 2026

#careersinconstruction
OCTOBER 1-31





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CONNECTIONS is a monthly publication of the Home Builders Association of Fort Wayne, Inc.
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CONNECTIONS is published 12 times per year and distributed to all members in good standing. HBA membership is open to all builders and businesses that benefit from new residential construction in northeastern Indiana. Subscription to *CONNECTIONS* is included in annual membership dues. Advertising space is open to HBA members only, and is available throughout the year.



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.



There's a little chill in the air in the mornings now, and for most of us that means the race is on to get slabs poured, get things under roof, and get as much done as we can before winter makes it harder.

Before anything else, a big thank you to everyone who participated in the golf outing on September 24. Whether you were chasing birdies or just enjoying a few hours away from the jobsite, it was great to see so many of you out there. And thanks to our sponsors, who make these events possible year after year.

Early November brings an election, and I encourage every member to vote. A lot of what shapes our work – like permitting timelines, impact fees, zoning, and code adoption – gets decided by the people on that ballot at every level, not just the top of the ticket. Take a few minutes to learn where local candidates stand on housing and development. Whoever wins, we'll be ready to work with them on behalf of our industry.

To close out the month, mark your calendars for the HBA's 13th Annual Chili Cook-Off on October 22nd at D.R. Horton. Bring your appetite and get ready to bid on great silent auction items. Remember... this event, and the silent auction in particular, supports workforce development programming at our three student chapters: FWCS Career Academy, East Allen County Schools Career Center and Garrett High School. There's no better way to kick off the colder months than with good food and good company. I'm looking forward to seeing whose chili takes home the trophy this year.



Nic Hoeffel
2026 Board President

Have an issue? We can help!

If you're dealing with an issue related to building codes or legislation, bring it to the HBA Governmental Affairs Committee. Contact Rebecca Cameron at the HBA office, (260) 420-2020 or rebecca@hbafortwayne.com

#careersinconstruction

OCTOBER 1-31



Today's workforce development efforts are crucial to the future of residential homebuilding in Northeast Indiana. Now is the perfect time to support our workforce development initiatives!

The Home Builders Association of Fort Wayne supports construction trades students at FWCS Career Academy, East Allen County Schools Career Center and Garrett High School. Connecting with current students provides an advantage for our members, as the working relationships developed now may lead to future employee relationships.

Getting involved is as simple as **visiting a class** – meet students in their element and see what they're learning. Instructors may allow time for you to speak to the students about your business and what the residential construction future landscape looks like. You may also offer guidance to students as they work on current projects.

Business owners who **offer internships, pre-apprenticeships or apprenticeships** are

opening the door to students, providing a real world perspective of the career they are considering.

Volunteering on a regular basis with student chapters, or with our own HBA programs is a terrific way to support workforce development and keep you and your business in front of future employees. Special events, such as local Skills USA competitions, are also a great way to watch trades students showcase their skills and talent.

Lastly, **donating supplies** for special projects or programs where younger students are introduced to construction trades is another helpful way to support workforce education efforts. Contact the office if you'd like to become involved!

Celebrate Careers in Construction Month 2026

October is the time to celebrate our industry, inspire the next generation, and spotlight the building industry. Here's how you can make an impact:



Home Builders Association of Fort Wayne, Inc.

October 1-2: Kickoff with a Bio Share

Let's put a face to our industry and inspire others!

Invite your employees to join you in posting what makes a career in home building rewarding.

Use hashtags: #CICM2026 | #CareersInConstruction

TAG: @NAHBhome and @homebuilders

October 5-9: Engage with Boys & Girls Clubs

Build career awareness early.

Contact your local Club to explore career day events or hands-on demos.

TIP: Ask your HBA staff if they already have a connection.



Boys & Girls Clubs

Contact:

Sarah Weber
800-368-5242 x8654
sweber@nahb.org



Careers in
Construction

October 12-16: Student Chapter Engagement

Support the pipeline by:

- Inviting student members to an HBA meeting
- Offering a jobsite tour or being a guest speaker
- Asking how you can help with IBS Student Competition prep

October 19-23: Young Professionals Week

Engage with Young Professionals!

Engage, connect and grow with young pros in your community.

This week focuses on:

- Mentoring
- Community involvement
- Professional development



YP Week
Programming

October 26-30: Celebrate Your Team

Spotlight your crew.

Share shoutouts, photos, and testimonials honoring your hardworking team.

USE HASHTAGS: #CICM2026 | #CareersInConstruction
TAG: @NAHBhome and @homebuilders



UPCOMING EVENTS

13th Annual Chili Cook-Off & Silent Auction

Thursday, October 22, 5p-7p

Hosted by D.R. Horton

3rd Annual Remodeling Expo

Friday, November 6 - Saturday, November 7

Allen County War Memorial Coliseum

BOOTHS AVAILABLE! See page 19 for details!

HBA Open House/Night of Lights

Wednesday, November 25, 5-6pm

Catch up with friends at the HBA office
before the traditional lighting of holiday lights!

Inaugural Gala/Casino Night

Friday, December 11, 6-10pm at Ceruti's



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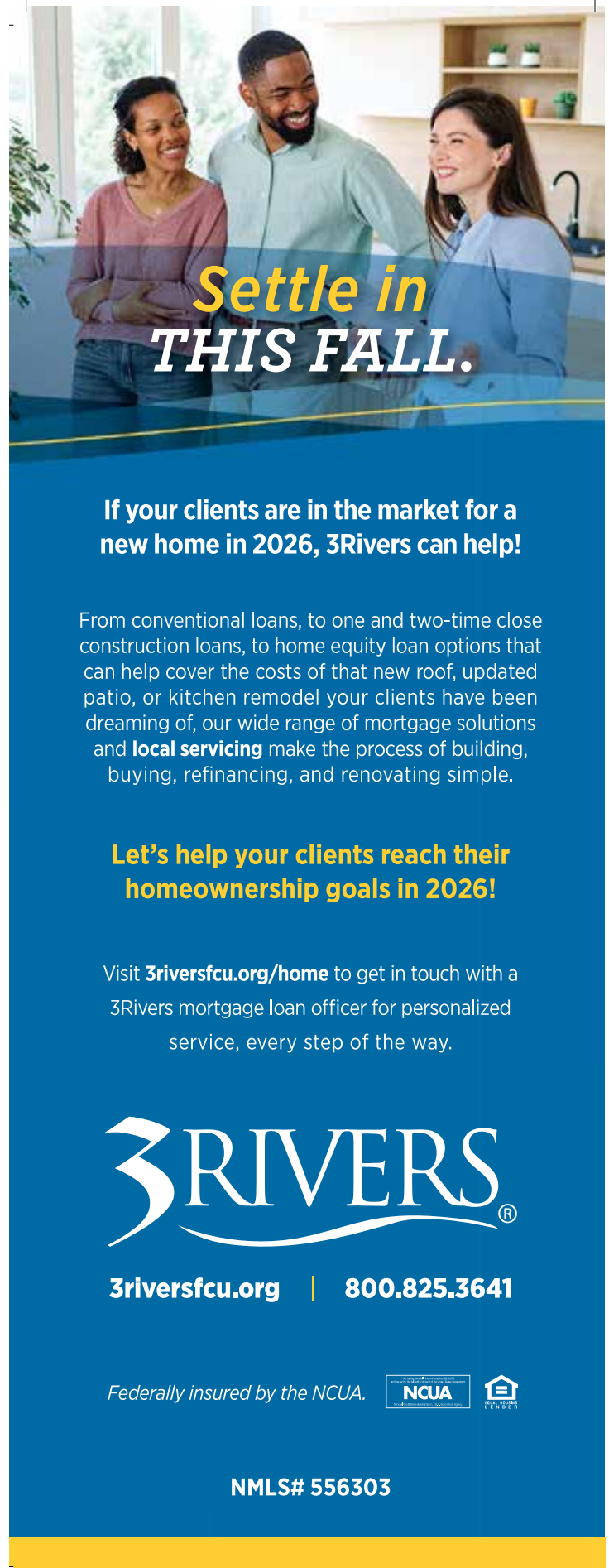
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House Notes

Rebecca Cameron, Executive Officer

Hello, and Happy Fall to all!

Thank you to all who participated in our Fall golf outing. The weather wasn't the best, but we had 28 teams take to the course and have a great day anyway. Congratulations to our winners: National Door & Trim in 1st place, Colonial Homes at 2nd place and AdLab in 3rd place -- winners were decided by just one stroke difference! Great job, everyone!

I want to express my gratitude to those who submitted nominations for the 2027 Board of Directors. Board service is a member commitment I don't take for granted, and I appreciate those who have stepped up. Being a Board member provides an opportunity to fully support the HBA mission, which is to support all segments of the residential building industry through advocacy, education, workforce development, networking and community involvement. The primary contact for each member business will receive a ballot on October 13 -- I strongly encourage you to PLEASE TAKE ADVANTAGE OF THIS OPPORTUNITY TO VOTE!

Have a great month!

Rebecca



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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 REDUCE REGULATORY BURDENS

Track housing through reporting, cap fees, preempt product mandates, restore residential TIF, and ensure impact fees are proximate to the new development.

HEA 1003 IMPROVE CODE REVIEW PROCESS

Transfer building codes from the commission to a state agency and require code changes be authorized by the Indiana General Assembly.

HEA 1210 GROW HOUSING INVENTORY

Expand the tax benefits in the Model & Spec Home Acts, and allow owners of privately-owned residential property to rent the property.

HEA 1150 PROTECT FUEL CHOICE

Preempt bans and restrictions on the use of gas-powered tools & equipment.



2027 Event Calendar

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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Chris Alexander
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James Hardie Building Products
LJ Stone
Prime Homes
Quality Crafted Homes
Meridian Title
Reese Wholesale
Sauder Built, Inc.
Secrist Marketing Group
Starks Signature Homes
The Granite Shop
Vino Concrete Construction
Wiegman Excavating
Zamco
Apex Building Company
Builder Box USA
H & H Sales Company
Habitat for Humanity of Greater Fort Wayne
Horizon Bank

WELCOME NEW MEMBER:



SRS Building Products
Jennifer Gandolfo
5030 Executive Boulevard
Fort Wayne, IN 46808
(260) 484-4464
jennifer.gandolfo@srsbuildingproducts.com

TASTY CHILI

CASH BAR

SILENT AUCTION

The Home Builders Association of Fort Wayne presents...



& Silent Auction

**Thursday, October 22, 2026
5-7pm**

**D.R. Horton
8181 W. Jefferson Boulevard
Fort Wayne**

**Admission:
\$20**

Register online at
hbaofortwayne.com/events

Join us for some of the best chili in town and a silent auction to support workforce development initiatives with our student chapters and community partners.

2026 COOK-OFF COMPETITORS:

CENTRAL SUPPLY COMPANY
Christine Habegger

D.R. HORTON-1
Kevin Rumschlag

D.R. HORTON-2
Laura Graber

FWCS CAREER ACADEMY-CONSTRUCTION TRADES
Chris Roberts

NATIONAL DOOR & TRIM-1
Rob Grimm

NATIONAL DOOR & TRIM-2
Richard Preston

OVERHEAD DOOR COMPANY
Tadd Trout

PARTNERS 1ST FEDERAL CREDIT UNION
Sabrina Fink

PELLA WINDOWS & DOORS OF NORTHERN IN
Beth Noles

QUALITY CRAFTED HOMES
Rachel Kees

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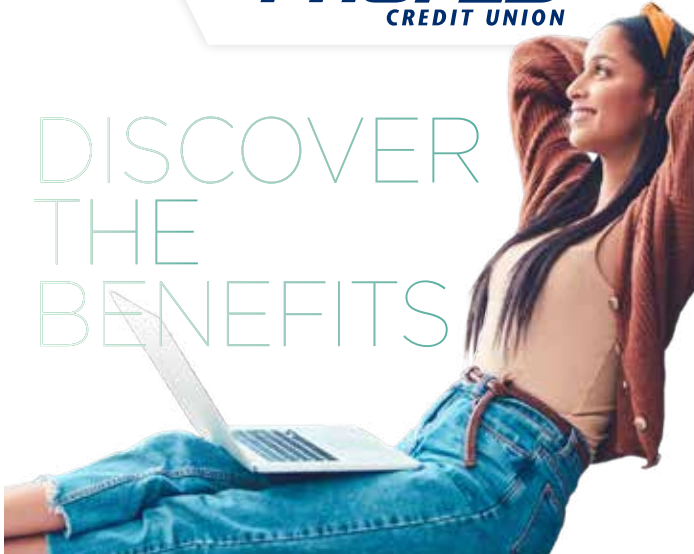
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**HIGHLIGHTED NAMES
INCREASED POINTS
LAST MONTH!**

**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)

681 Rob Wacker

623 Jeff Thomas

608 Herb Delagrang

SUPER SPIKES (250-499)

451 Bob Buescher

292 Jamie Lancia

ROYAL SPIKES (150-249)

243 Jay Shipley

243 Matt Momper

238 Roger Delagrang

238 Duane Kees

216 Charlie Giese

201 Jim Klotz

184 Greg Gerbers

172 Barclay Allen

155 Kay Feichter

152 Matt Lancia

RED SPIKES (100-149)

144 Ric Zehr

113 Kevan Biggs

113 Logan Buescher

110 Rodney Robrock

109 Jerry Korte

GREEN SPIKES (50-99)

86 Josh Barkley

82 Gregg Richhart

76 Jim Bauman

75 Lynn Delagrang

74 Luke Hoffman

59 Brad Cayot

60 Tyler Kees

54 Nate Delagrang

54 Austin Lundquist

LIFE SPIKE (25-49)

47 Bruce Jackson

44 Terry Stauffer

37 James Buckhardt

28 Jeff Bushey

28 Chad Delagrang

28 Brad Wallace

26 Chad Korte

BLUE SPIKES (6-24)

24 Michael Coe

22 Brad Lombard

20 Adam Clemens

18 Mark Heller

17 Nic Hoeffel

14 Michael Jenkins

12 Glenn Claycomb

10 Tyler Miller

9 Jhonelle Kees

9 Ryan Schiltz

7 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 Ronald Lee

2 Kamran Mirza

2 Kevin Walsh

1 Ralph Anderson

1 Emanuel Brandenberger

1 Heath Guenin

1 Al Hamed

1 Jeff Heiniger

1 Denny Kees

1 Justin Kuhn

1 Linda Maynhart

1 A.J. Sheehe

1 Troy Slattery

1 Michael Woodfill

SAVE THE DATE

AREA 09

Leadership Conference

NOV 12-13



Wind Creek Chicago Southland Casino
East Hazel Crest, IL

NAHB will host its first-ever Area 9 Leadership Conference on November 12-13, 2026. The conference will be held at the new Wind Creek Casino, conveniently located on the Illinois/Indiana border just outside the city of Chicago.

This inaugural event will bring together industry leaders from Indiana, Illinois, and Michigan to exchange ideas, strengthen collaboration, and advance the homebuilding industry across the region, while providing them the skills to make them better businesspeople through leadership development.

Register at business.buildindiana.org/events or scan
the QR code





DAY 1

12:00 – 1:30 PM

OPENING KEYNOTE LUNCHEON

Leveling up Your Leadership

Great leaders are key to an association's culture and its ability to achieve its vision. In this talk, Strategic Coach Jim Roman shares how to level up so you can grow into the great leader your association needs. Jim will also offer tips on communicating between generations. You will come away with the tools and techniques you need to be a truly great leader, and the ability to help others become great leaders, too. *Jim Roman, Strategic Coach*

1:45 – 2:45 PM

TRACK 1

The Power of Clear Communication: How to Influence, Inspire, and Motivate Action

Great leaders inspire action by making people feel seen, heard, and understood. In this engaging session, Rob Hughes shares a storytelling-based communication framework that helps leaders communicate with clarity, build trust, strengthen engagement, and motivate others to act. Attendees will gain practical tools to deliver messages that are memorable, impactful, and effective. *Rob Hughes, CEO of Hughes Integrated*

TRACK 2

Membership: Recruit, Retain, Engage

Want the secrets from the top membership drives in the country? Get strategies to boost your association's membership recruitment efforts and explore the best way to welcome new members and create value that turns new members into members for life.

Topher McLarty, NAHB Senior Director of Membership

3 – 4 PM

TRACK 1

Running Effective Meetings

Running effective meetings plays a critical role in the overall operation of your business and when volunteering within an association. As leaders you are responsible for the content, interaction and structure of your meeting. This session will cover the hallmarks of effective meetings, including establishing clear ground rules, preparing proper meeting agendas and strategies to deal with difficult behaviors.

Donna Franza, NAHB Senior Consultant of Advisory Services

TRACK 2

Advocating for the Home Building Industry: Best Practices and Current Challenges

Advocacy is essential to protecting and advancing the home building industry at every level—national, state, and local. This session brings together advocacy leaders from Area 9 to share proven strategies for strengthening your HBA's voice and influence. Explore practical approaches to effective advocacy, hear insights on navigating current challenges, and collaborate with peers to identify actionable solutions that make a real impact in your community.

4:15 – 5:15 PM

Crafting the Message that Converts: A Hands-On Blueprint

You've heard why story-driven marketing works—now let's build yours. In this interactive session, Rob Hughes walks participants through the creation of a StoryBranded message using a practical worksheet and live coaching. Attendees will walk away with a ready-to-use message framework and a clear path to implementation. *Rob Hughes, CEO of Hughes Integrated*

5:30 – 6:30 PM

Networking Reception

BBB Business Tip: A stronger password starts with a few simple changes

By Jan Diaz
President/CEO
BBB Serving Northern Indiana



We use passwords for email, banking, shopping, health information and countless other parts of everyday life. **October is Cybersecurity Awareness Month**, and it's a good time to review the passwords you're using and make a few changes where needed.

A strong password is one of the simplest tools we have for protecting personal information online. Think of a password like a wall between your information and someone trying to get to it. The stronger that wall is, and the more separate walls you have, the harder it is for someone to gain access.

Make every password count

Start with length. A strong password should have at least 12 to 16 characters and include a mix of uppercase and lowercase letters, numbers and symbols. Avoid information that's easy to find or guess, such as a pet's name, birthday, anniversary, hometown or mother's maiden name. Simple number patterns such as "1234" aren't strong choices either.

A passphrase can make a longer password easier to remember. Instead of relying on a single word, combine unrelated words, numbers and symbols into a longer phrase that means something to you but would be difficult for someone else to guess.

Don't reuse the same password

Using one password everywhere may make life easier, until that password is compromised. If someone gets the password to one account and you've reused it, they may try that same password on your email, shopping, banking or other accounts. Give important accounts their own passwords, especially those connected to financial, medical, tax or other sensitive information.

Add another layer of protection

When an account offers multifactor authentication, use it. Multifactor authentication asks for something in addition to your password, often a code sent to your phone or generated by an app. Think of it as adding a deadbolt after you've already locked the door. A password manager can also help create and store strong, unique passwords. If you use one, protect the password manager itself with a strong password.

Stronger passwords, continued from page 16

You don't have to become a cybersecurity expert to make your accounts safer. Start with the accounts that matter most, strengthen those passwords and avoid using the same one in multiple places. A few simple changes can make your personal information harder to reach.

For more information, visit [BBB.org](https://www.BBB.org). BBB's business directory features profiles with verified reviews and complaint history to help you find trustworthy businesses. You can also file a complaint or submit a customer review. Visit BBB Scam Tracker to research or report scams.



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](https://www.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.

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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



THE
DEHAYES GROUP



September 2026 Board Meeting



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

Home Builders Association of Fort Wayne Board of Directors Meeting Minutes 9.8.2026

Present: Nic Hoeffel, Glenn Claycomb, Al Hamed, Greg Gerbers, Nate Delagrange, Jhonelle Kees, Rachel Kees, Amy Schiltz, Barclay Allen, Matt Lancia, Nick Toney, Mike Jenkins, Austin Lundquist, John Belote

Attorney: Mark Baines

Absent: Tyler Cady, AJ Sheehe,

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

- Aug Board Meeting Minutes were reviewed and approved.

Financial Report

- July 2026 financial review/summary was presented.
- A motion was made and approved to accept the Aug. 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,
 - Motion Approved and seconded to give 500.00 to Ron T. and Brandon S. towards their campaigns.
 - Rebecca to follow up with the 2 Huntertown candidates to make whole up to 500.00.

Membership

- Monday Sept 21 is recruitment/retention workshop
- 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

Adjournment

There being no further business, the meeting was adjourned. 8:30 am

Submitted by:

Gregory R. Gerbers, Secretary, HBA Board of Directors



Remodeling Expo



Friday, November 6
Saturday, November 7

**Do you provide products and services
directly to homeowners?**

The Home Builders Association's Remodeling Expo
is the perfect way to grow your business! Our
consumer-focused event targets
homeowners interested in home improvements
ranging from small upgrades to complete
interior/exterior renovations.

Exhibit space: 10' x 10' booth - \$750
Additional adjacent booth space: \$500 each

Join these registered members:

Champion Windows & Home Exteriors	Momper Insulation
Copper River Cabinet Company	Partners 1st Credit Union
Doors & Drawers	Plumbers Plus
Everdry Waterproofing	Quality Stone Services
Home Pro Windows, Roofing, Siding, Doors	Raber Patio Enclosures
Inspired Closets/Better Organized Spaces	Renewal by Andersen
James Hardie Building Products	Rivers Edge Construction & Remodeling
JB Dumpsters	ScreenMobile
Key Exteriors	The DeHayes Group
Knot Just Decks	The Window Doctor
LeafFilter Gutter Protection	Wible's U-Pick Hardwoods
LJ Stone	Windows Doors & More
Miracle Contracting	

**Register online at hbafortwayne.com/events
or contact the HBA office (260) 420-2020.**

Sponsored by:



1. Basic Ranch on Slab

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

Price Summary	Dec-25	Jan-26	Feb-26	Mar-26	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Sep-25	Sep-24
Framing	\$ 16,537	\$ 16,481	\$ 16,564	\$ 16,492	\$ -	\$ 16,556	\$ 16,618	\$ 17,110	\$ 17,162	\$ 17,180	\$ 16,677	\$ 16,885
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	\$ 709	\$ 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	\$ 3,027	\$ 3,028	\$ 3,028	\$ -	\$ 3,031	\$ 3,032	\$ 3,032	\$ 3,032	\$ 3,032	\$ 3,027	\$ 2,908
Final Material	\$ 598	\$ 598	\$ 598	\$ 598	\$ -	\$ 598	\$ 598	\$ 599	\$ 599	\$ 599	\$ 598	\$ 598
Garage Door Oper.	\$ 357	\$ 357	\$ 357	\$ 357	\$ -	\$ 357	\$ 357	\$ 357	\$ 357	\$ 357	\$ 332	\$ 322
Total	\$ 33,208	\$ 33,152	\$ 33,236	\$ 33,164	\$ -	\$ 33,230	\$ 33,295	\$ 33,793	\$ 33,845	\$ 33,863	\$ 33,323	\$ 33,215

2. Basic 2-Story on Slab

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

Price Summary	Dec-25	Jan-26	Feb-26	Mar-26	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Sep-25	Sep-24
Framing	\$ 22,837	\$ 22,756	\$ 22,874	\$ 22,926	\$ -	\$ 23,276	\$ 23,475	\$ 24,515	\$ 24,727	\$ 24,824	\$ 23,015	\$ 23,632
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	\$ 3,034	\$ 3,091	\$ 3,091	\$ -	\$ 3,091	\$ 3,091	\$ 3,091	\$ 3,091	\$ 3,091	\$ 3,034	\$ 3,020
Garage Doors	\$ 723	\$ 723	\$ 723	\$ 723	\$ -	\$ 723	\$ 723	\$ 723	\$ 723	\$ 723	\$ 723	\$ 743
Final Material	\$ 783	\$ 783	\$ 783	\$ 783	\$ -	\$ 783	\$ 783	\$ 826	\$ 826	\$ 826	\$ 783	\$ 749
Interior Doors	\$ 1,804	\$ 1,804	\$ 1,804	\$ 1,804	\$ -	\$ 1,804	\$ 1,804	\$ 1,804	\$ 1,804	\$ 1,804	\$ 1,804	\$ 1,701
Interior Trim	\$ 6,561	\$ 6,561	\$ 6,561	\$ 6,561	\$ -	\$ 6,564	\$ 6,564	\$ 6,576	\$ 6,576	\$ 6,596	\$ 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	\$ 1,909	\$ -	\$ 2,072	\$ 2,072	\$ 2,072	\$ 2,072	\$ 2,072	\$ 1,874	\$ 1,686
Total	\$ 48,334	\$ 48,253	\$ 48,428	\$ 48,479	\$ -	\$ 48,996	\$ 49,194	\$ 50,289	\$ 50,502	\$ 50,619	\$ 48,456	\$ 51,752

3. Custom Ranch with Walkout Basement & Screened Porch

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

Price Summary	Dec-25	Jan-26	Feb-26	Mar-26	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Sep-25	Sep-24
Framing	\$ 39,076	\$ 39,093	\$ 39,319	\$ 39,388	\$ -	\$ 39,587	\$ 39,802	\$ 41,055	\$ 41,252	\$ 41,283	\$ 39,272	\$ 39,432
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	\$ 2,992	\$ 3,011	\$ 3,011	\$ 3,011	\$ 2,992	\$ 2,854
Garage Doors	\$ 910	\$ 910	\$ 910	\$ 910	\$ -	\$ 910	\$ 910	\$ 910	\$ 910	\$ 910	\$ 910	\$ 931
Fireplace	\$ 3,995	\$ 4,071	\$ 4,071	\$ 4,071	\$ -	\$ 4,147	\$ 4,147	\$ 4,147	\$ 4,147	\$ 4,147	\$ 3,985	\$ 4,001
Deck	\$ 7,435	\$ 7,435	\$ 7,435	\$ 7,435	\$ -	\$ 8,621	\$ 8,621	\$ 8,621	\$ 8,645	\$ 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	\$ 1,434	\$ 1,460	\$ 1,460	\$ -	\$ 1,461	\$ 1,461	\$ 1,461	\$ 1,461	\$ 1,461	\$ 1,434	\$ 1,363
Interior Trim	\$ 11,006	\$ 11,006	\$ 11,006	\$ 11,237	\$ -	\$ 11,242	\$ 11,242	\$ 11,254	\$ 11,254	\$ 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	\$ 911	\$ 912	\$ 912	\$ 911	\$ 911
Garage Door Oper.	\$ 357	\$ 357	\$ 357	\$ 357	\$ -	\$ 357	\$ 357	\$ 357	\$ 357	\$ 357	\$ 332	\$ 322
Total	\$ 85,591	\$ 85,684	\$ 85,936	\$ 86,236	\$ -	\$ 87,703	\$ 87,918	\$ 89,201	\$ 89,424	\$ 89,480	\$ 85,756	\$ 86,105

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

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

Price Summary	Dec-25	Jan-26	Feb-26	Mar-26	Apr-26	May-26	Jun-26	Jul-26	Aug-26	Sep-26	Sep-25	Sep-24
Framing	\$ 42,456	\$ 42,552	\$ 42,763	\$ 42,899	\$ -	\$ 43,298	\$ 43,566	\$ 44,550	\$ 45,037	\$ 45,091	\$ 42,781	\$ 43,119
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	\$ 1,827	\$ 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	\$ 4,515	\$ 4,630	\$ 4,630	\$ -	\$ 4,630	\$ 4,630	\$ 4,630	\$ 4,630	\$ 4,630	\$ 4,515	\$ 4,390
Deck	\$ 5,778	\$ 5,778	\$ 5,778	\$ 5,778	\$ -	\$ 6,422	\$ 6,422	\$ 6,422	\$ 6,422	\$ 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	\$ 8,709	\$ 8,716	\$ 8,716	\$ -	\$ 8,718	\$ 8,736	\$ 8,731	\$ 8,750	\$ 8,750	\$ 8,716	\$ 12,525
Final Material	\$ 545	\$ 545	\$ 545	\$ 545	\$ -	\$ 545	\$ 545	\$ 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	\$ 6,309	\$ -	\$ 6,801	\$ 6,801	\$ 6,801	\$ 6,801	\$ 6,801	\$ 6,205	\$ 5,779
Total	\$ 97,090	\$ 97,186	\$ 97,520	\$ 97,656	\$ -	\$ 99,193	\$ 99,479	\$ 100,526	\$ 101,032	\$ 101,124	\$ 97,293	\$ 99,494



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