



RIGHT

ANGLE

**July
August
2021**

FRAMING THE FUTURE

maba.org



400 SERIES

Wisconsin Building Supply and Andersen
Why choose anyone else?

WORRYPROOF. TIMEPROOF.*

Wisconsin Building Supply has partnered with Andersen to supply time tested windows and patio doors that deliver the worry-free performance you want. With their durability, weathertight fit and overall quality it's easy to see why for 20 years running, builders have used Andersen windows more than any other brand.**



6368 Lake Rd, Windsor, Wisconsin 53598
(608) 846-5445
<http://www.wibuildingsupply.com/>



*Visit andersenwindows.com/warranty for details
**Hanley Wood Builder Brand Use Study 1998-2018, Windows – Wood & Clad-Wood Category.
“ENERGY STAR” is a registered trademark of the U.S. Environmental Protection Agency.
“Andersen” and all other marks where denoted are trademarks of Andersen Corporation. ©2019 Andersen Corporation. All rights reserved.

Audio Contractors LLC

Residential, Commercial and Pro Audio & Video

“Your Best Choice for Audio/Video/Automation Systems and More”

We are the #1 Supplier for the Parade Of Homes

Best Service, Best Selection, Best Prices

- Robust Wi-Fi Systems & Home Network Systems
 - Automated Lighting, Shades & HVAC Control
 - Conference Rooms, Churches, Sports Bars, etc.
- Whole-House Audio/Video/Automation/Voice Control
 - Multi-Room Remote/Touch Panel Control
 - Dedicated Home Theaters & Media Rooms



For a showroom appointments or FREE in-home consultations call: **608-835-0556**
www.audiocontractorsllc.com • We are Happy to Supply References!

GENERATIONS TITLE

**A trusted partner to manage
your title and construction
disbursement needs.**

Robb Kahl

President

rkahl@generationstitle.com

Leah Herro

Marketing Representative

lherro@generationstitle.com

950 John Nolen Drive, Suite 185
Madison, WI 53713

(608) 661-0823



The Waterproofing Pros Home Builders Trust Most

When it comes to building homes, we know how important it is to get the job done right, right on budget, and right on time. We know, because we've been working with home builders, project managers, and contractors for over 40 years, installing the same dependable waterproofing solutions. It's why so many home builders continue to count on us for their waterproofing needs—so they can continue to finish their builds on schedule, under budget, and above expectations.



*Call us today at 1-833-928-1429
to learn about our special offer
for new home builder clients.*

LOCATIONS IN MADISON & MILWAUKEE



Madison Area Fall Parade of Homes

OCTOBER 15-17 & 22-24, 2021

Tickets and home information coming soon on MadisonFallParadeofHomes.com!



CONGRATULATIONS!

MICHAEL F. SIMON



BUILDERS
EST. 1893

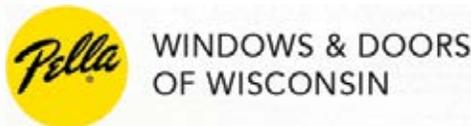
MABA Member, Michael F. Simon Builders, was awarded four Badger Craftsman Awards at the WBA Celebration of Housing event on July 15th!
Visit wisbuild.org/badgercraftsman to view all the winning entries.

Best Room Addition Remodel | Best New Build \$750K-\$1.2M | Best Whole House Remodel | Best Home Feature





PLATINUM SPONSORS



GOLD SPONSOR



SILVER SPONSOR



2021 BOARD OF DIRECTORS

OFFICERS:

PRESIDENT

Danny Lowery

Tim O'Brien Homes

PRESIDENT-ELECT

Brad Burrs

Urso Bros., LLC

FIRST VICE PRESIDENT

Angie Kieta

LP Building Solutions

TREASURER

Keith Batenhorst

Drexel Building Supply

SECRETARY

Joe Crary

Crary Construction Inc.

IMMEDIATE PAST PRESIDENT

Jim Lampe

Dane Building Concepts, LLC

DIRECTORS:

Andy Blakey

Elite A/V & Automation

Dawn McIntosh

CLE Consulting, LLC

Carly Miller

Cambria

Ken Nelson

Victory Homes of

Wisconsin, Inc.

Shaun Scullion

Scullion Builders, LLC

Justin Temple

Temple Builders, Inc.

Mike Thole

Hottmann Construction

Crystal Welsh

Coyle Carpet One

EXECUTIVE DIRECTOR:

Chad Lawler

OPERATIONS MANAGER:

Lisa Kratz

MARKETING MANAGER:

Katelyn Gladem

MEMBERSHIP DIRECTOR:

Peggy Meskan

The Madison Area Builders Association Presents:



OKTOBERFEST

**SEPT
23
5 - 8 PM**

**Eszen Haus
514 E. Wilson St.
Madison, WI 53703**

Free to attend for MABA Members!
Two free drinks and appetizers included.



The event will immediately follow Parade of Homes Site Selection, also taking place at the Eszen Haus.

Food & Drink Sponsored by



**WINDOWS & DOORS
OF WISCONSIN**

WICIW Parade of Homes Happy Hour

JUNE 24TH AT THE WINDSOR GARDENS PARADE SITE



BUILD X

THURSDAY, SEPTEMBER 30TH

11AM-5PM

HILTON GARDEN INN - SUN PRAIRIE, WI

Join us for BUILDX, a one-day conference focusing on empowering women in the construction industry. The conference will feature industry-involved speakers, lunch, networking, and breakout sessions, followed by a happy hour.

Learn more and register at

BUILDXWISCONSIN.COM

PREMIER SPONSOR

Drexel
BUILDING SUPPLY



Framing the Future: Skilled Trades Center Project Takes Off



Three and a half years ago, the Madison Area Builders Association (MABA) began a partnership with the Boys and Girls Clubs of Dane County (BGDC) with the vision of opening a Skilled Trades Center for area youth to learn more about an industry that continues to lack workers yet offers flexible, rewarding, lifelong careers.

In early July, after years of searching for a proper location for the project, local industry member John McKenzie, owner of McKenzie Apartment Company and longtime member of MABA and supporter of BGDC, purchased and donated a building in Fitchburg, WI which will be the new home of the McKenzie Regional Workforce Center (MRWC). The MRWC groundbreaking on July 13th was attended by Jerry Howard, the National Association of Home Builders (NAHB) CEO and Jeff Amy, from the President's Office of the Boys and Girls Clubs of America. Both organizations have expressed interest in making skilled trades programs a national initiative in the years to come, with the development of the MRWC as a leading example.

PROGRAM MISSION

The United States is in a skilled trades shortage with millions of jobs expected to open in the coming years. The MRWC will create awareness of the rewarding opportunities in construction trades including carpentry, electrical installation, heating ventilating and air conditioning, plumbing, masonry, etc. through a partnership with area schools. Area industry professionals will be donating their time and expertise by teaching hands-on classes at the center. Area students will be encouraged to participate in the program beginning in middle school. Upper-class participants will be eligible for paid internships and on-site construction work. The program will offer certification upon graduating, allowing participants to qualify for area skilled trades jobs that are well-paid and fulfilling.

The average annual pay in a skilled trades role in the Madison area is approximately \$43,000 or \$21.50 per hour. A critical part of the training will be life skills, an understanding of the physical effort, commitment to hard work, and reliability these jobs require. The MRWC will also offer entrepreneurship training for students who aspire to grow their learned skills into a business.

CONSTRUCTION COST AND TIMELINE

The \$1M building acquisition cost has been kindly donated by John McKenzie. OPN Architects has completed a building design that involves gutting the building in its current form and building back a new state-of-the-art facility. The design includes offices for the BGDC and MABA, hands-on training areas with construction equipment and supplies, conference and lecture spaces, and other support rooms. There will be exterior building and landscape upgrades, and a warehouse addition for complex skilled trades projects. The final design is evolving as input is received from area partners, and the final construction cost is estimated at \$5M. Construction is anticipated to start in early fall 2021 and be completed in the summer of 2022.



Groundbreaking Ceremony on July 13th, 2021
The McKenzie Regional Workforce Center will be located at 5225 Verona Rd., Fitchburg, WI.

PLANNED ENDOWMENT

Fundraising has begun to raise an endowment that is sufficient to assure perpetual funding for the ongoing operation on the MRWC. The BG CDC expects to place at least \$5M with the Madison Community Foundation (MCF) and possibly other institutions. If the entire endowment is placed with MCF it will be one of MCF's largest agency fund holders. A \$5M endowment would receive an anticipated distribution of \$225,000 (4.5%) and would be expected to grow annually by \$175,000 (3.5%). At this rate, the fund would grow to \$8,200,000 in 10 years. The ultimate goal is to reach a \$10M endowment which would make the operation self-sustaining.

GOVERNANCE & OPERATIONS

The MRWC has hired a full-time development officer for the program and plans to hire a full-time program director in 2022. These positions will manage the facility, spearhead fundraising under the guidance of BG CDC, and work directly with MABA to keep the program effective. It is estimated the facility will cost \$500k annually to operate. An advisory board is being created that will consist of BG CDC, MABA, and other valuable community members to oversee the project.

FUNDRAISING

MABA is actively fundraising for the construction cost of the project and the program endowment. In-kind and monetary donations are greatly appreciated. Naming rights opportunities are available inside the MRWC at various price points. For more information or to pledge a donation, contact Peg Meskan, MABA Membership Director, at pmeskan@maba.org or (608) 288-1136.

Interested in Donating?

A donation form is included inside this Right Angle issue to pledge monetary and in-kind donations. Forms may be sent to MABA via mail, or may be scanned and sent via email to pmeskan@maba.org.

Thank you for your support!





MADISON AREA BUILDERS ASSOCIATION



DISCLAIMER: The Right Angle is the official newsletter of the Madison Area Builders Association. The Madison Area Builders Association is a non-profit trade organization dedicated to promoting a positive business environment by uniting, serving, and representing all aspects of the building industry.

The Right Angle is published seven times per year. Notice of local, state, and national programs/events is a service to Association members. Such notices do not indicate Association endorsement or sponsorship unless specifically noted. The acceptance of advertising in The Right Angle does not indicate approval or endorsement of the advertiser or the advertiser's product by Association. Madison Area Builders Association makes no warranties and assumes no responsibility for completeness of the information contained herein.



CHOOSE SAM'S FOR YOUR GEOTHERMAL PROJECT

GEOTHERMAL CONTRACTING

- Geothermal Design/Construction ■
- Test Drilling ■
- Thermal Conductivity Testing ■
- Well Field Installation ■
- Header Installation ■

Providing well Drilling Services for over 55 years



- Call us at 1 (800) 321-5193 ■
- jaker@samswelldrilling.com ■
- www.samswelldrilling.com ■

Strength in Members Awardees

Most Members Utilized Winner:



Congratulations to the 2021 Strength in Members awardees!

It pays when members build with members. The Strength in Members award recognizes the Parade builder who utilizes the most MABA members in the construction of their Parade home. Thank you for keeping membership strong by using MABA members in your Parade homes!



Draw Winner:





Congratulations to the 2021 People's Choice Awards Winners!

To account for the addition of scattered-site homes into the Parade of Homes this year, the People's Choice Awards were determined by separating the homes evenly into three price ranges with one winner per price range per category. The price categories were Under \$700K, \$700K to \$1M, and Over \$1M.

INTERIOR DESIGN WINNERS

Scullion Builders, LLC
Midwest Homes, Inc.
Urso Bros., LLC

Sponsored by  Wisconsin
BUILDING SUPPLY
Andersen 

KITCHEN & BATH WINNERS

Platinum Builders Custom Homes, LLC
Dane Building Concepts, LLC
Hart DeNoble Builders, Inc.

Sponsored by  Drexel
BUILDING SUPPLY

FINISHED BASEMENT WINNERS

Coogan Builders
Classic Custom Homes of Waunakee, Inc.
Marten Building & Design

Sponsored by  Axley
Attorneys Since 1885

CURB APPEAL WINNERS

Coogan Builders
Victory Homes of Wisconsin, Inc.
Hart DeNoble Builders, Inc.

Sponsored by  LP
BUILDING SOLUTIONS

OVERALL HOME WINNERS

Scullion Builders, LLC
Classic Custom Homes of Waunakee, Inc.
Urso. Bros., LLC

Sponsored by  Pella
WINDOWS & DOORS
OF WISCONSIN

MABA TROPICAL TRIP

February 2022 at El Dorado Royale Resort in Riviera Maya, Mexico



Help MABA grow through membership, earn a free all-inclusive trip to a tropical destination!

Receive a free trip just by referring your industry friends and colleagues to join the Association!
Earn one (1) point for referring an Associate member and one and one-half (1.5) points for a Builder member.

Six Points in a Calendar Year = One Free Trip

The 2022 trip is February 23-27 in Riviera Maya, Mexico!
Point earning eligibility for the 2022 trip will end on November 30th, 2021.



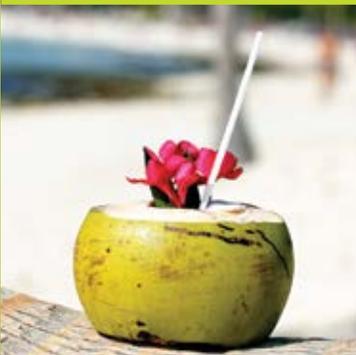
Questions? Contact Peg Meskan at (608) 288-1136 or pmeskan@maba.org.



MABA TROPICAL VACATION LEADERBOARD

1) Ed Hoksbergen	Encore Homes	6
2) Joe Crary	Crary Construction	4.5
3) Jim Lampe	Dane Building Concepts	4
4) Angie Kieta	LP Building Solutions	3
5) Mike Thole	Sierra Concepts	2.5
5) Crystal Welsh	Coyle Carpet One	2
5) Jason DeNoble	Hart DeNoble Builders	2
5) Ken Nelson	Victory Homes of Wisconsin	2
5) Sarah Bennett	Alterra Design Homes	2
5) Shaun Scullion	Scullion Builders	2
5) Abe Degnan	Degnan Design-Build-Remodel	2
5) Danny Lowery	Tim O'Brien Homes	2
5) John Schwingle	Schwingle Builders	2
5) Brad Burrs	Urso Bros.	2

Current points are valid through **November 30th, 2021**
for use towards the 2022 MABA Tropical Trip.



Brew, Brats & Builders

MAY 26TH, 2021 @ CAPITAL BREWERY





Hart DeNoble Builders

Inspiration to installation

With our design-driven collection of materials and expert team of interior designers, project managers, schedulers, installers and service coordinators, FLOOR360 brings your clients' dreams to life. In fact, we install more floors in more new construction Wisconsin homes than anyone else. To begin your hassle-free **Design is our Difference** experience, call or email design@floor360.com to schedule a visit—our showroom is available by appointment only. *Proud sponsor of Design for a Difference.*



5117 VERONA RD | 608.274.2500 | FLOOR360.COM

Specializing in Geothermal Closed Loop Systems

Leave the dirty work to us, call us today!

From small residential to large scale commercial, if your project needs a horizontal trench, vertical, pond, or directionally bored loop we have the experience, equipment, and proven know-how to get the loop system installed and transferring the earth's heat the **right way**.

(920) 326-2050 • www.goloopwi.com



Madison Verona



Contact our Mortgage Team!

P: 608.836.1616

Cori Femrite NMLS#594085
Amy Gile-Engel NMLS#586017
Howard Cagle NMLS#593729

CapitolBank.com/mortgages-maba



www.birrenkottsurveying.com

Daniel V. Birrenkott, PLS
608.837.7463

P.O. Box 237
1677 N. Bristol Street
Sun Prairie, WI 53590

dbirrenkott@birrenkottsurveying.com

Land Surveying & Soil Testing

STRUCK & IRWIN FENCE

A Trusted Name in Madison for Over 75 Years
Quality Materials, Professional Service, Competitive Prices

Fences
For Safety, Security or To Accent Your Property

- **Chain Link:** Silver, Black, Brown or Green
- **Wood or Vinyl:** Privacy, Picket, Post & Rail
- **Ornamental Iron:** Many Styles and Colors

Fence Repairs • Any Size Job, Anywhere • Free Estimates

826 Williamson St., Madison, WI 53703 • (608) 255-1673
www.struckandirwinfence.com • sales@struckandirwinfence.com

Single Family and Duplex Permits Issued

2021 Dane County May YTD Comparison

Municipality Report

<i>Municipality</i>	<i>2021 Total</i>	<i>2020 Total</i>	<i>2021 Starts</i>	<i>2020 Starts</i>	<i>2021 Avg. Value</i>	<i>2020 Avg. Value</i>	<i>2021 Avg. Sq Ft</i>	<i>2020 Avg. Sq Ft</i>
Albion (T)	\$703,000	\$250,000	2	1	\$351,500	\$250,000	2,800	2,100
Berry (T)	\$495,000	\$499,000	1	1	\$495,000	\$499,000	3,850	3,400
Black Earth (T)		\$379,000		1		\$379,000		3,100
Blooming Grove (T)		\$220,000		1		\$220,000		1,850
Blue Mounds (T)		\$724,000		2		\$362,000		3,150
Bristol (T)	\$3,285,000	\$1,174,000	7	3	\$469,286	\$391,333	3,480	3,100
Burke (T)	\$400,000	\$430,000	1	1	\$400,000	\$430,000	3,000	3,300
Cottage Grove	\$3,792,000	\$2,204,000	9	6	\$421,333	\$367,333	2,698	3,048
Cottage Grove (T)	\$1,516,000	\$912,000	4	2	\$379,000	\$456,000	2,988	3,100
Cross Plains	\$843,000	\$352,000	2	1	\$421,500	\$352,000	2,788	2,265
Cross Plains (T)	\$2,872,000		3		\$957,333		4,891	
Dane (T)	\$525,000	\$447,000	1	1	\$525,000	\$447,000	3,850	3,100
Deerfield (T)	\$500,000	\$790,000	1	2	\$500,000	\$395,000	4,200	3,125
DeForest	\$23,158,000	\$7,668,000	62	16	\$373,516	\$479,250	2,590	3,564
Dunkirk (T)		\$350,000		1		\$350,000		3,100
Dunn (T)	\$5,399,000	\$1,440,000	8	2	\$674,875	\$720,000	4,544	4,800
Fitchburg	\$26,758,000	\$11,016,000	73	35	\$366,548	\$314,743	2,537	2,461
Madison	\$46,639,000	\$57,587,000	130	156	\$358,762	\$369,147	2,273	2,377
Marshall		\$1,370,000		8		\$171,250		1,658
Mazomanie (T)	\$300,000		1		\$300,000		2,350	
McFarland	\$3,687,000	\$8,440,000	9	24	\$409,667	\$351,667	2,249	2,374
Middleton	\$4,659,000	\$7,303,000	9	13	\$517,667	\$561,769	2,755	3,498
Middleton (T)	\$9,359,000	\$10,975,000	12	18	\$779,917	\$609,722	4,887	4,672
Montrose (T)	\$420,000	\$300,000	1	1	\$420,000	\$300,000	3,300	2,550
Mount Horeb	\$3,435,000	\$1,996,000	9	5	\$381,667	\$399,200	2,528	2,834
Oregon	\$9,893,000	\$9,398,000	24	23	\$412,208	\$408,609	2,358	2,956

Municipality	2021 Total	2020 Total	2021 Starts	2020 Starts	2021 Avg. Value	2020 Avg. Value	2021 Avg. Sq Ft	2020 Avg. Sq Ft
Oregon (T)	\$661,000	\$1,825,000	1	2	\$661,000	\$912,500	4,350	6,250
Perry (T)	\$1,057,000	\$386,000	2	1	\$528,500	\$386,000	3,925	3,300
Pleasant Springs (T)	\$2,076,000	\$928,000	5	2	\$415,200	\$464,000	3,360	3,350
Primrose (T)	\$504,000	\$1,182,000	1	3	\$504,000	\$394,000	3,850	3,350
Roxbury (T)	\$460,000	\$420,000	1	1	\$460,000	\$420,000	3,200	3,100
Rutland (T)	\$450,000	\$815,000	1	3	\$450,000	\$271,667	3,550	2,783
Springdale (T)	\$2,474,000		5		\$494,800		3,800	
Springfield (T)	\$1,049,000	\$998,000	2	2	\$524,500	\$499,000	3,825	3,600
Stoughton	\$2,680,000	\$1,537,000	8	5	\$335,000	\$307,400	2,941	2,377
Sun Prairie	\$27,186,000	\$20,966,000	68	66	\$399,794	\$317,667	2,883	2,530
Sun Prairie (T)		\$250,000		1		\$250,000		2,100
Vermont (T)	\$663,000	\$525,000	1	1	\$663,000	\$525,000	4,550	4,100
Verona	\$14,523,000	\$5,831,000	28	16	\$518,679	\$364,438	2,301	2,287
Verona (T)	\$7,043,000	\$3,967,000	8	6	\$880,375	\$661,167	6,031	4,933
Vienna (T)	\$700,000	\$450,000	1	1	\$700,000	\$450,000	4,500	3,100
Wauwaukee	\$30,401,000	\$10,888,000	69	26	\$440,594	\$418,769	2,647	3,045
Westport (T)	\$15,824,000	\$7,871,000	20	10	\$791,200	\$787,100	4,356	4,788
Windsor (T)	\$6,321,000	\$12,599,000	13	34	\$486,231	\$370,559	2,621	2,444
York (T)	\$1,201,000		3		\$400,333		3,417	

Year to Year May Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2011	16,054,000	64	250,843	2,502
2012	19,988,000	83	240,819	2,330
2013	26,055,000	98	265,867	2,540
2014	26,917,000	92	292,576	2,615
2015	34,673,000	108	321,046	2,654
2016	50,067,499	143	350,122	2,635
2017	40,520,000	114	355,438	2,828
2018	39,564,000	116	341,068	2,581
2019	33,872,000	89	380,584	2,762
2020	31,994,000	91	351,582	2,514
2021	53,625,000	116	462,284	2,786

Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2011	70,617,000	266	265,477	2,587
2012	79,107,000	301	262,813	2,558
2013	108,069,000	409	264,227	2,529
2014	120,318,000	417	288,532	2,606
2015	151,958,000	488	311,389	2,609
2016	169,221,499	528	320,495	2,557
2017	177,724,466	534	332,817	2,619
2018	192,075,000	557	344,838	2,594
2019	181,940,774	501	363,155	2,723
2020	197,662,000	504	392,186	2,762
2021	263,911,000	606	435,496	2,787

Single Family and Duplex Permits Issued

2021 Dane County June YTD Comparison

Municipality Report

<i>Municipality</i>	<i>2021 Total</i>	<i>2020 Total</i>	<i>2021 Starts</i>	<i>2020 Starts</i>	<i>2021 Avg. Value</i>	<i>2020 Avg. Value</i>	<i>2021 Avg. Sq Ft</i>	<i>2020 Avg. Sq Ft</i>
Albion (T)	\$703,000	\$505,000	2	2	\$351,500	\$252,500	2,800	2,300
Berry (T)	\$495,000	\$974,000	1	2	\$495,000	\$487,000	3,850	3,300
Black Earth (T)		\$979,000		2		\$489,500		3,950
Blooming Grove (T)		\$220,000		1		\$220,000		1,850
Blue Mounds (T)		\$1,023,000		3		\$341,000		2,950
Bristol (T)	\$3,784,000	\$1,174,000	8	3	\$473,000	\$391,333	3,470	3,100
Burke (T)	\$400,000	\$430,000	1	1	\$400,000	\$430,000	3,000	3,300
Cottage Grove	\$4,142,000	\$3,239,000	10	9	\$414,200	\$359,889	2,713	2,668
Cottage Grove (T)	\$3,427,000	\$2,262,000	7	4	\$489,571	\$565,500	3,740	4,288
Cross Plains	\$1,213,000	\$352,000	3	1	\$404,333	\$352,000	2,889	2,265
Cross Plains (T)	\$3,422,000		4		\$855,500		4,631	
Dane (T)	\$525,000	\$447,000	1	1	\$525,000	\$447,000	3,850	3,100
Deerfield (T)	\$1,465,000	\$790,000	3	2	\$488,333	\$395,000	3,867	3,125
DeForest	\$27,408,000	\$10,789,000	69	23	\$397,217	\$469,087	2,827	3,407
Dunkirk (T)		\$350,000		1		\$350,000		3,100
Dunn (T)	\$5,399,000	\$1,440,000	8	2	\$674,875	\$720,000	4,544	4,800
Fitchburg	\$28,291,000	\$14,333,000	77	45	\$367,416	\$318,511	2,502	2,479
Madison	\$52,216,000	\$66,133,000	149	185	\$350,443	\$357,476	2,211	2,355
Marshall		\$2,105,000		12		\$175,417		1,668
Mazomanie (T)	\$300,000		1		\$300,000		2,350	
McFarland	\$5,959,000	\$9,937,000	13	28	\$458,385	\$354,893	2,515	2,479
Medina (T)	\$425,000		1		\$425,000		3,250	
Middleton	\$4,409,000	\$8,513,000	8	15	\$551,125	\$567,533	2,891	3,434
Middleton (T)	\$10,810,000	\$12,871,000	15	22	\$720,667	\$585,045	4,640	4,493
Montrose (T)	\$420,000	\$300,000	1	1	\$420,000	\$300,000	3,300	2,550
Mount Horeb	\$4,966,000	\$2,469,000	13	6	\$382,000	\$411,500	2,376	3,016

<i>Municipality</i>	<i>2021 Total</i>	<i>2020 Total</i>	<i>2021 Starts</i>	<i>2020 Starts</i>	<i>2021 Avg. Value</i>	<i>2020 Avg. Value</i>	<i>2021 Avg. Sq Ft</i>	<i>2020 Avg. Sq Ft</i>
Oregon	\$10,839,000	\$10,393,000	26	26	\$416,885	\$399,731	2,352	2,842
Oregon (T)	\$1,311,000	\$1,825,000	2	2	\$655,500	\$912,500	4,350	6,250
Perry (T)	\$1,057,000	\$386,000	2	1	\$528,500	\$386,000	3,925	3,300
Pleasant Springs (T)	\$2,076,000	\$1,653,000	5	4	\$415,200	\$413,250	3,360	3,100
Primrose (T)	\$504,000	\$1,182,000	1	3	\$504,000	\$394,000	3,850	3,350
Roxbury (T)	\$1,320,000	\$811,000	3	2	\$440,000	\$405,500	3,300	3,100
Rutland (T)	\$875,000	\$815,000	2	3	\$437,500	\$271,667	3,425	2,783
Springdale (T)	\$3,094,000		6		\$515,667		3,983	
Springfield (T)	\$1,348,000	\$998,000	3	2	\$449,333	\$499,000	3,167	3,600
Stoughton	\$3,080,000	\$1,762,000	9	6	\$342,222	\$293,667	2,968	2,679
Sun Prairie	\$31,592,000	\$26,459,000	79	84	\$399,899	\$314,988	2,865	2,539
Sun Prairie (T)	\$399,000	\$250,000	1	1	\$399,000	\$250,000	2,550	2,100
Vermont (T)	\$956,000	\$525,000	2	1	\$478,000	\$525,000	3,325	4,100
Verona	\$17,329,000	\$6,587,000	36	18	\$481,361	\$365,944	2,304	2,260
Verona (T)	\$9,478,000	\$3,967,000	11	6	\$861,636	\$661,167	5,918	4,933
Vienna (T)	\$700,000	\$450,000	1	1	\$700,000	\$450,000	4,500	3,100
Wauunakee	\$35,337,000	\$15,853,000	80	35	\$441,713	\$452,943	2,612	3,284
Westport (T)	\$16,294,000	\$12,044,000	21	17	\$775,905	\$708,471	4,270	4,399
Windsor (T)	\$6,321,000	\$14,281,000	13	38	\$486,231	\$375,816	2,621	2,395
York (T)	\$1,201,000		3		\$400,333		3,417	

Year to Year June Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2011	14,472,000	54	268,000	2,599
2012	19,302,112	77	250,676	2,490
2013	24,031,000	94	255,648	2,425
2014	31,732,000	102	311,098	2,660
2015	36,614,000	113	324,017	2,753
2016	33,836,500	111	304,833	2,629
2017	39,796,000	117	340,136	2,707
2018	33,540,000	101	332,079	2,452
2019	40,465,000	115	351,869	2,567
2020	44,214,000	117	377,897	2,778
2021	42,244,000	97	435,505	2,873

Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2011	85,089,000	320	265,903	2,589
2012	98,409,112	378	260,341	2,544
2013	132,100,000	503	262,624	2,509
2014	152,050,000	519	292,967	2,617
2015	188,572,000	601	313,763	2,636
2016	203,057,999	639	317,774	2,570
2017	217,520,466	651	334,132	2,635
2018	225,615,000	658	342,879	2,573
2019	222,405,774	616	361,048	2,694
2020	241,876,000	621	389,494	2,765
2021	305,290,000	701	435,506	2,797

MABA GOLF OUTING



Wednesday, September 15th

Pleasant View Golf Course

Middleton, WI

Shotgun Start at 11am

PRESENTED BY:



WINDOWS & DOORS
OF WISCONSIN

\$450 per Foursome - Limited Foursomes Remaining!

Registration includes 18 holes of Golf with cart, box lunch, bloody mary, and 3 drink tickets.



QUALITY

Starts Here

Doors
Design
Windows
Cabinetry
Custom Millwork
Lumber Supplies
Wall Panels
Trusses



Brunsell
LUMBER AND MILLWORK

Madison Location
4611 W. Beltline Hwy. Madison, WI 54711
608.275.7171 800.295.7178

Component Division
1204 E. Lincoln St. Mt. Horeb, WI 53572
608.437.7183

www.brunsell.com

MABA Financial Statement Update

As of June 30th, 2021



CASH

Current Balance
\$306K



SPRING PARADE OF HOMES

Projected 12/31/21
Net Income
\$190K



INVESTMENTS

Current Balance
\$2.15M



MEMBERSHIP

88 Builder
290 Associate
9 Affiliate



MEMBERSHIP

2021 New Members
12 Members



AARON MEYER
Mortgage Sales Officer
608.842.5024

NMLS #594379



CARISSA PETERSON
Mortgage Loan Officer
608.842.5029

NMLS #709655



KELLI EZZELL
Mortgage Loan Officer
608.842.5031

NMLS #502466

From a lot loan to a dream home, we make it simple.
But, don't just take our word for it...

“
Great to work with.
Very knowledgeable
and responsive.”

~ Matthew & Hayley

“
...calm in such
uncertain times...
exactly what
we needed.”

~ Alexi & Brian

“
As a builder...
I refer to Settlers
with confidence...
A+ on all fronts.”

~ Deann & William

Contact a Mortgage Loan Officer today.



MEMBER FDIC

Sh Settlers bank
Madison | Windsor | SettlersWI.com

Experience You Can Count On



- 1 Local underwriting and decisions from mortgage experts.
- 2 Great Loan Options to fit your needs.
- 3 Highly experienced mortgage loan officers anticipate and handle the complexities of your home loan process.

Contact Dane County's Number ONE Home Lending Experts Today!



ONECOMMUNITY.BANK | 608-838-3141



PROVEN PARTNER FOR RESIDENTIAL DEVELOPERS

Civil Engineering | Planning | Surveying | Water Resources | Landscape Architecture

vierbicher
planners | engineers | advisors



Vierbicher has a full range of integrated services and four decades of land development expertise.

VIERBICHER.COM



Chuck Ebbs
Fleet & Commercial Specialist
(608) 729-6721
chuck.ebbs@zimbrick.com



GM Business Elite Dealer

Whether you have one vehicle or 100 vehicles, we understand how important your fleet is to your bottom line. That's why we offer Extended Service Hours, Work-Ready Loaners, and a Fleet & Commercial Specialist.

Certain Members Save More

Buy a new Chevrolet, get all the current rebates, plus save an additional \$250 to \$1000 with a MABA, ABC, AGC or NAHB private offer.



1877 West Main Street • Sun Prairie, WI 53590
ZimbrickChevrolet.com • 608-729-6721



FIRSTSOURCE FOR QUALITY, VALUE, SERVICE.

High quality building materials for Homeowners & Professional Builders including:

- Lumber Packages
- Truss Manufacturing
- Doors & Windows



Middleton Lumber | 1987 Pleasant View Road | Middleton, WI 53562 | 608.836.1941 | Monday-Friday 7am-5pm



The Showroom Builders and Their Customers Trust.
for furniture, home appliances, mattresses and home electronics.



KitchenAid
Presenting Black Stainless
Appliances - As **Bold** As You Are.



visit us online or in-store • www.FurnitureApplianceMart.com - www.AshleyHomeStore.com

2404 W. Beltline Highway, Madison

**Where There Is No Structure,
There Is No Home**



Proudly Providing Locally-Built Complete
Component Building Packages for
Over 50 Years

**Let Us Help You Shape Your
Customers' Dreams!**

| Floor & Wall Panels | Trusses | Windows & Doors |
| Interior & Exterior Finish Products |



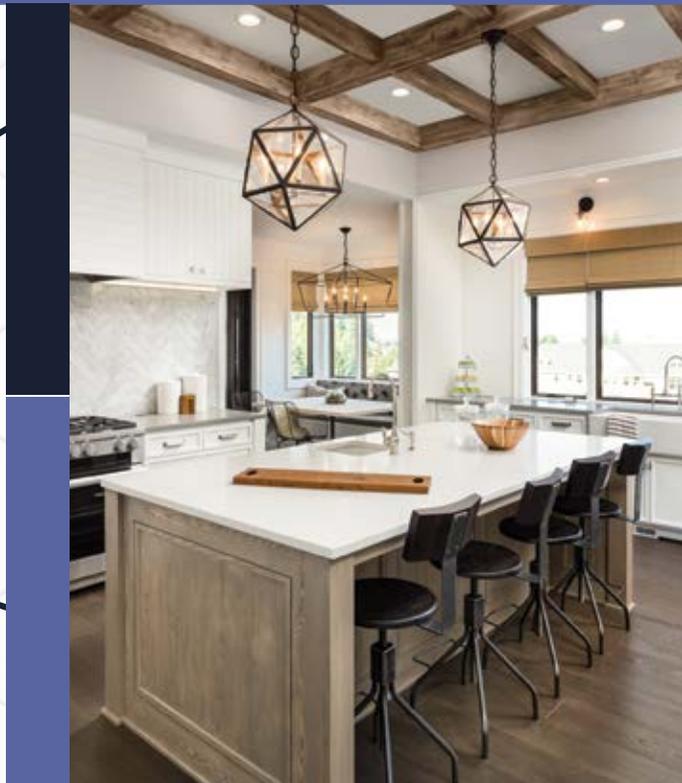
WWW.WINDSORBUILDS.COM
608-241-2185

330 Atlas Ave • Madison, WI 53714 • e: sales@windsorbuidls.com

PARADE OF HOMES IN REVIEW

40 Homes

18 Site | 22 Scattered



5
Parade Sites

\$113,411
Ticket Revenue

22,289 Visits
to Parade-sites

10,778
Tickets Sold

4,200+
Virtual Parade
Unique Visitors

52,685
Scattered-site Visits