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September
October
2021

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LOCATIONS IN MADISON & MILWAUKEE

2021 MABA GOLF OUTING

SEPTEMBER 15TH @ PLEASANT VIEW GOLF COURSE





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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	8.5
2) Joe Crary	Crary Construction	7.5
2) Jim Lampe	Dane Building Concepts	7.5
4) Crystal Welsh	Coyle Carpet One	6
5) Angie Kieta	LP Building Solutions	3.5
5) Abe Degnan	Degnan Design-Build-Remodel	3.5
7) Don Tierney	Livable Communities by Don Tierney	3
7) Mike Thole	Sierra Concepts	3

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





Trends in Housing Conference

November 9, 2021
Hotel Retlaw | Fond du Lac
8:00am – 2:30pm

Join us for our second annual Trends in Housing Conference packed with speakers who will discuss important trends and outlooks as it pertains to the housing industry.

Event sponsored by:  FHLBank Chicago • Member Price: \$75 | Non-Member Price: \$95 • Registration Closes October 27

Visit wisbuild.org/wba-events/2021/housing to register!

AGENDA

8:00AM – 8:40AM: Registration/Continental Breakfast

Welcome Address

8:45AM – 9:45AM: Future of Trades in Wisconsin
Dr. Morna Foy; *Wisconsin Technical College System President*

9:50AM – 10:50AM: Wisconsin's Current Real Estate & Housing Conditions
Mark Eppli; *Director of Graaskamp Center for Real Estate; UW-Madison*

10:55AM – 11:55AM: Housing Forecasting & Analysis
Danushka Nanayakkara-Skillington; *NAHB Assistant Vice President*

Lunch

1:15PM – 2:15PM: Panel Discussion Building Development, Code Issues, Assessments
Developer/Realtor: Pat Kaster
Builder: David Belman
Inspector: Scott Satula
Appraiser: TBD

-- Meet Our Speakers --



Dr. Morna K. Foy is president of the Wisconsin Technical College System. President Foy believes in the power of technical education to enrich lives and strength Wisconsin's economy.

The result is a sharp focus on the innovation necessary to deliver relevant, valuable learning opportunities for students at every stage of their lives and careers, and a reliable talent pipeline for employers in every sector and region of the state.



Mark Eppli: Widely published in commercial real estate finance, development and valuation, Mr. Eppli's research has been published in dozens of top-respected real estate journals. Co-author of two books: Real estate

Development – Principles and Process of Valuing the New Urbanism, both published by Urban land Institute, Eppli is the immediate past president of the nonprofit Real Estate Research Institute. He currently serves as the Director of the James A. Graaskamp Center for Real Estate at UW-Madison.



Danushka Nanayakkara-Skillington: As the NAHB Assistant Vice President for Forecasting and Analysis, Ms. Nanayakkara

-Skillington oversees the activities for the economic group including housing market analysis, industry surveys, developing and maintaining national, regional, long-term, and remodeling expenditures forecasts.

MEET THE PANEL

Our panel discussion will include a developer/builder, realtor, inspector, and appraiser who will discuss the building and buying markets, how they're impacting home appraisals, and common code issues and solutions.



Pat Kaster
Developer/Realtor



David Belman
Builder



Scott Satula
Inspector

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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.



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MADISON AREA BUILDERS ASSOCIATION

MEMBERSHIP RATE INCREASE IN 2022

MABA membership rates will not increase in 2021.

MABA membership rates will increase slightly in 2022 to offset increasing WBA membership rates and future MABA costs.



PARADE OF HOMES

This scattered-site, self-guided tour features 15 expertly-constructed homes from top builders across the area. From modern farmhouse to craftsman, suburban to lakefront, model to custom -- guaranteed to appeal to any taste!

Whether you're in the market to build or buy a new home, or just want to see the latest in home design trends, the Fall Parade of Homes provides the perfect opportunity to see a variety of homes at different price points and locations over the course of two weekends.

The autumn season is the perfect time to start planning 2022 building or remodeling projects. Many Parade homes are custom and open exclusively during the Fall Parade of Homes!

MadisonFallParadeofHomes.com

OCTOBER 15-17 & 22-24

Fridays 2-7pm | Saturdays & Sundays 10am-6pm

TICKET PURCHASE INFORMATION

Credit or Debit Purchase

Tickets are available for purchase online prior to and during the event at MadisonFallParadeofHomes.com/tickets

Cash Purchase

Tickets will be available for cash-only purchase at each featured Parade home during open hours

General Admission \$10 | Senior Admission \$5 | Child Admission \$5

Each ticket allows for one-time entry into each of the 15 featured Parade homes over the course of the event.

Know before you go! Visit madisonfallparadeofhomes.com/knowbeforeyougo for the latest event updates.



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OCTOBER 15-17 & 22-24

HOMES PREVIEW



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ackerbuilders.com

- 4,537 square feet
- 5 bedrooms
- 4.5 bathrooms
- 3 car garage
- Finished basement



BILL WEBER JR HOMES
(608) 839-4825
weberhomes.com

- 2,124 square feet
- 3 bedrooms
- 2.5 bathrooms
- 3 car garage



(608) 437-6184
briodesignhomes.com

- 5,402 square feet
- 4 bedrooms
- 3.5 bathrooms
- 3 car garage
- Finished basement



(608) 850-4450
cchofwaunakee.com

- 5,869 square feet
- 6 bedrooms
- 4.5 bathrooms
- 3 car garage
- Finished basement



(608) 842-0740
cooganbuilders.com

- 3,651 square feet
- 4 bedrooms
- 3 bathrooms
- 3 car garage
- Finished basement



(608) 345-3426
cornerstonehomes.info

- 1,883 square feet
- 3 bedrooms
- 2.5 bathrooms
- 3 car garage



(608) 445-3055
danebuildingconcepts.com

- 2,250 square feet
- 3 bedrooms
- 3 bathrooms
- 3 car garage



(608) 843-2500
encorehomesinc.com

- 1,695 square feet
- 3 bedrooms
- 2 bathrooms
- 2 car garage



(608) 831-4422
denoblebuilders.com

- 7,093 square feet
- 4 bedrooms
- 4.5 bathrooms
- 3 car garage
- Finished basement



(608) 844-8458
ideationbuilders.com

- 4,900 square feet
- 4 bedrooms
- 4.5 bathrooms
- 4 car garage
- Finished basement



(608) 212-6934
martenbuilding.com

- 4,641 square feet
- 5 bedrooms
- 6 bathrooms
- 4 car garage
- Finished basement



(608) 849-6770
premierbuildersinc.com

- 5,888 square feet
- 5 bedrooms
- 5 bathrooms
- 3 car garage
- Finished basement



(608) 661-1100
timobrienhomes.com

- 3,643 square feet
- 5 bedrooms
- 3.5 bathrooms
- 3 car garage
- Finished basement



(608) 733-1115
victoryhomesofwisconsin.com

- 4,476 square feet
- 5 bedrooms
- 4.5 bathrooms
- 3 car garage
- Finished basement



(608) 433-2854
williamryanhomes.com

- 2,934 square feet
- 4 bedrooms
- 2.5 bathrooms
- 3 car garage

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PARADE OF HOMES

2022 FEATURED NEIGHBORHOODS



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Windsor, WI
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Builders also have the opportunity to enter a home in a location of their choice as a scattered-site entry.

JUNE 17-26, 2022

For more information, visit

MadisonParadeofHomes.com/2022paradesites



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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)	\$360,000	\$979,000	1	2	\$360,000	\$489,500	2,850	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	\$2,921,000	8	6	\$473,000	\$486,833	3,470	3,492
Burke (T)	\$400,000	\$430,000	1	1	\$400,000	\$430,000	3,000	3,300
Christiana (T)		\$544,000		1		\$544,000		4,100
Cottage Grove	\$5,617,000	\$3,839,000	13	11	\$432,077	\$349,000	2,751	2,620
Cottage Grove (T)	\$4,135,000	\$2,646,000	8	5	\$516,875	\$529,200	3,941	4,050
Cross Plains	\$1,213,000	\$352,000	3	1	\$404,333	\$352,000	2,889	2,265
Cross Plains (T)	\$3,947,000		5		\$789,400		4,465	
Dane (T)	\$525,000	\$447,000	1	1	\$525,000	\$447,000	3,850	3,100
Deerfield (T)	\$1,815,000	\$790,000	4	2	\$453,750	\$395,000	3,613	3,125
DeForest	\$30,292,000	\$13,874,000	74	30	\$409,351	\$462,467	2,959	3,332
Dunkirk (T)	\$600,000	\$350,000	1	1	\$600,000	\$350,000	4,300	3,100
Dunn (T)	\$6,945,000	\$2,290,000	11	4	\$631,364	\$572,500	4,177	4,200
Fitchburg	\$30,661,000	\$16,385,000	83	51	\$369,410	\$321,275	2,522	2,531
Madison	\$67,414,000	\$76,150,000	189	215	\$356,688	\$354,186	2,265	2,320
Marshall		\$2,735,000		15		\$182,333		1,683
Mazomanie (T)	\$823,000	\$809,000	2	2	\$411,500	\$404,500	3,100	2,975
McFarland	\$5,959,000	\$11,734,000	13	33	\$458,385	\$355,576	2,515	2,423
Medina (T)	\$425,000		1		\$425,000		3,250	
Middleton	\$4,409,000	\$8,882,000	8	16	\$551,125	\$555,125	2,891	3,332
Middleton (T)	\$13,410,000	\$16,053,000	19	29	\$705,789	\$553,552	4,610	4,243
Montrose (T)	\$720,000	\$300,000	2	1	\$360,000	\$300,000	2,775	2,550

Municipality	2021 Total	2020 Total	2021 Starts	2020 Starts	2021 Avg. Value	2020 Avg. Value	2021 Avg. Sq Ft	2020 Avg. Sq Ft
Mount Horeb	\$8,467,000	\$3,805,000	20	10	\$423,350	\$380,500	2,700	3,121
Oregon	\$13,847,000	\$10,393,000	33	26	\$419,606	\$399,731	2,388	2,842
Oregon (T)	\$1,311,000	\$2,555,000	2	4	\$655,500	\$638,750	4,350	4,558
Perry (T)	\$1,777,000	\$386,000	3	1	\$592,333	\$386,000	4,363	3,300
Pleasant Springs (T)	\$2,076,000	\$2,153,000	5	5	\$415,200	\$430,600	3,360	3,250
Primrose (T)	\$504,000	\$1,182,000	1	3	\$504,000	\$394,000	3,850	3,350
Roxbury (T)	\$1,895,000	\$811,000	5	2	\$379,000	\$405,500	2,860	3,100
Rutland (T)	\$875,000	\$815,000	2	3	\$437,500	\$271,667	3,425	2,783
Springdale (T)	\$3,655,000		7		\$522,143		4,000	
Springfield (T)	\$1,348,000	\$998,000	3	2	\$449,333	\$499,000	3,167	3,600
Stoughton	\$4,202,000	\$2,217,000	12	8	\$350,167	\$277,125	2,766	2,365
Sun Prairie	\$41,325,000	\$32,506,000	104	104	\$397,356	\$312,558	2,793	2,502
Sun Prairie (T)	\$399,000	\$1,000,000	1	2	\$399,000	\$500,000	2,550	3,800
Vermont (T)	\$1,510,000	\$525,000	3	1	\$503,333	\$525,000	3,500	4,100
Verona	\$18,928,000	\$8,275,000	41	22	\$461,659	\$376,136	2,301	2,369
Verona (T)	\$9,478,000	\$5,007,000	11	8	\$861,636	\$625,875	5,918	4,750
Vienna (T)	\$700,000	\$450,000	1	1	\$700,000	\$450,000	4,500	3,100
Waunakee	\$39,869,000	\$17,173,000	91	38	\$438,121	\$451,921	2,551	3,217
Westport (T)	\$16,294,000	\$16,814,000	21	22	\$775,905	\$764,273	4,270	4,468
Windsor (T)	\$6,321,000	\$16,251,000	13	43	\$486,231	\$377,930	2,621	2,484
York (T)	\$1,201,000		3		\$400,333		3,417	

Year to Year July Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2011	17,207,000	65	264,723	2,765
2012	20,578,000	77	267,246	2,578
2013	29,054,000	106	274,094	2,555
2014	28,066,000	95	295,431	2,603
2015	36,503,000	120	304,191	2,579
2016	30,335,000	99	306,414	2,398
2017	34,032,000	97	350,845	2,776
2018	42,085,000	121	347,809	2,592
2019	40,062,000	115	348,365	2,500
2020	46,672,000	119	392,201	2,734
2021	52,512,000	121	433,983	2,831

Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2011	102,296,000	385	265,703	2,619
2012	118,987,112	455	261,510	2,550
2013	161,154,000	609	264,620	2,517
2014	180,116,000	614	293,348	2,615
2015	225,075,000	721	312,170	2,627
2016	233,392,999	738	316,250	2,547
2017	251,552,466	748	336,300	2,653
2018	267,700,000	779	343,645	2,576
2019	262,467,774	731	359,053	2,664
2020	288,548,000	740	389,929	2,760
2021	360,634,000	832	433,454	2,792

Single Family and Duplex Permits Issued

2021 Dane County August 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)	\$360,000	\$979,000	1	2	\$360,000	\$489,500	2,850	3,950
Blooming Grove (T)		\$220,000		1		\$220,000		1,850
Blue Mounds (T)	\$399,000	\$1,023,000	1	3	\$399,000	\$341,000	3,150	2,950
Bristol (T)	\$4,283,000	\$2,921,000	9	6	\$475,889	\$486,833	3,479	3,492
Burke (T)	\$400,000	\$430,000	1	1	\$400,000	\$430,000	3,000	3,300
Christiana (T)		\$544,000		1		\$544,000		4,100
Cottage Grove	\$6,517,000	\$4,619,000	14	13	\$465,500	\$355,308	2,976	2,586
Cottage Grove (T)	\$5,080,000	\$2,646,000	10	5	\$508,000	\$529,200	3,788	4,050
Cross Plains	\$2,555,000	\$352,000	6	1	\$425,833	\$352,000	2,635	2,265
Cross Plains (T)	\$3,947,000	\$400,000	5	1	\$789,400	\$400,000	4,465	2,800
Dane (T)	\$525,000	\$447,000	1	1	\$525,000	\$447,000	3,850	3,100
Deerfield (T)	\$1,815,000	\$1,190,000	4	3	\$453,750	\$396,667	3,613	3,117
DeForest	\$31,348,000	\$16,384,000	77	37	\$407,117	\$442,811	2,961	3,183
Dunkirk (T)	\$600,000	\$350,000	1	1	\$600,000	\$350,000	4,300	3,100
Dunn (T)	\$6,945,000	\$2,290,000	11	4	\$631,364	\$572,500	4,177	4,200
Fitchburg	\$37,498,000	\$21,186,000	101	63	\$371,267	\$336,286	2,556	2,625
Madison	\$78,696,000	\$90,186,720	210	254	\$374,743	\$355,066	2,371	2,333
Marshall		\$2,735,000		15		\$182,333		1,683
Mazomanie (T)	\$823,000	\$809,000	2	2	\$411,500	\$404,500	3,100	2,975
McFarland	\$6,959,000	\$15,487,000	14	41	\$497,071	\$377,732	2,697	2,533
Medina (T)	\$425,000		1		\$425,000		3,250	
Middleton	\$6,525,000	\$9,222,000	10	17	\$652,500	\$542,471	3,202	3,288
Middleton (T)	\$15,810,000	\$20,266,000	21	35	\$752,857	\$579,029	4,924	4,332
Montrose (T)	\$720,000	\$300,000	2	1	\$360,000	\$300,000	2,775	2,550

Municipality	2021 Total	2020 Total	2021 Starts	2020 Starts	2021 Avg. Value	2020 Avg. Value	2021 Avg. Sq Ft	2020 Avg. Sq Ft
Mount Horeb	\$10,144,000	\$5,001,000	24	13	\$422,667	\$384,692	2,659	2,987
Oregon	\$13,847,000	\$11,271,000	33	28	\$419,606	\$402,536	2,388	2,815
Oregon (T)	\$2,201,000	\$2,555,000	3	4	\$733,667	\$638,750	5,000	4,558
Perry (T)	\$1,777,000	\$786,000	3	2	\$592,333	\$393,000	4,363	3,300
Pleasant Springs (T)	\$3,076,000	\$2,603,000	6	6	\$512,667	\$433,833	4,000	3,258
Primrose (T)	\$1,514,000	\$1,182,000	3	3	\$504,667	\$394,000	3,900	3,350
Roxbury (T)	\$1,895,000	\$1,436,000	5	4	\$379,000	\$359,000	2,860	2,788
Rutland (T)	\$875,000	\$1,455,000	2	4	\$437,500	\$363,750	3,425	3,225
Springdale (T)	\$4,655,000	\$910,000	8	1	\$581,875	\$910,000	4,313	7,100
Springfield (T)	\$1,847,000	\$998,000	4	2	\$461,750	\$499,000	3,238	3,600
Stoughton	\$4,202,000	\$2,217,000	12	8	\$350,167	\$277,125	2,766	2,365
Sun Prairie	\$42,809,000	\$37,456,000	108	119	\$396,380	\$314,756	2,780	2,503
Sun Prairie (T)	\$399,000	\$1,000,000	1	2	\$399,000	\$500,000	2,550	3,800
Vermont (T)	\$3,835,000	\$1,150,000	6	2	\$639,167	\$575,000	4,442	4,600
Verona	\$18,928,000	\$9,126,000	41	25	\$461,659	\$365,040	2,301	2,330
Verona (T)	\$11,920,000	\$5,007,000	14	8	\$851,429	\$625,875	5,958	4,750
Vienna (T)	\$700,000	\$450,000	1	1	\$700,000	\$450,000	4,500	3,100
Wauwaukee	\$43,535,000	\$20,996,000	98	46	\$444,235	\$456,435	2,568	3,178
Westport (T)	\$19,525,000	\$18,589,000	24	25	\$813,542	\$743,560	4,356	4,375
Windsor (T)	\$10,704,000	\$19,037,000	22	49	\$486,545	\$388,510	2,687	2,536
York (T)	\$1,601,000		4		\$400,250		3,375	

Year to Year August Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2011	15,735,000	59	266,694	2,543
2012	22,918,000	85	269,623	2,633
2013	33,080,000	116	285,172	2,614
2014	23,894,000	71	336,535	2,919
2015	28,855,000	94	306,968	2,523
2016	35,488,670	106	334,798	2,658
2017	42,791,999	126	339,619	2,659
2018	43,649,000	120	363,741	2,713
2019	31,868,000	92	346,391	2,557
2020	51,142,720	124	412,441	2,827
2021	52,783,000	95	555,610	3,489

Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2011	118,031,000	444	265,835	2,609
2012	141,905,112	540	262,787	2,563
2013	194,234,000	725	267,908	2,533
2014	204,010,000	685	297,824	2,646
2015	253,930,000	815	311,570	2,615
2016	268,881,669	844	318,580	2,561
2017	294,344,465	874	336,778	2,654
2018	311,349,000	899	346,328	2,594
2019	294,335,774	823	357,637	2,652
2020	339,690,720	864	393,160	2,770
2021	413,417,000	927	445,973	2,863

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MABA Financial Statement Update

As of August 31st, 2021



CASH
Current Balance
\$199K



NET INCOME
Projected 12/31/21
Net Income
\$290K



INVESTMENTS
Current Balance
\$2.2M



MEMBERSHIP
91 Builder
296 Associate
10 Affiliate



MEMBERSHIP
2021 New Members
24 Members



FORGIVEN
Two PPP
Loans Forgiven
\$96K



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Board Election Results
WBA Report