

# HAPPY PUMPKIN SPICE SEASON!



September/October  
2023





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For over 115 years, people have relied on Andersen. With over 100 million windows installed, no other windows are in more homes than the Andersen® 400 Series. With its innovative blend of craftsmanship and style, Andersen products rate #1 in quality and performance.\*



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# GENERATIONS TITLE

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**Robb Kahl**

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[rkahl@generationstitle.com](mailto:rkahl@generationstitle.com)

**Stephanie Brassington**

Manager

[sbrassington@generationstitle.com](mailto:sbrassington@generationstitle.com)

950 John Nolen Drive, Suite 185  
Madison, WI 53713

**(608) 661-0823**



# MABA UPCOMING EVENTS

## SILENT AUCTION

WEDNESDAY, NOVEMBER 1

5:30-8PM

Nakoma Golf Club



Presented by



Bar Sponsored by



Food Sponsored by



## ANNUAL MEMBERSHIP MEETING

Free to Attend!

*You like brats?* This is the event for you!

Two Free Drinks Included

WEDNESDAY, NOVEMBER 15

5:00-8:00PM

State Street Brats, Madison

Premier Sponsor



## Holiday Party

WEDNESDAY, DECEMBER 6

6-10PM

TPC Wisconsin

(formerly Cherokee Country Club)

Premier Sponsor



WINDOWS & DOORS OF WISCONSIN



Celebrate the season!  
Install the 2024 MABA Board!

-----  
\$30 Registration Fee  
includes 2 drinks & appetizers

Learn more & register for MABA events at

[member.maba.org/events/calendar/](http://member.maba.org/events/calendar/)

## Trends in Housing Conference

Join us to hear about the latest home improvement, innovation and universal design practices, receive free legal advice, and hear about a successful workforce development project!

**THURSDAY, NOVEMBER 9**  
**Radisson Hotel & Conference Center**  
**Green Bay, WI**  
**9:00AM - 3:00PM**

**YOU'RE  
INVITED!**



**WISCONSIN BUILDERS  
FOUNDATION**



### TOPICS TO BE COVERED

- Innovation in Building Practices
  - State of the Home Improvement Industry - Keynote by Dave King; Home Improvement Research Institute
  - Universal Design Panel Discussion
  - Student Build Success; the Next Generation of Trades Workforce
  - Legal Pitfalls in Homebuilding
- Continuing Ed Credits Available!*

**Member Fee: \$99/\$119**

**Non-Member Fee: \$125/\$145**

*early bird prices good through 9/21!*

Scan the QR Code or visit  
[association.wisbuild.org/eventcalendar](http://association.wisbuild.org/eventcalendar)  
to register!



# 2023 BOARD OF DIRECTORS



## PLATINUM SPONSORS

**AXLEY** ATTORNEYS



WINDOWS & DOORS  
OF WISCONSIN



## GOLD SPONSORS



## OFFICERS:

PRESIDENT

Joe Crary  
Crary Construction, Inc.

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Shaun Scullion  
Scullion Builders, LLC

FIRST VICE PRESIDENT

Andy Blakey  
Elite A/V & Automation

TREASURER

Keith Batenhorst  
Drexel Building Supply

SECRETARY

Ken Nelson  
Victory Homes of Wisconsin, Inc.

IMMEDIATE PAST PRESIDENT

Brad Burrs  
Urso Builders, LLC

## DIRECTORS:

Heather Beal  
Dwelling Masters, LLC

Jamie Schoenemann  
Builders First Source

Ed Hoksbergen  
Encore Homes

Paul Simon  
Michael F. Simon Builders, Inc.

Dawn McIntosh  
CLE Consulting, LLC

Mike Thole  
Sierra Concepts, LLC

Patricia Schafer  
Stagecoach Plumbing, Inc.

Crystal Welsh  
Coyle Carpet One Floor & Home

## EXECUTIVE DIRECTOR:

Chad Lawler

## OPERATIONS MANAGER:

Lisa Kratz

## MEMBERSHIP DIRECTOR:

Peggy Meskan



# BUILT TO BE LOCAL

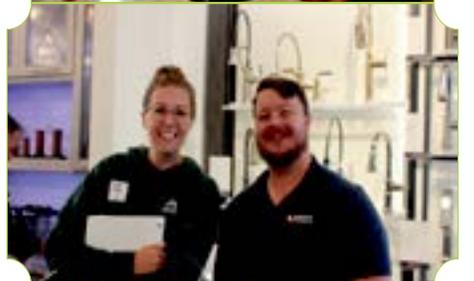
FROM THE HIGHEST QUALITY BUILDING MATERIALS AND PRODUCTS TO THE NO NONSENSE SERVICE WE'VE BROUGHT TO OUR MADISON AREA BUILDERS SINCE 1897. BUILD IT BETTER. BUILD IT LOCAL. WITH FREE LOCAL DELIVERY ON PROJECT BUILDING MATERIALS.

SUN PRAIRIE, McFARLAND, DeFOREST

[CHASELUMBER.COM](http://CHASELUMBER.COM)



## MABA HAPPY HOUR AUGUST 31



# SAVE THE DATE

# PARADE OF HOMES

## 2024 FEATURED NEIGHBORHOODS



Plus scattered-site homes across the capital region

# JUNE 14-23, 2024

**Builders!** Deadline for entry into the  
2024 Spring Parade of Homes is.....



**FEBRUARY 14, 2024**

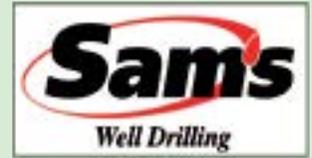


## MADISON AREA BUILDERS ASSOCIATION



**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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### Flexible Financing Options

- Purchase and Refinance Loans
- Home Construction Loans
- Home Renovation
- Bridge Loans
- Home Equity/Lines of Credit

### GMB Advantages

- Competitive Rates and Fees
- Fast Pre-Approvals
- Local Servicing
- Local Underwriting/Approvals
- Local Appraisal Partners

# MABA HAPPY HOUR AUGUST 9



## LICENSED PLUMBERS PROTECT THE HEALTH OF THE NATION

Use your hands and mind in a skilled, globally recognized profession, knowing your work will last a lifetime..



Plumbers Union Local 75  
2102 E Springs Drive  
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## Plumbers Union Local 75



Plumbers Local 75 works hard for our members, meeting challenges head on to provide fair wages and benefits, safe working conditions and protecting the health of the public, all while continuing to uphold our reputation as masters of our craft.



Interested in apprenticeship? Visit our website for more information: [www.plumbers75.com](http://www.plumbers75.com), or call us: 608.222.1650

# MABA Fall Sporting Clays - August 17 @ Milford Hills



**Top Team  
Victory Homes of Wisconsin**

**Top Female  
Crystal Welsh**

**Top Male  
Ken Nelson**



Ideation Builders

# THEIR STYLE *our expertise*

With our design-driven collection of finishes 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. Call or visit [floor360.com](http://floor360.com) to begin your hassle-free experience and schedule a showroom appointment today. *Proud sponsor of Design for a Difference.*



5117 VERONA RD | 608 274.2500 | [FLOOR360.COM](http://FLOOR360.COM)



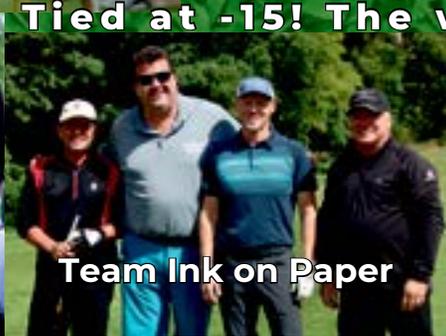
## VIRTUAL FALL PARADE OF HOMES

Revisit all of the featured Fall Parade Homes online!  
*Premieres Friday, November 17th on*  
[MADISONFALLPARADEOFHOMES.COM](http://MADISONFALLPARADEOFHOMES.COM)

# MABA Golf Outing - Sept. 13 @ Pleasant View



**Tied at -15! The winners are.....**



**Team Ink on Paper**

**Team Pella**



# FALL PARADE OF HOMES

A scattered-site, self-guided tour features 17 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!

**MadisonFallParadeofHomes.com**

**OCTOBER 13-15 & 20-22**

Fridays 3-7pm | Saturdays & Sundays 11am-6pm

**HOMES PREVIEW**



*Acker Builders, Inc.*

7592 Fallen Oak Dr, Middleton

- 4,424 square feet
- 4 bedrooms
- 5 bathrooms
- 4 car garage
- Finished basement



*Acker Builders, Inc.*

7907 Twin Rock Rd, Verona

- 5,413 square feet
- 5 bedrooms
- 4.5 bathrooms
- 3 car garage
- Finished basement
- First Floor Accessible



2167 Springdale Center Rd, Verona

- 6,025 square feet
- 4 bedrooms
- 4 + 2 half bathrooms
- 4 car garage
- Finished basement

EXCLUSIVELY SPONSORED BY



**NONN'S**  
KITCHEN BATH & FLOORING



N2443 State Hwy 188, Lodi

- 1,891 square feet
- 2.5 bathrooms
- 3 bedrooms



6708 Conservancy Plaza, DeForest

- 3,032 square feet
- 2 car garage
- 4 bedrooms
- Finished basement
- 3 bathrooms
- First Floor Accessible



7855 Wernick Rd, DeForest

- 3,886 square feet
- 3 car garage
- 5 bedrooms
- Finished basement
- 3 bathrooms



842 Capitol Dr, Dane

- 3,857 square feet
- 3 car garage
- 4 bedrooms
- Finished basement
- 3 bathrooms



3172 Lyman's Run, Sun Prairie

- 3,541 square feet
- 3.5 bathrooms
- 4 bedrooms
- 3 car garage



817 Big Stone Trail, Middleton

- 10,463 square feet
- 7 car garage
- 6 bedrooms
- Finished basement
- 7.5 bathrooms
- First Floor Accessible



441 Peterson Trail, Oregon

- 2,631 square feet
- 2.5 bathrooms
- 4 bedrooms
- 3 car garage



2942 Latigo Trace, Sun Prairie

- 3,663 square feet
- 3 car garage
- 5 bedrooms
- Finished basement
- 3 bathrooms



9920 Shining Willow St, Madison

- 3,114 square feet
- 2+ car garage
- 4 bedrooms
- Finished basement
- 3 bathrooms
- First Floor Accessible



1225 Nordland Dr, Stoughton

- 4,440 square feet
- 5 bedrooms
- 4.5 bathrooms
- 2 car garage
- Finished basement



713 Mozart St, Verona

- 3,571 square feet
- 3 bedrooms
- 4 bathrooms
- 2 car garage
- Finished basement



2887 Mizuna Dr, Fitchburg

- 2,341 square feet
- 4 bedrooms
- 2.5 bathrooms
- 3 car garage



5910 Hillsboro Court, McFarland

- 6,760 square feet
- 4 bedrooms
- 4 bathrooms
- 3 car garage
- Finished basement



4935 Home Stretch Drive, Westport

- 5,388 square feet
- 5 bedrooms
- 4.5 bathrooms
- 3 car garage
- Finished basement



PARADE OF HOMES

# ANNOUNCING THE 2024 FALL PARADE OF HOMES DATES

## OCTOBER 11-13 & 18-20, 2024

*Start planning your 2024 Fall Parade house!*

**Single Family and Duplex Permits Issued**

2023 Dane County July YTD Comparison

**Municipality Report**

<i>Municipality</i>	<i>2023 Total</i>	<i>2022 Total</i>	<i>2023 Starts</i>	<i>2022 Starts</i>	<i>2023 Avg. Value</i>	<i>2022 Avg. Value</i>	<i>2023 Avg. Sq Ft</i>	<i>2022 Avg. Sq Ft</i>
Albion (T)	\$1,848,000	\$1,025,000	4	3	\$462,000	\$341,667	2,963	2,850
Berry (T)	\$1,120,000	\$2,275,000	2	4	\$560,000	\$568,750	2,817	3,975
Black Earth (T)	\$455,000	\$450,000	1	1	\$455,000	\$450,000	2,850	3,800
Blue Mounds (T)	\$3,197,000	\$1,050,000	7	2	\$456,714	\$525,000	2,893	3,775
Bristol (T)	\$7,893,000	\$10,916,000	10	18	\$789,300	\$606,444	3,814	3,692
Burke (T)	\$750,000		1		\$750,000		3,850	
Cottage Grove	\$13,001,000	\$10,110,000	28	20	\$464,321	\$505,500	2,778	2,819
Cottage Grove (T)	\$2,523,000	\$3,358,000	5	6	\$504,600	\$559,667	3,236	4,092
Cross Plains	\$7,832,000	\$4,811,000	16	11	\$489,500	\$437,364	2,388	2,148
Cross Plains (T)	\$3,878,000	\$1,825,000	3	3	\$1,292,667	\$608,333	5,327	3,733
Dane	\$287,000	\$870,000	1	2	\$287,000	\$435,000	1,604	2,123
Dane (T)	\$2,937,000	\$2,380,000	7	4	\$419,571	\$595,000	2,489	3,809
Deerfield (T)	\$220,000	\$704,000	1	1	\$220,000	\$704,000	1,550	5,100
DeForest	\$15,857,000	\$12,527,000	34	21	\$466,382	\$596,524	2,772	3,975
Dunkirk (T)		\$400,000		1		\$400,000		3,200
Dunn (T)	\$5,025,000	\$2,390,000	6	4	\$837,500	\$597,500	4,025	3,795
Fitchburg	\$36,371,000	\$34,034,000	82	90	\$443,549	\$378,156	2,994	2,297
Madison	\$71,459,000	\$66,560,000	191	158	\$374,131	\$421,266	2,218	2,436
Mazomanie (T)	\$2,753,000	\$975,000	5	2	\$550,600	\$487,500	3,810	3,575
McFarland	\$4,245,000	\$9,798,000	12	21	\$353,750	\$466,571	1,929	2,297
Medina (T)	\$1,920,000	\$890,000	2	2	\$960,000	\$445,000	4,850	3,175
Middleton	\$570,000	\$2,043,000	2	3	\$285,000	\$681,000	1,847	3,783
Middleton (T)	\$11,169,000	\$22,720,000	11	27	\$1,015,364	\$841,481	5,545	5,109
Montrose (T)	\$425,000	\$1,150,000	1	2	\$425,000	\$575,000	2,850	4,700
Mount Horeb	\$9,717,000	\$10,938,000	23	26	\$422,478	\$420,692	2,196	2,763
Oregon	\$20,332,000	\$21,237,000	39	46	\$521,333	\$461,674	2,839	2,690

<i>Municipality</i>	<i>2023 Total</i>	<i>2022 Total</i>	<i>2023 Starts</i>	<i>2022 Starts</i>	<i>2023 Avg. Value</i>	<i>2022 Avg. Value</i>	<i>2023 Avg. Sq Ft</i>	<i>2022 Avg. Sq Ft</i>
Oregon (T)	\$620,000	\$2,891,000	1	4	\$620,000	\$722,750	4,350	5,013
Perry (T)	\$850,000	\$750,000	1	2	\$850,000	\$375,000	4,350	2,875
Pleasant Springs (T)	\$2,651,000	\$3,400,000	2	4	\$1,325,500	\$850,000	7,350	4,870
Primrose (T)	\$1,471,000	\$2,143,000	2	4	\$735,500	\$535,750	4,355	3,963
Roxbury (T)	\$961,000		1		\$961,000		5,330	
Rutland (T)	\$750,000	\$4,089,000	1	6	\$750,000	\$681,500	4,550	4,817
Springdale (T)	\$3,595,000	\$3,617,000	5	4	\$719,000	\$904,250	4,172	5,600
Springfield (T)	\$399,000	\$1,299,000	1	2	\$399,000	\$649,500	2,850	4,400
Stoughton	\$15,956,000	\$8,304,000	40	25	\$398,900	\$332,160	2,687	2,246
Sun Prairie	\$26,543,000	\$29,691,000	56	73	\$473,982	\$406,726	3,201	2,642
Sun Prairie (T)	\$1,340,000	\$1,100,000	3	2	\$446,667	\$550,000	2,833	3,425
Vermont (T)	\$1,041,000	\$3,254,500	2	4	\$520,500	\$813,625	3,300	4,825
Verona	\$19,019,000	\$16,085,000	45	39	\$422,644	\$412,436	2,588	2,036
Verona (T)	\$6,206,000	\$9,992,000	7	12	\$886,571	\$832,667	5,071	5,388
Vienna (T)	\$1,350,000		2		\$675,000		3,904	
Waunakee	\$28,258,000	\$30,863,000	53	64	\$533,170	\$482,234	2,722	2,562
Westport (T)	\$7,812,000	\$23,057,000	10	31	\$781,200	\$743,774	3,667	3,389

### Year to Year July Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
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	52,152,000	120	434,600	2,837
2022	52,471,000	98	535,418	2,975
2023	36,605,000	86	425,639	2,505

### Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
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	355,914,000	830	428,812	2,794
2022	391,107,500	802	487,665	2,857
2023	367,479,000	770	477,245	2,780

**Single Family and Duplex Permits Issued**

2023 Dane County August YTD Comparison

**Municipality Report**

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Albion (T)	\$1,848,000	\$1,025,000	4	3	\$462,000	\$341,667	2,963	2,850
Berry (T)	\$1,519,000	\$2,275,000	3	4	\$506,333	\$568,750	2,494	3,975
Black Earth (T)	\$855,000	\$450,000	2	1	\$427,500	\$450,000	2,550	3,800
Blue Mounds (T)	\$3,696,000	\$1,050,000	8	2	\$462,000	\$525,000	2,850	3,775
Bristol (T)	\$9,093,000	\$12,016,000	11	19	\$826,636	\$632,421	3,938	3,715
Burke (T)	\$1,323,000		2		\$661,500		3,850	
Cottage Grove	\$14,398,000	\$11,080,000	32	22	\$449,938	\$503,636	2,727	2,783
Cottage Grove (T)	\$3,373,000	\$3,358,000	6	6	\$562,167	\$559,667	3,613	4,092
Cross Plains	\$7,832,000	\$6,928,000	16	16	\$489,500	\$433,000	2,388	2,222
Cross Plains (T)	\$5,703,000	\$2,725,000	4	4	\$1,425,750	\$681,250	6,395	3,863
Dane	\$287,000	\$870,000	1	2	\$287,000	\$435,000	1,604	2,123
Dane (T)	\$2,937,000	\$2,380,000	7	4	\$419,571	\$595,000	2,489	3,809
Deerfield (T)	\$220,000	\$1,204,000	1	2	\$220,000	\$602,000	1,550	4,175
DeForest	\$20,321,000	\$15,730,000	46	27	\$441,761	\$582,593	2,453	3,796
Dunkirk (T)	\$600,000	\$400,000	1	1	\$600,000	\$400,000	3,550	3,200
Dunn (T)	\$7,407,000	\$3,390,000	8	5	\$925,875	\$678,000	4,375	4,286
Fitchburg	\$38,647,000	\$36,710,000	88	97	\$439,170	\$378,454	2,953	2,302
Madison	\$85,468,000	\$77,939,000	227	188	\$376,511	\$414,569	2,214	2,404
Mazomanie (T)	\$3,133,000	\$975,000	6	2	\$522,167	\$487,500	3,492	3,575
McFarland	\$5,123,000	\$10,144,000	14	22	\$365,929	\$461,091	1,961	2,267
Medina (T)	\$2,200,000	\$890,000	3	2	\$733,333	\$445,000	3,750	3,175
Middleton	\$570,000	\$2,043,000	2	3	\$285,000	\$681,000	1,847	3,783
Middleton (T)	\$12,669,000	\$30,519,000	13	34	\$974,538	\$897,618	5,365	5,232
Montrose (T)	\$425,000	\$1,150,000	1	2	\$425,000	\$575,000	2,850	4,700
Mount Horeb	\$11,419,000	\$12,139,000	27	29	\$422,926	\$418,586	2,391	2,639
Oregon	\$22,111,900	\$24,720,000	44	54	\$502,543	\$457,778	2,793	2,614

<i>Municipality</i>	<b>2023 Total</b>	<b>2022 Total</b>	<b>2023 Starts</b>	<b>2022 Starts</b>	<b>2023 Avg. Value</b>	<b>2022 Avg. Value</b>	<b>2023 Avg. Sq Ft</b>	<b>2022 Avg. Sq Ft</b>
Oregon (T)	\$620,000	\$2,891,000	1	4	\$620,000	\$722,750	4,350	5,013
Perry (T)	\$650,000	\$750,000	1	2	\$650,000	\$375,000	4,350	2,675
Pleasant Springs (T)	\$2,651,000	\$3,400,000	2	4	\$1,325,500	\$850,000	7,350	4,870
Primrose (T)	\$1,471,000	\$2,143,000	2	4	\$735,500	\$535,750	4,355	3,963
Roxbury (T)	\$1,326,000		2		\$663,000		3,565	
Rutland (T)	\$750,000	\$4,089,000	1	6	\$750,000	\$681,500	4,550	4,817
Springdale (T)	\$3,595,000	\$3,817,000	5	4	\$719,000	\$904,250	4,172	5,600
Springfield (T)	\$399,000	\$1,299,000	1	2	\$399,000	\$649,500	2,850	4,400
Stoughton	\$17,368,000	\$9,108,000	44	27	\$394,727	\$337,333	2,671	2,255
Sun Prairie	\$30,194,000	\$34,999,000	64	90	\$471,781	\$388,878	3,123	2,557
Sun Prairie (T)	\$1,340,000	\$1,100,000	3	2	\$446,667	\$550,000	2,833	3,425
Vermont (T)	\$1,041,000	\$5,654,500	2	5	\$520,500	\$1,130,900	3,300	5,580
Verona	\$19,753,000	\$17,874,000	47	44	\$420,277	\$406,227	2,546	2,006
Verona (T)	\$7,606,000	\$10,648,000	8	13	\$950,750	\$819,077	5,381	5,269
Vienna (T)	\$1,756,000	\$1,612,000	3	3	\$585,333	\$537,333	3,562	3,567
Waunakee	\$33,040,000	\$33,844,000	61	71	\$541,639	\$476,676	2,754	2,505
Westport (T)	\$9,980,000	\$26,382,000	14	34	\$712,857	\$775,941	3,317	3,531

### Year to Year August Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
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	57,781,000	107	540,009	3,422
2022	59,627,000	120	496,891	2,715
2023	57,026,900	119	479,217	2,584

### Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
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	413,695,000	937	441,510	2,866
2022	450,734,500	922	488,866	2,839
2023	424,505,900	889	477,509	2,754

# MABA Financial Statement Update

## As of August 31, 2023



**CASH**  
Current Balance  
\$94K



**INVESTMENTS**  
Current Balance  
\$1.9M



**MEMBERSHIP**  
YTD Net Members  
-16 Members



**MEMBERSHIP**  
91 Builder  
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10 Affiliate



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