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A Note From Our Executive Officer

Happy Fall to each of you!

We're entering two seasons that focus on being thankful for what we have and also sharing with those less fortunate. The world today seems to be in turmoil, but in truth, our basic beliefs of having a grateful heart and sharing with others hasn't changed at all – in fact, it seems more prevalent than ever.

I'm sure you're aware that our annual Toys for Tots and Dollar for a Dream Campaigns are well underway, and I hope each of you will do your part in supporting these worthy causes to help the underprivileged children in our area. We will be adopting 50 Angels from the Salvation Army's Angel Tree. This year, our Associate Advisory Council (AAC) members and those of you not on the Council who can help will meet at Walmart in Bonsack at 8:30am on Monday, November 20th to purchase clothing for the 50 Angels, spending \$80 each on them! Then, the AAC members will go back on Wednesday, December 6th, to purchase Toys for Tots gifts for the 12-16 year old needy children with the remaining proceeds of the Dollar for a Dream Campaign. All we're asking is for you to ask your co-workers to donate just \$1 each and have your funds in the RRHBA office no later than 2pm on Monday, December 4th. Last year, we received over \$16,000 and our goal is to at least match that – hopefully exceed it, and with your help we can! RRHBA is the area's largest supporter of Toys for Tots and the Salvation Army's Angel Tree program.

Our AAC members have been calling each of our member firms asking for the employees' support, and we deeply appreciate anything you can contribute. Our Association has participated in the US Marine Corps Toys for Tots program since 1988, collecting over 27,000 toys; we started the Dollar for a Dream campaign in 2002, collecting \$96,156.23 thru 2016; and we've partnered with the local Salvation Army's Angel Tree Campaign since 2007, adopting 351 Angels!

Our Installation of Officers and conclusion of the Toys for Tots and Dollar for a Dream Campaigns Membership Meeting will be held on Thursday, December 7th at the Sheraton Hotel in Roanoke. All attendees are asked to bring at least one new, unwrapped toy to that meeting. Can't make the meeting? You may visit www.YouGiveGoods.com/rrhba-toydrive-2017 and purchase your gifts online – no tax or shipping fees. Your purchases will be shipped directly to the Sheraton for our December 7th Membership Meeting. How easy is that?! If you can't attend and want to drop off your collected toys, please have them in the RRHBA office no later than 2pm on Thursday, December 7th. Two Marines will be our guests that evening and also be on hand to take all the toys with them. The firm donating the largest number of toys will receive the beautiful SANTA award plaque.

Our December 7th meeting will also feature special holiday music provided by your fellow member Laura Ellis with Davenport Energy. This is a wonderful event and you surely don't want to miss it. Please make your reservations today; cost will be \$40 per person.

Wishing you the richest of blessings -



Executive Officer
Nancy Kelderhouse
nkelderhouse@rrhba.com

2017 Dollar for a Dream



& Campaign



Bring joy to Angels from the
Salvation Army's Angel Tree and
provide gifts and toys for the
needy children in our area!

**Just \$1 per employee will make a HUGE difference
PLEASE GIVE TODAY!**

Please turn in your
dollars to RRHBA by 2 p.m. Monday, December 4
new unwrapped toys to the Membership Meeting on Thursday, December 7

Unable to make the meeting?
Drop off toys at RRHBA offices by 2 p.m. Thursday, December 7



Roanoke Regional Home Builders Association
Proudly supports Toys for Toys & Angel Tree
Since 1988, raising over \$96,000
Donating over 27,000 Toys
Join us today in continuing the tradition

**1626 Apperson Drive ~ Salem, VA 24153
Call (540) 389-7135 or go to
www.YouGiveGoods.com/rrhba-toydrive-2017**



Mark Your Calendars

EVENTS



Virginia Legislative Breakfast

Tuesday, December 5 ~ 8 a.m. to 10 a.m. ~ Cost: FREE

Salem Civic Center ~ 1001 Roanoke Blvd. ~ Salem, VA

RRHBA Membership Meeting, Toys for Tots Celebration & Installation of Officers

Thursday, December 7 ~ 5:30 p.m. to 8 p.m. ~ Cost: \$40

Sheraton Roanoke Hotel ~ 2801 Hersherberger Road NW ~ Roanoke, VA



Register at www.rrhba.com/registration or (540) 389-7135

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Member News

Our condolences go out to the family of [Alfred Silverstein](#), owner of [Dixie Building Products](#). Mr. Silverstein joined the organization in 1958.

Our condolences go out to Dean Bandy of [Joe Bandy & Son, Inc.](#) on the loss of his mother, Anna Jeanine Adams.

Our condolences go out to Chris Moore, [Morris Tile Distributors](#), on the loss of his father, [John Lee Jones](#).

F & S Building Innovations Supports Hurricane Relief

The devastating hurricane, rain, and floods in Texas and Florida have left much of the area uninhabitable, and the home building industry has taken notice. Builders, manufacturers, and related groups have stepped up to help ease the burden on Harvey's and Irma's victims in various ways.

RRHBA Member [F & S Building Innovations](#) of Roanoke, Virginia is supporting Hurricane Relief efforts by supporting [Gleaning for the World](#). [Gleaning for the World](#) is a humanitarian organization which addresses critical needs of people suffering during natural disasters and extreme poverty. In addition to sending trucks full of relief supplies, [F & S Building Innovations](#) contributed \$5,000 towards transportation costs. Efforts like these are what strengthen our Association within the community. Thank you [F & S Building Innovations](#) for sharing your story.





KATZ Roadshow
Wednesday, October 11
Salem Civic Center



Thanks To Our Showcase Sponsor



Thanks To Our Key Sponsors



Join Us Thursday, December 7 from 5:30 p.m.—8 p.m.
At Sheraton Roanoke Hotel & Conference Center

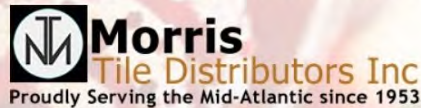
December Membership Meeting Toys for Tots Celebration & Installation of Officers



Cost ~ \$40
Register at www.rrhba.com/registration



Thanks To Our Event Investors



Spreading the Word About Building Careers at Local High Schools

In October, RRHBA participated in the Cave Spring High School Career Fair and BoCo Xpo, seeing over 1,000 students. Both events provided the Association the opportunity to educate students on the benefits of careers in the building trades. With positive feedback from both events, we hope to participate again in 2018.

Thank You For Participating In the KATZ Roadshow

Thank you to everyone who participated in the October 11 KATZ Roadshow held at Salem Civic Center. The event had over 132 attendees with participation from across Virginia and raised over \$1,500. Thank you to NAHB for the grant and to our many sponsors. Without them this event would not have been possible.

Thank You For Participating In the Sporting Clay Shoot

Thank you to everyone who participated in the October 20 Sporting Clay Shoot held at Summit Springs. The event raised over \$1,600. Special thanks to our wonderful sponsors.



Register at www.rrhba.com/registration or (540) 389-7135

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Thanks To Our Lunch Sponsor



Thanks To Our Sponsors



Energy Study Request From Fellow Member Wheat Energy

The US Department of Energy and Southeast Energy Alliance has commissioned an energy study of residential building in Virginia. Viridiant has been awarded the contract to conduct this study.

For our region, Leo Watkins and Wheat Energy, Inc. will be obtaining information at random homes selected in Campbell and Washington Counties through the next month. This may include homes being built by members of the RRHBA.



The study information will be confidential, only be obtained with the builder's permission, and will capture similar information to that required for an energy model of the home (insulation, HBAC equipment, blower door testing, duct testing, etc.). We will also be eliciting comments from these builders regarding the current state of residential building with the state.

Obtaining this information will be critical in representing some of the unique features and challenges in building within our region. If your home is one of those chosen, we would be most grateful for your support and cooperation. For more information, please contact Leo Watkins at leo@wheatenergyaudits.com or lwestmoreland@seealliance.org.

Join Us Tuesday, December 5 from 7:30 a.m.—10 a.m.
At Salem Civic Center

Annual Virginia Legislative Breakfast

Cost ~ FREE

Register at www.rrhba.com/registration



SALEM CIVIC CENTER

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Latest News from HBAV

To read the latest newsletter from HBAV, go to <http://conta.cc/2xz3Fv5>. Newsletter includes articles on,

- ◇ Economic Impact of Virginia Housing Industry
- ◇ Virginia E-Builder
- ◇ Government Affairs Corner
- ◇ Upcoming Events



HBAV Member Rebate Program Q3'17 Rebate Deadline November 22

[HBAV Member Rebate Program](#) deadline will be here before you know it. Builder Members can claim for all residential jobs completed between July 1 through September 30, 2017. The [HBAV Member Rebate Program](#) is a valuable member benefit that can our builder members earn back rebate money (cash) on material you are already using, while supporting RRHBA. Deadline to file Q3'17 Claim is Wednesday, November 22, 2017.



HBAV Extends Partnership with National Purchasing Partners

HBAV has extended their partnership with National Purchasing Partner (NPP) which has expanded discounts and savings from the previous programs. Discount include Verizon, Airgas and Best Buy. To sign up for NPP program, go to <https://mynpp.com/association/hba-of-virginia>.



Special Thanks to SPIKEs from NAHB Chairman MacDonald

2017 NAHB Chairman of the Board Granger MacDonald has created a special message thanking SPIKEs.



"Thank you SPIKEs for your dedication in growing our Association membership. As we continue to lift our industry out of the slump, it takes passionate people like SPIKEs to strengthen our network. SPIKEs are out in the field recruiting, selling and growing our Association. Member to Member recruitment and retention efforts are the largest source of growth for the Association. Thank you for being our member champions."

To watch the full video go to <http://bit.ly/2ITYFPn>.

HousingEconomics.com

NAHB has developed a housingeconomics.com as a one stop resource for members to find housing statistics, remodeling forecast and building forecast. A sample of Roanoke, Virginia stats can be found on the next page. Check out the updated site today.



Lowe's Special 10% + 2% Discount

Special offer just for NAHB Members only until November 17. Limited Time 10% + 2% Discount for our NAHB Members. Now through November 17th, [print this coupon](#) and save 10% in store when using your Lowe's Account Receivable (LAR) and Lowe's Business Account (LBA).



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Virginia
Roanoke, VA

Housing Supply

- Nationwide, the number of housing starts fell by 4.8% over the month of July 2017 to 1,155,000. Single-family starts fell by 0.5% to 856,000. Multifamily starts fell by 15.3% to 299,000. Over the past 12 months, total housing starts are down by 5.6%. Single-family starts are up by 10.9% but multifamily starts are down by 33.7%.
- In the South Region, which includes the state of Virginia, the number of housing starts rose by 0.6% over the month of July 2017 to 532,000. Single-family starts rose by 2.0% to 462,000. Multifamily starts fell by 7.9% to 70,000. Over the past 12 months, total housing starts are down by 16.5%. Single-family starts are up by 8.2% but multifamily starts are down by 66.7%.
- Over the past 12 months ending in July 2017, total permits year-to-date in the state of Virginia are up by 10.3% to 19,680. Single-family permits are up by 13.7% to 14,213 and multifamily permits are up by 2.4% to 5,467. In Roanoke, VA, total permits over the year of 2016 were down by 29.0% to 542. Single-family permits were down by 6.9% to 380 and multifamily permits were down by 54.4% to 162. Annual permits data are used for the Roanoke, VA area because the monthly data are incomplete.

Employment

- The United States added 2.1 million jobs over the past year. Since reaching a low of 127.8 million in January 2010, total non-farm payroll employment, 146.3 million, is currently 4.9% above its pre-recession peak level of 139.5 million. Meanwhile, the unemployment rate is currently 4.3%, 0.6 percentage point below its level one year ago and 5.7 percentage points below its recession-era peak of 10.0%.
- The South Region, which includes the state of Virginia, added 1.10 million jobs over the past year. Since reaching a low of 46.14 million in January 2010, total non-farm payroll employment, 53.42 million, is currently 6.6% above its pre-recession peak level of 50.11 million. Meanwhile, the unemployment rate is currently 4.2%, 0.6 percentage point below its level one year ago and 5.3 percentage points below its recession-era peak of 9.5%.
- The state of Virginia added 69.9 thousand jobs over the past year. Since reaching a low of 3.55 million in February 2010, total non-farm payroll employment, 3.99 million, is currently 4.4% above its pre-recession peak level of 3.82 million. Meanwhile, the unemployment rate is currently 3.8%, 0.3 percentage point below its level one year ago and 3.6 percentage points below its recession-era peak of 7.4%.
- Roanoke, VA added 2,400 jobs over the past year. Since reaching a low of 151.90 thousand in February 2010, total non-farm payroll employment, 163.20 thousand, is currently 1.4% below its pre-recession peak level of 165.50 thousand. Meanwhile, the unemployment rate is currently 4%, unchanged from its level one year ago but 4.0 percentage points below its recession-era peak of 7.9%.

House Prices

- Nationwide, house prices grew by 2.0% over the second quarter of 2017 and over the past year house prices across the country rose by 6.3%. At its low, reached in the second quarter of 2012, house prices in the US were 18.5% below their second quarter of 2007 peak level. Currently, house prices are 5.7% above their boom-related peak level.
- Across the South Atlantic Division, a component of the South Region which includes the state of Virginia, house prices grew by 2.3% over the second quarter of 2017 and over the past year house prices in the Division rose by 6.8%. At its low, reached in the second quarter of 2012, house prices in the South Atlantic Division were 25.9% below their fourth quarter of 2006 peak level. Currently, house prices in the South Atlantic Division are 2.1% below their boom-related peak level.
- Across the state of Virginia, house prices grew by 2.0% over the second quarter of 2017 and over the past year house prices in the state rose by 3.9%. At its low, reached in the second quarter of 2012, house prices in Virginia were 17.1% below their second quarter of 2007 peak level. Currently, house prices in Virginia are 4.2% below their boom-related peak level.
- Across the area of Roanoke, VA, house prices grew by 1.7% over the second quarter of 2017 and over the past year house prices in the metro area rose by 5.2%. At its low, reached in the fourth quarter of 2013, house prices in Roanoke, VA were 11.8% below their first quarter of 2008 peak level. Currently, house prices in Roanoke, VA are 2.3% below their peak level.

NAHB/Wells Fargo Housing Market Index

- According to the NAHB/Wells Fargo Housing Market Index (HMI), sentiment among builders for the single-family housing market nationally rose by 4 points to 68 over the month of August 2017. Over the past year, the HMI has risen by 9 points from 59 in August 2016. Any value above 50 means more builders are seeing improvement rather than decline. The HMI fell to a low of 8 in January 2009.
- Sentiment among builders for the single-family housing market in the South Region, which includes the state of Virginia, rose by 7 points to 70 over the month of August 2017. Over the past year, builder sentiment in the South Region has risen by 6 points from 64 in August 2016. Builder confidence in the South Region fell to a low of 10 in December 2008.

This overview was prepared by the Economics and Housing Policy Department of the National Association of Home Builders.

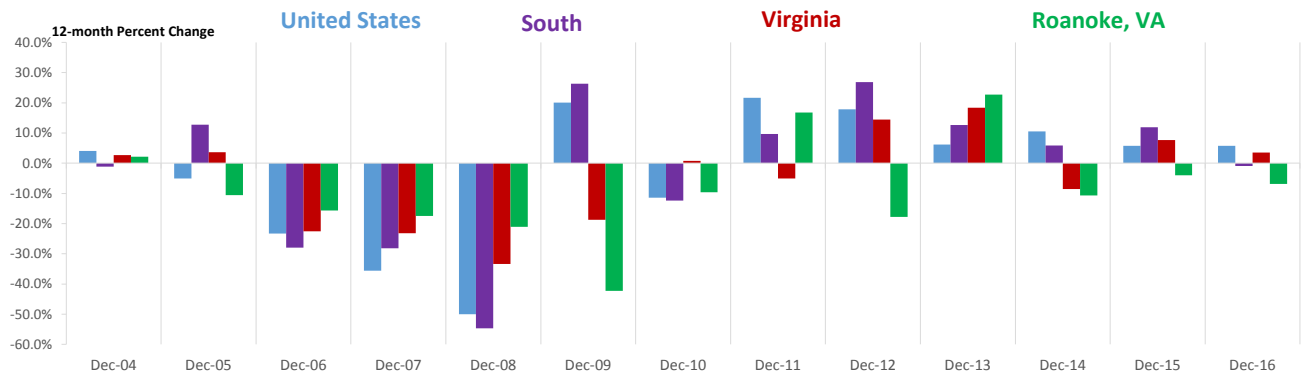
Additional information including market research, economic forecasts, and housing statistics can be obtained, by subscription, through its website, housingeconomics.com or its daily economics blog eyeonhousing.org.

Contact Chief Economist Dr. Robert Dietz (rdietz@nahb.org or (202) 266-8285) for more information or to schedule a presentation on national and local economic issues from NAHB's team of economists.

Virginia

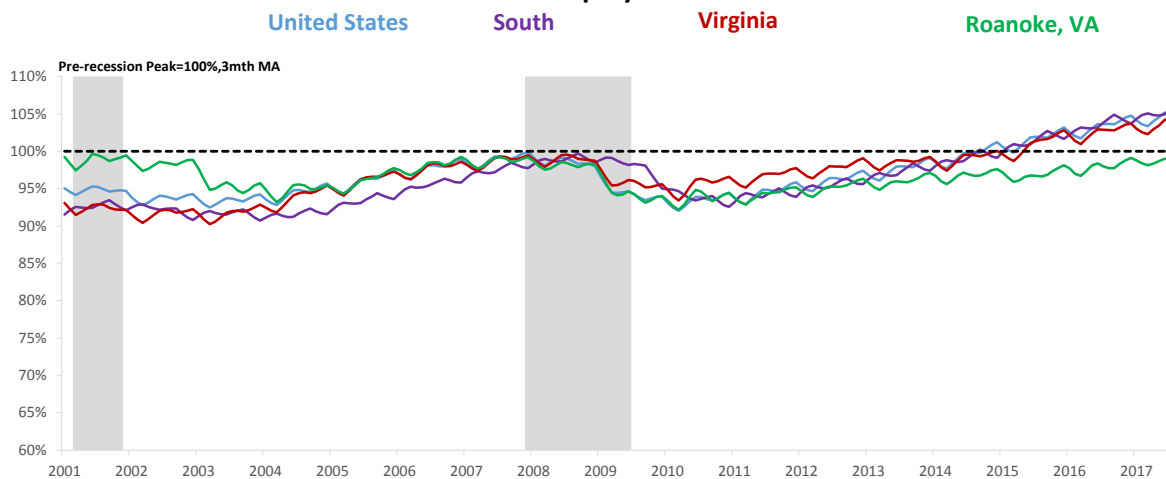
Roanoke, VA

Single-family Housing Production



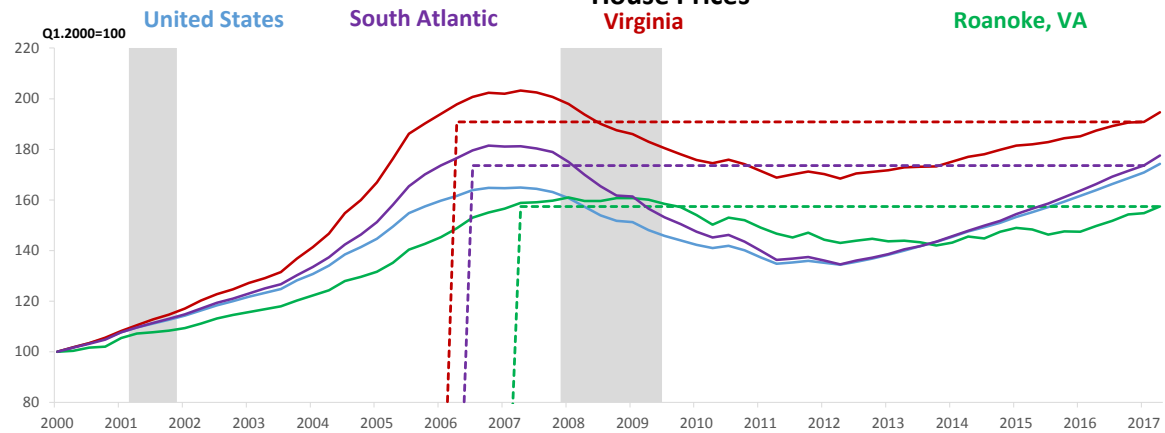
Source: US Census Bureau, National Bureau of Economic Research.

Employment



Source: Bureau of Labor Statistics, National Bureau of Economic Research.

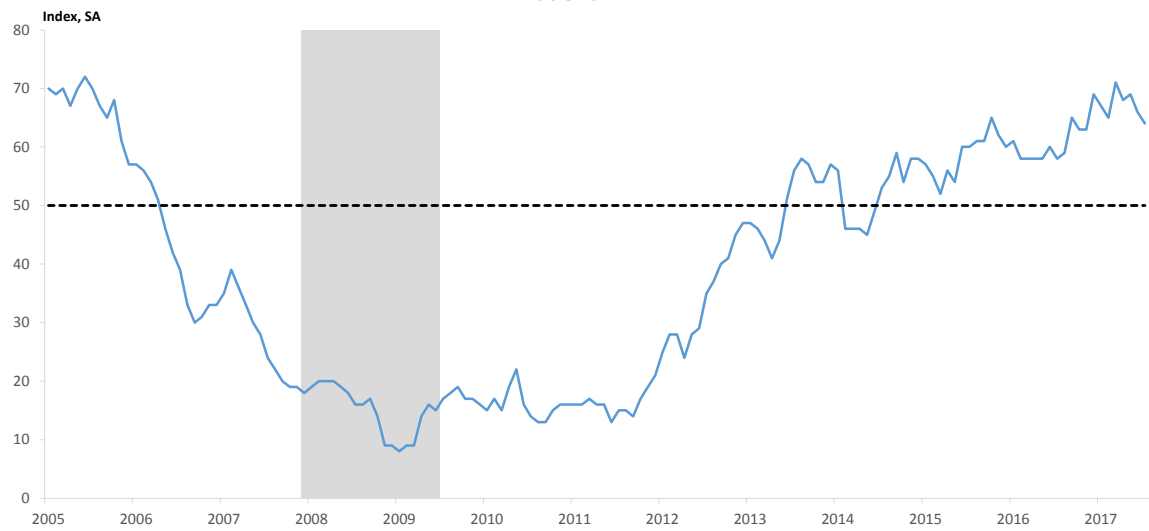
House Prices



Source: Federal Housing Finance Agency, National Bureau of Economic Research.

NAHB/Wells Fargo HMI

National



Source: National Association of Home Builders, National Bureau of Economic Research.

This overview was prepared by the Economics and Housing Policy Department of the National Association of Home Builders.

Additional information including market research, economic forecasts, and housing statistics can be obtained, by subscription, through its website, housingeconomics.com or its daily economics blog eyeonhousing.org.

Contact Chief Economist Dr. Robert Dietz (rdietz@nahb.org or (202) 266-8285) for more information or to schedule a presentation on national and local economic issues from NAHB's team of economists.

Contact RRHBA
(540) 389-7135 ~ www.rrhba.com

Trade Shows, Spring Home Show or Fall Home Show, Associate Advisory Council, or Accounting contact Carolyn MacLeod at cmacleod@rrhba.com.

Governmental Affairs, SUBPAC, Membership, or General Inquiry contact Nancy Kelderhouse at nkelderhouse@rrhba.com.

Office Hours:

- ◇ Monday through Thursday 8:30 a.m. to 5 p.m.
- ◇ Friday 8:30 a.m. to 12 p.m.

2017 Holiday Schedule Offices Closed:

- ◇ Thanksgiving ~ Wednesday, November 22 through Friday, November 24
- ◇ Christmas & New Year's ~ Monday, December 25 through Monday, January 1



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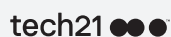
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OCTOBER 16 - NOVEMBER 17, 2017**

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In store only. Exclusions apply. Cannot be
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Void if altered by customer prior to redemption.
Barcode must be processed by store associate.



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1. Customer must present the coupon at Point of Sale. 2. Scan all items being purchased. 3. Scan the barcode coupon. If barcode does not scan, enter the barcode numbers manually. **NOTE: 10% DISCOUNT WILL NOT DISPLAY OR BE APPLIED TO SALE UNTIL A VALID LOWE'S CARD IS SWIPED OR KEY ENTERED.** 4. Coupon is GOOD OCTOBER 16-NOVEMBER 17, 2017.

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**2% Discount: Cannot be combined with any other statement discount. To be eligible for the 2% discount, you must register your National Association of Home Builders affiliation and Lowe's® Accounts Receivable (LAR) or Lowe's® Business Account (LBA) account per the instructions provided, make a purchase with your LAR or LBA account by 12/31/17 and comply with all terms and conditions of your LAR or LBA account. Allow one to two complete billing cycles for your registration to be processed and for your discount to appear on your billing statement. 2% discount will be automatically deducted from your statement at billing (discount will not take effect until Synchrony Bank fully processes your account registration). Excludes Lowe's® Advantage Card, Lowe's® Visa® Accounts, Lowe's Business Rewards Card from American Express and all Lowe's® Canada Credit products. Account must remain open, be in good standing and not become delinquent at the time the statement credit is applied.

*,**Offers valid in US stores, on Lowes.com and LowesForPros.com. Discounts applicable to commercial purchases only. Offers/discounts provided by Lowe's and not Synchrony Bank. Subject to credit approval. Lowe's reserves the right to discontinue or alter these terms at any time.

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^Standard Delivery Rules Apply.

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