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NOVEMBER 2024



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NMLS# 631944



Abbey DeNoble
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NMLS# 791901



Jason Ford
608.225.9918
NMLS# 1900724



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MABA UPCOMING EVENTS



ANNUAL MEMBERSHIP MEETING

WEDNESDAY, NOVEMBER 13 | 5-8 PM

EAST SIDE CLUB 3735 MONONA DR.

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Reception Sponsor



Special Guest Sponsor

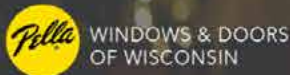


Holiday Party

THURSDAY, DECEMBER 5TH | 5:00 - 9:00PM

LAKE WINDSOR COUNTRY CLUB - 4628 GOLF DRIVE | WINDSOR, WI

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Help us celebrate the season and install MABA's 2025 President and Board of Directors



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SATURDAY, JANUARY 27 | 9AM-6PM

SUNDAY, JANUARY 28 | 10AM-4PM

MADISON MARRIOTT WEST

EXHIBIT ► PRESENT ► SPONSOR

CONTACT US FOR DETAILS!



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Learn more & register for MABA events at
member.maba.org/events/calendar/



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2025 SPONSORSHIPS AVAILABLE!



FIND THE 2025 MABA SPONSORSHIP BOOKLET IN YOUR EMAIL!

PACKAGE & EVENT SPONSORSHIPS AVAILABLE

- Outdoor Events
- Parade of Homes
- Happy Hours
- Builder-only Events
- Golf Outings
- Silent Auction
- Clay Shoots
- Membership Meetings

NOTE: 2024 Sponsors have first right of refusal for 2025 sponsored events.

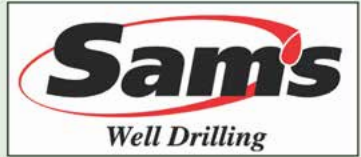


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WE'RE EXCITED TO INTRODUCE MABA'S NEW GOVERNMENT AFFAIRS INTERN, ISMAIL CHAOUI



Ismail joined MABA in September 2024.

Ismail is a senior at UW-Madison graduating in the spring. He is currently studying International Studies. With a keen interest in local development and policy, Ismail brings valuable insight from his academic background in public policy and planning.

He plays an integral role in advocating for housing and building policies that align with MABA's goals. Through collaboration with local government municipalities, Ismail is working on ensuring MABA's voice is represented in regulatory processes that affect the development industry in Dane County.

We are thrilled to leverage Ismail's knowledge and passion for community development and government relations as a strategic addition to the MABA team. Please join us in extending a hearty hello to Ismail when you see him around!

For more about Ismail, email him at ichaoui@maba.org

MEET MABA'S NEW CTE INSTRUCTOR & WORKFORCE SPECIALIST, PAT HATLEN



Pat joined MABA in October 2024.

Pat joins us with 23 years of teaching experience and curriculum development, with a focus on high school economics and history, including Advanced Placement instruction in Microeconomics and Macroeconomics.

Together, he and his wife, Jennifer, have three adult children: Jack, Charlie, and Joe. Pat's wife has called him a "habitual remodeler," for better or for worse. His interest in building, wealth of teaching experience, and commitment to the community, make him a stellar candidate for our new Instructor and Workforce Specialist role.

Pat's role is to facilitate MABA's continued partnership with the Boys and Girls Clubs of Dane County at the McKenzie Regional Workforce Center through career development and skilled trade opportunities for students in the community.

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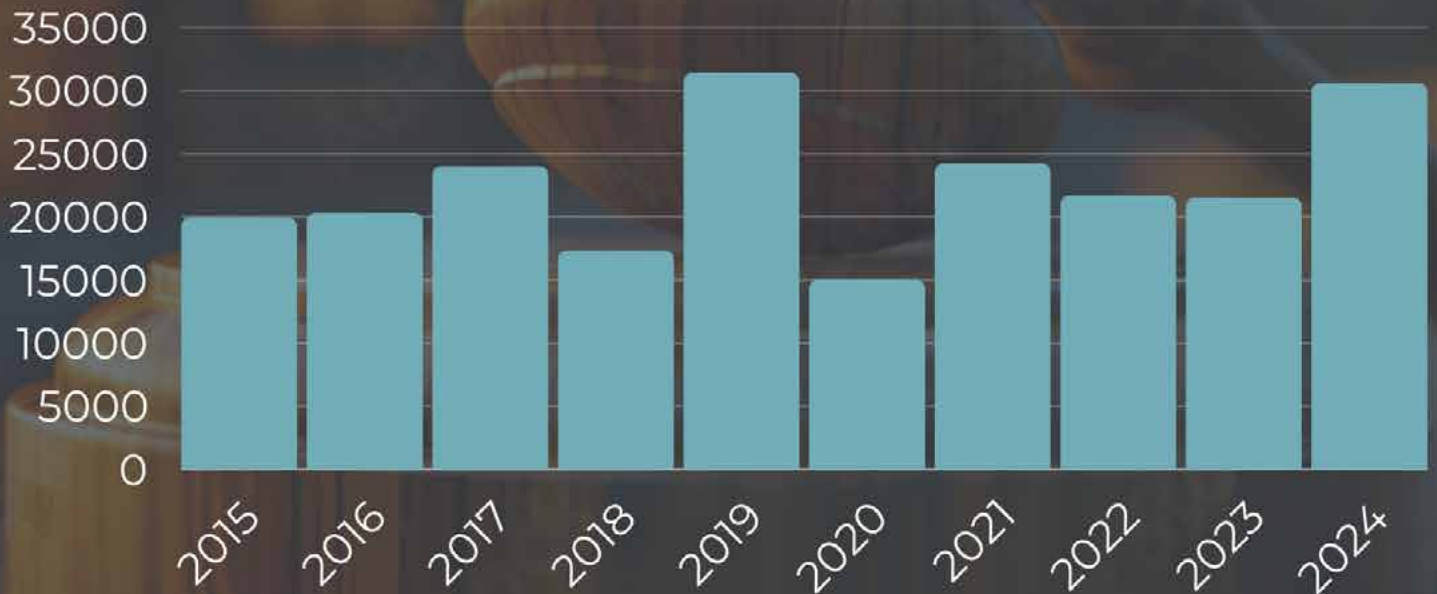


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NOVEMBER IS SPIKE APPRECIATION MONTH!

You may be thinking, WHAT IS A "SPIKE"?
It's a term used by the NAHB for a **recruiter** of
new members.



November is Spike Appreciation Month, a
time when we thank the dedicated "Spikes"
for their outstanding achievements in
member recruitment and retention!

*The best spokesperson for promoting the benefits of MABA
membership is YOU!*

Those who dedicate their time to this effort achieve "Spike" status for
consistently helping MABA grow stronger. Spikes earn one credit for
each Builder or Associate member recruited, and 1/2 credit for every year
they renew. Once you earn your sixth credit, you become an official
NAHB Spike!

Attention Spikes going to IBS!

Each year, Spikes who have recruited at least one new builder and/or
associate member receive **two complimentary tickets** to the **Closing
Spike Concert** at the International Builders' Show (IBS). In addition, Spikes
who have recruited at least five new builder and/or associate members
receive an **invitation to the Spike VIP section** at the concert. Within the
VIP section, Spikes enjoy complimentary food and drinks for the duration
of the show.

THANK YOU SPIKES!



PARADE OF HOMES

IN REVIEW



13 Homes
13 Builders

2,053 Tickets Sold
\$17,223 in Ticket Revenue



14,059 In-Person Home Visits
1,080 Average Visits per Home
7 houses visited per ticket sold

FALL CAREER DAY AT TERRAVESSA | OCTOBER 8, 2024



250+ STUDENTS FROM 10 LOCAL HIGH SCHOOLS JOINED US FOR A WALK THROUGH THE BUILDING PROCESS
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Single Family and Duplex Permits Issued

2024 Dane County September YTD

Municipality Report

<i>Municipality</i>	<i>2024 Total</i>	<i>2023 Total</i>	<i>2024 Starts</i>	<i>2023 Starts</i>	<i>2024 Avg. Value</i>	<i>2023 Avg. Value</i>	<i>2024 Avg. Sq Ft</i>	<i>2023 Avg. Sq Ft</i>
Albion (T)	\$1,050,000	\$1,848,000	3	4	\$350,000	\$462,000	1,767	2,963
Berry (T)		\$1,519,000		3		\$506,333		2,494
Black Earth (T)	\$1,060,000	\$855,000	1	2	\$1,060,000	\$427,500	5,650	2,550
Blooming Grove (T)	\$800,000		1		\$800,000		4,350	
Blue Mounds (T)	\$1,350,000	\$3,696,000	2	8	\$675,000	\$462,000	3,500	2,850
Bristol (T)	\$6,005,000	\$9,693,000	8	12	\$750,625	\$807,750	3,656	3,798
Burke (T)	\$1,120,000	\$1,323,000	2	2	\$560,000	\$661,500	2,575	3,850
Christiana (T)	\$1,800,000		2		\$900,000		3,325	
Cottage Grove	\$13,251,000	\$14,723,000	25	33	\$530,040	\$446,152	2,790	2,701
Cottage Grove (T)	\$2,205,000	\$3,373,000	4	6	\$551,250	\$562,167	3,133	3,613
Cross Plains	\$12,248,000	\$9,760,000	28	20	\$437,429	\$488,000	2,131	2,435
Cross Plains (T)	\$820,000	\$5,703,000	1	4	\$820,000	\$1,425,750	4,150	6,395
Dane		\$287,000		1		\$287,000		1,604
Dane (T)		\$2,937,000		7		\$419,571		2,489
Deerfield (T)	\$915,000	\$220,000	2	1	\$457,500	\$220,000	2,350	1,550
DeForest	\$34,389,000	\$23,459,000	65	54	\$529,062	\$434,426	2,688	2,381
Dunkirk (T)	\$1,550,000	\$600,000	4	1	\$387,500	\$600,000	2,035	3,550
Dunn (T)	\$4,415,000	\$8,257,000	6	9	\$735,833	\$917,444	3,465	4,317
Fitchburg	\$36,174,600	\$37,772,000	73	86	\$495,542	\$439,209	2,492	2,949
Madison	\$85,249,000	\$96,188,000	191	247	\$446,330	\$389,425	2,073	2,252
Mazomanie	\$600,000		1		\$600,000		2,000	
Mazomanie (T)	\$372,000	\$3,133,000	1	6	\$372,000	\$522,167	1,550	3,492
McFarland	\$8,055,605	\$5,180,000	18	14	\$447,534	\$370,000	2,070	1,994
Medina (T)	\$1,080,000	\$2,685,000	2	4	\$540,000	\$671,250	3,000	3,525
Middleton	\$28,056,000	\$570,000	58	2	\$483,724	\$285,000	2,243	1,847
Middleton (T)	\$31,674,000	\$14,469,000	28	15	\$1,131,214	\$964,600	5,265	5,309

Municipality	2024 Total	2023 Total	2024 Starts	2023 Starts	2024 Avg. Value	2023 Avg. Value	2024 Avg. Sq Ft	2023 Avg. Sq Ft
Montrose (T)		\$425,000		1		\$425,000		2,850
Mount Horeb	\$4,784,000	\$11,770,000	12	28	\$398,667	\$420,357	1,856	2,373
Oregon	\$37,487,056	\$23,527,900	76	49	\$493,251	\$480,161	2,439	2,708
Oregon (T)	\$498,000	\$1,070,000	1	2	\$498,000	\$535,000	1,700	3,750
Perry (T)	\$740,000	\$650,000	2	1	\$370,000	\$650,000	2,200	4,350
Pleasant Springs (T)	\$292,000	\$2,651,000	1	2	\$292,000	\$1,325,500	1,000	7,350
Primrose (T)	\$1,938,000	\$1,471,000	2	2	\$969,000	\$735,500	3,475	4,355
Roxbury (T)	\$4,171,000	\$1,326,000	6	2	\$695,167	\$663,000	3,733	3,565
Rutland (T)		\$750,000		1		\$750,000		4,550
Springdale (T)	\$5,060,000	\$3,595,000	6	5	\$843,333	\$719,000	3,955	4,172
Springfield (T)	\$1,450,000	\$399,000	2	1	\$725,000	\$399,000	3,900	2,850
Stoughton	\$24,973,000	\$18,713,000	68	47	\$367,250	\$398,149	2,289	2,678
Sun Prairie	\$21,132,000	\$34,326,000	50	74	\$422,640	\$463,865	2,642	3,005
Sun Prairie (T)	\$1,100,000	\$1,340,000	2	3	\$550,000	\$446,667	2,700	2,833
Vermont (T)	\$3,075,000	\$1,041,000	4	2	\$768,750	\$520,500	2,988	3,300
Verona	\$29,519,000	\$22,528,000	63	53	\$468,556	\$425,057	2,178	2,536
Verona (T)	\$5,317,000	\$10,234,000	6	11	\$886,167	\$930,364	4,283	4,900
Vienna (T)		\$1,756,000		3		\$585,333		3,562
Wauwaukee	\$43,822,000	\$40,364,000	78	71	\$561,821	\$568,507	2,714	2,827
Westport (T)	\$26,548,000	\$9,980,000	19	14	\$1,397,263	\$712,857	4,872	3,317
Windsor (T)	\$27,845,000	\$29,303,000	55	54	\$506,273	\$542,648	2,508	2,597

Year to Year September Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2014	27,662,000	107	258,523	2,337
2015	27,165,000	98	277,193	2,424
2016	30,386,000	88	345,295	2,751
2017	31,190,000	98	318,265	2,396
2018	31,364,000	78	402,102	2,872
2019	40,092,000	103	389,242	2,873
2020	52,237,000	120	435,308	2,995
2021	53,145,000	111	478,783	2,951
2022	43,643,090	91	479,594	2,812
2023	43,886,000	84	522,452	2,650
2024	52,953,941	100	529,539	2,524

Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2014	231,672,000	792	292,515	2,604
2015	281,095,000	913	307,880	2,594
2016	299,267,669	932	321,102	2,578
2017	325,534,465	972	334,912	2,628
2018	342,713,000	977	350,780	2,616
2019	334,427,774	926	361,153	2,676
2020	391,927,720	984	398,300	2,797
2021	466,840,000	1048	445,458	2,875
2022	494,377,590	1013	488,033	2,836
2023	465,469,900	967	481,354	2,744
2024	513,990,261	979	525,015	2,559



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