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ANGLE

**September/
October
2020**

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Since 2009, SBGP has partnered with State Home Building Associations, to offer their private business planning services to builders, remodelers and HBA Associate members of select states throughout the country. We are pleased to announce that since May, WBA members now have access to their nationally recognized BPA and BPA Process.

Through their years of working heavily in this industry, they have built a team of builder, remodeler, and HBA Associate member specialist coaches to help members create a plan around their most challenging issues:

- ✓ **Identifying Your Vision**
- ✓ **Creating a Marketing Plan**
- ✓ **Creating a Sales Plan and Process**
- ✓ **Recruiting & Maximizing Team Engagement**
- ✓ **Understanding and creating KPIs (Key Performance Indicators) and a Company Dashboard**
- ✓ **Creating and Documenting Overall Company Systems and Processes**

Through their six step Business Diagnostic & Plan of Actions (BPA), the SBGP Team identifies what is working, notes what is not, asks you a litany of questions, disseminate and fully documents everything that is discovered. Finally, they conduct DISC Profile and Motivational Assessments with you and up to 10 members of your management team (including a team "scatter chart") and blend the results into your BPA. These assessments are also compliments of the Wisconsin Builders Association, to truly personalize your plan.



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MADISON AREA BUILDERS ASSOCIATION

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FALL PARADE OF HOMES

OCTOBER
16-18 & 23-25

HOMES PREVIEW

Under \$550K



ENCORE
HOMES

628 Burnt Sienna Dr.
Middleton, WI

- 1,202 square feet
- 2 bedrooms
- 2 bathrooms
- 2 car garage
- Focus on Energy Certified



Premier Builders
INC

2503 Dublin Way
Wauunakee, WI

- 4,250 square feet
- 4 bedrooms
- 3 bathrooms
- 3 car garage



SUMMIT CUSTOM HOMES
building your legacy

715 Mozart St.
Verona, WI

- 1,900 square feet
- 3 bedrooms
- 2.5 bathrooms
- 2 car garage
- Focus on Energy Certified



TIM BRIEN
homes

2869 Endive Dr.
Fitchburg, WI

- 2,805 square feet
- 4 bedrooms
- 3.5 bathrooms
- Finished basement
- 2 car garage
- Focus on Energy Certified



PARADE OF HOMES

OCTOBER 16-18 & 23-25

HOMES PREVIEW

Under \$550K



429 Bettebo Cir.
Oregon, WI

- 2,744 square feet
- 3 car garage
- 4 bedrooms
- Focus on Energy Certified
- 2.5 bathrooms



VERIDIAN
HOMES

9359 Watts Rd.
Madison, WI

- 1,786 square feet
- 2.5 bathrooms
- 3 bedrooms
- 2 car garage



2577 Blue Heron Rd.
Sun Prairie, WI

- 2,801 square feet
- 2+ car garage
- 4 bedrooms
- Focus on Energy Certified
- 2.5 bathrooms



5940 Astor Dr.
Fitchburg, WI

- 2,934 square feet
- 3 car garage
- 4 bedrooms
- Focus on Energy Certified
- 2.5 bathrooms

FALL PARADE
OF HOMES

OCTOBER
16-18 & 23-25

HOMES PREVIEW

\$550K to \$850K



Acker Builders, Inc.
957 Pollow Rd.
Verona, WI

- 2,307 square feet
- 3 bedrooms
- 3 bathrooms
- 4 car garage



1886 S. Quam Dr.
Stoughton, WI

- 2,401 square feet
- 3 bedrooms
- 3 bathrooms
- 2 car garage



8129 W. Mineral Point Rd.
Cross Plains, WI

- 2,951 square feet
- 3 bedrooms
- 2.5 bathrooms
- Finished basement
- 2 car garage



2798 Waubesa Ave.
Madison, WI

- 4,028 square feet
- 4 bedrooms
- 3.5 bathrooms
- 2+ car garage
- Focus on Energy Certified



FALL PARADE OF HOMES

OCTOBER 16-18 & 23-25

HOMES PREVIEW

\$550K to \$850K



7802 Autumn Blaze Trl.
DeForest, WI

- 3,200 square feet
- 5 bedrooms
- 3 bathrooms
- Finished basement
- 3 car garage
- Focus on Energy Certified



2937 Latigo Trace
Sun Prairie, WI

- 3,333 square feet
- 4 bedrooms
- 3 bathrooms
- Finished basement
- 3 car garage
- Focus on Energy Certified



1033 Galway Ave
Waunakee, WI

- 4,735 square feet
- 6 bedrooms
- 6 bathrooms
- Finished basement
- 3 car garage



2412 Killarney Way
Waunakee, WI

- 4,185 square feet
- 4 bedrooms
- 3.5 bathrooms
- 3 car garage
- Finished basement
- Focus on Energy Certified



PARADE OF HOMES

OCTOBER
16-18 & 23-25

HOMES PREVIEW

OVER \$850K



Acher Builders, Inc.
5664 Shenandoah Dr.
Waunakee, WI

- 4,286 square feet
- 5 bedrooms
- 5 bathrooms
- Finished basement
- 3 car garage



Classic Custom Homes
of Waunakee, Inc.
1202 Alice Ct.
Waunakee, WI

- 4,639 square feet
- 5 bedrooms
- 3.5 bathrooms
- Finished basement
- 4 car garage
- Focus on Energy Certified



6689 Wagner's Vineyard Trl.
Sun Prairie, WI

- 5,041 square feet
- 5 bedrooms
- 4 bathrooms
- Finished basement
- 3 car garage



4860 Triple Crown Ct.
Middleton, WI

- 5,502 square feet
- 5 bedrooms
- 4.5 bathrooms
- 3 car garage
- Finished basement
- Focus on Energy Certified

FALL PARADE OF HOMES

OCTOBER
16-18 & 23-25

HOMES PREVIEW

OVER \$850K



4899 Winners Cir.
Middleton, WI

- 5,263 square feet
- 5 bedrooms
- 4.5 bathrooms
- Finished basement
- 4 car garage
- Handicap accessible



N2288 Trails End
Lodi, WI

- 5,584 square feet
- 6 bedrooms
- 4.5 bathrooms
- Finished basement
- 4 car garage
- Handicap accessible

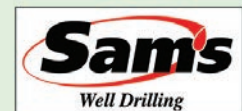


MADISON AREA BUILDERS ASSOCIATION



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.

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MTD Marketing Services LLC ®
Single Family and Duplex Permits Issued
Municipality Report

8/6/2020

2020 Dane County July YTD Comparison

<i>Municipality</i>	<i>2020 Total</i>	<i>2019 Total</i>	<i>2020 Starts</i>	<i>2019 Starts</i>	<i>2020 Avg. Value</i>	<i>2019 Avg. Value</i>	<i>2020 Avg. Sq Ft</i>	<i>2019 Avg. Sq Ft</i>
Albion (T)	\$505,000	\$1,223,000	2	3	\$252,500	\$407,667	2,300	3,200
Berry (T)	\$974,000	\$900,000	2	2	\$487,000	\$450,000	3,300	4,000
Black Earth (T)	\$979,000	\$465,000	2	2	\$489,500	\$232,500	3,950	2,025
Blooming Grove (T)	\$220,000	\$250,000	1	1	\$220,000	\$250,000	1,850	2,500
Blue Mounds		\$290,000		1		\$290,000		2,550
Blue Mounds (T)	\$1,023,000	\$399,000	3	1	\$341,000	\$399,000	2,950	3,200
Bristol (T)	\$2,921,000	\$5,132,000	6	13	\$486,833	\$394,769	3,492	3,043
Burke (T)	\$430,000	\$441,000	1	2	\$430,000	\$220,500	3,300	1,950
Cambridge		\$855,000		3		\$285,000		2,744
Christiana (T)	\$544,000	\$550,000	1	1	\$544,000	\$550,000	4,100	4,100
Cottage Grove	\$3,239,000	\$2,071,000	9	6	\$359,889	\$345,167	2,668	2,645
Cottage Grove (T)	\$2,646,000	\$700,000	5	2	\$529,200	\$350,000	4,050	3,050
Cross Plains	\$352,000	\$803,000	1	3	\$352,000	\$267,667	2,265	2,452
Cross Plains (T)		\$1,769,000		3		\$589,667		4,700
Dane (T)	\$447,000	\$415,000	1	1	\$447,000	\$415,000	3,100	3,450
Deerfield (T)	\$790,000	\$2,015,000	2	6	\$395,000	\$335,833	3,125	2,925
DeForest	\$13,874,000	\$18,470,000	30	52	\$462,467	\$355,192	3,332	2,820
Dunkirk (T)	\$350,000	\$350,000	1	1	\$350,000	\$350,000	3,100	3,350
Dunn (T)	\$2,290,000	\$4,940,000	4	7	\$572,500	\$705,714	4,200	5,743
Fitchburg	\$16,385,000	\$11,158,000	51	40	\$321,275	\$278,950	2,531	2,232
Madison	\$72,279,000	\$66,214,000	204	208	\$354,309	\$318,337	2,299	2,221
Mazomanie (T)	\$809,000	\$200,000	2	1	\$404,500	\$200,000	2,975	2,550
McFarland	\$11,734,000	\$15,914,000	33	46	\$355,576	\$345,957	2,423	2,579
Medina (T)		\$752,000		2		\$376,000		3,350
Middleton	\$8,882,000	\$8,578,000	16	16	\$555,125	\$536,125	3,332	3,455
Middleton (T)	\$16,053,000	\$13,084,000	29	22	\$553,552	\$594,727	4,243	4,602

Municipality	2020 Total	2019 Total	2020 Starts	2019 Starts	2020 Avg. Value	2019 Avg. Value	2020 Avg. Sq Ft	2019 Avg. Sq Ft
Montrose (T)	\$300,000	\$665,000	1	2	\$300,000	\$332,500	2,550	2,700
Mount Horeb	\$3,805,000	\$4,538,000	10	12	\$380,500	\$378,167	3,121	2,699
Oregon	\$10,393,000	\$16,512,000	26	45	\$399,731	\$366,933	2,842	2,774
Oregon (T)	\$2,555,000	\$550,000	4	1	\$638,750	\$550,000	4,558	4,500
Perry (T)	\$386,000	\$545,000	1	1	\$386,000	\$545,000	3,300	3,850
Pleasant Springs (T)	\$2,153,000	\$2,614,000	5	5	\$430,600	\$522,800	3,250	4,360
Primrose (T)	\$1,182,000	\$600,000	3	2	\$394,000	\$300,000	3,350	2,540
Roxbury (T)	\$811,000	\$980,000	2	3	\$405,500	\$326,667	3,100	2,967
Rutland (T)	\$815,000	\$1,016,000	3	3	\$271,667	\$338,667	2,783	2,650
Springfield (T)	\$998,000	\$1,455,000	2	3	\$499,000	\$485,000	3,600	3,800
Stoughton	\$2,217,000	\$3,176,000	8	12	\$277,125	\$264,667	2,365	2,467
Sumner (T)		\$305,000		1		\$305,000		1,665
Sun Prairie	\$32,506,000	\$21,750,774	104	70	\$312,558	\$310,725	2,503	2,514
Sun Prairie (T)	\$1,000,000		2		\$500,000		3,800	
Vermont (T)	\$525,000	\$560,000	1	1	\$525,000	\$560,000	4,100	4,300
Verona	\$8,275,000	\$10,509,000	22	31	\$376,136	\$339,000	2,369	2,072
Verona (T)	\$5,007,000	\$3,763,000	8	6	\$625,875	\$627,167	4,750	4,908
Vienna (T)	\$450,000	\$338,000	1	1	\$450,000	\$338,000	3,100	2,850
Waunakee	\$17,598,000	\$20,707,000	39	48	\$451,231	\$431,396	3,242	2,874
Westport (T)	\$16,814,000	\$1,350,000	22	2	\$764,273	\$675,000	4,468	4,682
Windsor (T)	\$16,251,000	\$11,256,000	43	29	\$377,930	\$388,138	2,484	2,646

Year to Year July Comparison				
YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2010	16,047,000	54	297,166	2,865
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	39,572,000	112	353,321	2,522
2020	44,505,000	112	397,366	2,766

Year to Date Comparison				
YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2010	102,329,000	390	262,382	2,542
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	261,127,774	723	361,172	2,675
2020	281,767,000	713	395,185	2,787

**Single Family and Duplex Permits Issued
Municipality Report**
2020 Dane County August YTD Comparison

<i>Municipality</i>	<i>2020 Total</i>	<i>2019 Total</i>	<i>2020 Starts</i>	<i>2019 Starts</i>	<i>2020 Avg. Value</i>	<i>2019 Avg. Value</i>	<i>2020 Avg. Sq Ft</i>	<i>2019 Avg. Sq Ft</i>
Albion (T)	\$505,000	\$1,618,000	2	5	\$252,500	\$323,600	2,300	2,660
Berry (T)	\$974,000	\$900,000	2	2	\$487,000	\$450,000	3,300	4,000
Black Earth (T)	\$979,000	\$465,000	2	2	\$489,500	\$232,500	3,950	2,025
Blooming Grove (T)	\$220,000	\$250,000	1	1	\$220,000	\$250,000	1,850	2,500
Blue Mounds		\$290,000		1		\$290,000		2,550
Blue Mounds (T)	\$1,023,000	\$399,000	3	1	\$341,000	\$399,000	2,950	3,200
Bristol (T)	\$2,921,000	\$5,807,000	6	15	\$486,833	\$387,133	3,492	3,017
Burke (T)	\$430,000	\$441,000	1	2	\$430,000	\$220,500	3,300	1,950
Cambridge		\$855,000		3		\$285,000		2,744
Christiana (T)	\$544,000	\$810,000	1	2	\$544,000	\$405,000	4,100	3,175
Cottage Grove	\$3,239,000	\$2,271,000	9	7	\$359,889	\$324,429	2,668	2,503
Cottage Grove (T)	\$2,646,000	\$700,000	5	2	\$529,200	\$350,000	4,050	3,050
Cross Plains	\$352,000	\$803,000	1	3	\$352,000	\$267,667	2,265	2,452
Cross Plains (T)	\$400,000	\$1,769,000	1	3	\$400,000	\$589,667	2,800	4,700
Dane (T)	\$447,000	\$765,000	1	2	\$447,000	\$382,500	3,100	3,168
Deerfield (T)	\$1,190,000	\$2,015,000	3	6	\$396,667	\$335,833	3,117	2,925
DeForest	\$16,384,000	\$20,658,000	37	59	\$442,811	\$350,136	3,183	2,765
Dunkirk (T)	\$350,000	\$350,000	1	1	\$350,000	\$350,000	3,100	3,350
Dunn (T)	\$2,290,000	\$5,687,000	4	9	\$572,500	\$631,889	4,200	5,161
Fitchburg	\$21,186,000	\$11,516,000	63	41	\$336,286	\$280,878	2,625	2,246
Madison	\$83,118,000	\$74,364,000	235	234	\$353,694	\$317,795	2,307	2,251
Mazomanie (T)	\$809,000	\$200,000	2	1	\$404,500	\$200,000	2,975	2,550
McFarland	\$15,487,000	\$16,838,000	41	49	\$377,732	\$343,633	2,533	2,549
Medina (T)		\$752,000		2		\$376,000		3,350
Middleton	\$9,222,000	\$9,199,000	17	17	\$542,471	\$541,118	3,288	3,421
Middleton (T)	\$20,266,000	\$14,609,000	35	24	\$579,029	\$608,708	4,332	4,704

<i>Municipality</i>	<i>2020 Total</i>	<i>2019 Total</i>	<i>2020 Starts</i>	<i>2019 Starts</i>	<i>2020 Avg. Value</i>	<i>2019 Avg. Value</i>	<i>2020 Avg. Sq Ft</i>	<i>2019 Avg. Sq Ft</i>
Montrose (T)	\$300,000	\$1,175,000	1	3	\$300,000	\$391,667	2,550	2,983
Mount Horeb	\$5,001,000	\$5,759,000	13	16	\$384,692	\$359,938	2,987	2,484
Oregon	\$11,271,000	\$18,969,000	28	51	\$402,536	\$371,941	2,815	2,780
Oregon (T)	\$2,555,000	\$1,000,000	4	2	\$638,750	\$500,000	4,558	3,950
Perry (T)	\$786,000	\$545,000	2	1	\$393,000	\$545,000	3,300	3,850
Pleasant Springs (T)	\$2,603,000	\$3,197,000	6	6	\$433,833	\$532,833	3,258	4,317
Primrose (T)	\$1,182,000	\$1,050,000	3	3	\$394,000	\$350,000	3,350	2,977
Roxbury (T)	\$1,436,000	\$980,000	4	3	\$359,000	\$326,667	2,788	2,967
Rutland (T)	\$1,455,000	\$1,016,000	4	3	\$363,750	\$338,667	3,225	2,650
Springdale (T)	\$910,000		1		\$910,000		7,100	
Springfield (T)	\$998,000	\$1,455,000	2	3	\$499,000	\$485,000	3,600	3,800
Stoughton	\$2,217,000	\$3,616,000	8	14	\$277,125	\$258,286	2,365	2,432
Sumner (T)		\$305,000		1		\$305,000		1,665
Sun Prairie	\$37,456,000	\$24,942,774	119	81	\$314,756	\$307,935	2,504	2,461
Sun Prairie (T)	\$1,000,000		2		\$500,000		3,800	
Vermont (T)	\$1,150,000	\$560,000	2	1	\$575,000	\$560,000	4,600	4,300
Verona	\$9,126,000	\$12,083,000	25	36	\$365,040	\$335,639	2,330	2,086
Verona (T)	\$5,007,000	\$3,763,000	8	6	\$625,875	\$627,167	4,750	4,908
Vienna (T)	\$450,000	\$338,000	1	1	\$450,000	\$338,000	3,100	2,850
Wauwaukee	\$21,421,000	\$21,207,000	47	49	\$455,766	\$432,796	3,200	2,861
Westport (T)	\$18,589,000	\$2,820,000	25	5	\$743,560	\$564,000	4,375	3,912
Windsor (T)	\$19,037,000	\$13,699,000	49	35	\$388,510	\$391,400	2,536	2,646

Year to Year August Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2010	14,377,000	49	293,408	2,733
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	31,683,000	91	348,164	2,566
2020	47,165,000	114	413,728	2,851

Year to Date Comparison

YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2010	116,706,000	439	265,845	2,564
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	292,810,774	814	359,718	2,662
2020	328,932,000	827	397,741	2,796



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MABA Golf Outing 2020 | September 17





WISCONSIN BUILDERS ASSOCIATION

New Political Giving Pages Launched

Recently, WBA announced two streamlined websites for members to make personal contributions to the Building A Better Wisconsin PAC (BBW-PAC) and the Builders Direct Fund Conduit (BDF Conduit).

Building a Better Wisconsin (BBW) is WBA's political action committee, commonly referred to as a PAC. It consists of WBA members from across the state combining their resources to support pro-housing, pro-business candidates running for office in Wisconsin.

PAC contribution decisions are made by reviewing the candidates' positions and voting records on housing and WBA priority issues; decisions are bipartisan.

The Builders Direct Fund is the Wisconsin Builders Association conduit fund. That begs the next question, what is a conduit? A conduit is defined by the Government Accountability Board as an individual or organization that receives money from individuals, deposits it in a financial institution, and then transfers contributions to any registrant (candidate, personal, legislative political action or political party committee) selected by the original contributor. The conduit organization or administrator may not exercise any discretion over the amount or ultimate recipient of these contributions.

Requirements to Donate:

- Candidate name is required
- Donation must be personal and not through corporate source
- Minimum donation of \$100 is required
- Funds from BDF can only go towards candidates running for office on state and local levels (not President, U.S. Senate, or U.S. House)

Visit www.wisbuild.org/give to donate!

Changes Coming to the UDC Council

After working with three members who have served on the Uniform Dwelling Code Council for the past several years, we learned recently they were not reappointed to serve another 2-year term by Governor Tony Evers.

Two additional WBA members and one inspector who has generally shared our worldview on building codes have expired terms and have not received notice they will be replaced on the UDC Council.

When the UDC Council begins to meet again they may have a much different view on important and expensive code matters like requiring each new home to have an electric car charging station.

We always say elections have consequences and the recent changes on the UDC Council are a good example of that age old saying.



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MABA ANNUAL MEMBERSHIP MEETING & 2021 BOARD INSTALLATION

Wednesday, November 18th
5-8pm



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