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WHAT HOMEBUYERS WANT *In Kitchen Design*



Parade of Homes Entry - Frankfort Craftsman by Toll Brothers



AWARDS NIGHT

DECEMBER 9, 2026

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& THE DISTINGUISHED HONOREES**

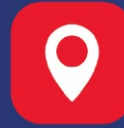
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Made In America/Built In Michigan



Forrest M. Wall (left) CEO of HBA with John Scaccia of Scaccia Building at HBA's Annual Golf Outing held at Cherry Creek Golf Club.



The team from the Burke Agency. The golf outing was a completely full event with all spots for golf sold out. The event is presented by sponsor Lake Michigan Credit Union.



Jennifer Thomas and Ebon Petty of Robertson Homes. See pages 4 and 5 for Golf Outing Sponsors and more photos.

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What Homebuyers Want In Kitchen Design

WRITTEN BY NANCY ROZUM

Some trends, like the color of the year, change each year. While interior color palettes may vary every year, homeowners continue to desire not only updated design but also functionality. Kitchen functionality can encompass a lot of things, from ease of cleaning, to cabinet organization and access features, to touchless faucets. Manufacturers and kitchen designers continue to provide a host of options to meet the needs and desires of today's homebuyers.

Organic isn't just a food alternative; it's also a popular concept in kitchen design. "Clients desire to bring nature into their homes, including their kitchen environments," said **Denise Dresden with H.J. Oldenkamp Company**. "We are seeing the bright white kitchen drifting toward more neutral colors. Wood stains in lighter tones and quarter-sawn oak are popular selections. Cabinet companies offer hidden pops of detail with walnut drawer boxes in semi-custom as well as custom lines. The

shaker-door style is still popular, though it has evolved into a Slim Shaker and a Micro Shaker door style. The transitional and clean look is enhanced with a bit of added detail, such as a small profile on the inside edge or paired with more decorative trim and hardware. Having both wood and painted cabinets in the kitchen remains popular, with jewel-tone painted finishes making a statement within the space." Keeping countertops clear and the kitchen organized is important. "In addition to pull-outs for trash, homes for baking sheets, and silverware organizers, manufacturers are offering pull-out drawers for pet bowls and interior storage for pet food and other items," said Denise. "For countertops we are seeing a lot of Corian® Quartz™ with full-height backsplashes and islands in a bold or dramatic pattern with softer-toned perimeter countertops."

Functionality and durability have always been important in the kitchen. "Single bowl workstation sinks are still the most popular type

of sink," said **Adam Tillman with Kohler**. "They provide a lot of room and a lot of flexibility for food prep and clean-up. There are five different sink families in the Kohler line that all have different accessories. Our popular Synthos™ sink, for example, comes with a drain cover, cutting board, colander, prep and garnish bowl sets and a dishwasher-safe sink rack. With 15+ sink options consumers can mix and match their main, island and smaller prep sinks. While stainless steel is currently the most popular sink material, Kohler also offers enameled cast iron, fireclay, farmhouse and Neoroc® options. The matte finish of Neoroc® composite sinks pairs well with natural stone countertops and this sink is exceptionally durable, holding up well to impacts and high heat. Farmhouse sinks are now offered with decorative patterns and textures on their aprons. Enameled cast iron sinks come in so many rich, cool colors and are also extremely durable. It's popular to add a pull-down, touchless kitchen faucet to



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these sinks. Kohler has 13 different touchless kitchen faucets with options to plug in directly to electricity or run on batteries. While chrome finishes are still a strong seller, brushed golds, bronzes and nickels are also being used, sometimes mixed in the same kitchen. Kohler also offers lighting and drawer and cabinet pulls in the same finishes as our faucets.”

Islands continue to be an important part of the kitchen landscape. “Islands are getting larger,” said **Nicole Thornton with NTR Designs**. “I’ve even had an older couple who opted to get rid of their dining table in favor of a larger island where they can sit for informal dinners but also have enough space for larger family dinners. If they have the space clients are including induction cooktops with pop-up/drop-down hoods, microwave drawers, and dishwasher drawers on their islands. Electrical outlets on islands are standard for plugging in computers, phones and small kitchen appliances.”

Products are available that make kitchen chores easier. Nicole is a Certified Aging in Place Specialist (CAPS), a designation earned by completing training offered by the NAHB in collaboration with AARP. The training helps building professionals better serve the growing population of older adults who wish to remain in their homes safely and comfortably. “With the trend for cabinets to extend to the ceiling manufacturers are offering shelves that pull down to the countertop out of wall cabinets,” said Nicole. “I’ve also worked on a project where an entire section of the island mechanically can drop down to accommodate a homeowner in a wheelchair. For all my clients I suggest including rollout trays in base cabinets. It’s great that these modifications can be done to improve functionality while still looking stylish.”

Less grout is as desirable in the kitchen as it is in the bath. Customers looking for options are finding them in architectural glass surfaces. “We create large format backsplashes that become seamless focal points in a kitchen, said **Mike Trego with IMAGIO® Glass Design**. “We can print backsplash glass in artistic designs, geometric patterns or solid colors. We also have the capability of doing textured architectural glass, such as a fluted design on the front with the artwork printed on the back side of the glass.” Made of heat-resistant tempered glass, IMAGIO® glass surfaces are extremely durable and reflect light so they make spaces feel bright, open and airy. “Glass is naturally antimicrobial



Photo courtesy of Renovation By Design.

and easier to clean and maintain than porous grout between tiles,” said **Paula Badalamente with IMAGIO®**. “In addition to a cleaner, brighter look we find that clients love the movement in their designs. They also love that they can have their design flow uninterrupted on matching outlet plates. Backsplashes aren’t the only area where art glass can be used in a kitchen. IMAGIO® Glass can complement anything a client has including existing tile surfaces.” While removing tiles usually destroys drywall, IMAGIO® Glass can be removed by being broken with a punch. Once the glass and silicone are removed, the original wall stays intact, making it easier to update a kitchen.

Appliances are an important part of the kitchen landscape. “KSI is truly a one-stop shop for anything that goes into a bath, laundry or kitchen project, including kitchen appliances,” said **Jeanine Yancy with KSI Kitchen & Bath**. “We now have an in-house appliance division in addition to our family of companies who supply remodeling products and services – **Cabinets Express, Riemer Floors, Henderson Glass, and TrueScale Studio** (providing full scale building walkthroughs from drawings). While stainless steel continues to be popular for appliances, alternatives such as the GE Café matte white finish on appliances, paired with copper or brass handles, are also serving as statement pieces in the kitchen. Panels on refrigerators and dishwashers to match cabinetry also continue to be popular. Mixing and matching are both permissible in today’s kitchens. We see mixed metals with hardware and fixtures, with brushed brass, brushed nickel and black being the most popular choices. Cabinets are another area where matching isn’t

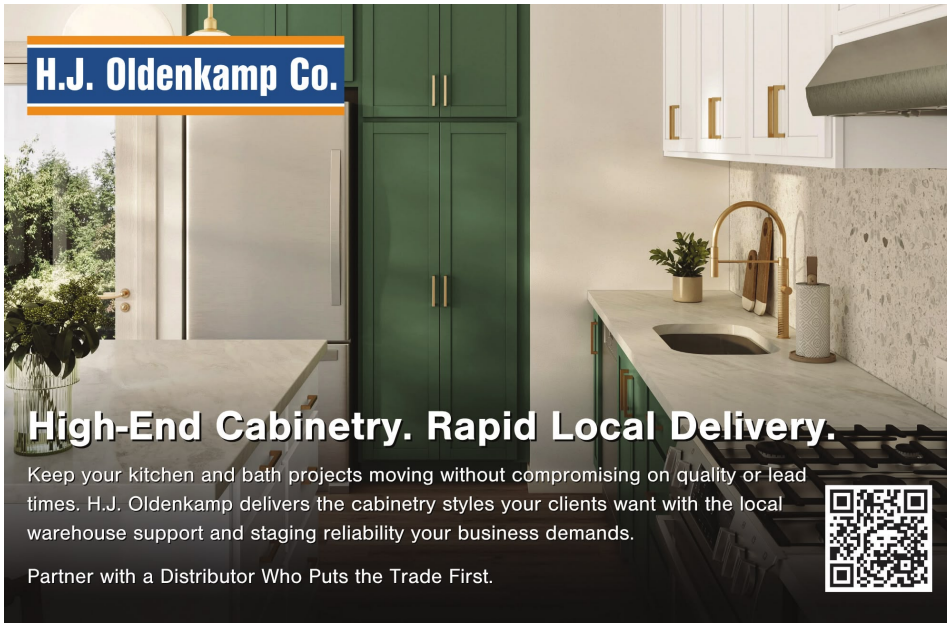
necessary. We’re seeing lower cabinet fronts done in a mix of flat slab drawers and shaker style doors. Open shelves are typically added as accent pieces in a bar or smaller area where a shelf can add visual interest. Coffee and beverage areas in the kitchen are popular. They can have open shelves or glass upper door to display glassware or be hidden inside cabinet doors when not in use. They often include at least one drawer where items like a K-cup organizer can provide organization.” ■

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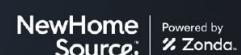
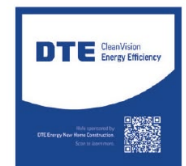
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HBA's Annual Golf Outing

Benefits the Workforce Development Initiative of HBA's Charitable & Educational Foundation

On Thursday, September 10 a capacity crowd joined us for HBA's Annual Golf Outing at Cherry Creek Golf Club in Shelby Township. The event was presented by Lake Michigan Credit Union. Proceeds benefit the Workforce Development Initiative of HBA's Charitable & Educational Foundation.

Congratulations to the Winning Team: **Todd Garras, Jerry Kazakov, Brandon Potash and Lance Smith of Genisys Credit Union.**

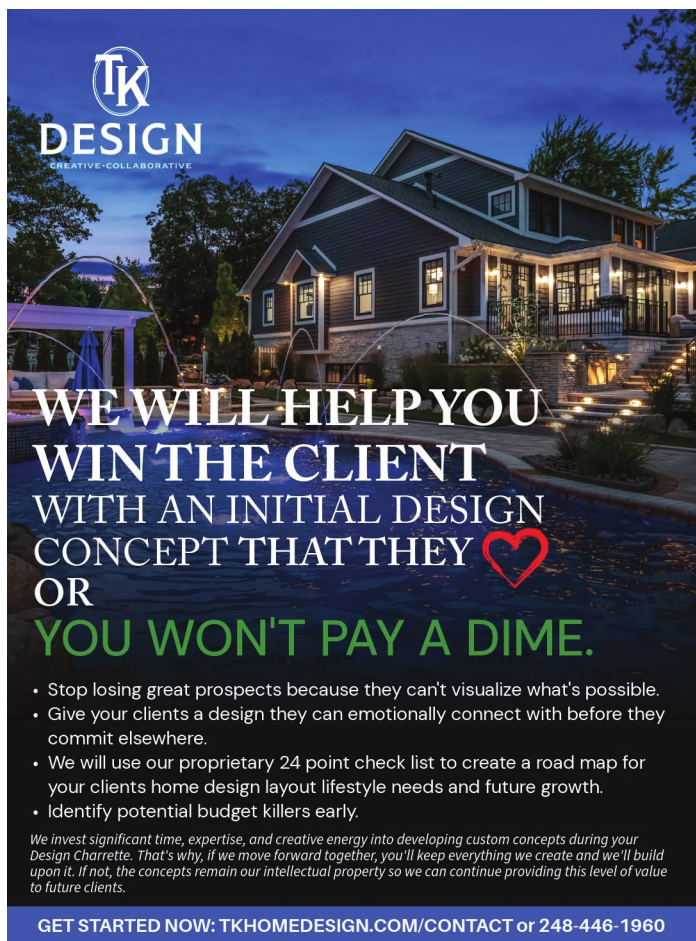


Congratulations to these winners of the contests held at the event:

- Closest to Pin Women: **Katie Juliano, Genisys Credit Union**
- Closest to Pin Men: **Damiano DiMercurio of Damiano DiMercurio Developments**
- Long Drive Ladies: **Maria Lulgjuraj of Pulte Homes**
- Long Drive Men: **Josh Bialecki of JB's Home Energy**

Thank you to **John Scaccia of Cherry Creek Golf Club**, participating golfers, those who joined us for dinner, **Presenting Sponsor Lake Michigan Credit Union** and all the generous sponsors. ■

ADDITIONAL PHOTOS: builders.org/2026-golf-outing.php



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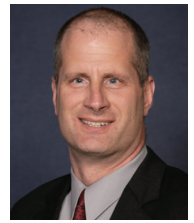
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August Single-Family Permits Up Year-Over-Year; Affordability Remains At Forefront

MICHAEL C. STOSKOPF



Based on residential permit data compiled by HBA and reported in the *HBA/Carter Lumber Southeastern Michigan Residential Building Activity Report™* a total of **306 single-family home (SFH) permits were issued** in Macomb, Monroe, Oakland, St. Clair and Wayne counties in August 2026. **This month's result is up 6 percent compared to August 2025 (289).**

While up year-over-year, this month's result is now the second slowest start to a year, only behind August 2011 (1,662) since the end of the Great Recession. Likewise, the Trailing 12-month (T12M) total of 3,339 permits is down nearly 13 percent compared to August 2025 (3,816).

Multifamily permits year-to-date (1,250) are down 13 percent compared to 2025 but are still having their best year since 2022 (1,747).

July 2026 labor data provided by the US Bureau of Labor Statistics (labor data is delayed a month) showed 1.984 million people employed. This is down 3 percent compared to July 2025 (2.045 million).

Trailing 12-month (T12M) initial jobless claims, 376,087 across Michigan in August, are down nearly 15 percent compared to August 2025 (440,768).

Crude oil closed at \$83.90, rising slightly from July but still down nearly 18 percent from its most recent peak in May 2026 (\$102.13). Oil prices remain up over 29 percent compared to August 2025 (\$64.86) due to the ongoing US-Iranian conflict.

Freddie Mac reported the 30-year fixed mortgage rate (including points) in August at 7.56 percent, remaining unchanged from the prior month. **The recent Fed rate hike of 0.25 points occurred after the August close.**

July's US Residential Construction Materials Producer Price Index (PPI) was 348.99, up 8 percent from August 2025 (323.79).

T12M North American vehicle production (NAVP) data for August (15.460 million units) was down 2 percent compared to 2025.

EXISTING AND NEW HOME AFFORDABILITY DECLINES

The average price for an existing home was \$365,599, up nearly 3 percent compared to August 2025 (\$356,297) but retreating slightly from July's record high.

As of August, 97,318 fewer households can afford to buy an existing home compared to August 2025. The T12M total of existing homes sold fell, for the eleventh time in 12 months, to 45,296, its lowest level since late-2008 (44,472) in the midst of the Great Recession.

In August, the average SFH permit value was \$438,046, up 12 percent compared to August 2025 (\$389,927). The T3M average for new home affordability fell to 22 percent meaning 90,907 fewer of the region's households can afford to buy a new home compared to August 2025.

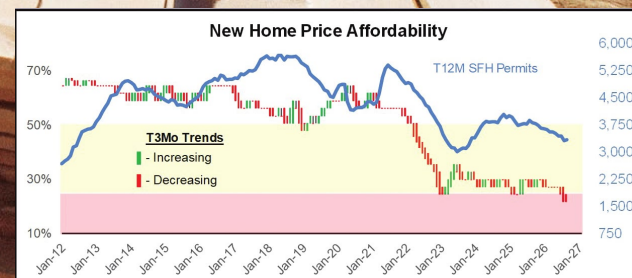
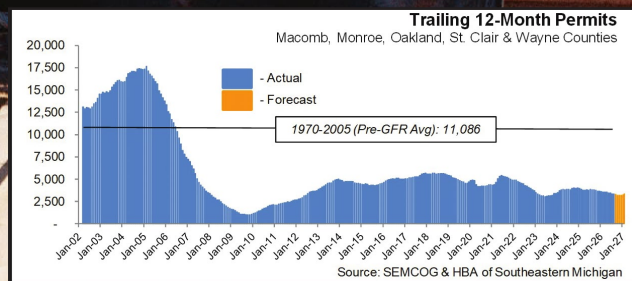
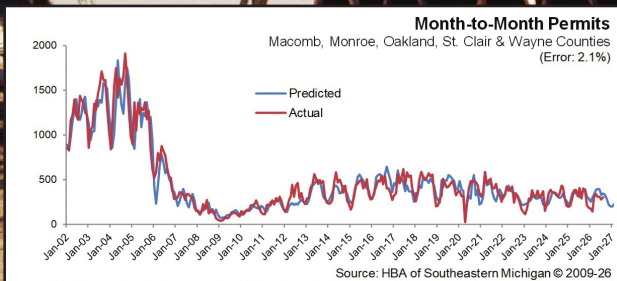
HBA's forecast for September - February is 1,471 permits, which is down 2 percent compared to the same period in 2025 (1,494). ■

NEW HOUSING PERMIT FORECAST

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AAM's 2027 MULTIFAMILY RENTAL MARKET OUTLOOK

THURSDAY, NOVEMBER 19TH

***This is a must attend event
for every multifamily property owner!***

Timeline:

10:30 - 11:30 a.m. Registration & Networking Coffee Hour

11:30 a.m. Luncheon and Program

- Past President's Remarks – Andrew Kuhn, Sunrise Communities
- President's Remarks - Benjamin Tobin, Group Five Management Co.
- Market Outlook Update - Kevin Dillon, Berkadia Real Estate Advisors, LLC.

Expert Panel Discuss

ANDREW KUHN - Sunrise Communities: AI in Action:

Practical AI & Technology Integration to Enhance Operations

LESLIE LEWISTON ETTERBEEK - LR Management:

Winning the NOI Battle: Managing Costs Without Sacrificing
Performance

MIKE TASSONI - Monarch: How Large Owners Invest:

Acquisition Criteria & Portfolio Strategy

TIM KALIL - Huntington Bank: CIBC: Capital Markets Today:

Lending Trends, Credit Conditions & Capital Solutions.

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Advocacy Update

WRITTEN BY HOLLY J. TATMAN, PH.D., AAM VP GOVERNMENT AFFAIRS & ASSOCIATION OPERATIONS

Legislative Activity

It's been a pretty quiet summer in Lansing, as most legislators have been back in their districts preparing for the upcoming election season. However, during the last week of August, the House of Representatives briefly convened to vote a few bills off the floor and send them back to the Senate, likely as part of proposed budget deals. While these bills will likely be agreed upon in the Senate, AAM will continue to monitor the situation and keep the membership posted if, for some reason, they aren't enacted.

SB 22 (Anthony) - The bill would amend the Landlord-Tenant Act to specify that a landlord would not have to send a check to a tenant with the difference between a tenant's security deposit and the damages claimed against the security deposit, as currently required by the Act, if the landlord instead sent the difference to the tenant's bank account through direct deposit or electronic transfer or to the tenant through an internet or mobile payment application. The landlord must send the amount within 10 days of mailing the required notice of damages claimed against a tenant's security deposit.

SB 373 – (Cavanagh) - The bill would amend the Truth in Renting Act to prohibit rental agreements from including a provision that imposed an additional charge or fee on all allowable methods of rent payments and would specify that at least one fee-free payment method would have to be available to a tenant.

HB 6243 (Posthumus) – The bill would amend 2026 PA 32,1, which prohibits the purchase of single-family homes by large institutional investors. (This bill would still have to be approved in the Senate and then sent back to the House for concurrence.)

- The bill would provide that a single-family home that qualifies as an excepted purchase or was constructed under the build-to-rent exception, as modified by the bill (described below), and that was purchased from another large institutional investor is not included when determining the aggregate amount of single-family homes an investor controls in Michigan. The bill would also add that these purchases do not fall under the act's prohibition on purchases by large institutional investors. Finally, the bill would change the criterion that a large institutional investor manage or have a net value of \$375.0 million or more, to instead require that it have assets of this amount under management at any point during the relevant tax year.

- The bill would also amend the definition of

single-family home to include “mobile homes” as that term is defined in the Mobile Home Commission Act.

- The bill would modify the definition of excepted purchases, or purchases to which the act does not apply.

- The bill would add that homes purchased under a build-to-rent program where the investor constructs and retains the newly constructed homes that meet the remaining criteria above would be excepted.

- The bill would also specify that communities of single-family homes include, but are not limited to, all of the following:

- o Communities composed of only single family homes.
- o Communities composed of single-family homes and multi-family residential structures.
- o Communities composed of residential and commercial or other structures.

- The bill also exempts the purchase of a property by a mortgage service, lender, or other entity that has a legal right to the single-family home, not as a long-term investment strategy, but to mitigate loss or comply with servicing or investor obligations, and only as a result of a foreclosure; a deed-in-lieu of foreclosure; an enforcement of a mortgage, deed of trust, or other security interest; or an operation of law following a borrower default. Purchases in this category must be disposed of within a commercially reasonable period after acquisition.

- The bill would expand this exception to cover properties that are purchased or received by a mortgage servicer, lender, landlord, or other entity that has a legal right to the single-family home either for the currently allowable reasons or to mitigate loss from unpaid rent or other obligations under a rental agreement. In addition, the property could be obtained from a lien sale or abandonment of a structure on a landlord's property.

- The bill would add that single-family homes purchased from a large institutional investor if the selling large institutional investor owned the single-family home on or before July 21, 2026, or purchased the single-family home in compliance with the act would be excepted.

Any large institutional investor purchasing a single-family home under this provision would have to demonstrate compliance by receiving a certificate from the seller that attests to all of the following:

- o The seller is a large institutional investor.
- o The seller owned the property as of July 21, 2026.
- o If the seller did not own the property as of July 21, 2026, the seller purchased the single-family home from a large institutional investor in compliance with the Act.

AAM will continue to work for you by collaborating with local, state, and federal partners to educate legislators on the realities of the multifamily rental industry and to support initiatives that focus on increasing housing supply rather than on regulation. ■

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Time: 9:00 a.m.

Place: Association Offices, Suite 202

Please use North Entrance

Register Online At www.builders.org/events

Cost: No charge. Please register online, in advance.



Forrest Wall
CEO of HBA

THURSDAY, OCTOBER 22

"AFTER HOURS" MIXER AT Hard Rock Stone Works

Please join us for the opportunity to meet other industry professionals and gain new contacts. Win great prizes! Snacks and beverages will be available. Bring prospective members to the event to sample the value of HBA Networking.

Date: Thursday, October 22

Time: 5:00 - 7:00 p.m.

Place: Hard Rock Stone Works

44002 Phoenix Dr

Sterling Heights MI 48314

Cost: No charge to attend. Advance
Reservations Required



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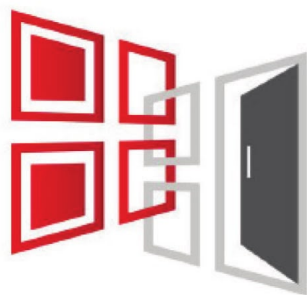
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