NOVEMBER 2026

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Designer Kelsey Powell and Farah Luxury Living



AWARDS NIGHT

DECEMBER 9, 2026

HONORING PRESIDENT DAVID STEUER

& THE DISTINGUISHED HONOREES

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February 10, 2027
8:00AM - 3:00PM

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Mark Webberly of Citizens State Bank and Brianna Badalamente of IMAGIO® Glass Design at the Professional Women in Building Council's Blueprints & Brews.



Paula Badalamente of IMAGIO® Glass Design (left), HBA President David Steuer of Steuer & Associates and PWB Chair Barb Burnham of B.J. Burnham Design at Blueprints & Brews.



Randy Mowry of Dekko Concrete (left) and Pete Anderson of Woodland Direct, enjoying the event which was held at the Trevarrow, Inc. Luxury Showroom in Auburn Hills. See page 4 for more photos.

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Bathroom Design: New for 2026

WRITTEN BY NANCY ROZUM

In years past, other than perhaps some unique tile design on the floor or walls, bathrooms were pretty utilitarian – designed to be useful or practical, but not necessarily attractive or welcoming. Inspired by hotel and spa experiences, designers and homeowners are reimagining the bath as an oasis of calm and a place to retreat from the world and rejuvenate the senses. Manufacturers have responded to the point where there are now a plethora of options for every aspect of the bathroom from the mirror to the fixtures to the countertops to the cabinets and the shower.



KSI Kitchen & Bath, Designer Brooke Dando. HBA Sales & Design Achievement Competition Silver Award winner for Remodeled Bath Design.

Kohler is leading the way in providing not just sinks, bathtubs and toilets but a host of other items that customers can use to create their own unique bath experience. "You name the bath product and most likely we offer it," said **Adam Tillman with Kohler.** "Kohler offers mirrors, lighting, medicine cabinets and a full line of vanities, including freestanding and floating vanities in sizes from 24" to 72". While we've had vanity tops for a while we are now offering all-in-one vanities where the top, the vanity and the bowl come as a package. These all-in-one vanities range from 24" to 72" Kohler also offers lighting, cabinet pulls and handles, and mirrors that match each other and match other Kohler products like faucets and fixtures. If a homeowner wants everything in the bath to have a very cohesive look Kohler has products to accomplish that. We are also seeing designers pairing different finishes together in the bathroom. The color palette in the bath is leaning toward neutrals. Some homeowners and designers are choosing to add pops of color. Kohler offers toilets and sinks in various designer colors. Black is popular right now as are the Aspen, Spring and Teal greens. Brushed bronze, which has a richer tone than brushed gold, is trending as a finish, but brushed gold and brushed nickel also continue to be popular. These finishes make universal design elements – like grab bars in the shower – beautiful, rather than institutional-looking. We are seeing more universal design elements incorporated into baths like shelves with flat rails that double as grab bars and lower ledges to make shaving legs easier."

Freestanding tubs are still popular. "We see this mostly in higher-end homes which larger baths," said Adam. "Digital showering is also gaining in popularity. The touch pads include user presets which can dial in the exact temperature and water flow rate." The health and wellness benefits of steam are becoming more well-known and with that comes the desire for homeowners to incorporate steam into their bathrooms. "Kohler offers hydrotherapy, cold plunge tubs as well as a whole line of both indoor and outdoor saunas," said Adam. "Our home saunas are available in multiple configurations from compact two-person cabins to designs that accommodate up to six people. Built from high-quality spruce, color options include Scandinavian Spruce, Douglas Fir, Weathered Grey Spruce and Graphite Gray."

Growth of the spa business in America was fueled in part by the unique spa environment which emphasized calm, peace and a connection with the natural world. "Homeowners want their baths to reflect that



same feeling," said **Madison Moyer with H.J. Oldenkamp Company.** "The trend is for baths to incorporate warm neutrals, earthy greens and natural wood tones. Designers are selecting brushed metals because they have a softer appearance and a timeless feel. They are also blending different textures to add dimension without needing a lot of color. We've seen a trend toward the mixing of solid surface materials and quartz in the bath. Quartz that has more veining and movement can be combined with solid surface materials which have a more simple, streamlined and cleaner look. Solid surface is also popular for shower surrounds as it is formable – it can be bent and curved so that the bench in a shower can have the same material as the shower walls. HJ Oldenkamp also offers the Mermaid Shower Panel System which delivers a sleek, grout-free alternative to traditional tile bathtub and shower surrounds. Contractors love it for the ease of installation, and it is eco- and budget-friendly for customers. Mermaid Shower Panels remain on-trend with patterns and textures that bring style and visual interest to any bathroom. Customers are choosing materials that aren't as stark white as in the past. They are looking for a warmer feel with a little pattern, but not so super overwhelming of a pattern in their solid surface or quartz choices."

The traditional bathroom vanity is also changing. "Style-wise vanities are going toward a more furniture look with decorative legs and hardware," said Madison. "Reeded wood for vanities is really popular now. While we were seeing a lot of really light wood tones in previous years, now we are seeing richer, darker, deeper mid-tone browns. Kitchens aren't the only areas where built-in organization items are popular. Inside bathroom cabinets we are seeing charging drawers where you can keep rechargeable toothbrushes and blow dryers off the countertop and out of sight as well as pull-outs for linens."

Most items in the home require cleaning and maintenance to preserve their look and function. Showers are no exception. Cleaning and resealing grout isn't a task most homeowners relish. "While acrylic molded showers are still popular we are seeing a move toward showers walls where each wall is a single tile, whether that tile is in porcelain or quartz," said **Dave Megge with Carter Lumber.** "This eliminates grout, with silicone needed only in the corners to keep the shower waterproof. These single panels look gorgeous. For the porcelain they do photo imaging where they take a picture of Carerra marble for instance, and can put that image over the porcelain, making it not only low maintenance but also beautiful. We carry some shower systems and large profile tiles from Wolf, Consentino, MSI and others. In recent years we've seen prices on these large format tiles and shower systems come down based on increased demand. Freestanding tubs, including claw-foot tubs, continue to be popular. These tubs, along with wall hung floating vanities and vessel sinks create a spa-like environment in the bath, making the room light and airy. Those homes with a freestanding tub, generally also have a large shower with a rain shower head fixture and multiple body sprays, including a hand-held spray. The ability to take a steam shower is also gaining in popularity. Homeowners are adding steam showers to sealed shower units."

Cabinetry is an important component in bathrooms. "Painted cabinets have dominated the market in the past, making up about 80 percent of sales, but stains are really making a comeback," said Dave. "Quartersawn and Rift Sawn Oak that show the grain pattern are popular choices today, and they are finished with light colored-stains. Quartz and molded marbles are the leaders in countertop materials, with granite and laminates taking a much smaller share of the market."



From making preparation for a busy day easier to helping us wind down from that busy day, our bathroom environment can play a vital role in setting the scene for our well-being. A thoughtful bathroom design is enhanced by the many truly beautiful and functional components available from today's bathroom product manufacturers. ■



Renovation by Design, Designer Michelle Bersine. HBA Sales & Design Achievement Competition Bronze Award winner for Remodeled Bath Design.

Blueprints & Brews

Thank you to Trevarrow, Inc. and who participated in making this a great event. Your attendance, ticket purchases and donations have made a significant impact on the PWB Scholarship Fund.



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Suzanne Klein and MJ Uhlike of Cambria.



Paula Badalamente (left) of IMAGIO Glass Design, Shawnette Kohler of Leonardo Marble & Granite, PWB Chair Barb Burnham of B.J. Burnham Design and Laura Fergle of host Trevarrow, Inc.

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September Home Permits Down Year-Over-Year As Material Costs And Mortgage Rates Rise



MICHAEL C. STOSKOPF

Based on residential permit data compiled by the HBA and reported in the ***HBA/ Carter Lumber Southeastern Michigan Residential Building Activity Report***™ a total of **309 single-family home (SFH) permits were issued** in Macomb, Monroe, Oakland, St. Clair and Wayne counties in September 2026. This month's result is down nearly 23 percent compared to September 2025 (401).

While down year-over-year, this month's result exceeded the 300-permit threshold, now for the sixth time in the past seven months. Regardless, 2026 remains the second slowest start to a year, only behind September 2011 (1,918) since the end of the Great Recession. Likewise, the Trailing 12-month (T12M) total of 3,277 permits is down over 13 percent compared to August 2025 (3,784).

Multifamily permits on a T12M basis (1,906) are down over 20 percent compared to 2025 (2,394) and are at their lowest point since July 2025.

August 2026 labor data provided by the US Bureau of Labor Statistics (labor data is delayed a month) showed **1.962 million people employed, down 3 percent year-over-year (2.019 million).**

Trailing 12-month (T12M) initial jobless claims, 373,035 across Michigan in September, are down nearly 13 percent compared to September 2025 (426,199).

Crude oil closed at $97.31, up over 16 percent from August and at its highest point since May 2026 ($102.13). Oil prices remain up over 52 percent compared to September 2025 ($63.96).

Freddie Mac reported the 30-year fixed mortgage rate (including points) in September at 8.18 percent. This is a 62 basis point increase from August (7.56 percent) reflecting, in part, the 25 basis point Fed rate hike in late-August.

September's US Residential Construction Materials Producer Price Index (PPI) was 355.26, up 10 percent from 2025 (323.90). Much of this increase continues to be driven by increased energy costs, prevalent throughout the supply chain.

T12M North American vehicle production (NAVP) data for September was unavailable at the time of this report.

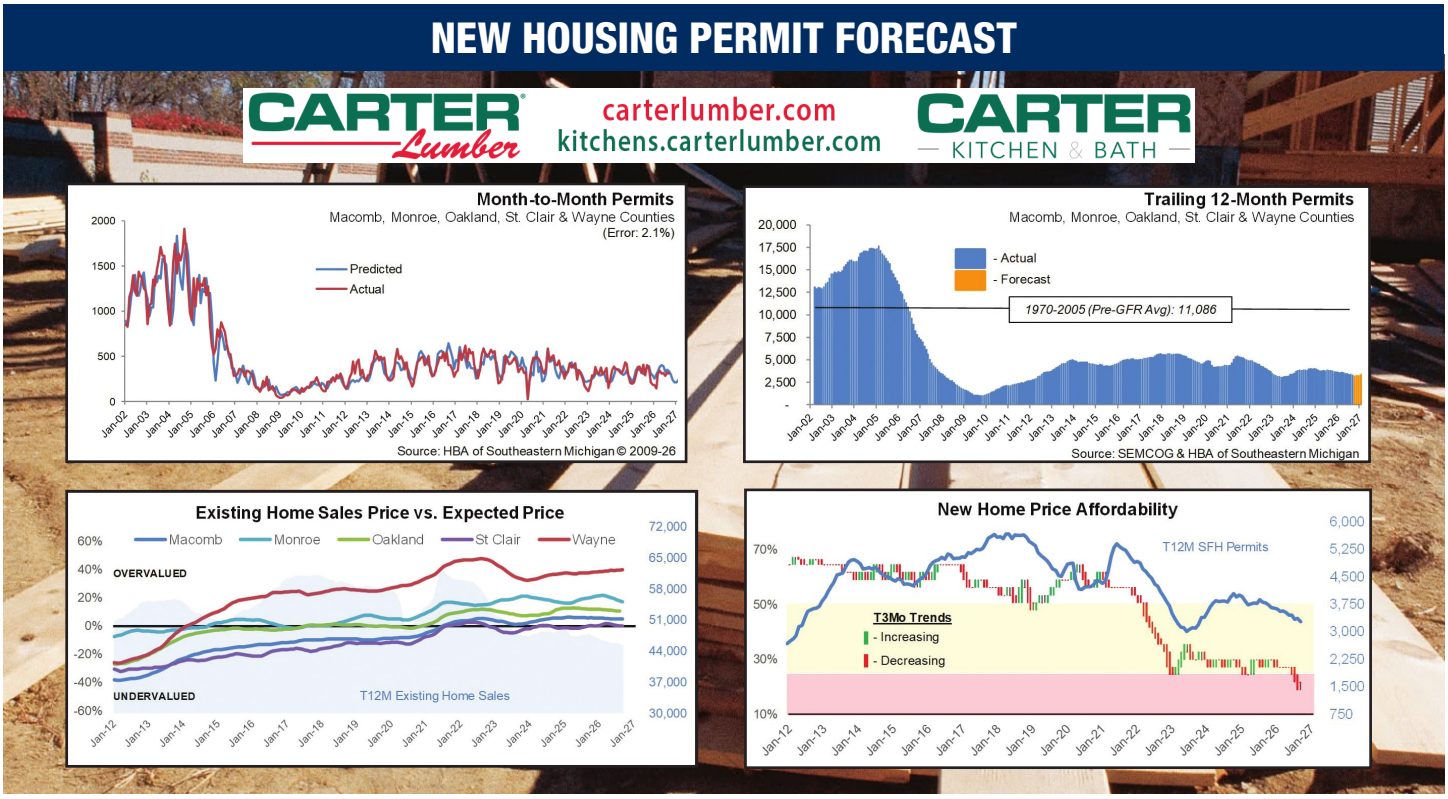
PRICE AFFORDABILITY CONTINUES DECLINE

The average price for an existing home was $351,494, down 4 percent compared to August 2026 ($365,599) but up 3 percent compared to September 2025 ($340,056). **Modest price improvements help, however 97,411 households no longer can afford to buy an existing home compared to last year.**

The T12M total of existing homes sold fell to 45,113, its lowest level since late-2008 (44,472). **The inventory of existing homes for sale has now grown to its highest level since November 2019,** indicating that further price contraction is to be expected.

In August, the average new SFH permit value was $415,676, down 7 percent compared to August 2026 ($447,544) but up 20 percent compared to September 2025 ($346,349). **Year-over-year, 139,191 fewer households can afford to buy a new home.**

HBA's forecast for October - March is 1,462 permits, which is up over 4 percent compared to the same period in 2025 (1,401). ■



HBA Legal Advocacy Update

Precedent Setting Cases To Defend Housing Attainability

The HBA of Michigan has stepped up its fight to protect housing attainability with a trio of lawsuits aimed at defending builders against expensive and illegal governmental regulation.

- 2021 Energy Code Adoption – The filing of a lawsuit against the State of Michigan to block the adoption of the 2021 model residential code (including energy code) is saving homebuyers and builders thousands of dollars on every home permitted after August 29, 2025 (the date the code was to take effect). This code includes energy mandates which unnecessarily increase the up-front cost of a new home and result in decades long payback periods which violate state law.
- Local Sprinkler Mandates – For over 20 years the HBA of Michigan has successfully advocated to keep mandatory fire sprinklers out of the Michigan Residential Code. Some fire officials have now pivoted to local efforts to require sprinklers in single family homes via the development approval process. This is the case in Fruitland Township and has led to the filing of a lawsuit to establish a court precedent against such abuses.



- Excessive Tap Fees – This lawsuit challenges arbitrarily-established new water and sewer tap fees in the City of Owosso. The fees were increased by thousands of dollars at the same time builders announced plans for new housing in the city. If a fee is not proportional to the cost to bring a new user into a system it therefore becomes a tax and is not lawful under Michigan's Headlee Amendment.

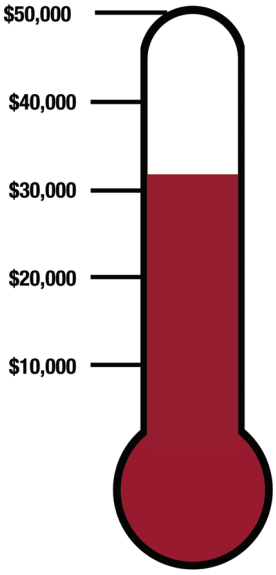
These lawsuits have the potential to set important precedents which will positively impact every home builder and homebuyer in this state. They follow the successful litigation against unlawful building permit fees in the City of Troy, and a history of beneficial legal advocacy by your state association. ■

To Succeed, We Need Your Help!

While a small portion of your annual association dues go to support a modest legal action fund, taking on this many cases requires an increased level of funding. The HBA of Southeastern Michigan has set a 2-year fundraising goal of $50,000 to support HBA of Michigan's broader fundraising effort.

You can help by donating to the Legal Action Fund today! Simply use the QR code to donate, or send a check payable to: HBA of Michigan. Please write "Legal Action Fund" on the memo line and mail to: HBA of Michigan, 6427 Centurion, Ste. 100, Lansing 48917.

Checks can come from any business entity. Thank you in advance. ■



Jennifer Thomas, Robertson Homes



Congratulations to Jennifer Thomas, Director of Land Development for Robertson Homes, HBA Board member and co-chair of HBA's Young Professionals Council. She has been named one of *Crain's Detroit Business*' 2026 "40 Under 40."

According to Crain's, the list "celebrates emerging leaders who are redefining what success looks like across Michigan's business, nonprofit and civic sectors. Each year, Crain's Detroit Business recognizes professionals whose achievements extend beyond the bottom line, creating stronger organizations, expanding opportunities and helping shape the future of the region. The honorees include entrepreneurs, executives, innovators and community champions who have distinguished themselves before reaching age 40."

According to Robertson Homes, Jennifer joined the Robertson Homes team in 2024. She has more than 15 years' experience in the construction and engineering field. Jennifer currently focuses on construction, project management, permitting and entitlements of both commercial and residential projects and manages these projects from inception to constructed completion. She has a vast range of project related experience including: municipal engineering, power and energy developments, commercial construction, k-12 construction, and land development. In addition, Jennifer served as an adjunct faculty member at Lawrence Technological University mentoring students for seven years. ■

AAM's 2027 MULTIFAMILY RENTAL MARKET OUTLOOK

THURSDAY, NOVEMBER 19TH

IMPORTANT . . . DON'T MISS IT!

Tabitha Zimny, AAM's lobbyist with Karoub Associates, will present on the election results and what it all means for the lame-duck session and the new legislative session cycle.

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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The Importance Of Membership And Your AAM-PAC Donation

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We need your help to maintain our strong voice for the multifamily rental property industry. It starts with membership. Membership supports our staffing and lobbying efforts, as well as communications, education, and member benefits. For just $2.80 per unit (minimum dues $500), multifamily rental property owners can support the organization that tells your story in Lansing. Associate members (suppliers or service organizations) can join for $1,000 annually. If you are not currently a member, we strongly urge you to join today online at *www.apartments.org/membership*. If you have questions about member benefits, contact AAM at 248-737-4477.

THE IMPORTANCE OF YOUR PAC CONTRIBUTION

Just as important as membership, the Apartment Association of Michigan Political Action Committee (AAM-PAC) needs your support. AAM-PAC accepts contributions from members and aggregates them into one fund, which then financially supports those elected officials who understand the important role of rental housing in Michigan's economy. You must be an AAM or HBA Member to contribute to the fund. Remember, an AAM-PAC contribution must be made via personal, partnership, LLP, or LLC check or credit card. Members - make your PAC Contribution online by scanning the QR Code or at *www.apartments.org/political-action-committee* ■

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TUESDAY, NOVEMBER 10

HBA 101: NEW MEMBER WELCOME BREAKFAST



Forrest Wall
CEO of HBA

You have made the smart business decision to join the Home Builders Association of Southeastern Michigan (HBA) . . . Now let us show you how to make the most of your membership. Join us for a breakfast meeting to learn about some of the benefits of belonging to HBA. You'll meet Forrest Wall, CEO of HBA. He will introduce you to the Association and answer your questions.

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.



WEDNESDAY NOVEMBER 18
Noon - 1:30 p.m. in HBA's First Floor Conference Room. $10 per person Including Lunch

Sign up today to join the HBA Remodelers Council for lunch and discussion on AI for Remodelers and Suppliers. **You'll hear from David Mill, CEO of Scelta North America** on aspects of AI that impact the way you do business.

- Learn the secret to starting with AI as a remodeler and supplier (it doesn't start with AI tools)
- Experience a live walkthrough of a material takeoff checklist automated
- See additional real use case examples in action
- Open Q&A at the end
- BONUS: Free bonus handouts and resources to start using AI same day the right way

HBA SOUTHEASTERN MICHIGAN REMODELERS · SCELTA · FERGUSON HOME · Builders FirstSource

SALES & MARKETING COUNCIL HOME TOUR AND PRESENTATION WEDNESDAY, NOVEMBER 18

RB ROBERTSON BROTHERS HOMES

NAHB
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Visit www.builders.org/events for details and to make your reservation.

Limited Attendance - Please sign up early.

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Awards Recognition ♦ Holiday Celebration



Wednesday, December 9 • 6:00 - 9:00 p.m.

Vibe Credit Union Showplace

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HBA's 2026 President

& The Distinguished Award Honorees

HOME BUILDERS ASSOCIATION OF SOUTHEASTERN MICHIGAN

HALL OF FAME ~ James V. Clarke, Robertson Homes

BERT L. SMOKLER BUILDER OF THE YEAR ~ Mark F. Guidobono, Cambridge Homes

YOUNG BUILDER OF THE YEAR ~ Brad Byrnes, SunByrnes Properties & Construction

MULTIFAMILY CONSTRUCTION ~Tony Randazzo, Trowbridge Companies

OUTSTANDING DEVELOPER ~ Toll Brothers

DEVELOPMENT OF THE YEAR ~ The Downs – Hunter Pasteur

NOTABLE WOMAN IN CONSTRUCTION - Heather Shaffer, Pulte Homes

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DISTINGUISHED SERVICE ARCHITECTURE ~ Michael J. Gordon, RA, Moiseev/Gordon, Inc.

DON MAILLHO AWARD IN BANKING ~ Lake Michigan Credit Union

SUBCONTRACTOR ~ Mike Trego, IMAGIO Glass Design

ASSOCIATE ~ DTE Energy - Andy Dadswell and DTE Gas - Steve Williams

PROFESSIONAL SERVICES ~ Kyle Lusczakoski, Doeren Mayhew

DISTINGUISHED SERVICE TO PWB ~ Kathy Quinlan, Stapleton Insurance Group

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