



EEBA Conference October 12, 2017
The Future of Housing Policy

LBA at a Glance

- Washington, DC based trade association established in 2009
- Represents large public and private homebuilders
- Members closed 155,000 homes in 2016
- Generated 300,000 jobs
- \$60 billion in revenue
- www.leadingbuildersofamerica.org

Market Snapshot

- Homeownership rate trending downward
- More MF as a permanent housing solution
- Building more concentrated than ever in Sun Belt states
- Efficiency gap between most and least efficient new narrowing
- Millennials beginning to drive market trends

Consumer Trends

- Greater emphasis on architectural details
- Competition from auto industry for “efficiency investments”
- Discretionary spending oriented toward home entertainment and connectivity
- Location, on-site amenity mix changing
- Efficiency as Comparative vs Competitive advantage

Builder Focus on Efficiency

- Emphasis on performance (ERI Compliance Path)
- Promoting “open source” efficiencies
- Adding operating costs to mortgage underwriting process (SAVE Act)
- Proving savings to buyers with energy guarantees
- Role of renewables in new construction

Tax & Public Policy Priorities

- Future of MID focus of builder attention
- ERI based alternative to 45L being discussed
- Starting internal discussions on priorities for 2021 IECC
- Want to see ITC for renewables remain in tax code