

JANUARY 15, 2024

NEWSLETTER

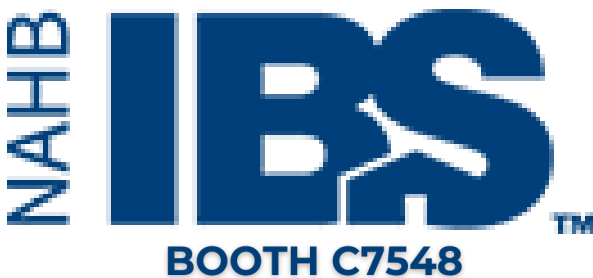
MONTHLY UPDATED INDUSTRY NEWS

HERE COMES THE CONSTRUCTION RUN

With homebuilders able to offer the housing supply lacking in the existing home market, newly built homes accounted for nearly one-third of housing inventory in 2023, up from an average of 10%. In addition, new construction captured about 15% of all single-family detached home sales during the year, the highest share in a decade. Given the advantages enjoyed by homebuilders, including higher energy efficiency, the latest design trends and the ability to offer mortgage rate buydowns, new home sales are predicted to continue rising in 2024.

Looking Ahead: Will the 2024 Housing Market Slowly Unfreeze?, realestate.usnews.com/real-estate/housing-market-index/articles/2024-housing-market-predictions. Accessed 15 Jan. 2024.

**MONO SLAB® WILL BE AT THE
INTERNATIONAL BUILDERS SHOW AND
WORLD OF CONCRETE IN 2024**



NEW SUPPLIERS IN 2024



In 1989, 22-year-old contractor Steve Sample learned that his supplier, Douglas Duprey, was putting his construction supply business up for sale. With the energetic audacity of youth, Sample bought it. Steve began with 576 square feet of space at 53 Camp Ground Road, Mooers, New York. Growing gradually over nearly three decades, Sample Lumber now consists of an expanded showroom and fully stocked lumber yard, and now has 30,000 square feet stocked with the highest quality construction supplies, tools, and fixtures.

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CHANGES FOR 2024!**