

THE PARLIMENT PAGES

January 2019

Annual Prediction Time -

It's amazing, but this issue marks our 15th year of doing the Parliment Pages and putting our annual industry predictions out there. Obviously, it is always with a little bit of trepidation that we pull out last year's issue and see how we did. We are pleased to report that we were spot on one more time. Does this make us economic gurus? Not at all, we work at reading, listening to others and work diligently communicating with our customers, suppliers, and manufacturers. In the end, we use all that information from this vast pool of knowledge. It has served us well and we think this will continue to guide us all on the future trends of the industry. We expect single family starts to be in the range of 910,000 to 925,000 and multifamily to be 360,000 to 370,000 for 2019. That works out to be about a 3% increase in single family starts compared to 2018 and flat to slightly down for multifamily.

Housing – First-Time vs. New Home

In doing more research we found some interesting factoids concerning new home buyers and first-time buyers.

	NEW HOME BUYERS	FIRST TIME BUYERS
AGE	52	32
SIZE	3200 Sq. Ft	1600 Sq. Ft
AVG INCOME	\$130,000	\$80,000
COST OF HOME	\$325,000-\$350,000	\$185,000-\$200,000

These facts speak to future housing, homes will be smaller and less expensive. However, if the past has taught us anything when the first-time buyers move up, and they will, they will be moving to larger homes. Because of the demographics, housing will continue to grow at a moderate pace 3% - 5% rate in the coming years.

Parliment Building Products, Inc.
You Can Rely On Us

Tariff Update -

The 10% Chinese tariff that was enacted last year is still in effect. Effective with arrivals 3/2/19, the tariff will rise another 15%. That is a total of 25% on many products we sell. (i.e. rod chairs, nails, bar ties, etc.) It is possible these tariffs can change at the drop of a hat. If you have any questions or concerns, please talk to your salesman or call the office for any updates.

New Products -

In our efforts to remain the most reliable 2-step distributor in the Southeast, we are constantly looking for new product lines. We gather information from the 10 distinct business categories that we call on week-in and week-out. We have listened and are happy to announce that we will distribute Carlisle self-adhered roof products beginning in 2019.

Carlisle Water & Ice Protection (WIP) self-adhering roofing underlayments are designed to provide premium waterproofing protection for a variety of roofing and waterproofing applications. WIP underlayments offer excellent protection against water damming while withstanding some of nature's most unfavorable weather conditions. The self-adhering qualities of WIP underlayments reduce labor costs and installation times while providing increased protection compared to typical felt roof underlayments. Find out more about Carlisle products by visiting their website: www.carlislewipproducts.com

We have more new products coming soon. Stay tuned!

If there are products (or product lines) that you are interested in Parliment Building Products investigating, please talk with your sales representative, or our office. We strive to be the source for your building material needs. *You Can Rely On Us!*

Parliment News -

Going into 2019, we are striving to take the pages more in the direction of market information and less of a political opinion page. We thank you for your continued loyalty to Parliment Building Products and hope everyone has a prosperous and profitable 2019.

Chuck and the Staff of Parliment Building Products!