

NOVEMBER 2025

Event Recaps

Spike Appreciation  
Month

Fall Career  
Day



# THE RIGHT ANGLE


A Publication of the Madison Area Builders Association



## Constructing Resources


[maba.org](http://maba.org) | [mababuilds.org](http://mababuilds.org) | [webuildmadison.org](http://webuildmadison.org)





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**Jason Ford**  
608.225.9918  
NMLS# 1900724



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# MABA UPCOMING EVENTS

NOV  
**12**

## Educational Series: Tax Update

Paradigm | 1850 Deming Way, Middleton  
3:30-4:45pm

Presented by



NOV  
**12**

## Annual Membership Meeting

Paradigm | 1850 Deming Way, Middleton  
5-8pm

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DEC  
**3**

## Holiday Party

Maple Bluff Country Club  
5-9pm

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JAN  
**24-25**



## Build & Remodel Expo

Madison Marriott West  
1313 John Q. Hammons

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JAN  
**28**

## Education Series: OSHA Update

Location coming soon!  
3:30-4:45pm

Presented by



JAN  
**28**

## Quarterly Membership Meeting

Location coming soon!  
5-8pm

Learn more & register for MABA events at  
[member.maba.org/events/calendar/](http://member.maba.org/events/calendar/)





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# 2026 SPONSORSHIPS AVAILABLE

## PACKAGE & EVENT SPONSORSHIPS AVAILABLE



- Outdoor Events
- Parade of Homes
- Happy Hours
- Builder-only Events
- Golf Outings
- Silent Auction
- Clay Shoots
- Membership Meetings
- Educational Series

**FIND THE 2026 MABA SPONSORSHIP BOOKLET IN YOUR EMAIL!**

*NOTE: 2025 Sponsors have first right of refusal for 2026 sponsored events*



## MADISON AREA BUILDERS ASSOCIATION



DISCLAIMER: The Right Angle is the official newsletter of the Madison Area Builders Association. The Madison Area Builders Association is a non-profit trade organization dedicated to promoting a positive business environment by uniting, serving, and representing all aspects of the building industry.

The Right Angle is published seven times per year. Notice of local, state, and national programs/events is a service to Association members. Such notices do not indicate Association endorsement or sponsorship unless specifically noted. The acceptance of advertising in The Right Angle does not indicate approval or endorsement of the advertiser or the advertiser's product by Association. Madison Area Builders Association makes no warranties and assumes no responsibility for completeness of the information contained herein.




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# MABA SILENT AUCTION RESULTS

## October 30<sup>th</sup> at Nakoma Country Club

*87 items donated by 54 MABA members!*



**WBA Goal for MABA: \$7,880**




**Avg. Local HBA Giving: \$5,779**

**MABA Actual: \$23,819**

*Goal Exceeded!*

**THANK YOU TO ALL WHO DONATED & BID ON ITEMS!**

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FALL PARADE  
OF HOMES

# IN REVIEW



18 Homes  
17 Builders

2,104 Tickets Sold  
\$18,912 in Ticket Revenue





17,077 In-Person Home Visits  
949 Average Visits per Home  
8 houses visited per ticket sold



## COMING SOON

THE NEW AND IMPROVED RIGHT ANGLE MAGAZINE 2026

Big changes are on the horizon and we're excited to share them with you.

- Fresh graphics and bold design. We're turning heads with a slick new look, that makes your brand stand out.
- New municipalities market report. Get the latest on market conditions, builders confidence, and regional trends.
- Industry and business education. Explore timely topics like AI, innovation and practical strategies for success

- Event, recaps, and photo highlights. Relive the best moments from our association events – now it's even more coverage.
- Committee updates. Stay connected with the latest from our working groups and leadership teams
- Themed editorial content ~ Each issue dives deep into topics that matter most to our members.

### LIMITED AD SPACE

RESERVE YOURS TODAY



Barbara Slack  
608-217-5549  
barbara@slackattack.com



With expanded content and a fresh format the new Right Angle will be the most informative yet.

Don't miss your chance to connect with the highly involved readership. I hope to hear from you soon.



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## SIGN UP TODAY!

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# Fall Career Day

Tuesday, October 7, 2025

Over 300 students from 12 local schools attended Fall Career Day at Eldon Homes' Magnolia Springs development in Stoughton, where MABA members guided them through the building process, from surveying and foundations to plumbing, HVAC, design, and more.






















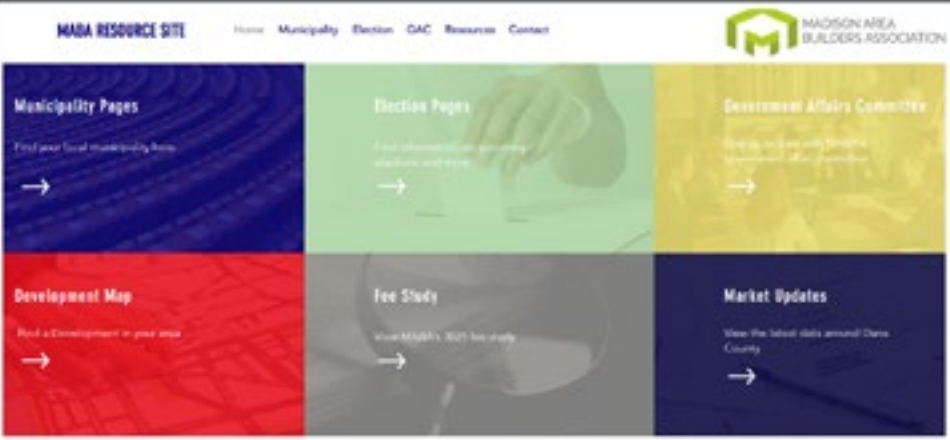
Thank you to all the presenters and chaperones for making this such a successful day!



## New Member Resource: MabaBuilds.org

Explore our new website [mababuilds.org](http://mababuilds.org), featuring interactive maps highlighting current and upcoming developments across the Madison area. This new tool helps members locate land opportunities and better understand regional trends; all in one easy-to-navigate resource.





### HIGHLIGHTS:

- Development map
- Fee Study
  - 16 municipalities
- Municipality info
  - inspector contacts
  - elected officials
  - comprehensive plan
- Election updates
- Builder Resources



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Single Family and Duplex Permits Issued  
Municipality Report

<i>Municipality</i>	<i>2025 Total</i>	<i>2024 Total</i>	<i>2025 Starts</i>	<i>2024 Starts</i>	<i>2025 Avg. Value</i>	<i>2024 Avg. Value</i>	<i>2025 Avg. Sq Ft</i>	<i>2024 Avg. Sq Ft</i>
Albion (T)	\$3,700,000	\$1,050,000	6	3	\$616,667	\$350,000	1,927	1,767
Black Earth	\$1,600,000		2		\$800,000		2,337	
Black Earth (T)	\$700,000	\$1,060,000	1	1	\$700,000	\$1,060,000	2,333	5,650
Blooming Grove (T)		\$800,000		1		\$800,000		4,350
Blue Mounds (T)		\$1,350,000		2		\$675,000		3,500
Bristol (T)		\$6,005,000		8		\$750,625		3,656
Burke (T)	\$969,000	\$1,120,000	2	2	\$484,500	\$560,000	1,523	2,575
Christiana (T)	\$500,000	\$1,800,000	1	2	\$500,000	\$900,000	1,700	3,325
Cottage Grove	\$15,382,000	\$13,251,000	30	25	\$512,733	\$530,040	2,623	2,790
Cottage Grove (T)	\$1,603,000	\$2,205,000	3	4	\$534,333	\$551,250	1,995	3,133
Cross Plains	\$10,518,000	\$12,248,000	17	28	\$618,706	\$437,429	2,093	2,131
Cross Plains (T)	\$2,150,000	\$820,000	3	1	\$716,667	\$820,000	2,153	4,150
Dane	\$1,002,000		2		\$501,000		2,688	
Dane (T)	\$780,000		1		\$780,000		3,000	
Deerfield	\$380,000		1		\$380,000		1,266	
Deerfield (T)	\$2,224,000	\$915,000	2	2	\$1,112,000	\$457,500	3,198	2,350
DeForest	\$24,367,000	\$34,389,000	38	65	\$641,237	\$529,062	3,033	2,688
Dunkirk (T)	\$700,000	\$1,550,000	1	4	\$700,000	\$387,500	2,692	2,035
Dunn (T)	\$8,248,000	\$4,415,000	9	6	\$916,444	\$735,833	2,724	3,465
Fitchburg	\$27,772,548	\$36,174,600	59	73	\$470,721	\$495,542	2,058	2,492
Madison	\$91,722,868	\$85,249,000	184	191	\$498,494	\$446,330	2,173	2,073
Mazomanie	\$1,813,000	\$600,000	2	1	\$906,500	\$600,000	3,233	2,000
Mazomanie (T)		\$372,000		1		\$372,000		1,550
McFarland	\$7,685,000	\$9,416,605	17	21	\$452,059	\$448,410	2,043	2,110
Medina (T)	\$1,213,000	\$1,080,000	2	2	\$606,500	\$540,000	2,276	3,000
Middleton	\$32,450,000	\$29,751,000	55	60	\$590,000	\$495,850	2,498	2,286

10/8/2025

2025 Dane County September YTD

<i>Municipality</i>	<i>2025 Total</i>	<i>2024 Total</i>	<i>2025 Starts</i>	<i>2024 Starts</i>	<i>2025 Avg. Value</i>	<i>2024 Avg. Value</i>	<i>2025 Avg. Sq Ft</i>	<i>2024 Avg. Sq Ft</i>
Middleton (T)	\$20,336,000	\$31,674,000	16	28	\$1,271,000	\$1,131,214	3,927	5,285
Montrose (T)	\$2,583,600		4		\$595,900		2,109	
Mount Horeb	\$9,971,000	\$4,784,000	19	12	\$524,789	\$398,667	2,187	1,856
Oregon	\$32,306,500	\$37,487,056	76	76	\$425,112	\$493,251	2,048	2,439
Oregon (T)	\$600,000	\$498,000	1	1	\$600,000	\$498,000	2,230	1,700
Perry (T)	\$650,000	\$740,000	1	2	\$650,000	\$370,000	1,625	2,200
Pleasant Springs (T)	\$2,110,000	\$292,000	5	1	\$422,000	\$292,000	1,635	1,000
Primrose (T)	\$550,000	\$1,938,000	1	2	\$550,000	\$969,000	2,044	3,475
Roxbury (T)	\$3,493,000	\$4,171,000	4	6	\$873,250	\$695,167	2,411	3,733
Rutland (T)	\$1,700,000		2		\$850,000		3,237	
Springdale (T)	\$1,434,000	\$5,090,000	2	6	\$717,000	\$843,333	2,593	3,955
Springfield (T)		\$1,450,000		2		\$725,000		3,900
Stoughton	\$24,826,000	\$24,973,000	76	68	\$326,658	\$367,250	1,935	2,289
Sun Prairie	\$32,923,523	\$21,132,000	74	50	\$444,912	\$422,640	1,927	2,642
Sun Prairie (T)		\$1,100,000		2		\$550,000		2,700
Vermont (T)	\$600,000	\$3,075,000	1	4	\$600,000	\$768,750	1,500	2,988
Verona	\$26,175,148	\$30,073,000	49	64	\$534,187	\$469,891	2,430	2,181
Verona (T)	\$10,771,000	\$5,317,000	9	6	\$1,196,778	\$886,167	4,086	4,283
Waunakee	\$51,324,000	\$44,509,000	75	79	\$684,320	\$563,405	3,074	2,714
Westport (T)	\$12,324,000	\$26,548,000	12	19	\$1,027,000	\$1,397,263	4,752	4,872
Windsor (T)	\$42,157,600	\$27,845,000	70	55	\$602,251	\$506,273	2,846	2,508
York (T)	\$1,060,000		2		\$530,000		1,892	

Year to Year September Comparison					Year to Date Comparison				
YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT	YEAR	SUM	COUNT	AVG VALUE	AVG SQ FT
2015	27,165,000	98	277,193	2,424	2015	281,095,000	913	307,880	2,594
2016	30,386,000	88	345,295	2,751	2016	299,267,669	932	321,102	2,578
2017	31,190,000	98	318,265	2,396	2017	325,534,465	972	334,912	2,628
2018	31,364,000	78	402,102	2,872	2018	342,713,000	977	350,780	2,616
2019	40,092,000	103	389,242	2,873	2019	334,427,774	926	361,153	2,676
2020	52,237,000	120	435,308	2,995	2020	391,927,720	984	398,300	2,797
2021	53,145,000	111	478,783	2,951	2021	466,840,000	1048	445,458	2,875
2022	43,643,090	91	479,594	2,812	2022	494,377,590	1013	488,033	2,836
2023	43,886,000	84	522,452	2,650	2023	465,469,900	967	481,354	2,744
2024	55,109,941	104	529,903	2,536	2024	518,287,261	986	525,646	2,560
2025	53,775,000	92	584,510	2,526	2025	515,176,787	937	549,815	2,406



## Fall Sporting Clays

Oct. 2<sup>nd</sup> at Milford Hills



## MABA Happy Hour + Builder Educational Event

Builder Members met to learn more about Wisconsin Code and APA recommendations for safe and effective Wall Bracing, with presentations by MABA Members, and a happy hour!

October 15<sup>th</sup>



## Builder Education



Hosted by:



# NOVEMBER IS SPIKE APPRECIATION MONTH!

You may be thinking, WHAT IS A "SPIKE"? It's a term used by the NAHB for a **recruiter** of **new members**.



November is Spike Appreciation Month, a time when we thank the dedicated "Spikes" for their outstanding achievements in member recruitment and retention!

***The best spokesperson for promoting the benefits of MABA membership is YOU!***

Those who dedicate their time to this effort achieve "Spike" status for consistently helping MABA grow stronger. Spikes earn one credit for each Builder or Associate member recruited, and 1/2 credit for every year they renew. Once you earn your sixth credit, you become an official NAHB Spike!

### Attention Spikes going to IBS!

Spikes who have at least 6 Spike points and recruited at least one new builder or associate member in the previous 12 months receive **two complimentary tickets** to the **Closing Spike Concert** at the International Builders' Show (IBS). In addition, Spikes who have recruited at least five new builder or associate members receive an **invitation to the Spike VIP section** at the concert. Within the VIP section, Spikes enjoy complimentary food and drinks for the duration of the show.

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