

MARKET PULSE | Lumber \$624 | New-home sales -7.3% | S&P 7,365 | 10yr 4.50%

TOP STORIES

House Clears Sweeping Housing-Supply Bill; Trump Halts the Signing

The House voted 358 to 32 on June 23 to give final approval to the 21st Century ROAD to Housing Act, a broad bipartisan package aimed at lowering housing costs, a day after the Senate passed it 85 to 5. The bill bundles dozens of measures meant to expand housing supply: it trims federal regulation, streamlines environmental reviews, speeds the construction process, presses local governments to reform zoning and land-use rules, and limits the ability of large corporate landlords to buy single-family homes. President Trump was expected to sign it at the Capitol on June 24, then abruptly canceled, saying he would withhold his signature until Congress passes new restrictions on voter identification and mail-in ballots. The National Association of Home Builders (NAHB) called the measure historic and said cutting regulatory and zoning barriers would lift the nation's housing supply. For wood products the bill matters because the frictions it targets, including permitting timelines, environmental review and restrictive local zoning, are among the binding constraints on how many houses actually get framed, and a faster pipeline of starts is the most direct demand lever for structural lumber and panels.

Cabinet Maker Breaks Ground on \$20M Ontario Plant, Moving from Imports to Local Build

Aeon Canada broke ground June 23 on a \$20-million, 90,000-square-foot cabinetry factory in London, Ontario, a step that moves the company from assembling imported parts toward full-scale local manufacturing. Founder Jason Zang, who came to Canada from China as a student and built a small cabinet-assembly business, is scaling it into a standalone plant with partners Euphy Liu and Nicole Lt. The project is expected to create more than 50 jobs initially, with room to reach about 100 as the line ramps, and the company sells mainly to dealers across Canada. The build is a small but telling marker of cabinet production moving closer to its market: a domestic line pulls demand for panels, hardwood components and finishing materials onto the continent instead of importing finished assemblies, and it adds capacity in a finish category that has held up better than dimension framing through a soft stretch for new construction.

New-Home Sales Slid in May, With the West Down Sharply

Sales of new single-family houses fell to a seasonally adjusted annual rate (SAAR) of 580,000 in May, down 7.3% from April's 626,000 and 6.8% below a year earlier, the Census Bureau and Department of Housing and Urban Development (HUD) reported June 24. It was the slowest pace since January. The West led the drop, with sales off 26.9% from April to a 117,000 annual rate, the weakest of the four regions. Inventory kept building: 496,000 new homes were listed for sale at the end of May, a 10.3-month supply at the current pace, up from 9.3 months in April and the highest in years. The median new-home price edged up 2.0% from April to \$424,900, little changed from a year ago. The print describes a market where builders are sitting on rising unsold and completed-spec inventory while buyers hold back, a backdrop that argues for cautious starts and leaner near-term pull-through for framing lumber, with the West the softest patch.

■ DEEP DIVE: THE PRESERVED-WOOD CHANNEL

A West Coast Institute Gets New Leadership

The Western Wood Preservers Institute (WWPI), the Vancouver, Washington trade group that has represented the preservative- and fire-retardant-treated wood industry across western North America for more than 60 years, named Ryan Pessah its executive director in June. The institute's reach maps the breadth of the treated-wood business: dimensional lumber and plywood for decks and ground-contact framing, utility poles, marine and agricultural timbers, and fire-retardant-treated wood. It is a distinct, standards-driven segment, its products certified to American Wood Protection Association (AWPA) use-category standards, and it rides demand drivers different from commodity framing. A leadership change at its head is a useful moment to look at where that demand actually sits.

Why Treated Wood Holds When Starts Soften

Pressure-treated lumber leans heavily on repair, remodeling and outdoor-living projects, such as decks, fences and landscape structures, rather than new-home construction. That channel has held up better than new building through the current soft stretch, the same backdrop visible in May's weak new-home-sales print. The chemistry behind the product shifted after chromated copper arsenate (CCA) was withdrawn from residential use in the mid-2000s; today's residential treated wood relies on copper-based systems such as alkaline copper quaternary (ACQ) and micronized copper azole (MCA). Because so much treated demand is tied to consumer repair-and-remodel spending and the outdoor-living trend, it tracks home-improvement budgets and warm-season project timing more closely than housing starts.

Western Species and the Composite Squeeze

Southern yellow pine dominates treated lumber nationally because it accepts preservative readily, but Western producers treat Douglas fir, Hem-Fir and other regional species, often incised to drive uptake, while Western Red Cedar competes at the premium outdoor end on natural durability. Wood-plastic composite decking has taken a growing share of the visible deck surface, where homeowners want low maintenance. The substructure beneath that surface, including joists, posts, beams and ledgers, is still overwhelmingly pressure-treated lumber, since code and economics favor treated wood for structural, ground-contact and concealed members. Even where a composite board wins the walking surface, treated lumber keeps the framing below it, a durable demand floor under the decking category.

Two Demand Legs Beside Housing

Two parts of the preserved-wood business answer to drivers other than home construction. Utility poles track grid maintenance and transmission buildout, a multi-decade replacement and expansion cycle that runs largely independent of housing. Fire-retardant-treated wood demand is rising with stricter wildfire building rules across the Western states, where wildland-urban-interface codes increasingly favor ignition-resistant and fire-retardant-treated assemblies. For buyers and producers, the preserved-wood niche offers demand legs in outdoor living, the electrical grid and wildfire-driven code that lean on consumer spending, infrastructure and regulation rather than the new-construction pipeline now reading soft.

WHAT YOU MISSED YESTERDAY

Tuesday, June 23 - business, markets, and the broader economy.

- U.S. stocks fell as technology shares led a selloff. The S&P 500 dropped 1.4% to 7,365.46 and the Nasdaq Composite lost 2.2% to 25,587.04, while the Dow Jones Industrial Average finished roughly flat near 51,667.
- Semiconductors drove the decline, pressured by a cautious analyst note on the interest-rate outlook and a slide in Asian markets, setting the tone ahead of Micron's earnings due Wednesday.
- Treasury yields edged higher, with the 10-year note near 4.50%.
- Oil stayed soft. WTI traded near \$73 a barrel and Brent near \$77, around a three-month low, after Washington granted Iran a 60-day license to sell oil and U.S.-Iran talks pointed toward easing supply risk.

INDUSTRY & COMPANY NEWS

- **Wolf-Gordon** acquired Andor Willow, a producer of architectural wood wall panels, acoustic slat-wall systems and ready-to-install room dividers, broadening the surface-design company's move into natural-wood interior products. Terms were undisclosed; the founders stay on, with backing from Charger Investment Partners.
- **The Canadian Wood Council** named Derek Nighbor, president and chief executive of the Forest Products Association of Canada (FPAC), as its new president and chief executive effective July 1, a role he will hold alongside the FPAC post. He succeeds Rick Jeffery, who retires June 30.
- **Muhlbock**, the Austrian drying-systems maker, won a contract to supply four 1306 PRO dry kilns with combined capacity of more than 230 MBF to a California operation, extending the company's U.S. growth.
- **Fulghum Industries** completed and certified its first 155-foot, 45-ton log crane, installed at Burt Lumber in Washington, Georgia, the largest crane of that size the company has built.

■ HOUSING & MARKETS SNAPSHOT

INDICATOR	VALUE	TREND
New single-family home sales (May)	580,000 SAAR	Down 7.3% from April; slowest since January
New-home months' supply (May)	10.3 months	Up from 9.3; highest in years
Median new-home price (May)	\$424,900	Up 2.0% from April; flat vs a year ago
West region new-home sales (May)	117,000 SAAR	Down 26.9% from April; softest region
Front-month lumber	~\$624/MBF	Off about 1.8% on Jun 23, easing from an eight-month high
10-yr Treasury	4.50%	Higher; Jun 23 close

■ THE BOTTOM LINE

Three things for your Wednesday. First, housing policy and housing data pulled in opposite directions: Congress sent the most sweeping housing-supply bill in years to the President's desk on the same morning new-home sales fell 7.3% and unsold inventory climbed to a 10.3-month supply, so the drive to unlock more building runs into a market where buyers are holding back and the West is the softest patch. Second, wood-industry capital keeps flowing to the finish and specialty end even as framing demand cools, from a new Ontario cabinet plant moving production off imports to an architectural wood-panel acquisition and fresh Western kiln capacity. Third, the steadier demand leans on drivers off to the side of housing starts: repair-and-remodel and outdoor-living that anchor treated lumber, plus the utility-pole and wildfire-code legs of the preserved-wood business. The value in wood is sorting toward the end uses least tied to the new-construction pipeline.

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