



Carl L. Harris
2024 Chairman of the Board

January 31, 2025

The Honorable Donald J. Trump
President of the United States
The White House
1600 Pennsylvania Avenue
Washington, DC 20500

RE: Tariffs on Building Materials from Canada and Mexico

Dear President Trump,

Our country is facing a severe housing shortage and affordability crisis, which you recognized on your first day in office by issuing an executive order that seeks to increase housing supply and affordability. Bringing down the cost of housing will require a coordinated effort to remove obstacles to construction, be they regulatory, labor or supply-chain related. The National Association of Home Builders (NAHB) stands ready to work with you to accomplish these goals. However, we have serious concerns that proposed 25% tariffs on Canada and Mexico will have the opposite effect, by slowing down the domestic residential construction industry.

An ongoing challenge facing home builders is the cost and availability of building materials. Since January 2021, inputs to residential construction saw price increases of just over 30%. Our sector relies heavily on a diverse and cost-efficient supply chain for building materials such as lumber, steel, gypsum and aluminum. While home building is inherently domestic, builders rely on components produced abroad, with Canada and Mexico representing nearly 25% of building materials imports. Imposing additional tariffs on these imports will lead to higher material costs, which will ultimately be passed on to home buyers in the form of increased housing prices. Further supply chain disruptions from increased tariffs coupled with increased demand for materials could also hinder rebuilding efforts in areas affected by natural disasters, which you have pledged to help rebuild as quickly as possible.

NAHB's members understand you have larger and well-intentioned policy goals in mind as you consider a holistic trade policy. However, we respectfully ask that you consider the effects of tariffs on Americans struggling to afford housing and that you exempt critical construction materials from such actions. We look forward to working with you to create jobs, boost our economy, and provide safe and affordable housing for all Americans.

Best regards,

A handwritten signature in blue ink, reading "Carl L. Harris", is positioned above a horizontal bar composed of several colored segments (green, yellow, red, blue, etc.).

Carl L. Harris
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National Association of Home Builders
of the United States