

This analysis excludes all non-buying categories including exhibitors and press. Source data provided by registrants during the registration process.

	2016	2015
Professional Attendance		
IBS Attendees (Excluding Exhibitors, Press, etc.)	44,773	40,515
IBS Exhibitors	14,914	14,722
KBIS Visitors (Verified)	7,227	7,075
Window Coverings Visitors	299	285
Int'l Surfaces Visitors	442	341
Las Vegas Market Visitors	n/a	321
Total Registration	67,655	63,259

IBS Business Classifications		
Builders		
Single Family Builders	29.1%	33.0%
Multifamily Builders	6.0%	6.1%
Active Adult	2.0%	2.1%
Remodelers	7.8%	8.3%
Commercial/Land Development	6.6%	6.3%
Sub-contractors	7.2%	7.2%
Professional Specialties	16.0%	11.7%
Wholesale/Retail (Dealer/Distributors)	20.5%	20.6%
Financial Services	1.4%	1.6%
Non-Exhibiting Supplier	3.0%	3.0%
Total	100%	100%

IBS Business Titles		
President & CEO	20%	20%
Owner, Principal or Partner	22%	24%
VP/General Manager	11%	10%
Director/Manager	7%	6%
Purchasing	3%	3%
Architect, Designer, Engineer	5%	5%
Construction Management	6%	6%
Estimating	1%	1%
Sales & Marketing	16%	16%
Information Technology	1%	1%
Administration	4%	3%
Installer	1%	1%
Consultant	4%	4%
Total	100%	100%

IBS Business Volume		
Under \$500,000	11%	10%
\$500,000 to \$1 Million	7%	10%
\$1 Million to \$5 Million	28%	23%
\$5 Million to \$10 Million	13%	12%
\$10 Million and Over	24%	23%
No Construction Activity	17%	15%
Unspecified	0%	7%
Total	100%	100%

