

PROFILES BY BUILDER MEMBER TYPE

Single Family Builder in 2018

	2008	2009	2010	2011	2012	2013 ⁴	2014	2015	2016	2017	2018
Number	45,198	31,630	27,512	24,159	23,520	18,973	24,289	24,463	22,908	22,708	22,996

Company Profile

1. No. of employees on payroll (Average):

Construction Employees	6.7
Non-construction Employees	5.7
Total	12.4

(Three percent of single-family builders have 50-99 employees and 2 percent have 100 or more.)

2. No. of units Started (Average): Single Family **40.1**

Multifamily	4.4
Total	44.6

(Six percent of single-family builders started 100 to 499 units and 2 percent started 500 units or more.)

3. Dollar volume of company's business activity (Median): **\$3,236,718**

(Eleven percent of the single-family builders had \$15 million or more in business activity.)

4. Build Age-Restricted Housing for People Age 55+: 17%

Member Profile

- 1. No. of years as a member of NAHB (Average): 16 years**
- 2. Age (Median) 56 years**
- 3. Gender: Male: 91% Female: 9%**
- 4. Race/Ethnicity: White: 97% Hispanic: 3%**
- 5. Education 57 percent of the single-family builders responding have completed college or have an advanced degree and 23 percent have some college education.**

⁴ Count for 2013 is skewed down by the anomalous large share of respondents who failed to provide a primary activity that year.

Residential Remodeler in 2018

	2008	2009	2010	2011	2012	2013 ⁵	2014	2015	2016	2017	2018
Number	12,885	13,645	11,484	11,986	10,364	8,078	8,546	7,427	8,602	7,638	8,291

Company Profile

1. No. of employees on payroll (Average):

Construction Employees	5.6
Non-construction Employees	3.0
Total	8.6

(One percent of residential remodelers have 50 or more employees and 1 percent have 100 or more.)

2. No. of units Started (Average):

Single Family	4.7
Multifamily	1.2
Total	5.9

(Among residential remodelers who also build new housing units, 6 percent started 26 to 99 units)

3. Dollar volume of company's construction (Median): **\$838,052**

(Five percent of residential remodelers had \$5 million or more in business activity.)

4. Build Age-Restricted Housing for People Age 55+: **14%**

Member Profile

1. No. of years as a member of NAHB (Average): **14 years**

2. Age (Median): **57 years**

3. Gender: **Male: 92% Female: 8%**

4. Race/Ethnicity: **White: 97% Hispanic: 1%**

5. Education **46 percent of residential remodelers have completed college or have an advanced degree and another 28 percent have some college education.**

⁵ Count for 2013 is skewed down by the anomalous large share of respondents who failed to provide a primary activity that year.

Commercial Builder in 2018

	2008	2009	2010	2011	2012	2013 ⁶	2014	2015	2016	2017	2018
Number	3,177	2,491	2,603	2,347	2,028	1,487	1,611	2,516	2,399	2,028	1,964

Company Profile

1. No. of employees on payroll (Average):

Construction Employees	12.6
Non-construction Employees	3.4
Total	16.0

(Three percent of commercial builders have 50 to 99 employees and 2 percent have 100 or more.)

2. No. of units Started (Average):

Single Family	3.9
Multifamily	22.7
Total	26.5

(Among commercial builders who also build new housing units, 12 percent started 26 to 99 units and 6 percent started 100 to 499 units.)

3. Dollar volume of company's revenue (Median): **\$3,229,228**

(Fourteen percent of commercial builders had \$15 million or more in business activity.)

4. Build Age-Restricted Housing for People Age 55+: **13%**

Member Profile

1. No. of years as a member of NAHB (Average): **15 years**
2. Age (Median) **58 years**
3. Gender: **Male: 86%** **Female: 14%**
4. Race/Ethnicity: **White: 94%** **Hispanic: 4%**
5. Education **59 percent of commercial builders have completed college or have an advanced degree and another 19 percent have some college education**

⁶ Count for 2013 is skewed down by the anomalous large share of respondents who failed to provide a primary activity that year.

Multifamily Builder in 2018

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Number	3,006	2,633	1,702	1,445	1,423	1,853	1,568	1,639	1,773	1,637	1,817

Company Profile

1. No. of employees on payroll (Average):

Construction Employees	13.5
Non-construction Employees	53.7
Total	67.2

(Ten percent of multifamily builders have 50 to 99 employees and 12 percent have 100 or more.)

2. No. of units Started (Average):

Single Family	5.8
Multifamily	216.5
Total	222.3

(Thirty-one percent of multifamily builders started 100 to 499 units and 12 percent started 500 or more.)

3. Dollar volume of company's construction (Median): **\$8,349,248**

(Thirty-six percent of multifamily builders had \$15 million or more in business activity.)

4. Build Age-Restricted Housing for People Age 55+: **36%**

Member Profile

1. No. of years as a member of NAHB (Average): **19 years**
2. Age (Median) **57 years**
3. Gender: **Male: 90% Female: 10%**
4. Race/Ethnicity: **White: 97% Hispanic: 2%**
5. Education **69 percent of multifamily builders responding have completed college or have an advanced degree and another 17 percent have some college education.**

Land Developer in 2018

	2008	2009	2010	2011	2012	2013 ⁷	2014	2015	2016	2017	2018
Number	2,972	2,709	1,928	1,630	1,588	1,346	2,022	1,450	1,641	1,695	1,624

Company Profile

1. No. of employees on payroll (Average):

Construction Employees	3.1
Non-construction Employees	12.5
Total	15.6

(Four percent of land developers have 50 to 99 employees and 3 percent have 100 or more.)

2. No. of units Started (Average):

Single Family	38.1
Multifamily	37.9
Total	76.0

(Among land developers who also build new housing units, 14 percent started 100 to 499 units and 4 percent started 500 units or more.)

3. Dollar volume of company's revenue (Median): **\$3,023,086**

(Nineteen percent of land developers had \$15 million or more in business activity.)

4. Build Age-Restricted Housing for People Age 55+: **17%**

Member Profile

1. No. of years as a member of NAHB (Average): **19 years**
2. Age (Median): **61 years**
3. Gender: **Male: 88% Female: 12%**
4. Race/Ethnicity: **White: 98% Hispanic: 2%**
5. Education: **83 percent of land developers have completed college or have an advanced degree and another 8 percent have some college education.**

⁷ Count for 2013 is skewed down by the anomalous large share of respondents who failed to provide a primary activity that year.

Commercial Remodeler in 2018

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Number	661	973	714	700	573	1,625	680	536	405	520	542

Company Profile

1. No. of employees on payroll (Average):

Construction Employees	36.0
Non-construction Employees	11.2
Total	47.2

(Six percent of commercial remodelers have 50 to 99 employees and 2 percent have 100 or more.)

2. No. of units Started (Average):

Single Family	4.3
Multifamily	7.5
Total	11.8

(Among commercial remodelers who also build new housing units, 26 percent started 26 to 99 units.)

3. Dollar volume of company's construction (Median): **\$1,283,323**

(Two percent of commercial remodelers had \$15 million or more in business activity.)

4. Build Age-Restricted Housing for People Age 55+: **17%**

Member Profile

1. No. of years as a member of NAHB (Average): **14 years**
2. Age (Median) **57 years**
3. Gender: **Male: 87% Female: 13%**
4. Race/Ethnicity: **White: 95% Hispanic: 5%**
5. Education **34 percent of commercial remodelers responding have completed college or have an advanced degree and another 33 percent have some college education.**

Manufacturers of Modular/Panelized/Log Homes in 2018

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Number	273	431	278	177	244	93	260	274	244	156	217

Company Profile

1. No. of employees on payroll (Average):

Construction Employees	24.0
Non-construction Employees	17.0
Total	41.0

(Twenty-one percent of the manufacturers of modular/panelized/log homes have 50 to 99 employees and 9 percent have 100 or more.)

2. No. of units Started (Average):

Single Family	30.1
Multifamily	8.3
Total	38.4

(Seventy-two percent of manufacturers of modular/panelized/log homes started 26 to 99 units.)

3. Dollar volume of company's revenue (Median): **\$3,126,482**

(Seventeen percent of manufacturers of modular/panelized/log homes had \$15 million or more in business activity)

4. Build Age-Restricted Housing for People Age 55+: **35%**

Member Profile

1. No. of years as a member of NAHB (Average): **16 years**

2. Age (Median) **58 years**

3. Gender: **Male: 68%** **Female: 32%**

4. Race/Ethnicity: **White: 100%** **Hispanic: 0%**

5. Education **50 of manufacturers of modular/panelized/ log homes have completed college or have an advanced degree and another 31 percent have some college education.**

⁸ Count for 2013 is skewed down by the anomalous large share of respondents who failed to provide a primary activity that year.