

**PROFILES BY ASSOCIATE MEMBER CATEGORY**  
**Subcontracting/Specialty Trade Contractors in 2019**

Number of members	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
	49,382	44,351	42,070	34,574	30,974	32,160	28,802	32,441	33,795	31,639
	2018	2019								
	32,148	34,293								

**Company Profile**

**1. Primary business activities covered are:** Carpentry work, Electrical work, Masonry, Stone work, Tile setting and Plastering, Landscaping, Plumbing, Heating and Air Conditioning, Roofing, Siding and Sheet Metal Work, Painting and Paper Hanging, Floor laying and other Floor work, Concrete work, Excavation work, Insulation work, Drywall Installation, Security Systems, Home Technology, and Other Subcontracting.

**2. No. of employees on payroll (Median):**

Construction Employees:	<b>6</b>
Non-construction Employees:	<b>2</b>
Total:	<b>9</b>

*(Five percent of the subcontracting/specialty trade contractors have 50 to 99 employees and 4 percent have 100 employees or more.)*

**3. Dollar volume of company's business activity (Median):** **\$1,265,185**

*(Five percent of the subcontracting/specialty trade contractors had \$15 million or more in business activity.)*

**Member Profile**

**1. No. of years as a member of NAHB (Median):** **9 years**

**2. Age (Median):** **54 years**

**3. Gender:** **Male: 84%**  
**Female: 16%**

**4. Race/Ethnicity:** **White: 95%**  
**Hispanic: 6%**

**5. Education:** **36 percent of subcontracting/special trade contractors have completed college or have an advanced degree and 28 percent have some college education.**

## Professional Specialty Members in 2019

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of members	18,242	19,609	12,652	10,789	10,754	10,502	10,744	10,265	10,261	9,512
	2018	2019								
	10,286	10,212								

### Company Profile

**1. Primary business activities covered are:** Accounting, Architecture, Engineering, Planning or Designing, Legal Services, Computer Products and Services, Marketing, Advertising or Public Relations, and Land Surveyor.

**2. No. of employees on payroll (Median):**

Construction Employees:	<1
Non-construction Employees:	6
Total:	8

*(Seven percent of the professional specialty members have 50 to 99 employees and 8 percent have 100 employees or more.)*

**3. Dollar volume of company's business activity (Median):** **\$983,256**

*(Nine percent of the professional specialty members had \$15 million or more in business activity.)*

### Member Profile

**1. No. of years as a member of NAHB (Median):** **8 years**

**2. Age (Median):** **56 years**

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

**4. Race/Ethnicity:** **White: 95%**  
**Hispanic: 4%**

**5. Education:** **82 percent of professional specialty members have completed college or have an advanced degree and 14 percent have some college education.**

## Retail Dealership/Distributors in 2019

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of members	18,776	13,009	11,014	9,182	8,939	9,090	8,719	9,782	8,790	8,308
	2018	2019								
	8,721	8,485								

### Company Profile

**1. Primary business activities covered are:** Retail Appliances, Retail Building Materials/Lumber, Retail Floor Coverings, Retail Paint/Wall Coverings and Other Retail Dealerships.

**2. No. of employees on payroll (Median):**

Construction Employees:	<b>&lt;1</b>
Non-construction Employees:	<b>7</b>
Total:	<b>11</b>

*(Eight percent of the retail dealerships/distributors have 50 to 99 employees and 9 percent have 100 employees or more.)*

**3. Dollar volume of company's business activity (Median):** **\$3,561,678**

*(Sixteen percent of retail dealerships/distributors had \$15 million or more in business activity.)*

### Member Profile

**1. No. of years as a member of NAHB (Median):** **10 years**

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

**3. Gender:**  
**Male: 78%**  
**Female: 22%**

**4. Race/Ethnicity:**  
**White: 97%**  
**Hispanic: 2%**

**5. Education:** **46 percent of retail dealerships/distributors have completed college or have an advanced degree and 34 percent have some college education.**

## Financial Services Members in 2019

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of members	11,974	11,197	8,340	6,492	7,508	8,426	8,710	8,492	7,714	7,180
	2018	2019								
	7,941	6,402								

### Company Profile

**1. Primary business activities covered are:** Commercial Banking/Thrift Institution, Mortgage Banking and Insurance or Title Company.

**2. No. of employees on payroll (Median):**

Construction Employees:	<b>&lt;1</b>
Non-construction Employees:	<b>18</b>
Total:	<b>19</b>

*(Seven percent of financial services members have 50 to 99 employees and 27 percent have 100 employees or more.)*

**3. Dollar volume of company's business activity (Median):** **\$8,742,593**

*(Thirty-nine percent of financial services members had \$15 million or more in business activity.)*

### Member Profile

**1. No. of years as a member of NAHB (Median):** **10 years**

**2. Age (Median):** **56 years**

**3. Gender:** **Male: 71%**  
**Female: 29%**

**4. Race/Ethnicity:** **White: 98%**  
**Hispanic: 1%**

**5. Education:** **74 percent of financial services members have completed college or have an advanced degree and 20 percent have some college education.**

## Wholesale Dealerships/Distributors in 2019

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Number of members	5,676	6,734	5,453	4,300	4,759	4,384	4,644	4,466	3,889	3,685
	2018	2019								
	3,828	3,467								

### Company Profile

**1. Primary business activities covered are:** Wholesale Appliances, Wholesale Building Materials/Lumber, Wholesale Floor Coverings, Wholesale Paint/Wall Coverings and Other Wholesale Dealerships.

**2. No. of employees on payroll (Median):**

Construction Employees:	<b>&lt;1</b>
Non-construction Employees:	<b>14</b>
Total:	<b>20</b>

*(Eleven percent of the wholesale dealerships/distributors have 50 to 99 employees and 14 percent have 100 employees or more.)*

**3. Dollar volume of company's business activity (Median):** **\$7,999,890**

*(Thirty-three percent of wholesale dealerships/distributors had \$15 million or more in business activity.)*

### Member Profile

**1. No. of years as a member of NAHB (Median):** **10 years**

**2. Age (Median):** **55 years**

**3. Gender:** **Male: 87%**  
**Female: 13%**

**4. Race/Ethnicity:** **White: 96%**  
**Hispanic: 1%**

**5. Education:** **61 percent of wholesale dealerships/distributors have completed college or have an advanced degree and 22 percent have some college education.**

## Other Associate Activity Members in 2019

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
<b>Number of members</b>	40,153	16,980	18,353	14,410	17,240	18,011	19,054	15,591	16,115	16,295
	2018	2019								
	16,146	16,290								

### Company Profile

**1. Primary business activities covered are:** Manufacturing, Property Management, Real Estate, Utilities, Industry Consultant, Trade Association/Non-Profit, and Other Associate Activities

**2. No. of employees on payroll (*Median*):**

Construction Employees:	<b>&lt;1</b>
Non-construction Employees:	<b>4</b>
Total:	<b>8</b>

*(Seven percent of other associate members have 50 to 99 employees and 11 percent have 100 employees or more.)*

**3. Dollar volume of company's business activity (*Median*):** **\$1,818,611**

*(Eighteen percent of other associate members had \$15 million or more in business activity.)*

### Member Profile

**1. No. of years as a member of NAHB (*Median*):** **7 years**

**2. Age (*Median*):** **56 years**

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

**4. Race/Ethnicity:**  
**White: 95%**  
**Hispanic: 3%**

**5. Education:** **60 percent of other associate members have completed college or have an advanced degree and 25 percent have some college education.**