

**PROFILES BY BUILDER MEMBER TYPE**  
**Single Family Builder in 2019**

Member Count	2008	2009	2010	2011	2012	2013 <sup>4</sup>	2014	2015	2016	2017
	45,198	31,630	27,512	24,159	23,520	18,973	24,289	24,463	22,908	22,708
	2018	2019								
22,996	23,733									

**Company Profile**

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

Construction Employees	<b>2</b>
Non-construction Employees	<b>1</b>
Total	<b>4</b>

*(Two percent of single-family builders have 50-99 employees and 1 percent have 100 or more.)*

**2. No. of units Started (Median):**

Single Family	<b>6</b>
Multifamily	<b>0</b>
Total	<b>6</b>

*(Five percent of single-family builders started 100 to 499 units and 1 percent started 500 units or more.)*

**3. Dollar volume of company's business activity (Median):** **\$3,209,846**

*(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 (Median):** **15 years**
- 2. Age (Median)** **56 years**
- 3. Gender:** **Male: 92%    Female: 8%**
- 4. Race/Ethnicity:** **White: 97%    Hispanic: 3%**
- 5. Education** **55 percent of the single-family builders responding have completed college or have an advanced degree and 25 percent have some college education.**

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<sup>4</sup> 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 2019

Member Count	2008	2009	2010	2011	2012	2013 <sup>5</sup>	2014	2015	2016	2017
	12,885	13,645	11,484	11,986	10,364	8,078	8,546	7,427	8,602	7,638
	2018	2019								
	8,291	7,891								

### Company Profile

#### 1. No. of employees on payroll (*Median*):

Construction Employees	3
Non-construction Employees	1
Total	5

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

#### 2. No. of units Started (*Median*):

Single Family	1
Multifamily	0
Total	1

*(Among residential remodelers who also build new housing units, 1 percent started 26 to 99 units and another 1 percent started 100 to 499 units)*

#### 3. Dollar volume of company's construction (*Median*): \$847,374

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

#### 4. Build Age-Restricted Housing for People Age 55+: 10%

### Member Profile

1. No. of years as a member of NAHB (*Median*): 14 years
2. Age (*Median*): 57 years
3. Gender: Male: 90%    Female: 10%
4. Race/Ethnicity: White: 95%    Hispanic: 2%
5. Education 49 percent of residential remodelers have completed college or have an advanced degree and another 26 percent have some college education.

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<sup>5</sup> 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 2019

	2008	2009	2010	2011	2012	2013 <sup>6</sup>	2014	2015	2016	2017
<b>Member Count</b>	3,177	2,491	2,603	2,347	2,028	1,487	1,611	2,516	2,399	2,028
	2018	2019								
	1,964	2,151								

### Company Profile

#### 1. No. of employees on payroll (Median):

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

(Six percent of commercial builders have 50 to 99 employees and 1 percent have 100 or more.)

#### 2. No. of units Started (Median):

Single Family	<b>2</b>
Multifamily	<b>0</b>
Total	<b>4</b>

(Among commercial builders who also build new housing units, 9 percent started 26 to 99 units and 7 percent started 100 to 499 units.)

#### 3. Dollar volume of company's revenue (Median): **\$3,372,976**

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

#### 4. Build Age-Restricted Housing for People Age 55+: **18%**

### Member Profile

1. No. of years as a member of NAHB (Median): **12 years**
2. Age (Median) **59 years**
3. Gender: **Male: 89%      Female: 11%**
4. Race/Ethnicity: **White: 94%      Hispanic: 2%**
5. Education **45 percent of commercial builders have completed college or have an advanced degree and another 26 percent have some college education**

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<sup>6</sup> 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 2019

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
<b>Member Count</b>	3,006	2,633	1,702	1,445	1,423	1,853	1,568	1,639	1,773	1,637
	<b>2018</b>	<b>2019</b>								
	1,817	1,566								

### Company Profile

#### 1. No. of employees on payroll (*Median*):

Construction Employees	<b>4</b>
Non-construction Employees	<b>3</b>
Total	<b>9</b>

*(Seven percent of multifamily builders have 50 to 99 employees and 7 percent have 100 or more.)*

#### 2. No. of units Started (*Median*):

Single Family	<b>0</b>
Multifamily	<b>35</b>
Total	<b>45</b>

*(Twenty-nine percent of multifamily builders started 100 to 499 units and 7 percent started 500 or more.)*

#### 3. Dollar volume of company's construction (*Median*): **\$6,091,379**

*(Twenty-seven percent of multifamily builders had \$15 million or more in business activity.)*

#### 4. Build Age-Restricted Housing for People Age 55+: **31%**

### Member Profile

1. No. of years as a member of NAHB (*Median*): **20 years**

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

3. Gender: **Male: 89%      Female: 11%**

4. Race/Ethnicity: **White: 96%      Hispanic: 6%**

5. Education **73 percent of multifamily builders responding have completed college or have an advanced degree and another 15 percent have some college education.**

## Land Developer in 2019

Member Count	2008	2009	2010	2011	2012	2013 <sup>7</sup>	2014	2015	2016	2017
	2,972	2,709	1,928	1,630	1,588	1,346	2,022	1,450	1,641	1,695
	2018	2019								
	1,624	1,489								

### Company Profile

#### 1. No. of employees on payroll (Median):

Construction Employees	1
Non-construction Employees	2
Total	3

*(Three percent of land developers have 50 to 99 employees and 6 percent have 100 or more.)*

#### 2. No. of units Started (Median):

Single Family	4
Multifamily	0
Total	7

*(Among land developers who also build new housing units, 13 percent started 100 to 499 units and 13 percent started 500 units or more.)*

#### 3. Dollar volume of company's revenue (Median): **\$2,590,411**

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

#### 4. Build Age-Restricted Housing for People Age 55+: **9%**

### Member Profile

1. No. of years as a member of NAHB (Median): **20 years**
2. Age (Median) **62 years**
3. Gender: **Male: 89%    Female: 11%**
4. Race/Ethnicity: **White: 95%    Hispanic: 2%**
5. Education **77 percent of land developers have completed college or have an advanced degree and another 9 percent have some college education.**

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<sup>7</sup> 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 2019

Member Count	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
	661	973	714	700	573	1,625	680	536	405	520
	2018	2019								
	542	573								

### Company Profile

#### 1. No. of employees on payroll (Median):

Construction Employees	<b>4</b>
Non-construction Employees	<b>1</b>
Total	<b>6</b>

*(Two percent of commercial remodelers have 100 or more employees.)*

#### 2. No. of units Started (Median):

Single Family	<b>1</b>
Multifamily	<b>0</b>
Total	<b>1</b>

*(Among commercial remodelers who also build new housing units, 13 percent started 26 to 99 units.)*

#### 3. Dollar volume of company's construction (Median): **\$1,351,195**

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

#### 4. Build Age-Restricted Housing for People Age 55+: **7%**

### Member Profile

1. No. of years as a member of NAHB (Median): **14 years**
2. Age (Median) **58 years**
3. Gender: **Male: 100%    Female: 0%**
4. Race/Ethnicity: **White: 95%    Hispanic: 2%**
5. Education **57 percent of commercial remodelers responding have completed college or have an advanced degree and another 24 percent have some college education.**

## Manufacturers of Modular/Panelized/Log Homes in 2019

	2008	2009	2010	2011	2012	2013 <sup>8</sup>	2014	2015	2016	2017
<b>Member Count</b>	273	431	278	177	244	93	260	274	244	156
	<b>2018</b>	<b>2019</b>								
	217	223								

### Company Profile

#### 1. No. of employees on payroll (*Median*):

Construction Employees	<b>4</b>
Non-construction Employees	<b>5</b>
Total	<b>21</b>

*(Fifteen percent of the manufacturers of modular/panelized/log homes have 50 to 99 employees.)*

#### 2. No. of units Started (*Median*):

Single Family	<b>32</b>
Multifamily	<b>0</b>
Total	<b>32</b>

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

#### 3. Dollar volume of company's revenue (*Median*):

**\$3,483,526**

*(Eleven 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 (*Median*): **11 years**

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

3. Gender: **Male: 94%**      **Female: 6%**

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

5. Education **63 percent of manufacturers of modular/panelized/ log homes have completed college or have an advanced degree and another 21 percent have some college education.**

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