

GENERAL OVERVIEW OF BUILDER PRACTICES REPORTS

The NAHB Research Center's *Builder Practices Reports* provide a picture of market demand for products and materials purchased by home builders nationwide. Market demand data is obtained through the *Annual Builder Practices Survey*, a nationally disseminated paper survey of home builders. The resulting data are tabulated using a robust methodology to ensure accurate estimates of product demand, quantities purchased, types, styles, sizes, and other characteristics of materials used in new homes built each calendar year.

The *Builder Practices Reports* present data on materials purchased for Single-Family Detached homes and Multifamily dwelling units. Data are shown as "coefficients," or per-house averages, and "product usage," an estimated total volume of products or materials.

Coefficients for single-family detached homes are calculated for 32 separate U.S. geographic areas, referred to as "State-Market-Areas". States with relatively low housing starts have been grouped with another state or states to create a single State-Market-Area, while three states with a high level of new home construction activity--California, Florida, and Texas--are divided between two State-Market-Areas. When a state is split, the dividing line typically occurs along changes in climate or topography, and always along county lines.

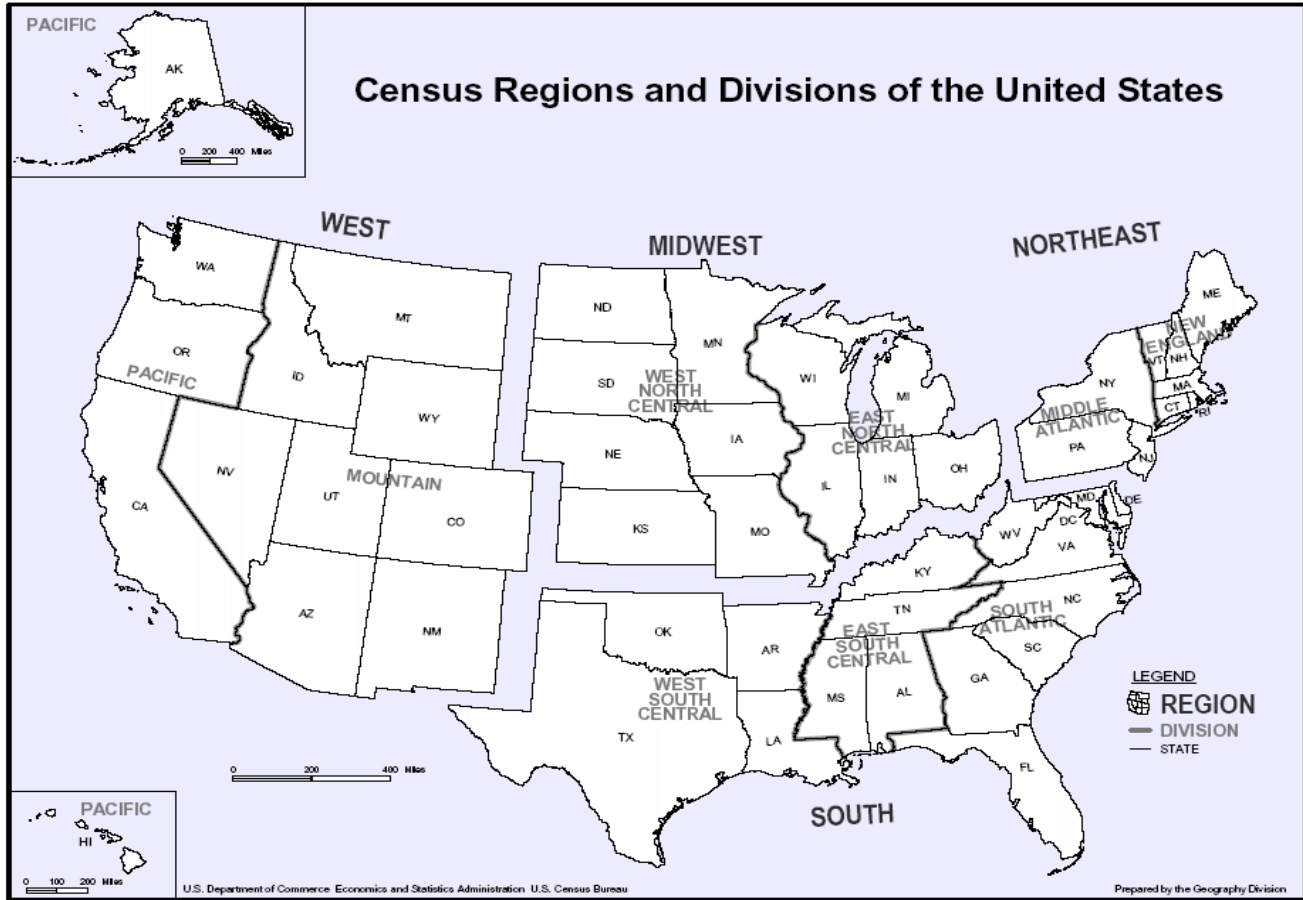
The 32 State-Market-Area data for Single-Family Detached dwellings include tabulations by the individual states or combinations of states that comprise each of the 32 State-Market-Areas. Totals are weighted by housing starts for increased accuracy. The total for each of the nine U.S. Census Divisions is a weighted average based on the proportion of housing starts within each State-Market-Area in that Census Division. U.S. Totals are weighted by the proportion of housing starts within each Census Division.

The Multifamily data, which include Apartments, Duplexes, and Single-Family Attached dwellings (Townhouses and Row Houses) is tabulated by the nine U.S. Census Divisions. U.S. Totals are weighted by the proportion of housing starts within each Census Division.

The Product Usage is the total estimated volume or amount of material used for both single-family and multifamily dwellings tabulated by State, Census Division, and the U.S. as a whole. These data are estimated using the coefficients described previously, along with the housing start data for each state. Product usage data are calculated for each individual state and summed to produce totals for each Census Division and for the U.S. as a whole. In addition to product usage tabulations for the current year, a five-year market demand projection is made using current year coefficients and state-level housing start forecasts.

GEOGRAPHIC OVERVIEW OF BUILDER PRACTICES REPORTS

The data are separated by geographic areas established by the U.S. Census Bureau in 1910, called Census Divisions. The Census Divisions include all 50 states, and the District of Columbia.



The *Builder Practices Reports* present data on materials purchased for Single-Family Detached homes and Multi-family dwelling units. Data are shown as “coefficients,” or per-house averages, and “product usage,” the total of reported materials installed in the United States for new residential construction during a calendar year detailed by 50 States, or 9 U.S. Census Divisions, or U.S. Totals and includes 5 year projections based on housing starts

Coefficient rates for materials installed per single-family detached dwelling are calculated for 32 separate U.S. geographic areas, referred to as “State-Market-Areas”. States with relatively low housing starts have been grouped with another state or states to create a single State-Market-Area, while three states with a high level of new home construction activity are divided between two State-Market-Areas. When a state is split, the dividing line typically occurs along changes in climate or topography, and always along county lines.

The 32 State-Market-Area data for Single-Family Detached dwellings include tabulations by the individual states or combinations of states that comprise each of the State-Market-Areas. Totals are weighted by housing starts for increased accuracy. The total for each of the nine U.S. Census Divisions is a weighted average based on the proportion of housing starts within each State-Market-Area in that Census Division. U.S. totals are weighted by the proportion of housing starts within each Census Division.

The Multifamily data, which include Single-Family Attached dwellings—Townhouses, Duplexes and Row Houses, as well as low-rise Apartments (up to and including four stories), present coefficient rates for materials installed per dwelling unit and is tabulated by the nine U.S. Census Divisions. U.S. Totals are weighted by the proportion of housing starts within each Census Division.