

## INDUSTRY FINANCIAL DATA AND RATIOS

### Residential Building Construction

*Average by Year  
(Number of Financial Statements)*

<b>Financial Metric</b>	<b>Last 12 Months (116)</b>	<b>2018 (119)</b>	<b>2017 (581)</b>	<b>Last 5 Years (3,462)</b>	<b>All Years (8,762)</b>
<i>Current Ratio</i>	1.98	1.96	2.38	2.63	2.71
<i>Quick Ratio</i>	1.77	1.73	1.36	1.43	1.41
<i>Gross Profit Margin</i>	32.05%	32.46%	32.47%	31.57%	31.31%
<i>Net Profit Margin</i>	10.80%	10.49%	3.87%	3.40%	2.19%
<i>Inventory Days</i>	28.89	28.28	85.37	85.99	102.24
<i>Accounts Receivable Days</i>	39.58	38.80	19.55	18.15	20.61
<i>Accounts Payable Days</i>	25.11	25.32	18.57	21.34	23.02
<i>Interest Coverage Ratio</i>	20.38	20.13	13.85	12.58	10.36
<i>Debt-to-Equity Ratio</i>	2.70	2.67	4.77	5.20	5.16
<i>Debt Service Coverage Ratio</i>	7.62	7.43	4.46	4.87	4.20
<i>Return on Equity</i>	67.59%	65.96%	48.07%	45.70%	37.72%
<i>Return on Assets</i>	42.59%	40.82%	21.45%	17.83%	14.80%
<i>Gross Fixed Asset Turnover</i>	12.05	11.98	14.44	14.51	14.93
<i>Sales per Employee</i>	\$240,634	\$240,634	\$396,502	\$270,117	\$375,723
<i>Profit per Employee</i>	\$35,998	\$35,998	\$32,343	\$25,944	\$23,949

<b>Growth Metric</b>	<b>Last 12 Months (57)</b>	<b>2018 (58)</b>	<b>2017 (436)</b>	<b>Last 5 Years (2,186)</b>	<b>All Years (5,002)</b>
<i>Sales Growth</i>	10.52%	9.43%	4.03%	10.92%	6.11%
<i>Profit Growth</i>	-8.03%	-9.94%	7.73%	17.69%	13.15%