

## INDUSTRY DATA COMMON SIZE

### Residential Building Construction

*Average by Year  
(Number of Financial Statements)*

<b>Income Statement</b>	<b>Last 12 Months (113)</b>	<b>2018 (137)</b>	<b>2017 (586)</b>	<b>Last 5 Years (3,479)</b>	<b>All Years (8,799)</b>
<i>Sales (Income)</i>	100.00%	100.00%	100.00%	100.00%	100.00%
<i>Cost of Sales (COGS)</i>	70.78%	68.79%	67.51%	68.46%	68.70%
<i>Gross Profit</i>	29.22%	31.21%	32.49%	31.54%	31.30%
<i>Depreciation</i>	0.49%	0.47%	0.99%	0.93%	0.93%
<i>Overhead or S,G,&amp; A Expenses</i>	17.87%	18.48%	20.84%	19.75%	21.30%
<i>Other Operating Income</i>	0.02%	0.01%	0.01%	0.01%	0.01%
<i>Other Operating Expenses</i>	1.46%	1.89%	5.86%	6.50%	5.84%
<i>Operating Profit</i>	9.42%	10.38%	4.80%	4.38%	3.22%
<i>Interest Expense</i>	0.55%	0.52%	0.95%	1.00%	1.07%
<i>Other Income</i>	0.08%	0.09%	0.15%	0.13%	0.15%
<i>Other Expenses</i>	0.06%	0.06%	0.12%	0.12%	0.09%
<i>Net Profit Before Taxes</i>	8.89%	9.88%	3.87%	3.39%	2.21%
<i>Adjusted Owner's Compensation</i>	0.01%	0.01%	0.00%	0.00%	0.00%
<i>Adjusted Net Profit Before Taxes</i>	8.91%	9.89%	3.88%	3.40%	2.21%
<i>EBITDA</i>	9.93%	10.87%	5.82%	5.32%	4.21%
<i>Taxes Paid</i>	0.63%	1.09%	0.82%	0.84%	1.22%
<i>Net Income</i>	8.26%	8.79%	3.05%	2.56%	0.99%

## INDUSTRY DATA COMMON SIZE (CONTINUED)

### Residential Building Construction

<b>Balance Sheet</b>	<b>Last 12 Months (113)</b>	<b>2018 (137)</b>	<b>2017 (586)</b>	<b>Last 5 Years (3,479)</b>	<b>All Years (8,799)</b>
<i>Cash (Bank Funds)</i>	11.16%	10.52%	8.12%	7.50%	7.46%
<i>Accounts Receivable</i>	14.42%	16.52%	7.49%	6.72%	7.46%
<i>Inventory</i>	8.45%	7.64%	13.97%	14.10%	16.46%
<i>Other Current Assets</i>	3.47%	3.97%	3.50%	3.43%	3.83%
<i>Total Current Assets</i>	72.10%	72.72%	69.06%	69.54%	70.65%
<i>Gross Fixed Assets</i>	58.93%	56.49%	49.59%	46.80%	44.30%
<i>Accumulated Depreciation</i>	38.62%	37.19%	30.34%	27.42%	24.95%
<i>Net Fixed Assets</i>	20.32%	19.30%	19.25%	19.38%	19.35%
<i>Other Assets</i>	7.58%	7.98%	11.69%	11.08%	10.00%
<i>Total Assets</i>	100.00%	100.00%	100.00%	100.00%	100.00%
<i>Accounts Payable</i>	12.79%	12.86%	8.68%	8.43%	9.04%
<i>Notes Payable / Current Portion of Long Term Debt</i>	6.06%	6.44%	6.88%	7.86%	7.67%
<i>Other Current Liabilities</i>	16.22%	15.56%	13.23%	11.63%	13.47%
<i>Total Current Liabilities</i>	60.18%	58.63%	50.32%	49.53%	51.49%
<i>Total Long Term Liabilities</i>	22.82%	24.63%	35.39%	36.30%	34.00%
<i>Total Liabilities</i>	83.00%	83.25%	85.71%	85.83%	85.49%
<i>Preferred Stock</i>	0.00%	0.00%	0.00%	0.00%	0.00%
<i>Common Stock</i>	0.11%	0.11%	0.38%	0.43%	0.48%
<i>Additional Paid-in Capital</i>	0.70%	0.61%	0.66%	0.63%	0.64%
<i>Other Stock / Equity</i>	2.62%	2.20%	0.34%	0.46%	0.65%
<i>Ending Retained Earnings</i>	17.74%	15.43%	10.09%	9.25%	9.81%
<i>Total Equity</i>	17.00%	16.75%	14.29%	14.17%	14.51%
<i>Total Liabilities + Equity</i>	100.00%	100.00%	100.00%	100.00%	100.00%