

INDUSTRY FINANCIAL DATA AND RATIOS

Residential Building Construction

*Average by Year
(Number of Financial Statements)*

Financial Metric	Last 12 Months (113)	2018 (137)	2017 (586)	Last 5 Years (3,479)	All Years (8,799)
<i>Current Ratio</i>	2.03	1.88	2.37	2.61	2.70
<i>Quick Ratio</i>	1.73	1.56	1.36	1.42	1.41
<i>Gross Profit Margin</i>	29.22%	31.21%	32.49%	31.54%	31.30%
<i>Net Profit Margin</i>	8.91%	9.89%	3.88%	3.40%	2.21%
<i>Inventory Days</i>	64.32	55.79	84.68	85.73	102.28
<i>Accounts Receivable Days</i>	25.30	34.25	19.53	18.06	20.56
<i>Accounts Payable Days</i>	21.26	23.78	18.52	21.18	22.98
<i>Interest Coverage Ratio</i>	17.03	19.86	13.90	12.57	10.40
<i>Debt-to-Equity Ratio</i>	2.91	2.83	4.74	5.19	5.15
<i>Debt Service Coverage Ratio</i>	6.86	8.16	4.47	4.95	4.24
<i>Return on Equity</i>	57.71%	62.06%	48.22%	45.79%	37.77%
<i>Return on Assets</i>	40.52%	36.91%	21.41%	17.88%	14.84%
<i>Gross Fixed Asset Turnover</i>	11.51	11.81	14.35	14.48	14.90
<i>Sales per Employee</i>	\$240,634	\$240,634	\$396,502	\$272,377	\$375,723
<i>Profit per Employee</i>	\$35,998	\$35,998	\$32,343	\$26,662	\$23,949

Growth Metric	Last 12 Months (63)	2018 (71)	2017 (438)	Last 5 Years (2,198)	All Years (5,022)
<i>Sales Growth</i>	6.24%	10.63%	4.06%	10.88%	6.14%
<i>Profit Growth</i>	4.96%	-0.31%	7.73%	17.49%	13.16%