

## Good News for Homebuilders

January 20, 2011

As the final construction figures from 2010 are released, Sageworks is taking a look at the latest trends within privately-held construction companies in the United States. Based on Sageworks' data, it seems things are turning around for homebuilders, but not yet for commercial builders:

- There are over a million construction companies in the United States, the majority of which are privately-held
- Profit margins of homebuilders doubled in 2010 and sales declined only 2%, compared to 11% in 2009
- Commercial construction companies experienced declines of almost 14% last year and profit margins of less than 1%

Annual Performance of Construction Industries					
Industry	Financial Metric	2007	2008	2009	2010
2361 - Residential Building Construction (private)	Sales Pct Change	0.67%	-3.98%	-11.61%	-2.34%
2361 - Residential Building Construction (private)	Net Profit Margin	3.13%	1.88%	2.48%	5.22%
2362 - Nonresidential Building Construction (private)	Sales Pct Change	6.07%	3.74%	-10.28%	-13.80%
2362 - Nonresidential Building Construction (private)	Net Profit Margin	4.28%	3.79%	2.59%	0.79%

Source- Sageworks, a financial information company

### About Sageworks' Data

Sageworks' data is aggregated in real time at a rate of approximately 1,000 financial statements per day in a shared data model with thousands of financial professionals. The majority of the data is sourced directly from audited and reviewed financial statements prepared by accounting firms. It is scrubbed through a rigorous process to remove extreme outliers and duplicate datasets. Sageworks' adherence to these and other strict guidelines for data integrity makes this information the most accurate and credible of its kind. The data is segmented and can be queried by 1,200 industry codes, 70 financial metrics, company size, and geographic location.

### About Sageworks, Inc.

Raleigh, NC-based Sageworks, Inc. is a financial information company and developer of the financial analysis software suites, ProfitCents and Sageworks Analyst. Sageworks' data and applications are used by thousands of accounting firms and banks across North America. The company has been named to the Inc. 500 list of the fastest growing privately-held companies in the US and to the Deloitte Technology Fast 500.

If you are a member of the media and would like information on our products or company, please contact us.

### Public Relations Department

[pr@sageworksinc.com](mailto:pr@sageworksinc.com)

866.603.7029 ext. 590