

Industry: Residential Building Construction All Sales
 Sales Range: Ranges
 Data Source: Private Companies
 Location: US - West
 Prepared On: 6/4/2014

INDUSTRY FINANCIAL DATA AND RATIOS

Average by Year (Number of Financial Statements)

Financial Metric	Last 12 Months (205)	2013 (209)	2012 (402)	Last 5 Years (2266)	All Years (5135)
Current Ratio	3.13	3.12	2.90	3.03	2.74
Quick Ratio	1.60	1.67	1.64	1.65	1.52
Gross Profit Margin	30.67%	29.59%	30.19%	32.54%	31.66%
Net Profit Margin	7.85%	8.08%	3.07%	1.49%	3.01%
Inventory Days	293.69	272.47	294.59	302.93	289.82
Accounts Receivable Days	27.88	25.29	17.03	23.00	21.90
Accounts Payable Days	18.92	19.68	17.21	17.37	18.65
Interest Coverage Ratio	11.18	10.75	11.00	7.76	9.64
Debt-to-Equity Ratio	3.51	3.65	4.23	4.49	5.11
Debt Service Coverage Ratio	7.21	6.81	6.26	4.76	4.68
Return on Equity	52.37%	54.61%	40.96%	36.30%	40.91%
Return on Assets	19.59%	20.72%	20.10%	15.48%	16.35%
Fixed Asset Turnover	23.97	24.90	18.82	15.80	19.62
Profit per Employee	\$420	(\$3,035)	\$8,181	\$16,945	\$24,035
Growth Metric	Last 12 Months (101)	2013 (104)	2012 (243)	Last 5 Years (1195)	All Years (2576)
Sales Growth	16.67%	15.10%	15.91%	1.51%	3.28%
Profit Growth	26.08%	26.08%	32.31%	16.91%	15.27%
Industry-Specific Metrics	Last 12 Months	2013	2012	Last 5 Years	All Years
Billings in Excess of Cost to Total Assets	9.00% (5)	10.60% (6)	4.50% (15)	6.80% (75)	5.70% (136)
Costs and Earnings in Excess of Billings to Total Assets	9.40% (4)	7.60% (5)	7.50% (14)	5.90% (71)	5.70% (117)

Months in Backlog	N/A	N/A	N/A	4.35 (20)	3.63 (42)
Direct Labor Ratio	23.00% (4)	21.20% (5)	20.60% (19)	21.80% (84)	21.60% (115)
Backlog to Working Capital	0.00 (11)	0.00 (11)	0.00 (11)	0.33 (47)	0.45 (60)
Subcontractor Expense to Sales	N/A	N/A	24.00% (14)	30.70% (72)	32.60% (104)
Revenue Per Employee	N/A	N/A	\$267,112 (5)	\$289,907 (50)	\$425,482 (459)

INDUSTRY DATA COMMON SIZE

Average by Year (Number of Financial Statements)

Income Statement	Last 12 Months (205)	2013 (209)	2012 (402)	Last 5 Years (2266)	All Years (5135)
Sales (Income)	100.00%	100.00%	100.00%	100.00%	100.00%
Cost of Sales (COGS)	69.33%	70.41%	69.81%	67.46%	68.34%
Direct Labor	23.00%	21.20%	20.60%	21.80%	21.60%
Subcontractor Expense	N/A	N/A	24.00%	30.70%	32.60%
Gross Profit	30.67%	29.59%	30.19%	32.54%	31.66%
Depreciation	0.48%	0.48%	0.70%	0.85%	0.90%
Overhead or S,G,& A Expenses	16.76%	16.05%	19.74%	23.16%	21.77%
Payroll	9.88%	10.10%	7.95%	10.09%	9.80%
Rent	0.78%	0.84%	0.99%	1.02%	0.89%
Advertising	0.30%	0.36%	0.46%	0.49%	0.47%
Other Operating Income	0.01%	0.01%	0.02%	0.02%	0.02%
Other Operating Expenses	4.77%	4.15%	5.62%	5.86%	4.92%
Operating Profit	8.66%	8.92%	4.15%	2.68%	4.09%
Interest Expense	0.94%	0.98%	1.19%	1.31%	1.18%
Other Income	0.17%	0.17%	0.19%	0.21%	0.16%
Other Expenses	0.05%	0.05%	0.10%	0.10%	0.08%
Net Profit Before Taxes	7.84%	8.07%	3.05%	1.48%	2.99%
Adjusted Net Profit before Taxes	7.85%	8.08%	3.07%	1.49%	3.01%
EBITDA	9.26%	9.53%	4.94%	3.64%	5.07%
Taxes Paid	0.01%	0.01%	0.01%	0.02%	0.02%
Net Income	7.83%	8.06%	3.04%	1.46%	2.97%
Balance Sheet	Last 12 Months (205)	2013 (209)	2012 (402)	Last 5 Years (2266)	All Years (5135)
Cash (Bank Funds)	6.48%	6.83%	6.92%	6.69%	6.86%
Accounts Receivable	8.85%	8.84%	7.16%	8.23%	8.36%
Inventory	20.03%	21.02%	19.20%	16.77%	19.14%
Other Current Assets	3.98%	4.36%	3.98%	4.06%	3.87%
Costs and Earnings in Excess of Billings	9.40%	7.60%	7.50%	5.90%	5.70%
Total Current Assets	71.39%	72.35%	72.41%	69.84%	71.34%
Gross Fixed Assets	39.04%	39.40%	41.62%	44.86%	40.59%

Accumulated Depreciation	18.91%	19.85%	24.50%	24.60%	21.21%
Net Fixed Assets	20.13%	19.55%	17.11%	20.25%	19.37%
Other Assets	8.48%	8.09%	10.47%	9.91%	9.29%
Total Assets	100.00%	100.00%	100.00%	100.00%	100.00%
Accounts Payable	7.67%	8.42%	7.57%	7.42%	7.49%
Notes Payable / Current Portion of Long Term Debt	5.99%	5.12%	6.45%	5.80%	7.34%
Other Current Liabilities	13.48%	13.83%	12.22%	12.11%	13.73%
Billings in Excess of Costs	9.00%	10.60%	4.50%	6.80%	5.70%
Total Current Liabilities	45.66%	46.54%	45.99%	45.74%	49.22%
Total Long Term Liabilities	28.25%	28.42%	30.87%	30.39%	28.84%
Total Liabilities	73.92%	74.97%	76.86%	76.13%	78.06%
Preferred Stock	0.00%	0.00%	0.00%	0.00%	0.00%
Common Stock	0.42%	0.47%	0.59%	0.67%	0.59%
Additional Paid-in Capital	1.17%	1.22%	1.06%	0.97%	0.78%
Other Stock / Equity	-1.59%	-1.61%	-0.49%	-0.89%	0.73%
Ending Retained Earnings	24.65%	23.47%	10.73%	13.89%	14.10%
Total Equity	26.08%	25.03%	23.14%	23.87%	21.94%
Total Liabilities + Equity	100.00%	100.00%	100.00%	100.00%	100.00%