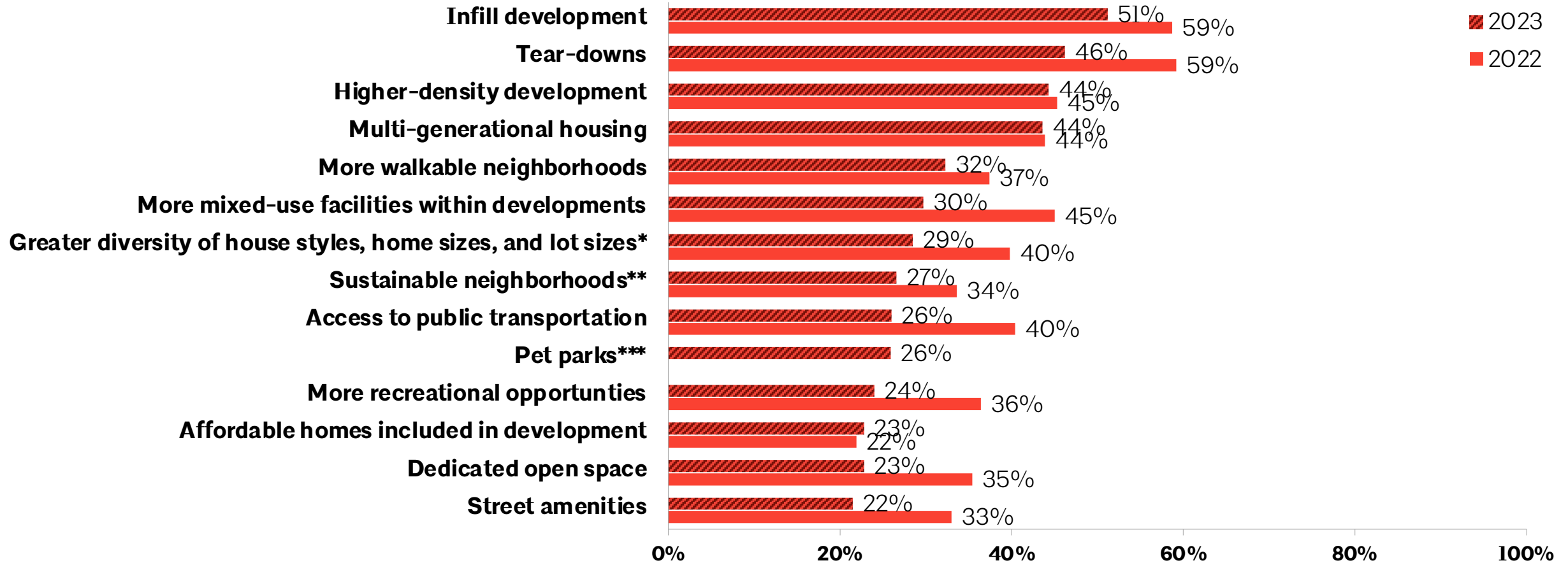


FIGURE 1 **Infill development and tear-downs in desirable neighborhoods continue to top the list of neighborhood design trends despite pace slowing**

% of respondents reporting popularity of neighborhood/community trend “increasing” minus % reporting “decreasing;” data from Q3 2023 compared to data from Q3 2022



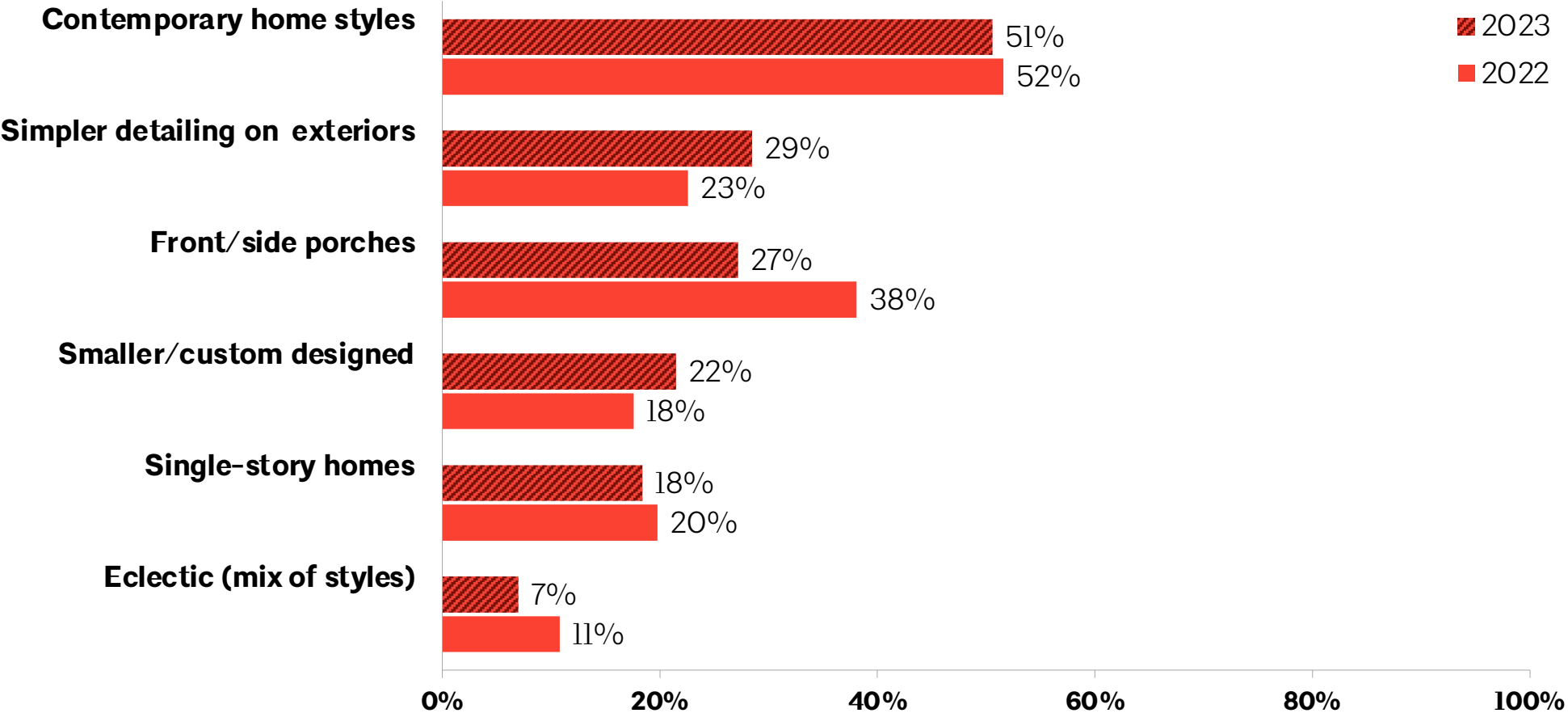
*within communities; **where people can live, work, eat, and shop (mixed residential, commercial, and recreational)

***Pet parks not asked in 2022

Source: The American Institute of Architects Home Design Trends Survey

FIGURE 2 Contemporary homes styles remain popular while simpler detailing on exteriors increases in popularity

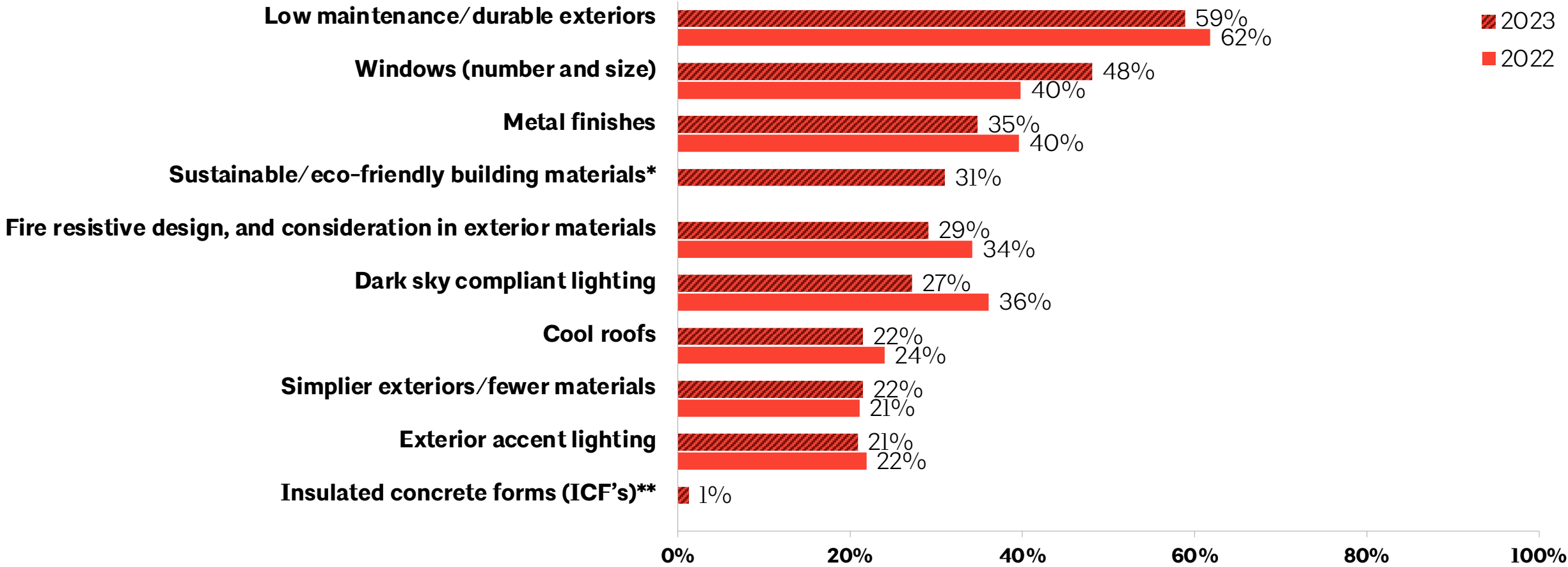
% of respondents reporting popularity of home style “increasing” minus % reporting “decreasing;” data from Q3 2023 compared to data from Q3 2022



Source: The American Institute of Architects Home Design Trends Survey

FIGURE 3 Durable/low maintenance materials continue to dominate choices for exterior products while the number and size of windows increase

% of respondents reporting popularity of home exterior “increasing” minus % reporting “decreasing;” data from Q3 2023 compared to data from Q3 2022



*sustainable/eco-friendly building materials not asked in 2022

**insulated concrete forms (ICF's) not asked in 2022

Source: The American Institute of Architects Home Design Trends Survey

FIGURE 4 Project billings, inquiries, and design contracts showed weakness in Q3

Diffusion index: 50 = no change from previous quarter; data are seasonally adjusted; data from Q3 2018–Q3 2023

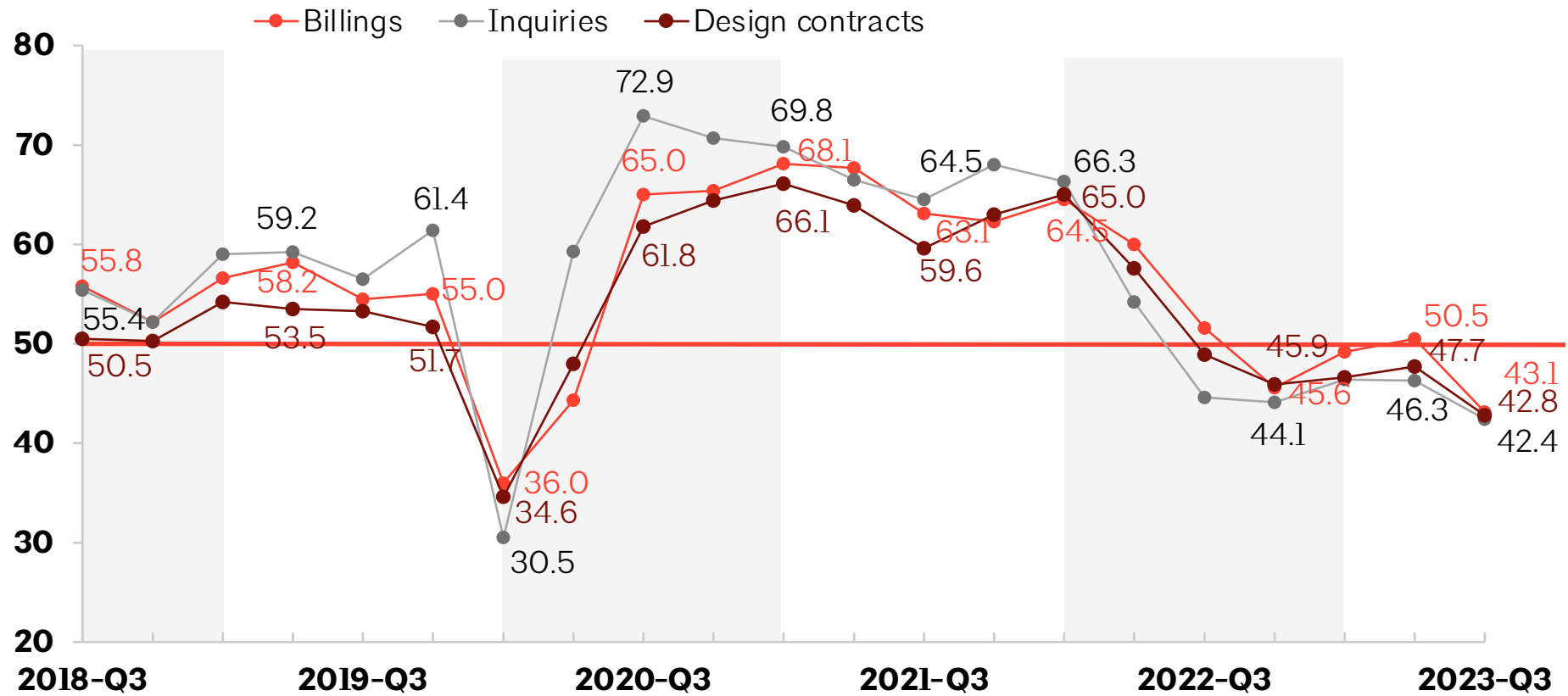


FIGURE 5 Firms in all regions reported weakness in billings in Q3 with firms in the west reporting significant weakness

Diffusion index for billings: 50 = no change from previous quarter; data are seasonally adjusted; data from Q3 2018–Q3 2023

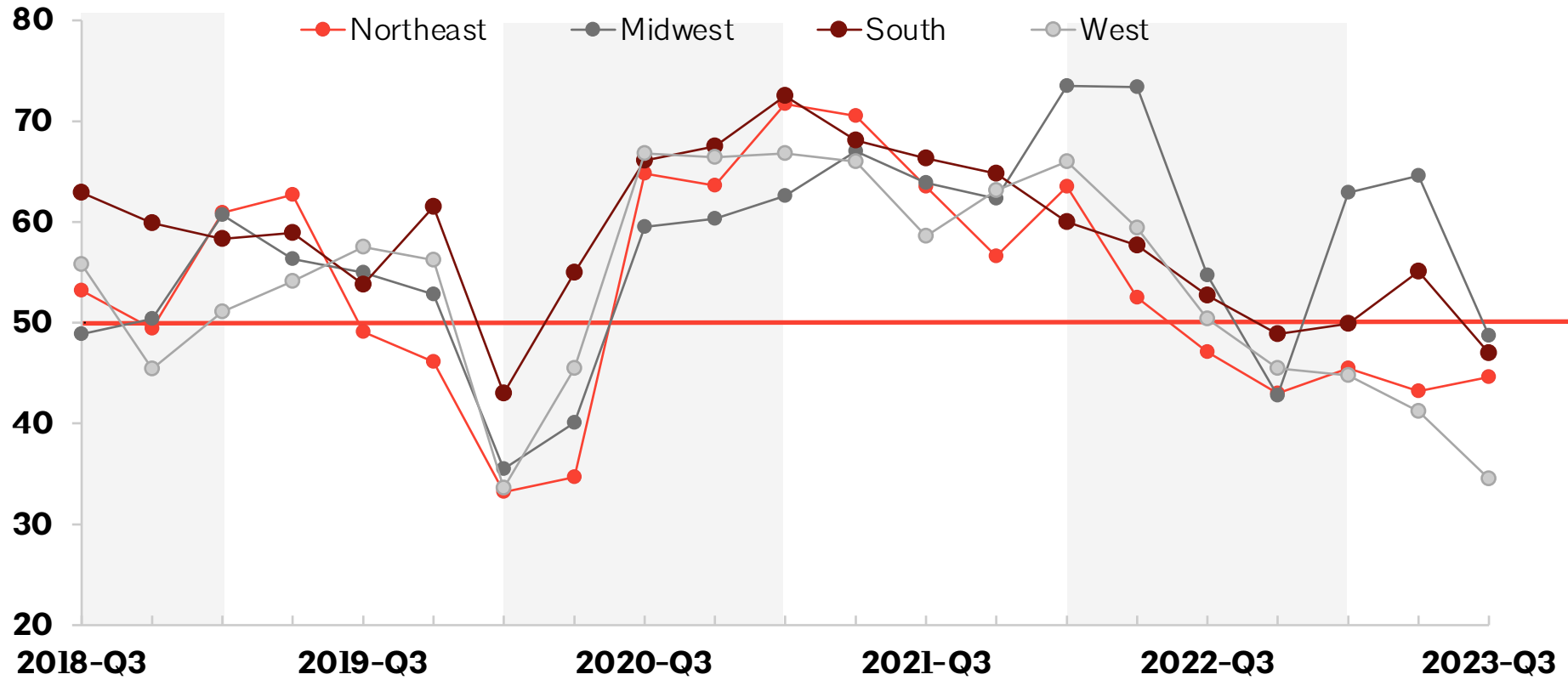


FIGURE 6 Project backlogs at residential firms see slight decline in the third quarter but remain healthy

Number of months of project backlogs, averages across all firms; data are not seasonally adjusted; data from Q3 2018-Q3 2023

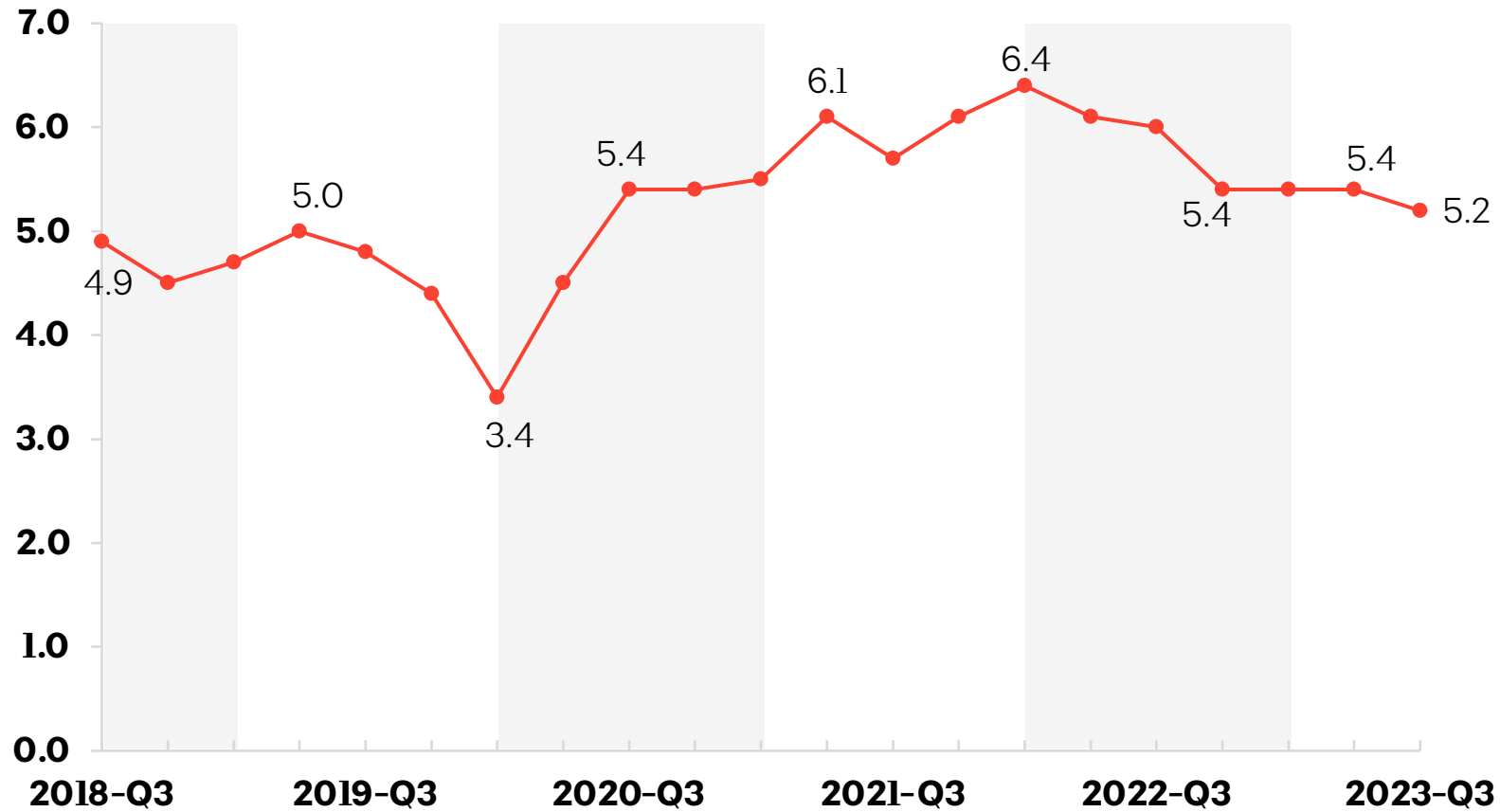
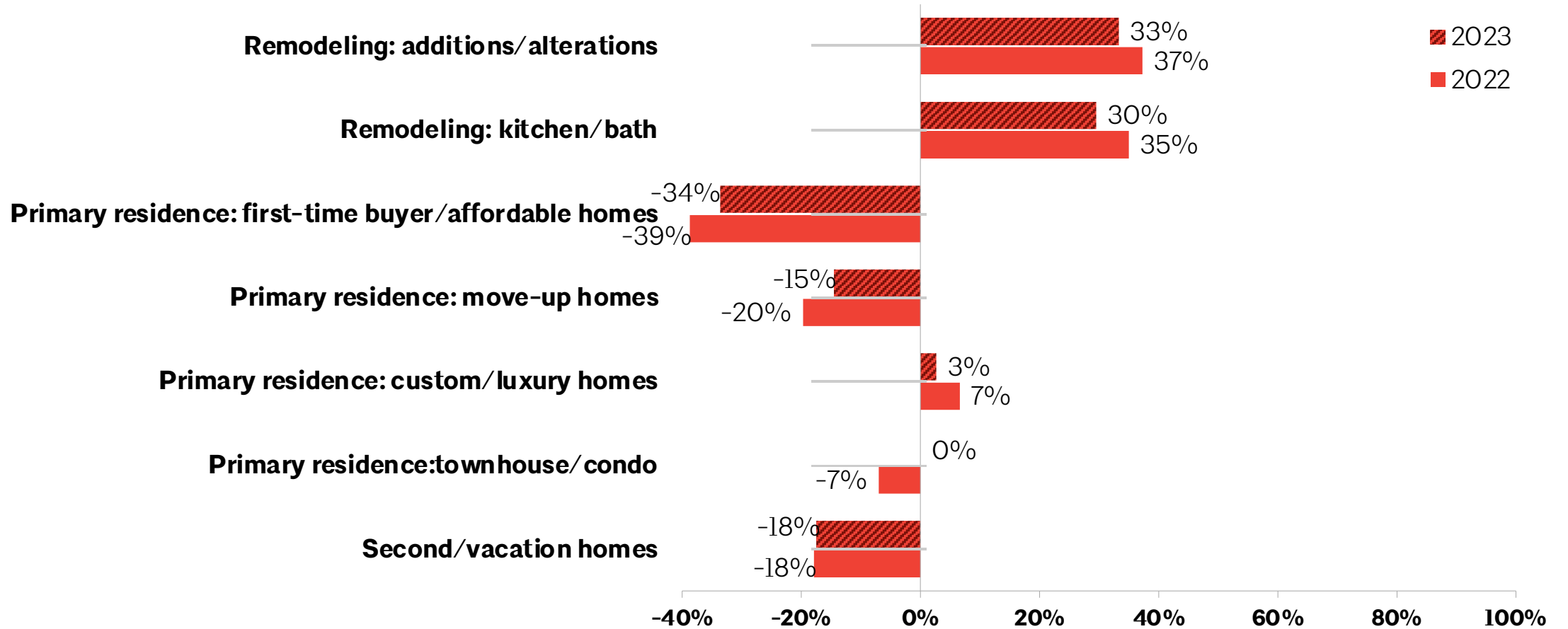


FIGURE 7 Home improvement sectors remain healthy while affordable homes continue to report significant weakness

% of respondents reporting popularity of sector “increasing” minus % reporting “decreasing;” data from Q3 2023 compared to data from Q3 2022



Source: The American Institute of Architects Home Design Trends Survey