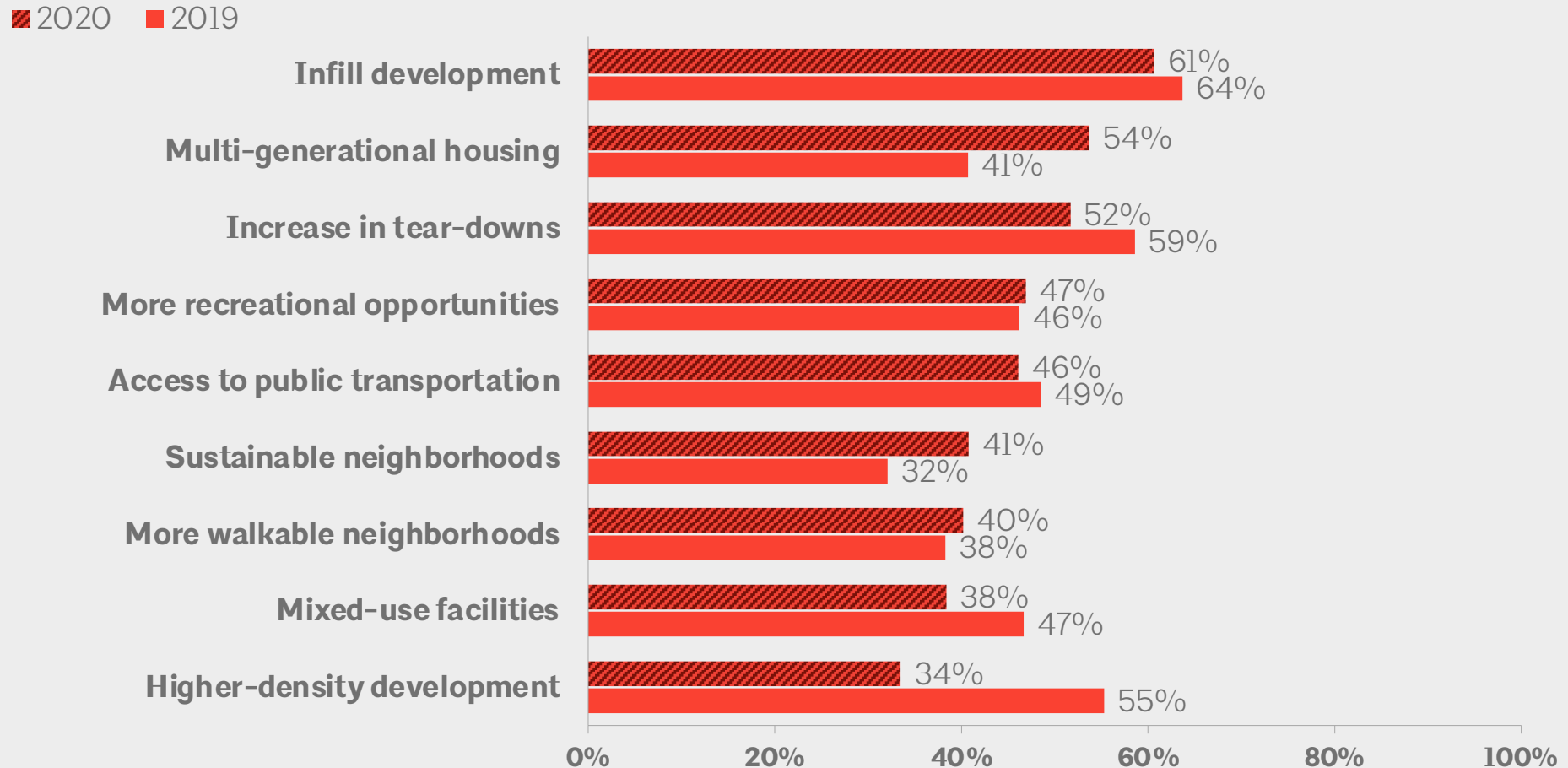


FIGURE 1

Multi-generational housing increases in popularity due to the pandemic while higher-density development decreases

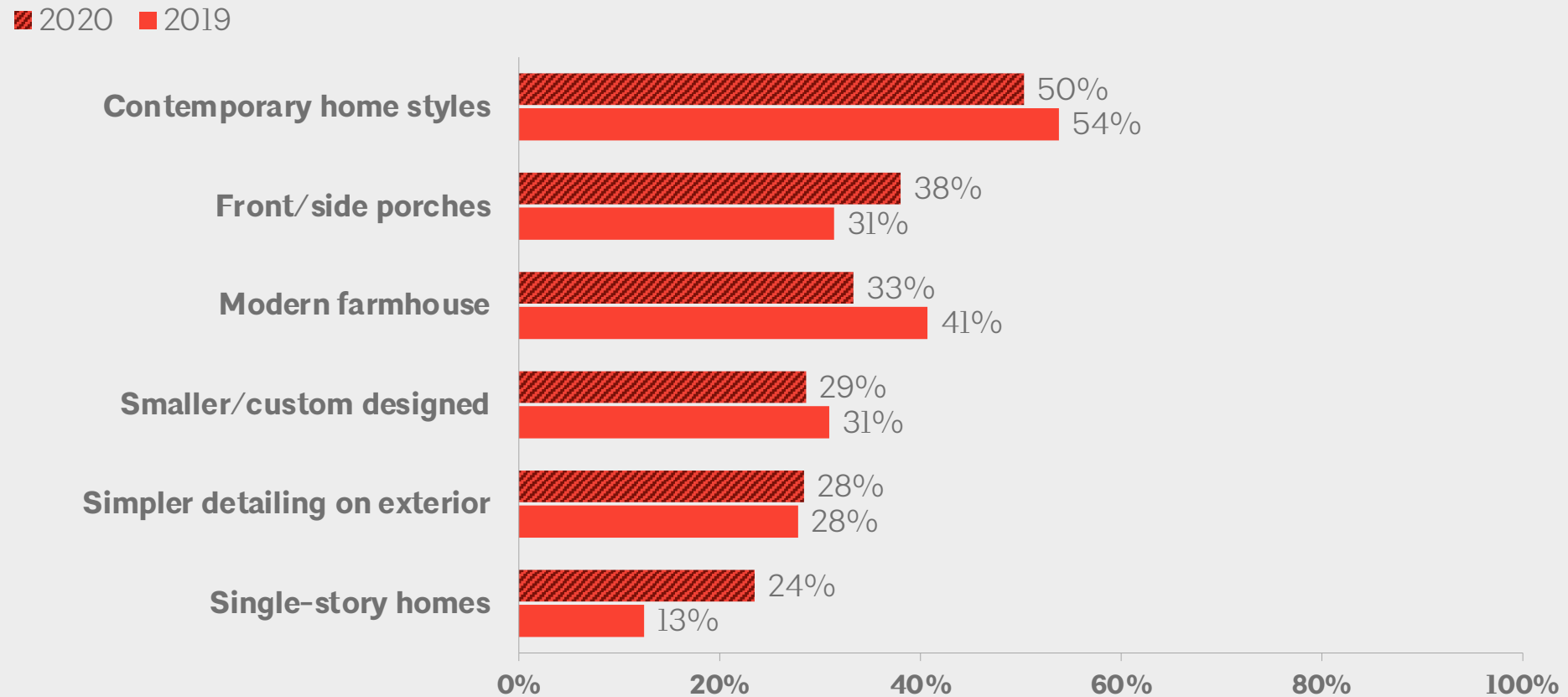
% of respondents reporting popularity of neighborhood/community trend “increasing” minus % reporting “decreasing;” data from Q3 2020 compared to data from Q3 2019



Source: The American Institute of Architects Home Design Trends Survey

FIGURE 2 Contemporary home styles top the list of home styles while front/side porches increase in popularity

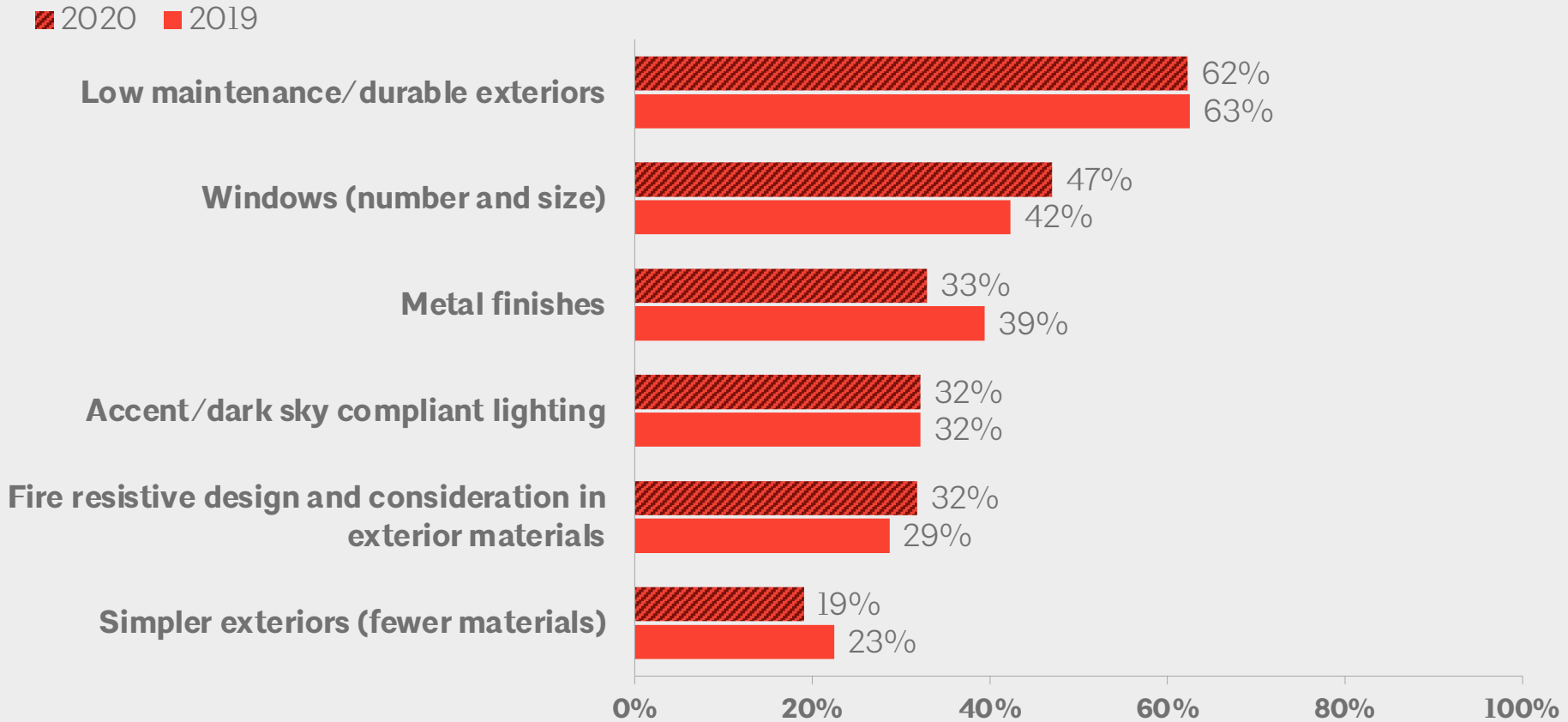
% of respondents reporting popularity of home style “increasing” minus % reporting “decreasing;” data from Q3 2020 compared to data from Q3 2019



Source: The American Institute of Architects Home Design Trends Survey

FIGURE 3 **Durability/low maintenance remains a popular choice for home exteriors and fire resistant materials continue to increase in popularity**

% of respondents reporting popularity of home exterior “increasing” minus % reporting “decreasing;” data from Q3 2020 compared to data from Q3 2019



Source: The American Institute of Architects Home Design Trends Survey

FIGURE 4 Project billings, inquiries, and design contracts rebound from record decline in Q1

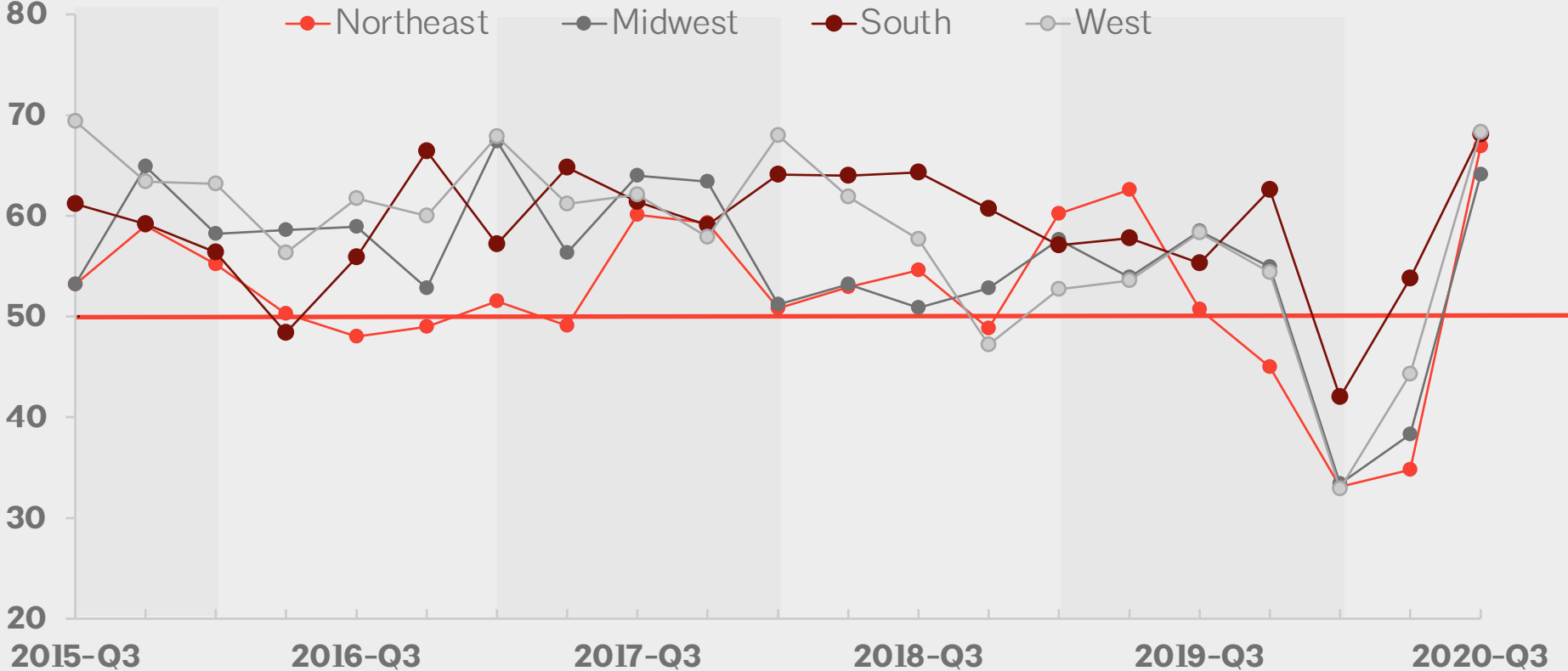
Diffusion index: 50 = no change from previous quarter; data are seasonally adjusted; data from Q3 2015-Q3 2020



Source: The American Institute of Architects Home Design Trends Survey

FIGURE 5 Firms in all regions report strong growth in Q3

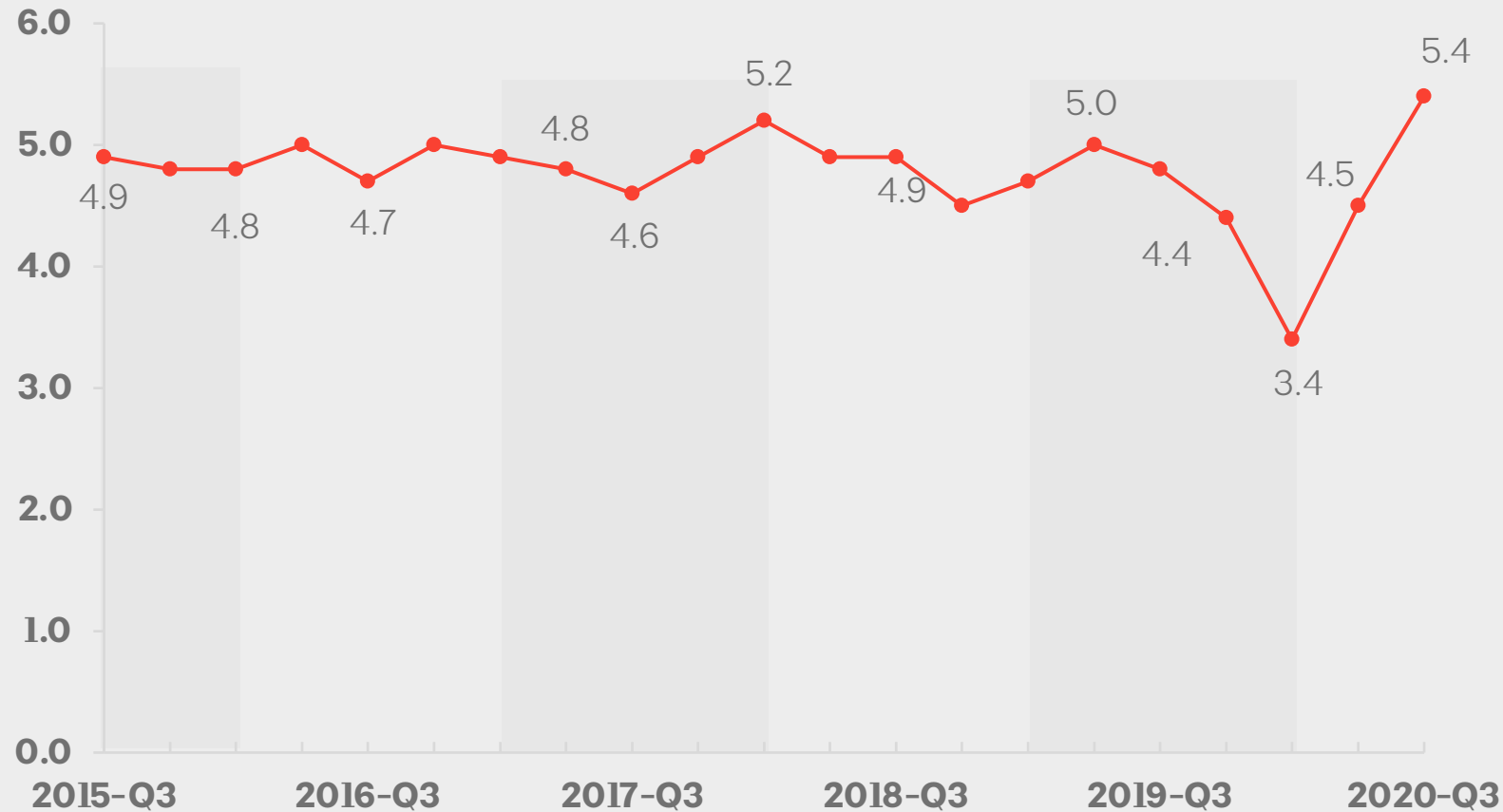
Diffusion index for billings: 50 = no change from previous quarter; data are seasonally adjusted; data from Q3 2015-Q3 2020



Source: The American Institute of Architects Home Design Trends Survey

FIGURE 6 Project backlogs at residential firms continue to increase in the third quarter

Number of months of project backlogs, averages across all firms; data are not seasonally adjusted; data from Q3 2015-Q3 2020



Source: The American Institute of Architects Home Design Trends Survey

FIGURE 7

On average firms reported about a 6% increase in the value of backlogs from the second quarter of 2020 to the third quarter of 2020

% of respondents estimated change in the value of backlogs in Q3 2020 from Q2 2020

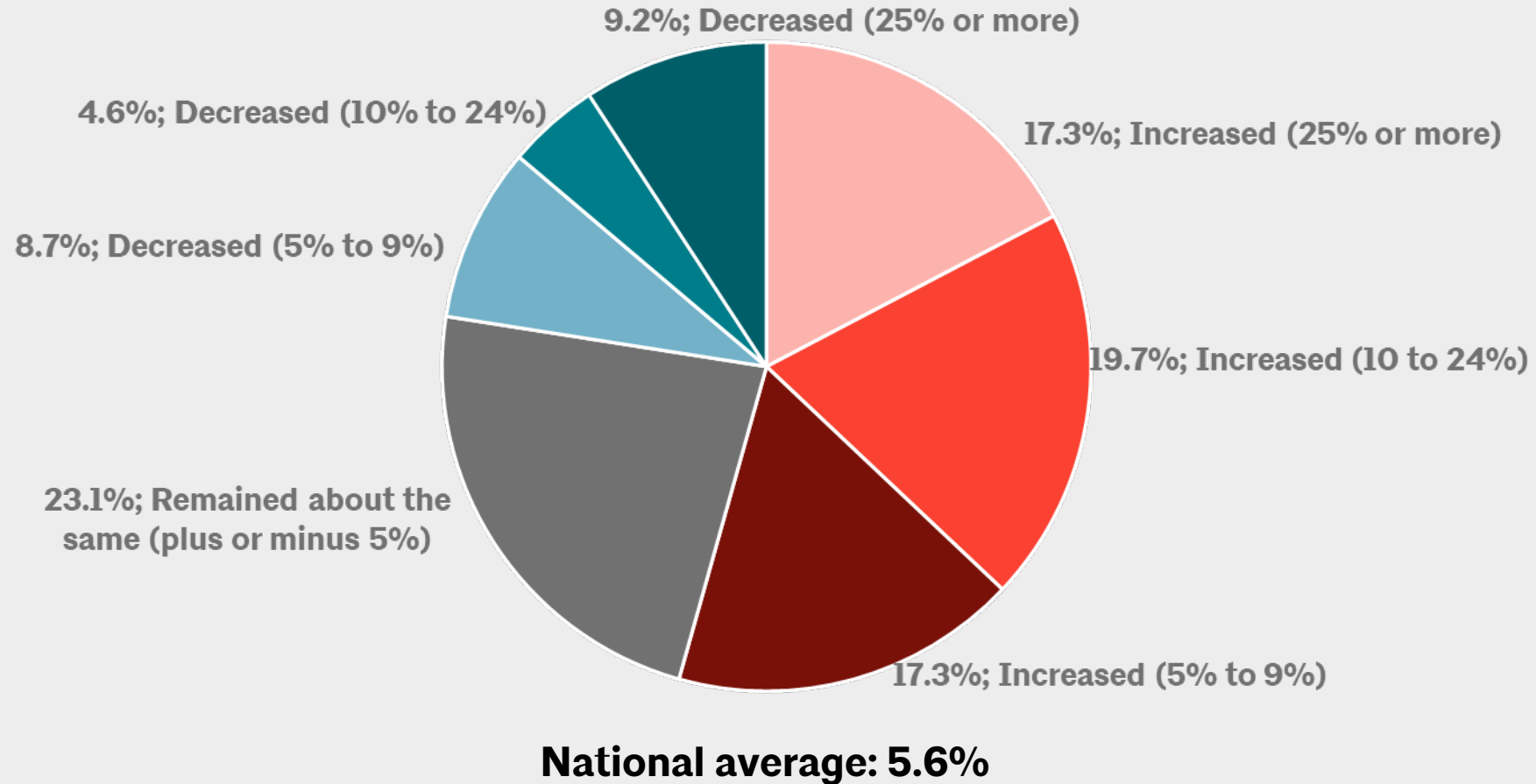
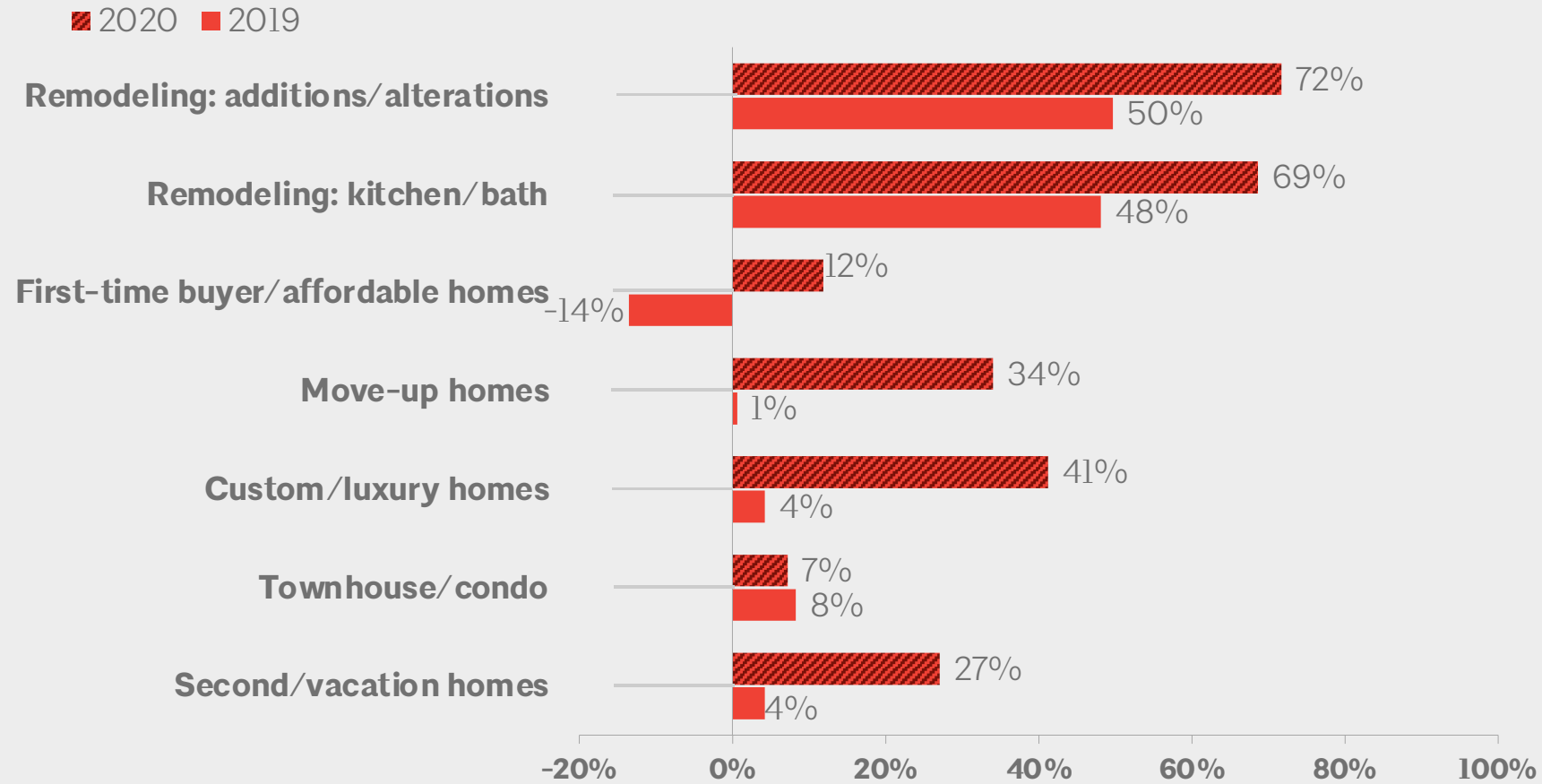


FIGURE 8 All sectors reported growth with home improvement reporting the strongest gains

% of respondents reporting popularity of sector “increasing” minus % reporting “decreasing;” data from Q3 2020 compared to data from Q3 2019



Source: The American Institute of Architects Home Design Trends Survey