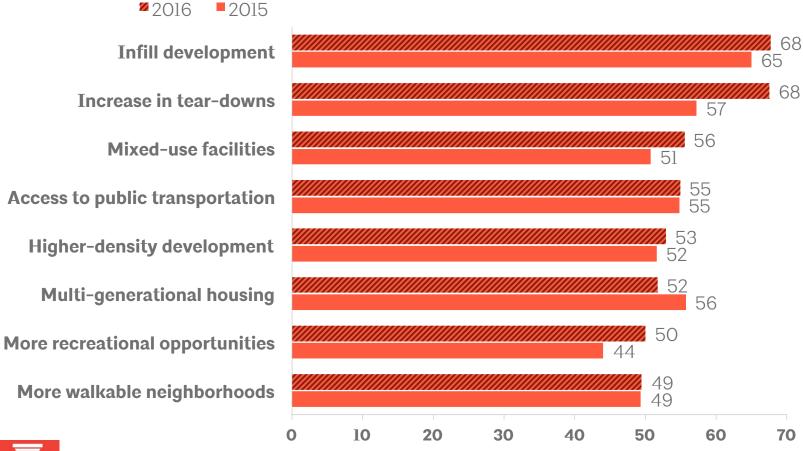
## FIGURE 1 Increased density and property upgrading most popular community design trends at present

% of firms reporting popularity "increasing" minus % reporting "decreasing"; Q3 2016

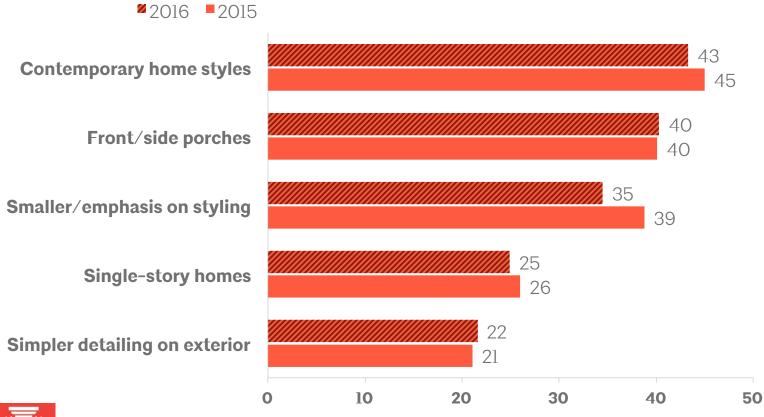




Source: The American Institute of Architects Home Design Trends Survey, 2016 Q3

# FIGURE 2 As market recovery continues, home styles not seeing significant changes

% of firms reporting popularity of trend "increasing" minus % reporting "decreasing"; Q3 2016

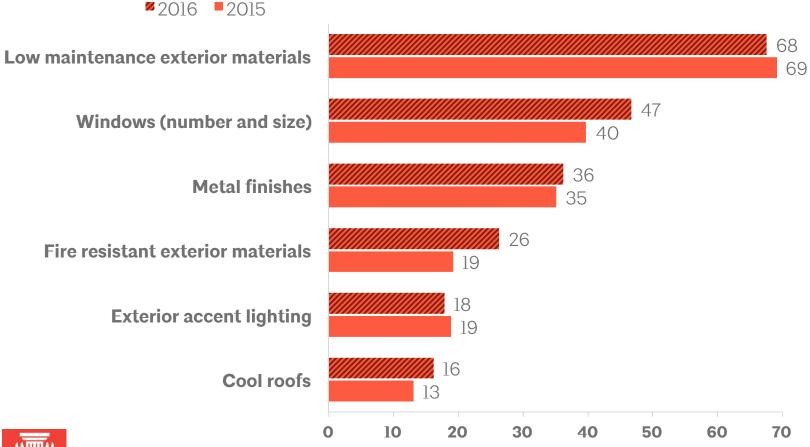




Source: The American Institute of Architects Home Design Trends Survey, 2016 Q3

### FIGURE 3 Low maintenance materials continue to dominate choices for exterior products

% of firms reporting popularity of trend "increasing" minus % reporting "decreasing"; Q3 2016

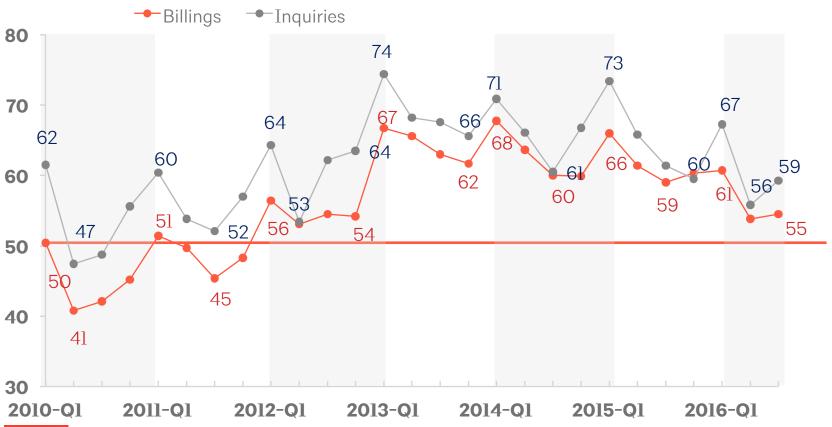




Source: The American Institute of Architects Home Design Trends Survey, 2016 Q3

# FIGURE 4 Project billings and inquiries rebound modestly at residential firms in Q3, but continue to trend toward slower growth

Diffusion index: 50 = no change from previous quarter; data are not seasonally adjusted

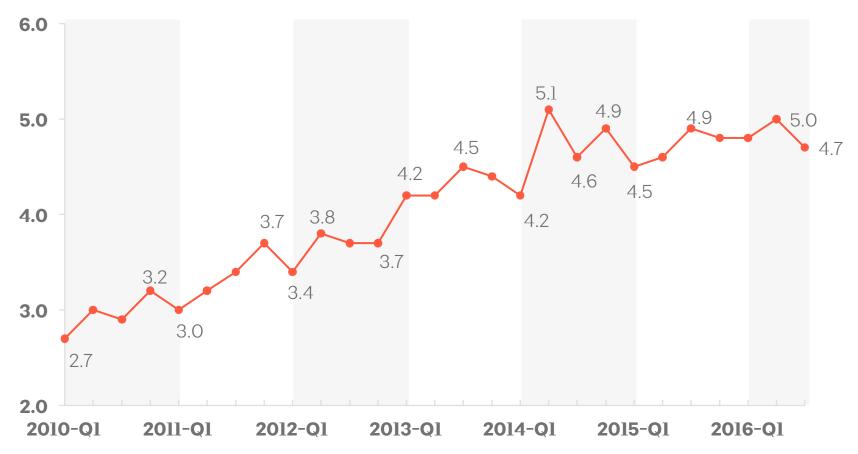




Source: The American Institute of Architects Home Design Trends Survey, Q1-2010 to Q3-2016

#### FIGURE 5 Project backlogs levelling off

Number of months of project backlogs, averages across all firms; data are not seasonally adjusted

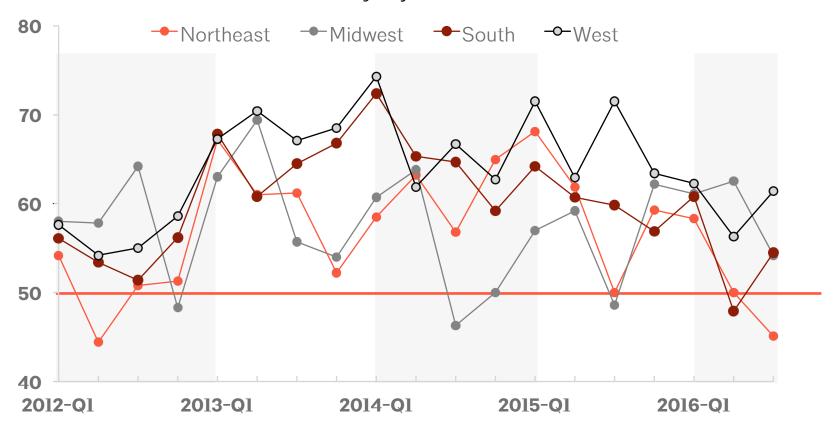




Source: The American Institute of Architects Home Design Trends Survey, Q1-2010 to Q3-2016

# FIGURE 6 Firms in the west report improving business conditions in Q3, while weakening at firms in northeast

Diffusion index for billings: 50 = no change from previous quarter; data are not seasonally adjusted

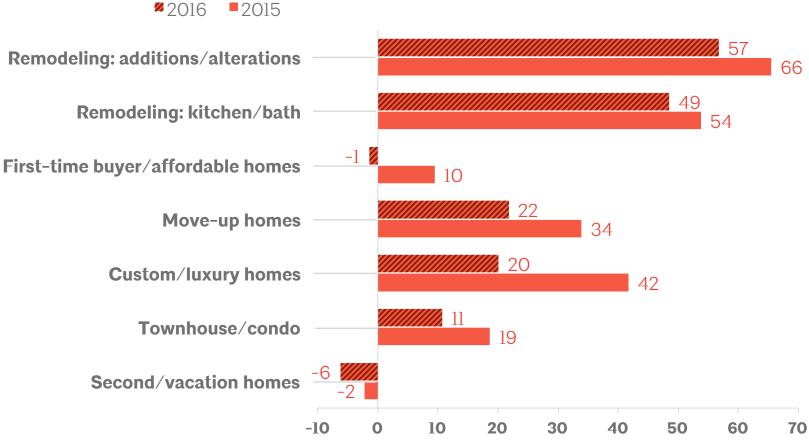




Source: The American Institute of Architects Home Design Trends Survey, Q1-2012 to Q3-2016

# FIGURE 7 Second home and entry level home sectors softening even as remodeling sectors remain strong

% of respondents reporting sector "improving" minus % reporting "weakening"; Q3 2016





Source: The American Institute of Architects Home Design Trends Survey, Q3-2015 and Q3-2016