

A typical NARI remodeler...

Established business:

AVERAGE YEARS IN BUSINESS: 20.6

76% EMPLOY 1-10 PEOPLE

71% INDIVIDUALLY-OWNED BUSINESSES

83% COMPANIES HAVE ORIGINAL OWNERSHIP

29.4% ARE 35-44 YEARS OF AGE

89.3% OPERATE OUT OF ONE LOCATION

46% OF MEMBERS WORK 4-6 JOBS AT A TIME

Sophisticated and diverse:

82% WORK AS THE GENERAL CONTRACTOR

28% WORK AS SUB-CONTRACTOR

90% PROVIDE IN-HOUSE DESIGN SERVICES

46% HAVE DEDICATED SALES PERSONNEL

Top 3 remodeling services

1



KITCHENS

2



BATHS

3



ADDITIONS

Profitable:

55% OF SALES COME FROM REMODELING EXISTING ROOMS

37% OF REMODELERS DO COMMERCIAL REMODELING REGULARLY

99% DO RESIDENTIAL REMODELING REGULARLY



46% NARI MEMBERS

\$1,000,000 & ABOVE
IN GROSS SALES

AVERAGE PROJECT COST:

\$51,500