



Coronavirus Impact on Homebuilding Industry

Data Collected: March 31 – April 6

Economics & Housing Policy Group

Executive Summary

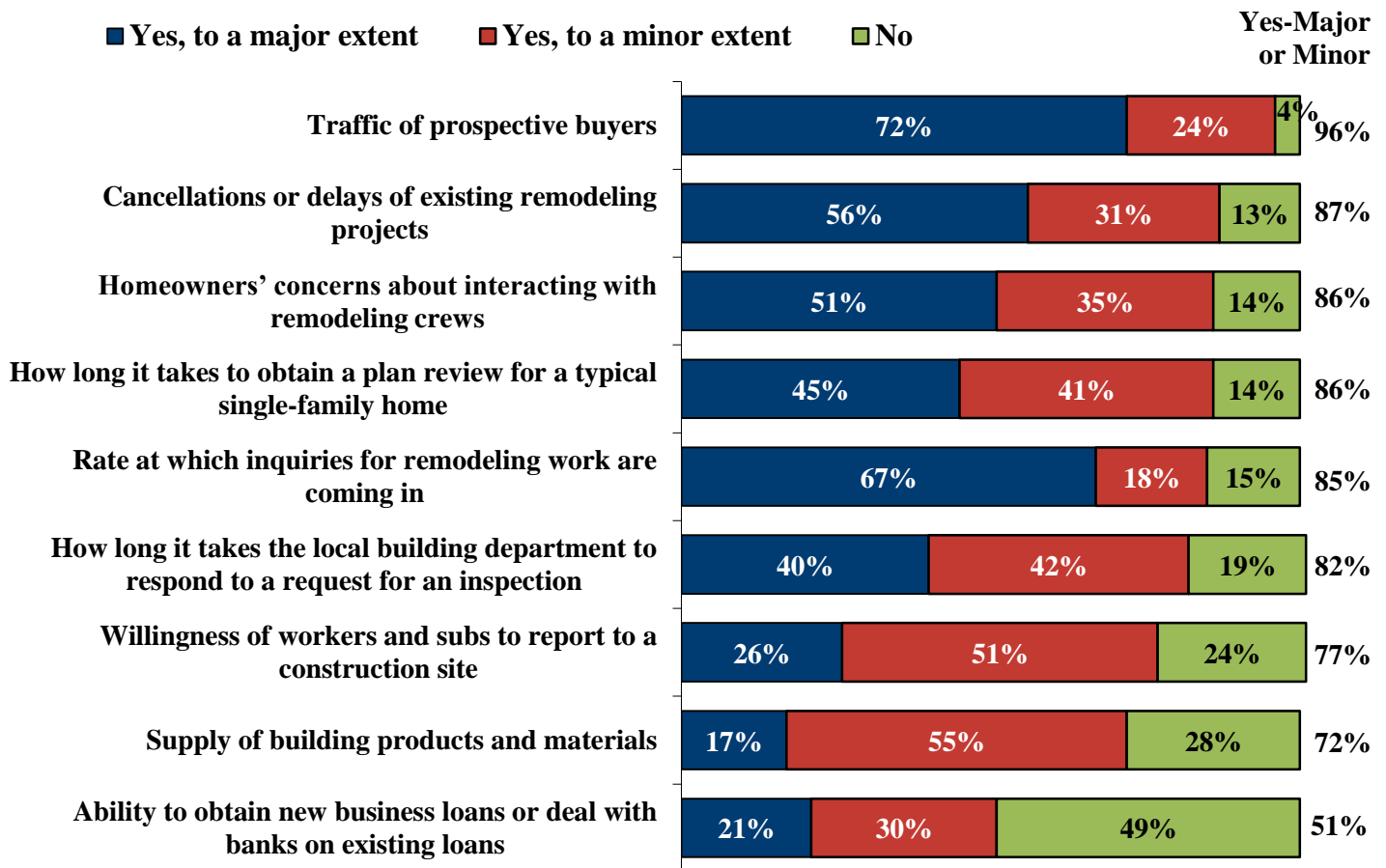
- In an effort to understand how the novel coronavirus, COVID-19, is impacting the homebuilding industry, NAHB put out another online poll on Tuesday, March 31 through various channels (NAHBNow blog, Monday Morning Briefing, Friday Morning Email, What's Up Wednesday, NAHB's preparedness [page](#), and through social media). This is the third week in a row NAHB has conducted this poll.
- A total of 256 responses were received. The data collection period extended from March 31 through April 6 (week 3).
- Results from week 1 (March 18-23) and week 2 (March 24-31) are also shown below. The online poll is open to anyone in the industry receiving the link through any of the methods listed above, and therefore, the respondents' geographic distribution and other characteristics may vary from week to week. As a result, comparisons across weeks should be interpreted cautiously.
- Respondents' Profile:

<p>Primary Business Activity</p> <p>Single-family homebuilding: 51%</p> <p>Residential remodeling: 20%</p> <p>Multifamily homebuilding: 9%</p> <p>Other: 21%</p>	<p>Region</p> <p>Northeast: 15%</p> <p>Midwest: 23%</p> <p>South: 44%</p> <p>West: 18%</p>
<p>NAHB Membership Status</p> <p>Members: 84%</p> <p>Non-Members/Unknown: 16%</p>	<p>Company Position</p> <p>Owner/President/CEO: 65%</p> <p>Other Executive: 15%</p> <p>Production: 7%</p> <p>Administrative: 4%</p> <p>Other: 8%</p>

- For the second week in a row, the share of responses from the Northeast was larger than the week before. This region has accounted for 6%, 11%, and 15%, respectively, of responses in each of the past three weeks (Exhibit 11).
- At least 51% of respondents report a noticeable, adverse effect of the virus on various aspects of their businesses during this period, March 31-April 6. (Exhibit 1).
- 96% report an impact on **traffic of prospective buyers** (72% major impact; 24% minor impact). This share is up from 93% in week 2 and from 81% in week 1 (Exhibit 2). Every region, except the West, saw this percentage increase during week 3.
- Over 80% report impacts on:
 - **Cancellations/delays of existing remodeling projects**
 - **Homeowners' concerns about interacting with crews**
 - **How long it takes to obtain a plan review for single-family homes**
 - **The rate at which remodeling inquiries are coming in**

- **How long it takes the local building department to respond to a request for an inspection**
- The share reporting a negative impact on the **willingness of workers and subs to report to a construction site** has grown steadily: from 42% in week 1, to 64% in week 2, and 77% in week 3. The share has also risen steadily in each of the four Census regions during this period.
- The share reporting a negative impact on the **supply of building products and materials** has increased from 54% in week 1, to 65% in week 2, and 72% in week 3. This share has been rising steadily in the Northeast and West regions.
- 71% report residential construction has been classified as an **essential business** in their area.

Exhibit 1
As of this date, has the coronavirus had a noticeable, adverse effect
on any of the following aspects of your business?
(Percent of Respondents)



**Exhibit 2 - NATIONAL
Adverse Effects – History**

(Percent of Respondents Reporting Minor or Major Impact on Business)

	Week 1: March 18-23	Week 2: March 24-30	Week 3: Mar 31- Apr 6
Traffic of prospective buyers	81%	93%	96%
Cancellations or delays of existing remodeling projects	n/a	82	87
Homeowners' concerns about interacting with remodeling crews	n/a	89	86
How long it takes to obtain a plan review for a typical single-family home	57	80	86
Rate at which inquiries for remodeling work are coming in	n/a	86	85
How long it takes the local building department to respond to a request for an inspection	50	78	82
Willingness of workers and subs to report to a construction site	42	64	77
Supply of building products and materials	54	65	72
Ability to obtain new business loans or deal with banks on existing loans	n/a	n/a	51

Exhibit 3A - NORTHEAST

Adverse Effects – History

(Percent of Respondents Reporting Minor or Major Impact on Business)

	Week 1: March 18-23	Week 2: March 24-30	Week 3: Mar 31- Apr 6
Traffic of prospective buyers	93%	86%	96%
Cancellations or delays of existing remodeling projects	n/a	80	87
Homeowners' concerns about interacting with remodeling crews	n/a	91	86
How long it takes to obtain a plan review for a typical single-family home	82	97	89
Rate at which inquiries for remodeling work are coming in	n/a	86	85
How long it takes the local building department to respond to a request for an inspection	81	97	88
Willingness of workers and subs to report to a construction site	56	68	87
Supply of building products and materials	63	72	81
Ability to obtain new business loans or deal with banks on existing loans	n/a	n/a	48

Exhibit 3B – NE Response Distribution by State

	Week 1: March 18-23	Week 2: March 24-30	Week 3: Mar 31-Apr 6
CT	24%	9%	6%
MA	0%	9%	17%
ME	6%	3%	0%
NH	0%	6%	0%
NJ	0%	9%	17%
NY	35%	21%	19%
PA	35%	38%	42%
RI	0%	6%	0%
VT	0%	0%	0%
Responses	17	34	36

Exhibit 4A - MIDWEST

Adverse Effects – History

(Percent of Respondents Reporting Minor or Major Impact on Business)

	Week 1: March 18-23	Week 2: March 24-30	Week 3: Mar 31- Apr 6
Traffic of prospective buyers	79%	96%	98%
Cancellations or delays of existing remodeling projects	n/a	84	97
Homeowners' concerns about interacting with remodeling crews	n/a	83	85
How long it takes to obtain a plan review for a typical single-family home	57	84	78
Rate at which inquiries for remodeling work are coming in	n/a	91	87
How long it takes the local building department to respond to a request for an inspection	50	83	71
Willingness of workers and subs to report to a construction site	40	73	85
Supply of building products and materials	45	74	60
Ability to obtain new business loans or deal with banks on existing loans	n/a	n/a	41

Exhibit 4B – MW Response Distribution by State

	Week 1: March 18-23	Week 2: March 24-30	Week 3: Mar 31-Apr 6
IA	2%	0%	7%
IL	7%	8%	9%
IN	2%	8%	16%
KS	0%	3%	2%
MI	37%	32%	20%
MN	4%	3%	5%
MO	0%	5%	5%
ND	13%	10%	2%
NE	5%	1%	2%
OH	18%	16%	16%
SD	4%	8%	4%
WI	9%	8%	11%
Responses	126	79	55

Exhibit 5A - SOUTH
Adverse Effects – History
(Percent of Respondents Reporting Minor or Major Impact on Business)

	Week 1: March 18-23	Week 2: March 24-30	Week 3: Mar 31- Apr 6
Traffic of prospective buyers	82%	91%	95%
Cancellations or delays of existing remodeling projects	n/a	82	80
Homeowners' concerns about interacting with remodeling crews	n/a	91	85
How long it takes to obtain a plan review for a typical single-family home	58	71	82
Rate at which inquiries for remodeling work are coming in	n/a	82	82
How long it takes the local building department to respond to a request for an inspection	48	70	83
Willingness of workers and subs to report to a construction site	40	58	70
Supply of building products and materials	59	52	73
Ability to obtain new business loans or deal with banks on existing loans	n/a	n/a	55

Exhibit 5B – SO Response Distribution by State

	Week 1: March 18-23	Week 2: March 24-30	Week 3: Mar 31-Apr 6
AL	11%	5%	8%
AR	0%	1%	1%
DC	0%	0%	1%
DE	0%	2%	2%
FL	7%	8%	12%
GA	6%	5%	7%
KY	1%	4%	2%
LA	2%	5%	8%
MD	0%	2%	7%
MS	2%	3%	2%
NC	27%	9%	19%
OK	1%	3%	3%
SC	0%	3%	5%
TN	12%	9%	4%
TX	24%	15%	11%
VA	9%	26%	10%
WV	0%	1%	1%
Responses	131	117	104

**Exhibit 6A - WEST
Adverse Effects – History**

(Percent of Respondents Reporting Minor or Major Impact on Business)

	Week 1: March 18-23	Week 2: March 24-30	Week 3: Mar 31- Apr 6
Traffic of prospective buyers	81%	96%	91%
Cancellations or delays of existing remodeling projects	n/a	80	88
Homeowners' concerns about interacting with remodeling crews	n/a	90	84
How long it takes to obtain a plan review for a typical single-family home	40	82	94
Rate at which inquiries for remodeling work are coming in	n/a	86	87
How long it takes the local building department to respond to a request for an inspection	44	78	86
Willingness of workers and subs to report to a construction site	60	64	74
Supply of building products and materials	66	71	80
Ability to obtain new business loans or deal with banks on existing loans	n/a	n/a	56

Exhibit 6B – WE Response Distribution by State

	Week 1: March 18-23	Week 2: March 24-30	Week 3: Mar 31-Apr 6
AK	3%	3%	9%
AZ	0%	5%	2%
CA	0%	10%	12%
CO	7%	20%	5%
HI	0%	1%	2%
ID	10%	1%	5%
MT	14%	6%	5%
NM	0%	1%	2%
NV	3%	2%	0%
OR	0%	5%	7%
UT	3%	12%	7%
WA	59%	33%	40%
WY	0%	1%	5%
Responses	29	86	43

Exhibit 7

**Has the state or local government classified residential construction as an essential business in your area?
(Percent of Respondents)**

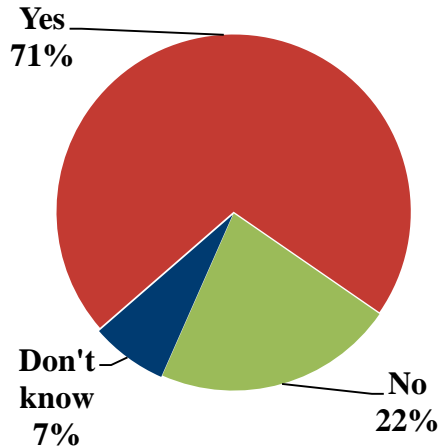


Exhibit 8

**Classification of Residential Construction as Essential – History
(Percent of Respondents)**

	Week 2: March 24-30	Week 3: Mar 31-Apr 6
Yes	70%	71%
No	22	22
Don't Know	8	7

Exhibit 9

**Are you a member of a home building association affiliated with NAHB? – History
(Percent of Respondents)**

	Week 1: March 18-23	Week 2: March 24-30	Week 3: Mar 31-Apr 6
Yes	97%	94%	84%
No	3	5	14
Don't Know		1	3

Exhibit 10

**What is your company's primary business activity?– History
(Percent of Respondents)**

	Week 1: March 18-23	Week 2: March 24-30	Week 3: Mar 31-Apr 6
Single-family homebuilding	51%	67%	51%
Residential remodeling	17	18	20
Multifamily homebuilding	5	4	9
Other	27	12	21

Exhibit 11
Region of the Country– History
(Percent of Respondents)

	Week 1: March 18-23	Week 2: March 24-30	Week 3: Mar 31-Apr 6
Northeast	6%	11%	15%
Midwest	42	25	23
South	43	37	44
West	10	27	18

Exhibit 12
What is your position in the company? – History
(Percent of Respondents)

	Week 1: March 18-23	Week 2: March 24-30	Week 3: Mar 31-Apr 6
Owner/President/CEO	67%	82%	65%
Other Executive Position	18	10	15
Production (Superintendent, Project Manager, etc.)	7	3	7
Administrative	4	3	4
Other	5	2	8