

## Who Are NAHB's Builder Members?

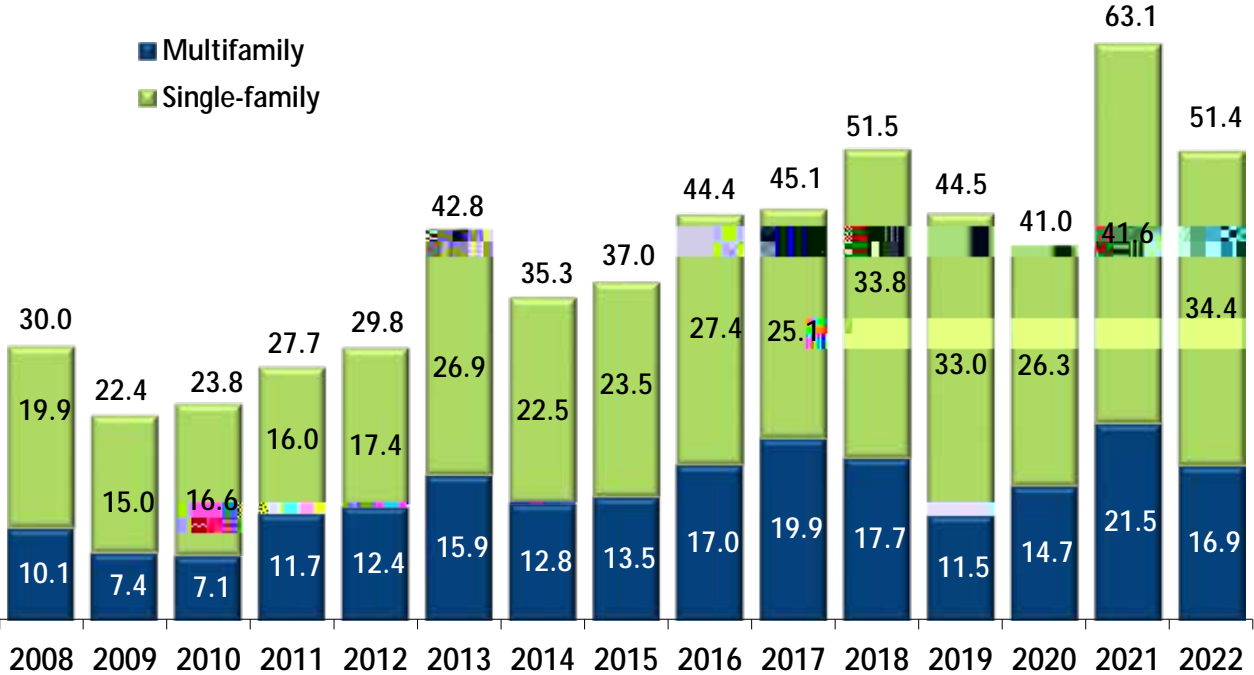


One percent of builder members reported no business activity. The median was an annual business volume of \$3.3 million, which was unchanged from 2021. By way of comparison, the [size standards](#)



from 21.5 in 2021 to 16.9 in 2022. Meanwhile, the median number of starts, less sensitive to the results reported by a relatively small number of very large builders, remained the same for 2021 and 2022 (6 starts).

### Average Number of Housing Starts: HISTORY



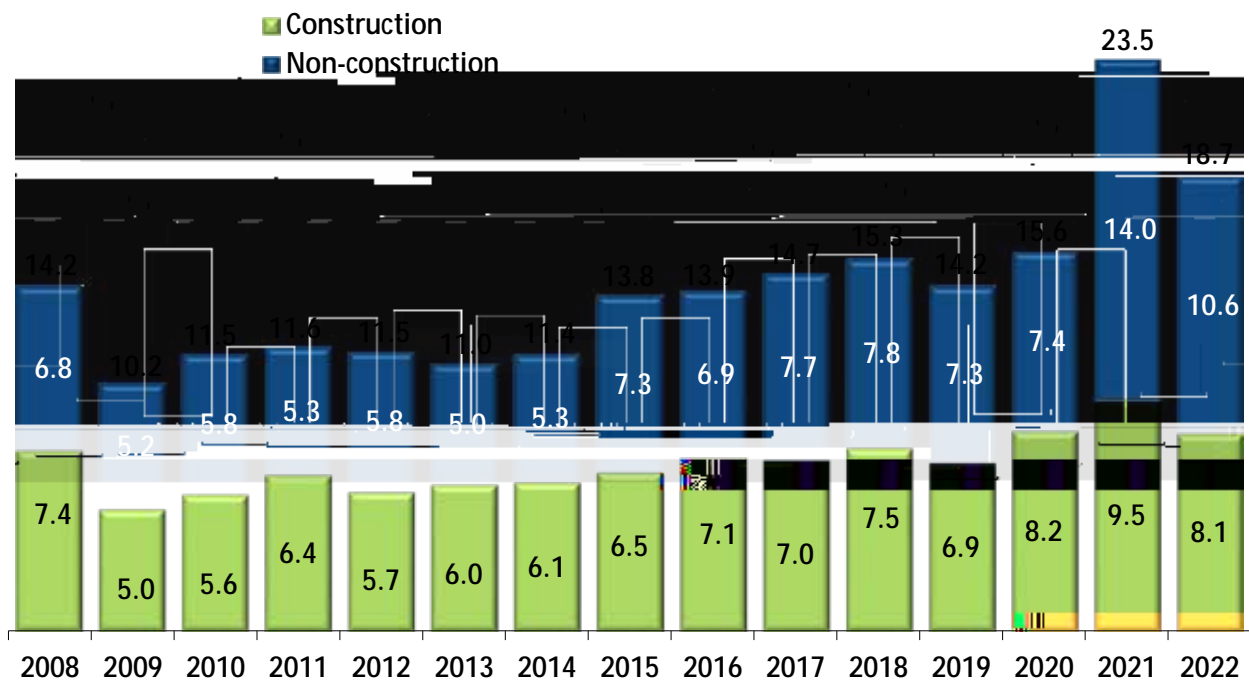
Source: NAHB 2022 Builder Member Census.

### Average Number of Employees Fell, But Still Historically High

Due to their status as small businesses and frequent reliance on [subcontractors](#), many builders carry relatively few employees on their payrolls. In NAHB’s 2022 member census, the builder members reported a median of 5 employees (including employees in both construction and non-construction jobs) for the eighth consecutive year. Skewed by a small number of very large builders, the average was a considerably higher 18.7 employees (8.1 construction and 10.6 non-construction). The median varies by the company’s primary activity. Among manufacturers of modular/panelized/log homes, the median number of paid employees in 2022 was 21, compared to 13 for multifamily builders, 10 for commercial builders, 8 for commercial remodelers, and 5 for each of the three other major categories of NAHB builders: single-family builders, residential remodelers, and land developers.

Even though there was a 20.4 percent decrease in the average number of employees on payroll from 23.5 in 2021 to 18.7 in 2022, that is still the second highest level in the survey's history. At its inception in 2008, builders carried an average of 14.2 payroll employees. The average hovered around 10 to 12 payroll employees from 2009 through 2014, and around 14 to 16 from 2015 through 2020. Most of the subsequent surge in 2021 was attributable to the number of non-construction employees carried on the payroll (which nearly doubled from 7.4 to 14.0), but the overall average fell in 2022.

**Figure 5. Average Number of Employees on Payroll: HISTORY**



### Age, Gender, Race, and Ethnicity

In 2022, only 4 percent of builder members were less than 35 years old, 17 percent were 35 to 44, 23 percent were 45 to 54, 31 percent were 55 to 64, and 25 percent were 65 years or older. The median age of builder members in 2022 was 57 years (fig. 6).

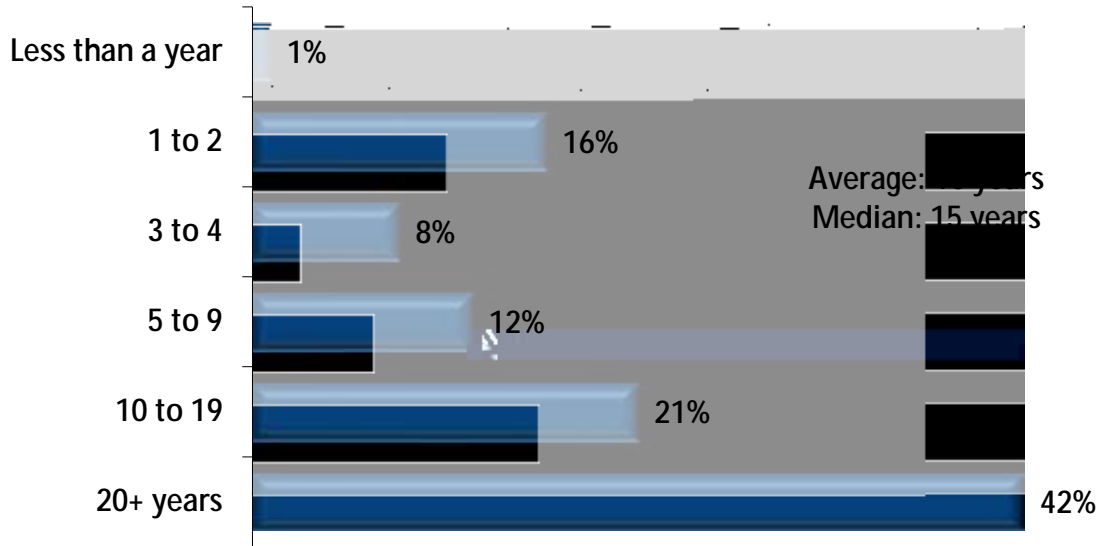


Figure 7. Female Share of Builder Members: HISTORY



**Figure 8. Education**  
*(Percent of Respondents)*

Figure 9. Number of Years as a Member of NAHB  
(Percent of Respondents)



The average tenure of NAHB builder members was 14 or 15 years from 2009 through 2013, then stabilized at 16 years from 2014 to 2018. Average tenure of NAHB members remained steady at 17 years from 2019 to 2021 before falling back to 16 years in 2022.

Among the major categories of builders, land developers and multifamily builders have the longest tenures, having been members of NAHB for an average of 19 years, followed by manufacturers of modular/panelized/log homes (18 years), single-family builders and commercial remodelers (both 16 years), and residential remodelers and commercial builders (both 15 years).

The following are a series of profiles covering each of the major categories of NAHB builder members.

## PROFILES BY BUILDER MEMBER TYPE

### Single Family Builder in 2022

Member Count	2008	2009	2010	2011	2012	2013 <sup>2</sup>	2014	2015	2016	2017
	45,198	31,630	27,512	24,159	23,520	18,973	24,289	24,463	22,908	22,708
	2018	2019	2020	2021	2022					
	22,996	23,733	22,891	22,412	23,462					

### Company Profile

1. No. of employees on payroll (*Median*):

e f 142.t6-4 (ru)-4 4860ET EMC /P <</MC9 (c)11.1Nction Ed Enynstru



### Commercial Builder in 2022

Member Count	2008	2009	2010	2011	2012	2013 <sup>4</sup>	2014	2015	2016	2017
	3,177	2,491	2,603	2,347	2,028	1,487	1,611	2,516	2,399	2,028
	2018	2019	2020	2021	2022					
	1,964	2,151	1,692	1,956	1,909					

### *Company Profile*

---

## Multifamily Builder in 2022

Member Count	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
	3,006	2,633	1,702	1,445	1,423	1,853	1,568	1,639	1,773	1,637
	2018	2019	2020	2021	2022					
	1,817	1,566	1,532	1,911	1,689					

### Company Profile

**1. No. of employees on payroll (*Median*):**

Construction Employees	3
Non-construction Employees	5
Total	13

*(Ten percent have 50-99 employees and 10 percent have 100 or more.)*

**2. No. of units Started (*Median*):**

Single Family	0
Multifamily	72
Total	82
Remodeling Jobs > \$10,000	8

*(Thirty-five percent started 100-499 units and 12 percent 500 or more.)*

**3. Dollar volume of company's construction (*Median*):** **\$8.2 million**

*(Thirty-three percent had \$15 million or more in business activity.)*

**4. Build Age-Restricted Housing for People Age 55+:** **32%**

**5. Incorporate Green/Sustainable Features into Homes:** **68%**

### Member Profile

1. No. of years as a member of NAHB (*Median*): 15 years
2. Age (*Median*) 56 years
3. Gender: Male: 84%    Female: 16%
4. Race/Ethnicity: White: 94%    Hispanic: 5%
5. Education 75% have college/advanced degree  
17% have some college education

### Land Developer in 2022

Member Count	2008	2009	2010	2011	2012	2013 <sup>5</sup>	2014	2015	2016	2017
	2,972	2,709	1,928	1,630	1,588	1,346	2,022	1,450	1,641	1,695
	2018	2019	2020	2021	2022					
	1,624	1,489	1,732	1,505	1,649					

## Commercial Remodeler in 2022

Member



## Manufacturers of Modular/Panelized/Log Homes in 2022

Member Cou