The Architecture Billings Index (ABI) is a diffusion index derived from the monthly Work-on-the-Boards survey conducted by the AIA Economics & Market Research Group. The ABI serves as a leading economic indicator that leads nonresidential construction activity by approximately 9-12 months. The survey panel data participants provide a response depicting the proportion of respondents choosing each option, which represents an index value for each month. An index score of 50 represents no change in firm billings from the previous month, a score below 50 indicates a decline in firm billings from the previous month, and a score above 50 shows an increase in firm billings from the previous month.

### National

**Billings remain strongest at firms with residential, institutional specializations**

Graphs represent data from October 2017–October 2018 across the three sectors. A score of 50 indicates no change from the previous month. Above 50 shows an increase; below 50 shows a decrease. 3-month moving average.

### Regional

**Business conditions improve in the Northeast**

Graphs represent data from October 2017–October 2018 across the four regions. A score of 50 indicates no change from the previous month. Above 50 shows an increase; below 50 shows a decrease. 3-month moving average.

### National

**Billings growth softens**

Graphs represent data from October 2017–October 2018. Above 50 shows an increase; below 50 shows a decrease. 3-month moving average.

### Sector

**Billings remain strongest at firms with residential, institutional specializations**

Graphs represent data from October 2017–October 2018 across the three sectors. A score of 50 indicates no change from the previous month. Above 50 shows an increase; below 50 shows a decrease. 3-month moving average.

### National

**Architecture firm billings growth softens**

Graphs represent data from October 2017–October 2018. Above 50 shows an increase; below 50 shows a decrease. 3-month moving average.

### Practice

**Most important reasons for architecture firms to consider mergers or acquisitions related to making firm more competitive**

- Desires merger or acquisition, % of firms that have gone through or actively considered a merger or acquisition in the last year:
  - Desire for "one-stop shopping" (e.g., multiple design disciplines offered): 20%
  - Best way to ensure survival of firm: 40%
  - Allow owners to sell firm/realize benefits from investment: 60%
  - Allow firm to operate more efficiently/profitably: 80%
  - Ability to add new market area/serve a broader area: 100%