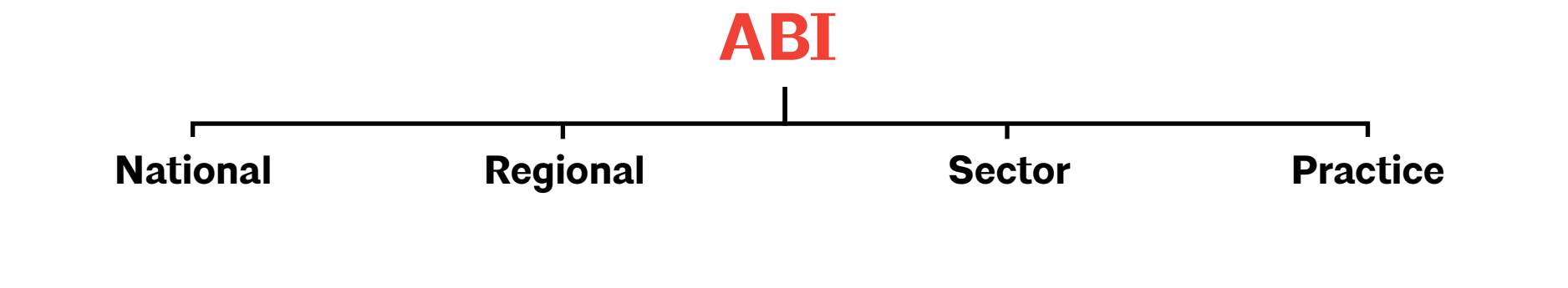


Architecture Billings Index (ABI)

December 2019

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 asks participants whether their billings increased, decreased, or stayed the same in the month that just ended. According to the proportion of respondents choosing each option, a score is generated, 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 above 50 indicates an increase in firm billings from the previous month, and a score below 50 indicates a decline in firm billings from the previous month.

*All graphs represent data from December 2018–December 2019.

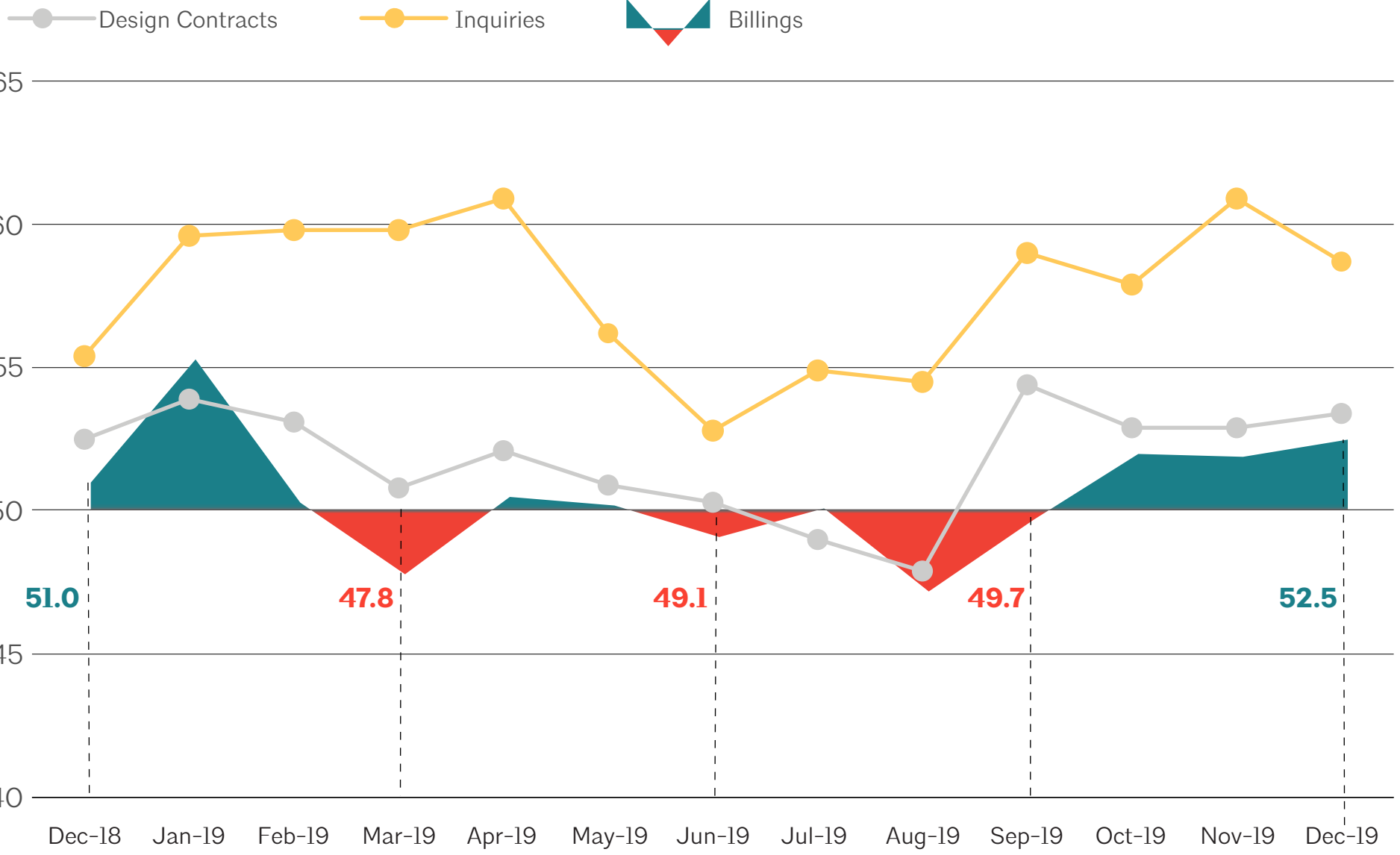


National

Business conditions at architecture firms continue to improve in December



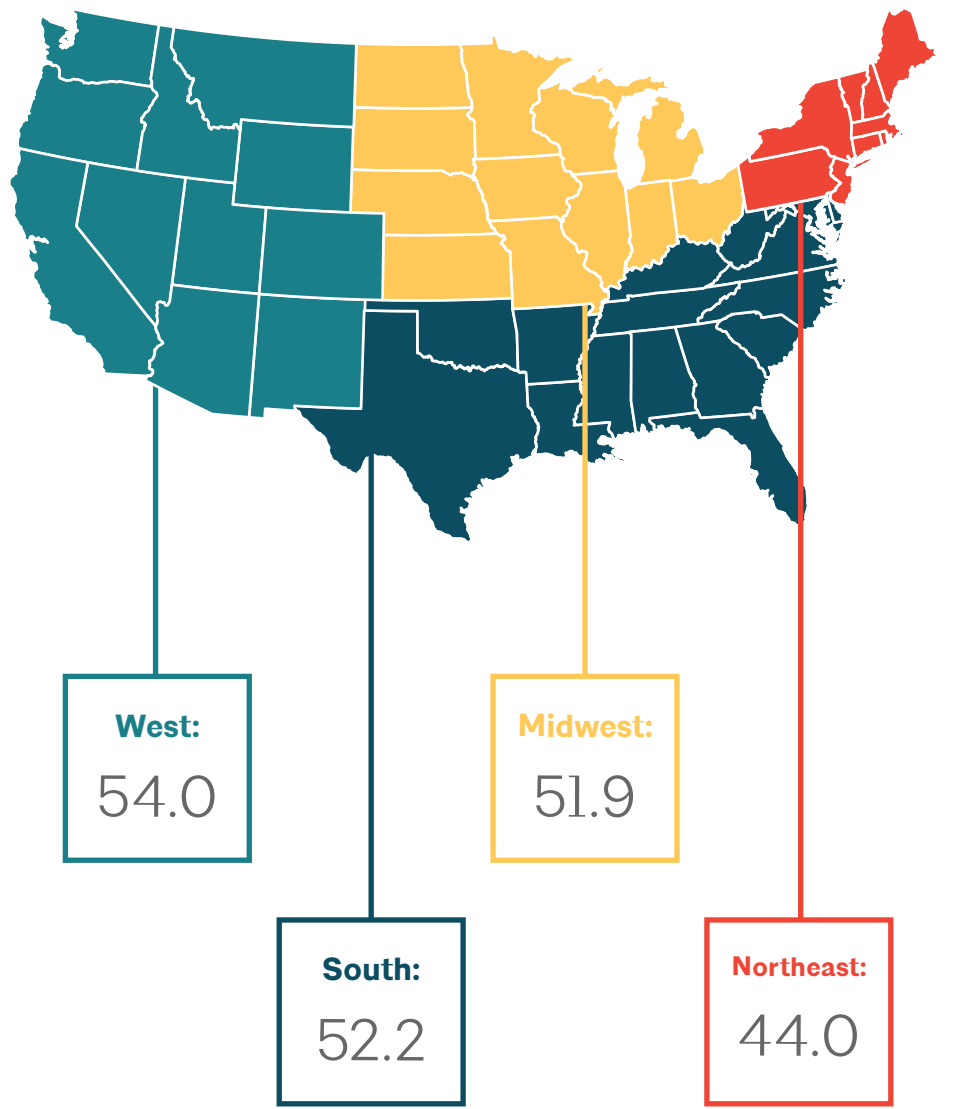
Graphs represent data from December 2018–December 2019.



Regional

Billings soften further at firms in the Northeast, strengthen elsewhere

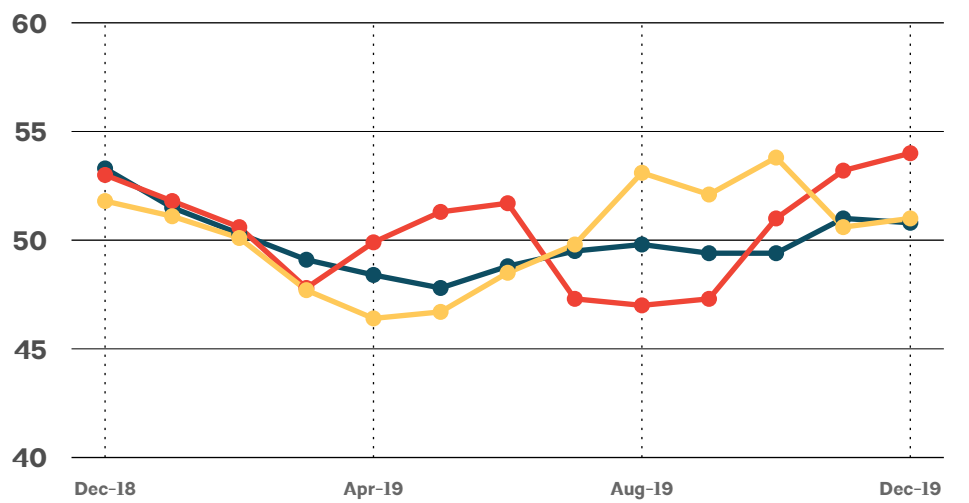
Graphs represent data from December 2018–December 2019 across the four regions. 50 represents the diffusion center. A score of 50 equals no change from the previous month. Above 50 shows increase; Below 50 shows decrease. 3-month moving average.



Sector

Firms of all specializations end 2019 on a strong note

Graphs represent data from December 2018–December 2019 across the three sectors. 50 represents the diffusion center. A score of 50 equals no change from the previous month. Above 50 shows increase; Below 50 shows decrease. 3-month moving average.



Practice

Previous projects, networking are key elements of marketing strategy at architecture firms

units: % of firms selecting given element as one of the top three most important elements of their firm's marketing strategy, multiple responses permitted

