

# Architecture Billings Index (ABI)

## August 2020

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.

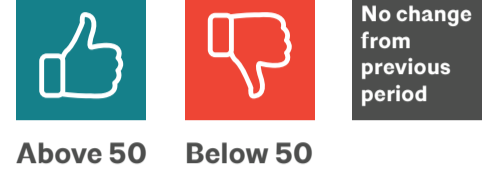
\*All graphs represent data from August 2019–August 2020.

### ABI

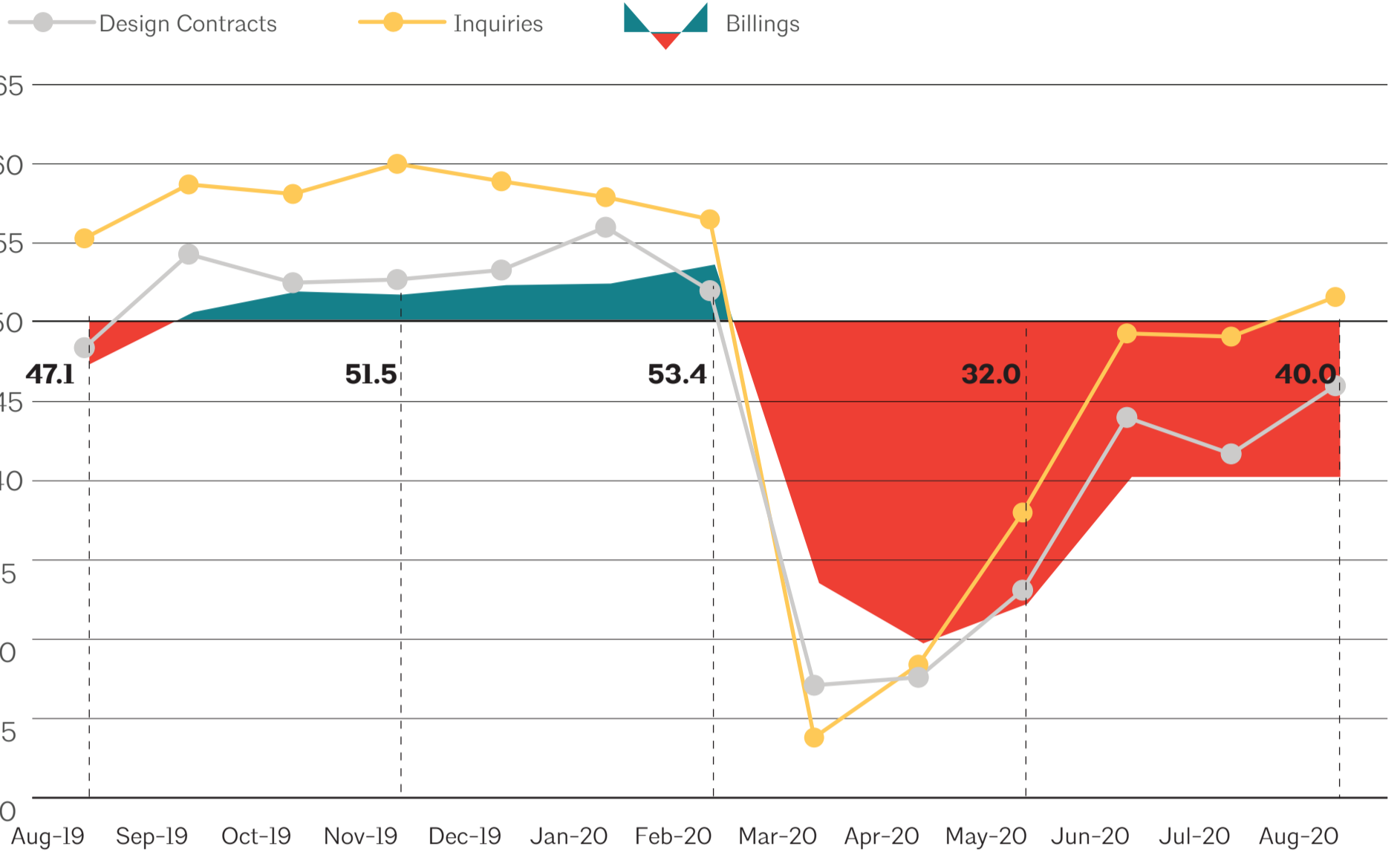
National      Regional      Sector      Practice

## National

Architecture firm billings remain stalled in August



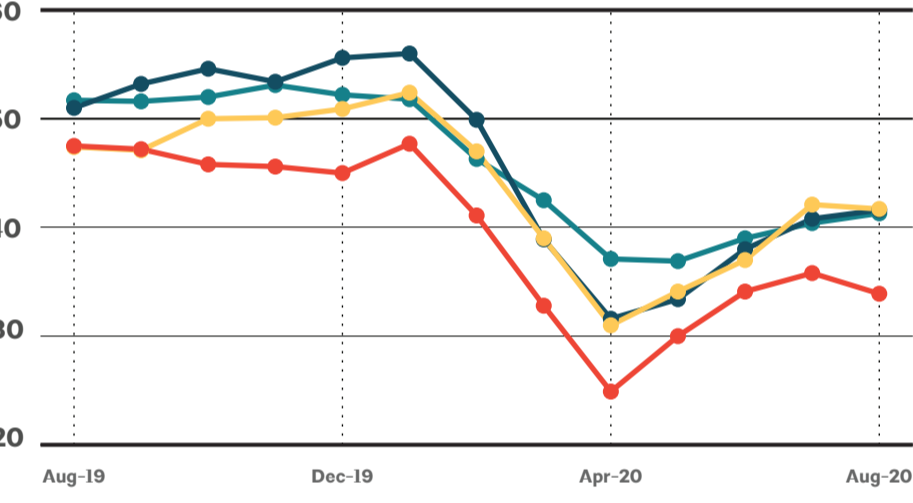
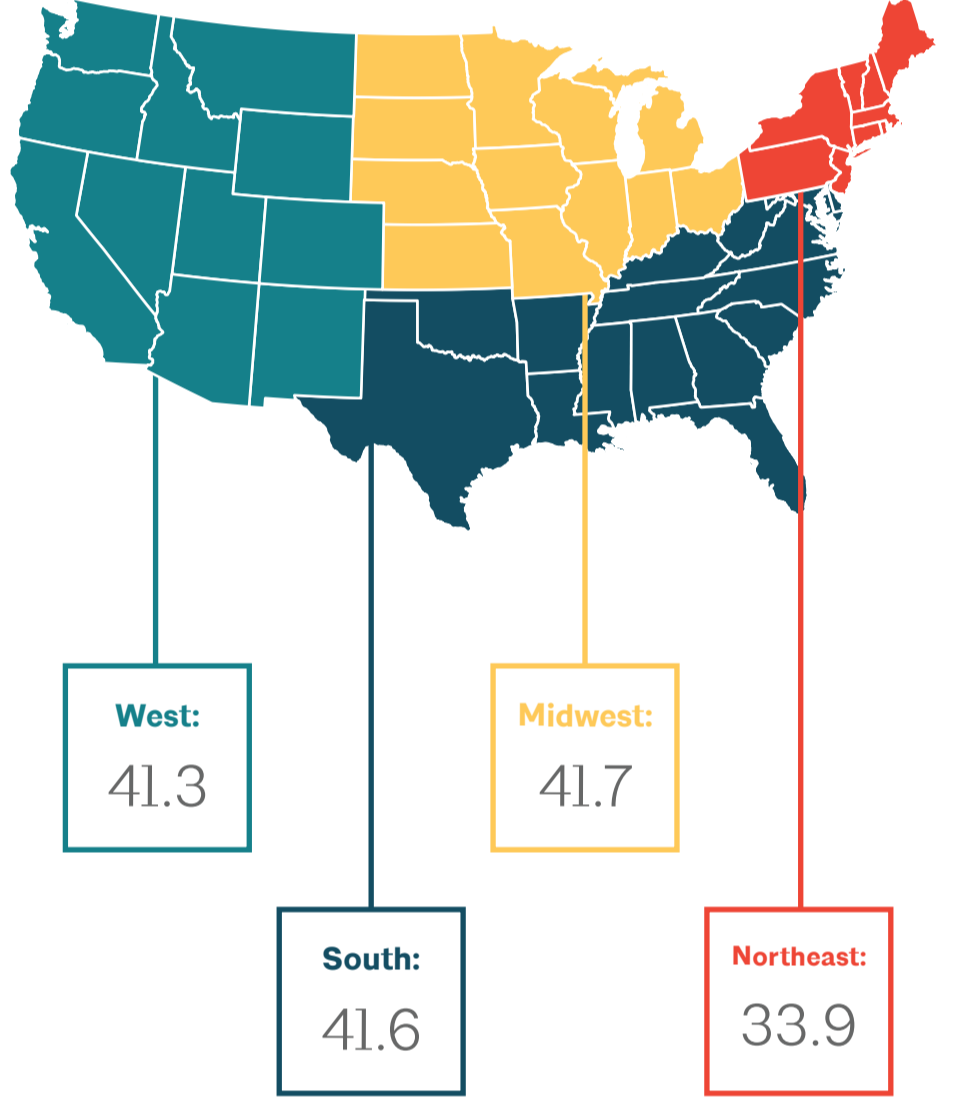
Graphs represent data from August 2019–August 2020.



## Regional

Business conditions remain particularly soft at firms in the Northeast

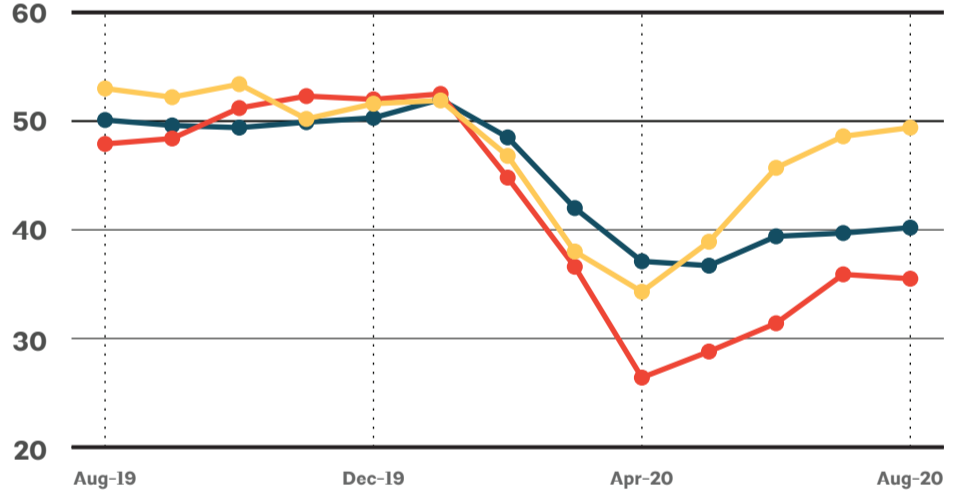
Graphs represent data from August 2019–August 2020 across the four regions. 50 represents the diffusion center. A score of 50 equals no change from the previous month. Above 50 shows increase; Below 50 shows decrease. 3-month moving average.



## Sector

Firms with a multifamily residential specialization near growth for first time since start of pandemic

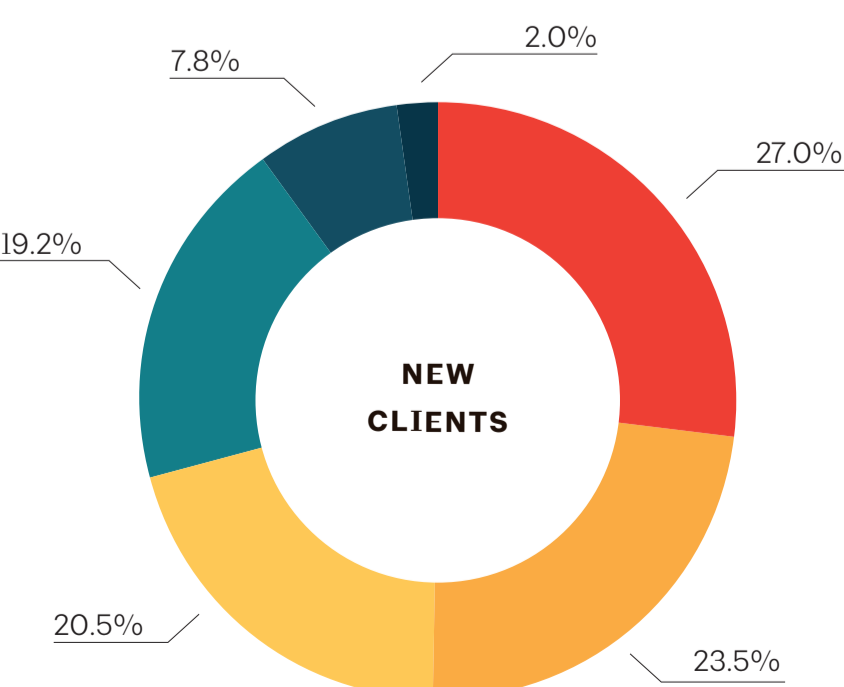
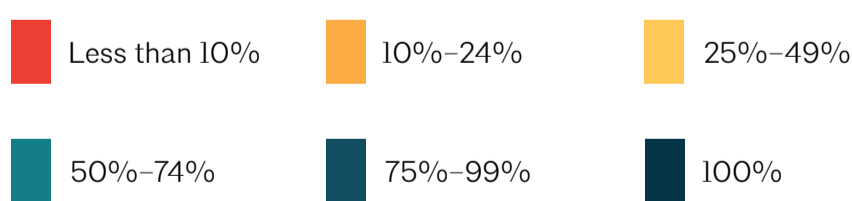
Graphs represent data from August 2019–August 2020 across the three sectors. 50 represents the diffusion center. A score of 50 equals no change from the previous month. Above 50 shows increase; Below 50 shows decrease. 3-month moving average.



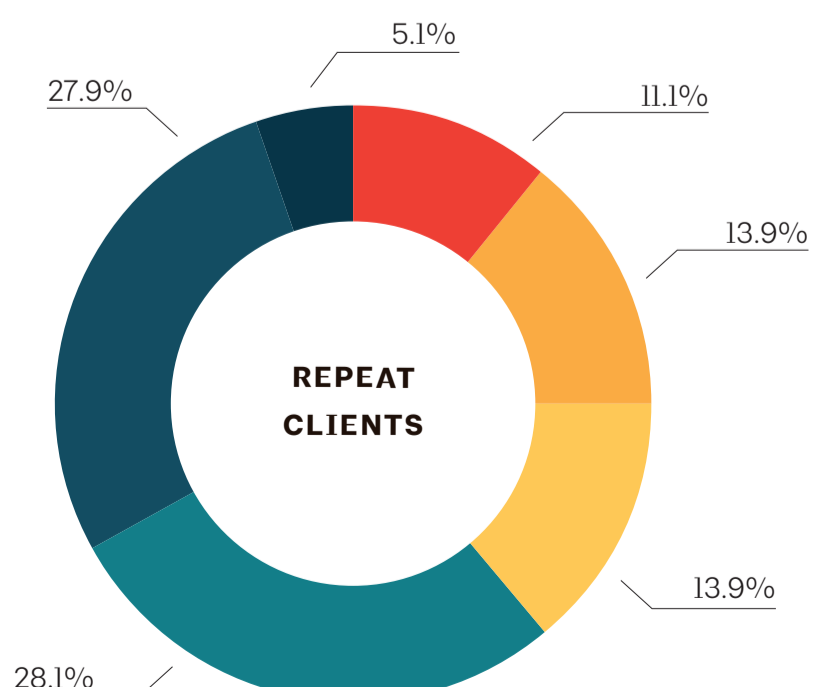
## Practice

Project proposals for repeat clients more likely to be converted to active projects since pandemic began than proposals for new clients

units: % of firms indicating given share of design proposals prepared for new/repeat clients that have been converted to active projects, since the COVID-19 pandemic began



AVERAGE SHARE OF PROPOSALS CONVERTED TO ACTIVE PROJECTS: 33.6%



AVERAGE SHARE OF PROPOSALS CONVERTED TO ACTIVE PROJECTS: 54.8%