

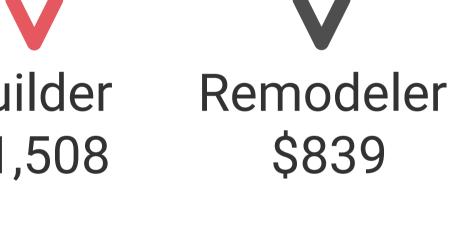
## How Much Money do Builders Lose to Material Delays?

Schedule delays, spikes in labor wages, and the ongoing rise in material costs are affecting builders' profit margins. But just how costly are material delays?



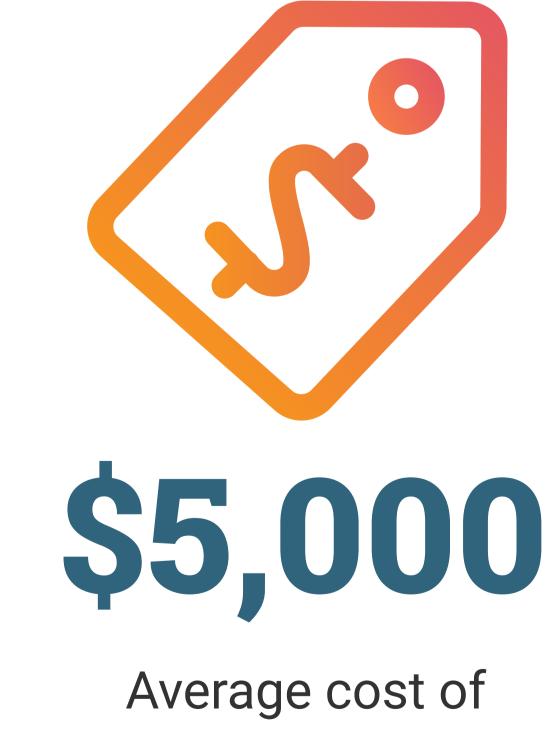
Average cost per day for material delays





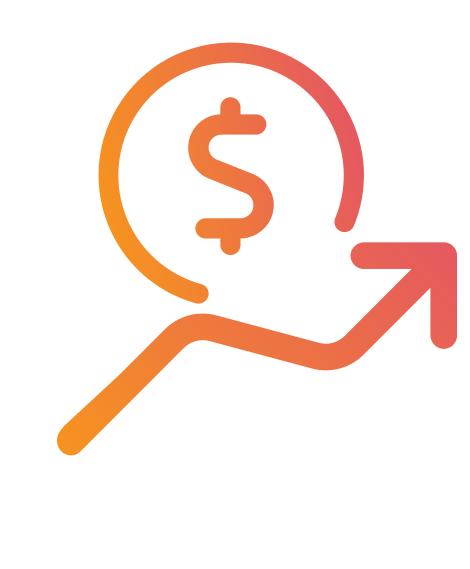


overage time due to material delays



delays per project (Rounded figure)

Builders and remodelers try to pass these costs on to their customers.



32% Average percent of price increases passed to the client



Large builder

Small builder

Builders pass on price increases differently based on size. In this study, a small builder has annual sales less than \$1.5 million, a medium builder has sales between \$1.5 MM and \$5 million and a large builder has sales greater than \$5 million.

Builders are using fixed percentage hikes with a price increase clause in their customer contracts.



customer quotes

Average percent

markup added to

quotes for a short

quotes by a specific percent of builders offer

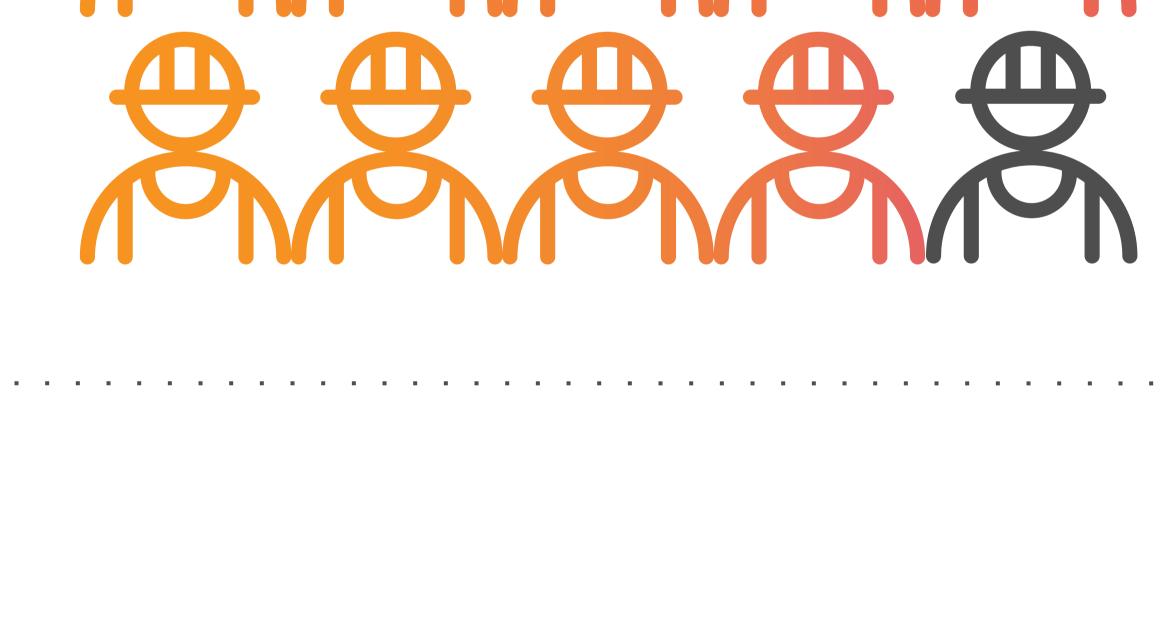
of builders mark up

of builders include

a material increase clause in quotes

period of time





Average percentage of cost overruns that are passed to client

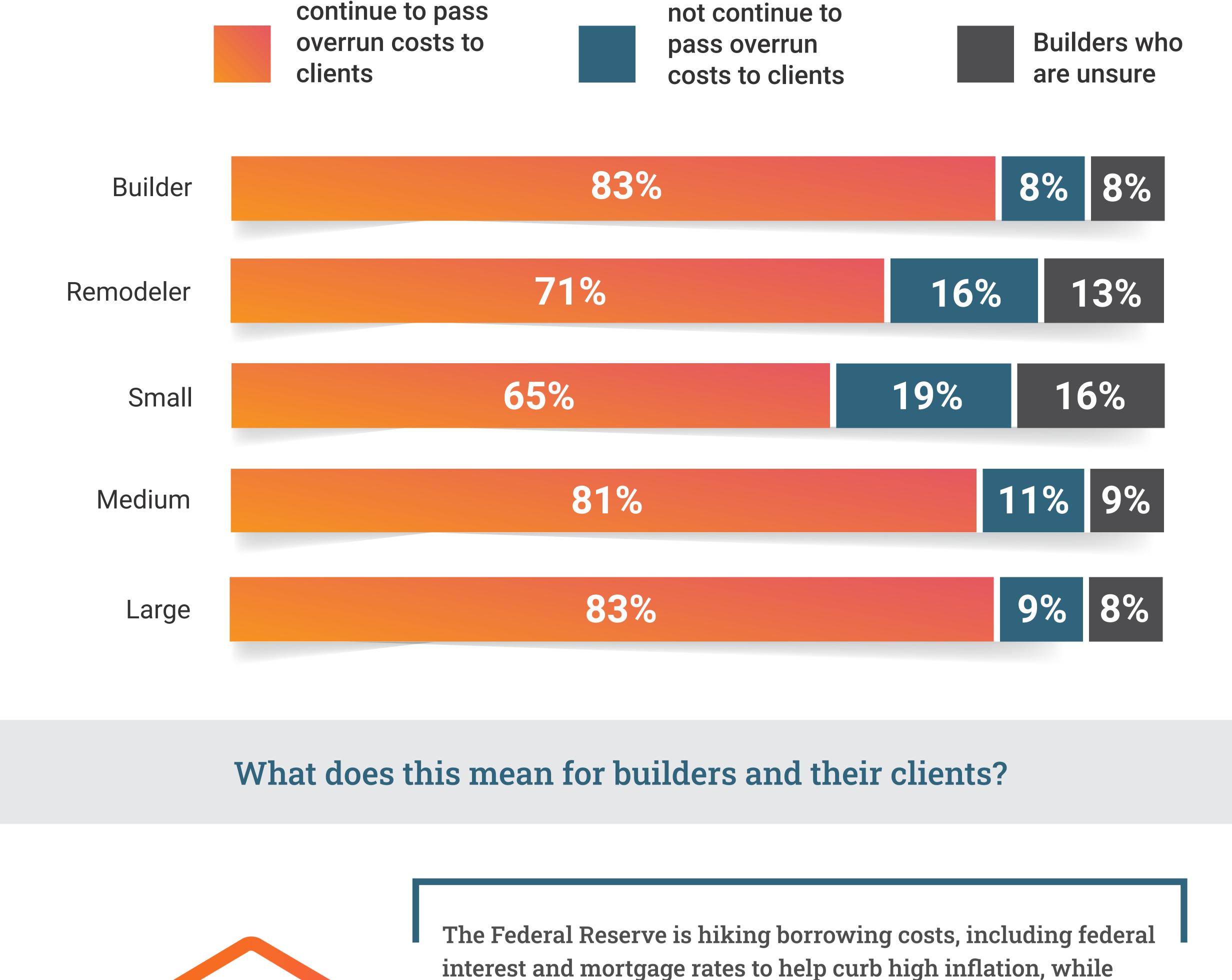
**Builders who will** 



**Builders who will** 

Even with reliable and stable dealer prices, builders and remodelers are more inclined to use methods that insulate themselves from price fluctuations.

Would you continue to insulate price fluctuations?



These factors are crucial for builders moving forward, as they will impact both new build and remodel housing demand. Source: Reuters

and materials.

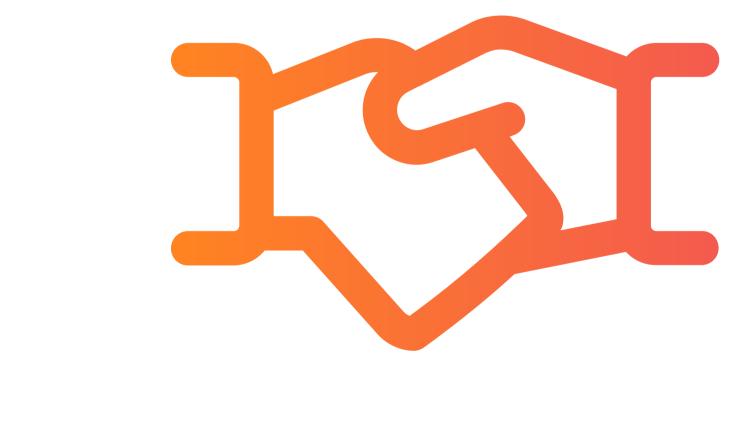
With price list integration, builders and dealers can quickly relay real-time information to each other, so quotes remain

Adding price list integration into your workflows can improve your builder-dealer relationships.

builders continue to face high costs and shortages for both labor

accurate and profitable as the U.S. mixed economy continues to drastically fluctuate material costs.

When builders have up-to-date prices in their work-



flows, they can better manage those costs and deliver more accurate quotes at the time of asking. This helps

builders communicate better and build trust with their clients.

Learn more about dealer price list integration as well as faster quotes,

scheduling, cost tracking, and more with Buildxact and get the

JOB. DONE.

All findings are part of an in-depth research study on profitable opportunities in the residential home building industry conducted by Buildxact and the Farnsworth Group.