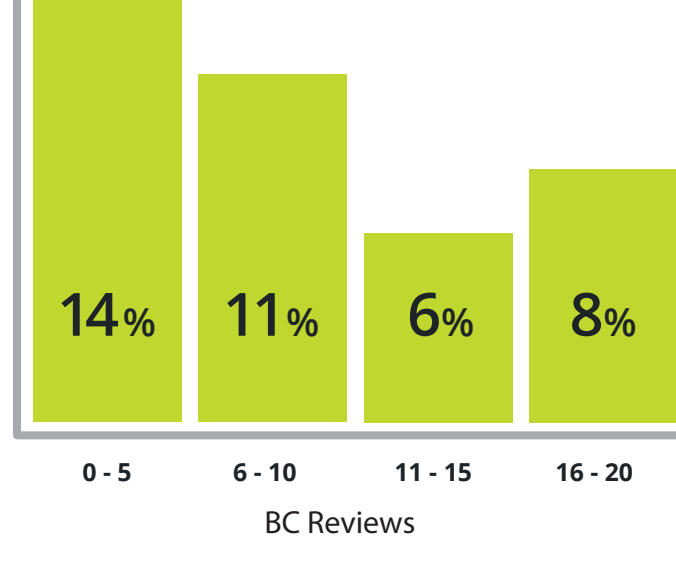


Breaking Into the BC Market

Over the last three months, 39% of trades have won work with less than 20 reviews on their BC account.

Of those trades, 14% won work with 5 reviews or less.



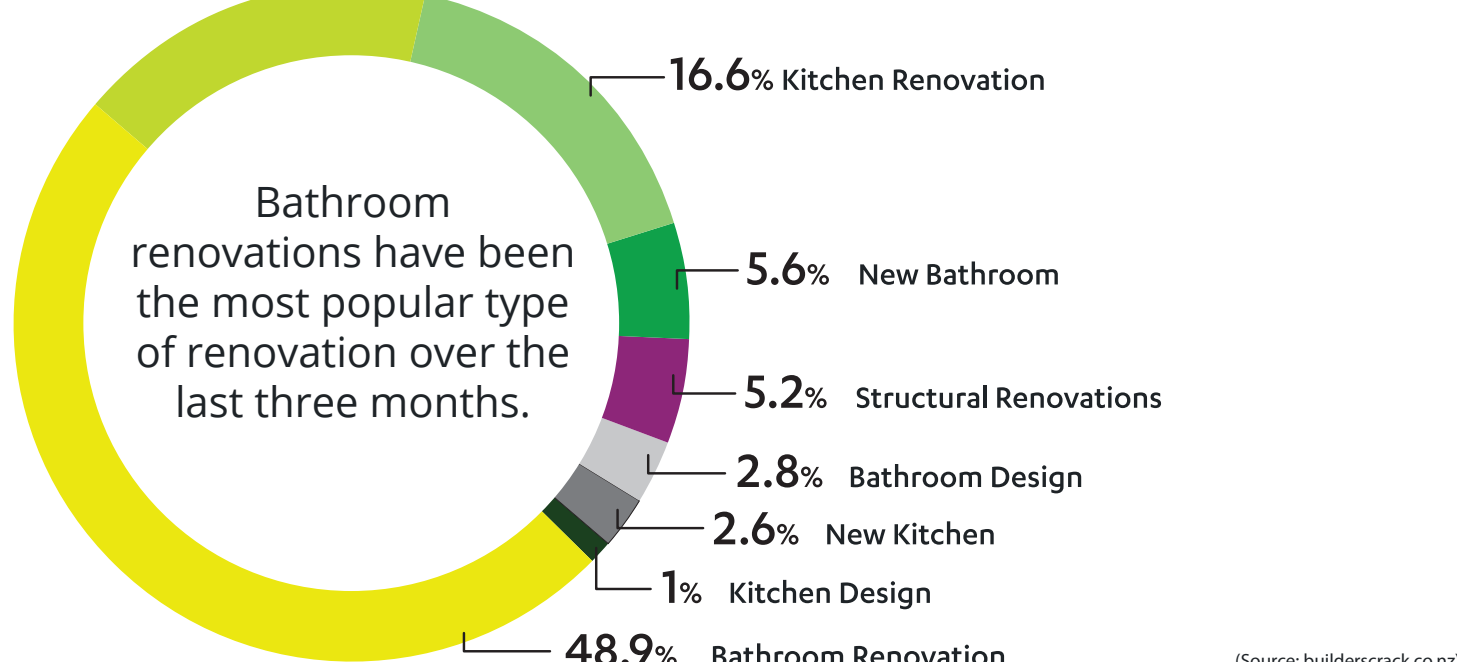
3 things in common

- 1 Every job had other trades chasing
- 2 Once contact was granted, trades addressed Homeowners by name
- 3 Within a week, trades organised a site visit, quote and start date.

(Source: builderscrack.co.nz)

Builderscrack | DATA

Bathroom Renos: A Top Priority



(Source: builderscrack.co.nz)

Builderscrack | DATA

Homeowner Insights

These were some of the top trending words in job descriptions from the past month:



(Source: builderscrack.co.nz)

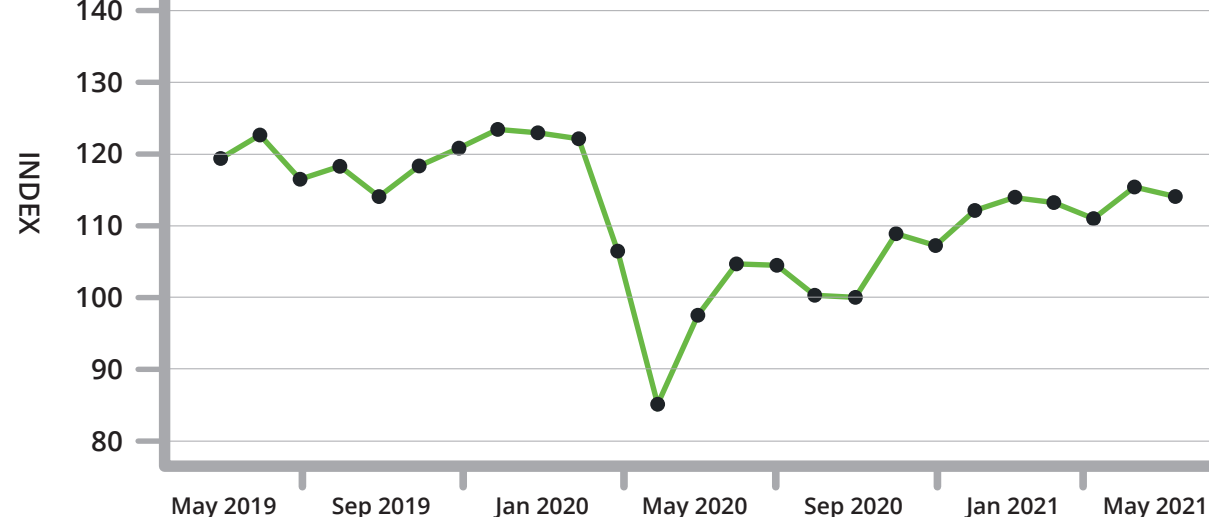
Consumer Confidence

ANZ **ROY MORGAN**

The ANZ-Roy Morgan Consumer Confidence Index eased 1 point to 114 in May, a little under its historical average of 120.

Good to know:

A net 19% think it is a good time to buy a major household item — this is the single best retail indicator in the survey.



(Source: Stats NZ / ANZ)

Residential Building Activity



In the latest quarter, residential building work rose 21% to

\$4.6 BILLION

The recent growth in building activity coincided with the rise in spending on hardware, building, and garden supplies, as shown in the latest retail trade survey data.

(Source: Stats NZ)

COVID-19 Related Delays

Over 4,500 builders, developers, and owners provided their perceptions of COVID-19's impact on building projects.

(Source: Stats NZ)

Perceived impact of COVID-19 on new-build projects in the March 2021 quarter.



Other impacts on new-home building projects

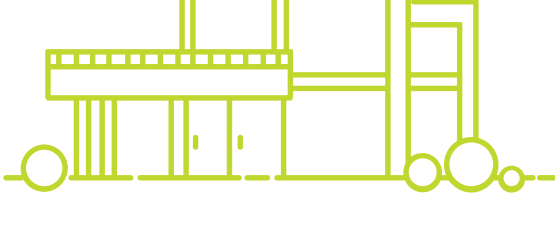


\$407 Million Spent on Hardware, Building, and Garden Supplies

A year on from the country's level 4 lockdown, Stats NZ reports that the hardware, building, and garden supplies industry has remained strong - **up 19 percent** (\$407 million) over the period March 2020 to March 2021.

(Source: Stats NZ)

Sustainable Building



New feedback has been released on transitioning towards practices like zero-carbon building, passive housing and building waste. The latest findings from MBIE show:

92% agree the building and construction sector needs to take action to reduce emissions

79% say there are barriers preventing them from taking action to reduce their emissions

Feedback from trades say the key barriers include:

- Cost
- Homeowners not wanting to build past existing code; and
- Entrenched beliefs within the building industry.

(Source: MBIE - Building for Climate Change)