# LEARN HOW TO CAPTURE YOUR FAIR SHARE OF THE MARKET RECOVERY

Metrostudy, a Hanley Wood company, is the leading provider of rich data and insight on residential real estate development for the housing industry. We offer a broad spectrum of services designed to help Building Product Manufacturers grow and understand their business in both the remodeling and new construction channels. Below is a list of the primary products and services we offer to manufacturers to help them grow and capture a significant share of the housing recovery.



### **CLOSING ANALYTICS**

Covering more than 2,400 Counties and 800 CBSAs, this dynamically updated tool enables insights into new home closings and allows a manufacturer to:

- · Understand the ideal end consumer targets
- See which builders are servicing those consumers
- · Identify which markets those builders are active in
- Drill into the specific subdivisions those builders are working on
- Focus on new home characteristics

With our sophisticated business intelligence tool, manufacturers can create customized reports using free-form pivot tables to share across data and insights across the organization.



### **BUILDER LEAD REPORT**

Covering 90 of the most important new construction markets, the Builder Lead Report is updated quarterly from field collected research and includes:

- Contact details for every active and future subdivision in Metrostudy survey markets
- The Market Snapshot and Market Summary reports, which offer an in-depth understanding of market activity from a permit and lot status perspective

Contact information on builders is also available as a separate database that can be easily integrated into CRM applications.



### **PERMIT ANALYSIS**

Covering 123 of the most important new construction markets, our permit data is updated on a monthly basis and enables a manufacturer to:

- See which builders have pulled permits across the most important markets
- Drill into specific builders, cities, zip codes and subdivisions

To put these insights and tools to work for your business, contact:

### **Toby Morrison**

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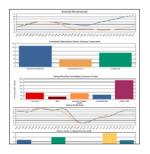
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### **HOME BUILDER OUTLOOK**

Providing a national overview on all markets (940 CBSAs) and in-depth local reports on the largest 100 markets, the Home Builder Outlook Report enables a manufacturer to:

- See national and local overviews of current market conditions
- Understand key economic indicators, housing starts, new home sales, permits and other metrics from a historical and forecast perspective
- Identify key markets or areas within a market and builders within a market in order to focus sales and marketing efforts



# **RESIDENTIAL REMODELING INDEX (RRI)**

Covering 366 Metropolitan Statistical Areas (all population centers of 50,000 or more) on a quarterly basis, the RRI national and local reports enable manufacturers to:

- Understand remodeling activity and potential to explore and rank at the market level or at the zip code level within markets
- See which consumers are key to capturing the remodeling and replacement potential
- Identify where the most future activity will take place



# **CUSTOM ANALYSIS**

Beyond our "out-of-the-box" solutions, Metrostudy can create customized reports and dashboards to suit your specific needs or assist with complex modeling or forecasting projects involving housing, construction, and remodeling. We can help you:

- Chart historical sales performance against market conditions to assist in forecasting sales projections or identifying territories to focus on
- Analyze customer data to define profiles and create media analysis to optimize marketing efforts
- Merge any of the data points in the earlier categories to provide a customized data dashboard