



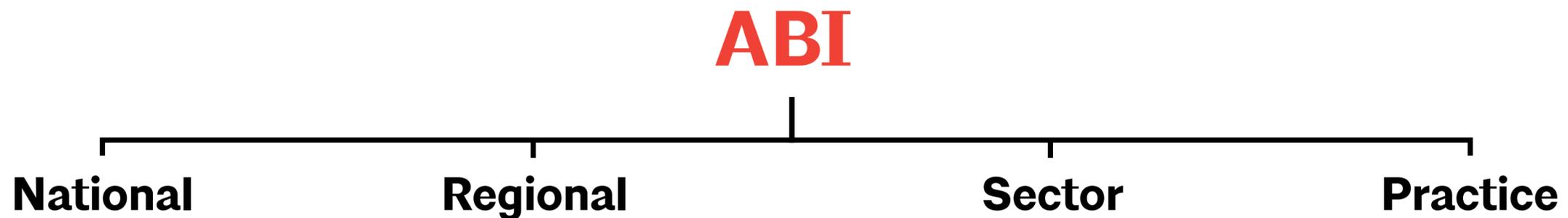
Deltek

AIA/Deltek Architecture Billings Index (ABI)

March 2025

The AIA/Deltek 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 March 2024–March 2025.



National

Architecture firm billings weaken further

Graphs represent data from March 2024–March 2025.



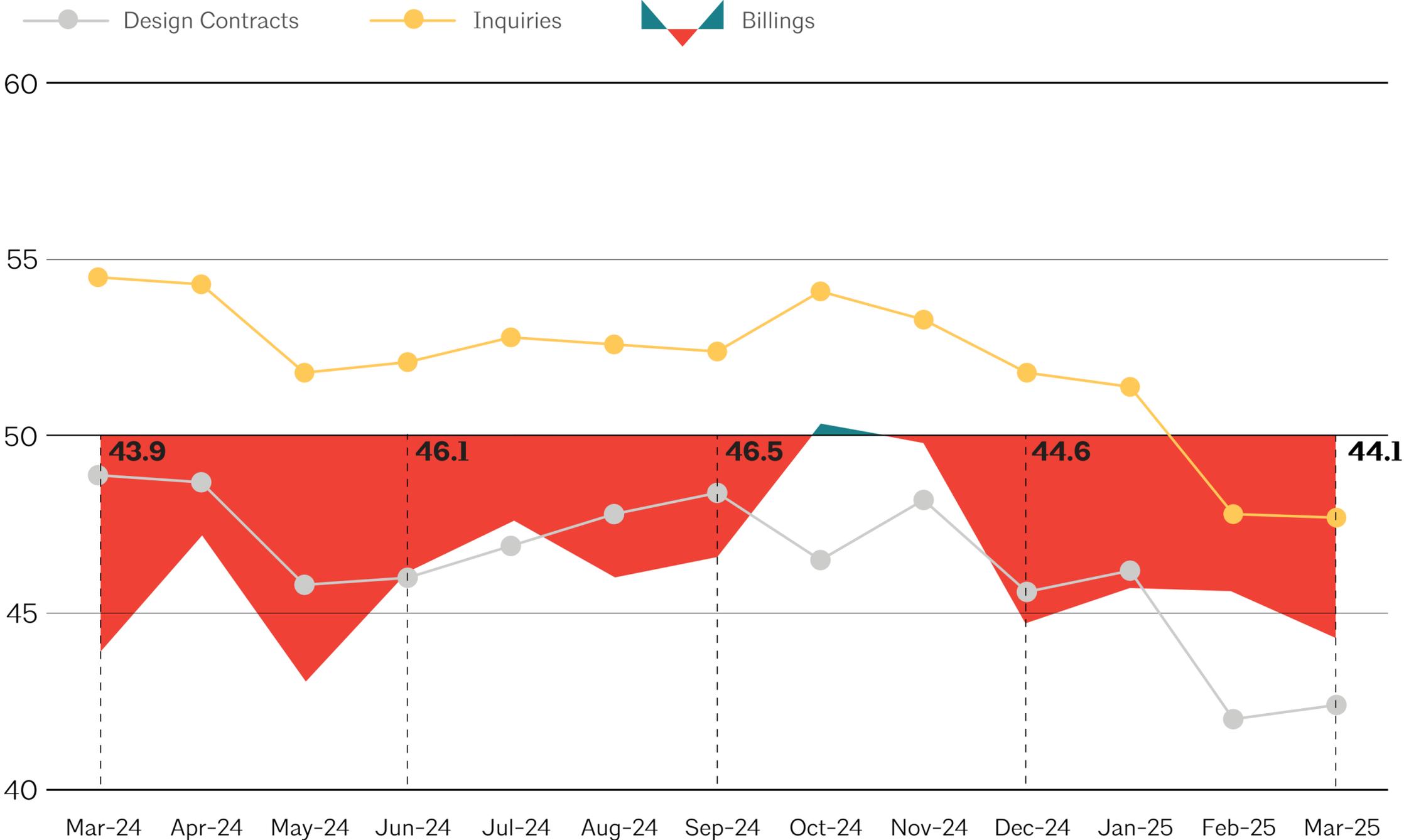
Above 50



Below 50



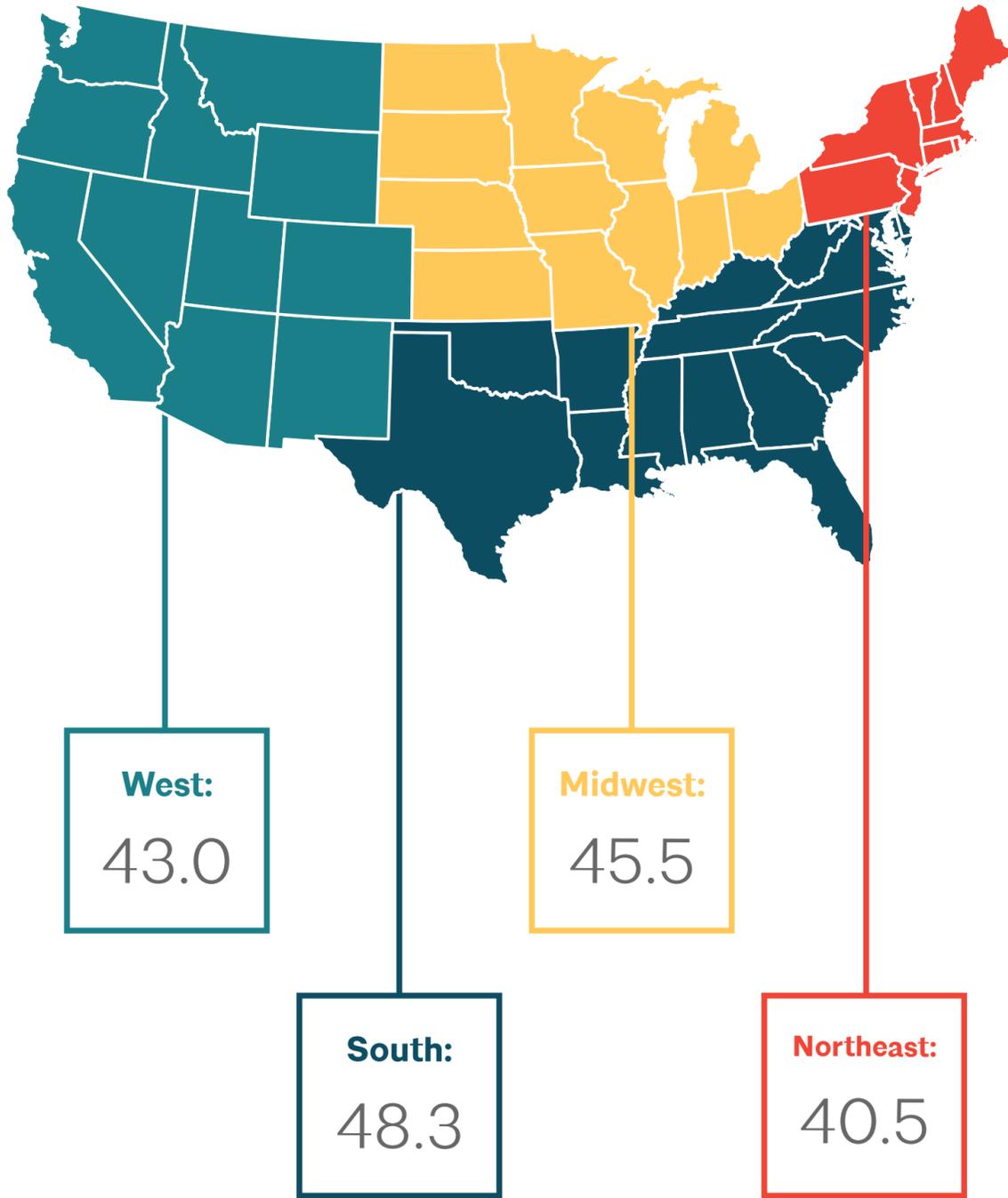
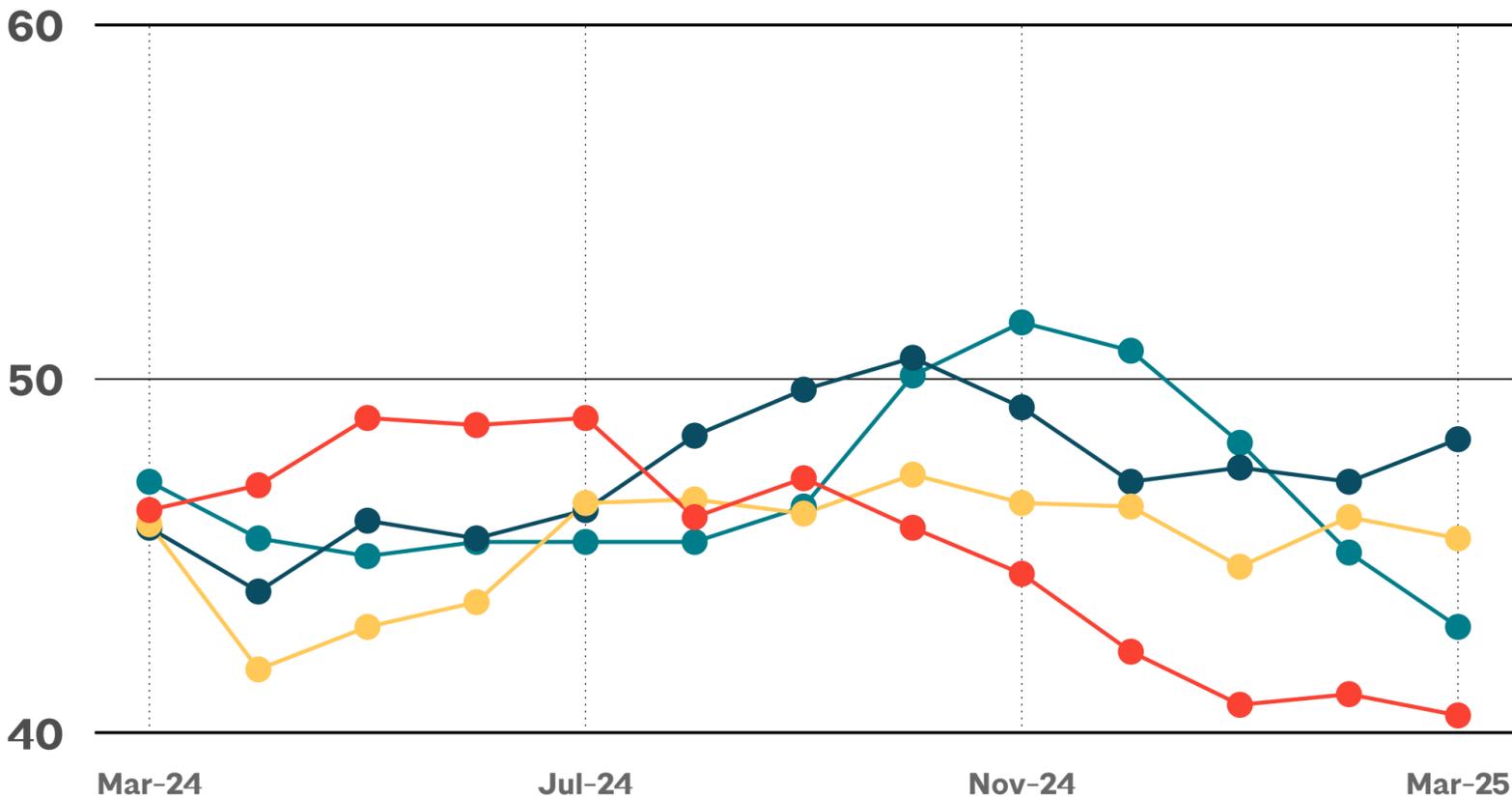
No change from previous period



Regional

Business conditions remain soft in all regions of the country

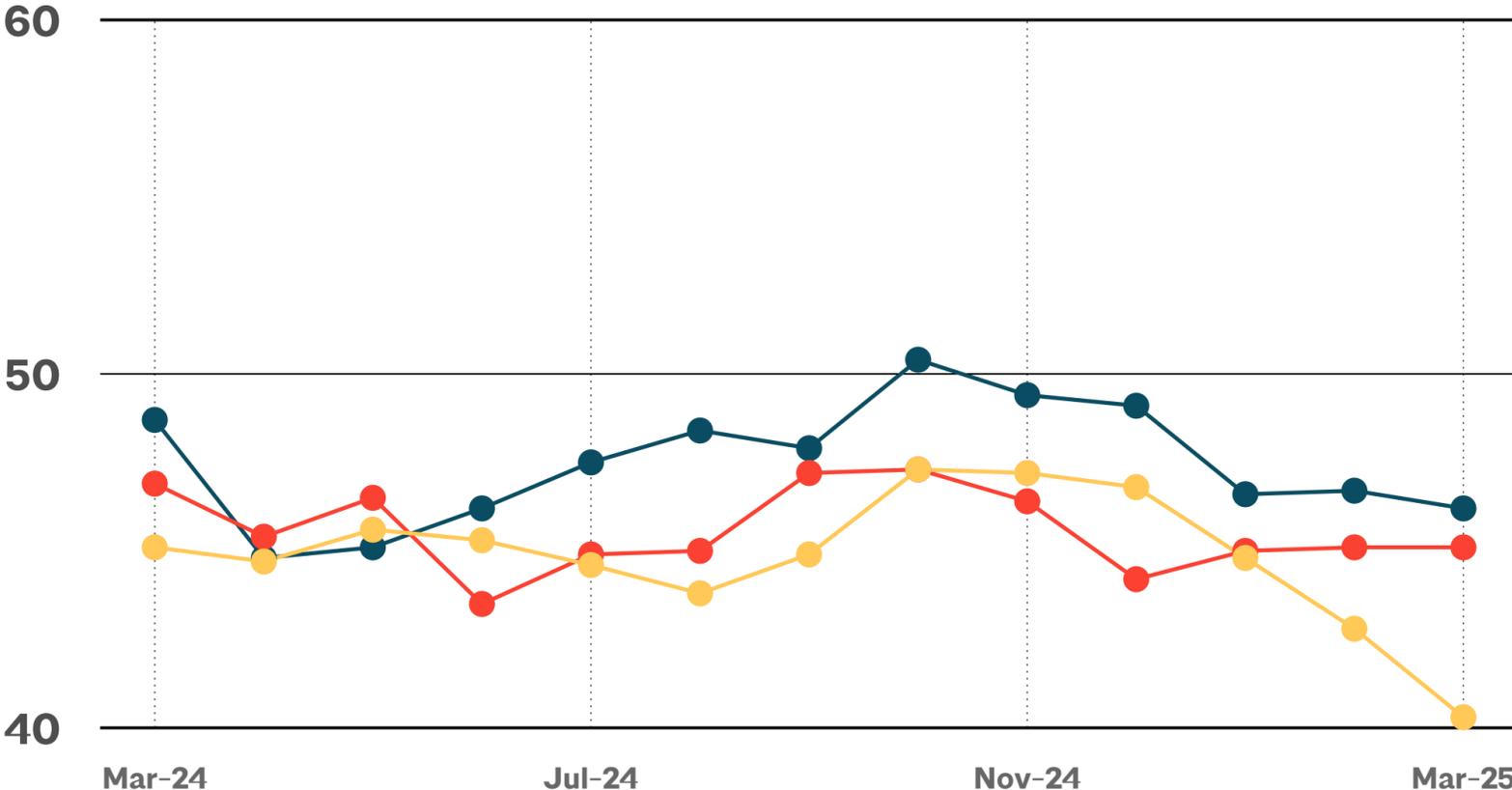
Graphs represent data from March 2024–March 2025 across the four regions. 50 represents the diffusion center. A score of 50 equals no change from the previous month. Above 50 shows increase; Below 50 shows decrease. 3-month moving average.



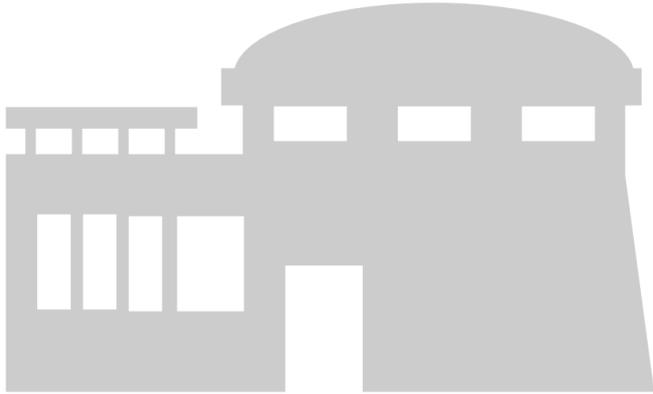
Sector

Billings continue to decline at firms with a multifamily residential specialization

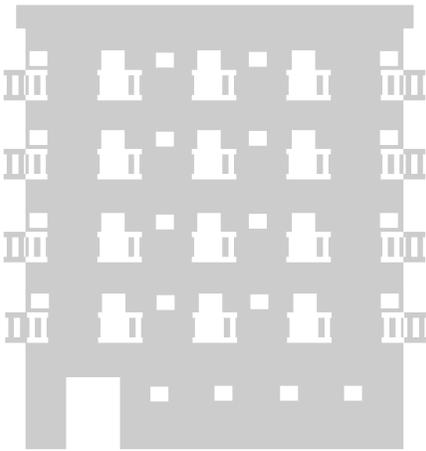
Graphs represent data from March 2024–March 2025 across the three sectors. 50 represents the diffusion center. A score of 50 equals no change from the previous month. Above 50 shows increase; Below 50 shows decrease. 3-month moving average.



Commercial/Industrial: 45.1



Institutional: 46.2



Residential: 40.3

Practice

Firm leaders report that billings is the most useful firm business metric to evaluate conditions at their firm

units: % of firms rating business condition at their firm as the single most useful, of conditions that they regularly use to evaluate business conditions at their firm

- Firm billings
- Firm backlog
- Firm profitability
- Individual project profitability
- Revenue per employee
- Staff chargeability/utilization rates
- Employee productivity levels
- Specific project task profitability
- Other firm business conditions

