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ANGI RESEARCH & ECONOMICS

The Economy of Everything Home

2022: Market Growth Returns to Normal



EXECUTIVE SUMMARY

2022 is a transitional year for the home service market. The Total Addressable Market (TAM) grew by an additional \$62B, reaching **a new high of \$657B**; however, the rate of growth slowed down from 18% last year to 10% this year.

The explosive growth rate we saw last year as massive portions of consumer spending shifted to the home during the global pandemic has begun to taper off. While this return to market normalcy is expected, periods of dynamic market change are important to understand for two reasons.

- First, **elevated growth rates – like the 20% year-over-year growth experienced in 2021 – are difficult for any market to maintain** regardless of macro conditions: supply chains, product manufacturing, and skilled labor usually lack the capacity to grow as quickly as consumer demand. This means normalized growth rates are to be expected regardless of macroeconomic circumstances.
- Second, **a reduction in the rate of growth must not be confused with a reduction in the absolute size of the market.** Furthermore, rapid price increases in the form of inflation, the underlying drivers of spending, and changes to consumer sentiment all impact how businesses and investors should understand what the market will look like on a go-forward basis.

continued ...

EXECUTIVE SUMMARY

Rising interest rates hurt consumer spending and home sales, but **higher rates also anchor people into their existing homes** and disincentivize moving (which in turn boosts remodeling). **Inflation** erodes buying power and hurts consumer sentiment, but it also reduces the effective burden of mortgage debt. **Rising home prices** push new buyers out of the market, but they also pad the wealth of existing buyers in the form of additional home equity.

These dynamics - each competing to shape spending in its own way - are combining with existing long-running macroeconomic and demographic trends that are also having profound impacts on the industry. **Family formation, aging in place, consumer preferences for style of living, home amenities, geographic location, and changing technology** are all impacting the size of the consumer market, while **pressure to innovate, save time, improve efficiency, streamline business logistics, and preserve margin** are all shaping the pro side of the market.

This is one of the most dynamic times in the history of the home service industry, and while 2022 is a transition year to a more normal market, what counts as ‘normal’ remains unprecedented.

Mischa Fisher

Chief Economist, Angi

Topline Market Size

	Market Size	Project Volume
Total Addressable Market (TAM)	\$657.4B	665.6M
Home Improvement Market	\$475.0B	152.5M
Home Maintenance Market	\$105.9B	419.7M
Home Emergency Repair Market	\$76.4B	93.5M

Key Takeaways

1. The total addressable market for home services is **\$657.4B**.
2. The home improvement market is **\$475B and grew 26%** in the past year.
3. The size of the market in total project volume is **665.6M** projects completed annually, with year-over-year increases in both improvement projects and emergency projects.
4. The total home service market serving single family houses is **\$500.2B**.
5. Home equity gains of **7.6 trillion over the past 2 years could pay for 12 years** of consumer spending at the 2022 level.
6. The number of home service pros is **6.1 million people working for approximately 2.5 million** businesses.
7. The total housing stock is continuing to rise to a total of **143 million housing units**, including **93.5 million single family homes**, which remain Americans most popular way to live. The average age of the housing stock continues to rise, to an **average of 47 years**.
8. The ratio of **the prior year's home equity to the current market size is 38:1, a 6% increase from 2021**, despite the larger TAM this year, reflecting the role of large home equity gains in fueling home service spending.
9. The population now has **an average age of 39**, and the next decade will be marked by Millennials continuing to form families and age into their 40s while Boomers enter their 80s with many opting to age-in-place.
10. Home equity gains **coupled with rising interest rates will increase the competitive position of remodeling vs. moving**, as the total cost of buying a new home has nearly doubled since 2020.

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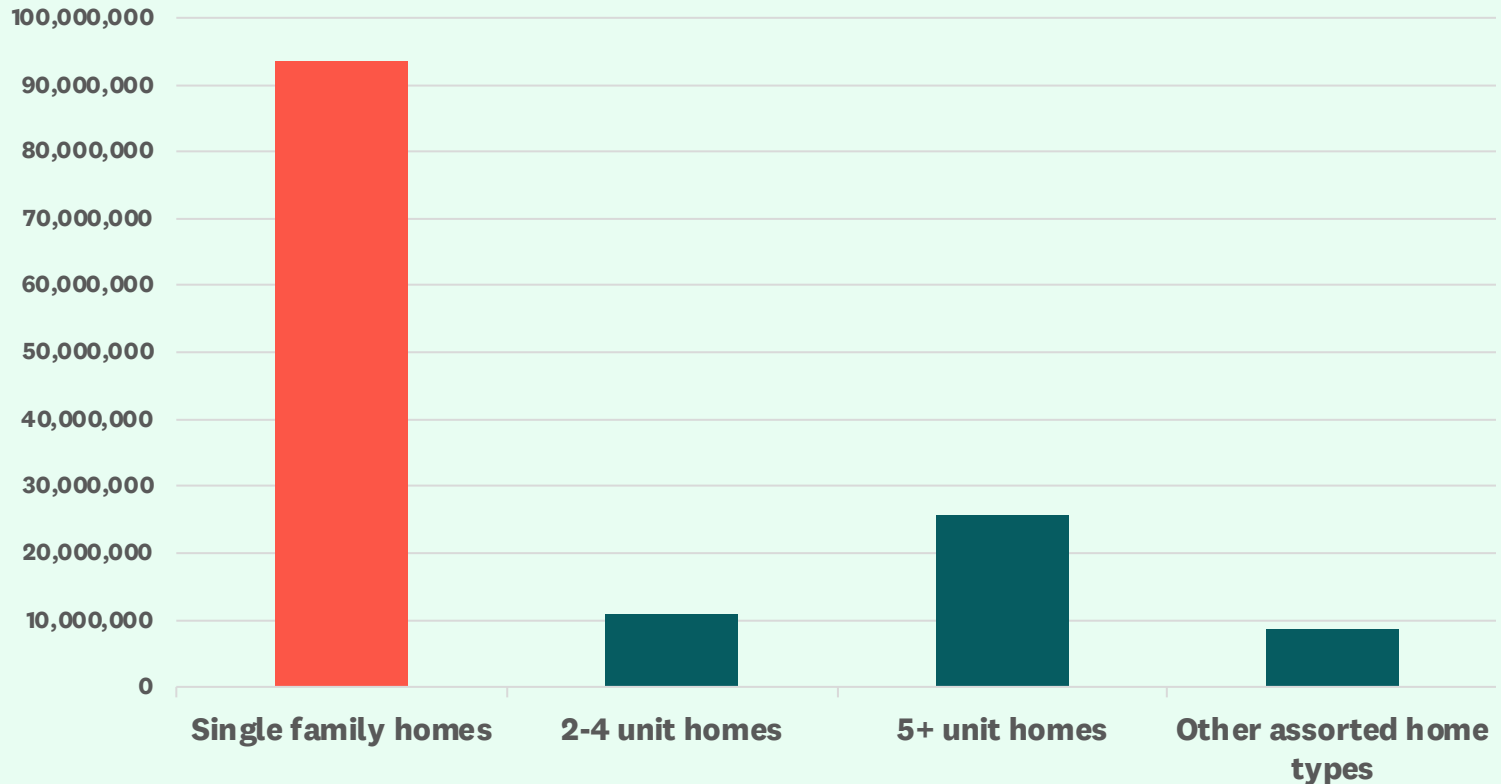


PART 1:

Market Fundamentals

Understanding the different factors that shape the total size of the market.

Single family houses are still the most popular type of home.

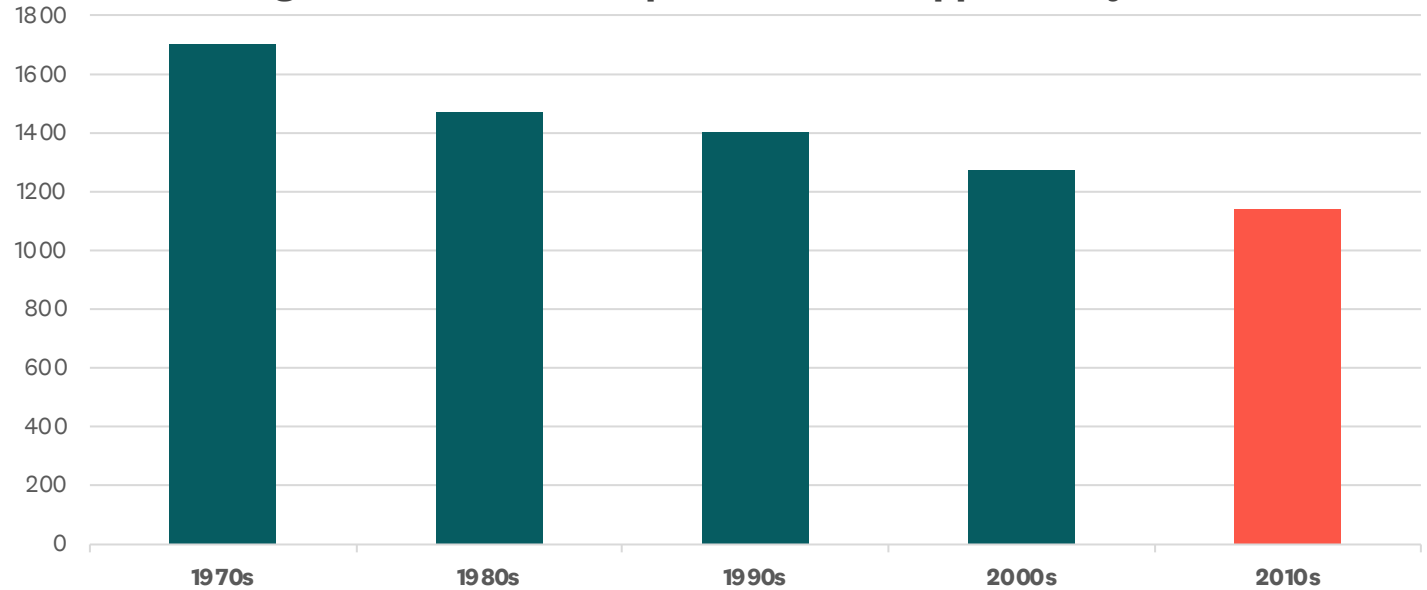


Housing & Home Services

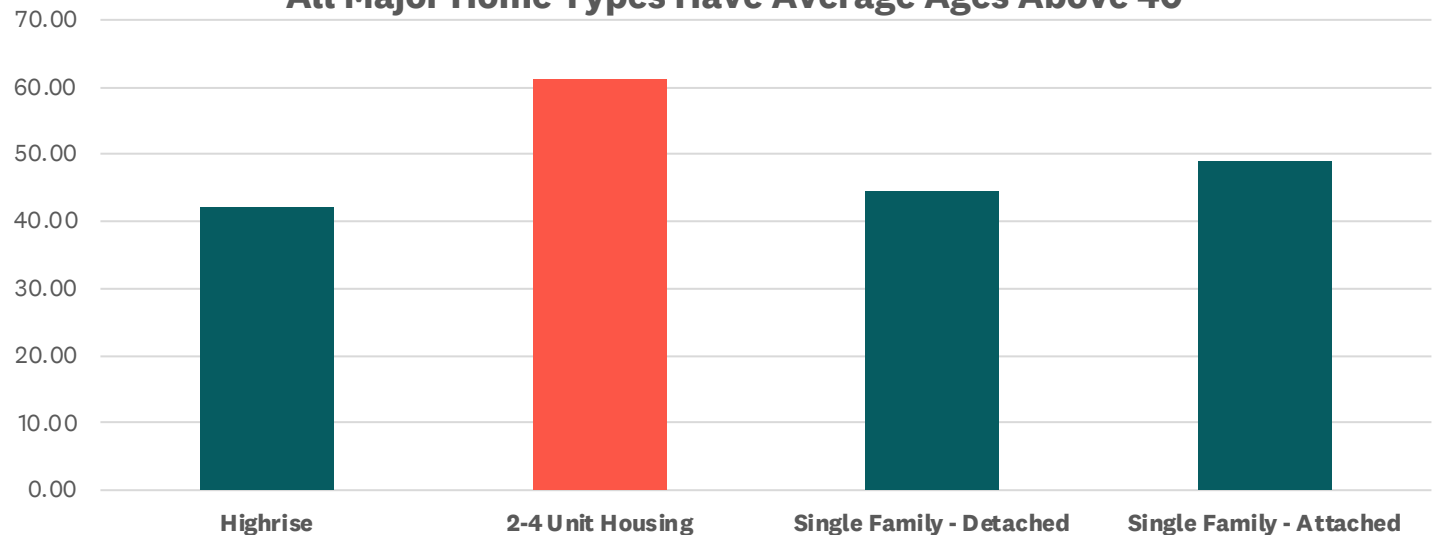
- Single family homes continue to be the most popular form of housing in America, with the current stock composed of **93.5 million** single-family homes.¹
- Combining every other form of housing together – high rise apartments, smaller unit apartments, tiny homes, and other alternative forms of living – **the 93.5 million single family homes still outnumber everything else combined by more than 2 to 1.**
- This shapes the fundamental nature of the market because single family homes **have larger roof to livable volume ratios** (driving roof replacements), typically have standalone yards with fencing, decks, pergolas, landscaping, recurring lawn care, and outdoor entertaining areas, with **ongoing needs that increase the size of the TAM greater than it would be if Americans lived in other forms of housing.**

Older housing means replacing parts and updating styles.

Average Rate of Home Completions Has Dropped Every Decade ²



All Major Home Types Have Average Ages Above 40



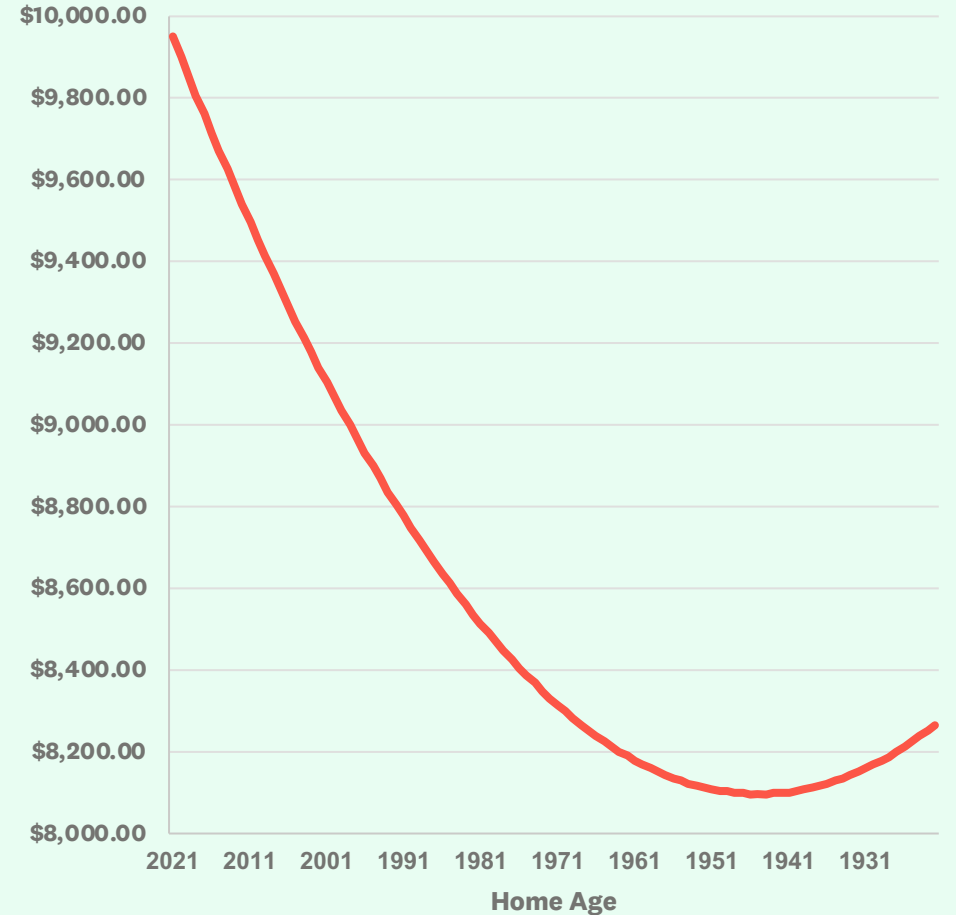
Older housing means failing systems and outdated styles.

- Controlling for other factors; home maintenance costs drop for the first 4-5 decades of a home's age, then climb afterwards.⁴
- System failure, like HVAC, electrical and plumbing, is a critical reason for work done on replacing homes in the sector
- The oldest housing is concentrated in the northeast, where **Rhode Island and New York** are tied for the oldest homes in the country at **66 years old**.
- The youngest housing in the country is spread across the southern half of the country, where **Nevada** has the youngest housing at **26 years old**.

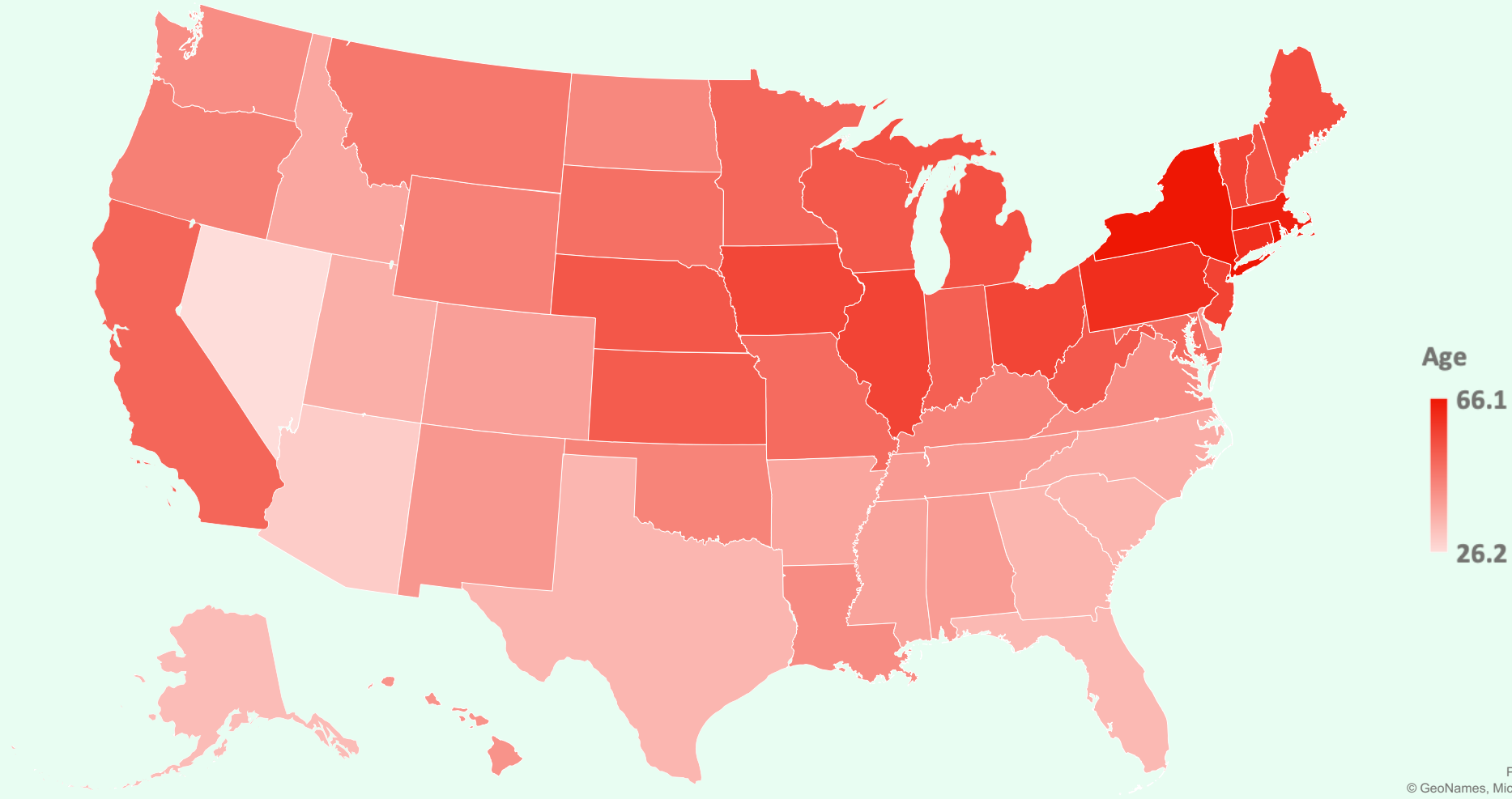
Maintenance Spending is U-Shaped:

Initially drops slightly as homes age, before increasing (an example of how \$10,000 in home maintenance spending shifts with time, controlling for other factors)

Typical Home Maintenance Spending is U-Curved



Homes are 2-3x older in the Northeast than in the South.



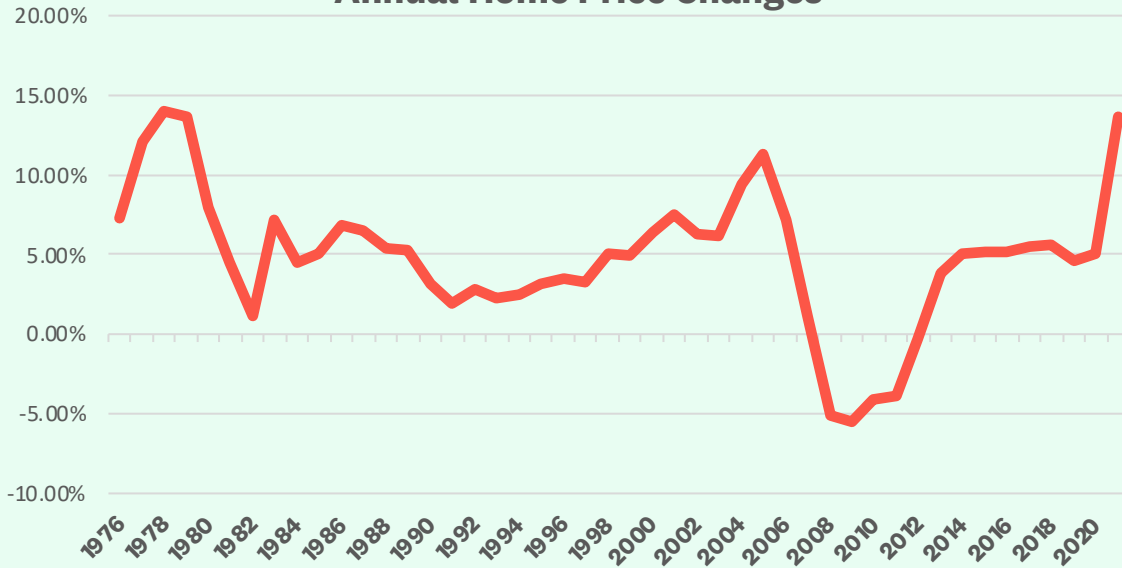
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Record home values mean record home service spending.

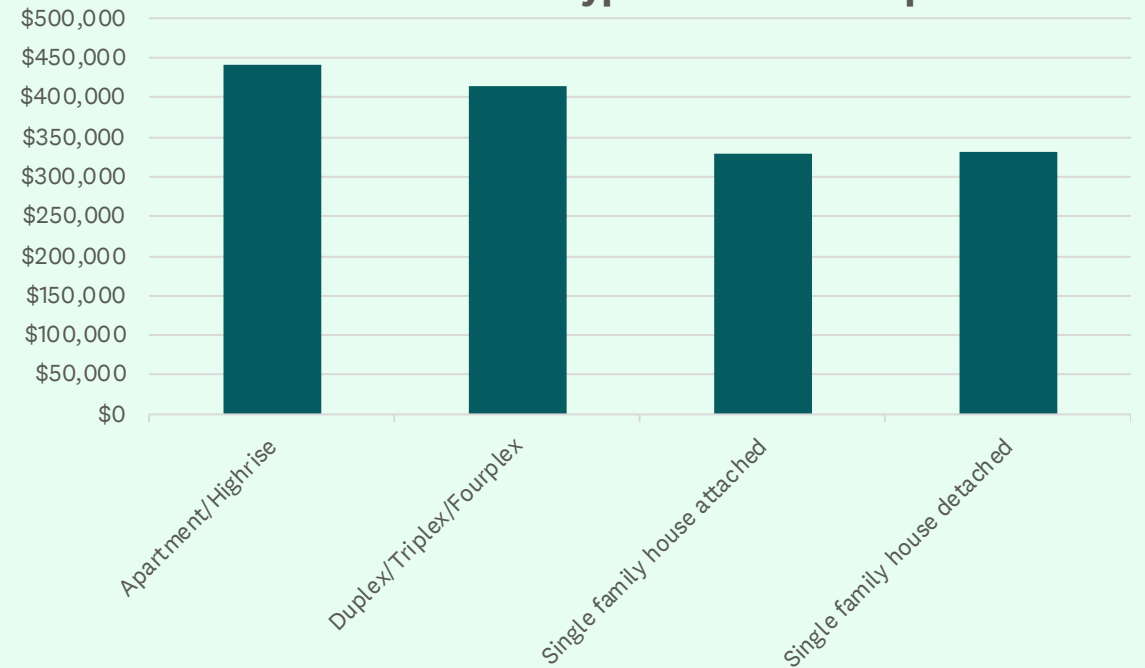
- **Home values** are a crucial driver of the total addressable market (TAM) for home services, both **because value frames the overall cost level for home improvement projects** and how much consumers both should and need to spend, as well as because **rapid increases in home values enriches existing homeowners with large amounts of home equity** to tap into to fuel home improvement projects.

- The overall price of homes rose by the highest in over 4 decades, **13.6%** within the FHFA index, only exceeded once in 1978. ³
- The typical **single-family home is now \$371,000**, a price bid up by demographic tailwinds, cheap interest rates, and the pandemic shift to the home.

Annual Home Price Changes

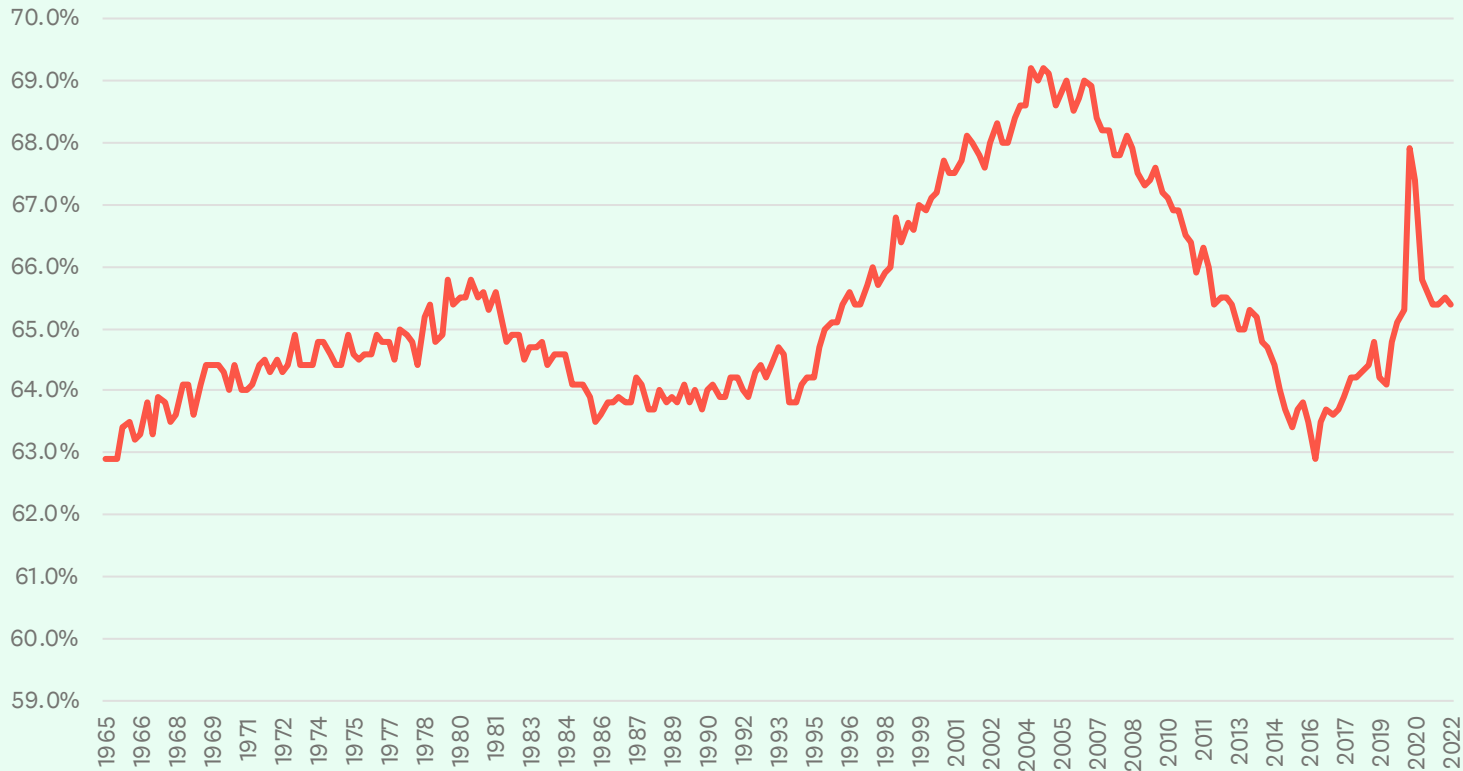


Home Prices for all Types of Units are Up



Homeownership rates have recovered since the great recession, pushing up home spending.

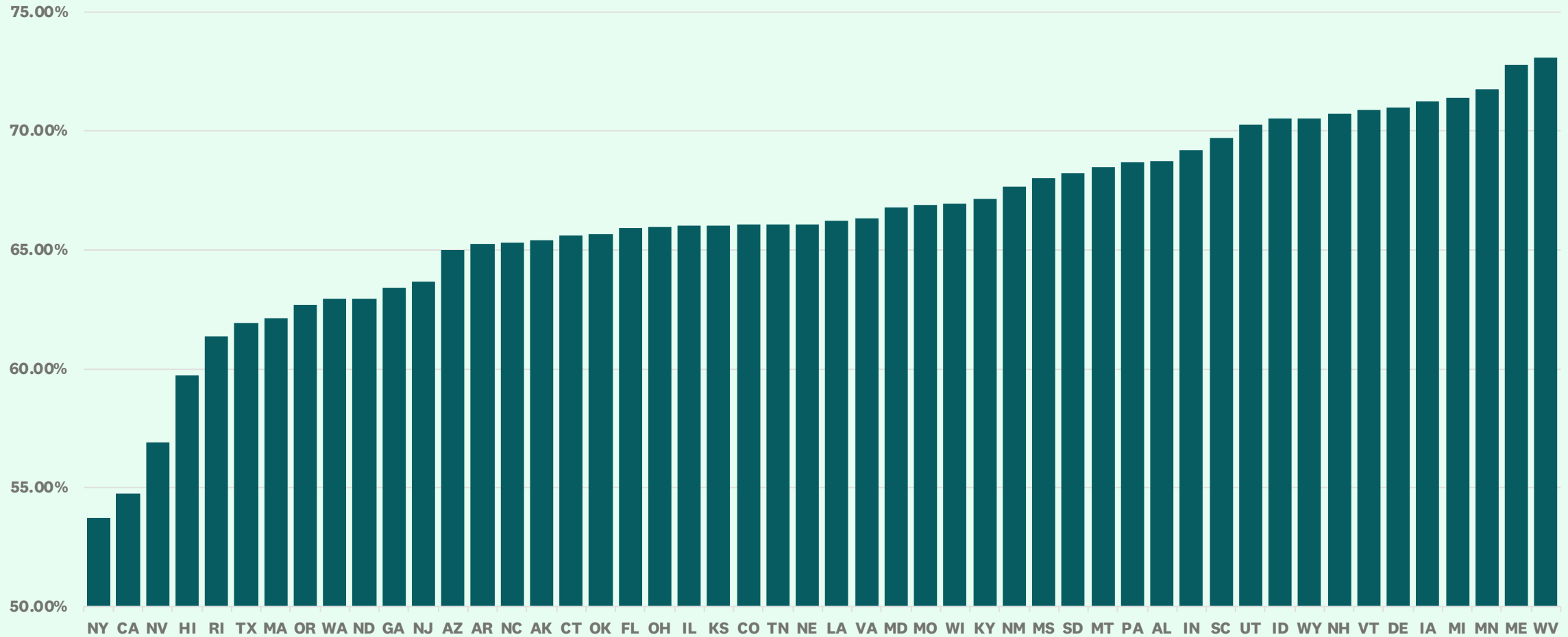
Homeownership Rate



Higher Homeownership Rates Mean Higher Home Service Spending

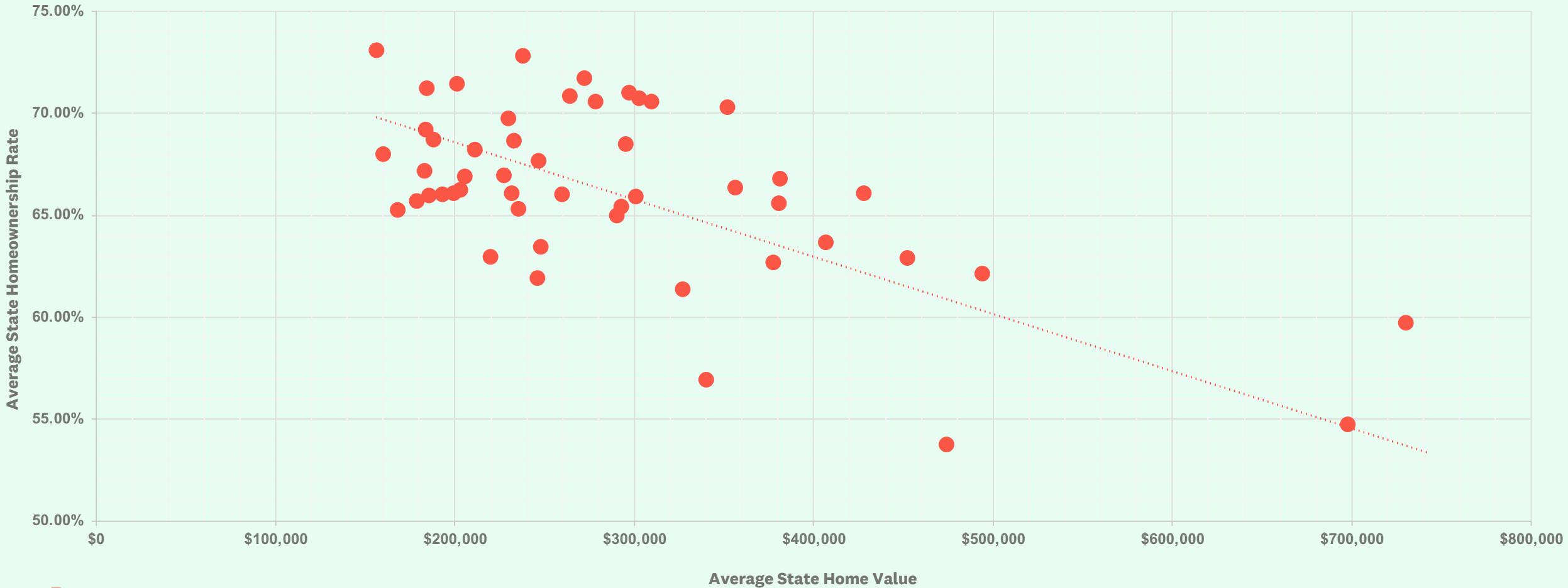
- **Homeowners spend more than twice as much as renters** on improvement projects, so trends in home ownership are also an important driver of the home service market. All else equal, **more homeowners means more spending** on home services.⁴
- The national homeownership rate dropped to a **half-century low - 62.9%** - following the great recession but has since recovered to 65.4% as households scrambled to make home purchases during the recent low interest rate periods of 2016.⁵

State homeownership rates vary from 54% to 73%.



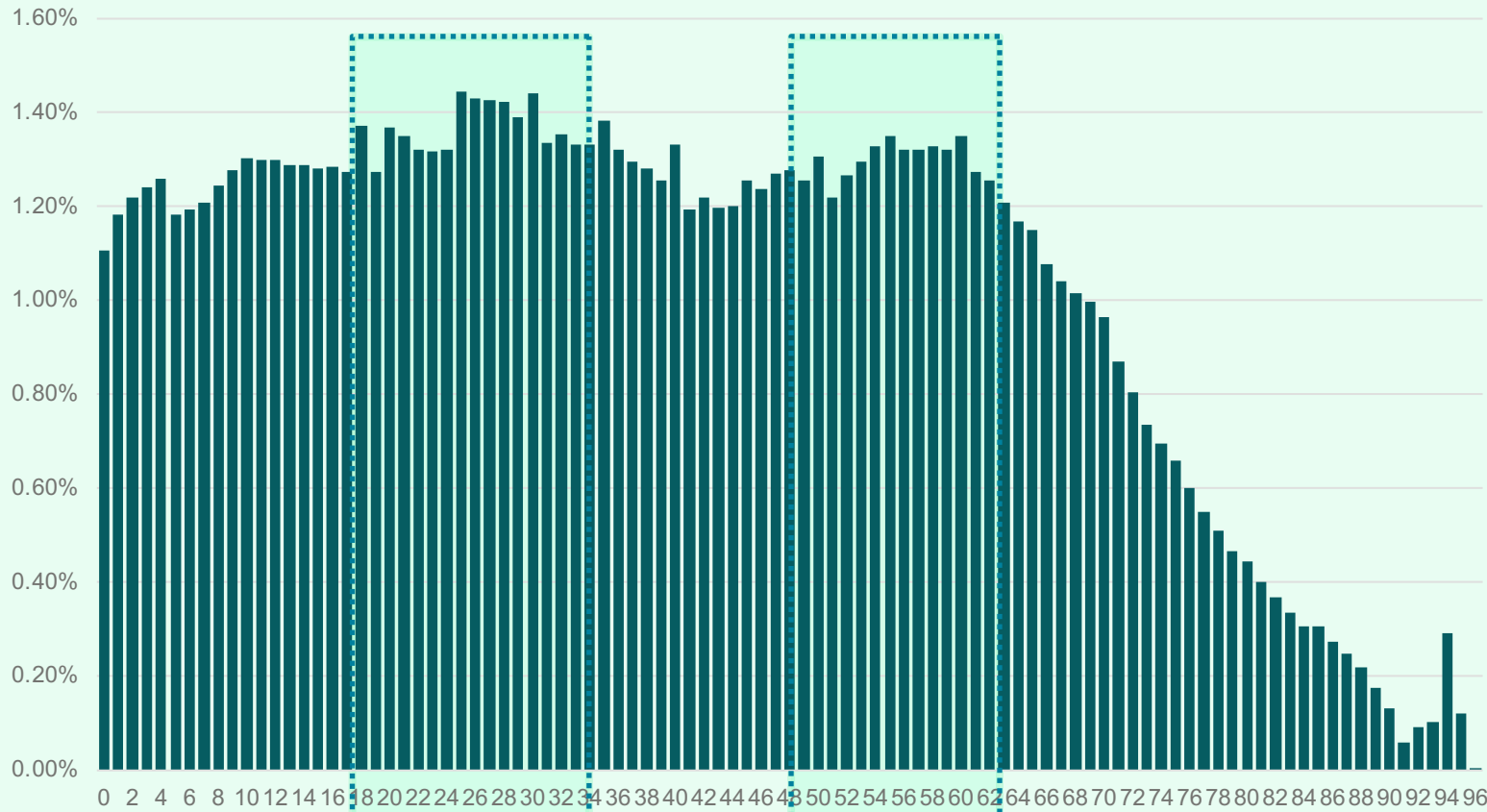
Homeownership and Home Cost are Correlated at the State Level

Homeownership Rates are Lower in Higher Cost States



Family formation, retirement, and aging in place are major home service drivers.

Each Age's Share of the Population



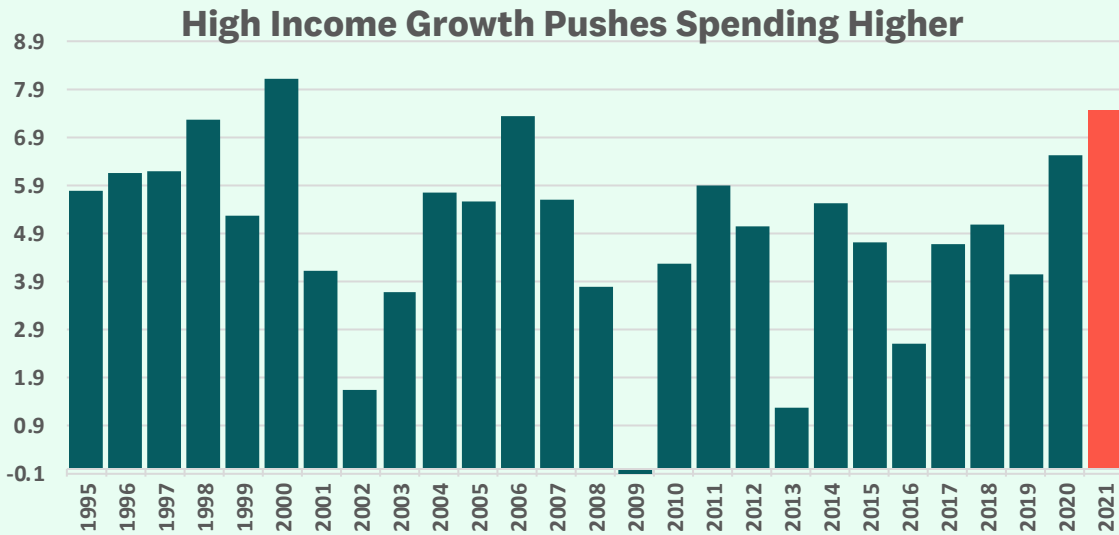
Higher Homeownership Rates Mean Higher Home Service Spending

- The millennial wave continues to crest through peak first-time home buying years, while boomers remain homeowners who need to age in place.
- Homeownership **rises from 14.8% among 18-24 year olds to 38.6% among 25-34 year olds, 58.2% among 35-44 year olds, 68.8% among 45-54 year olds, 74.8% among 55-64 year olds and 78% among those 65 and older**
- Homeownership produces a level shift in home service spending, so as these **large demographic cohorts continue to age**, the increase in homeownership will in turn drive an increase in home service spending.

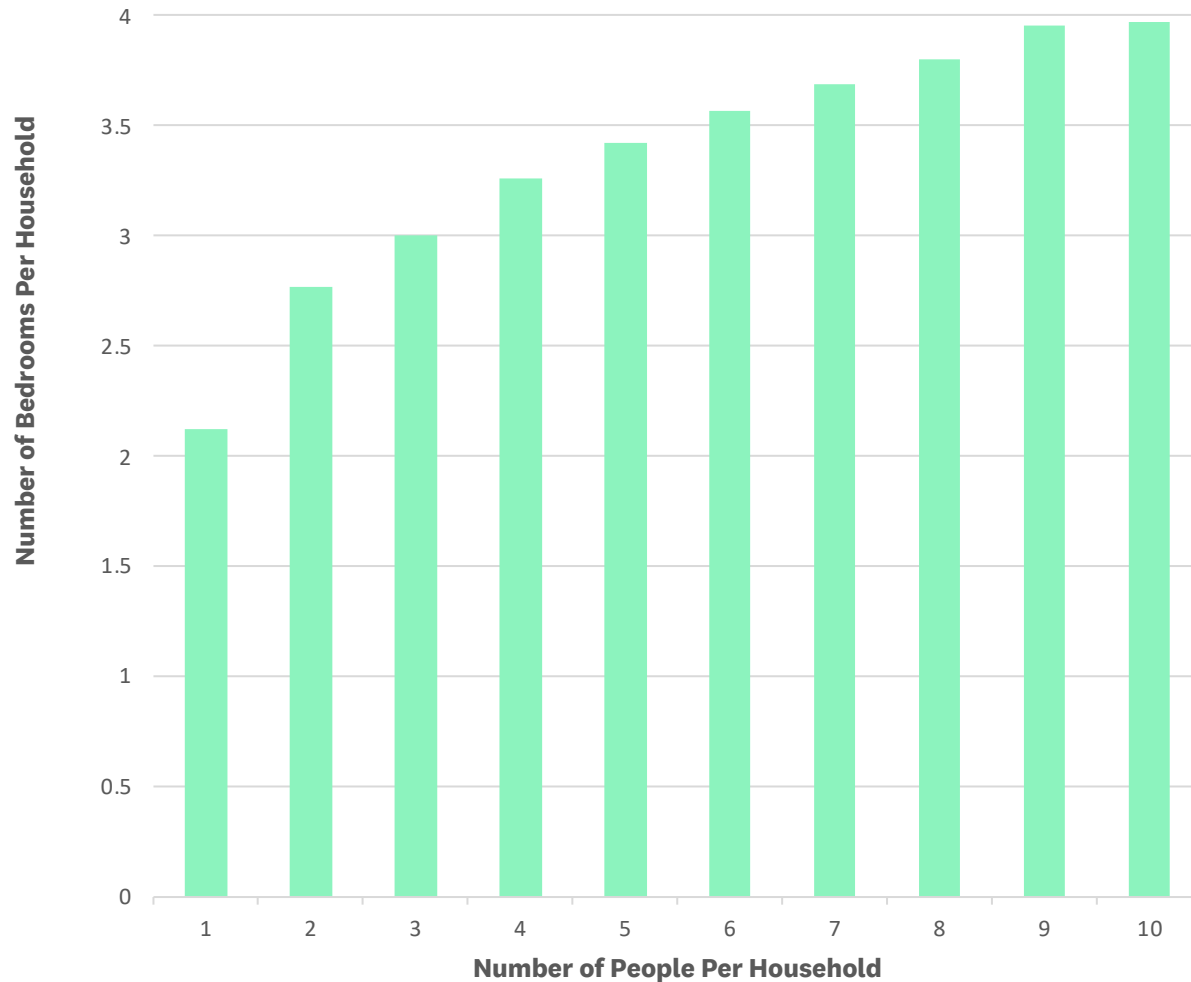
Higher incomes are pushing up home prices and home service spending.

- **2021 had the second highest income growth in the last 30 years**, rising 7.5% year-over-year; as income growth normalizes in 2022, so will home service spending. ⁷
- Household income directly increases home service spending; relative to families earning below \$125,000, **families that earn more than \$125,000 spend \$15,000 more on average on home services.**

- **1 in 5 households (20%) already have incomes above \$125,000**; and over 1 in 4 (27%) of homeowner households have are in this bracket. If incomes grow at 5% **another 2.1 million households will cross that threshold in the next year.**



Each new member of a household adds \$1,986 to the Total Addressable Market.



Bigger Families Mean Bigger Homes

- **Family sizes are also a structural driver** sizes also shape home service spending. Looking at the absolute level of changes, **each additional member of a household means \$1,985 in additional home spending.**
- Controlling for a variety of other factors such as income and other house attributes, **households still spend \$593 for every additional family member.** As millennials continue to form families and have kids, and as GenZ starts their careers, this will continue to increase the TAM.
- One of the key reasons why home service spending rises with family size, is that **larger households require larger houses independent of income.** While single people live in a 2.1 bedroom house on average, for **each additional person added to a household the number of bedrooms rises consistently by a one third.**

The Skilled Trades Landscape



Occupational Profession

Occupational factors shape how many pros are performing a certain job as their primary occupation, for example, an occupation as either an electrical, plumbing, roofing, or general contractor.



Industry Choice

The same occupation can work across different industries, for example some plumbers may work in construction, while others may work in traveler accommodation, or restaurants, or building management



Home Services Share

Within each industry, different pros have some portion of their work spent working on existing homes. This figure is not static, as over 60% shift their work mix, based on shifting market demand and other factors.

Estimated Number of Home Service pros

Selection of Common Home Service Occupations	Number of People Available Across Industries
Masons	189,822
Carpenters	1,534,604
Carpet, Floor, & Tile Installers	180,960
Cement & Concrete	80,821
Building Inspectors	122,392
Construction Laborers	2,391,595
Drywall	172,816
Electricians	1,015,247
HVAC	487,546
Insulation	53,831
Landscape Architects	35,229
Maids & Housekeeping Cleaners	1,970,677
Painters & Paperhangers	737,367
Pest Control	98,649
Plumbers	662,353
Roofers	279,897
Tree Trimmers	118,123

Selection of Common Industries that Employ Occupations Related to Home Services	Total
Architecture	1,848,415
Building Materials Dealers	1,262,927
Construction	12,711,005
Furniture	520,133
Hardware Stores	263,856
Individual Family Services	2,102,446
Landscaping Services	1,691,223
Lessors of Real Estate	2,452,844
Personal & Household Goods Repair	218,323
Private Households	1,103,592
Property Managers	674,279
Services to Buildings	1,951,494
Traveler Accommodation	1,861,339

- Across 49 different occupations, **there are 19.2 million** people with the skillset available to provide some home services work. ¹
- **No single industry classification perfectly captures everybody who works in home services**, and common estimates of people working are distorted by the high number of sole proprietor and self-employed workers in home services.
- Our estimate of home service workers **is 6.1 million people working** in part or in full on providing home services, equal to roughly half the number of people just working in the construction industry.



PART 2:

The Size of the Home Service Market

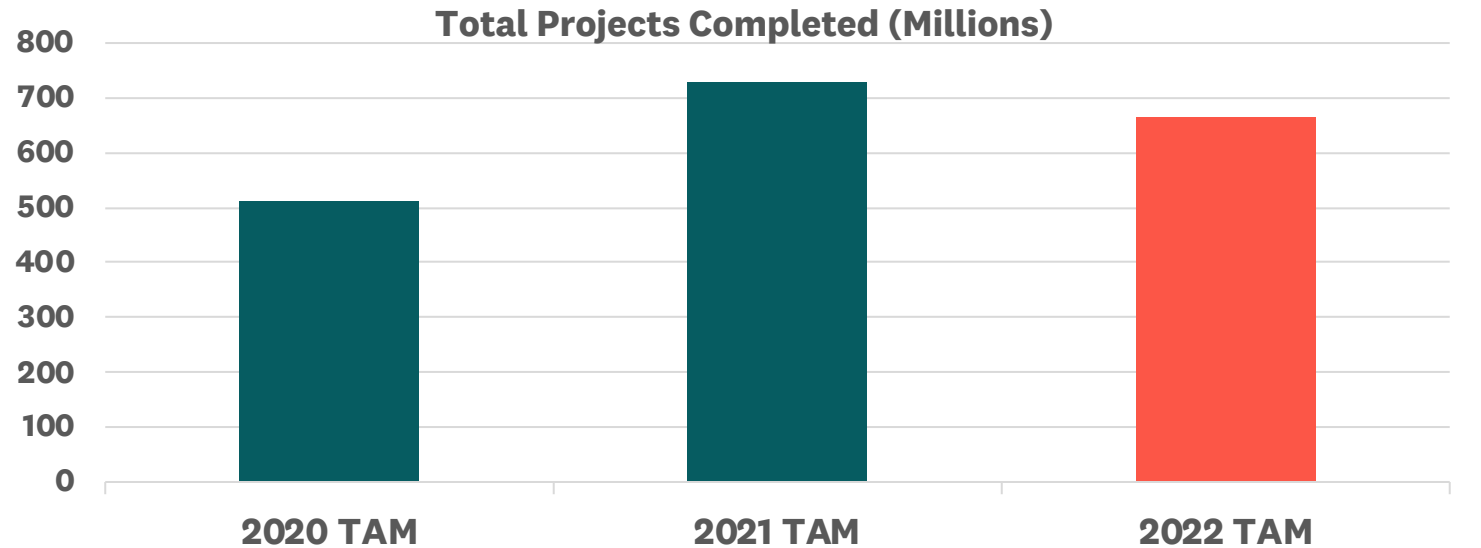
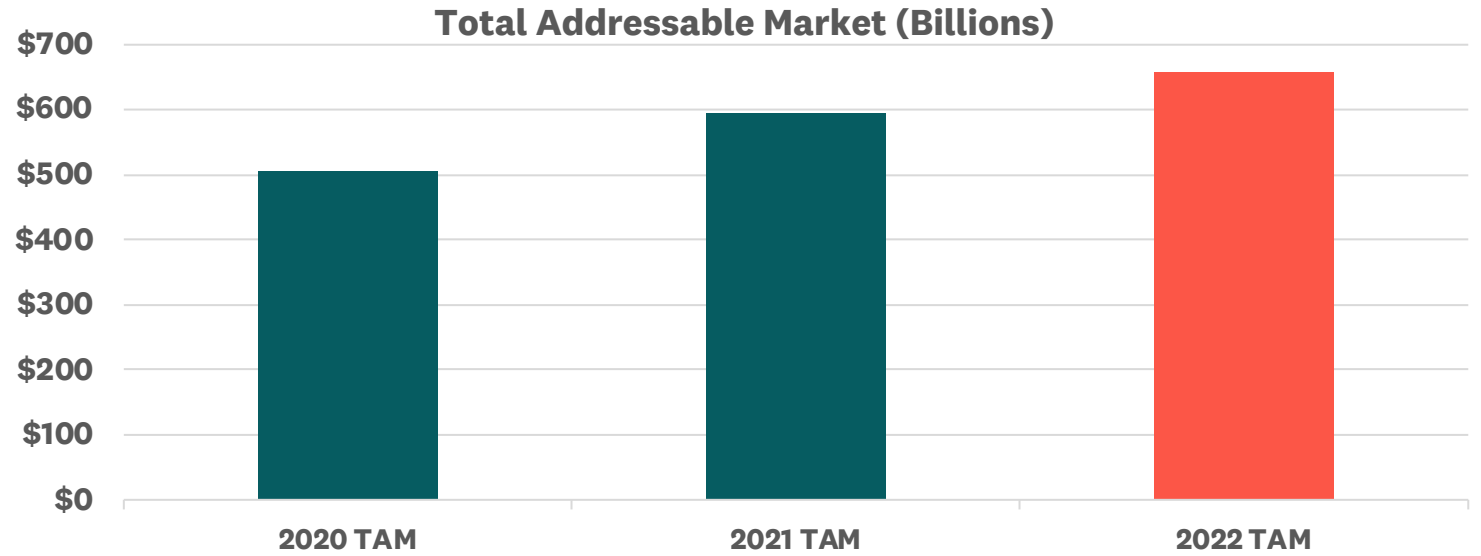
How big is the TAM? The same size as Sweden's economy.

- The **2022 total addressable market for home services is \$657B**, roughly the same size as the GDP of Sweden.⁸
- The growth rate of **10.9% from 2021 is double the 5.7% increase in real GDP** the economy as a whole experienced in 2021, showing that home service spending remains a proportionally strong sector despite the slowdown in the overall growth rate.
- While large, **the overall TAM is only 2.5% of the total value of homeowners outstanding real estate equity**. This is actually a share reduction from 2021 year, suggesting that the market size is a sustainable fraction of all existing home equity.

\$657B

The 2022 Total Addressable Home Service Market

**The Market
Grew by 10.4%
between 2021
and 2022.**



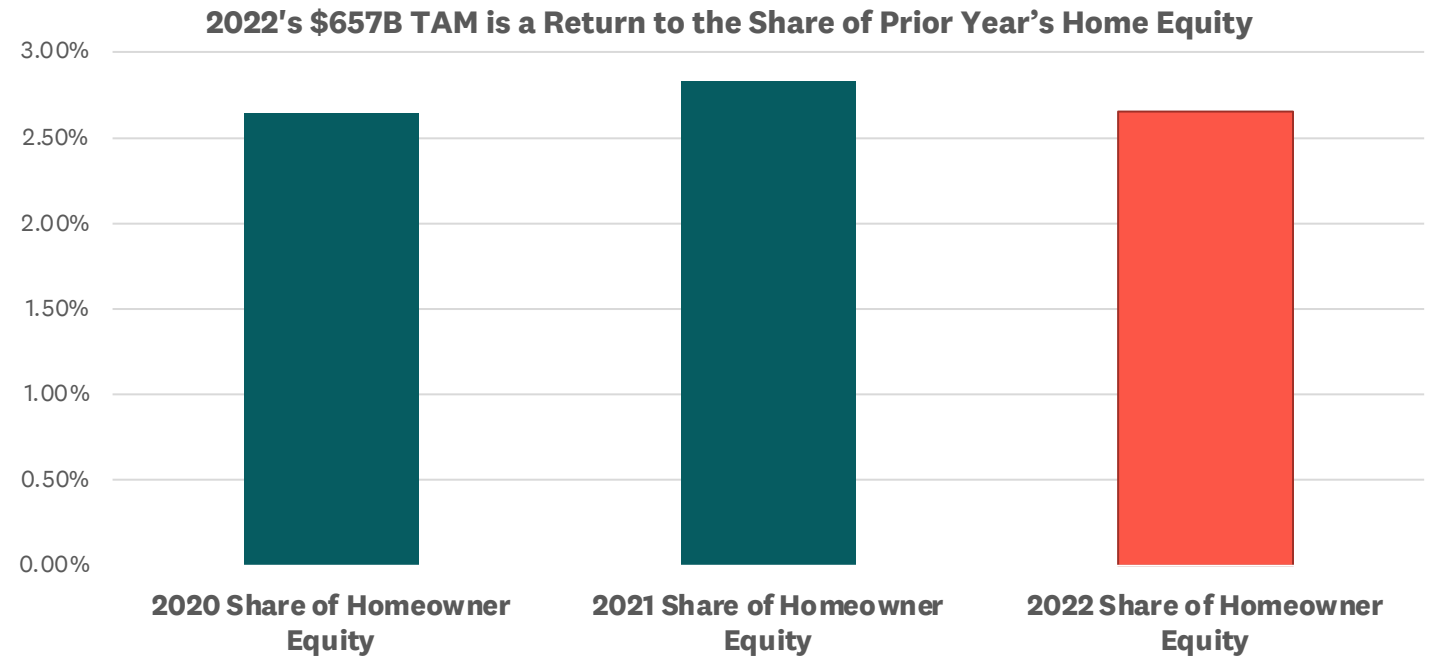


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The 2022 market TAM of \$657B continued its year-over-year increases of the last 3 years.

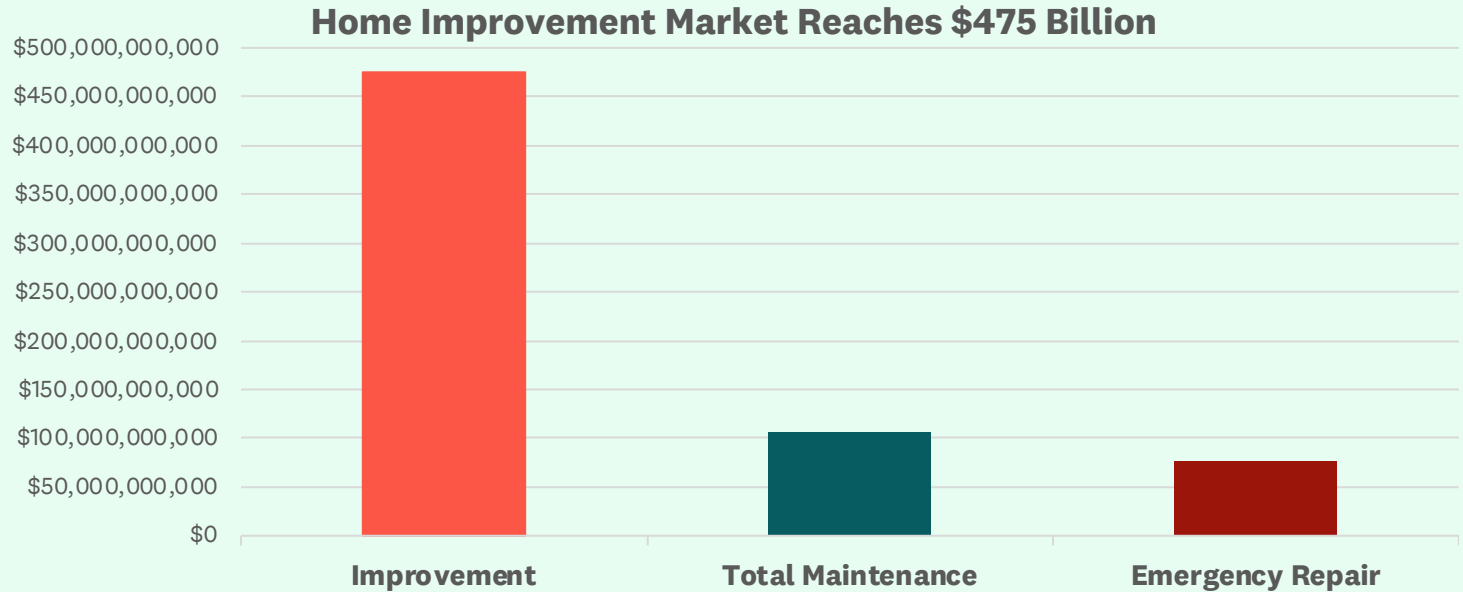
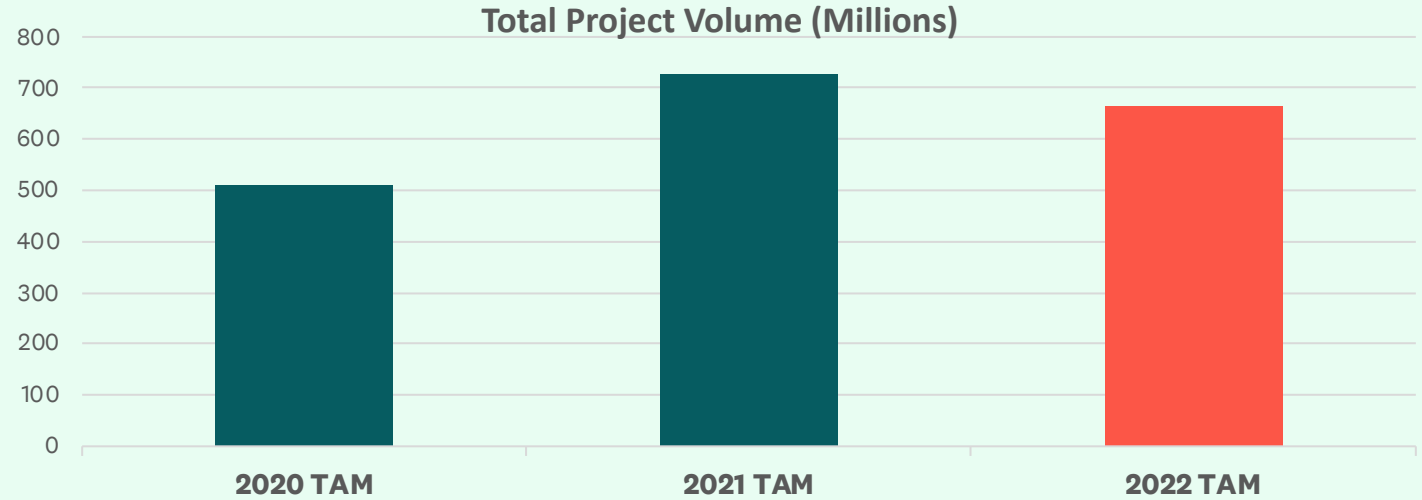
The total number of projects being completed has dropped slightly; because the TAM still grew by over 10%, this is likely driven by more consumer consolidation of individual requests rather than a reduction in the total amount of work being done.

Home equity is important fuel for the market.



- Home service spending - particularly home improvement - is in part **fueled by home equity** because equity is a reliable source of affordable credit for consumers and of household wealth.
- Looking at the size of the home service market as a share of existing home equity, **the 2022 TAM of \$657B** - even though it is \$151 B larger than two years ago - is actually **the same share of all outstanding home equity as it was in 2020.**
- So even with the large increase in the market over the last two years, **the ratio of home service spending to all home equity suggests consumers are maintaining sustainable levels of spending relative to their household wealth** because the large volumes of home equity gained over the last two years for homeowners was proportionally larger than the increase in home service spending.

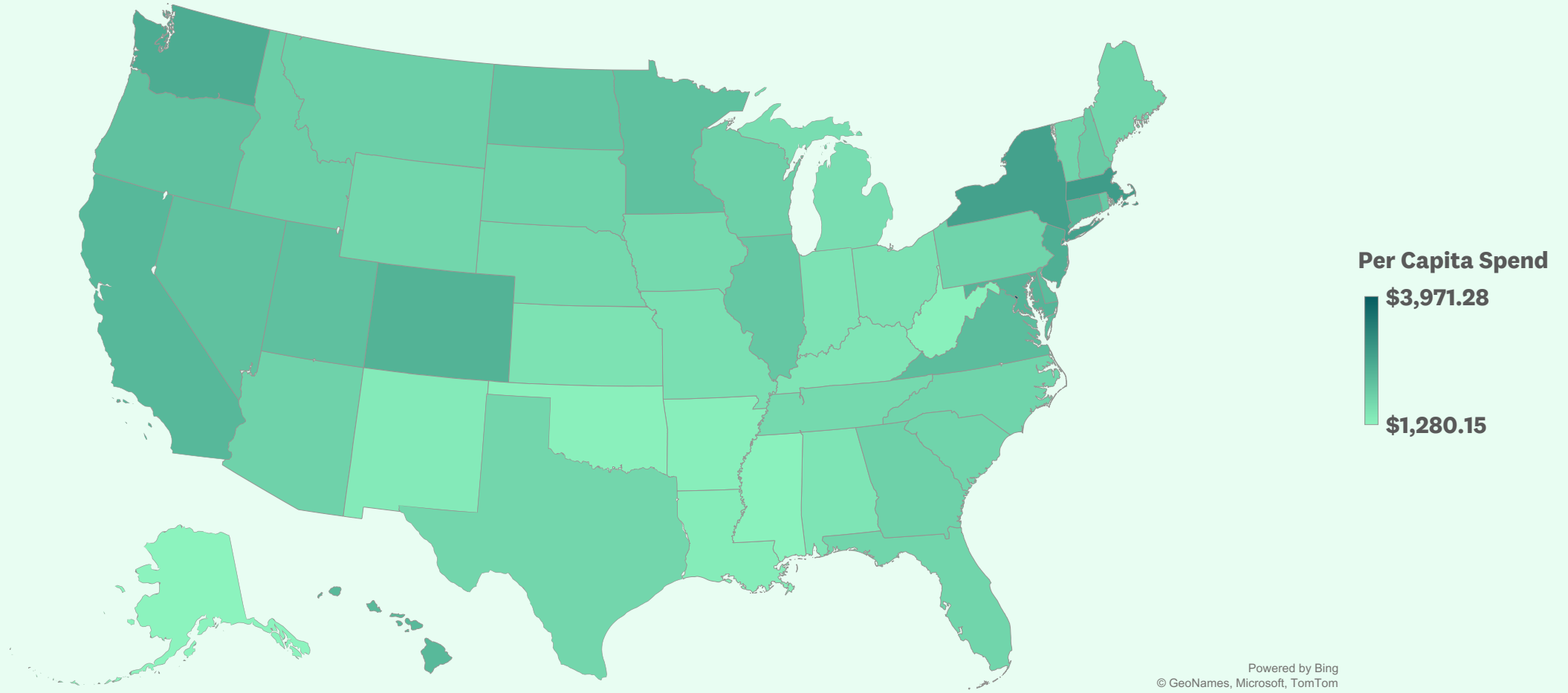
Home improvement spending remains the largest part of the home service market.



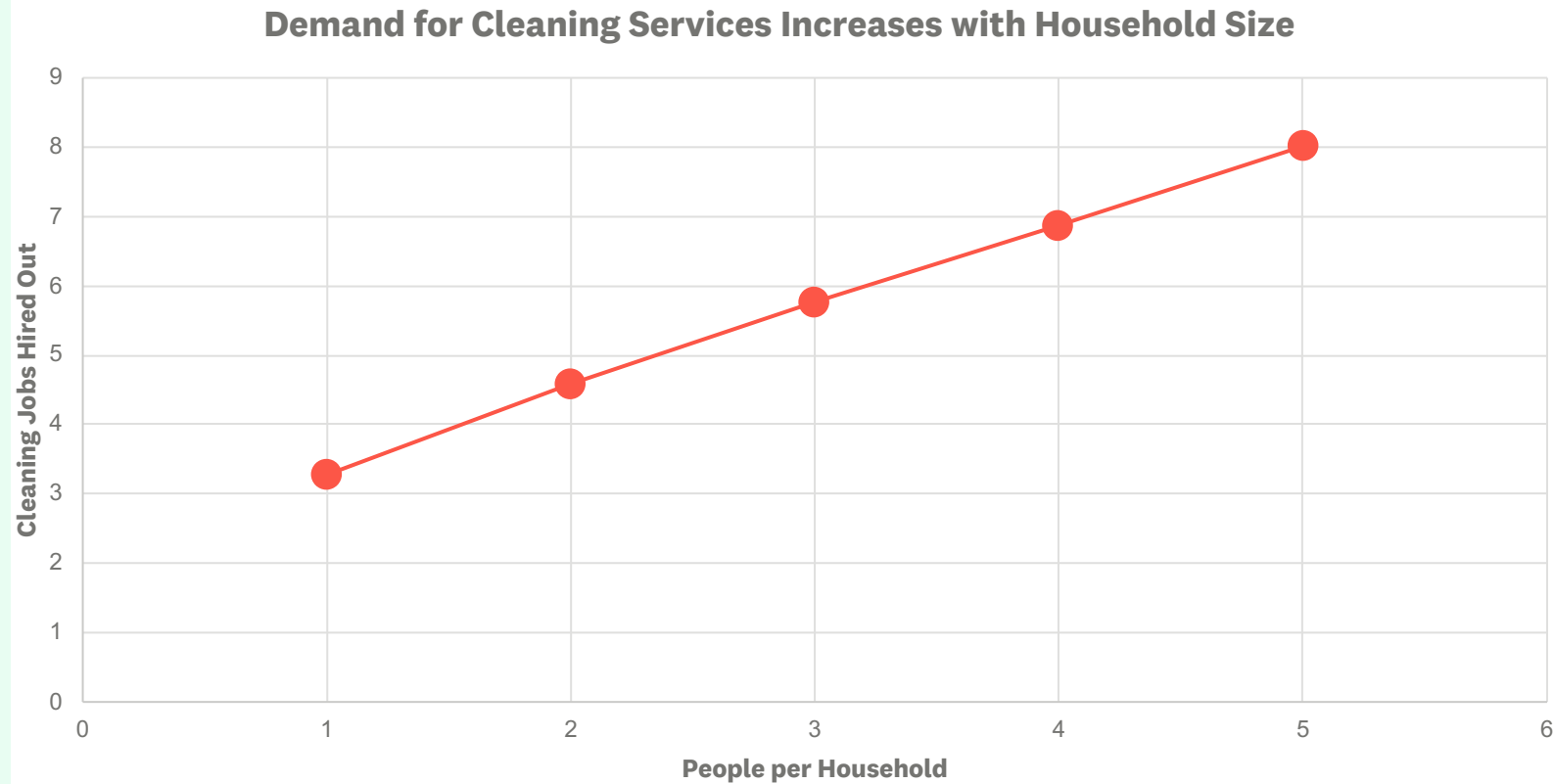
Which states have the highest per capita spend?

- **Washington, D.C.** (\$3,971), **Massachusetts** (\$2,827), **New York** (\$2,733), **Washington** (\$2,551), and **Colorado** (\$2,427) have the highest per capita spending on home services. All are characterized by a combination high home prices and high incomes.
- The states with the lowest spending are **Alaska** (\$1,280), **Mississippi** (\$1,322), **Oklahoma** (\$1,327), **West Virginia** (\$1,337), and **Arkansas** (\$1,364). While all have higher homeownership rates than Washington, D.C., the lowest cost of living and lower cost of property reduces their overall level of spend.

The Northeast and the West Coast Have the Highest Per Capita Home Service Spending

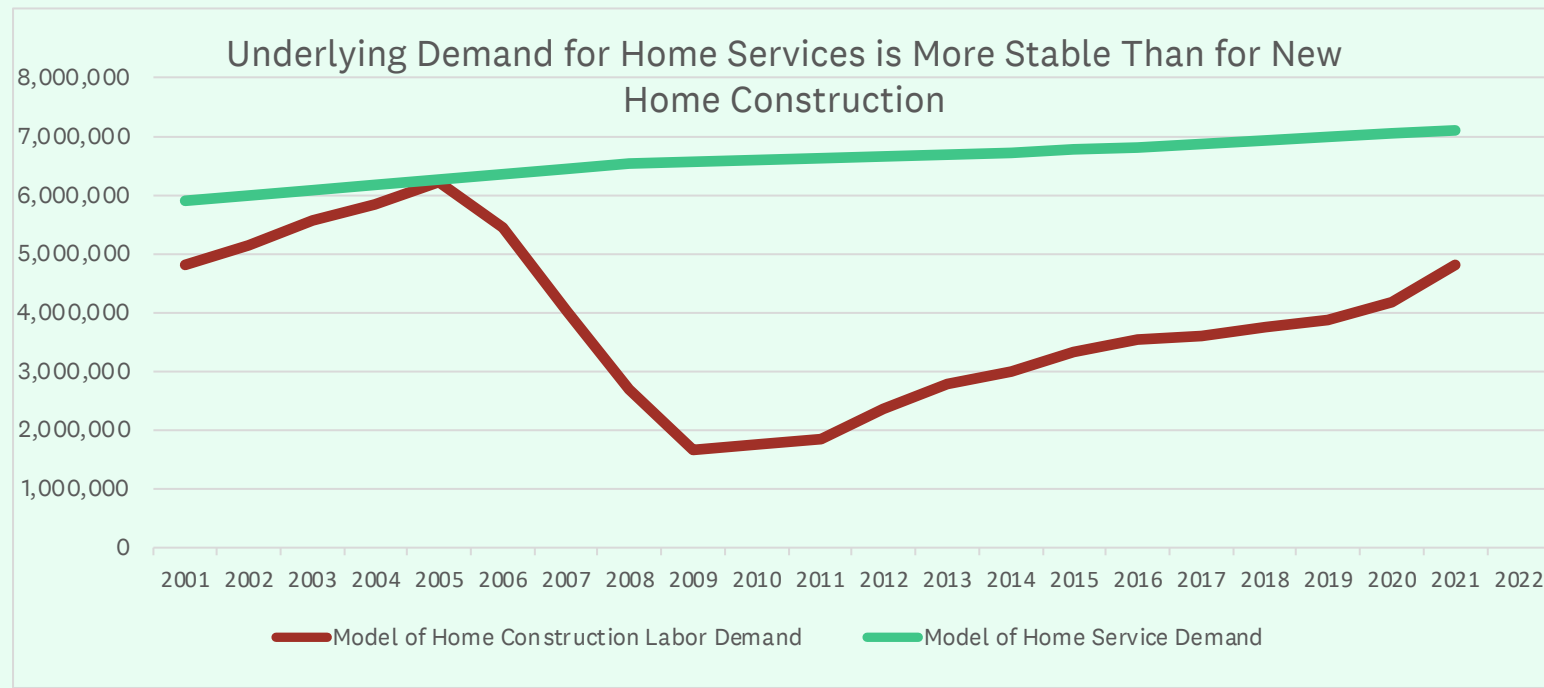


More people means more home cleaning.



- An illustrative example of how **demographics shapes markets**, is the relationship between hiring out cleaners and the number of people per household: as households get larger, so too does their demand for home cleaning, **which increases by 1.3 cleaning jobs for every additional person in a household.**
- As the younger generations form families and continue progressing in their professional careers, this relationship will drive home cleaning demand upward.

The home service market is not the housing market.



- New home construction gets a lot of attention – rightfully so, homes must come from somewhere and new construction can be an important bellwether for economic conditions.
- However, comparing the labor demand for existing home services relative to new home construction suggests an under-appreciated aspect of the housing market is **home service labor demand, which is considerably more stable given the static nature of the housing stock.**⁹
- Demand for home services and home construction were equal at the height of the 2000s housing boom; roughly 6 million full time employees each. However, the demand for new home construction labor **plummeted following the great recession, dropping by 2/3rds.**
- Because home service need is based on the underlying nature of the housing stock, demand for home service workers remains more stable.

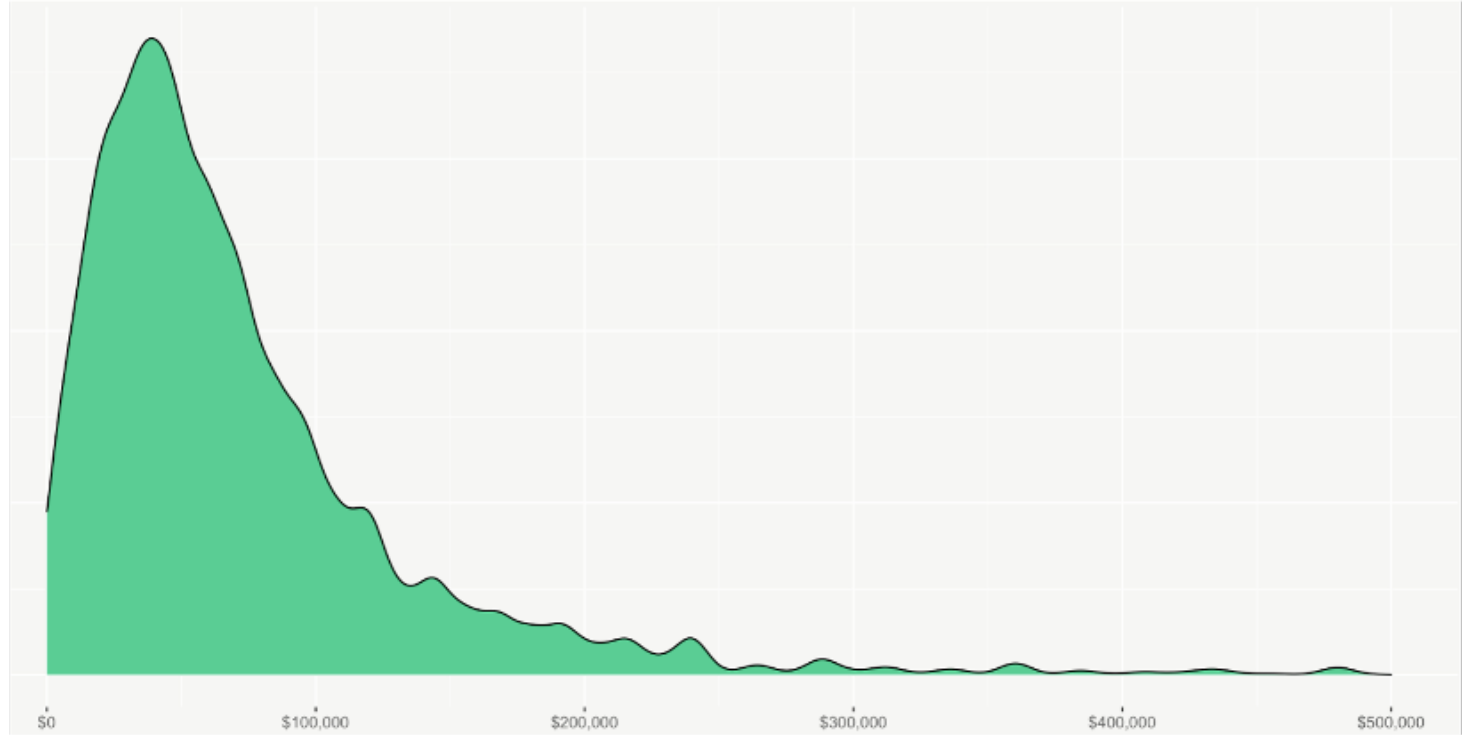
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PART 3:

What to Expect

What do current trends suggest the future holds?

Over 6 trillion in home equity gains are a recession cushion.



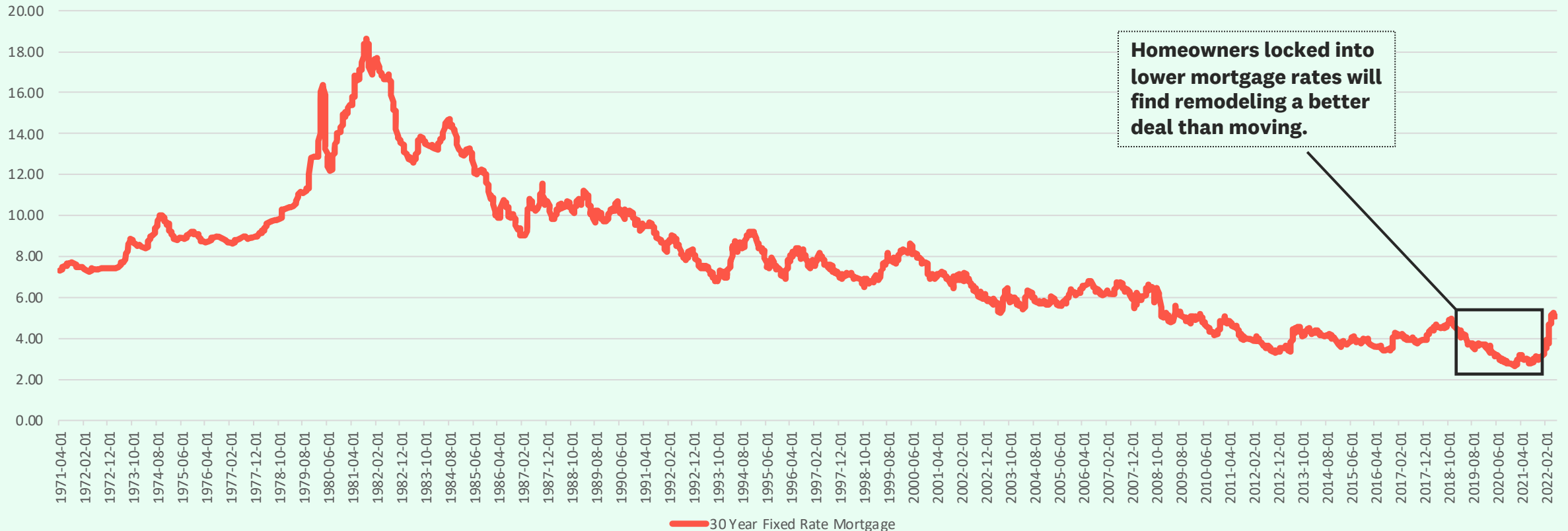
Total homeowner home equity has reached the unprecedented level of \$27.7, gaining 7.1 trillion over the 2 years of the pandemic.

This means the typical household gained \$80,000 in home equity wealth over the last two years, and the pandemic home equity gains could fuel roughly 12 years of spending at the current size of the total addressable market. ^{1&6}

Rising interest rates mean homeowners will find remodeling a better deal.

As interest rates rise from a pandemic low of 2.7% to the current rate of nearly 6%, tens of millions of homeowners will find themselves prioritizing remodeling and staying in place over moving to a new home. ¹⁰

30 Year Fixed Rate Mortgage



Demographics will continue to underpin everything.

In the next 10 years...

43.5 million people will turn 30

30 is commonly associated with the earlier forms of family formation and the beginning of early career growth.

45.2 million people will turn 40

40 is commonly associated with peak earning power and trading up homes for more space.

28.9 million people will turn 80

Baby boomers are the largest cohort to reach stages of life commonly associated with downsizing, aging in place, in-law suites, and other age associated home improvement and servicing needs.

The rapid growth rates observed in home service spending are slowing down as the market normalizes and supply and demand get closer to a balanced state.

Predictable markets are better for both homeowners and for service professionals, and a larger market with normalized growth a good thing to look forward to.



Supply Side

On the supply side, rising interest rates will disincentivize new home buying and some home construction. A slowdown in new home construction will ease the constraints on both building materials and building labor, bringing some balance back to the market.



Demand Side

On the demand side, rising interest rates will mean homeowners are locked into their existing homes, with a strong disincentive to move. This will mean a strong pivot to favoring remodeling over moving for many homeowners. Additionally, home equity gained over the pandemic will service as a recession cushion as markets slowdown.



Market Normalization

The 10% growth from 2021 to 2022 in the total addressable market represents a renormalization of the growth rate. This easing of the demand/supply imbalance should make it easier for consumers to find their demand fulfilled, for pros to find talent to hire, and for manufacturers and distributors to have more predictable supply chains.



APPENDIX

Methodology

Understanding our proprietary market model.

How We Model

1

Angi Research Spending Attribute Matrix

Angi's internal estimates of spending and consumption patterns

2

National Demographic Model

Weighted population model of the entire United States based on the U.S. Census Bureau's American Community Survey microdata of individuals and households

3

Home Service Market TAM Modeling

Total Addressable Market (TAM) estimate based on Angi market model for the United States.

4

Aggregated Key Market Findings

Key findings for report aggregated from Angi market model

Summary TAM Model Coefficients

Component	Variable	Coefficient	Pr (> t)	Significance	Component	Variable	Coefficient	Pr (> t)	Significance
Module 1	X ₀	11103.92585	0.000685	***	Module 2	X ₀	3835.322006	0.000017623	***
	X ₁	1501.732031	0.144677			X ₁	563.736235	0.044964	*
	X _{2i}	-8528.40791	0.001095	**		X _{2i}	-2944.811571	0.000036788	***
	X _{2ii}	-7433.462809	0.003677	**		X _{2ii}	-2681.790264	0.000125	***
	X _{2iii}	18553.21578	0.00000342	***		X _{2iii}	5576.141307	0.000000322	***
	X _{2iv}	-3927.74105	0.144474			X _{2iv}	-1392.957275	0.058065	.
	X _{2v}	-2723.951564	0.35046			X _{2v}	-882.323595	0.26804	
	X _{2vi}	-9891.81993	0.000414	***		X _{2vi}	-3477.538199	5.5399E-06	***
	X _{2vii}	-9088.079186	0.002004	**		X _{2vii}	-3145.315351	0.00009061	***
	X ₃	7.862349	0.869639			X ₃	-49.399215	0.000162	***
	X ₃ ^{^2}	-0.02795	0.95521			X ₃ ^{^2}	0.320512	0.018384	*
	X ₄	1090.435542	0.010053	*		X ₄	284.951355	0.01376	*
	X ₅	-30.514629	0.913794			X ₅	173.623609	0.024135	*
	X _{6i}	-5519.739576	0.000423	***		X _{6i}	-626.900989	0.142256	
	X _{6ii}	-4568.48347	0.006077	**		X _{6ii}	503.18917	0.26825	
	X _{6iii}	-5290.077585	0.013088	*		X _{6iii}	-496.413559	0.39369	
	X ₇	0.028006	0.000567	***		X ₇	0.003566	0.107781	
Module 3	X ₀	2357.162687	0.00463	**	Module 4	X ₀	3.004882889	2E-16	***
	X ₁	524.017776	0.045639	*		X ₁	0.316471724	0.004164	**
	X _{2i}	-1118.705047	0.092375	.		X _{2i}	-1.41032297	4.90491E-07	***
	X _{2ii}	-751.514471	0.24852			X _{2ii}	-1.613708916	4.36415E-09	***
	X _{2iii}	4744.657291	0.0000031	***		X _{2iii}	1.437776621	0.000783	***
	X _{2iv}	332.301965	0.627688			X _{2iv}	-0.63680251	0.027372	*
	X _{2v}	698.181279	0.347251			X _{2v}	-0.088029481	0.778381	
	X _{2vi}	-1641.389561	0.02132	*		X _{2vi}	-1.524707106	3.96148E-07	***
	X _{2vii}	-1470.157932	0.049551	*		X _{2vii}	-2.240721709	1.404E-12	***
	X ₃	-48.36167	0.0000748	***		X ₃	-0.057916331	2E-16	***
	X ₃ ^{^2}	0.347296	0.006153	**		X ₃ ^{^2}	0.000388242	4.22E-13	***
	X ₄	385.521456	0.000353	***		X ₄	0.246724832	5.87161E-08	***
	X ₅	182.273548	0.011132	*		X ₅	0.267097013	2E-16	***
	X _{6i}	-1645.231369	0.000037	***		X _{6i}	-0.289123534	0.084824	.
	X _{6ii}	-711.009313	0.093423	.		X _{6ii}	0.355946284	0.046139	*
	X _{6iii}	-654.478957	0.227768			X _{6iii}	-0.446035415	0.050992	.
	X ₇	0.001323	0.522173			X ₇	5.9399E-06	1.0394E-11	***

Summary TAM Model Coefficients

Component	Variable	Coefficient	Pr (> t)	Significance	Component	Variable	Coefficient	Pr (> t)	Significance
Module 5	X ₀	1.910353022	4.56749E-08	***	Module 6	X ₀	2.561160379	2E-16	***
	X ₁	0.206503418	0.06018	.		X ₁	0.088171698	0.363352	
	X _{2i}	-0.915105234	0.00103	**		X _{2i}	-1.266252589	2.76253E-07	***
	X _{2ii}	-1.132453253	3.40666E-05	***		X _{2ii}	-1.492630227	6.536E-10	***
	X _{2iii}	1.76864029	3.32338E-05	***		X _{2iii}	1.388946743	0.000223	***
	X _{2iv}	-0.310144267	0.28015			X _{2iv}	-0.716789109	0.004723	**
	X _{2v}	0.200701348	0.51909			X _{2v}	-0.118876448	0.665386	
	X _{2vi}	-0.932376663	0.00181	**		X _{2vi}	-1.270851709	1.50413E-06	***
	X _{2vii}	-1.453523822	3.70975E-06	***		X _{2vii}	-1.889092586	1.06E-11	***
	X ₃	-0.041914076	3.35E-16	***		X ₃	-0.04867459	< 0.0000000000000002	***
	X ₃ ²	0.000251512	2.25808E-06	***		X ₃ ²	0.000329416	2.55E-12	***
	X ₄	0.334550699	1.63945E-13	***		X ₄	0.227336591	1.30926E-08	***
	X ₅	0.200641928	2.94249E-11	***		X ₅	0.254805838	< 0.0000000000000002	***
	X _{6i}	-0.413127788	0.01336	*		X _{6i}	-0.755667756	3.10074E-07	***
	X _{6ii}	0.439223682	0.01343	*		X _{6ii}	0.118669654	0.449198	
	X _{6iii}	-0.403307529	0.07619	.		X _{6iii}	-0.548768967	0.006302	**
	X ₇	5.9208E-06	9.63296E-12	***		X ₇	4.6802E-06	1.04705E-09	***
Module 7	X ₀	2.329957963	9.72156E-08	***	Module 8	X ₀	2.946271621	< 0.0000000000000002	***
	X ₁	-0.023574599	0.863762			X ₁	0.115974305	0.287315	
	X _{2i}	-0.961423219	0.00581	**		X _{2i}	-1.498014997	6.3229E-08	***
	X _{2ii}	-1.172117712	0.000602	***		X _{2ii}	-1.60503187	3.36891E-09	***
	X _{2iii}	1.368994244	0.010163	*		X _{2iii}	1.498146694	0.000394	***
	X _{2iv}	-0.309370843	0.389059			X _{2iv}	-0.567781204	0.046339	*
	X _{2v}	0.274093031	0.481455			X _{2v}	-0.391823175	0.204616	
	X _{2vi}	-1.222567041	0.001075	**		X _{2vi}	-1.405123475	2.20253E-06	***
	X _{2vii}	-1.971070534	5.29982E-07	***		X _{2vii}	-2.044107276	5.82934E-11	***
	X ₃	-0.018704978	0.00346	**		X ₃	-0.046917167	< 0.0000000000000002	***
	X ₃ ²	0.000091811	0.166932			X ₃ ²	0.000294564	2.42844E-08	***
	X ₄	0.377341178	2.82E-11	***		X ₄	0.296934811	4.03596E-11	***
	X ₅	0.086314731	0.021822	*		X ₅	0.169042211	1.5924E-08	***
	X _{6i}	-0.344486309	0.099012	.		X _{6i}	-0.988485376	2.62936E-09	***
	X _{6ii}	0.350456608	0.114679			X _{6ii}	-0.026504601	0.880429	
	X _{6iii}	-0.40698528	0.152498			X _{6iii}	-0.950994591	2.55604E-05	***
	X ₇	0.00006304	6.4634E-09	***		X ₇	6.8894E-06	1.48E-15	***

Comparisons to Other Estimates

Our home service market model exists alongside other 3rd party research that also estimates either the home service market, the remodeling market, or some other aspect of how consumers service the places where they live.

Our estimates may differ from those for various reasons. Including - but not necessarily limited to - differences in:

- scope of what constitutes home service spending,
- estimation and modeling methods for the total market size,
- sampling methods and weights,
- access to – or choice of – consumer spending data,
- variable classification and encoding choices,
- time period or duration of market measurements

Additionally, the skilled tradesperson population table in section one and topline estimate of 6.1 million is based on an estimated share weight of the total people working in home services. This represents a best estimate as the actuals are unknown and shift up or down depending on local labor market conditions.

Table occupational titles have also been shortened in some cases away from the Census definitions to improve readability. These figures may deviate from the commonly cited *Occupation Employment Statistics* because they come from separate surveys, and the OES figures do not include the unemployed, the self-employed, and owners and partners of unincorporated firms.

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APPENDIX

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