CORTERA

CONSTRUCTION INDUSTRY MONITOR

December 2016

The Cortera Industry Monitors are the most intuitive measures of key purchase, payment and financial trends across major industries. Industry Monitors are created from data on over 10 million companies and over $1.2 trillion in business-to-business transactions.

1 PAYMENTS

DBT = **11.2** days late

How **FAST** companies are paying Construction providers

DBT = **6.0** days late

How fast those companies are **PAYING OTHER PROVIDERS**

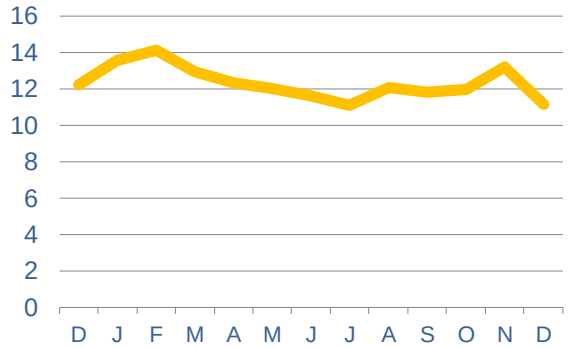
2 RISK SCORES

How risky are customers of Construction providers?

	Avg. Score	
Manufacturing Materials	655	-6
Construction	***650***	-5
Building Supply	639	-5
Transportation	635	+7
Apparel & Outdoor	623	-3
Food & Beverage	613	-4
Industrial Supply	612	-4

More Risk

3 PAYMENT BEHAVIOR TRENDS



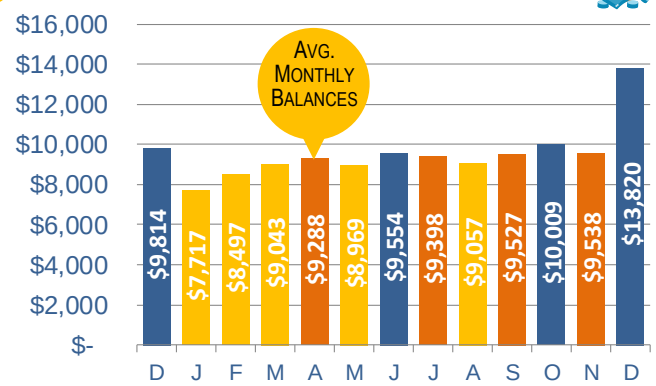
11.2 days

4 INDUSTRY PAYMENT RANKINGS

Industry	DBT	
Manufacturing Materials	4.7	+0.2
Food & Beverage	4.8	+0.1
Apparel & Outdoor	7.7	+0.7
Transportation	8.2	+0.6
Building Supply	9.1	+0.6
Industrial Supply	10.4	+0.6
Construction	***11.2***	-2.0

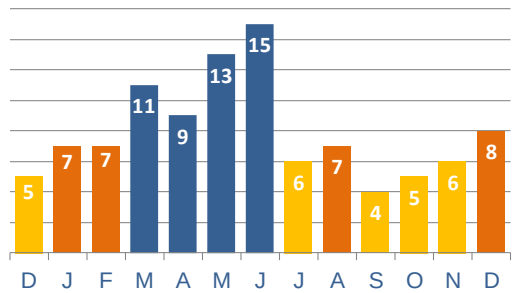
Slower Payment

5 CUSTOMER SPENDING TRENDS

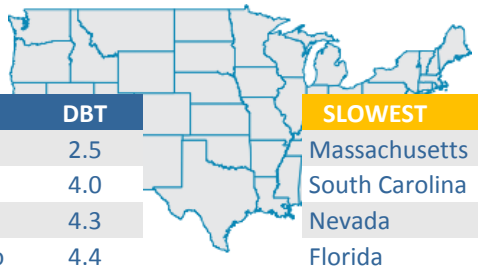


6 BANKRUPTCIES

98 Construction customers have filed bankruptcy in 2016



7 GEOGRAPHY MATTERS



FASTEST	DBT
Michigan	2.5
Arizona	4.0
Arkansas	4.3
New Mexico	4.4
Colorado	4.8

SLOWEST	DBT
Massachusetts	25.5
South Carolina	20.8
Nevada	18.9
Florida	18.0
New York	14.4

8 PAYMENTS BY BALANCE SIZE

Balance size isn't a major factor in this industry

Monthly Balance	DBT
$9,300+	11.3 days
$3,100 - $9,300	9.4 days
$1,200 - $3,100	10.3 days
$400 - $1,200	13.3 days
<$400	16.3 days

Don't just monitor your industry. Monitor all of your customers, see insightful trends and get alerts to changes that could negatively impact your revenue. Click here to learn more or call (877) 340-9123.