CORTERA

CONSTRUCTION INDUSTRY MONITOR

October 2018

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 annual business-to-business transactions.

1 PAYMENTS

DBT= **16.4** days late

How FAST companies are paying Construction providers

DBT= **7.4** days late

How fast those companies are PAYING OTHER PROVIDERS

2 RISK SCORES

How risky are customers of Construction providers?

	Avg. Score	
Manufacturing Materials	701	-1
Building Supply	678	-4
Apparel & Outdoor	666	-1
Construction	*662*	*-3*
Transportation	647	-1
Industrial Supply	642	-1
Food & Beverage	637	-

More Risk

3 PAYMENT BEHAVIOR TRENDS

4 INDUSTRY PAYMENT RANKINGS

Industry	DBT	
Manufacturing Materials	5.1	+0.8
Food & Beverage	5.5	-0.5
Apparel & Outdoor	6.2	-0.6
Transportation	8.7	+0.9
Building Supply	9.3	+1.1
Industrial Supply	10.1	+0.2
Construction	*16.4*	*+1.8*

Slower Payment

5 CUSTOMER SPENDING TRENDS

6 BANKRUPTCIES

58 Construction customers have filed bankruptcy in 2018

7 GEOGRAPHY MATTERS

FASTEST	DBT
West Virginia	3.5
Idaho	5.9
Michigan	7.5
Louisiana	7.5
Tennessee	8.5

SLOWEST	DBT
Wyoming	37.1
New York	32.7
Rhode Island	26.2
Maine	25.9
Massachusetts	25.1

8 PAYMENTS BY BALANCE SIZE

Balance size isn't a major factor in this industry

Monthly Balance	DBT
$11,400+	16.6 days
$3,500 - $11,400	14.8 days
$1,200 - $3,500	14.8 days
$400 - $1,200	15.0 days
<$400	22.9 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.