



OUTPERFORM TODAY. TRANSFORM TOMORROW.

Q1 2025 Earnings Presentation

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MAY 1, 2025

Safe Harbor & Non-GAAP Financial Measures

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Statements in this presentation and the schedules hereto that are not purely historical facts or that necessarily depend upon future events, including statements about forecasted financial performance or other statements about anticipations, beliefs, expectations, hopes, synergies, intentions or strategies for the future, may be forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. Readers are cautioned not to place undue reliance on forward-looking statements. In addition, oral statements made by our directors, officers and employees to the investor and analyst communities, media representatives and others, depending upon their nature, may also constitute forward-looking statements. As with the forward-looking statements included in this release, these forward-looking statements are by nature inherently uncertain, and actual results or events may differ materially as a result of many factors. All forward-looking statements are based upon information available to Builders FirstSource on the date this release was submitted. Builders FirstSource undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Forward-looking statements involve risks and uncertainties, many of which are beyond the Company's control or may be currently unknown to the Company, that could cause actual events or results to differ materially from the events or results described in the forward-looking statements; such risks or uncertainties include those related to the Company's growth strategies, including acquisitions, organic growth and digital strategies, or the dependence of the Company's revenues and operating results on, among other things, the homebuilding industry and, to a lesser extent, repair and remodel activity, which in each case is dependent on economic conditions, including inflation, interest rates, consumer confidence, labor and supply shortages, and also lumber and other commodity prices, which may be impacted by changes in tariffs. Builders FirstSource may not succeed in addressing these and other risks. Further information regarding factors that could affect our financial and other results can be found in the risk factors section of Builders FirstSource's most recent annual report on Form 10-K filed with the Securities and Exchange Commission (the "SEC") and may also be described from time to time in the other reports Builders FirstSource files with the SEC. Consequently, all forward-looking statements in this release are qualified by the factors, risks and uncertainties contained therein.

Use of Non-GAAP Financial Measures

This presentation includes financial measures and terms not calculated in accordance with accounting principles generally accepted in the United States ("GAAP") in order to provide investors with an alternative method for assessing our operating results in a manner that enables investors to more thoroughly evaluate our current performance as compared to past performance. We believe these non-GAAP measures provide investors with a better baseline for modeling our future earnings expectations. Our management uses these non-GAAP measures for the same purpose. We believe that our investors should have access to the same set of tools that we use in analyzing our results. These non-GAAP measures should be considered in addition to results prepared in accordance with GAAP but should not be considered a substitute for or superior to GAAP results. Our calculations of adjusted net income, adjusted net income per share (also referred to as adjusted EPS throughout this presentation), adjusted EBITDA, adjusted EBITDA margin, free cash flow and net leverage are not necessarily comparable to similarly titled measures reported by other companies. Reconciliations of these metrics are included in the appendix to this presentation. The company also provided detailed explanations and reconciliations of these non-GAAP financial measures in the earnings release included in its Form 8-K filed with the Securities and Exchange Commission on May 1, 2025.

Clear Strategic Pillars Driving Long-Term Profitable Growth



**Organic
Growth with a
Focus on
Value-Added
Products and
Services**



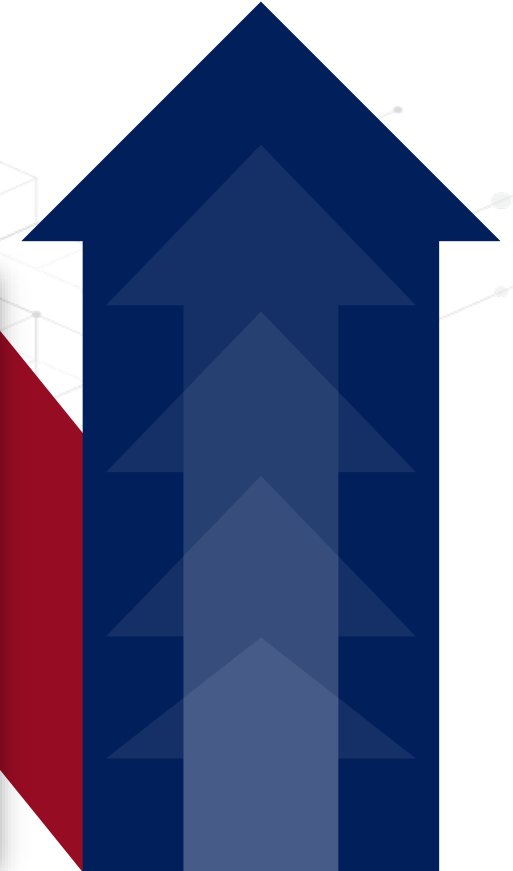
**Drive
Operational
Excellence &
Invest in Digital
and Innovation**



**Continue to
Build Our High-
Performing
Culture**



**Disciplined
Capital
Allocation**



Q1 2025 Performance

\$3.7B

Net Sales

6.0% Decrease²

\$1.1B

Gross Profit

14.2% Decrease²

30.5% Gross Margin

\$369M

Adjusted EBITDA¹

31.7% Decrease²

10.1% Adj. EBITDA Margin¹

\$1.51

Adjusted Diluted EPS¹

43.0% Decrease²

Generated \$45M in Free Cash Flow During Q1 2025

Continued Execution of Our Strategy in Q1



Organic Growth with a Focus on Value-Added Products and Services

- Upgraded one truss plant in Q1; opened a new millwork plant and completed one millwork expansion
- ~48% value-added product mix in Q1 driven by continued Multi-Family normalization



Drive Operational Excellence & Invest in Digital and Innovation

- Delivered \$17 million in productivity savings in Q1 primarily through more efficient manufacturing and procurement initiatives
- Increasing customer adoption of our industry-leading BFS digital tools with \$19M of incremental sales in the quarter, \$153M of cumulative incremental sales, and ~\$1.5B of cumulative orders since launch



Continue to Build Our High-Performing Culture

- Improved safety performance with a 17% reduction in recordable incident rate (RIR) versus 2024
- Using proven playbooks and leveraging best practices to improve our consistency, capabilities, and ways of working together



Disciplined Capital Allocation

- Completed two acquisitions in Q1 with aggregate prior year sales of ~\$565M
- Repurchased \$13M of common stock in Q1 and \$391M in April, inclusive of applicable fees and taxes
- Since the inception of the buyback program in August 2021, repurchased ~48% of total shares outstanding

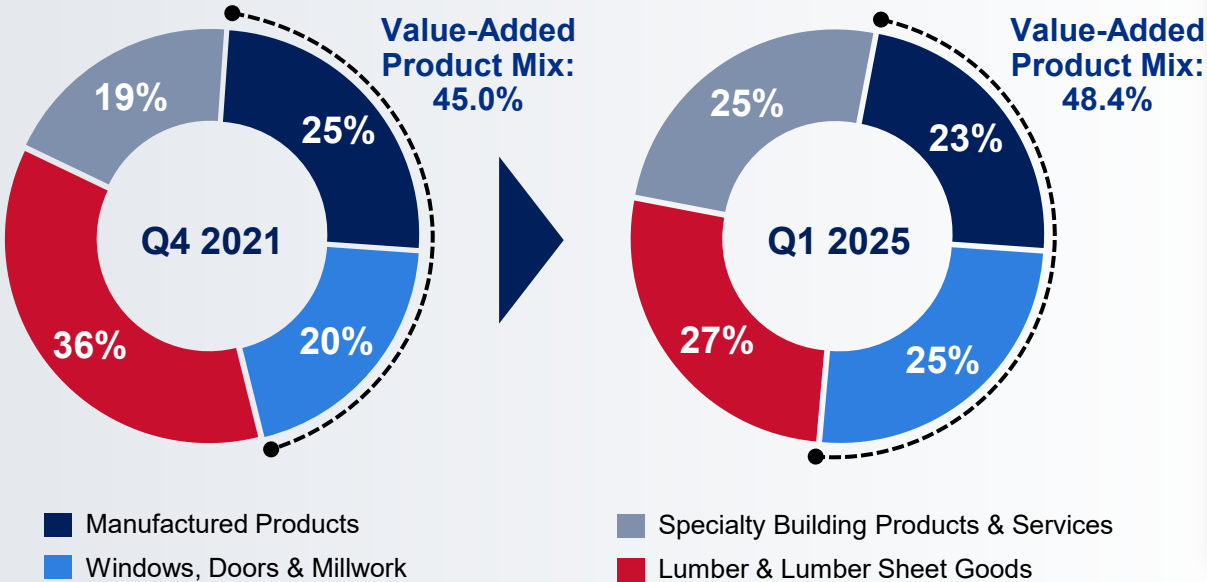
Continuing to Compound Value Creation with Strong Execution









Increasing Value-Added Mix and Expanding to Desirable Geographies Through M&A

Net Sales

340 bps

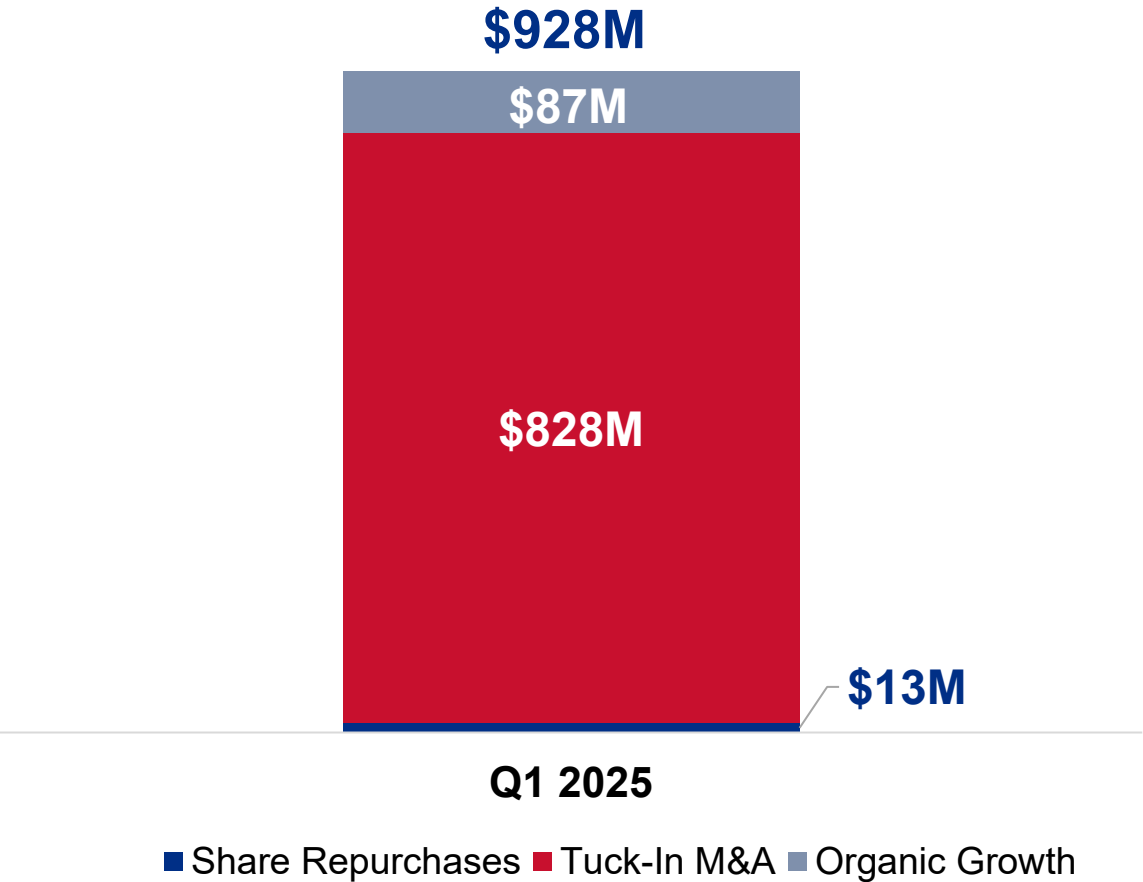
Growth in Value-Added Product Mix



Acquisition	Date	Benefits
 O.C. CLUSS LUMBER / BUILDING SUPPLIES	Q1 2025	▪ Leading supplier of lumber, building materials, and installation services with locations in Pennsylvania, Maryland, and West Virginia
 Alpine LUMBER CO.	Q1 2025	▪ Largest independently operated supplier of building materials in Colorado and northern New Mexico with broad portfolio including value-added products
 KLEET LUMBER CO. INC. SINCE 1946	Q4 2024	▪ Leading provider of lumber and building materials on Long Island
 DOUGLAS LUMBER • KITCHENS • HOME CENTER	Q4 2024	▪ Building materials provider to contractors, remodelers, and homeowners in New England
 High Mountain Door & Trim	Q3 2024	▪ Leading distributor and installer of windows, doors, and millwork in the Reno area
 Reno TRUSS, INC.	Q3 2024	▪ Manufacturer and distributor of roof and floor trusses to Single-Family and Multi-Family markets in Nevada
 Sunrise Wood Designs, LLC	Q3 2024	▪ Custom cabinet manufacturer and installer to production and custom builders in North Texas
 WYOMING MILLWORK CO.	Q3 2024	▪ Leading building products distributor in Delaware

34 Acquisitions Completed Since BMC Merger in 2021¹

Disciplined Capital Deployment Framework



Q1 2025 Highlights

- **\$87M** allocated to sustaining the business and investing in value-added capacity and our digital solutions
- **\$828M** deployed on 2 acquisitions to expand our footprint into high-growth geographies and enhance our value-added offerings
- **\$13M** deployed to repurchase common shares

Successfully Deployed ~\$0.9 Billion in Q1

Creating a Better Way to Build as Demand for Modern, Digital Solutions Continues to Grow

Addressing industry pain points...

...with industry-leading digital solutions...

...to become the premier partner for builders and suppliers

- Lengthy design cycle remains static in 2D blueprints
- Offline information storage results in misunderstanding of project timeline and cost
- Ongoing change requests result in an inefficient job site

- ☑ Streamlined design in a dynamic, 3D digital model
- ☑ Online collaboration provides stakeholder alignment and visibility throughout the project
- ☑ Seamless connection from design through material procurement and construction

Increase Wallet Share with Existing Customers

Grow Share with New Customers

Expand across other Builder Segments

Expand Shoppable Product Catalog

Driving to

\$1B

Incremental Product Revenue

BFS Digital Tools Transforming the Industry for Current and Next Generation of Homebuilders

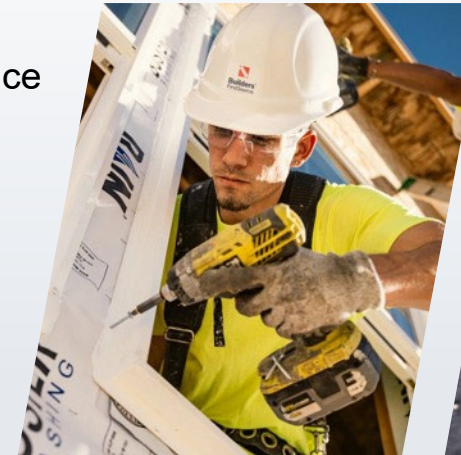
Q1 2025 Financial Update

Core Organic Sales¹ Highlights by End Market

- **Single-Family:** -5.9% attributable to lower starts activity, value per start, and weather
- **Multi-Family:** -32.7% amid muted activity levels against strong prior year comps
- **R&R / Other:** +3.6% attributable primarily to strength in the Mid-Atlantic and Southeast regions

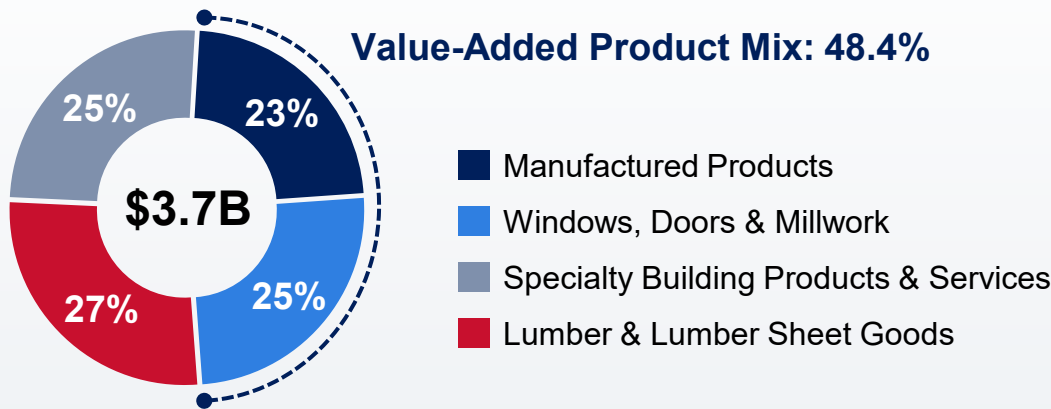
Core Organic Sales¹ Highlights by Product

- **Value-Added Core Organic Sales¹ decreased 12.3% against the prior year due to a decline in Multi-Family truss and lapping of higher completion levels**
 - Manufactured Products decreased 13.5%, primarily driven by Multi-Family truss
 - Windows, Doors & Millwork decreased 11.2% on vendor price declines and lower volumes
- **Lumber & Lumber Sheet Goods Core Organic Sales¹ decreased 2.7% driven by a below-normal starts environment**

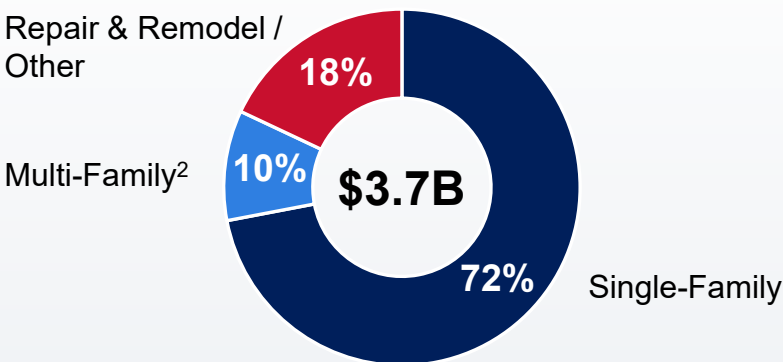


Q1 2025 Financial Update

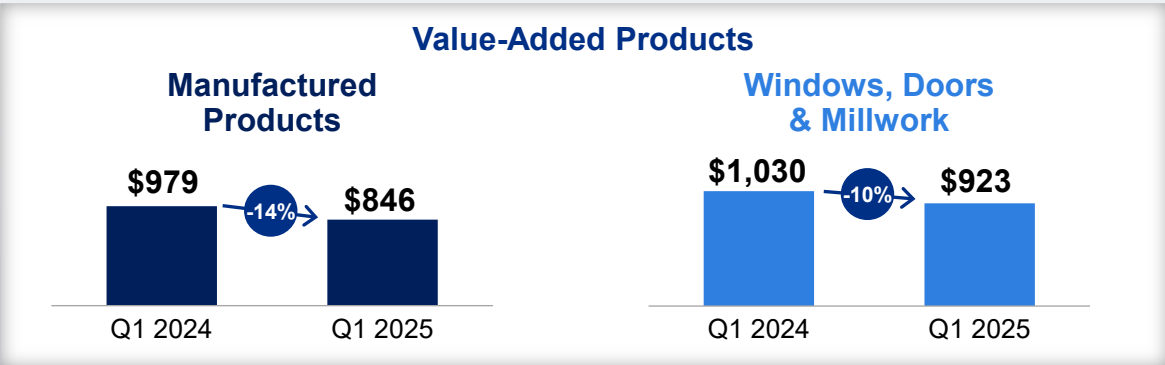
Net Sales Mix by Product Category



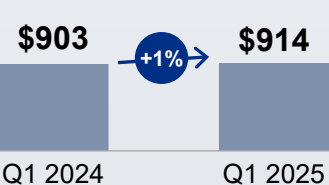
Net Sales Mix by End Market



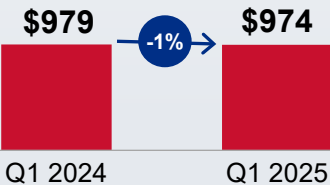
Net Sales (\$M) by Product Category



Specialty Building Products & Services

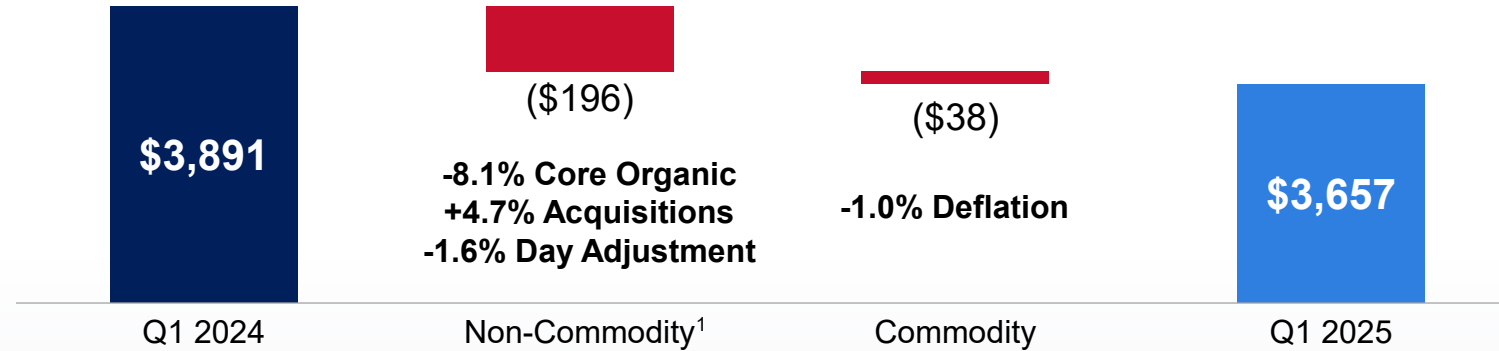


Lumber & Lumber Sheet Goods

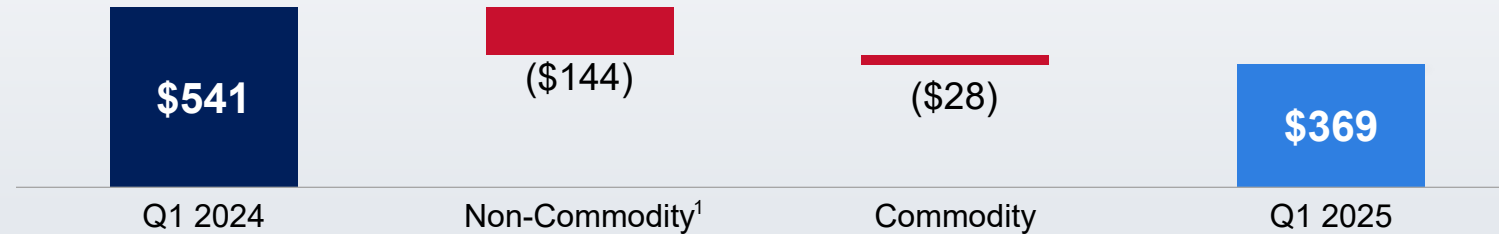


Q1 2025 Financial Update

Net Sales (\$M) Bridge



Adjusted EBITDA² (\$M) Bridge

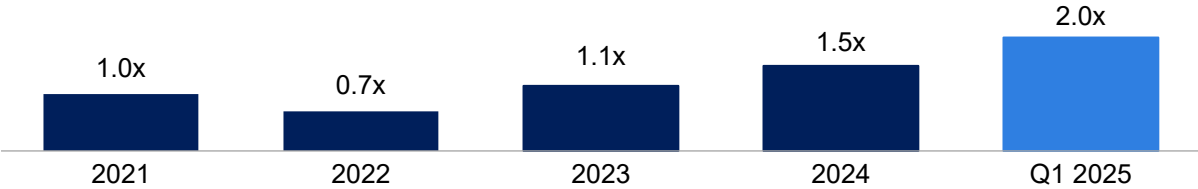


Strong Balance Sheet and Liquidity Provide Financial Flexibility

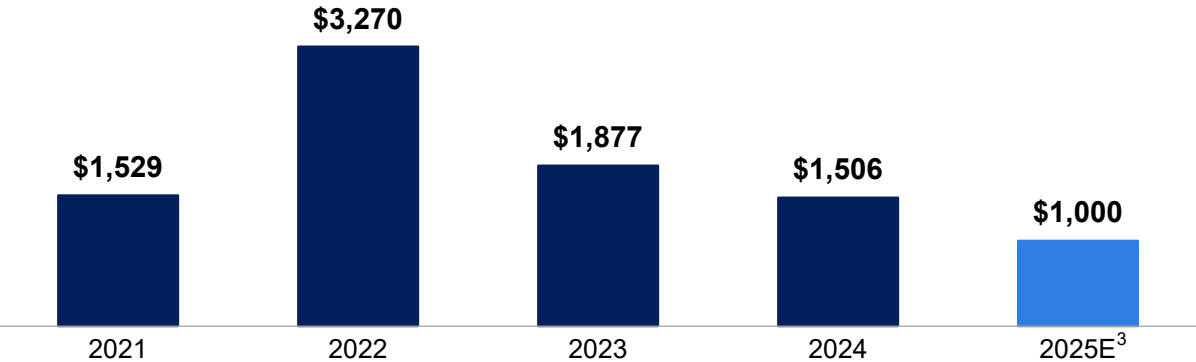
Consistent Capital Allocation Priorities

- 1 Maintain a Strong Balance Sheet**
 - Target leverage ratio of 1.0x to 2.0x at year-end
- 2 Organic Growth**
 - Drive productivity and growth with investments
- 3 Inorganic Growth**
 - Pursue margin accretive deals with strategic, tuck-in M&A
- 4 Return Capital to Shareholders**
 - Continue opportunistic share repurchases

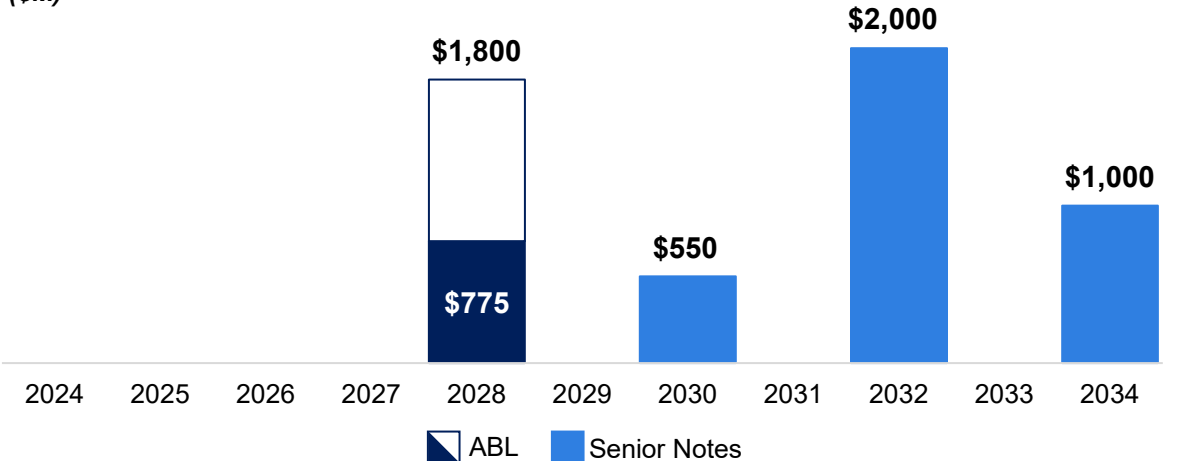
Low Net Leverage¹ Profile



Strong Free Cash Flow (\$M)



Weighted Average Debt Maturity of ~6 Years² (\$M)



1) Net Leverage calculated as principal value of debt and lease obligations less cash and cash equivalents divided by LTM Adjusted EBITDA (excludes the effects of finance leases and other finance obligations).
2) Excludes finance leases and other finance obligations. Solid shading on ABL reflects drawn portion only. 2032 debt includes \$1.3B of 4.25% and \$0.7B of 6.375% notes.
3) Represents midpoint of 2025 outlook range of \$800 million to \$1.2 billion.

2025 Outlook

2025 Full Year Outlook

Metrics	Current Guidance	Prior Guidance	2024 Actual
Total Net Sales ¹	\$16.05 to \$17.05 billion	\$16.5 to \$17.5 billion	\$16.4 billion
Gross Profit Margin ¹	29.0% to 31.0%	30.0% to 32.0%	32.8%
Total Adjusted EBITDA ^{1,4}	\$1.7 to \$2.1 billion	\$1.9 to \$2.3 billion	\$2.3 billion
Total Adjusted EBITDA Margin ^{1,4}	10.6% to 12.3%	11.5% to 13.0%	14.2%
Free Cash Flow ²	\$0.8 to \$1.2 billion	\$0.6 to \$1.0 billion	\$1.5 billion
Base Business Sales ³	\$16.4 billion	\$17.0 billion	\$16.4 billion
Base Business Adjusted EBITDA ^{3,4}	\$1.8 billion	\$2.1 billion	\$2.3 billion
Base Business Adjusted EBITDA Margin ^{3,4}	11.2%	12.4%	14.2%
Capital Expenditures ⁵	\$350 to \$425 million	\$350 to \$450 million	\$367 million
Interest Expense	\$260 to \$280 million	\$250 to \$270 million	\$208 million
Effective Tax Rate	23.0% to 25.0%	23.0% to 25.0%	22.3%
Depreciation & Amortization Expense ⁶	\$550 to \$600 million	\$550 to \$600 million	\$562 million

Q2 2025 Color:
Net Sales – \$4.1B to \$4.4B
Adjusted EBITDA⁴ – \$475M to \$525M

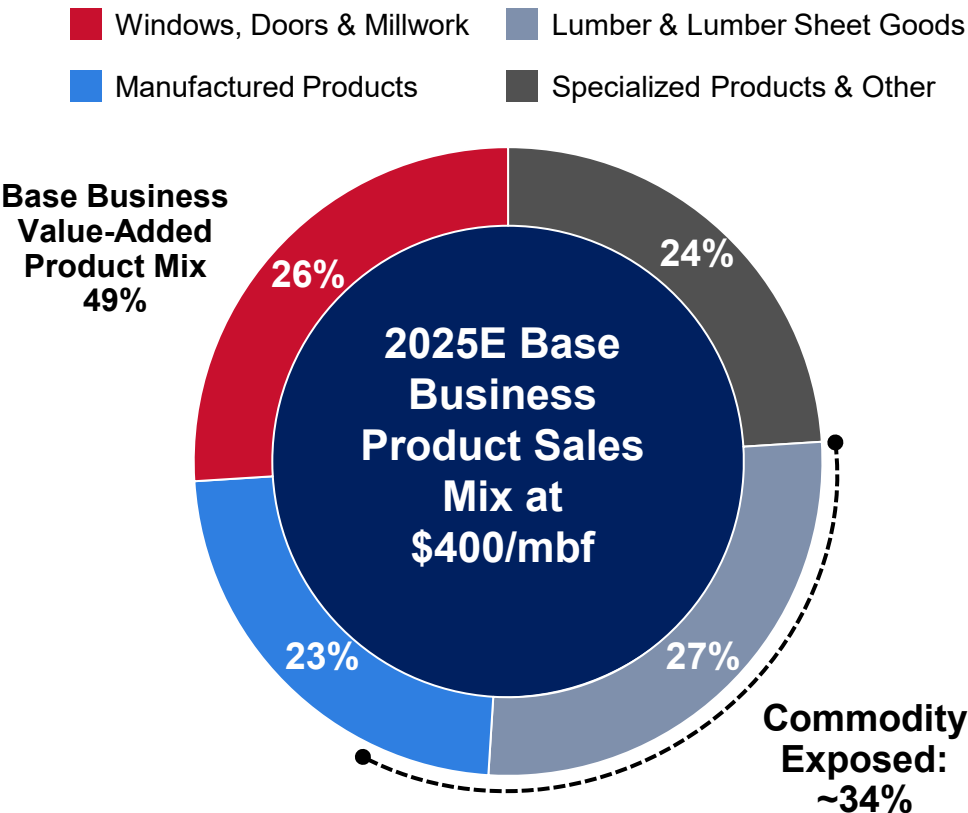
2025 Full Year Assumptions

2025 Full Year Assumptions

Metrics	Current Assumptions	Prior Assumptions
Single-Family Starts Growth (BLDR geographies)	Down Mid-Single Digits	Flat (Down LSD to Up LSD)
Multi-Family Starts Growth (BLDR geographies) ¹	Down Mid-Teens	Down Mid-Teens
Repair & Remodel Growth (BLDR geographies)	Flat	Up Low-Single Digits
Selling Days	One Fewer Day (Q1) vs. 2024	One Fewer Day (Q1) vs. 2024
Average Commodity Prices (\$/mbf)	\$400 to \$440	\$380 to \$430
Productivity Savings	\$70 to \$90 million	\$70 to \$90 million
Sales Growth From Acquisitions Completed in LTM	5.0% to 5.5%	4.0% to 4.5%

Overview of Base Business Framework

~66% of BFS's Base Business¹
is Non-Commodity

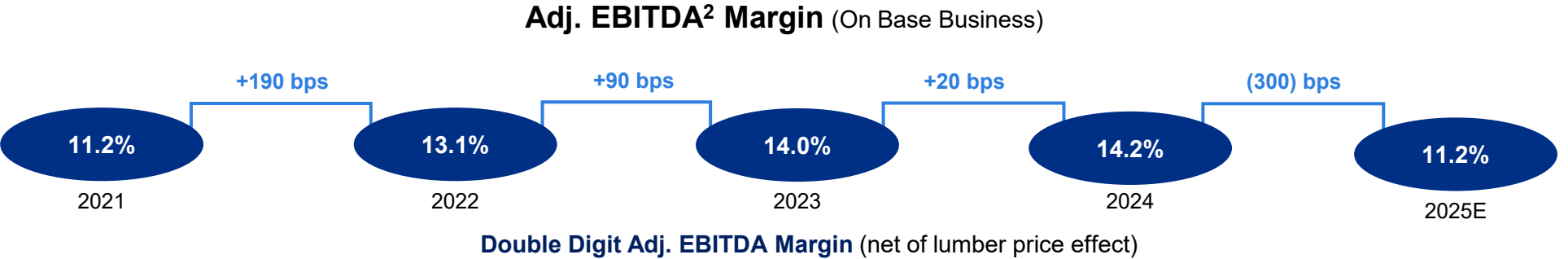
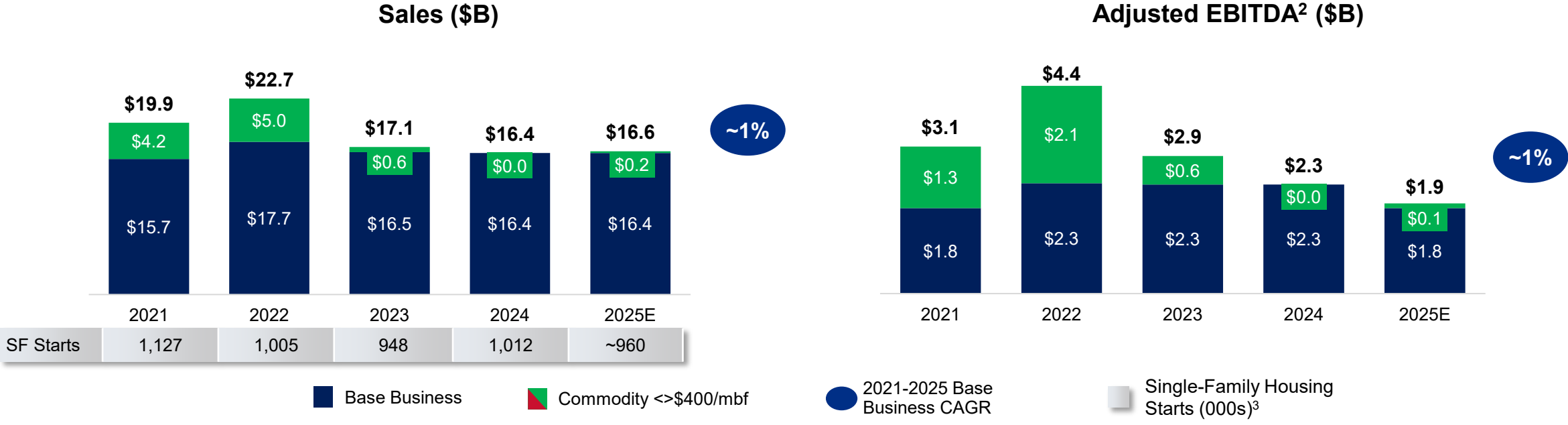


Underlying Base Business Assumptions

- Assumes \$400/mbf lumber and lumber sheet goods pricing (in line with 25-year average commodity prices)
- Commodity margins reflect historical trends and relative market strength (contemplates approximately one-third of sales mix impacted by commodity prices)
- Expense structure is adjusted to reflect changes in commodity prices

Base Business Showcases Underlying Strength, Profitability of Core Business Adjusting for Commodity Price Fluctuations

Base Business¹ Performance Aligned with Long Term Plan



1) Assumes a \$400/mbf commodity price for all periods and maintained for the full year. Base Business is based on management estimates to provide investors another method for evaluating our performance. Base Business should be considered in addition to results prepared in accordance with GAAP but should not be considered a substitute for or superior to GAAP results.

2) Adjusted EBITDA and Adjusted EBITDA margin are Non-GAAP financial measures. See the non-GAAP Financial Measures slide in this presentation for a definition thereof and a discussion of certain matters regarding non-GAAP guidance.

3) Source: U.S. Census and Freddie Mac, Evercore ISI Research, management estimates.

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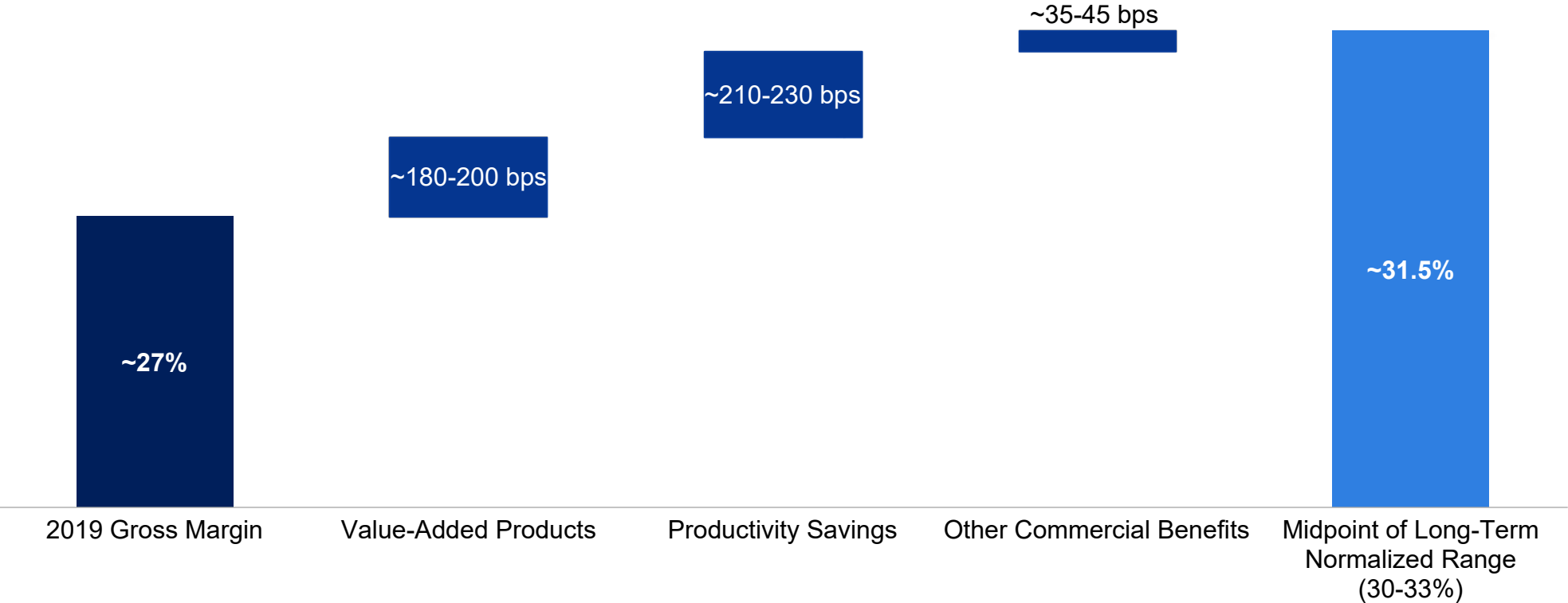
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Appendix

Strategic Execution Has Driven Sustainable Gross Margin Improvement



Strategic Initiatives Lead to Higher Gross Margins

- ✓ **Investment in Value-Added Products:** VAP made up ~50% of net sales in 2024 vs. ~42% in 2019
- ✓ **Operational Excellence:** ~\$360M in COGS productivity savings from 2021-2024 through operational efficiencies, investment in automation, and supply chain savings
- ✓ **Commercial Benefits:** Customer-supplier terms alignment, CRM, and scale

Transformational Improvement in Gross Margin Profile Over the Last Five Years

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS (unaudited)

(in thousands, except per share amounts)	Three Months Ended March 31,	
	2025	2024
Net sales	\$ 3,657,496	\$ 3,891,352
Cost of sales	2,542,255	2,591,498
Gross margin	1,115,241	1,299,854
Selling, general and administrative expenses	930,800	926,257
Income from operations	184,441	373,597
Interest expense, net	64,892	48,336
Income before income taxes	119,549	325,261
Income tax expense	23,245	66,480
Net income	<u>\$ 96,304</u>	<u>\$ 258,781</u>
<i>Net income per share:</i>		
Basic	<u>\$ 0.85</u>	<u>\$ 2.12</u>
Diluted	<u>\$ 0.84</u>	<u>\$ 2.10</u>
<i>Weighted average common shares:</i>		
Basic	<u>113,675</u>	<u>121,972</u>
Diluted	<u>114,339</u>	<u>123,371</u>

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS (unaudited)

(in thousands)	Three Months Ended March 31,	
	2025	2024
Cash flows from operating activities:		
Net income	\$ 96,304	\$ 258,781
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	145,031	140,381
Deferred income taxes	(10,638)	(8,368)
Stock-based compensation expense	14,238	16,900
Other non-cash adjustments	(6,774)	179
Changes in assets and liabilities, net of assets acquired and liabilities assumed:		
Receivables	30,599	136,636
Inventories, net	(82,503)	(126,707)
Contract assets	(10,851)	(7,638)
Other current assets	(15,013)	(7,048)
Other assets and liabilities	(16,213)	(16,664)
Accounts payable	142,891	143,616
Accrued liabilities	(166,294)	(222,715)
Contract liabilities	11,551	9,834
Net cash provided by operating activities	132,328	317,187
Cash flows from investing activities:		
Cash used for acquisitions, net of cash acquired	(824,795)	(58,705)
Purchases of property, plant and equipment	(99,974)	(93,212)
Proceeds from sale of property, plant and equipment	12,713	3,567
Cash used for equity investments	—	(2,686)
Net cash used in investing activities	(912,056)	(151,036)
Cash flows from financing activities:		
Borrowings under revolving credit facility	1,142,000	422,000
Repayments under revolving credit facility	(367,000)	(886,000)
Proceeds from long-term debt and other loans	—	1,000,000
Repayments of long-term debt and other loans	(754)	(879)
Payments of loan costs	—	(12,529)
Payments of acquisition-related deferred and contingent consideration	(322)	(8,900)
Tax withholdings on and exercises of equity awards	(20,102)	(31,723)
Repurchase of common stock	(12,347)	(16,801)
Net cash provided by financing activities	741,475	465,168
Net change in cash and cash equivalents	(38,253)	631,319
Cash and cash equivalents at beginning of period	153,624	66,156
Cash and cash equivalents at end of period	\$ 115,371	\$ 697,475

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEET (unaudited)

(in thousands, except per share amounts)	March 31, 2025	December 31, 2024
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 115,371	\$ 153,624
Accounts receivable, less allowances of \$44,993 and \$41,233, respectively	1,251,571	1,163,147
Other receivables	270,218	344,342
Inventories, net	1,348,909	1,212,375
Contract assets	161,946	151,095
Other current assets	132,390	116,656
Total current assets	3,280,405	3,141,239
Property, plant and equipment, net	2,171,209	1,961,731
Operating lease right-of-use assets, net	597,125	594,301
Goodwill	3,969,019	3,678,504
Intangible assets, net	1,318,297	1,103,634
Other assets, net	111,560	103,677
Total assets	<u>\$ 11,447,615</u>	<u>\$ 10,583,086</u>
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 1,022,022	\$ 868,054
Accrued liabilities	483,399	634,045
Contract liabilities	184,746	168,208
Current portion of operating lease liabilities	104,045	103,499
Current maturities of long-term debt	7,244	3,470
Total current liabilities	1,801,456	1,777,276
Noncurrent portion of operating lease liabilities	525,677	525,213
Long-term debt, net of current maturities, discounts and issuance costs	4,472,260	3,700,643
Deferred income taxes	137,528	148,167
Other long-term liabilities	136,534	135,317
Total liabilities	<u>7,073,455</u>	<u>6,286,616</u>
Commitments and contingencies (Note 11)		
Stockholders' equity:		
Preferred stock, \$0.01 par value, 10,000 shares authorized; zero shares issued and outstanding	—	—
Common stock, \$0.01 par value, 300,000 shares authorized; 113,726 and 113,578 shares issued and outstanding at March 31, 2025, and December 31, 2024, respectively	1,137	1,136
Additional paid-in capital	4,265,403	4,271,269
Retained earnings	107,620	24,065
Total stockholders' equity	<u>4,374,160</u>	<u>4,296,470</u>
Total liabilities and stockholders' equity	<u>\$ 11,447,615</u>	<u>\$ 10,583,086</u>

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES
Reconciliation of GAAP Net Income to Adjusted Net Income
(unaudited)

(in millions)	Three Months Ended March 31,		Twelve Months Ended March 31,
	2025	2024	2025
Reconciliation to Adjusted Net Income:			
GAAP net income	\$ 96.3	\$ 258.8	\$ 915.4
Acquisition and related expense	3.4	0.6	21.3
Technology implementation expense	24.1	9.8	81.2
Amortization expense	73.3	79.9	298.8
Tax-effect of adjustments to net income	(24.2)	(21.7)	(96.3)
Adjusted net income	\$ 172.9	\$ 327.4	\$ 1,220.4
GAAP common shares outstanding	113.7	122.0	
GAAP diluted common shares outstanding	114.3	123.4	
Basic adjusted net income per share:	\$ 1.52	\$ 2.68	
Diluted adjusted net income per share:	\$ 1.51	\$ 2.65	

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES Reconciliation of GAAP Net Income to Adjusted EBITDA (unaudited)

(in millions)	Three Months Ended March 31,		Twelve Months Ended March 31,
	2025	2024	2025
Reconciliation to Adjusted EBITDA:			
GAAP net income	\$ 96.3	\$ 258.8	\$ 915.4
Interest expense, net	64.9	48.3	224.3
Income tax expense	47.4	88.2	362.7
Depreciation expense	71.7	60.5	267.8
Amortization expense	73.3	79.9	298.8
Stock compensation expense	14.2	16.9	60.4
Acquisition and related expense	3.4	0.6	21.3
Technology implementation expense	24.1	9.8	81.2
Tax-effect of adjustments to net income	(24.2)	(21.7)	(96.3)
Other management-identified adjustments ⁽¹⁾	(1.9)	(0.4)	23.5
Adjusted EBITDA	<u>\$ 369.2</u>	<u>\$ 540.9</u>	<u>\$ 2,159.1</u>
Adjusted EBITDA margin	10.1%	13.9%	13.4%

(1) Primarily relates to severance, net gain/loss on sale of assets, and other one-time costs.

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES
Reconciliation of GAAP Selling, General & Administrative Expenses to Adjusted Selling, General & Administrative Expenses
(unaudited)

(in millions)	Three Months Ended March 31,	
	2025	2024
Reconciliation to Adjusted SG&A Expense:		
GAAP SG&A expense	\$ 930.8	\$ 926.3
Depreciation expense	(49.4)	(42.0)
Amortization expense	(70.6)	(77.2)
Stock compensation expense	(14.2)	(16.9)
Acquisition and related expense	(3.4)	(0.6)
Technology implementation expense	(24.1)	(9.8)
Other management-identified adjustments ⁽¹⁾	1.9	0.4
Adjusted SG&A expense	\$ 771.0	\$ 780.2
<i>GAAP SG&A expense as a % of sales</i>	25.4%	23.8%
<i>Adjusted SG&A expense as a % of sales</i>	21.1%	20.0%

(1) Primarily relates to severance, net gain/loss on sale of assets, and other one-time costs.

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES Interest Reconciliation (unaudited)

(in millions)	Three Months Ended March 31, 2025	
	Interest Expense	Net Debt Outstanding
Revolving credit facility @ 5.40% weighted average interest rate	\$ 11.2	\$ 775.0
2032 Unsecured notes @ 4.25%	13.8	1,300.0
2034 Unsecured notes @ 6.375%	15.9	1,000.0
2032 Unsecured notes @ 6.375%	11.2	700.0
2030 Unsecured notes @ 5.00%	6.9	550.0
Amortization of debt issuance costs, discount and premium	1.5	-
Finance leases and other finance obligations	5.0	190.7
Cash	-	(115.4)
Total ⁽¹⁾	\$ 65.5	\$ 4,400.3

(1) Total interest expense does not include interest income of approximately \$0.6 million received during the three month period.

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES

Free Cash Flow (unaudited)

(in millions)	Three Months Ended March 31, 2025	
Free Cash Flow		
Operating activities	\$	132.3
Less: Capital expenditures, net of proceeds		(87.3)
Free cash flow	\$	45.0

Summary Financial Information & Reconciliations

BUILDERS FIRSTSOURCE, INC. AND SUBSIDIARIES Sales by Product Category (unaudited)

(in millions)	Three Months Ended March 31,				
	2025		2024		% Change
	Net Sales	% of Net Sales	Net Sales	% of Net Sales	
Manufactured products	\$ 846.3	23.1%	\$ 979.2	25.2%	(13.6)%
Windows, doors & millwork	\$ 922.8	25.3%	\$ 1,030.4	26.4%	(10.4)%
Value-added products	1,769.1	48.4%	2,009.6	51.6%	(12.0)%
Specialty building products & services	914.0	25.0%	902.8	23.2%	1.2%
Lumber & lumber sheet goods	974.4	26.6%	979.0	25.2%	(0.5)%
Total net sales	<u>\$ 3,657.5</u>	<u>100.0%</u>	<u>\$ 3,891.4</u>	<u>100.0%</u>	<u>(6.0)%</u>