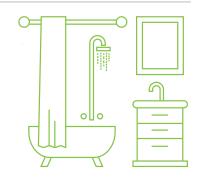
2017

BATHROOM TRENDS - INTERNATIONAL COMPARISON October 2017



Overview of bathroom trends in 2016-17

Big Ideas

LAST UPDATED MORE THAN 15 YEARS AGO

In most surveyed countries,* at least half of bathrooms that are in the midst of renovations today were last updated more than 15 years ago. Russian and Spanish homeowners are the most likely to give their bathrooms a face lift at frequent intervals, although still 26% and 38% of bathrooms, respectively, were last renovated more than 15 years ago.

SPENDY, BUT LIKELY JUSTIFIED

Across the globe, renovating a bathroom is a serious investment, likely justified given the widely reported 30+ daily minutes spent in the bathroom. Germany and Japan command the greatest average renovation spend of \$13,500 and \$11,500 (in U.S. dollars), respectively, while most other countries fall in the \$5.6K-\$8.9K range.

PRIORITIZING LARGER SHOWERS

Many homeowners in countries across the globe opt to enlarge the size of their bathroom, with Japanese homeowners most likely to increase their bathrooms (40% vs. 21%-34% in all other countries). Impressively, even more homeowners opt for larger showers, although less so in Japan or Russia (19% and 22%, respectively, compared with 42%-72% in other countries).

AWARDS GO TO

Japan – for the most frequent high-tech toilet installations during toilet replacements (93% vs. 9%-29% of all other countries) U.S.A. – for the most frequent two-sink installations during sink replacements (48% vs. 6%-35% of all other countries) Spain & Germany – for the most frequent curbless entry installations during shower upgrades (60% and 55% vs. 3%-39%).

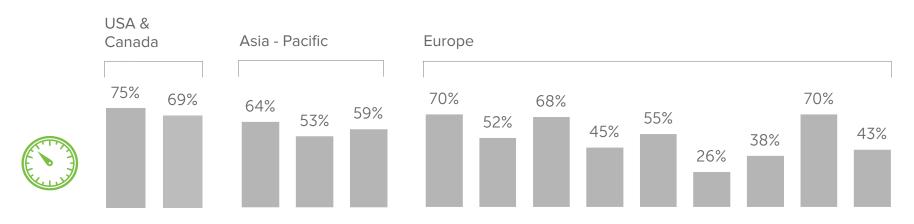
*Houzz Research studies trends in the U.S.A., Canada, Australia, New Zealand, Japan, Denmark, France, Germany, Ireland, Italy, Russia, Spain, Sweden, and the United Kingdom.



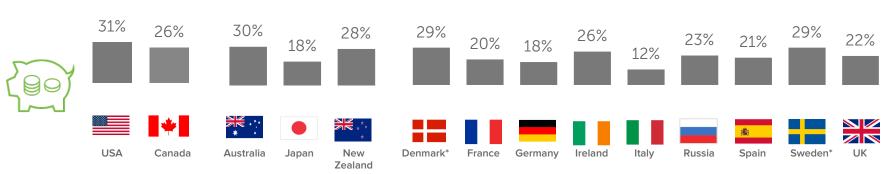
When and Why We Update Our Bathrooms

Charts below show frequency of of the bathroom being last updated 16 or more years ago, as well as frequency of 'finally having the means' as a reason for starting a bathroom renovation, as reported by homeowners who renovated their bathrooms in the past 12 months, are currently renovating their bathrooms, or are planning to renovate their bathrooms in the next 3 months.

TIMING OF LAST BATHROOM UPDATES: 16+ YEARS AGO



BATHROOM RENOVATION TRIGGER: FINALLY HAVING THE MEANS



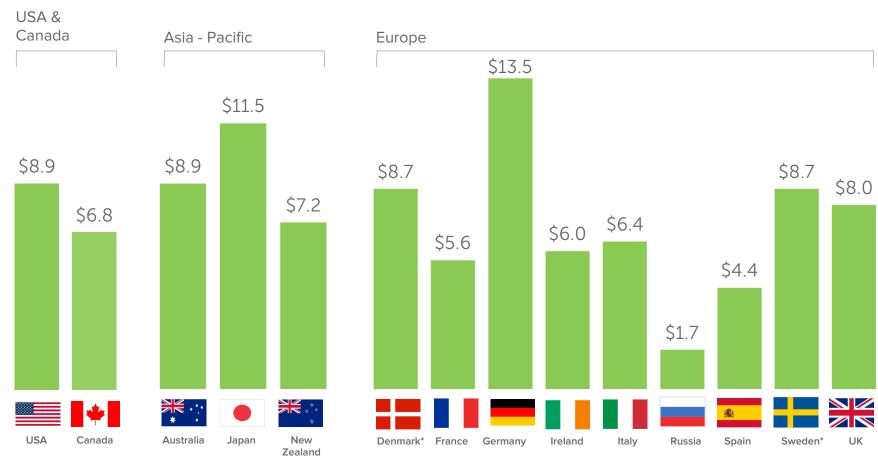


What We Spend On Our Bathrooms

Charts below show the average spend on bathrooms remodeled in 2015-2016 (Source: Individual country Houzz and Home 2016-17 Studies); Spend is converted from country currency to U.S Dollars (using average yearly exchange rates per OFX).

AVERAGE SPEND ON BATHROOM RENOVATION (IN \$1,000'S)

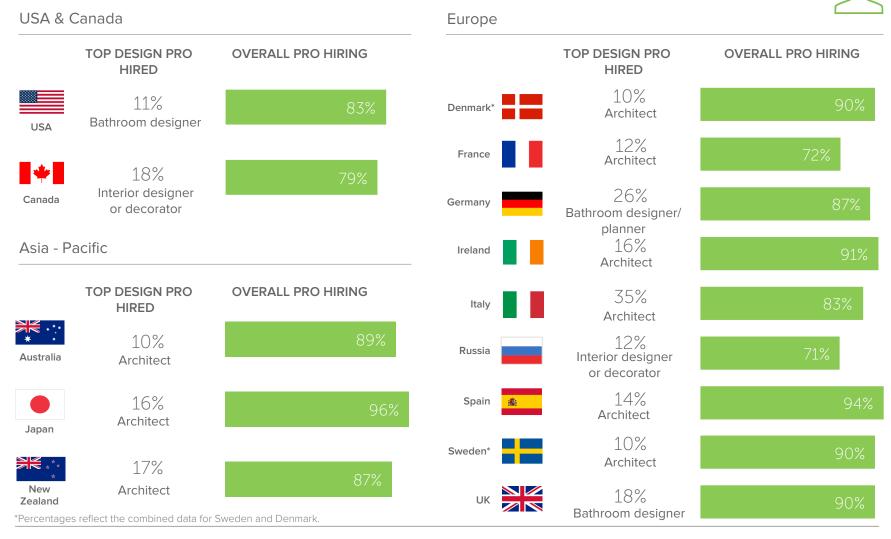






How We Are Updating Our Bathrooms: Pro Hiring

Charts below show frequency of hiring help, as reported by homeowners who renovated their bathrooms in the past 12 months, are currently renovating their bathrooms or are planning to renovate their bathrooms in the next 3 months.





How We Design Our Bathrooms: Style

Charts below show frequency of homeowners choosing to change their bathroom style, as well as the style before and after among style changers, as reported by homeowners who renovated their bathrooms in the past 12 months, are currently renovating their bathrooms or are planning to renovate their bathrooms in the next 3 months.

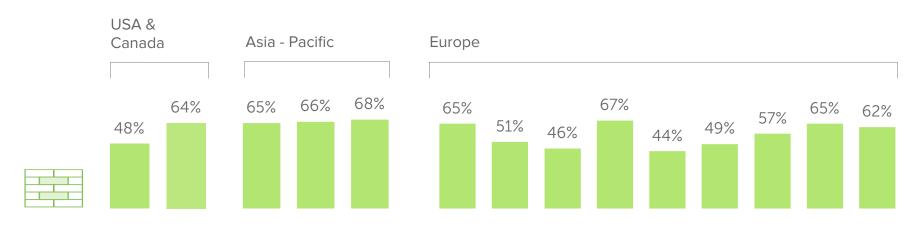
| USA & Canada | | | | Europe | | | | |
|-----------------|----------------|-------------|---------------------|----------|----------------|--------------------|---------------------|--|
| | CHANGING STYLE | BEFORE | AFTER | | CHANGING STYLE | BEFORE | AFTER | |
| | | | | Denmark* | 96% | 31% None | 31% Contemporary | |
| USA | 80% | 32% None | 24% Contemporary | France | 91% | 38% None | 44% Contemporary | |
| * Canada | 82% | 44% None | 30% Contemporary | Germany | 95% | 32% None | 53% Contemporary | |
| Asia - Pac | rific | None | Contemporary | Ireland | 92% | 34% Traditional | 56% Contemporary | |
| 10.0 | CHANGING STYLE | BEFORI | E AFTER | Italy | 88% | 35% None | 34% Contemporary | |
| * * * | 92% | 36% None | 35% Contemporary | Russia | 90% | 68% None | 38% Contemporary | |
| | 58% | 52% | e Modern | Spain 📸 | 94% | 36% None | 32% Modern | |
| Japan | | None | | Sweden* | 96% | 31% None | 31% Contemporary | |
| New ealand | 90% | 44% None | 38% Contemporary | UK | 93% | 34% None | 61% Contemporary | |



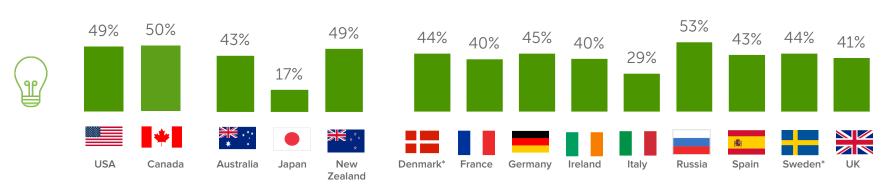
How We Use Our Bathrooms: Top Functional Priorities

Charts below show frequency of top functional priorities in a bathroom, as reported by homeowners who renovated their bathrooms in the past 12 months, are currently renovating their bathrooms, or are planning to renovate their bathrooms in the next 3 months.

TOP FUNCTIONAL PRIORITY: EASY TO CLEAN AND DISINFECT



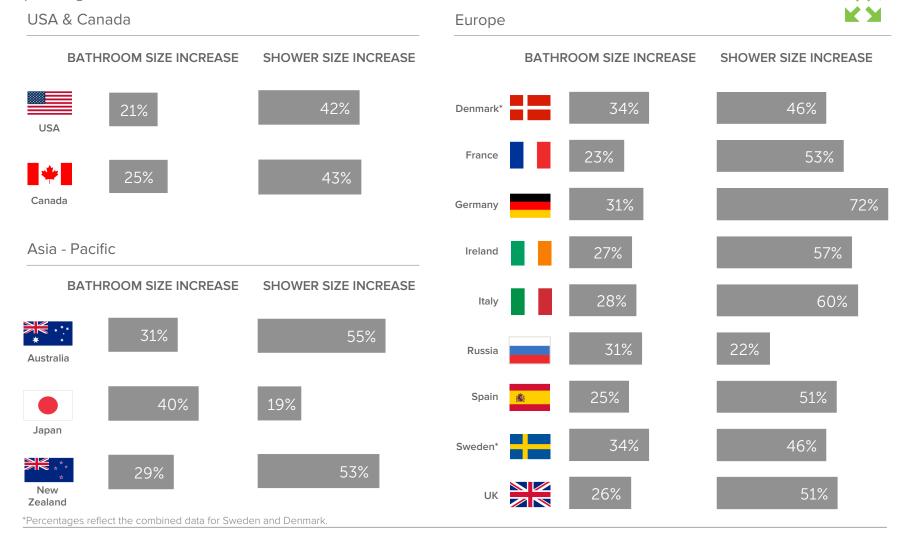
TOP FUNCTIONAL PRIORITY: GOOD LIGHTING





What We Are Updating in Our Bathroom: Size Increase

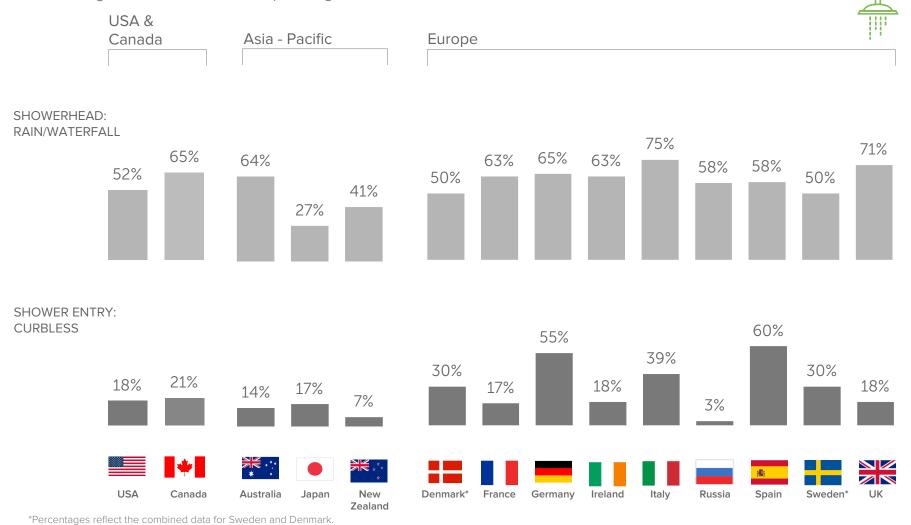
Charts below show frequency of homeowners increasing the size of the bathroom and the size of the shower, as reported by homeowners who renovated their bathrooms in the past 12 months, are currently renovating their bathrooms, or are planning to renovate their bathrooms in the next 3 months





What Products & Materials We Install In Our Bathrooms: Showers

Charts below show frequency of homeowners installing showers by showerhead style and shower entry style, among those upgrading their showers, as reported by homeowners who renovated their bathrooms in the past 12 months, are currently renovating their bathrooms, or are planning to renovate their bathrooms in the next 3 months.

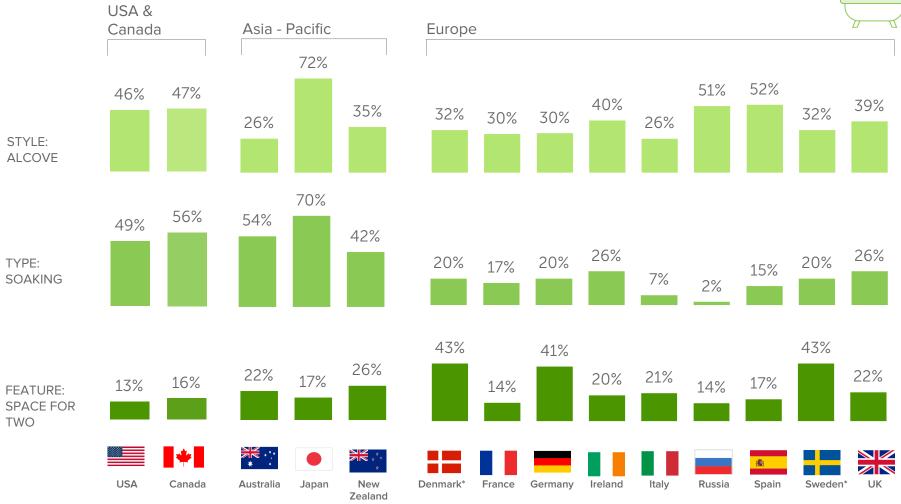




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What Products & Materials We Install In Our Bathrooms: Bathtubs

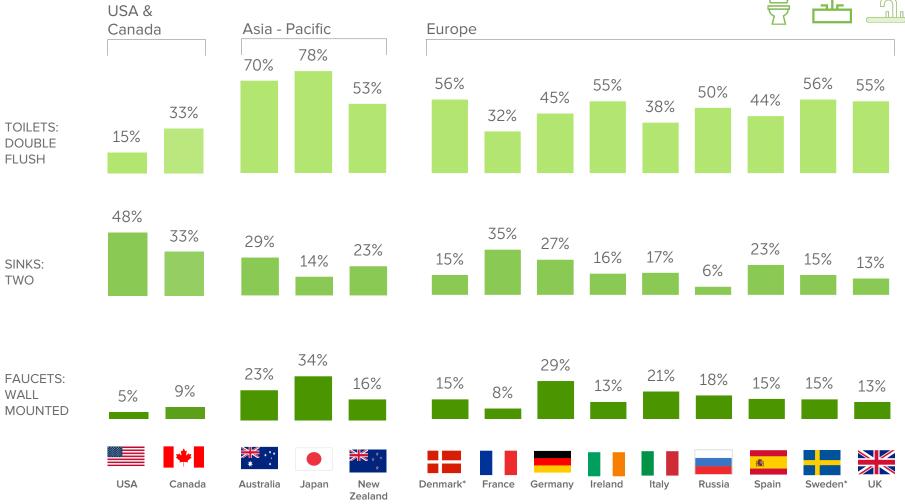
Charts below show frequency of homeowners installing bathtubs by top styles, types and features, among those upgrading their bathtubs, as reported by homeowners who renovated their bathrooms in the past 12 months, are currently renovating their bathrooms, or are planning to renovate their bathrooms in the next 3 months.





What Products & Materials We Install In Our Bathrooms: Plumbing Fixtures

Charts below show frequency of top toilet types, sink quantity, and faucet mounting style among those upgrading their toilets, sinks and/or faucets, as reported by homeowners who renovated their bathrooms in the past 12 months, are currently renovating their bathrooms, or are planning to renovate their bathrooms in the next 3 months.

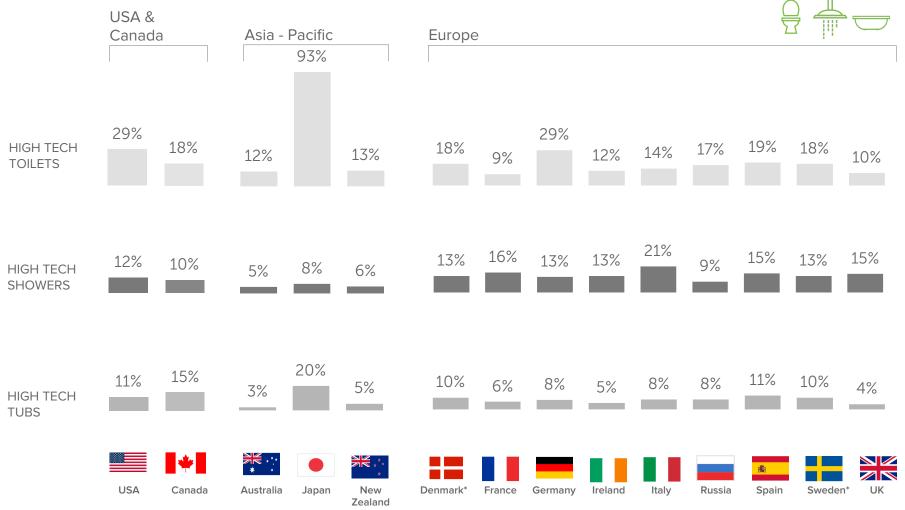






What Features We Choose in Our Bathrooms: High-Tech Features

Charts below show frequency of homeowners installing toilets, bathtubs and/or showers with high-tech features, among homeowners updating their toilets, bathtubs and/or showers, respectively, as reported by homeowners who renovated their bathrooms in the past 12 months, are currently renovating their bathrooms or are planning to renovate their bathrooms in the next 3 months.

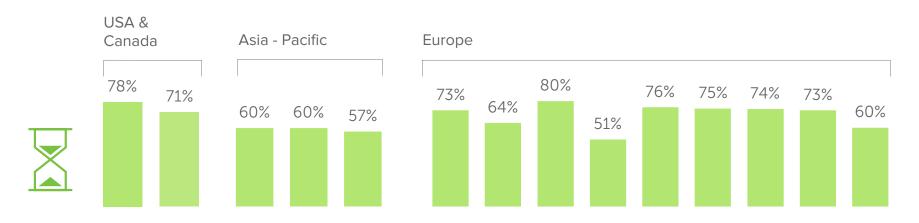




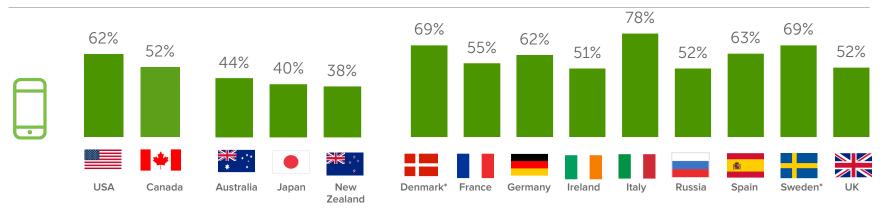
How We Use Our Bathrooms: Time Spent in the Bathroom

Charts below show frequency of average time spent in home bathrooms per day, as well as frequency of weekly mobile device usage in home bathrooms, as reported by homeowners who renovated their bathrooms in the past 12 months, are currently renovating their bathrooms, or are planning to renovate their bathrooms in the next 3 months.

AVERAGE TIME SPENT IN A HOME BATHROOM PER DAY: OVER 30 MINUTES



WEEKLY MOBILE DEVICE USAGE IN A HOME BATHROOM: AT LEAST ONCE





Methodology

The survey was sent to registered Houzz users all over the world, and fielded in June – August 2017. Homeowners who completed a bathroom renovation project in the past 12 months, are currently working on one, or plan to start one in the next three months shared their plans and progress in our online survey. N=10,474.

| Country | Ν |
|---------------------|-------|
| USA (US) | 2,032 |
| Canada (CA) | 180 |
| Australia (AU) | 1,714 |
| New Zealand (NZ) | 364 |
| Denmark (DK) | 145 |
| France (FR) | 1,085 |
| Germany (DE) | 570 |
| Ireland (IE) | 218 |
| Italy (IT) | 956 |
| Japan | 231 |
| Russia (RU) | 512 |
| Spain (ES) | 576 |
| Sweden (SE) | 176 |
| United Kingdom (UK) | 1,715 |
| | |

