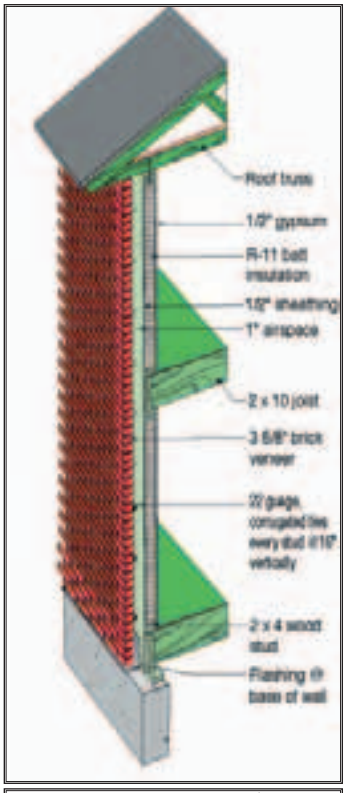
RESIDENTIAL COST GUIDE

WHY IT PAYS TO USE BRICK

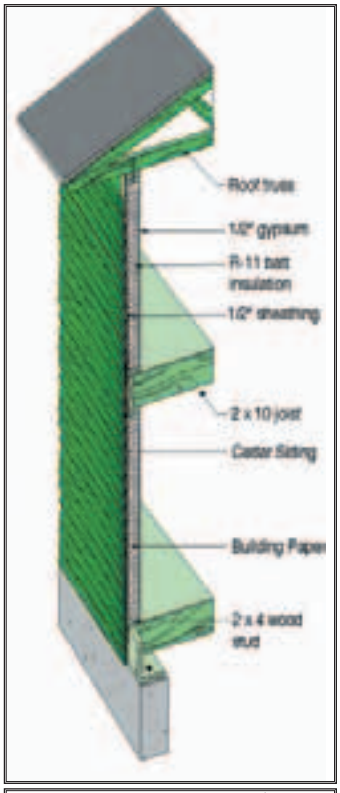
SYSTEM COMPARISONS

System A: 4" Brick Veneer



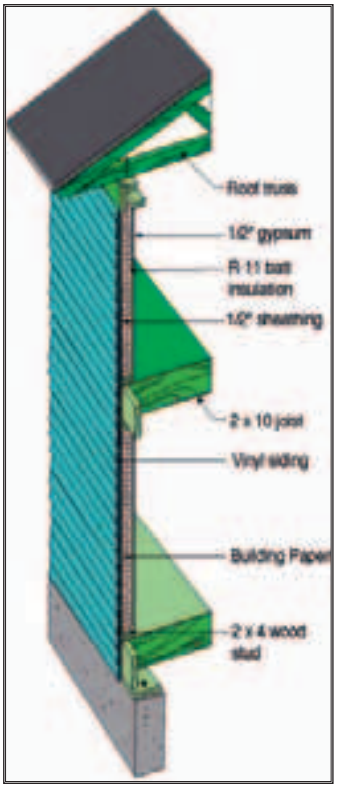
ESTIMATED COST / FT² - $10.93

System B: Cedar Siding



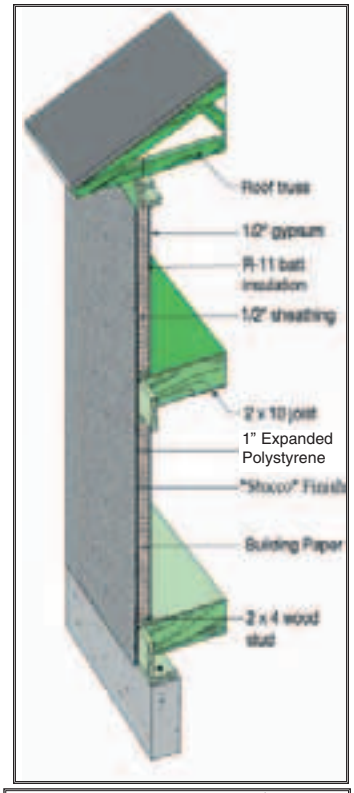
ESTIMATED COST / FT² - $4.62

System C: Vinyl Siding



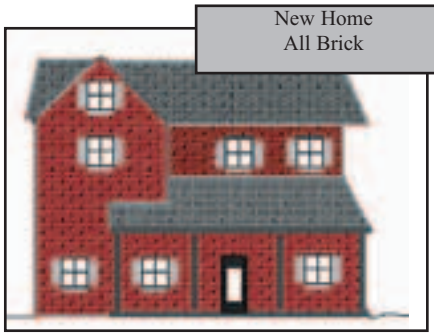
ESTIMATED COST / FT² - $2.31

System D: Synthetic Stucco(EIFS)



ESTIMATED COST/ FT² - $10.76

New Home
All Brick



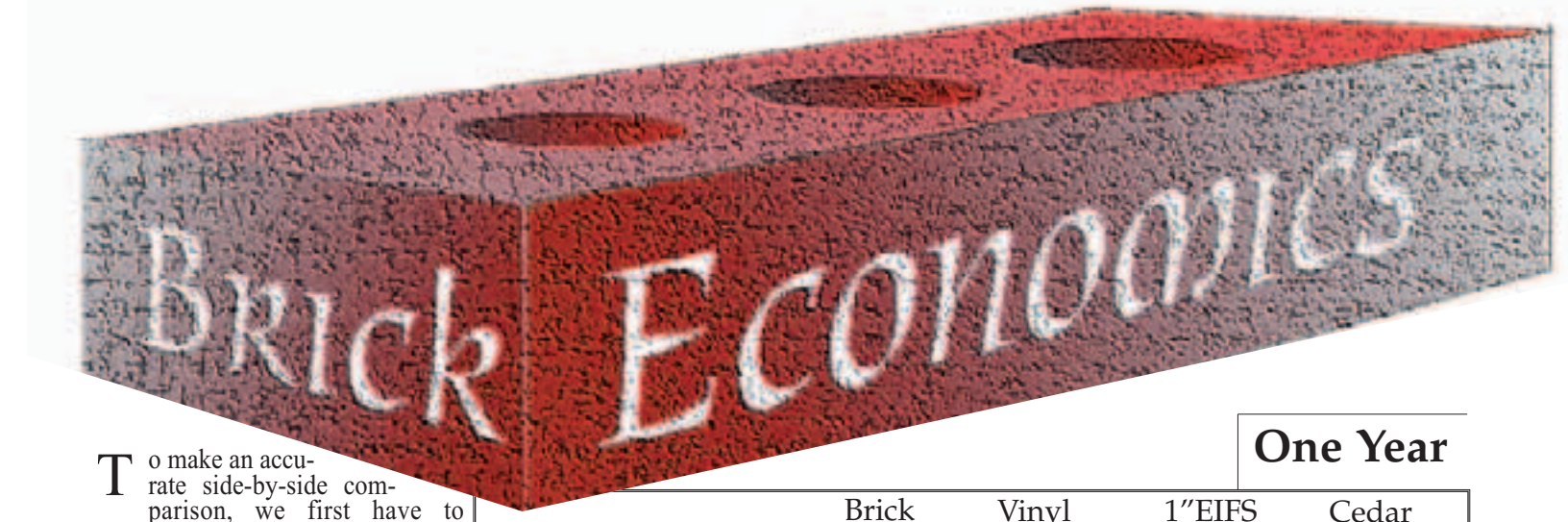
Appreciated $14,489 in 1 yr. due to finish only*

New Home
Non-Brick

Appreciated $0.00 in 1 yr. due to finish*

Building with brick is good for your bottom line. Of all exterior finish products, brick has a greater market appeal. Studies by the National Association of Home Builders and other building organizations continually find that 60% of the nation's homebuyers prefer brick homes. Brick homes command higher selling prices. Brick homes also provide higher profit margins for the builder. To the consumer, a brick home means a sound investment and savings. It increases a home's investment value, sells faster and brings a higher resale price. Brick is virtually maintenance-free. It never needs painting, caulking or staining. Brick won't burn or rot like other finish materials, nor will it chip off at the whim of a woodpecker. Brick won't burn and subsequently can reduce fire insurance premiums. Brick is energy efficient. Its inherent mass qualities help keep a home cooler in the summer and warmer in the winter. Brick's mass also makes it a very effective noise insulator as well. Brick can save thousands of dollars over the life of a mortgage.

*Brick's advantage of 6% appreciated value is based on the Marshall and Swift Residential Cost Handbook used by appraisers



To make an accurate side-by-side comparison, we first have to assume that all things are equal on the homes except for the exterior material.

Each home has 4 bedrooms, 2 stories, and 2035 sq. ft. of wall space excluding windows. Each home was financed with a 6.5% 30-year fixed-rate mortgage. And all homes have the same base price range of $225,000 before the exterior is installed.

The difference in the costs of exterior materials is accounted for by adding the amount you'd pay for each through your mortgage. Remember, it's not the total cost of the exterior that's important, it's the amount you actually pay for it each year through your mortgage. We are also assuming that every home will appreciate 5% per year. But as you can see, brick - and only brick - adds an additional 6% to a home's appreciated value.

Now, if you take the increase in value due exclusively to a home's exterior minus the total costs (the amount you pay for the material through your mortgage, plus maintenance, insurance, and energy costs), you'll arrive at the net savings or costs after selling any of the homes. The difference is amazing.

But even more amazing is the total amount of dollars brick will save you over vinyl, EIFS and cedar, . For example, after just one year, brick would make you come out $14,580 ahead - brick's total savings over vinyl after only one year! It's clear that the competition can't stack up to brick. So if you're planning on buying a home now or at any time in the future, remember - it pays to buy brick.

[2]Based on $6.50 per month for each $1,000 borrowed

	Brick	Vinyl	EIFS	Cedar
$ ft[2]	$10.93	$2.31	$10.76	$4.62

[3]Based on Chicagoland electric and gas prices:

$0.0828 KWH first 400
$0.0628 KWH after
$0.7758 first 20 therms
$0.6863 next 30
$0.6120 thereafter

One Year

	Brick	Vinyl	1″EIFS	Cedar
Sale price of house	$366,490	$350,000	$366,164	$354,419
Resale value after one year due to exterior with 5% appreciation	$399,303	$367,500	$384,472	$372,139
1-year cost of exterior[2](paid in mortgage)	$1125.54	$301.62	$1103.00	$602.00
Insurance premiums	$528	$579	$579	$579
Heat loss-BTUX10[6]	16.96	21.08	19.79	19.79
Therms:	170	211	198	198
Heating costs/per yr./ finish only	$193	$206	$202	$202
Heat gain-BTUX10[6]	2780	6320	6173	6173
KWH	815	1850	1808	1808
Cooling costs /per yr./ finish only[3]	$18	$45	$32	$44.00
1-year maintenance cost			$300	
Total 1-year cost of exterior finish	$1864.54	$1131	$2216	$1427
Net savings after 1 yr.	$30,949	$16,369	$16,092	$16,293
Brick's 1-year savings over:		**Vinyl $14,580**	**EIFS $14,857**	**Cedar $14,656**

[1]The painting and cleaning figures are for maintenance of trim materials, and other peripheral finish products, not the brick itself.

Five Years

	Brick	Vinyl	1″EIFS	Cedar
Resale value after 5 years due to exterior with 4% annual appreciation	$467,104	$429,923	$449,755	$435,328
5-year cost of exterior[2](paid in mortgage)	$5627	$1505	$5515	$3010
Insurance premiums (5yrs.)	$2640	$2895	$2895	$2895
	-	-	-	-
	-	-	-	-
Heating costs/5 yrs./ finish only	$965	$1030	$1010	$1010
	-	-	-	-
	-	-	-	-
Cooling costs /5 yrs./ finish only[3]	$90	$225	$160	$220
Painting and cleaning	$1730[1]	$1730	$1730	$2895
Additional sealant & cleaning	$100	$400	$1900	$100
Total 5-year cost of exterior finish	$11,152	$7,785	$13,210	$10,130
Net savings after 5 yrs.	$89,462	$72,138	$70,381	$70,779
Brick's 5-year savings over:		**Vinyl $17,324**	**EIFS $19,081**	**Cedar $18,683**

[1]The painting and cleaning figures are for maintenance of trim materials, and other peripheral finish products, not the brick itself.

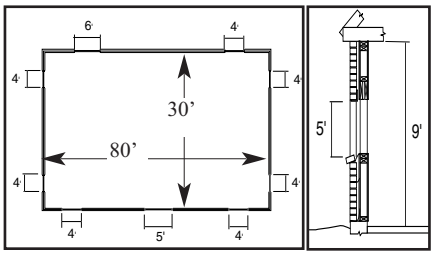
Eight Years

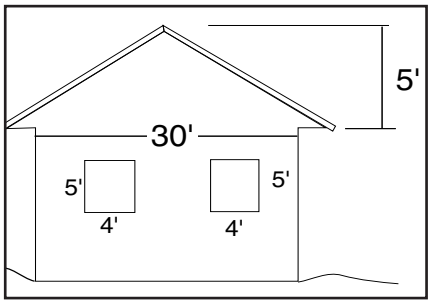
	Brick	Vinyl	1″EIFS	Cedar
Resale value after 8 years due to exterior with 3% apprec. used for yrs. 6-8	$510,404	$469,776	$491,447	$475,682
8-year cost of exterior[2](paid in mortgage)	$9000	$2408	$8824	$4816
Insurance premiums (8yrs.)	$4224	$4632	$4632	$4632
	-	-	-	-
	-	-	-	-
Heating costs/8 yrs./ finish only	$1544	$1648	$1616	$1616
	-	-	-	-
	-	-	-	-
Cooling costs /8 yrs./ finish only[3]	$144	$360	$256	$352
Painting and cleaning (every 4 yrs)	$3460[1]	$3460	$3460	$9613
Additional sealant & cleaning	$200	$800	$3800	$200
Total 8-year cost of exterior finish	$18,572	$13,308	$22,588	$21,229
Net savings after 8 yrs.	$125,342	$106,468	$102,695	$82,314
Brick's 8-year savings over:		**Vinyl $18,874**	**EIFS $22,647**	**Cedar $43,028**

Note: Realtors state the average homebuyer keeps a home for 8 years before relocating

Brick Economics

Standard house design used for all estimates





Brick Distributors of Illinois

1480 Renaissance Drive, Suite 302, Park Ridge, IL. 60068
Telephone: (847) 297-6704

Disclaimer Notice

This digest contains technical information on brick and other exterior materials. It provides some of the basic information required to properly estimate costs of these products. This digest does not cover all designs or conditions. The information presented illustrates only the principles that are involved. Final decisions on the use of information, estimation, details and materials as discussed in this digest are not within the purview of the BDI, and must rest with the project designer, owner, or both.

How Many Sq. Ft. of Wall Will be Built?

Metro Chicagoland Estimate (Based on a 2400ft²house(80'x30')

	Length	X	Height	=	Wall Sq.Ft.
Front	80	X	9	=	720
Back	80	X	9	=	720
Side	30	X	9	=	270
Side	30	X	9	=	270
Gables	30	X	5	=	150
			Total Wall area =		2130
			Less openings -		-217
			Total Wall Area =		**1913**

What do Brick,Vinyl, Cedar, and "Stucco" Really Cost?

Metro Chicagoland Estimate

	Vinyl	Cedar	EIFS	Brick
Labor & Materials	$1.68-$2.34	$4.02	$9.36	$9.00-$10.00
*15% Average builder markup	$0.25-$0.35	.60	$1.40	$1.35-$1.50
Total Cost/Sq. ft.	$1.93-$2.69	$4.62	$10.76	$10.35-11.50

How Much More Does All-Brick Really Add to the Construction Cost?

Metro Chicagoland Estimate

	Net Wall Sq. ft.	x	Cost/Sq. ft.	=	Wall Cost
Brick	1913	x	$10.93	=	$20,909.09
Vinyl Siding (subtract)	1913	x	$2.31	=	$4,419.03
Brick's extra cost-All sides	1913	x	$8.62	=	$16,490.06
Brick's extra cost-Front only	647	x	$8.62	=	$5,577.14

All-Brick Home vs. the Non-Brick Home selling price

(Lot price used - $125,000)

A.	Selling price for a 2400 sf all-siding home on a typical lot:	$350,000
B.	Extra cost of substituting all-brick for all-siding	+16,490
C.	Selling price for the all-brick home rises to	$366,490
D.	Actual percentage all-brick adds to the selling price	**4.5%**

What is the added cost of using part brick - part vinyl? only?

A.	Selling price for a 2400 sf all-siding home on a typical lot:	$350,000
B.	Extra cost of substituting brick on *front facade only*	+$5,577
C.	Selling price for the brick-front home rises to:	$355,577
D.	Actual percentage a brick front adds to the selling price:	**1.6%**
E.	Actual percentage a brick on front & 2 sides adds to the price	**3.0%**

What is the actual difference in mortgage payments?

Monthly Mortgage[1] (P & I) only		Bricks actual added cost:
All siding home	$350,000 - $1991 / month	-
All brick home	$366,490 - $2085 / month	$94 / month
Brick front home	$355,577 - $2023 / month	$32 / month
Brick front & 2 sides	$360,628 - $2051 / month	$60 / month

[1]Based on 6.5% mortgage (10% down) 30 year $6.32 per month for each $1,000 borrowed

*FYI: Some builders markup non-standard items like carpet & pad upgrades and cabinets as high as 40%!