



PSMJ | Resources, Inc.®

Navigating
Tomorrow:
The State of the
AEC Market

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THIS TIME LAST YEAR...

“Buckle in for a brutal free-fall in home prices and US housing is in a massive bubble.”

“Goldman Sachs sees stocks enduring 'less pain but also no gain' in 2023.”

“A Quick End to the Fed’s Rate Hikes Looks Unlikely.”

“Fed Staff Warn Chance of Recession in Next Year Is Now Near 50%.”

NOW THIS YEAR...

“Tight supply and still-strong demand have kept pressure on home prices, which not only continue to hit new highs but appear to be accelerating in their gains.”

“The U.S. economy’s resilience has fueled an emerging consensus that the Federal Reserve will achieve its desired “soft landing,”

“Dow rises to close at fresh record, S&P 500 hits all-time high.”

“U.S. job growth continued at a steady pace in the final quarter of 2023, and the unemployment rate ended the year just slightly higher than its 50-year low.”





HELLO
my name is
Greg

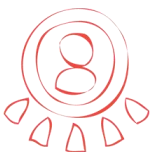




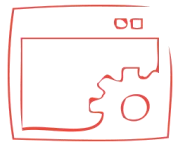
PSMJ | Resources, Inc.®

Improving the business performance of architecture, engineering, and construction organizations worldwide.

At every stage of your A/E/C career, our industry-leading research, interactive in-person and virtual events, and action-oriented advisory services are here to help you succeed.



PROJECT MANAGEMENT



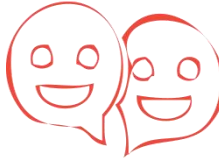
BUSINESS DEVELOPMENT



FINANCIAL MANAGEMENT



STRATEGIC PLANNING



TALENT DEVELOPMENT



MERGERS & ACQUISITIONS



OWNERSHIP TRANSITION



Here we go...

1. Where the A/E/C markets are going in the near future.

2. A peek at some A/E/C performance data.

3. What you should do with this information.



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A/E/C
**QUARTERLY
MARKET
FORECAST**

▪ REPORT

The
forward-looking
business opportunity report
based on architecture and
engineering firm proposal activity.

Proposals



Backlog



Revenue



Cash Flow



3-6 months

6-12 months

2-4 months

Proposal Activity Trends (Overall Market)

