

2025

outdoor living report





Welcome to the Deckorators Annual Outdoor Living Report.

Each year, we make it a priority to take the pulse of the industry by collecting insights from our Certified Elite Contractors—and this report serves as a comprehensive overview of the top trends and developments they’ve seen.

We’re proud to work alongside such a skilled and dedicated contractor network, and we’re excited to share this information as a resource for the outdoor living industry. Across the following pages, you’ll find a selection of overarching trends, stunning project photography, a glimpse into the mindsets of today’s homeowners, updates on Deckorators® product innovations, and some notes on codes and regulations.

Cover image:
Colorado Custom Covers & Decks

Photo: Bergreen Photography

Material used:
Deckorators® Voyage Decking featuring
Surestone® technology in Mesa and Khaya

Industry Forecast 2025



Michelle Hendricks,
Deckorators Category
Marketing Manager

What's in store for the outdoor living industry in 2025? We're glad you asked. The market is primed for significant growth this year driven by a few key factors that we predict will make a big impact—and we've distilled the latest data to help you understand what's powering that momentum. Stay ahead of the curve with our quick Industry Forecast.



1 Lower interest rates could boost outdoor renovations

Multiple sources report that interest rates are expected to lower near the end of 2024. This would grant homeowners more financial flexibility and open the doors for them to tackle outdoor living renovations that may have been sidelined due to high borrowing costs.

Home renovation spending is projected to grow to nearly \$477 billion by next summer, and we expect to see deck builds and outdoor living upgrades account for a significant portion of that growth.¹

Renovations do not only improve homeowners' daily living experiences but also boost resale value. Well-built decks, for example, can significantly increase property value as well as curb appeal. Outdoor living upgrades are a wise investment in both homeowners' lifestyle and long-term value.

Photo:
Premier Outdoor Living

Materials used:
Deckorators® Voyage Decking featuring
Surestone® technology in Khaya

2 Easier access to equity may open doors for project investments

Right now, the forecasts we're seeing amount to a perfect storm of declining interest rates, fewer home sales, and an aging housing market.² This unique combination creates the ideal conditions for a resurgence in home renovation investments, especially outdoor living spaces.

With lowered interest rates, homeowners will have easier access to the equity they've built—which amounts to a reported \$35 trillion, up by 81% since 2019—enabling them to invest in renovation projects once again.³

3 DIY resurgence: quick and easy projects to boost curb appeal

Change up your lighting: It's amazing how much of a difference good lighting can make in the outdoor living space at night. The right configuration will transform the look of your front porch exterior, and highlight architectural features that may not be as visible in the day. Subtle lighting options, like Deckorators recessed deck lights, can help enhance curb appeal and ambiance during the evening hours, all while improving visibility for homeowners and guests. Wrap your porch with railing: Railing adds another visual layer to a home's entryway, creating a boundary that defines the front porch space. This really helps tie everything together for a polished, cohesive look—and decking and railing pairings are powerful enough to influence how the space feels.

Source Key

1. Harvard Joint Center for Housing Studies. (2024, October 17). Turn in growth expected for residential remodeling. Harvard Joint Center for Housing Studies. <https://www.jchs.harvard.edu/press-releases/turn-growth-expected-residential-remodeling>.

2. BobVila.com. (2024, November 8). Home improvement spending to rise in 2024. BobVila.com. <https://www.bobvila.com/diy/home-improvement-spending-2024/>.

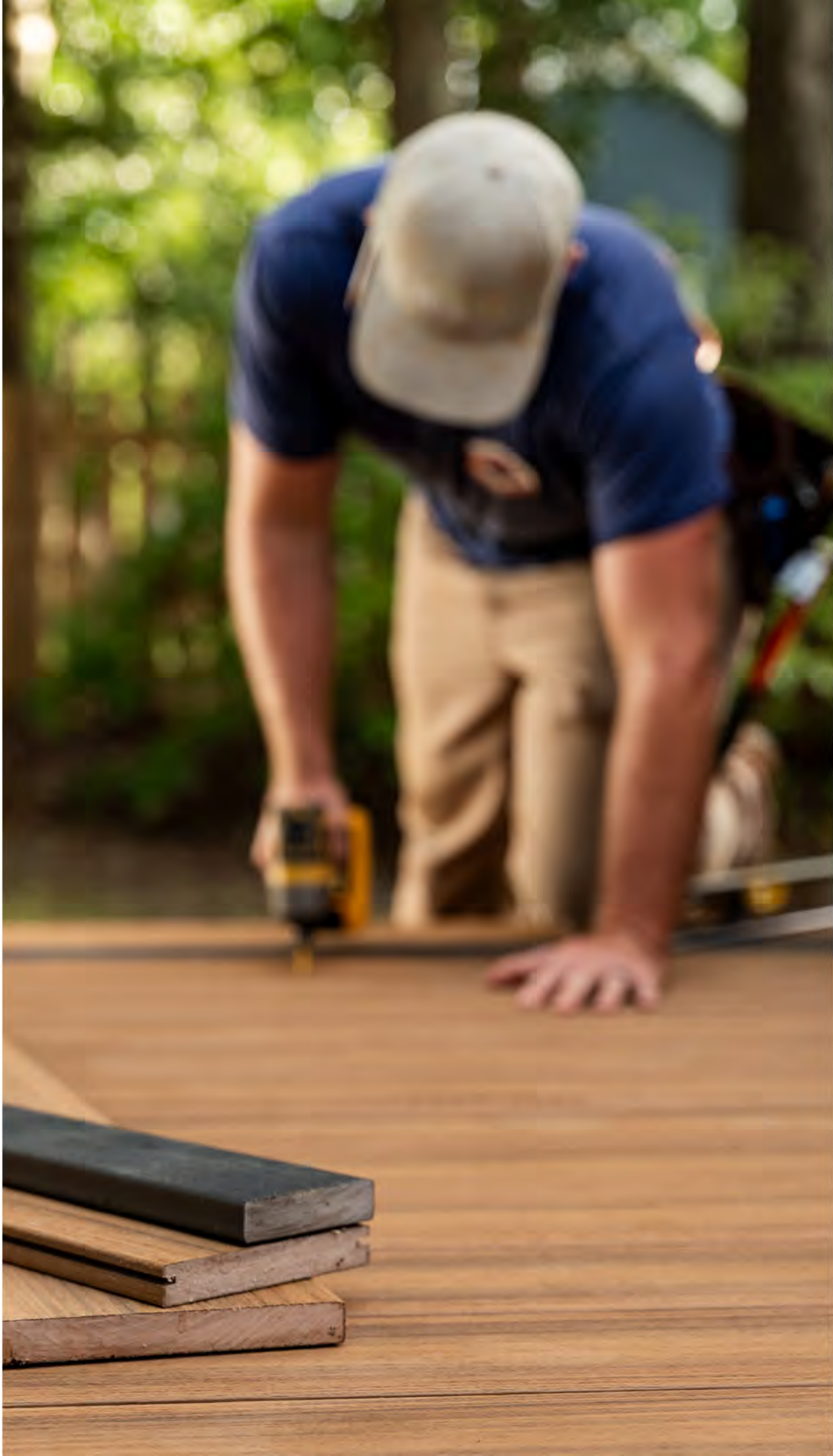
3. McDonald, M. (2024, October 22). Home renovation loans: What to expect in 2025. The Wall Street Journal. <https://www.wsj.com/economy/housing/home-renovation-loans-2025-858e386d>.

About Deckorators®

As a member of the UFP Industries, Inc., family, and a leader in the composite decking industry, we take pride in elevating outdoor design to new levels.

UFP Industries is a multibillion-dollar enterprise with subsidiaries around the globe and 219 facilities worldwide. Headquartered in Grand Rapids, MI, with affiliates throughout North America, Europe, Asia, and Australia, our operating subsidiaries manufacture, distribute, and sell a wide variety of wood, alternative building material, and industrial products worldwide.

The Deckorators® brand specifically offers outdoor railing, and components that provide durability without sacrificing style. Deckorators is proud to provide elevated design solutions for outdoor living spaces of all shapes and sizes.



OUR CONTRACTOR NETWORK

Deckorators talented roster of Certified Pro and Certified Elite contractors can be found from coast to coast across North America. They and their teams build next-level outdoor living projects that utilize the brand's full suite of products in extraordinary ways.

QUICK FACTS

Certified Pros receive specialized training, gain valuable leads, earn rewards, and grow consistently along with the fastest-growing brand in the outdoor living industry.

There are over **2,000** Deckorators® Certified Pros across North America.

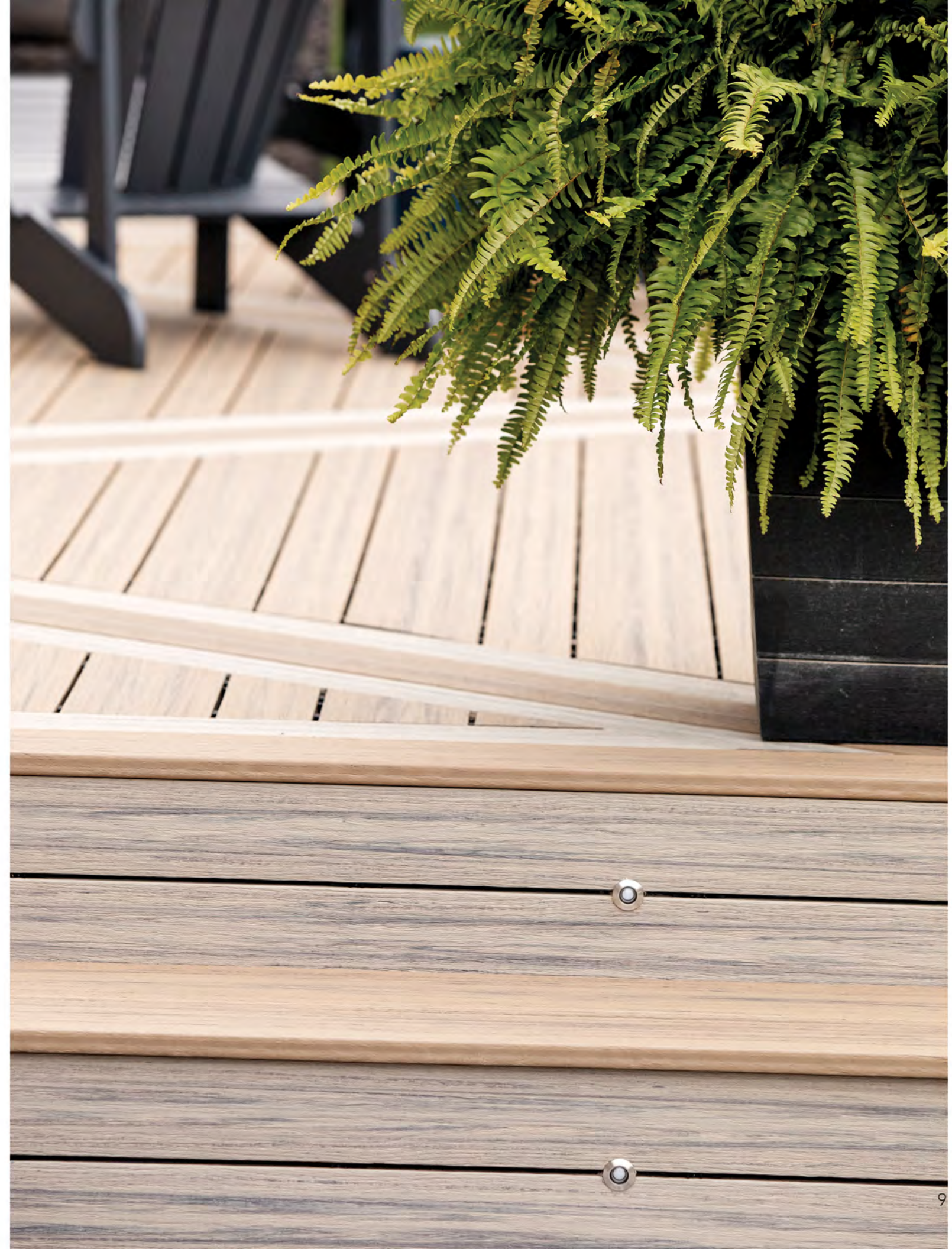


what's new

With consistent product innovations across the decking, railing, and accessory categories, Deckorators® strives to inspire and empower homeowners and builders to imagine outside and push the boundaries of what's possible in deck and porch design.

Photo:
Nat Caron

Material used:
Deckorators®
Voyage decking
featuring Surestone®
technology in
Costa and Tundra

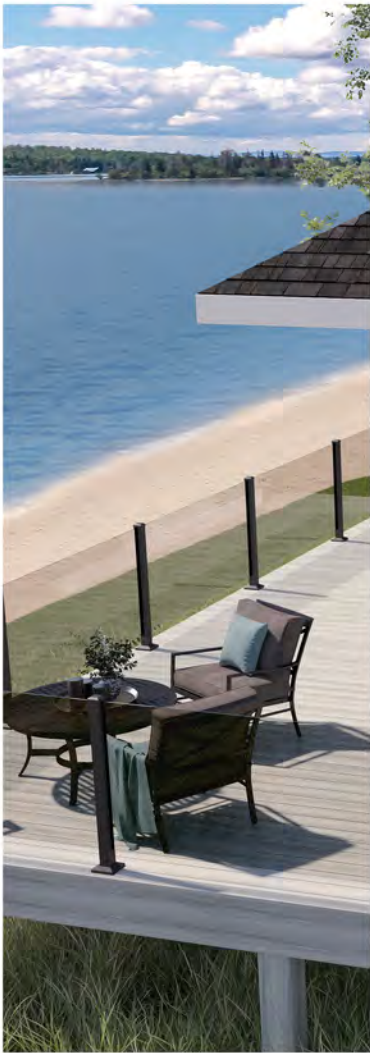


Deckorators® is thrilled to launch a range of product innovations in 2025.

1



StealthLock Universal Deck Clips are designed for use with grooved Surestone®, composite, PVC, and hardwood boards. Featuring innovation by CAMO, these pre-assembled, one-pass fasteners allow for easy and seamless installation and are backed by a limited lifetime warranty.



2

Deckorators Glass Rail Post Kits, coming mid-2025, feature a post-to-post glass design with line, end, and corner post configurations. Available in Textured Black, the kit is adaptable to 6mm and 13mm glass.



3

Deckorators Summit Decking is the newest line of decking featuring mineral-based Surestone® technology. Designed to deliver a practical blend of performance and value, Summit decking will be offered in three new on-trend colors. Summit Decking is warranted for water and ground contact installation and features a low-gloss surface finish and flat-grain variegation.



4

Deckorators Aluminum Fence Kits and Pre-Assembled Panels offer two Aluminum Fence options, one kit that requires assembly and the other a pre-assembled panel. Both are made from durable powder-coated aluminum in a black finish and come in three sizes: 48" Standard Bottom, 54" Flush Bottom, and 60" Standard Bottom. Designed for easy installation, these fence kits add style and security to any home.



5

Deckorators Continuous Top Rail, also coming mid-2025, is compatible with contemporary cable railing and glass railing.

trends

Photo:
Premier Outdoor Living

Material used:
Deckorators® Voyage
Decking featuring
Surestone® technology
in Khaya

wellness
back to nature
multi-level decks
lighting



wellness

In the fast-paced and often chaotic world we live in today, consumers are fully embracing (and prioritizing) wellness experiences—but rather than seeking out spas or health club memberships, they're building custom sanctuaries for relaxation and rejuvenation in their own backyards.

This shift is a welcome one, since decks and patios are uniquely equipped to function as blank canvases for creating customized spaces that center physical and mental well-being. These outdoor areas provide the unique opportunity to combine features like saunas, spas, outdoor showers, and cold plunges with fresh air and natural surroundings.



Why this trend is on the rise:

The fundamental health and lifestyle benefits that come with hot and cold water therapy are well-established at this point: It's commonly recognized that a quick soak or steam can soothe sore muscles, enhance recovery after workouts, and provide general stress relief.

In the past, these wellness experiences were seen as more of an indulgent luxury: an infrequent, yet treasured experience that usually involved leaving the house. Today, as cultural awareness of the importance of health and wellness grows, these experiences are becoming less of an infrequent luxury and more of an integral part of homeowners' daily lifestyles and habits. Having these features in one's own backyard makes wellness that much more accessible and convenient.

Photos:
Cascade Fence & Deck

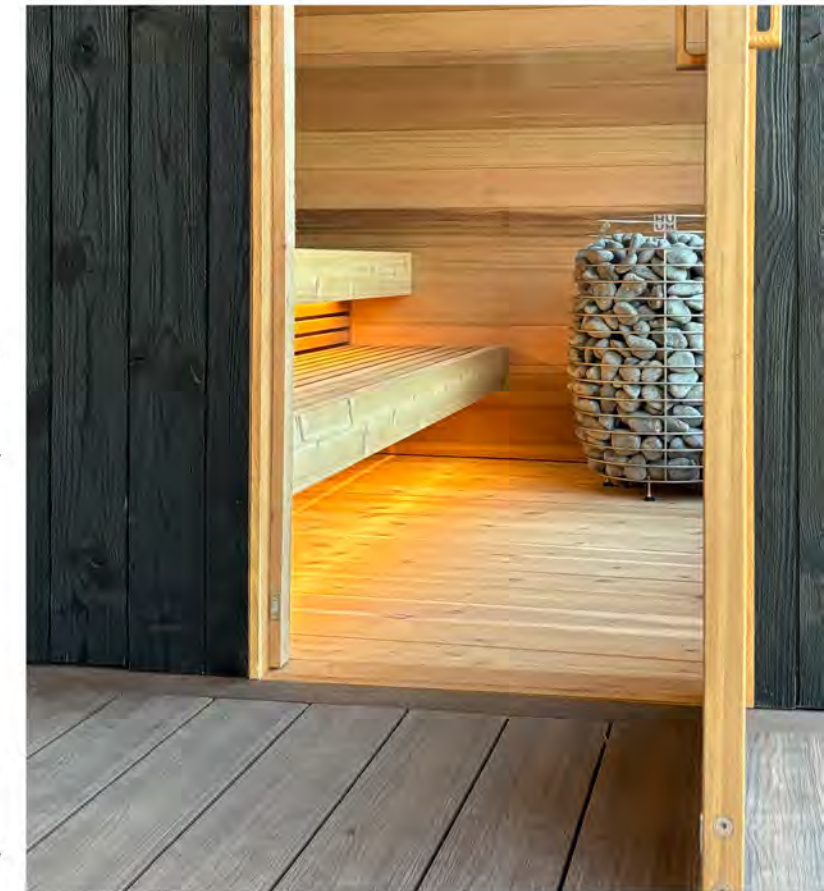
Material used:
Deckorators® Voyage
Decking featuring
Surestone® technology
in Tundra

How this trend is evolving:

Saunas, outdoor showers, hot tubs, and cold plunges no longer function as stand-alone features: These days, they're typically installed in tandem and enjoyed together as part of a fully-functional wellness ecosystem.

This integrated approach has ushered in a new era of customization and personalization in outdoor living spaces, allowing homeowners to tailor their environments to support their unique health, lifestyle, and fitness goals.

Additionally, thanks to a rise in "wellness parties," the pursuit of well-being does not always have to be faced alone. These social gatherings focus on sharing and enjoying wellness experiences with friends and loved ones, empowering homeowners to experience deeper connections with others as well as a deeper connection to the self and their homes.



Design-wise, many homeowners are elevating their wellness features by blending them more seamlessly into a space's overall design aesthetic. For example, many of our contractors have received requests to install hot tubs flush with or partially elevated from the deck, creating a more visually cohesive look. Such adjustments also improve ease of access.

Ultimately, homeowners' inclination to center wellness in their outdoor living designs represents their investment in long-term health and well-being.



Project by Leif Wirtanen
of Cascade Fence & Deck



Scan here to learn
more about this project.

Contractor Insights

“By nature, hot tubs are a bit big and bulky just in the way that they’re shaped, so it can be a really difficult design element to work around. When you build them into the deck in a way where they’re still partially covered, they look less bulky, it makes them look like they flow into the space. And I think that that makes all the difference, rather than just letting it sit there as such a bulky feature.”

—Catherine Lippincott

“When it comes to installing hot tubs, the most important thing for me is that I just want it to look like it was designed to be there. Clients bring up the idea of a hot tub and mention that they really want the functionality, but they don’t want it to look like it’s just kind of plopped there on the deck. So that’s always a major concern, and it’s kind of a delicate balance between having it completely built-in while still having access for maintenance.”

—Sean Collinsgru

“People aren’t looking to go to gyms or wellness centers—they want to enjoy what those places offer on a daily basis in their backyard. A few years ago, people didn’t really put much thought into those wellness features, but now saunas, hot tubs, and cold plunges are more popular than ever.”

—Michael Scott

“When it comes to wellness features, it’s about getting as close to the outdoors as possible. If we’re talking about a sauna, for example, my clients request large windows, and they usually want it to be placed intentionally in a nice space in the backyard. The same thing goes for placing hot tubs within sight of a good view. Lately, it’s been about getting closer to nature and connecting with it more.”

—Randy Steyert

“When it comes to wellness features, I like to focus on ease of access as much as possible.”

—Jonathan Moeller



“People aren’t looking to go to gyms or wellness center—they want to enjoy what those places offer on a daily basis in their back yard.”

— Michael Scott



Scan here to learn more about this project.



Photo:
Brianne Wardle,
Elevated Productions

Material used:
Deckorators® Voyage
Decking featuring Surestone®
technology in Costa

back to nature

Homeowners' shift toward prioritizing wellness in their outdoor living spaces goes hand in hand with their growing preference for deck designs that emulate nature.

Recognizing the positive impacts that nature has on well-being, homeowners are gravitating toward more organic design elements like greenery, natural lighting, and curved deck shapes—and increasingly, these elements are being paired with decking in warmer shades of brown and tan, rather than the colder grays we've seen in the past.

Why this trend is on the rise:

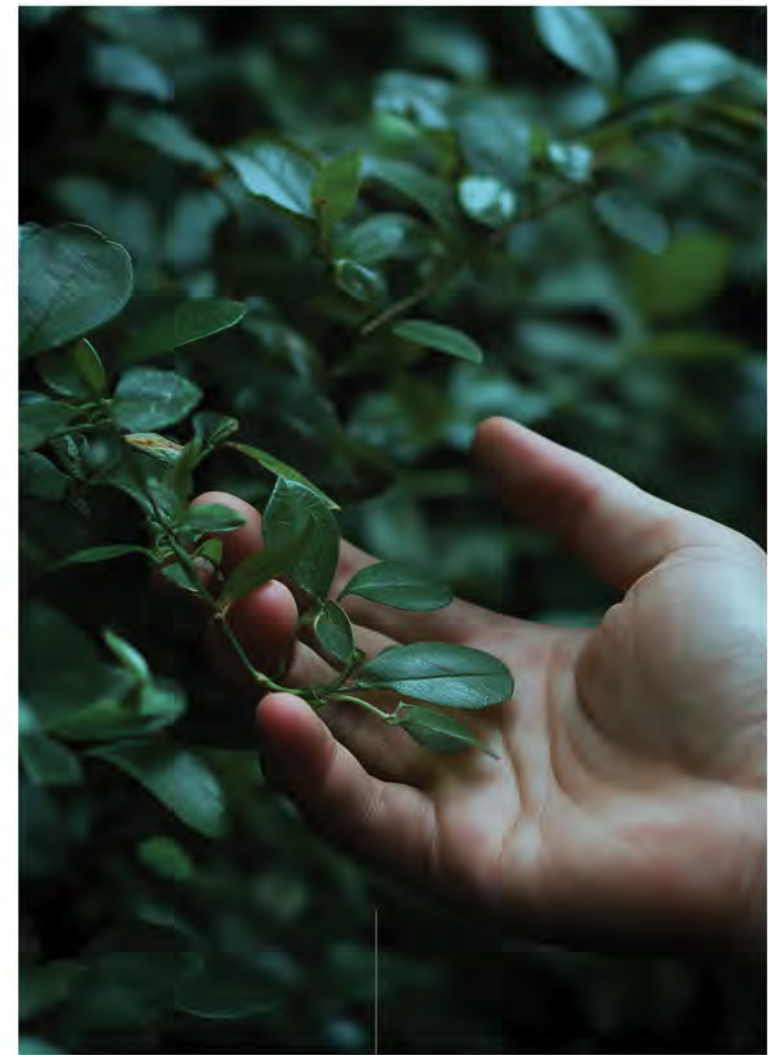
The motivation behind this movement may have roots in the principles of biophilia, which is the idea that humans have an innate tendency to seek connections with nature.

On a fundamental level, brown and tan tones like those reflected in the popular Costa and Khaya shades of Deckorators Voyage decking complement colors found across the outdoor landscape. These help create harmony between the deck space and its surrounding environment.

How this trend is evolving:

In addition to selecting organic design elements and color palettes, homeowners are adding functional features that enable a deeper immersion into nature.

Outdoor living designs that include pergolas, partial roof coverings, outdoor heaters, and natural lighting empower homeowners to comfortably enjoy and appreciate nature across multiple seasons, inspiring year-round enjoyment of the deck space.



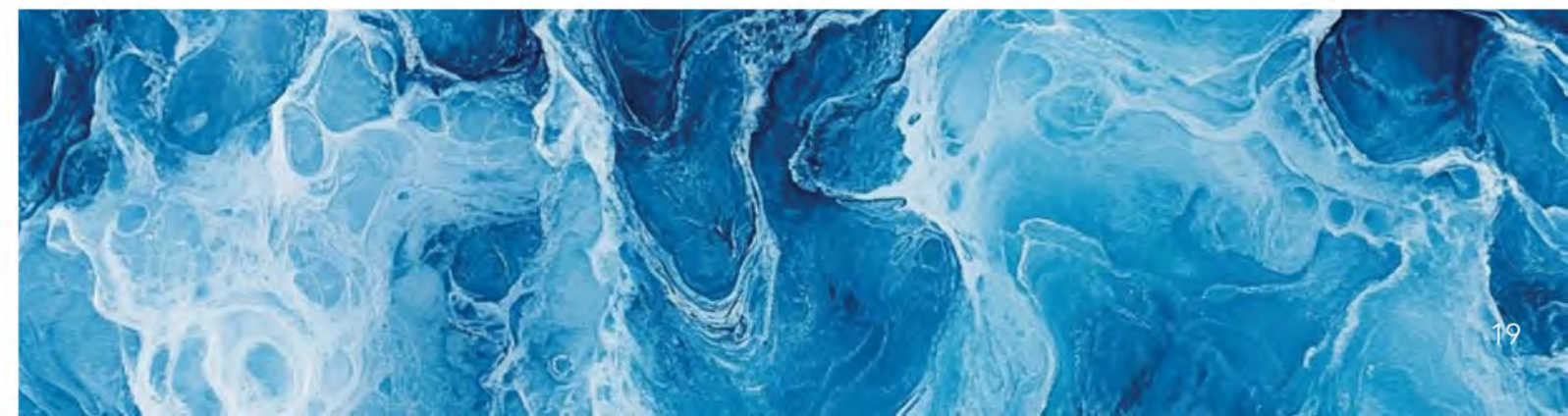
Biophilia is the idea that humans have a natural tendency to connect with other life forms and nature.

Project by
Jonathan Moeller
and Colorado Custom
covers & Decks

Photo:
Bergreen Photography

Material used:
Deckorators Voyage
Decking featuring
Surestone® technology
in Tundra and Mesa

Scan here to learn
more about this project.



Contractor Insights

“On a recent project, we wrapped a pergola structure with some of the brown tones of Deckorators®. Everything is tied together with a small nature path to bring more of the outdoor feel to it.”

—Jacob Higgins,
Custom Outdoor

“People want to feel like they’re outside when they’re outside—and the big thing that we’re seeing is more greenery. People want that natural feel and lush look to the backyard.”

—Sean Collinsgru,
Premier Outdoor Living

“We still have a percentage of clients who don’t want to deal with any maintenance, so we’ve started to incorporate that back-to-nature feel with fake plants for clients that like the look but don’t have the green thumb.”

—Sean Collinsgru,
Premier Outdoor Living

“All wood eventually turns gray. Many of my clients have moved away from wood materials to Deckorators’ mineral-based composites, which allows them to keep the natural brown-tone wood look on their deck without it turning gray.”

—Randy Steyert,
South Fork Decking

“Brown tones are definitely moving strongly in my area. As for greenery, we’ve had more requests for built-in benches with planter boxes, or just planter boxes in general. Those look really nice when you can take a Deckorators board and vertically or horizontally make a planter box.”

—Leif Wirtanen,
Cascade Fence and Deck

“I’m definitely seeing mostly brown colors for decking. Lately, when I bring out the samples, clients will immediately do away with the gray tones.”

—Jacob Higgins,
Custom Outdoor



“People want to see more greenery. People want that natural feel and lush look to the backyard”

—Sean Collinsgru

Photo:
Bergreen Photography

Material used:
Deckorators® Voyage
Decking featuring
Surestone® technology
in Sedona and
Dark Slate



multi-level decks

When it comes to outdoor living, space maximization and functionality have consistently remained at the top of homeowners' priority lists. Multi-level decks, which have recently spiked in popularity, offer a highly effective and versatile design solution.

Why this trend is on the rise:

Building vertically enables homeowners to optimize the usage of their space, creating increased capacity for guests and more room for different activity zones without needing to enlarge their foundational footprint. Multi-level decks are especially well-suited for properties with limited ground space or difficult landscapes like slopes.

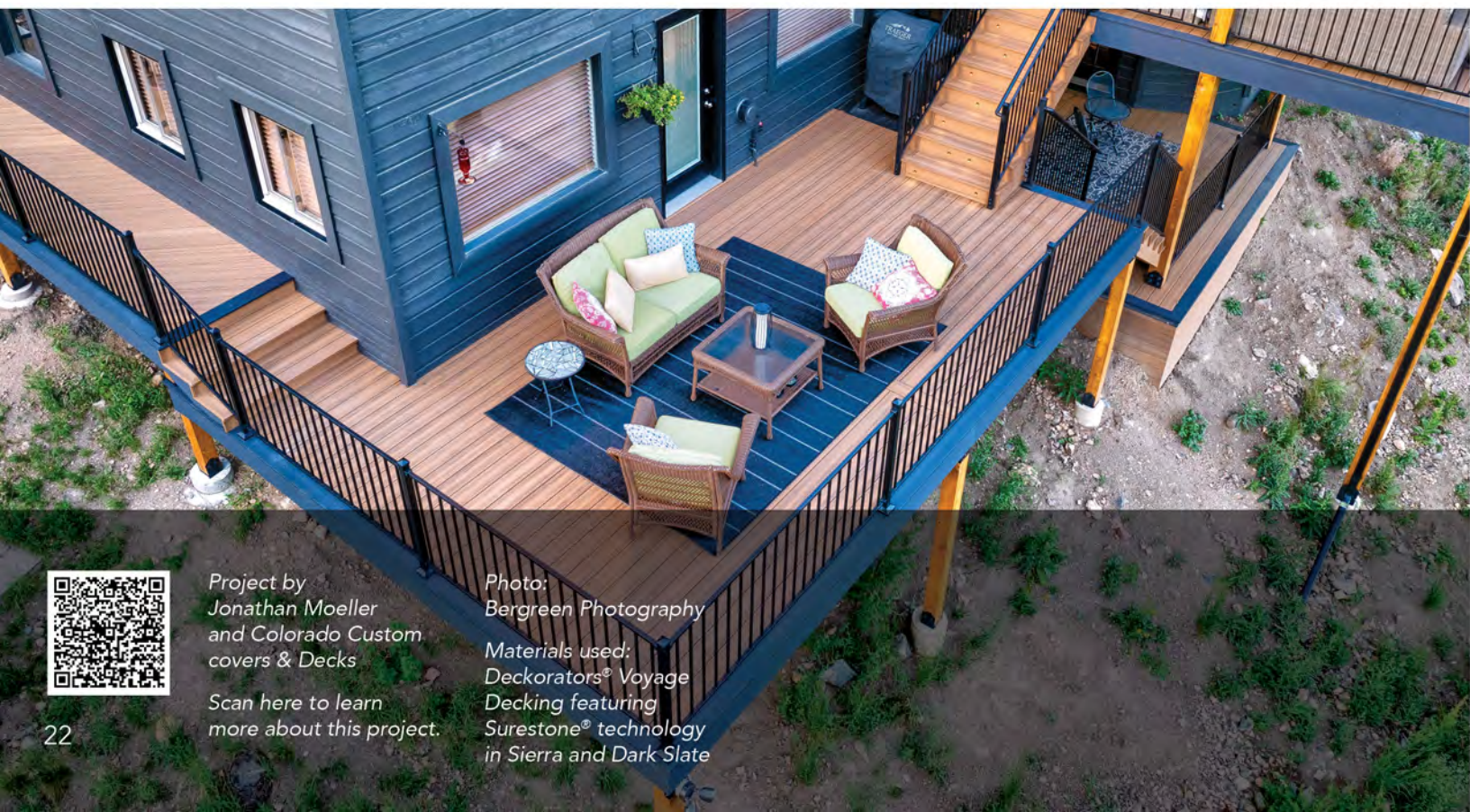
How this trend is evolving:

The layered design in multi-level decks enables homeowners to enjoy their outdoor living spaces in different ways throughout the year. For example, a top level offers more sunlight during the colder months, while a lower level can serve as a cool, shady respite in the summer. Additionally, partial roofs and pergolas provide shelter from rain and harsh sunlight.

Multi-level decks also allow for more distinct definition between specific areas tailored to certain activities. These zones (for example, a clear separation between the kitchen area, an area for relaxation, and an area

for relaxation, and an area for watching the big game) help organize the functions of the outdoor environment, making it easier for families and guests to enjoy multiple activities simultaneously without feeling crowded.

As multi-level decks become more popular, safety becomes even more crucial. Consideration of railing and stair placement is key, as well as selection of non-slip decking materials to ensure safe movement between levels. Deckorators Surestone® decking, made from crushed limestone, features a micro-embossed surface for enhanced traction and offers peace of mind year-round.



Project by
Jonathan Moeller
and Colorado Custom
covers & Decks

Scan here to learn
more about this project.

Photo:
Bergreen Photography
Materials used:
Deckorators® Voyage
Decking featuring
Surestone® technology
in Sierra and Dark Slate

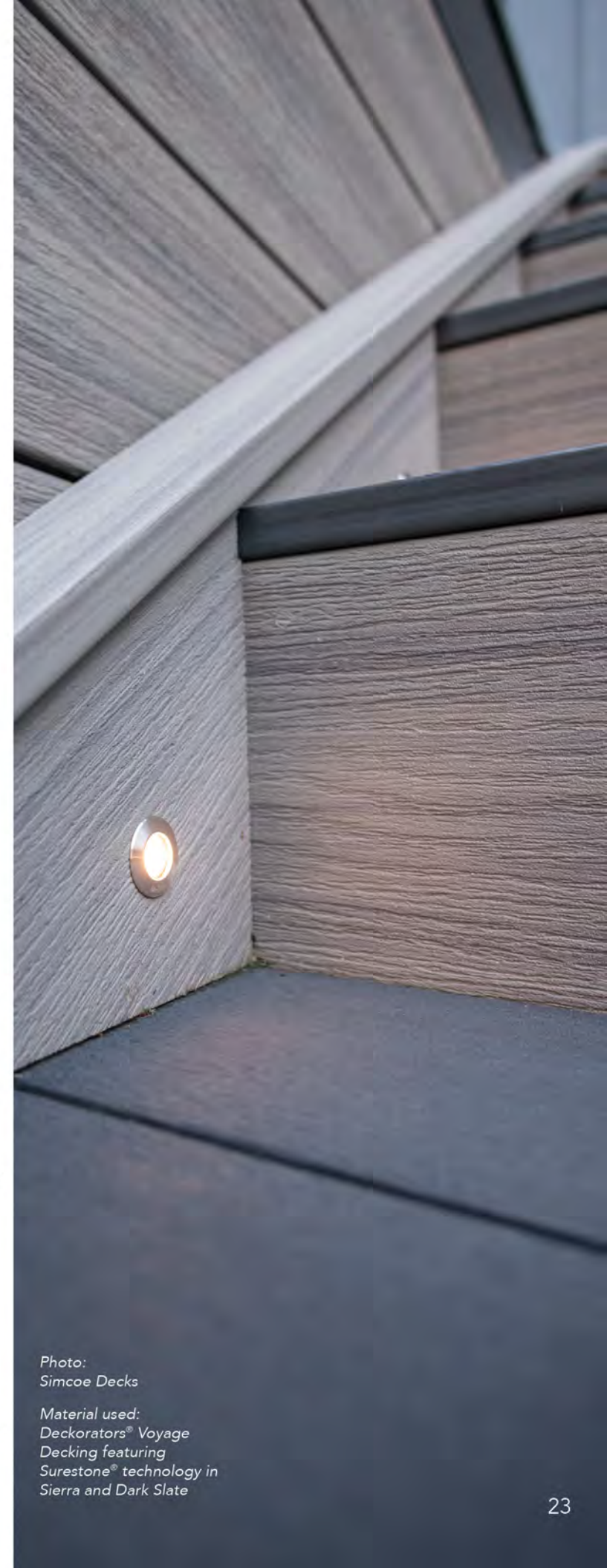


Photo:
Simcoe Decks

Material used:
Deckorators® Voyage
Decking featuring
Surestone® technology in
Sierra and Dark Slate

Contractor Insights

"If you're building the deck up above, you've got usable square footage down below. Sometimes it gets utilized, and sometimes it doesn't."

—Michael Scott, Simcoe Decks

"For a recent client who had an upper-level deck, we suggested to them that we might as well finish the underside, give them some shading and some rain proof, and basically double the square footage with a patio underneath."

—Michael Scott, Simcoe Decks

"For another recent client, we ended up going from a one-story deck with a pergola for some shade to then deciding to extend that to another deck surface, and ultimately add more square footage to it. We really didn't spend that much more money by giving them a completely second story deck and just gave them more usable space. So we were kind of able to kill two birds with one stone: a second story deck with the view, and that shade structure and additional space down below."

—Michael Scott, Simcoe Decks

"Whenever a client requests a multi-level deck, the biggest thing to keep in mind is just making sure they have enough room and space—because when you have stairs and walkways, you kind of lose a lot of usable square footage. So I always ensure we have enough room to make sure a multi-level deck is worth doing."

—Jonathan Moeller, Colorado Custom Covers & Decks

"We always try to encourage covers on all of our decks. It just makes the outdoor living experience so much better. Especially out here in Colorado, you can really enjoy the seasons. So in the spring or fall when that sun comes out after a snow-storm, you can go out there and get in the sun and warm

up. It feels pretty good. But the cover's also nice to be able to put heaters and all that stuff in there as well."

—Jonathan Moeller, Colorado Custom Covers & Decks

"With multi-level decks, the biggest considerations are making sure we have enough room and making sure we can make it work and flow properly. You have to keep in mind where you're going to be walking, how you'll be coming down the stairs, and what you will and won't be able to use when you put stairs in a certain area."

—Jonathan Moeller, Colorado Custom Covers & Decks



"If you're building the deck up above, you've got useable square footage down below"

— Michael Scott

"As the professional, the biggest thing is to be able to offer different solutions and different suggestions, and not just go in and take the homeowner's plan and give them exactly what they're asking for. You have to really help them imagine how they're going to use

the space, and give them options so they can weigh out the pros and the cons and see what works best for them."

—Michael Scott, Simcoe Decks

"I always look at the design as a transition from inside to outside. So we're not only trying to transition the complete climate control and the covering and all that kind of stuff, but we're trying to transition the height as well. So the higher it is off the ground, the more levels we preferably like to do, obviously depending on the amount of square footage that we have to work with, but easing that transition. So ideally, you come out of your back door, you're underneath a

covered space, but it feels like an extension of your home—and then you can walk down a couple of stairs to an open deck and down another staircase onto a patio, and then maybe even a few more steps into the grass. It's about visually breaking up the spaces and easing that transition from inside the house out to the yard."

—Sean Collinsgru, Premier Outdoor Living



Project by
Michael Scott
and Simcoe Decks

Photo:
Quinn Metcalfe

Material used:
Deckorators Voyage
Decking featuring
Surestone® technology in
Costa and Dark Slate

lighting

Outdoor lighting is essential for homeowners' enjoyment of the deck space as daytime transitions into nighttime. Our contractors note that their clients have

been more interested in finding unique solutions for lighting their outdoor spaces.

Why this trend is on the rise:

Lighting is a critical part of outdoor living design, functioning to enhance both safety and ambience. From a safety perspective, adequate lighting on the deck improves visibility and subsequently helps prevent accidents and injuries.

From a style perspective, outdoor lighting can be used to curate an ambient, cozy atmosphere, as well as highlight visual focal points such as landscaping, structural elements, and water features.

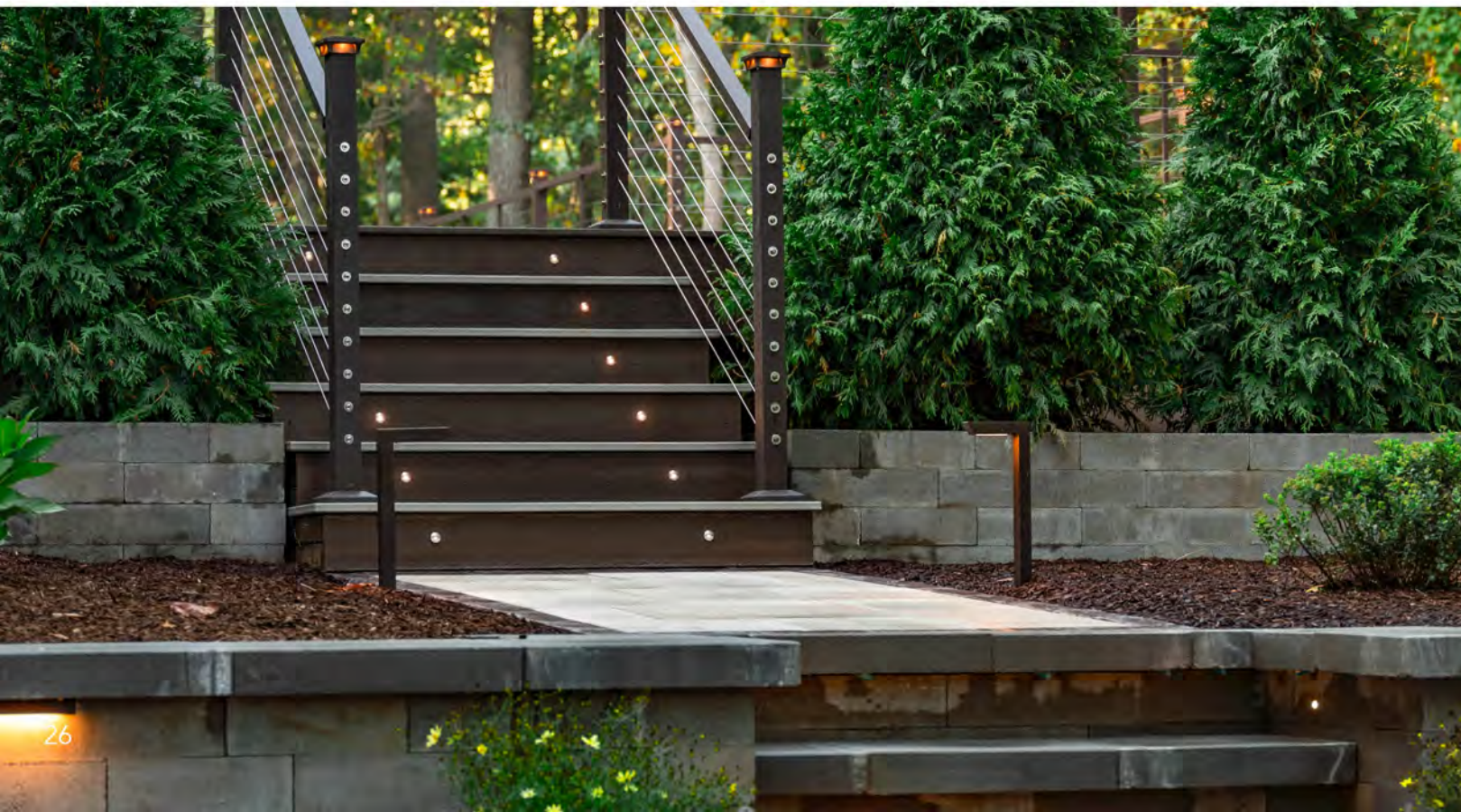
How this trend is evolving:

Our contractors report that they've begun to include outdoor lighting into the whole price package, since it makes such a profound impact on the final build.

It's critical to plan ahead for future lighting installations during initial construction, because it makes it much easier and cost-effective later on to make adjustments when the wiring is already in place. Adding lighting upfront also allows for the flexibility to add or change lighting options as homeowners' needs evolve.

There are all kinds of deck lighting options available for homeowners to choose from. Deckorators specifically offers lighting designed to work in tandem with composite decking, with low-voltage LED and wireless solar deck light options. Additionally, Deckorators Aluminum Post Extensions are a great option for hanging bistro lights to bring a warm glow and give off the illusion of a bigger space.

*Materials credit:
Deckorators®
Contemporary
Cable Rail in
Weathered Brown,
Deckorators®
low-voltage stair riser
lights in Black, and
Deckorators®
Voyage Decking
featuring Surestone
technology in
Tundra and Vista
Decking in Ironwood.*



Contractor Insights

"Outdoor lighting is included on all my projects to some level. Years ago, we used to offer a separate lighting package. We found that as customers tried to dial back the cost or make things a little bit easier to digest, lighting was one of the first things to go. But honestly, lighting offers the biggest transformation. After all, people often aren't home during the day, so the evenings are when you're going to be enjoying the space more."

—Michael Scott,
Simcoe Decks

"Good lighting really gives you that whole other level of ambiance and safety, and really transforms a deck space."

—Michael Scott,
Simcoe Decks

"It's hard to sell the emotion of lighting. So we include it in all of our projects—we have a certain baseline budget and an idea of what we're going to include, but we'll typically go in and mock up different ideas. We find that lighting can be a very personal thing, it's something that you really need to see and experience. Often, we'll leave one fixture for a night or two, and circle back with the client to see how they liked it. We can adjust to add more lighting or less lighting, and let them kind of experience both. And they never feel like they have too much lighting—they always end up wanting to add more."

—Michael Scott,
Simcoe Decks

"We try to do everything we can to include lighting because it creates a completely different experience during the night."

—Luan Casimiro

"One of my favorite types of lighting is turning out to be what they call scope lights. It's not even actually on the deck itself, it's usually out in the landscape or maybe on the perimeter of their yard shining up on the trees. It brings that connection to nature back in even at night, just being able to see the trees."

—Leif Wirtanen,
Cascade Fence and Deck

"Lights in general have definitely become more popular, especially the pathway lights and scope lights."

—Leif Wirtanen
Cascade Fence and Deck

"I'm seeing a lot of people more interested in lights lately for safety reasons, with elderly parents or children walking upstairs at night or lighting up the yard to see the path. Granted, we have a bunch of small yards in my area, where tripping hazards are more prevalent and so they're wanting to light up for safety reasons."

—Jacob Higgins
Custom Outdoor

"In the past, people were saying no when we brought up lighting because they were afraid of the additional

cost. I think the big change now is technology—lighting has come a long way, and you're not applying for permits for electricians anymore. A lot of this stuff is plug and play. Once the clients see the ease of installment of what you started with, it definitely snowballs. 'Oh, can we illuminate this now? Can we do that?' So it's been a big add-on for a lot of our builds."

—Randy Steyert,
South Fork Decking

"It's hard to have a completed deck and then try and add lighting to it later on. You have to really plan ahead for that and have that dialed in at the front end of the build. For the cost of a roll of wire, we'll often just run it around the perimeter of the deck, just so we have it there."

That way, if a client is interested in adding more lighting later on, you already have the wire in place and it's as easy as a connection. The easier you can make things for yourself down the road, the better. Just build the cost of the roll of wire into the job, and it'll make your life easier down the road."

—Michael Scott,
Simcoe Decks



"We try to do everything we can to include lighting because it creates a completely different experience during the night."

—Luan Casimiro



Project by
Michael Scott
and Simcoe Decks

Photo:
Brienne Wardle,
Elevated Productions

Material used:
Deckorators® Voyage
Decking featuring
Surestone® technology
in Costa

knowing the code

Throughout the design and build process, it's crucial for contractors to comply with local building codes and regulations. For deeper insight into how these considerations affect a project's workflow, we asked some of our contractors to describe how and when they start thinking about code requirements.

Q: How soon in the design/build process do you start thinking about code?

A: "In my area, you have to start thinking about local codes immediately. When designing a build and bouncing ideas around with clients, I often have to know up front what is actually possible within the bounds of code—from beam spans to post place cement, and whether or not we'll need to install a handrail or guardrail."

— Jacob Higgins,
Custom Outdoor, Raleigh, NC

A: "The most important thing to consider at the very beginning of the design process is the zoning regulations. Those are going to dictate what you are allowed to build and where. Once we know we comply with the zoning department, we can move forward with designing the project."

—Sean Collingsru,
Premier Outdoor Living,
New Jersey

A: "To break the deck design process into stages, I would say you have:

1. Initial onsite meeting,
2. Design with rough numbers, and
3. Quick engineering and quote with finalized numbers.

For smaller and more basic projects, this may not be the case. But most often before the initial on-site meeting, I'll be looking into setbacks on the property and making sure we are cleared. In Oregon and Washington, it is really easy to find setbacks online, so a quick search to verify that we will be within setbacks is always a good thing to start with. We usually don't get deep into the details of codes and regulations until after we have provided a first design and some rough numbers for the client. And we set the expectation to customers that during this initial process, we may not catch everything.

Once the customer approves our designs and rough numbers, we will jump into the structural engineering and other codes and regulations to make sure our i's are dotted and our t's are crossed before giving exact numbers."

—Leif Wirtanen,
Cascade Fence and Deck,
Portland, OR

The Homeowner Mindset: Cost Consciousness

With interest rates expected to go down in 2025, mortgage loans will likely become more affordable, which could boost the housing market.

Overall, we've found that while homeowners still have the financial means to invest in home and outdoor projects, their decision-making is becoming far more selective. Homeowners are pinching pennies in new ways, consciously exhibiting an elevated attention to detail and taking more time to conduct research into specific brands and products.

Right now, homeowners care deeply about understanding the full scope of their commitment to a project before they sign on the dotted line. This shift reflects a more intentional approach to investments in home improvement.



Contractor Insights

"I think cost is the number one concern for my clients right now. And we've seen that the package deal is where people want to be. I think the most important part is educating the homeowner about what they're putting their money into."

—Randy Steyert

"Our clients are definitely more conscious about the cost of the overall project, especially compared to the last couple of years. With demand during COVID, clients knew that they had to make a decision really quickly, or they might get pushed back another three or six months on our schedule. Now that things have gone back to more of a normal demand level, clients are taking their time a lot more. They are trying to understand all of the costs of the project, and they're definitely more concerned about the overall budget. Our projects aren't necessarily getting smaller, but people just go into the process with a bit more hesitation. But once they do get into the process stand the cost and get a full picture, they're usually not scaling back, but

it's just taking them a little bit longer to get to that point where they're all in. They kind of open up a little bit once they've digested that overall budget that they're going to be investing into the project."

—Sean Collinsgru



"I think the most important part is educating the homeowner about what they're putting their money into."

—Randy Steyert

"It seems like the customers are now more comfortable with the timing. They have no rush to make decisions, they're doing a lot more research, taking more bids, and trying to adjust features in a scope of the work to fit on the budget. And we've got to work with that and be more flexible."

—Luan Casimiro



Photo:
Bergreen Photography

Material used:
Deckorators® Voyage
Decking featuring Surestone®
technology in Mesa and Khaya



Project by
Jonathan Moeller
Colorado Custom
Covers & Decks



Photo:
Premier Outdoor Living

Material used:
Deckorators® Voyage Decking
featuring Surestone®
technology in Khaya



Project by
Sean Collinsgru and
Premier Outdoor



Photo:
Taylor Robida

Material used:
Deckorators® Voyage
Decking featuring Surestone®
technology in Mesa and Khaya



Project by
Randy Steyert
and South Fork
Decking



About Deckorators®

Deckorators®, the first name in decking, railing, and accessories, invented the low-maintenance aluminum balusters category and has since led the industry with innovative decking and railing products. With dependably on-trend designs, Deckorators® lets DIYers and builders extend their creative ideas from a home's interior to its outdoor living spaces. Deckorators® is a brand of UFP Retail Solutions, LLC, a UFP Industries company.

To learn more about Deckorators® decking and railing accessories, visit www.deckorators.com or call 800-556-8449.

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Material used:
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UFP Industries, Inc. is a holding company whose operating subsidiaries – UFP Packaging, UFP Construction and UFP Retail Solutions – manufacture, distribute and sell a wide variety of value-added products used in residential and commercial construction, packaging and other industrial applications worldwide. Founded in 1955, the company is headquartered in Grand Rapids, Mich., with affiliates in North America, Europe, Asia and Australia. UFP Industries is ranked #493 on the Fortune 500 and #128 on Industry Week’s list of America’s Largest Manufacturers. For more about UFP Industries, go to www.ufpi.com.