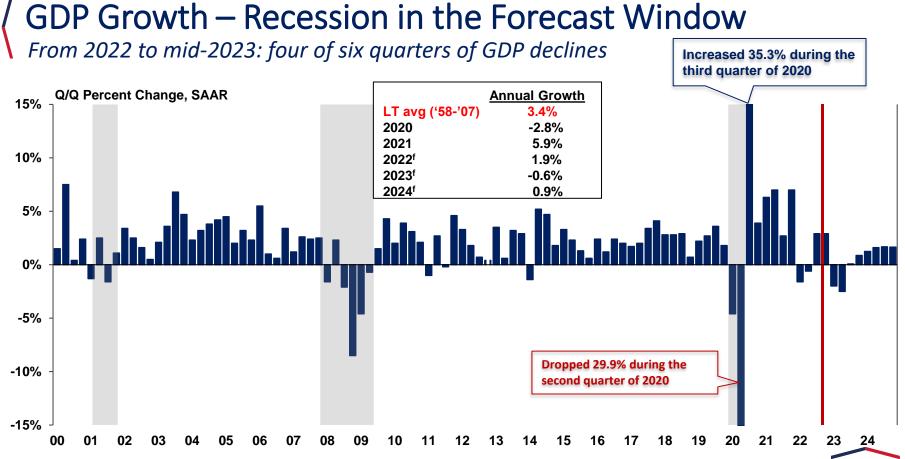
Housing and Economic Outlook

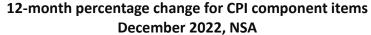
IBS Outlook January 31, 2023

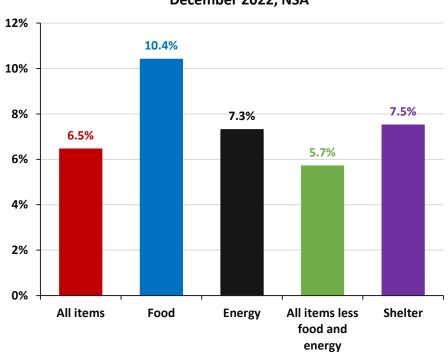


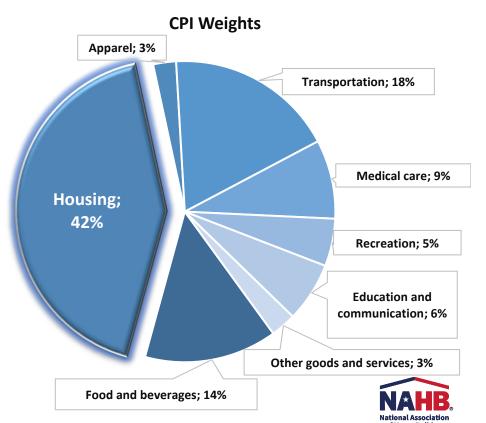




Inflation Broad-based rise in all prices; shelter effects will continue



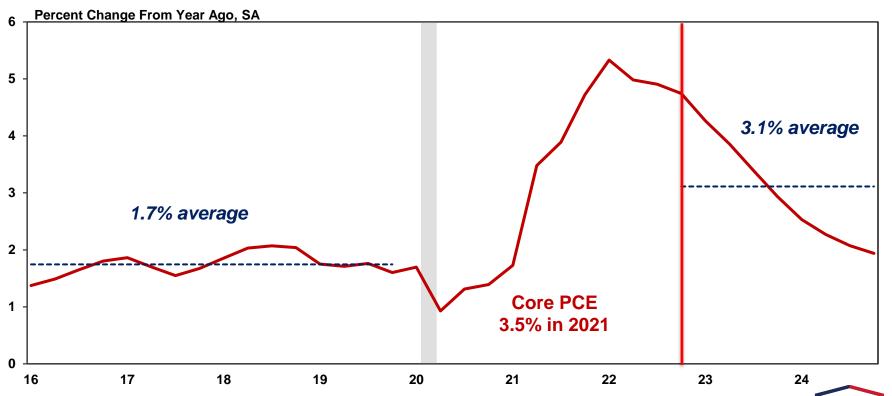




Source: U.S. Bureau of Labor Statistics (BLS)

Core Inflation

Inflation will decelerate in 2023





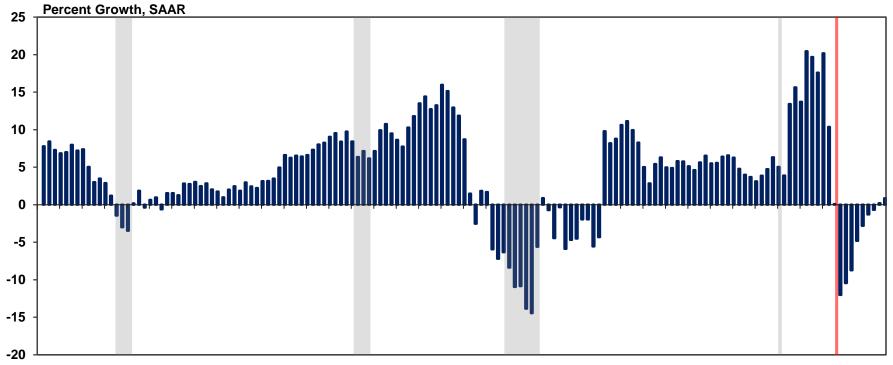


Interest Rates Will Move Lower in Quarters Ahead Federal Reserve actions close to ending



Source: Federal Reserve and Freddie Mac data and NAHB forecast.

S&P CoreLogic Case-Shiller National US Home Price Index Home prices are slowing, 15% decline for NAHB forecast after almost 40% covid era gain



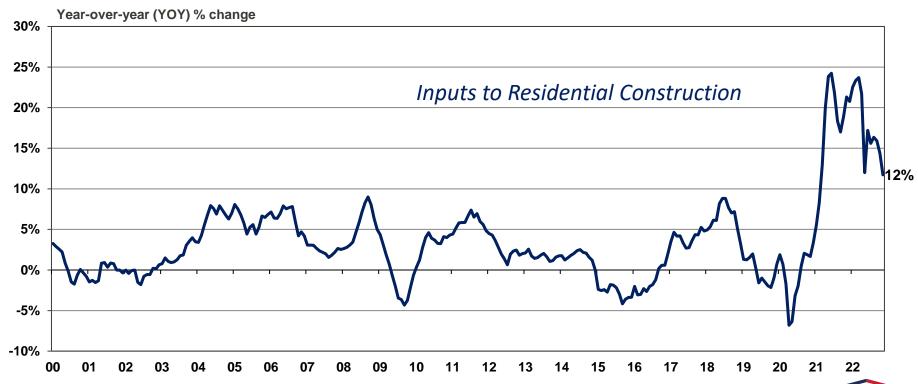
Source: NAHB forecast and S&P Dow Jones Indices LLC; CoreLogic, Inc..

Supply-Side Factors





Building Materials - Residential Construction Cost

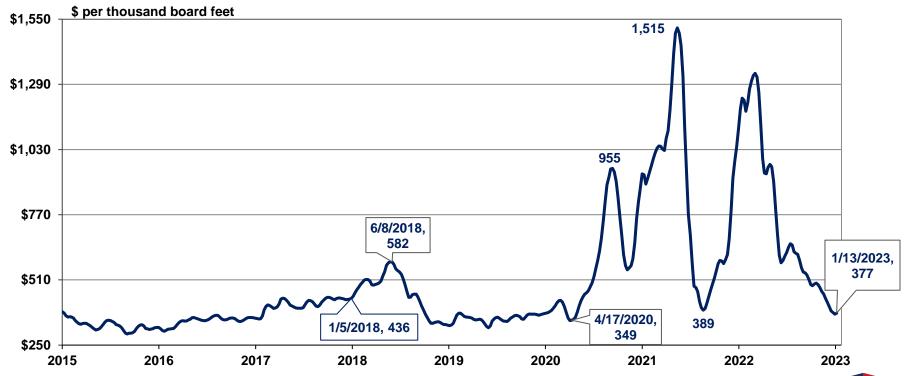


Source: U.S. Bureau of Labor Statistics (BLS): Producer Price Index (PPI)



Lumber Prices Back to Around Pre-pandemic Levels

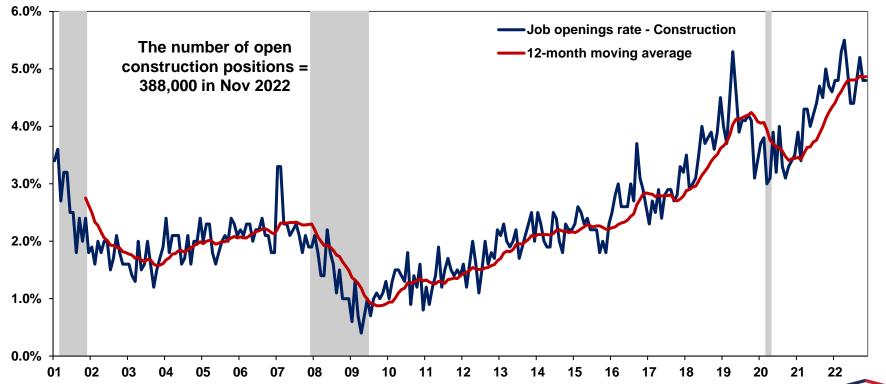
Current January price is \$377; down 24% in the past two months



Source: NAHB Analysis; Random Lengths Composite Index



Labor – Construction Job Openings Peaked for Cycle? Skilled labor shortage persists; 254,300 net gain for residential construction since Jan 2020

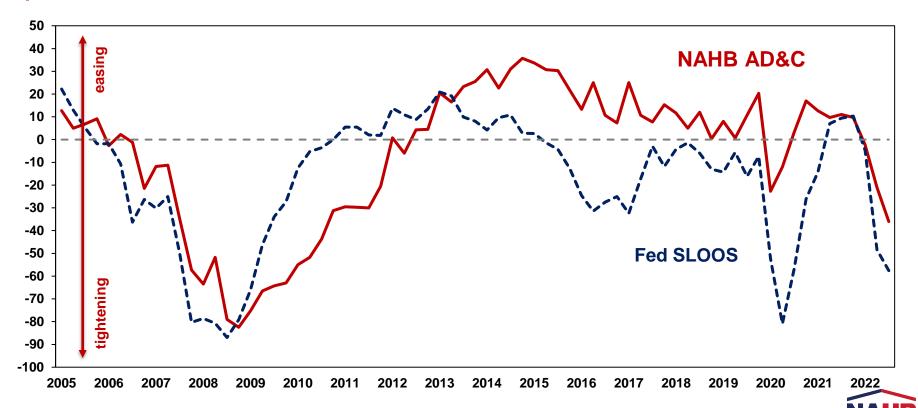






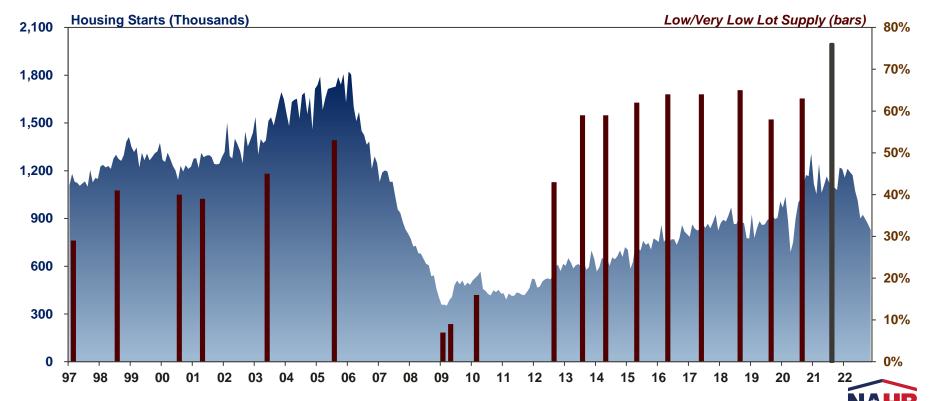
Lending – AD&C Loan Conditions

Credit conditions continued to worsen





Lot Shortages Reported by Single-family Builders Shortage of lots reached a new record in 2021



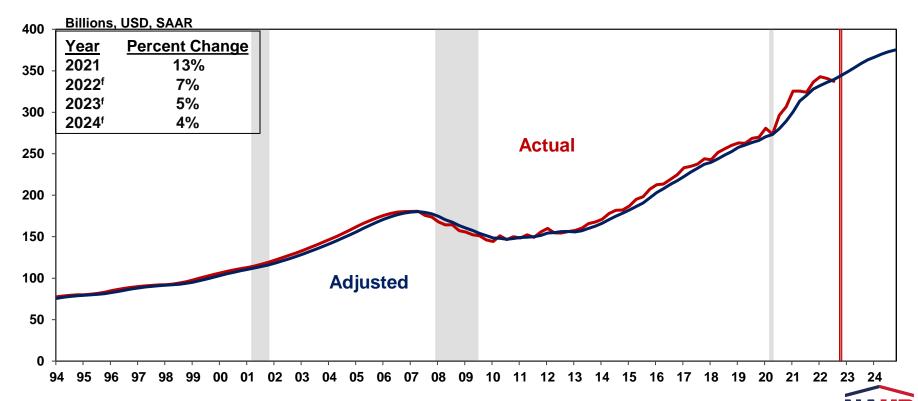
Source: Census Bureau and NAHB/Wells Fargo HMI survey

Construction Outlook



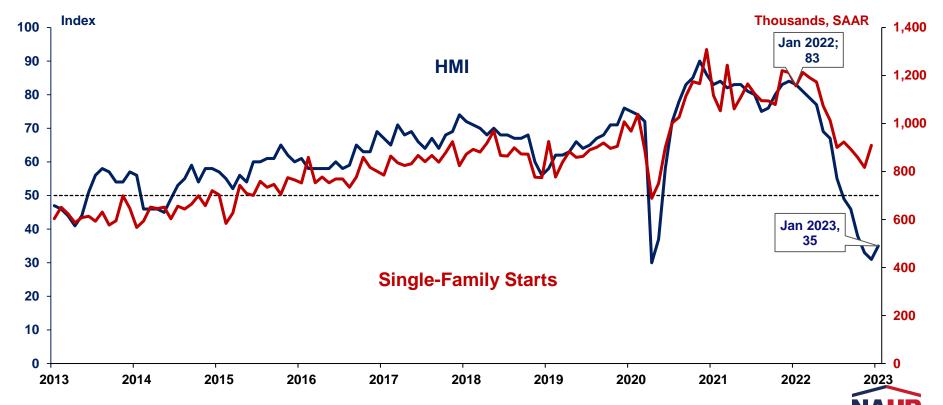


Residential Remodeling
Remodeling growth is expected to soften as housing demand is weakening



Source: U.S. Bureau of Economic Analysis (BEA): National Income and Product Accounts (NIPA) and NAHB forecast. Note: In the analysis, 1-year moving average is used for adjusted data to smooth the trend.

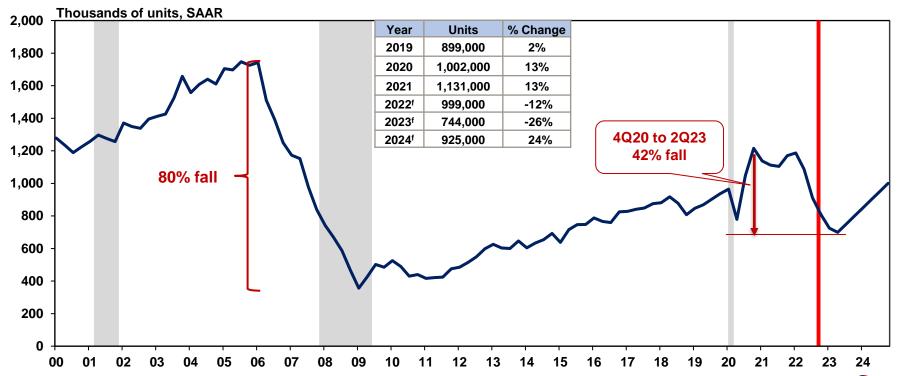
NAHB/Wells Fargo Housing Market Index (HMI) Builder confidence uptick signals turning point for housing lies ahead



Source: Census Bureau and NAHB/Wells Fargo HMI survey

Single-Family Starts

Home building declines as interest rates increase, but rebound expected during 2H23



Source: U.S. Census Bureau (BOC) and NAHB forecast

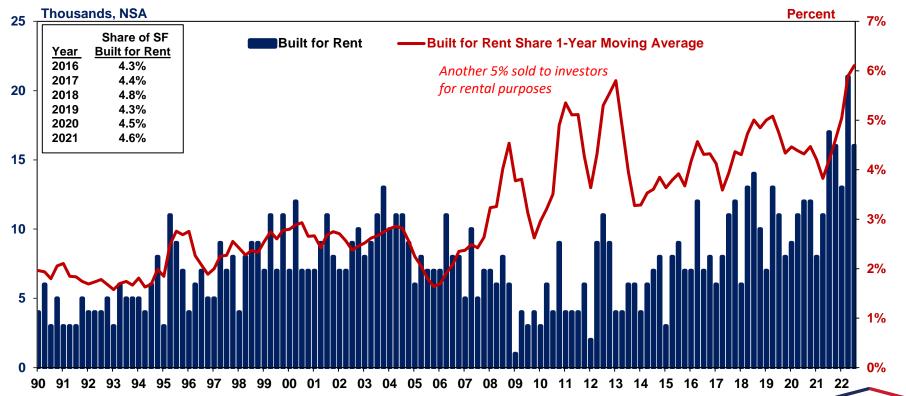


Top 10 Largest Single-Family Markets by Permits

Top 10 Largest SF Markets	November 2022 (# of units YTD, NSA)	YTD % Change (compared to Nov 2021)
Houston-The Woodlands-Sugar Land, TX	45,584	-6%
Dallas-Fort Worth-Arlington, TX	41,437	-11%
Phoenix-Mesa-Scottsdale, AZ	25,831	-21%
Atlanta-Sandy Springs-Roswell, GA	25,278	-14%
Austin-Round Rock, TX	20,589	-8%
Charlotte-Concord-Gastonia, NC-SC	17,848	1%
Orlando-Kissimmee-Sanford, FL	15,110	-7%
Tampa-St. Petersburg-Clearwater, FL	14,785	-18%
Nashville-Davidson-Murfreesboro-Franklin, TN	14,636	-3%
Jacksonville, FL	13,345	-11%



Single-Family Built-for-Rent Construction Still gaining market share but should slow in quarters ahead

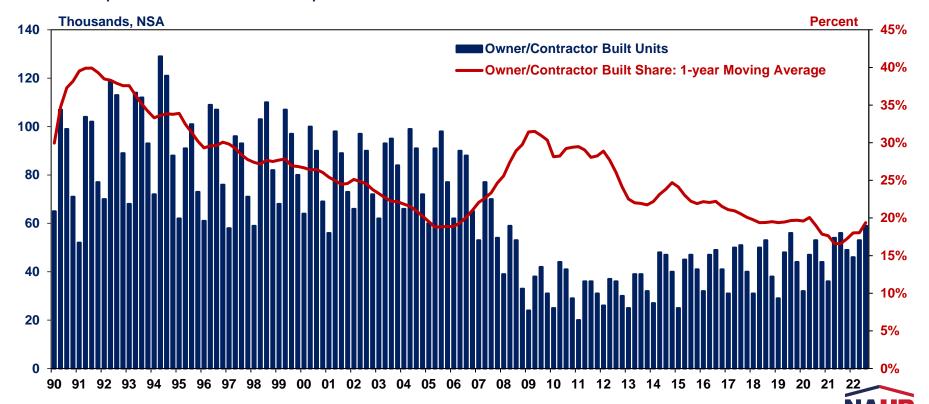


Source: U.S. Census Bureau (BOC)



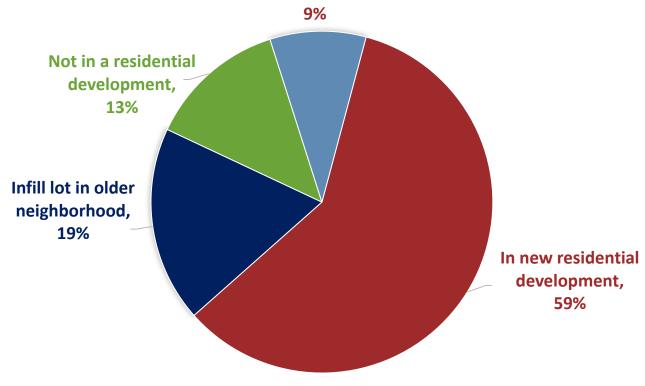
Custom Home Building Market – A Bright Spot

Third quarter was the best quarter since the Great Recession



Shares of New Single-family Homes Built in 2021







Source: 2022 Builder Practices Survey

Multifamily Construction Growing

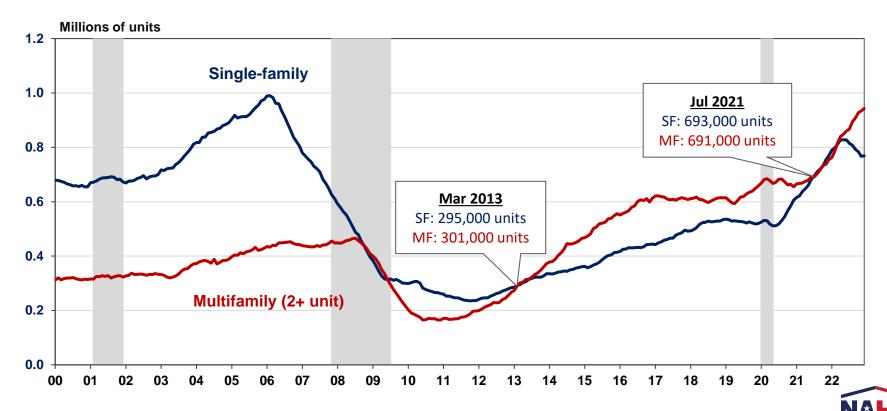
Declines in 2023 due to slowing rent growth, tighter financing, and supply concerns



Source: U.S. Census Bureau (BOC) and NAHB forecast



Housing Units under Construction Highest count of apartments under construction since 1974



Source: U.S. Census Bureau (BOC)

Medium-Term Outlook for Residential Construction

- 2024
 - Fed will ease, interest rates will normalize
 - Single-family home building will lead a recovery
 - Demand will return, but supply-side issues will increase
 - Lack of lots
 - AD&C availability
 - Building material constraints
- 2025 through 2030
 - Demographics yield a good runway for home building growth
 - Structural housing deficit will be reduced
 - Single-family home building volumes near or above 1.1 million per year
- 2030 and after
 - Declining demographics weaken multifamily and single-family demand



Thank you

Questions?

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