

# 2022 Residential Roundup Market Overview

January 25, 2022

JOHN  BURNS  
REAL ESTATE CONSULTING



## WHO WE ARE

John Burns Real Estate Consulting, LLC provides independent research and consulting services related to the US housing industry. John Burns founded the company in 2001 because he saw a need for better analysis of the housing market. The company has grown into a highly passionate team of research analysts and consultants in offices across the country. We work together to provide the most trusted source of US housing analysis.



### Research Subscriptions

An ongoing, retainer-based relationship, in which we provide clients with our published research, client services, and exclusive events. Clients find immense value in our research and services for:

- Superior insight on housing and remodeling trends
- Regional intelligence
- Internal reporting and business planning
- Investor relations support



### Custom Market Consulting

A contracted engagement, in which we help clients with a specific strategic decision or question.

- Demand forecasting
- Market analysis
- Growth strategy
- Voice of customer analysis

# Fundamentals

# Mortgage Rates

## Annual Averages

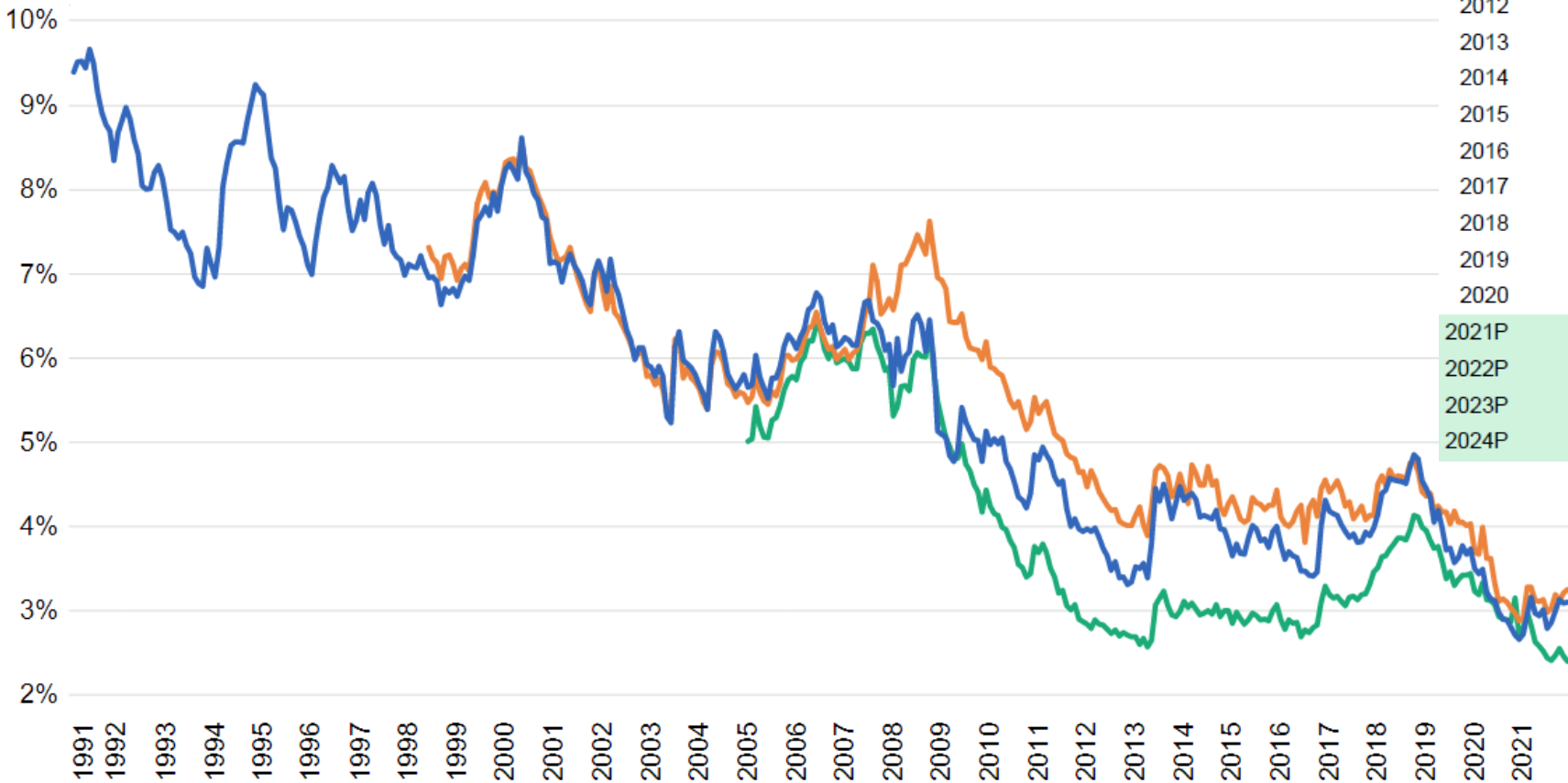
	Fixed	ARM
2000	8.1%	7.0%
2001	7.0%	5.8%
2002	6.5%	4.6%
2003	5.8%	3.8%
2004	5.8%	3.9%
2005	5.9%	5.3%
2006	6.4%	6.1%
2007	6.3%	6.1%
2008	6.0%	5.7%
2009	5.0%	4.8%
2010	4.7%	3.8%
2011	4.5%	3.3%
2012	3.7%	2.8%
2013	4.0%	2.9%
2014	4.2%	3.0%
2015	3.9%	2.9%
2016	3.7%	2.9%
2017	4.0%	3.2%
2018	4.5%	3.8%
2019	3.9%	3.6%
2020	3.1%	3.1%
2021P	3.0%	2.6%
2022P	3.6%	3.3%
2023P	3.7%	3.4%
2024P	3.8%	3.5%

## Mortgage Rates

The 30-year fixed conventional mortgage rate rose 44bps YOY to 3.11% but remains low.

### Mortgage Rates

— Fixed, 30-year jumbo mortgage = 3.26%  
— 5-year adjustable rate mortgage = 2.41%  
— Fixed, 30-year conventional mortgage = 3.11%



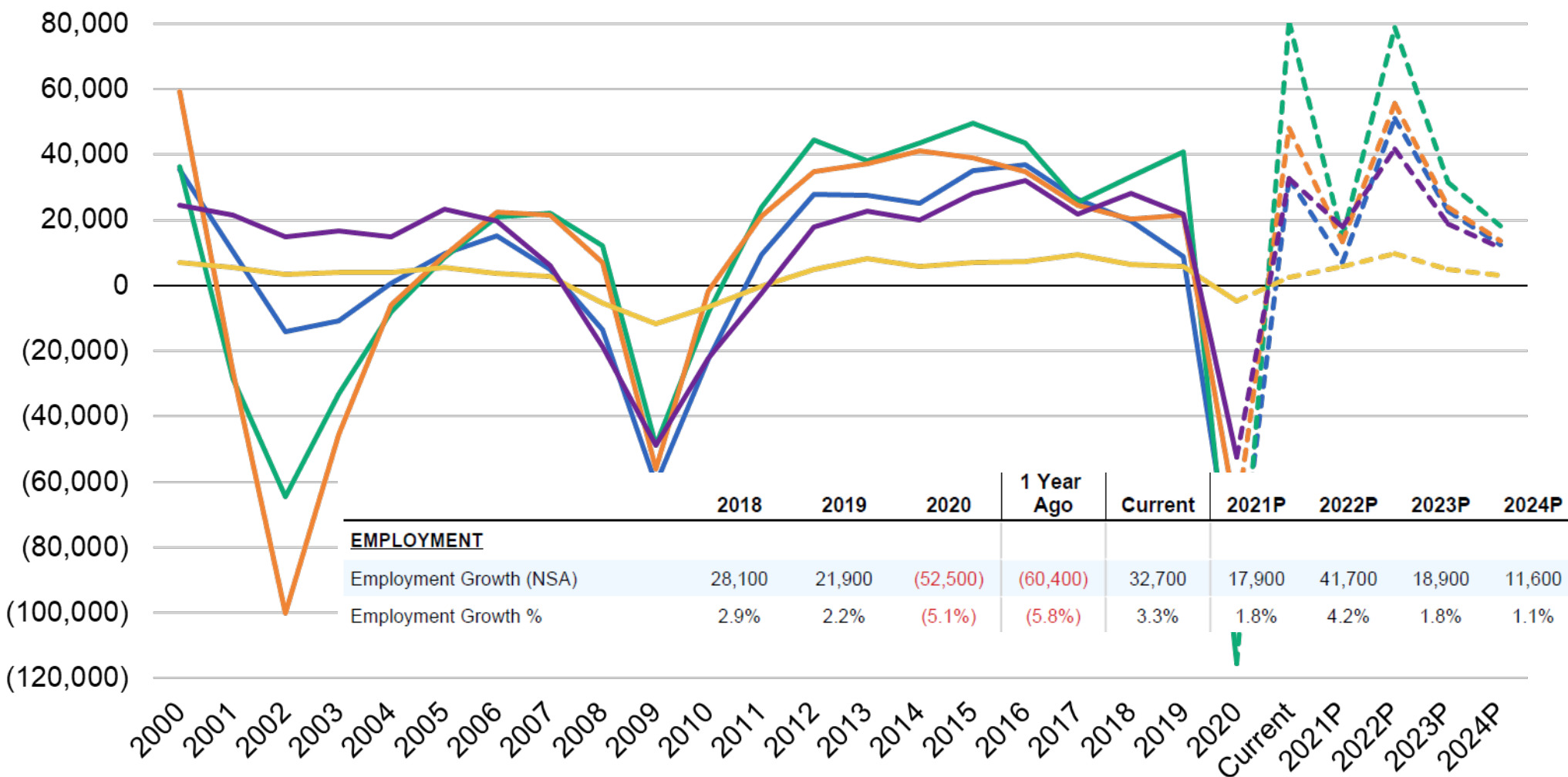
Note: the 5-year adjustable rate mortgage is the 5/1 rate, which is a 5 year fixed rate that adjusts annually.

Sources: Bankrate.com, Freddie Mac, FFIEC (Data: Dec-21, Pub: Jan-22)

# Employment Growth

## Employment Growth by MSA

— East Bay Area\* — San Francisco\*\* — San Jose — Stockton — Sacramento



# Job Growth by Industry

Sacramento, CA  
January 2022

Largest Local Industries	Total Employment	% of Total	YOY Growth	YOY Growth %
State government (Gov)	125,400	12.4%	3,000	2.5%
Local government (Gov)	101,000	10.0%	1,800	1.8%
Food services and drinking places (LH)	68,800	6.8%	2,500	3.8%
Professional and technical services (PBS)	61,900	6.1%	4,800	8.4%
Administrative and support services (PBS)	59,000	5.8%	(1,100)	-1.8%
Specialty trade contractors (Cons)	55,200	5.5%	5,500	11.1%
Ambulatory health care services (EHS)	54,700	5.4%	1,600	3.0%
Transportation and warehousing (TTU)	39,100	3.9%	600	1.6%
Hospitals (EHS)	25,400	2.5%	200	0.8%
Durable goods (Mfg)	22,800	2.3%	500	2.2%
General merchandise stores (TTU)	20,800	2.1%	100	0.5%
Insurance carriers and related activities (FA)	19,500	1.9%	(900)	-4.4%
Nursing and residential care facilities (EHS)	16,800	1.7%	(200)	-1.2%
Durable goods (TTU)	15,300	1.5%	(400)	-2.5%
Construction of buildings (Cons)	15,000	1.5%	300	2.0%
Total of Top Industries / Percentage of Top Industries of Metro Total Employment	700,700	69.2%	18,300	

"(abc)" denotes Employment Sector. See page 27.

Data through Nov-21

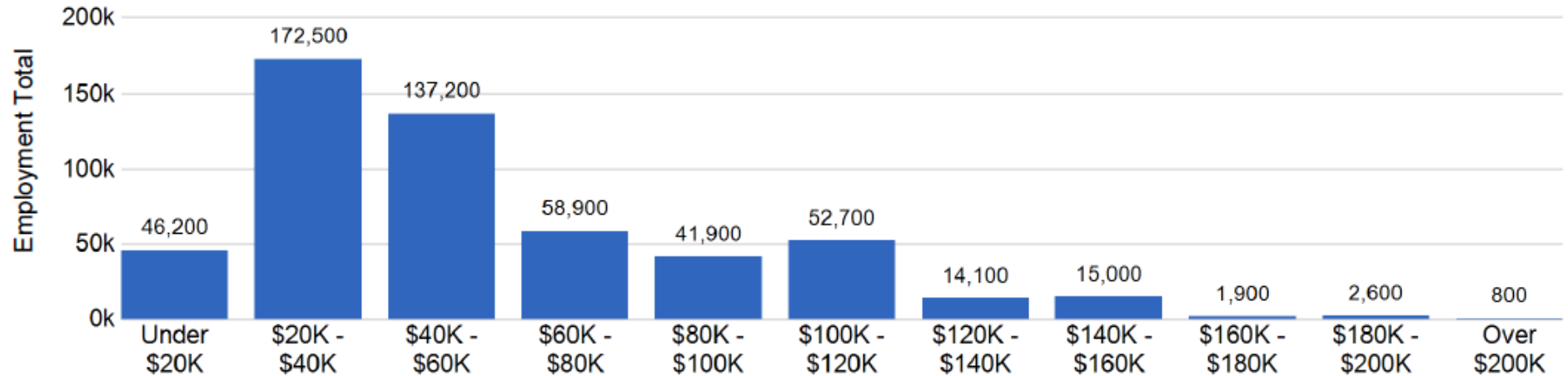
# Employment by Income Group (approximate)

Sacramento, CA  
January 2022

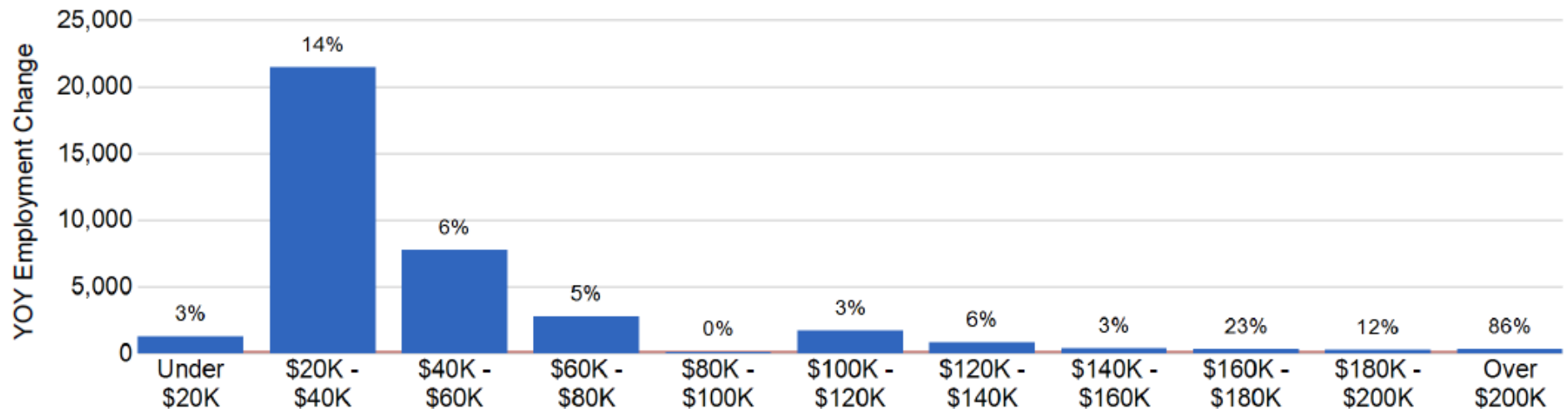
## Employment Total by Income Group

(Grouping by Annual Average Income)

Current Median Income: \$81,200. Data in chart represents 71% of total non-government employment.



## Employment Change by Income Group YOY



Data only includes private sector employment - non-government  
JBREC estimates based on the most recent data available from the BLS (Data Date: Jun-21)

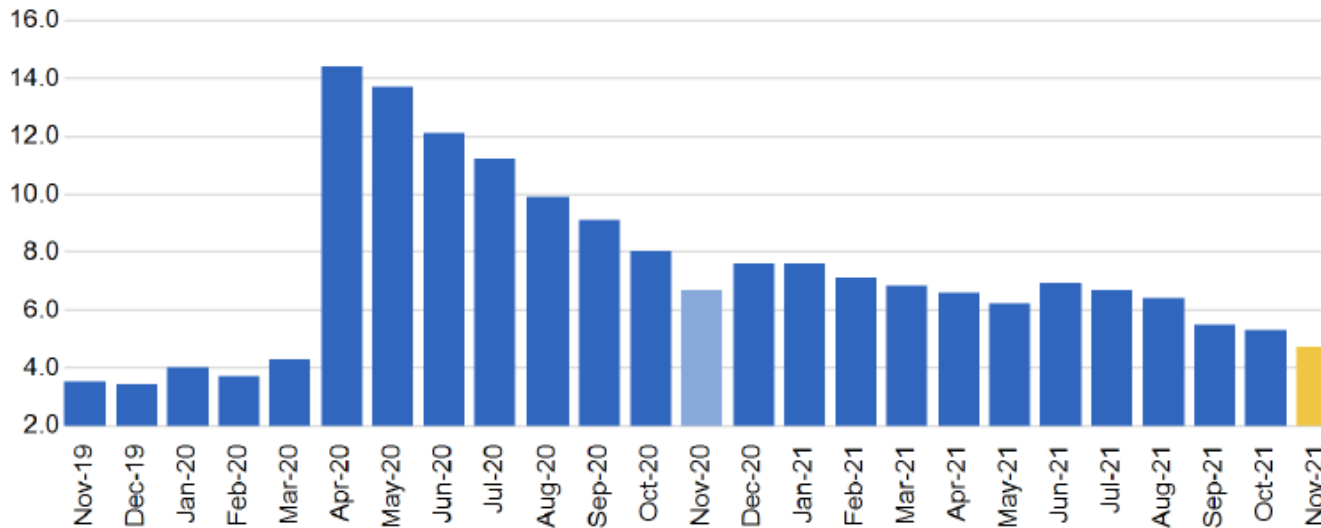
# Unemployment Rate

Sacramento, CA

January 2022

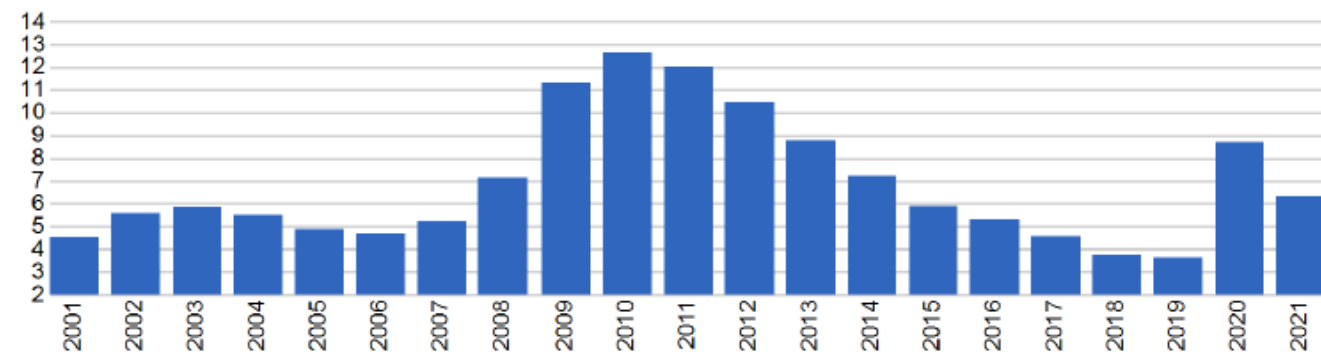
<b>A+</b>	<b>Current</b>	<b>YOY Change</b>	<b>Avg. Since 1990*</b>	<b>Peak* (2020)</b>
	4.7	-2.0 ↓	6.6	14.4

## MONTHLY UNEMPLOYMENT RATE



Date	Unemployment Rate	
	Rate	YOY Chg
Nov-19	3.5	-0.1
Dec-19	3.4	-0.3
Jan-20	4.0	-0.4
Feb-20	3.7	-0.3
Mar-20	4.3	0.2
Apr-20	14.4	11.0
May-20	13.7	10.5
Jun-20	12.1	8.3
Jul-20	11.2	7.3
Aug-20	9.9	6.2
Sep-20	9.1	5.9
Oct-20	8.0	4.6
Nov-20	6.7	3.2
Dec-20	7.6	4.2
Jan-21	7.6	3.6
Feb-21	7.1	3.4
Mar-21	6.8	2.5
Apr-21	6.6	-7.8
May-21	6.2	-7.5
Jun-21	6.9	-5.2
Jul-21	6.7	-4.5
Aug-21	6.4	-3.5
Sep-21	5.5	-3.6
Oct-21	5.3	-2.7
Nov-21	4.7	-2.0

## ANNUAL AVERAGE UNEMPLOYMENT RATE



\* Historical average rate and peak based on monthly values.

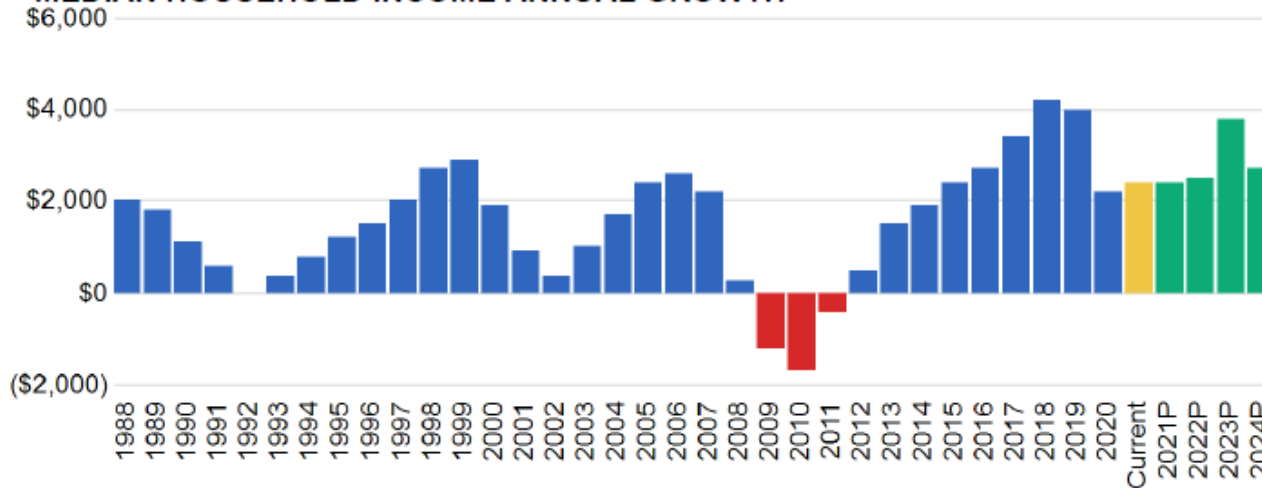


# Income Growth

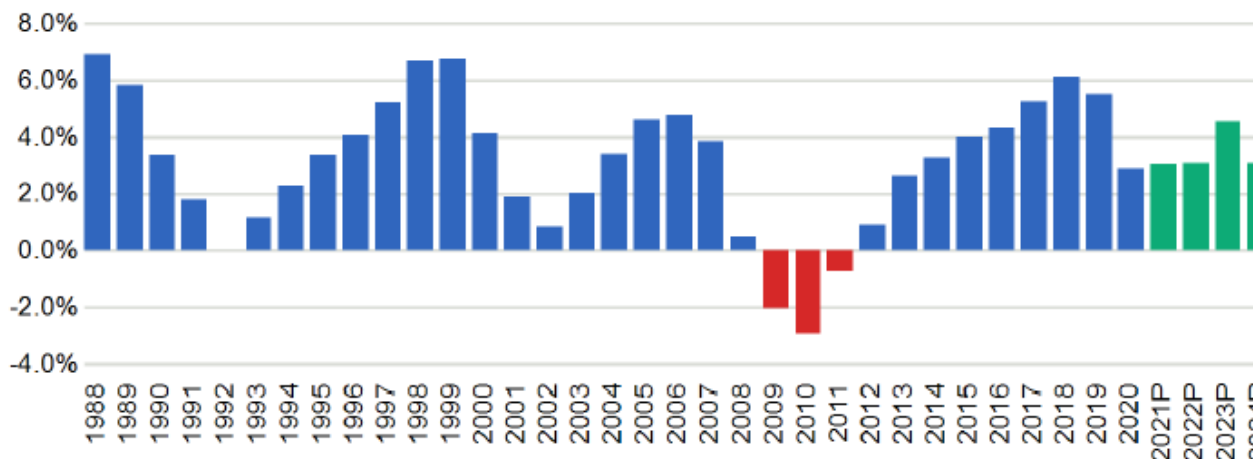
Sacramento, CA  
January 2022

<b>C-</b>	YOY %	1-Yr. Ago %	Avg. Since 1981*	Peak* (1984) Growth
	3.0% ↑	2.9% ↑	3.7%	8.4%

## MEDIAN HOUSEHOLD INCOME ANNUAL GROWTH



## MEDIAN HOUSEHOLD INCOME ANNUAL GROWTH RATE



Source: JBREC smoothing of Moody's Analytics with JBREC forecasts

## Median Household Income

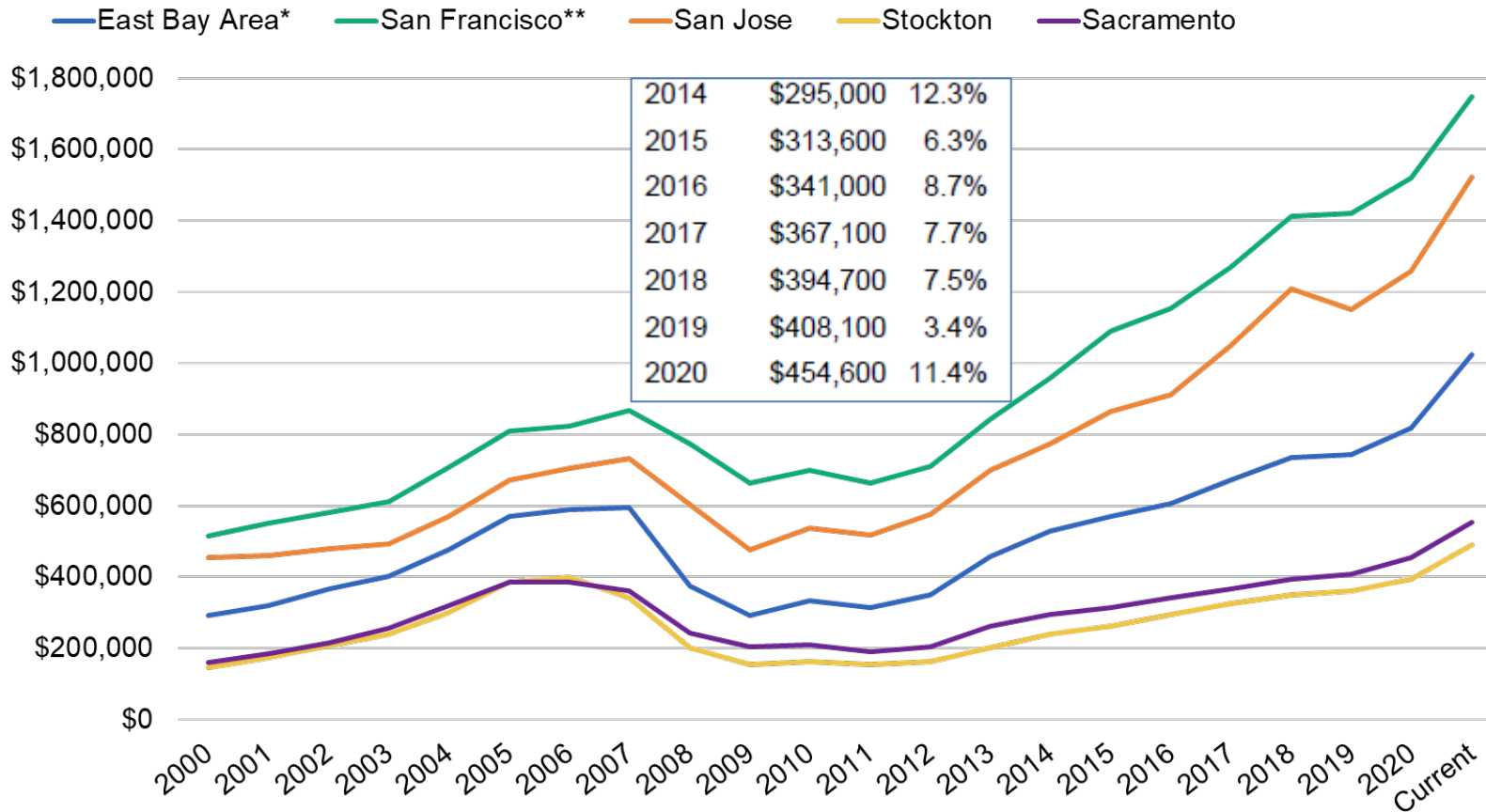
	Income	YOY Growth	YOY % Growth
2000	\$47,800	\$1,900	4.1%
2001	\$48,700	\$900	1.9%
2002	\$49,100	\$400	0.8%
2003	\$50,100	\$1,000	2.0%
2004	\$51,800	\$1,700	3.4%
2005	\$54,200	\$2,400	4.6%
2006	\$56,800	\$2,600	4.8%
2007	\$59,000	\$2,200	3.9%
2008	\$59,300	\$300	0.5%
2009	\$58,100	(\$1,200)	-2.0%
2010	\$56,400	(\$1,700)	-2.9%
2011	\$56,000	(\$400)	-0.7%
2012	\$56,500	\$500	0.9%
2013	\$58,000	\$1,500	2.7%
2014	\$59,900	\$1,900	3.3%
2015	\$62,300	\$2,400	4.0%
2016	\$65,000	\$2,700	4.3%
2017	\$68,400	\$3,400	5.2%
2018	\$72,600	\$4,200	6.1%
2019	\$76,600	\$4,000	5.5%
2020	\$78,800	\$2,200	2.9%
Current	\$81,200	\$2,400	3.0%
2021P	\$81,200	\$2,400	3.0%
2022P	\$83,700	\$2,500	3.1%
2023P	\$87,500	\$3,800	4.5%
2024P	\$90,200	\$2,700	3.1%

\* Historical average growth rate based on annual averages.

# The Market

# Existing Home Prices

## Existing Home Median Price by MSA



### Percent Above Previous Peak<sup>1</sup>

San Francisco +102%

San Jose +108%

East Bay Area +72%

Sacramento +43%

Stockton +23%

Nov-20	\$474,800	15.8%
Dec-20	\$475,200	18.4%
Jan-21	\$473,700	19.9%
Feb-21	\$486,600	18.4%
Mar-21	\$505,500	18.0%
Apr-21	\$518,800	20.8%
May-21	\$543,700	27.1%
Jun-21	\$555,300	24.6%
Jul-21	\$554,000	17.8%
Aug-21	\$550,600	17.0%
Sep-21	\$548,600	16.0%
Oct-21	\$542,000	13.7%
Nov-21	\$552,300	16.3%

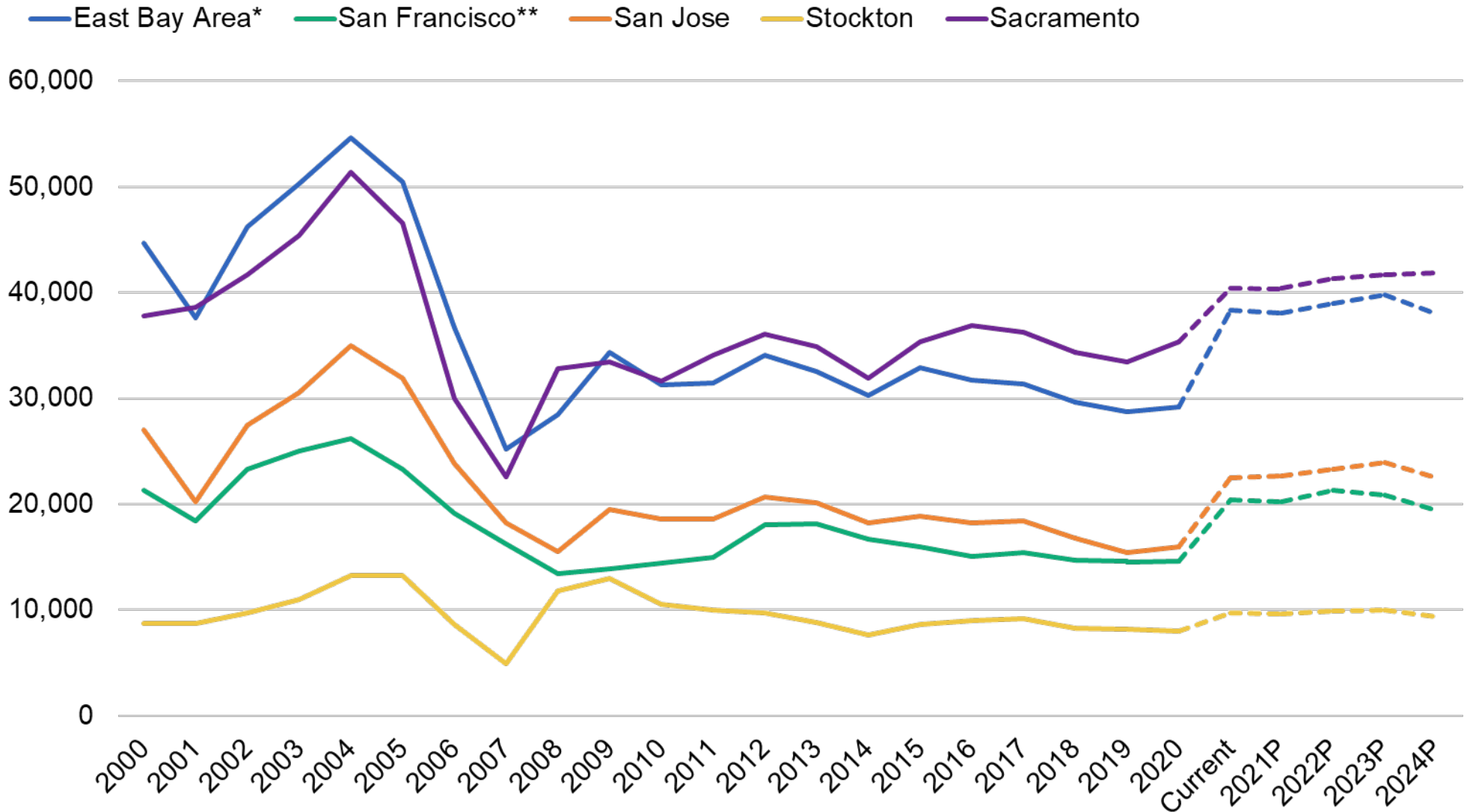
\*Metro division, \*\* Combination of metro divisions

1) BHVI. Peak values from 2000–2008

Sources: Corelogic; John Burns Real Estate Consulting, LLC for forecasts (Data: Nov-21, Pub: Jan-22)

# Existing Home Sales

## Existing Home Sales by MSA

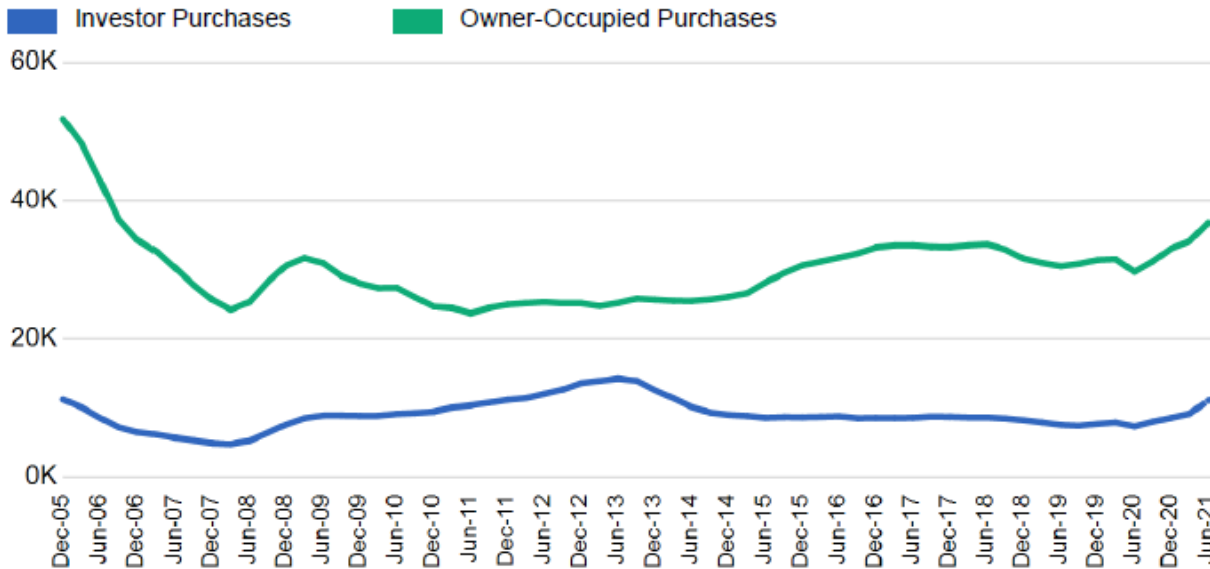


# Investor Activity

Sacramento, CA

January 2022

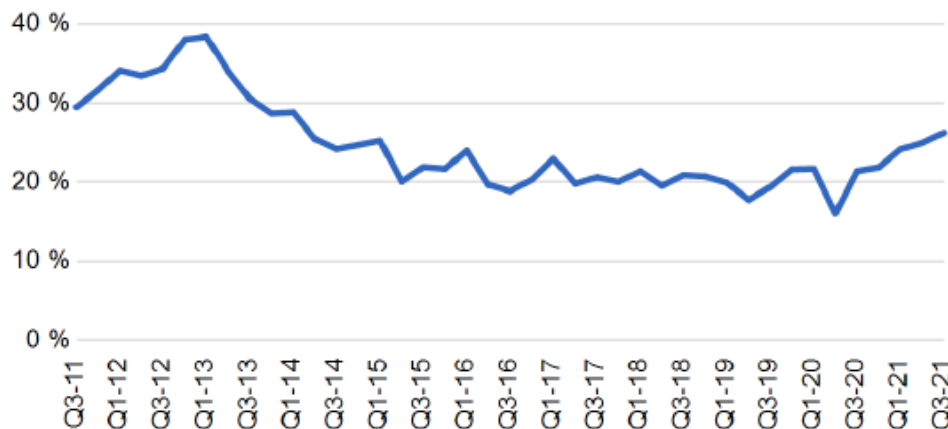
## INVESTOR vs OWNER-OCCUPIED PURCHASES (TTM)



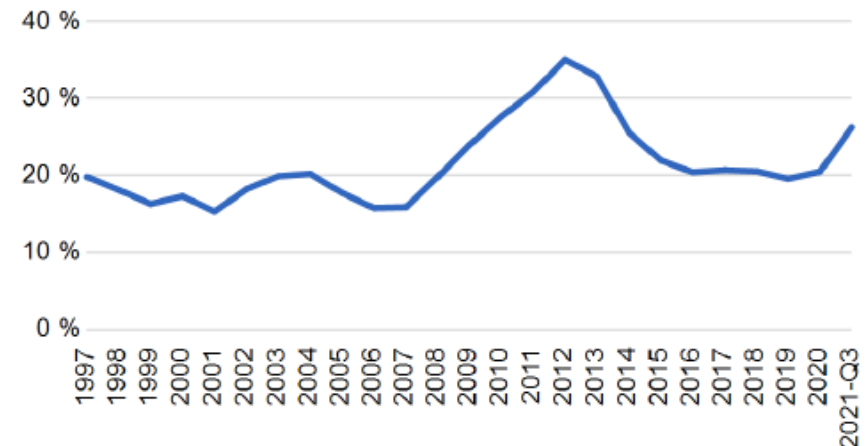
## % OF INVESTOR PURCHASES

Quarterly Data		Annual Data	
Date	Value	Date	Value
2018-Q3	20.9%	2009	24.0%
2018-Q4	20.7%	2010	27.7%
2019-Q1	19.9%	2011	30.9%
2019-Q2	17.7%	2012	35.0%
2019-Q3	19.4%	2013	32.8%
2019-Q4	21.6%	2014	25.6%
2020-Q1	21.7%	2015	22.0%
2020-Q2	16.0%	2016	20.4%
2020-Q3	21.4%	2017	20.7%
2020-Q4	21.9%	2018	20.6%
2021-Q1	24.1%	2019	19.6%
2021-Q2	25.0%	2020	20.5%
2021-Q3	26.3%	2021-Q3	26.3%

## QUARTERLY % OF INVESTOR PURCHASES TO TOTAL PURCHASES



## ANNUAL % OF INVESTOR PURCHASES TO TOTAL PURCHASES

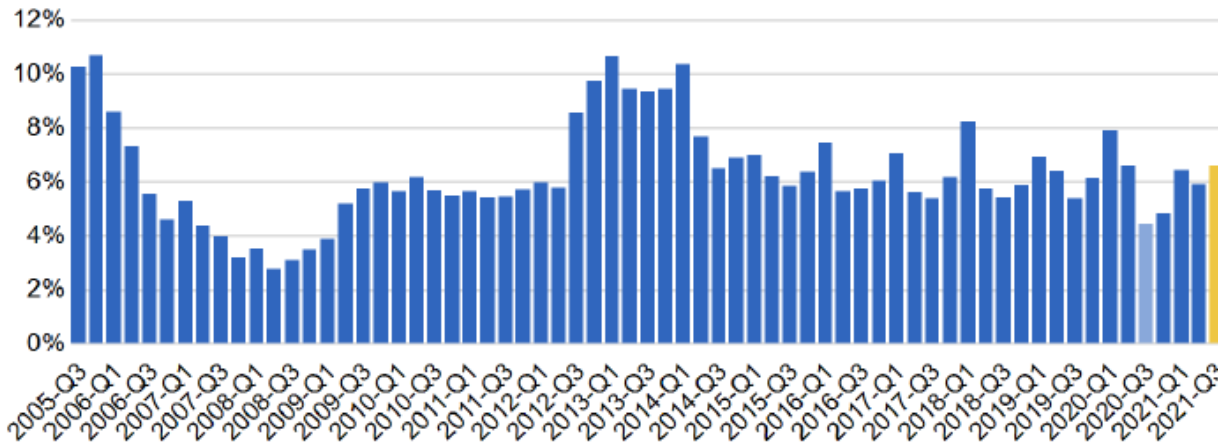


\*A calculation of home sale closings with different zip codes for the property and the owner's mailing address for tax statements. Includes only sales where both the site and mail zip code are known. Actual activity is probably higher because some owners do not change the property tax address, especially if property taxes are impounded by the lender. Includes new and existing homes.

# "Flipped" Home Transactions\*

Sacramento, CA  
January 2022

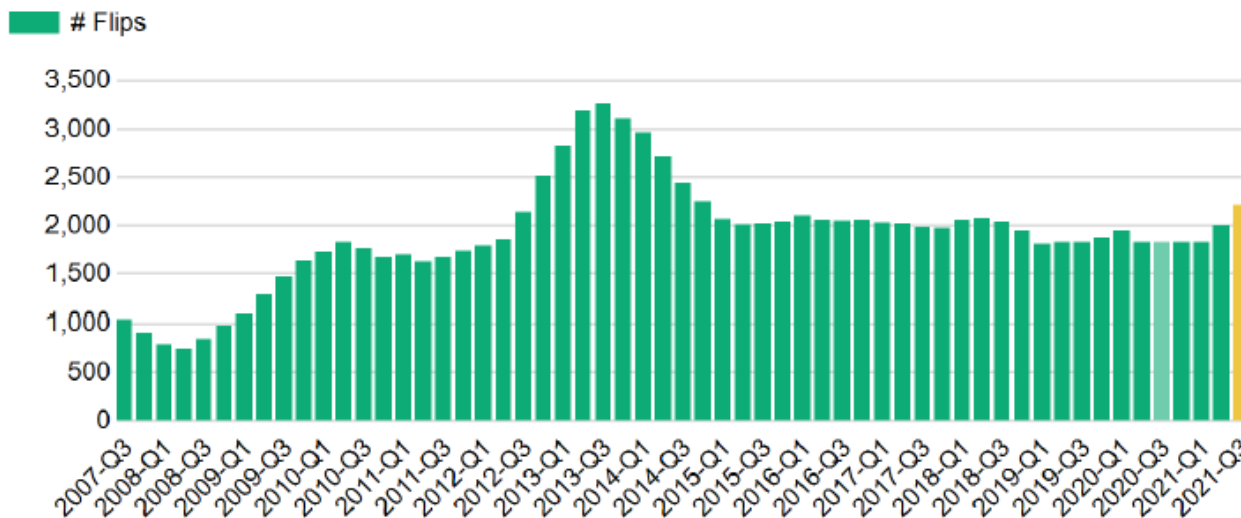
% of Home Flips to Total Sale Closings (Quarterly)



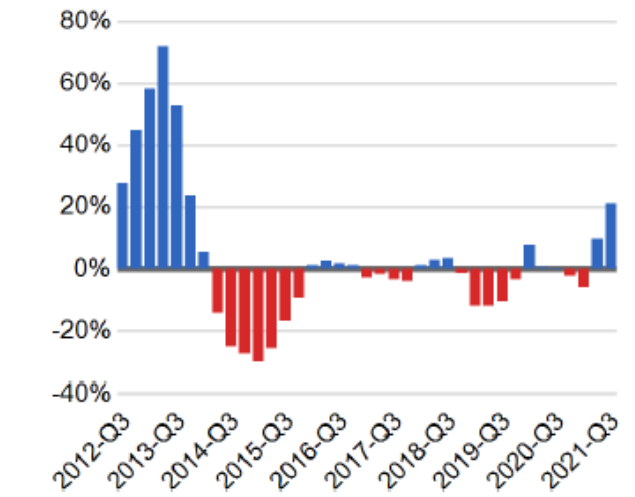
Flipped Transactions (12-Month Trailing)

Date	Flips	% of Sale Closings	YOY %
2019-Q2	1,821	6.1%	-12.2%
2019-Q3	1,821	6.1%	-10.7%
2019-Q4	1,875	6.1%	-3.5%
2020-Q1	1,947	6.3%	7.7%
2020-Q2	1,828	6.4%	0.4%
2020-Q3	1,822	6.0%	0.1%
2020-Q4	1,827	5.6%	-2.6%
2021-Q1	1,823	5.4%	-6.4%
2021-Q2	2,004	5.3%	9.6%
2021-Q3	2,206	5.9%	21.1%

Flipped Home Transactions (Twelve Month Trailing Totals)



YOY Growth (Twelve Month Trailing)

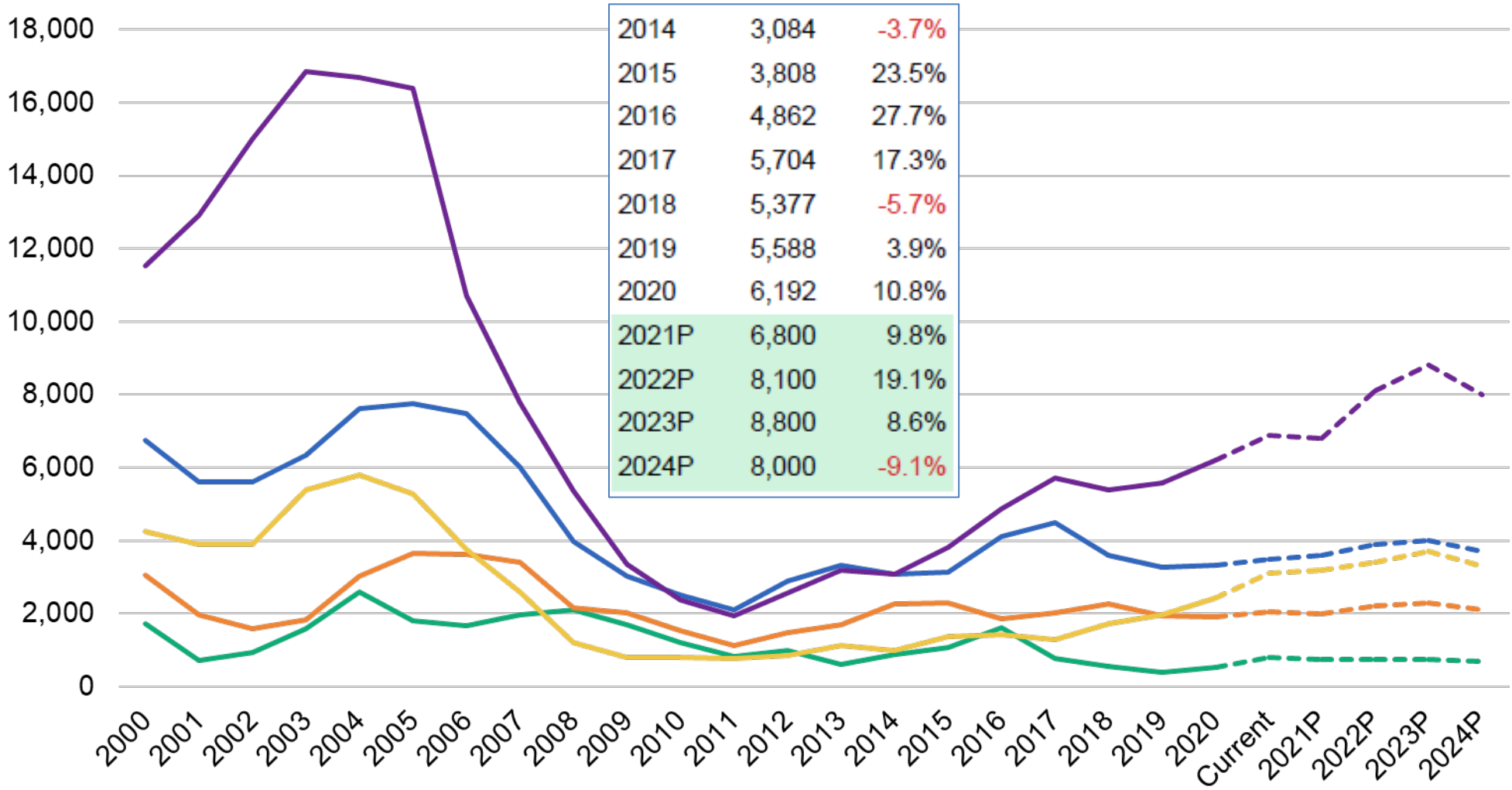


\*Includes existing detached single family home sale closings where the second sale was recorded within 12 months of the first sale ("Flipped"). Source: CoreLogic; Provided by DQNews.  
Note: The non-disclosure (such as Texas) state counts seem high and may include non-arms length transactions parading as flipped homes.

# New Home Sales

## New Home Sales by MSA

— East Bay Area\* — San Francisco\*\* — San Jose — Stockton — Sacramento



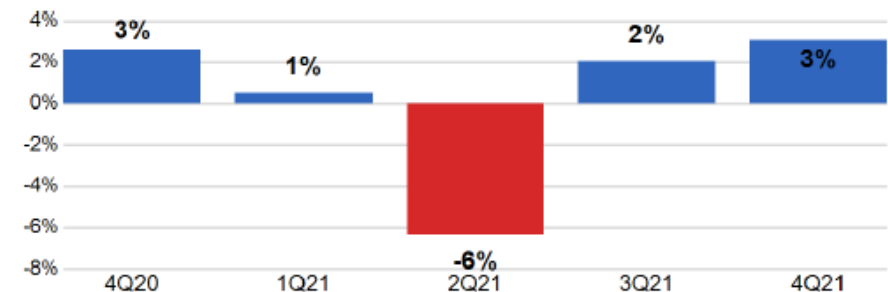
# Community Count Growth and Top Builders

Sacramento, CA  
January 2022

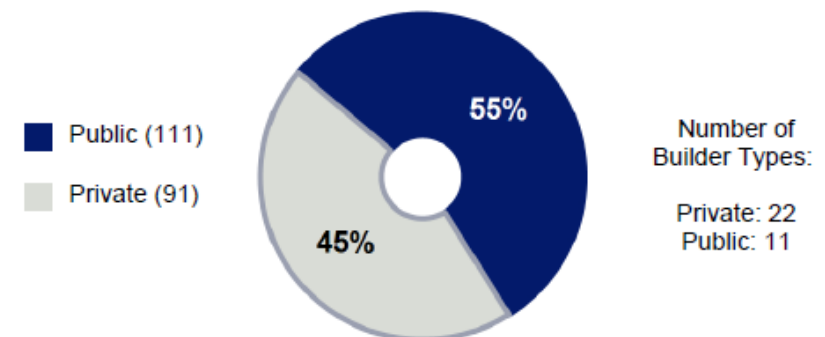
Rank	Builder	No. of Communities	QOQ Change	YOY Change
1	Lennar Homes	48	0%	20%
2	M.D.C. Holdings	12	9%	20%
3	Black Pine Communities	10	0%	25%
4	JMC Homes	10	0%	11%
5	Woodside Homes	10	0%	-9%
6	KB Home	8	-11%	14%
7	Taylor Morrison Homes	8	-11%	-50%
8	Tim Lewis Communities	8	0%	14%
9	D.R. Horton	7	0%	0%
10	K. Hovnanian Homes	7	17%	17%
11	Beazer Homes	6	0%	50%
12	The New Home Company	6	20%	n/a
13	TRI Pointe Homes (Tri Pointe Group)	6	50%	100%
14	Anthem United Homes	5	0%	0%
15	Elliott Homes	5	0%	-17%
16	CEC Homes	4	0%	0%
17	Fouts Homes	4	0%	0%
18	Meritage Homes	4	0%	33%
19	Riverland Homes	4	0%	0%
20	Cresleigh Homes	3	0%	50%
<b>Total for market area*</b>		<b>202*</b>	<b>0%</b>	<b>3%</b>

Number of Active New Home Communities					
	2Q21	3Q21	4Q21	QOQ %	YOY %
Sacramento, CA	191	201	202	0%	3%

Community Count YOY Growth %



Community Count Mix by Builder Type



For a link to an interactive map of community locations, please e-mail [info@realestateconsulting.com](mailto:info@realestateconsulting.com).

\* This list does not include all builders in this market, only the top builders with a web presence that could be identified. For a full list of builders for which we have data in this market, please contact Steve Dutra or Erik Franks at [info@realestateconsulting.com](mailto:info@realestateconsulting.com).

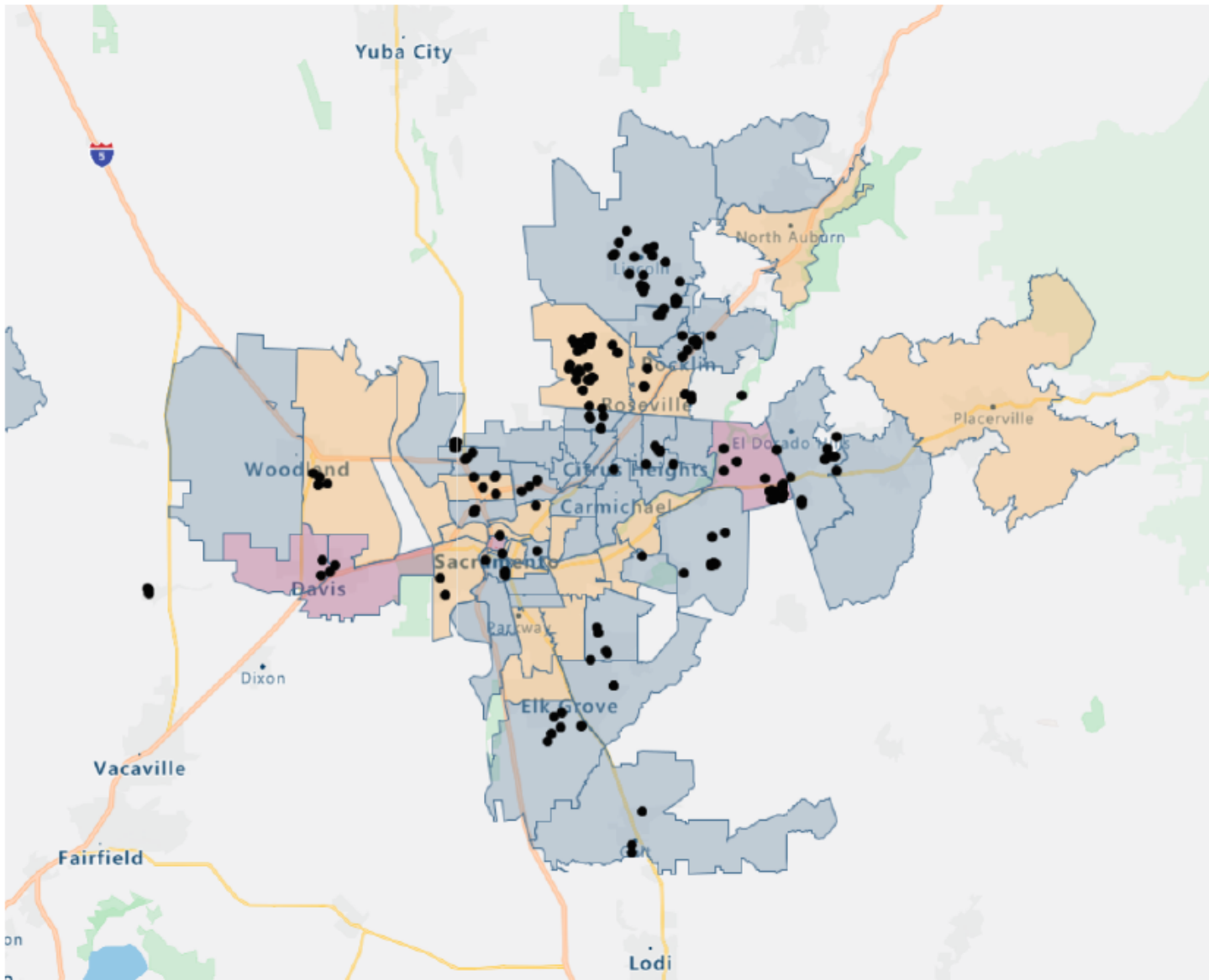
Community count data as of: Jan-22



# New Home Supply Proximity to Major Employment Centers

Sacramento, CA  
January 2022

Total employees in companies with more than 100 people



# of Employees  
by zipcode

● 1,000 to 4,999

● 5,000 to 9,999

● > 10,000

● New Home Project  
(January 2022)

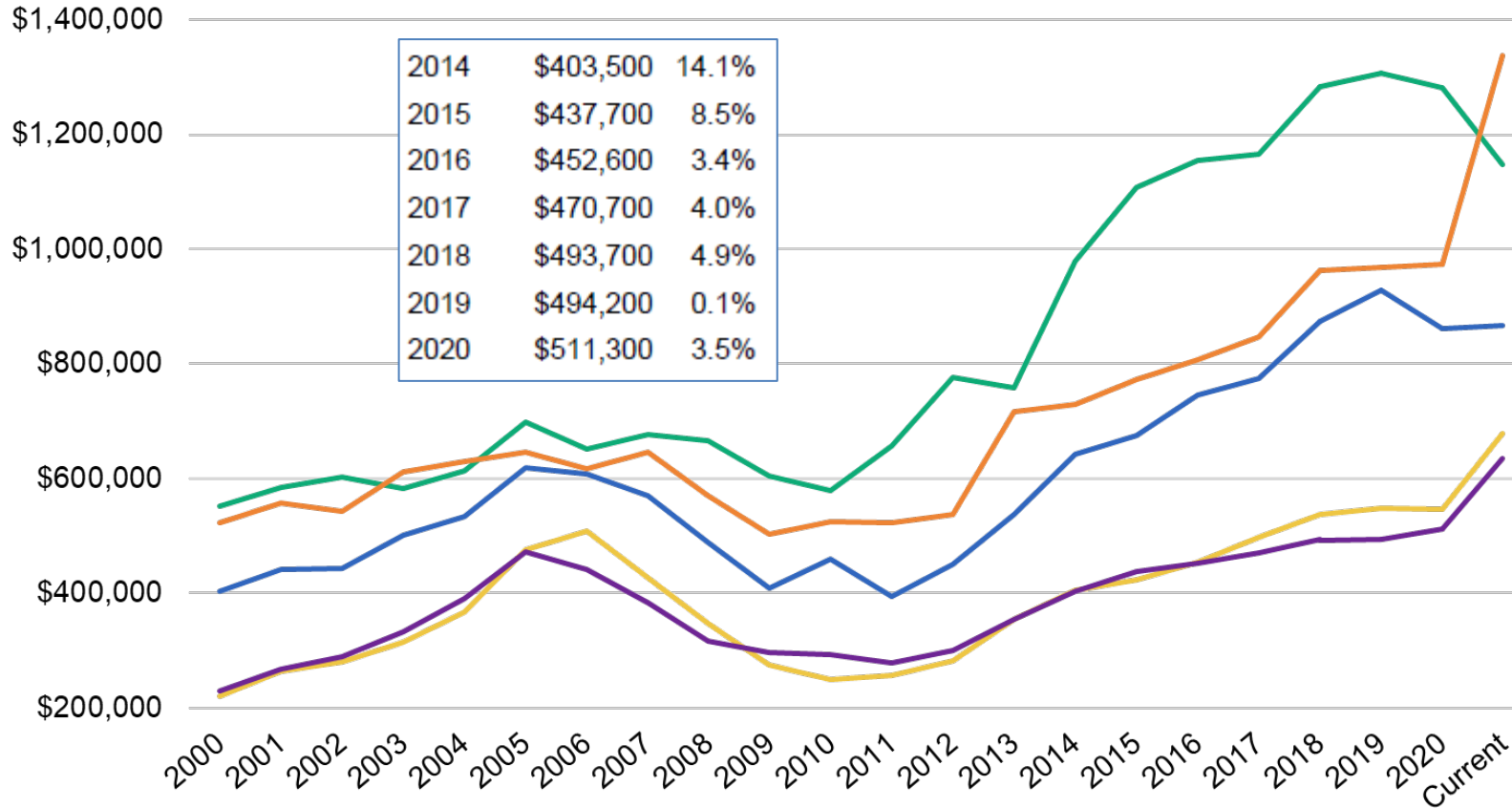
Source: InfoUSA,  
JBREC estimates

Employment data as of  
March 2019.

# New Home Prices

## New Home Median Price by MSA

— East Bay Area\* — San Francisco\*\* — San Jose — Stockton — Sacramento



### Percent Above Previous Peak<sup>1</sup>

San Jose +107%

San Francisco +64%

East Bay Area +40%

Stockton +34%

Sacramento +35%

Nov-20	\$518,600	7.3%
Dec-20	\$534,900	4.6%
Jan-21	\$533,500	6.0%
Feb-21	\$532,800	3.7%
Mar-21	\$534,500	6.3%
Apr-21	\$546,400	8.0%
May-21	\$559,900	14.3%
Jun-21	\$577,500	13.0%
Jul-21	\$557,600	8.7%
Aug-21	\$583,900	13.5%
Sep-21	\$599,800	18.5%
Oct-21	\$626,800	22.1%
Nov-21	\$634,600	22.4%

\*Metro division, \*\* Combination of metro divisions

1) Peak values from 2000–2008

Sources: Corelogic; John Burns Real Estate Consulting, LLC for forecasts (Data: Jan-21, Pub: Mar-21)

## Burns Affordability Index

Sacramento, CA  
January 2022

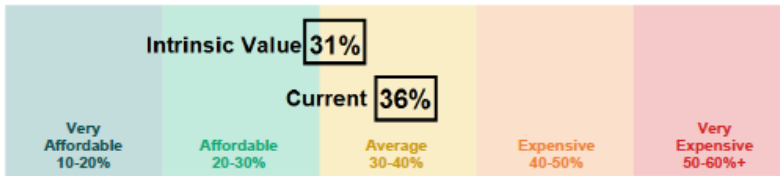
**UPDATE (Oct-21):** Our Burns Affordability Index now represents the housing cost to income ratio and is no longer on a 0–10 scale.

Our Burns Affordability Index shows that the Housing Cost to Income Ratio for Sacramento is currently 36%, which is **Average** compared to other US markets. However, the current value is higher than Sacramento's intrinsic value of 31%, which we believe is the correct future ratio to use and is 1% higher than the market's historical norm of 30%. See our Burns Under/Overpriced Market Index page for detail on how much the market is under/overpriced.

### Burns Affordability Index (Housing Cost to Income Ratio)

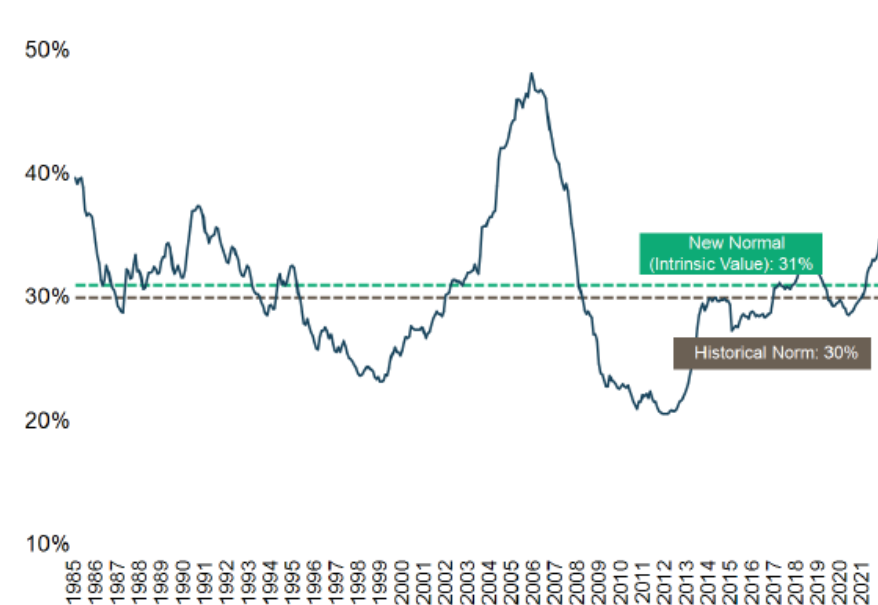
#### Burns Affordability Index

Housing Cost to Income Ratio

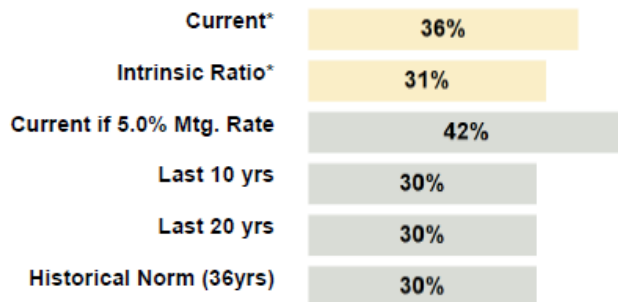


#### Burns Affordability Index

Housing Cost to Income Ratio



#### Housing Cost to Income Ratios used in the Analysis



We calculate the housing cost to income ratio (HC/I ratio) by dividing the market's median monthly housing costs by 125% of the median income. Housing cost assumes the purchase of a home equal to the market's median-priced existing home with a 10% down payment and a 30-year, fixed-rate mortgage. Payment includes PITI (principal, interest, taxes and insurance) plus mortgage insurance.

\*To determine the intrinsic HC/I ratio, we look at the long-term trend of the market's HC/I ratio, with an emphasis on recent history and our forecasts. This intrinsic adjuster (the spread between the intrinsic HC/I ratio and the historical median HC/I ratio) is representative of fundamental shifts in several markets we feel are now permanently more/less expensive due to increased/decreased demand or limited supply.

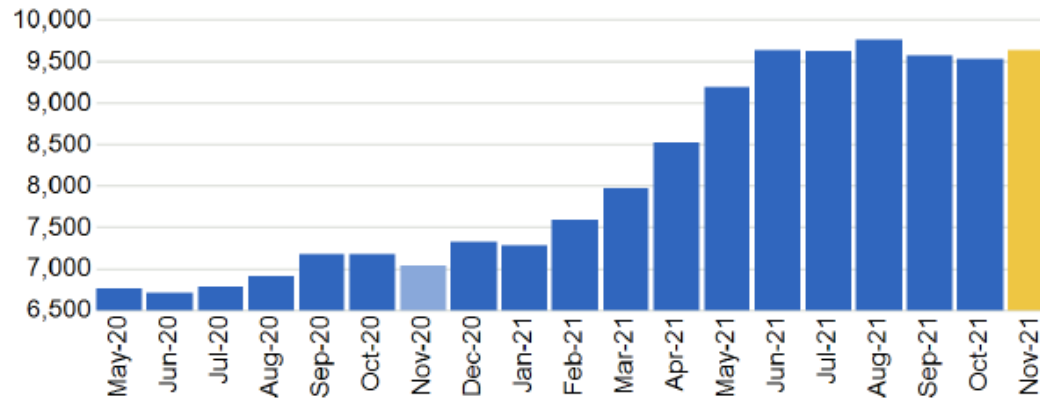
# Single-Family Permits

Sacramento, CA

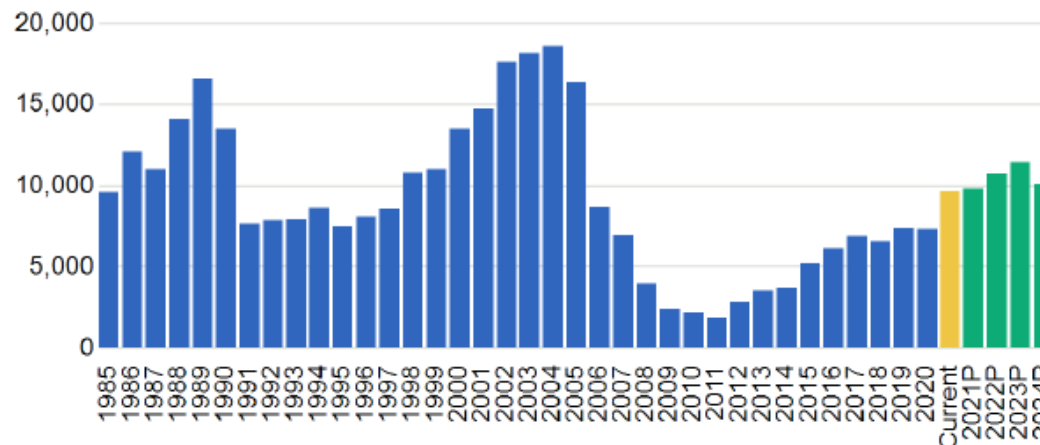
January 2022

<b>B-</b>	<b>Current</b>	<b>YOY %</b>	<b>1-Yr. Ago %</b>	<b>Avg. Since 1980*</b>	<b>Peak* (2004)</b>
	9,630	36.8% ↑	-2.4% ↓	8,924	18,523

## MONTHLY 12-MONTH ROLLING SINGLE-FAMILY PERMITS



## SINGLE-FAMILY PERMITS (12 Months)



Monthly Data - TTM		
Date	Units	YOY %
Nov-19	7,212	7.8%
Dec-19	7,372	12.3%
Jan-20	7,520	16.3%
Feb-20	7,623	16.2%
Mar-20	7,469	13.5%
Apr-20	7,154	6.6%
May-20	6,761	-0.7%
Jun-20	6,698	-1.1%
Jul-20	6,777	0.1%
Aug-20	6,911	2.6%
Sep-20	7,169	5.0%
Oct-20	7,168	1.8%
Nov-20	7,037	-2.4%
Dec-20	7,328	-0.6%
Jan-21	7,281	-3.2%
Feb-21	7,589	-0.4%
Mar-21	7,969	6.7%
Apr-21	8,521	19.1%
May-21	9,179	35.8%
Jun-21	9,631	43.8%
Jul-21	9,623	42.0%
Aug-21	9,764	41.3%
Sep-21	9,561	33.4%
Oct-21	9,517	32.8%
Nov-21	9,630	36.8%

Annual Data		
Date	Units	YOY %
1997	8,564	5.8%
1998	10,733	25.3%
1999	10,964	2.2%
2000	13,468	22.8%
2001	14,719	9.3%
2002	17,614	19.7%
2003	18,165	3.1%
2004	18,523	2.0%
2005	16,380	-11.6%
2006	8,714	-46.8%
2007	6,924	-20.5%
2008	3,952	-42.9%
2009	2,415	-38.9%
2010	2,166	-10.3%
2011	1,873	-13.5%
2012	2,848	52.1%
2013	3,539	24.3%
2014	3,694	4.4%
2015	5,175	40.1%
2016	6,135	18.6%
2017	6,858	11.8%
2018	6,565	-4.3%
2019	7,372	12.3%
2020	7,328	-0.6%
2021P	9,800	33.7%
2022P	10,700	9.2%
2023P	11,400	6.5%
2024P	10,100	-11.4%

\* Historical average and peak based on annual values.

Historically low permits are considered an 'A' because supply levels are low, which is a positive characteristic for a market.

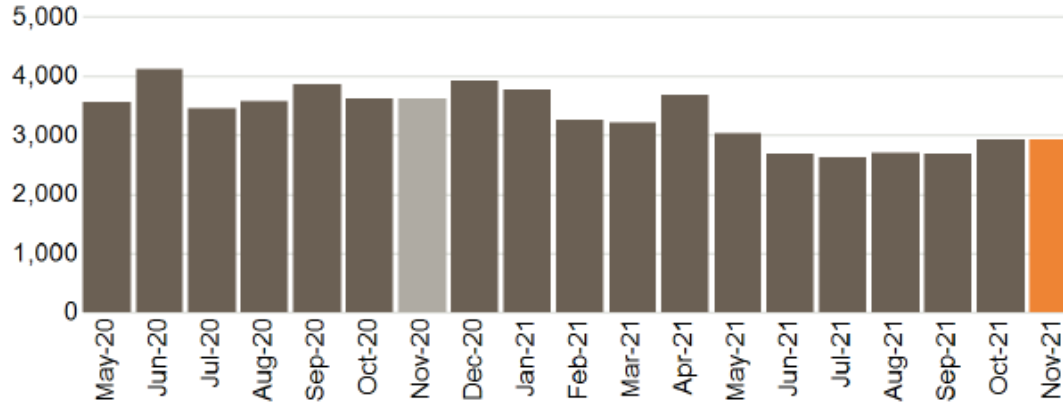
# Multifamily Permits

Sacramento, CA

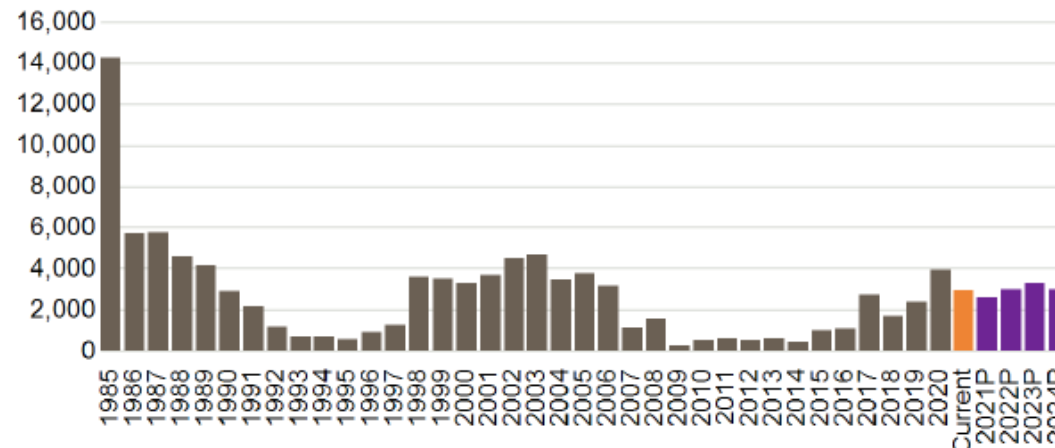
January 2022

<b>B-</b>	<b>Current</b>	<b>YOY %</b>	<b>1-Yr. Ago %</b>	<b>Avg. Since 1980*</b>	<b>Peak* (1985)</b>
	2,931	-19.3% ↓	74.7% ↑	2,736	14,253

## MONTHLY 12-MONTH ROLLING MULTIFAMILY PERMITS



## MULTIFAMILY PERMITS (12 Months)



Monthly Data - TTM		
Date	Units	YOY %
Nov-19	2,078	14.5%
Dec-19	2,389	41.7%
Jan-20	2,402	40.8%
Feb-20	2,796	54.6%
Mar-20	3,021	72.1%
Apr-20	2,848	46.9%
May-20	3,555	130.1%
Jun-20	4,113	168.3%
Jul-20	3,456	62.8%
Aug-20	3,579	71.7%
Sep-20	3,878	112.3%
Oct-20	3,628	80.9%
Nov-20	3,630	74.7%
Dec-20	3,918	64.0%
Jan-21	3,776	57.2%
Feb-21	3,267	16.8%
Mar-21	3,217	6.5%
Apr-21	3,691	29.6%
May-21	3,033	-14.7%
Jun-21	2,697	-34.4%
Jul-21	2,622	-24.1%
Aug-21	2,709	-24.3%
Sep-21	2,685	-30.8%
Oct-21	2,918	-19.6%
Nov-21	2,931	-19.3%

Annual Data		
Date	Units	YOY %
1997	1,240	41.2%
1998	3,603	190.6%
1999	3,511	-2.6%
2000	3,325	-5.3%
2001	3,715	11.7%
2002	4,485	20.7%
2003	4,667	4.1%
2004	3,476	-25.5%
2005	3,802	9.4%
2006	3,163	-16.8%
2007	1,126	-64.4%
2008	1,559	38.5%
2009	295	-81.1%
2010	536	81.7%
2011	618	15.3%
2012	560	-9.4%
2013	650	16.1%
2014	465	-28.5%
2015	1,009	117.0%
2016	1,069	5.9%
2017	2,709	153.4%
2018	1,686	-37.8%
2019	2,389	41.7%
2020	3,918	64.0%
2021P	2,600	-33.6%
2022P	3,000	15.4%
2023P	3,300	10.0%
2024P	3,000	-9.1%

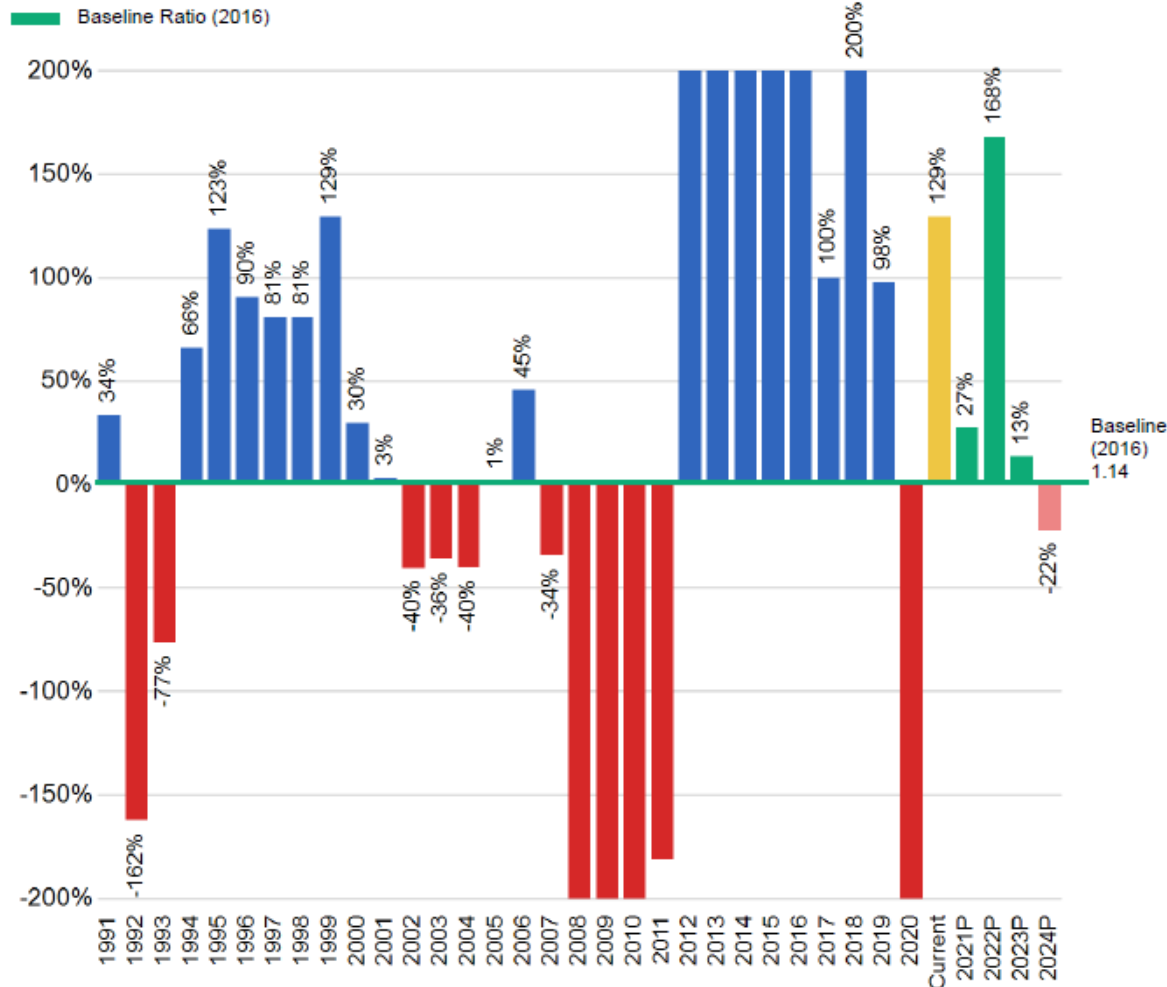
\* Historical average and peak based on annual values.

Historically low permits are considered an 'A' because supply levels are low, which is a positive characteristic for a market.

# Excess Demand / Supply

Sacramento, CA  
January 2022

Current employment growth / total building permits (e/p) ratio of 2.60 is **129% above** the 1.14 baseline 2016 ratio for the total employment to total household ratio. A positive percentage means current demand for more housing units exceeds current supply.



Note: Chart scale cropped at 200% / -200% to better illustrate the variations between years

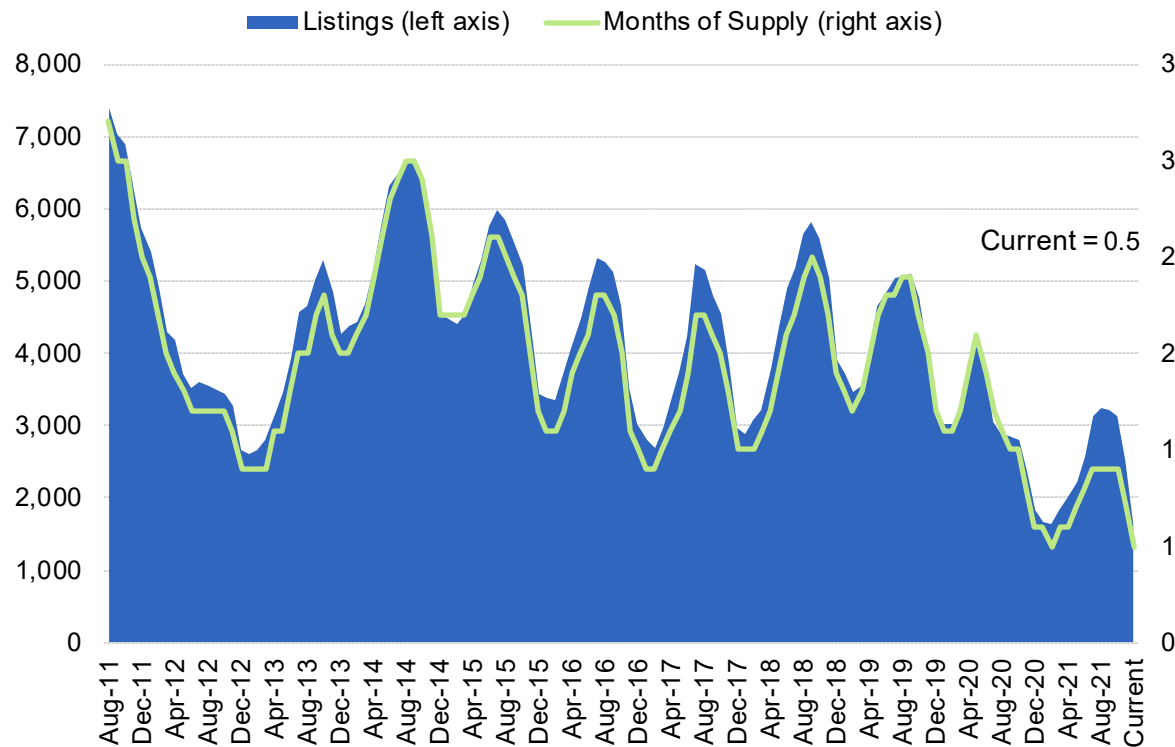
	Payroll Employment Growth	Total Building Permits	Emp / Permits Ratio (E/P)	Excess Demand / (Supply)
2002	15,000	22,099	0.68	-40%
2003	16,600	22,832	0.73	-36%
2004	15,000	21,999	0.68	-40%
2005	23,200	20,182	1.15	1%
2006	19,600	11,877	1.65	45%
2007	6,000	8,050	0.75	-34%
2008	(18,600)	5,511	(3.38)	-397%
2009	(48,900)	2,710	(18.04)	-1689%
2010	(22,200)	2,702	(8.22)	-823%
2011	(2,300)	2,491	(0.92)	-181%
2012	17,900	3,408	5.25	362%
2013	22,600	4,189	5.40	375%
2014	20,000	4,159	4.81	323%
2015	28,300	6,184	4.58	303%
2016	32,200	7,204	4.47	294%
2017	21,700	9,567	2.27	100%
2018	28,100	8,251	3.41	200%
2019	21,900	9,761	2.24	98%
2020	(52,500)	11,246	(4.67)	-511%
Current	32,700	12,561	2.60	129%
2021P	17,900	12,400	1.44	27%
2022P	41,700	13,700	3.04	168%
2023P	18,900	14,700	1.29	13%
2024P	11,600	13,100	0.89	-22%

These ratios show whether or not more housing is needed to meet the demand from economic and demographic growth. Affordability and other factors can also help determine whether prices will rise or fall.

# Months of Supply

## Resale Listings      Months of Supply

Current	Year-Ago	Current	Year-Ago
1,635	1,820	0.5	0.6



Sources: John Burns Real Estate Consulting, LLC MOS Estimate; TrendGraphix (Data as of December 2021, projections as of January 2022)

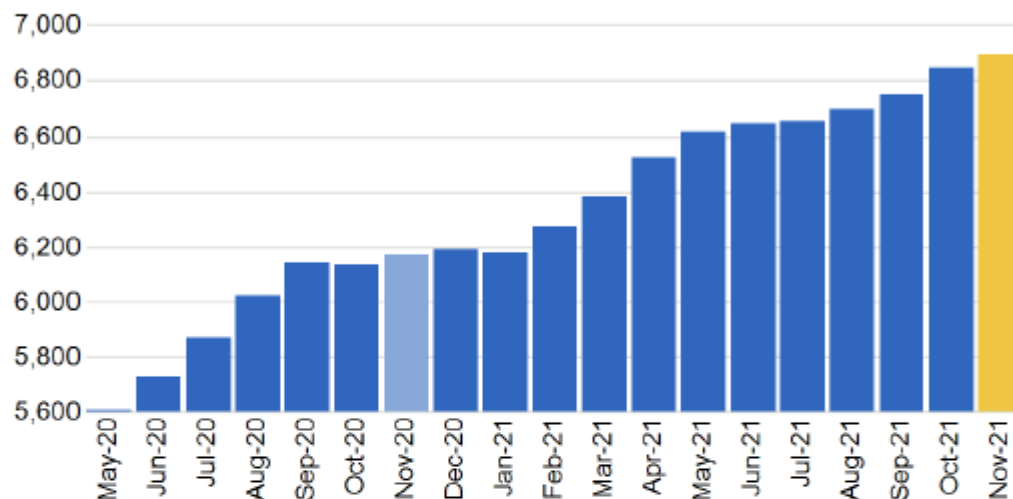
Look Ahead



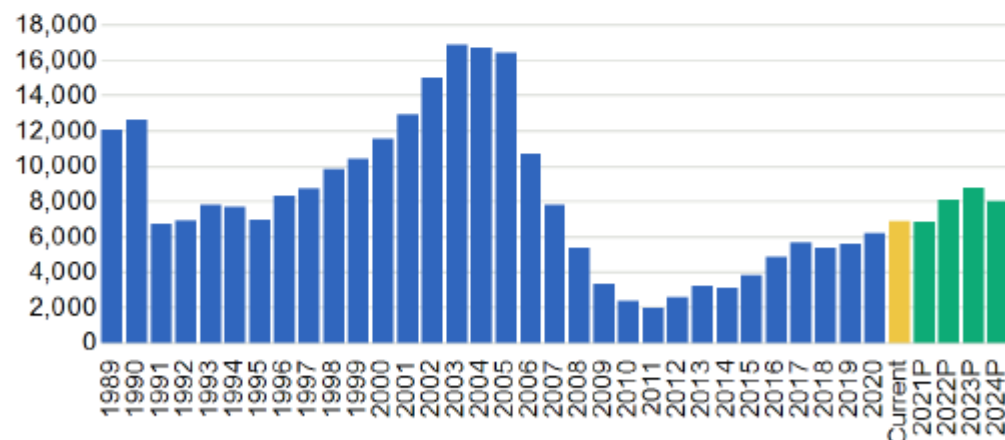
# New Home Sale Closings Volume

Sacramento, CA  
January 2022

## MONTHLY 12-MONTH ROLLING NEW HOME SALE CLOSINGS



## ANNUAL NEW HOME SALE CLOSINGS



## Monthly Data - TTM

Date	Sales	YOY %
Nov-19	5,445	-3.1%
Dec-19	5,588	3.9%
Jan-20	5,689	7.8%
Feb-20	5,747	10.3%
Mar-20	5,738	11.0%
Apr-20	5,707	10.4%
May-20	5,609	7.9%
Jun-20	5,729	10.5%
Jul-20	5,872	12.0%
Aug-20	6,024	15.2%
Sep-20	6,143	15.6%
Oct-20	6,135	13.6%
Nov-20	6,173	13.4%
Dec-20	6,192	10.8%
Jan-21	6,180	8.6%
Feb-21	6,275	9.2%
Mar-21	6,382	11.2%
Apr-21	6,527	14.4%
May-21	6,620	18.0%
Jun-21	6,649	16.1%
Jul-21	6,659	13.4%
Aug-21	6,696	11.2%
Sep-21	6,749	9.9%
Oct-21	6,844	11.6%
Nov-21	6,894	11.7%

## Annual Data

Date	Sales	YOY %
2001	12,920	12.0%
2002	14,994	16.1%
2003	16,863	12.5%
2004	16,691	-1.0%
2005	16,383	-1.8%
2006	10,711	-34.6%
2007	7,790	-27.3%
2008	5,351	-31.3%
2009	3,349	-37.4%
2010	2,372	-29.2%
2011	1,934	-18.5%
2012	2,563	32.5%
2013	3,202	24.9%
2014	3,084	-3.7%
2015	3,808	23.5%
2016	4,862	27.7%
2017	5,704	17.3%
2018	5,377	-5.7%
2019	5,588	3.9%
2020	6,192	10.8%
2021P	6,800	9.8%
2022P	8,100	19.1%
2023P	8,800	8.6%
2024P	8,000	-9.1%

\* Source: CoreLogic; Provided by DQNews

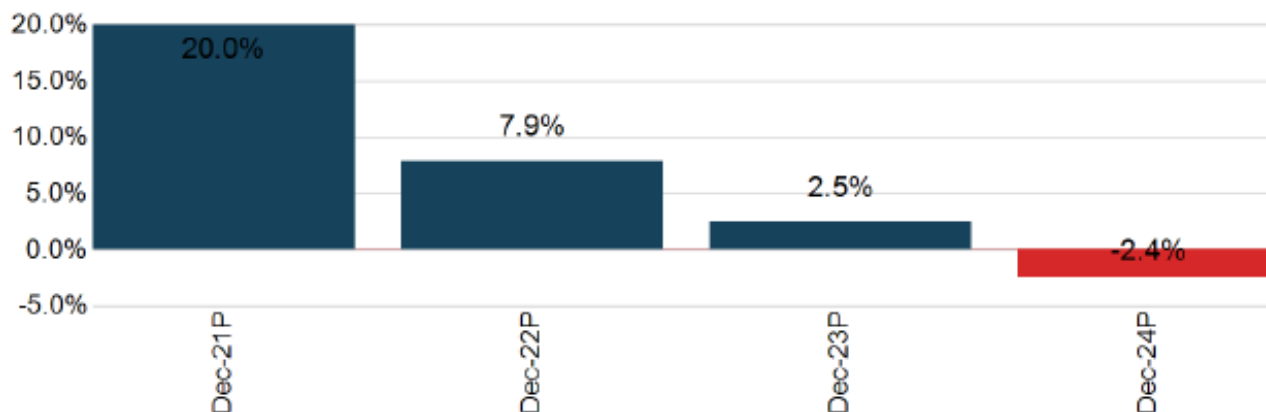
We provide these statistics as a courtesy. New home sales are a lagging indicator in comparison to permits.

New Home Sale Closings include attached and detached homes, including condominiums.

# New Home Price Appreciation Forecast

Sacramento, CA  
January 2022

NEW HOME PRICE APPRECIATION FORECAST (YOY)\*



## Year End Values

Date	YOY %
Dec-21P	20.0%
Dec-22P	7.9%
Dec-23P	2.5%
Dec-24P	-2.4%

\* Our new home price appreciation forecast is a "net of incentives" price forecast. Historical new home prices are closing prices that include upgrades, etc. As a side note, our forecasted price appreciation for new home projects depends heavily on local submarket conditions.

# Why this time is not like the last time

- Economy / Jobs
- Mortgage Rates
- Supply
- Price appreciation

THEN



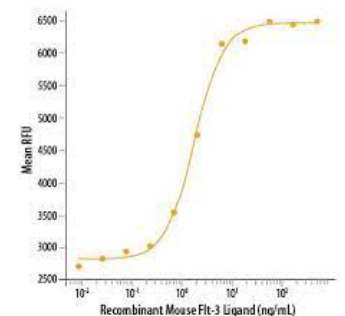
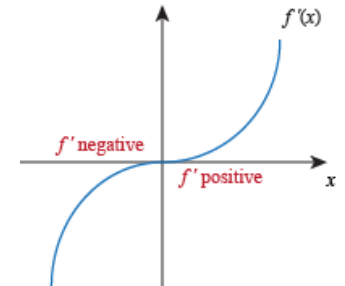
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# New Home Insights

# PODCAST

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