

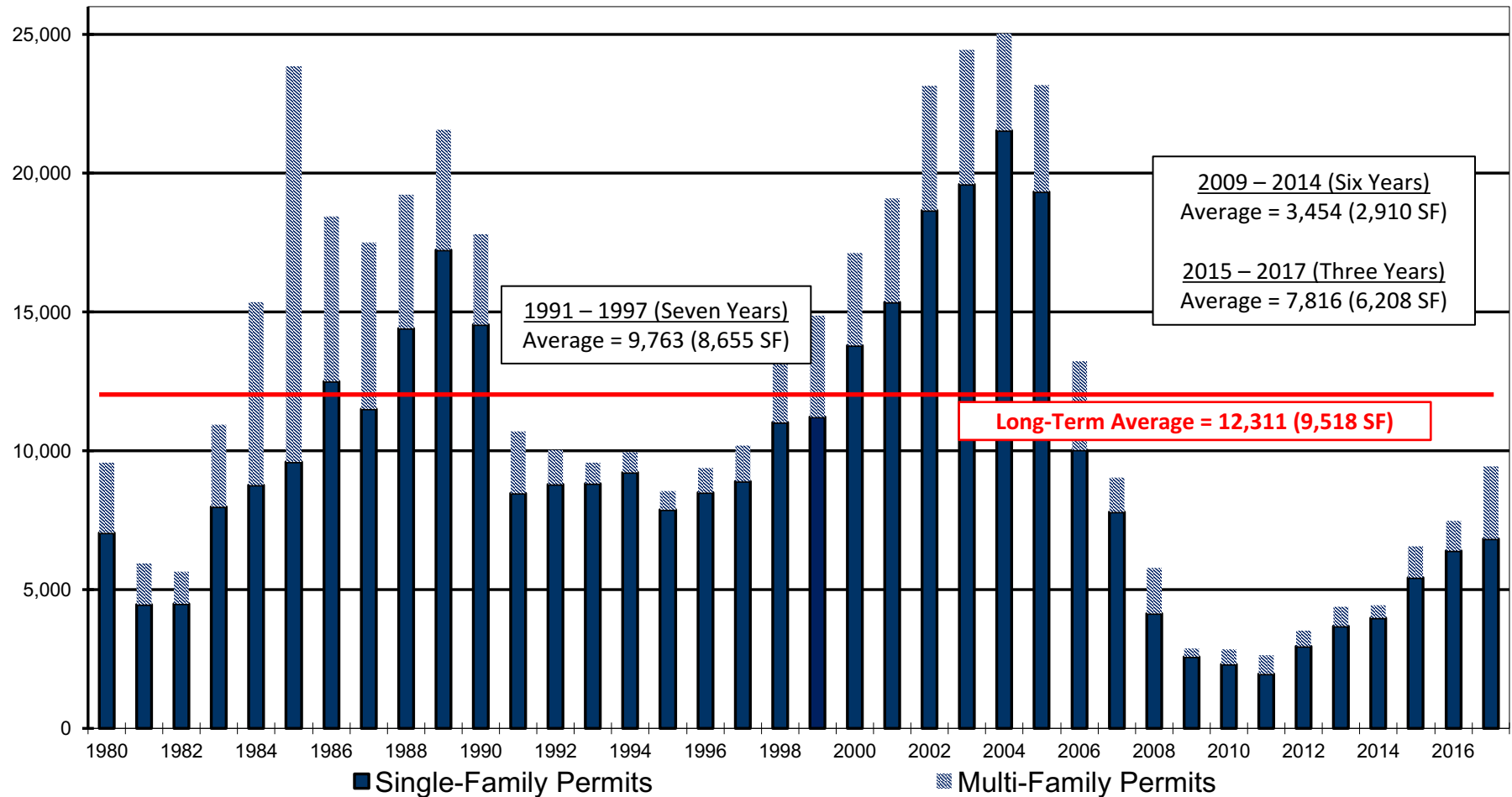
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Housing in the Evolving Suburb: The Sacramento Story

ULI Sacramento

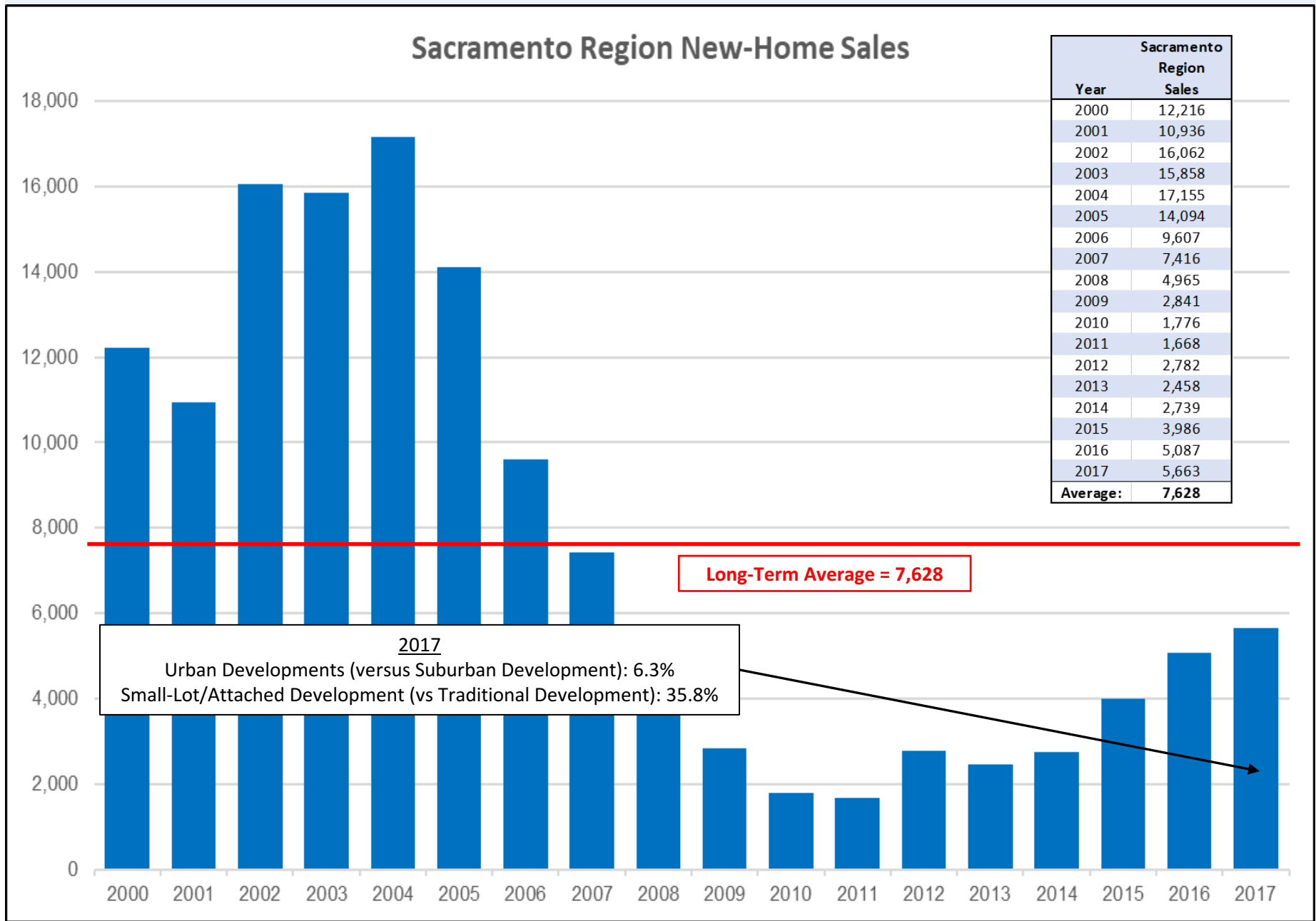
April 3, 2018

Building Permits (Six-County Sacramento Region)

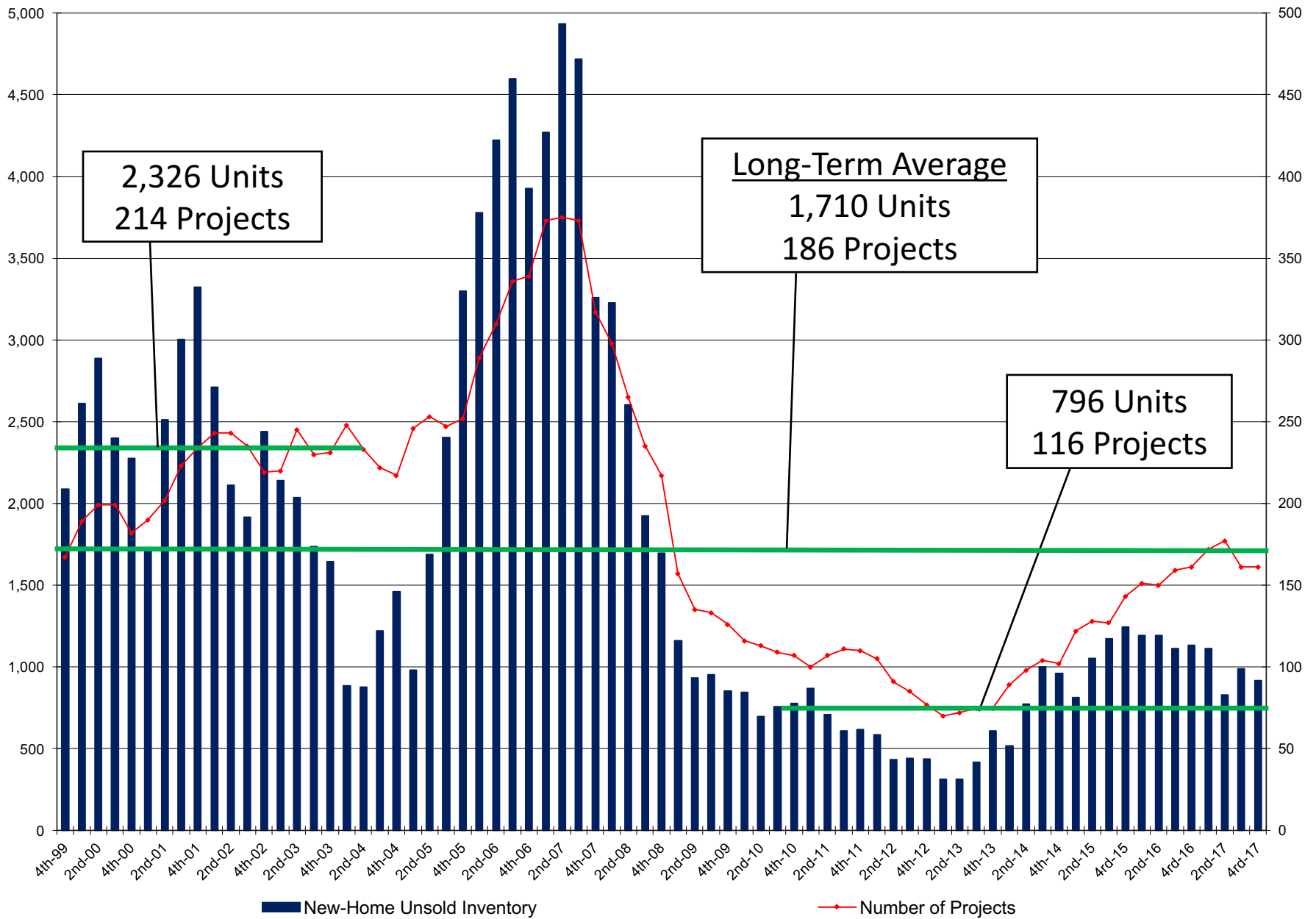


Category	2010	2011	2012	2013	2014	2015	2016	2017e
Single-Family Permits:	2,316	1,951	2,949	3,693	3,964	5,417	6,392	6,816
Multi-Family Permits:	536	686	575	698	475	1,138	1,073	2,613
Total Permits:	2,852	2,637	3,524	4,391	4,439	6,555	7,465	9,429
Percent Change:	-1.0%	-7.5%	33.6%	24.6%	1.1%	47.7%	13.9%	26.3%
Percent Single Family Permits:	81.2%	74.0%	83.7%	84.1%	89.3%	82.6%	85.6%	72.3%
Percent Multi Family Permits:	18.8%	26.0%	16.3%	15.9%	10.7%	17.4%	14.4%	27.7%

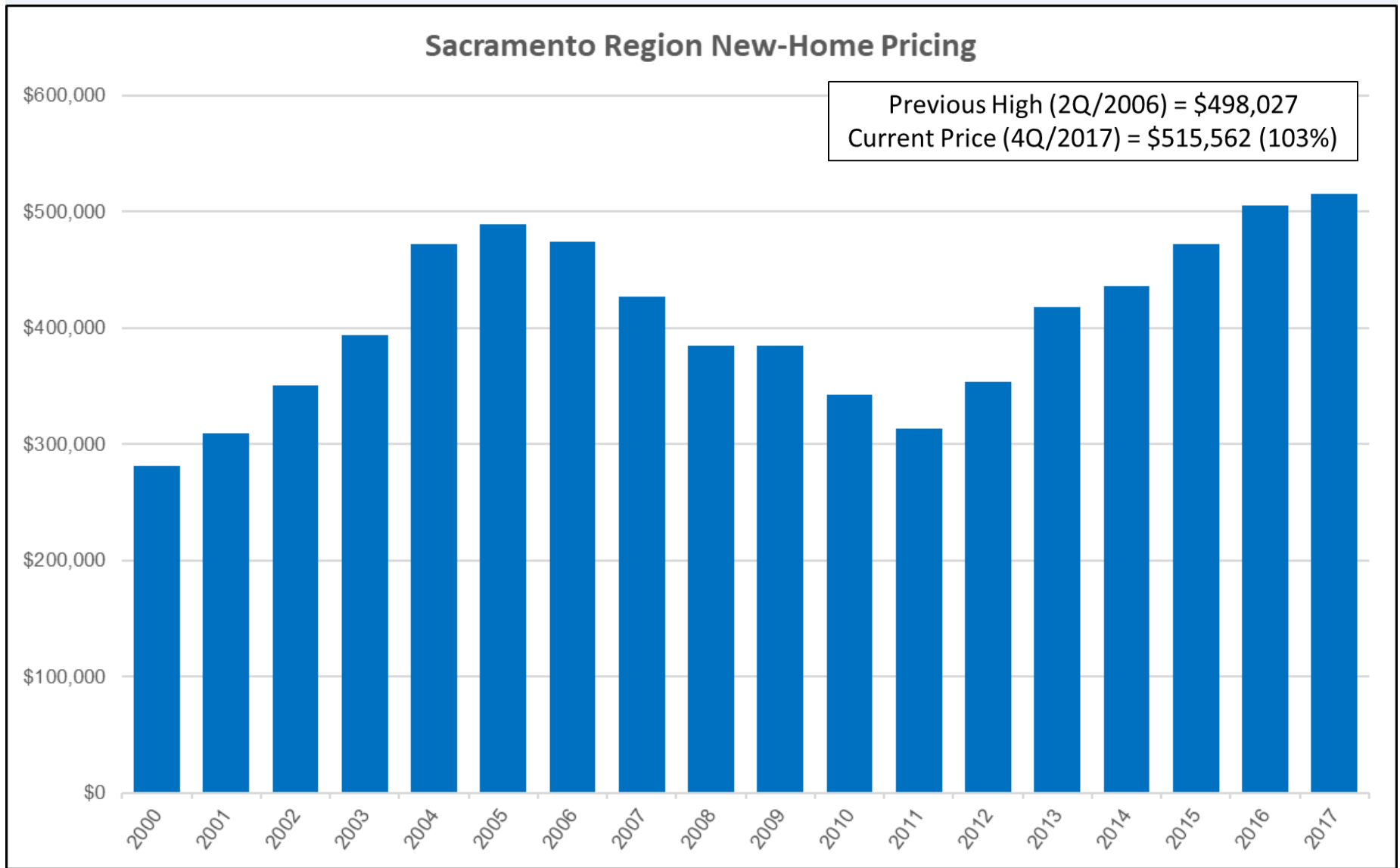
New Home Sales (Six-County Sacramento Region)



New Home Unsold Inventory (Six-County Sacramento Region)



New Home Pricing (Six-County Sacramento Region)

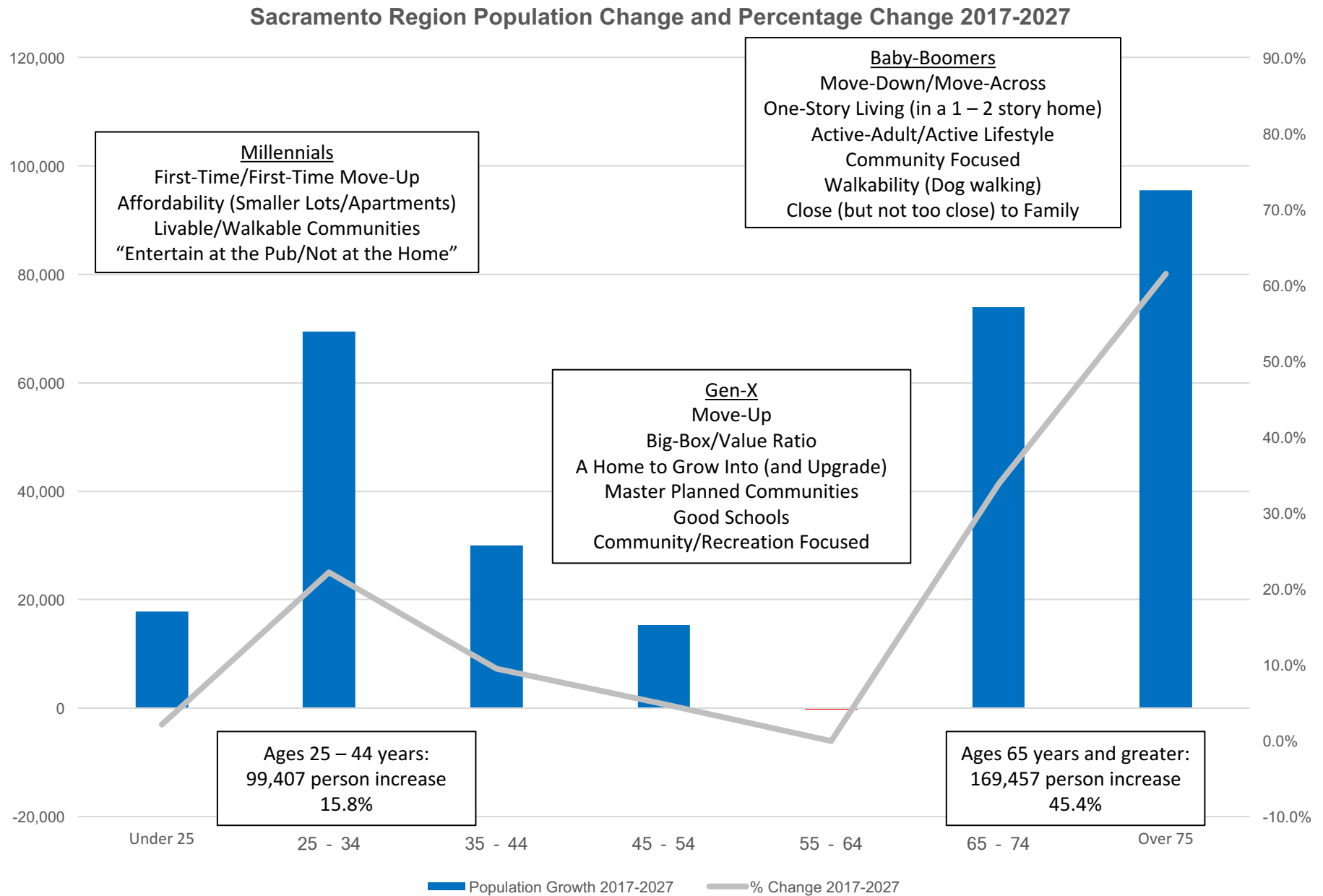


Category	2010	2011	2012	2013	2014	2015	2016	2017
New-Home Pricing:	\$342,112	\$313,056	\$353,391	\$417,651	\$436,058	\$472,397	\$505,792	\$515,562
Percent Change:	-11.2%	-8.5%	12.9%	18.2%	4.4%	8.3%	7.1%	1.9%

Proposed Projects

Major Growth Areas	Estimated Number of Units
Folsom	12,573
El Dorado Hills	8,244
Rancho Cordova	39,934
Vineyard/Highway 16	48,811
Laguna	6,571
Natomas	4,046
Placer County	85,021
West Sacramento	13,659
Sutter/Yuba	42,000
Total (Not Inclusive):	260,859

Sacramento Region (Six-County) Population Change 2017 - 2027



Challenges and Opportunities

- Costs
 - Fees
 - Labor
 - Materials
 - Cost increases versus home price increases
- Affordability
 - Home price
 - Incomes
 - Interest rates
 - New tax law
- Availability (a lack of inventory despite an abundance of proposed projects)
- A resurgence in small lot detached (and attached--coming soon in greater numbers)
- Bay Area Buyer—They're Back!
 - But...some are by-passing Sacramento for Nevada, Colorado, Texas...)
- First-Time/Last-Time—Its All About Demographics
 - A significant opportunity...but will builders respond?

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