

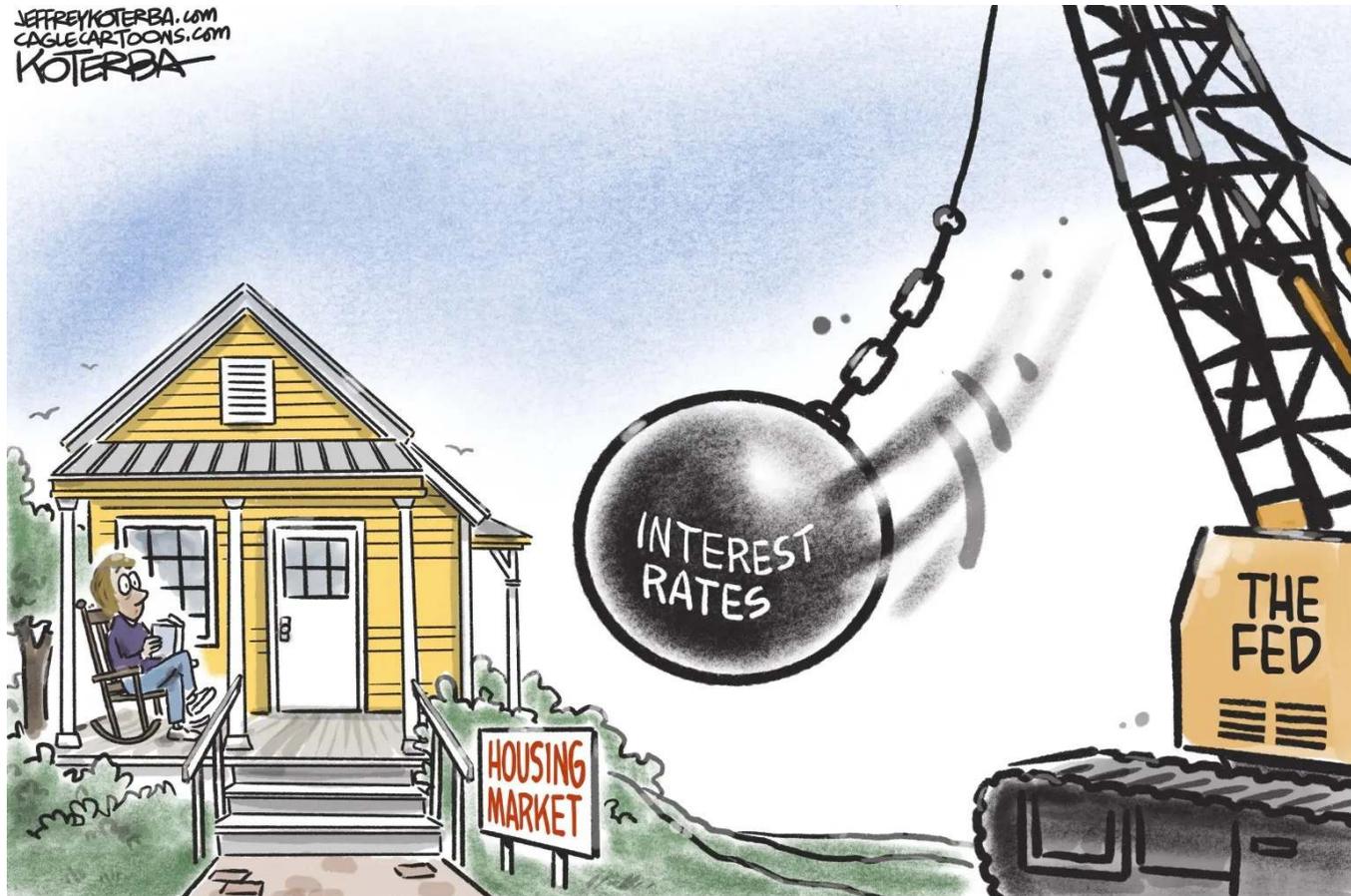
*October 27, 2022*

# Regional Housing Forecast

North State BIA



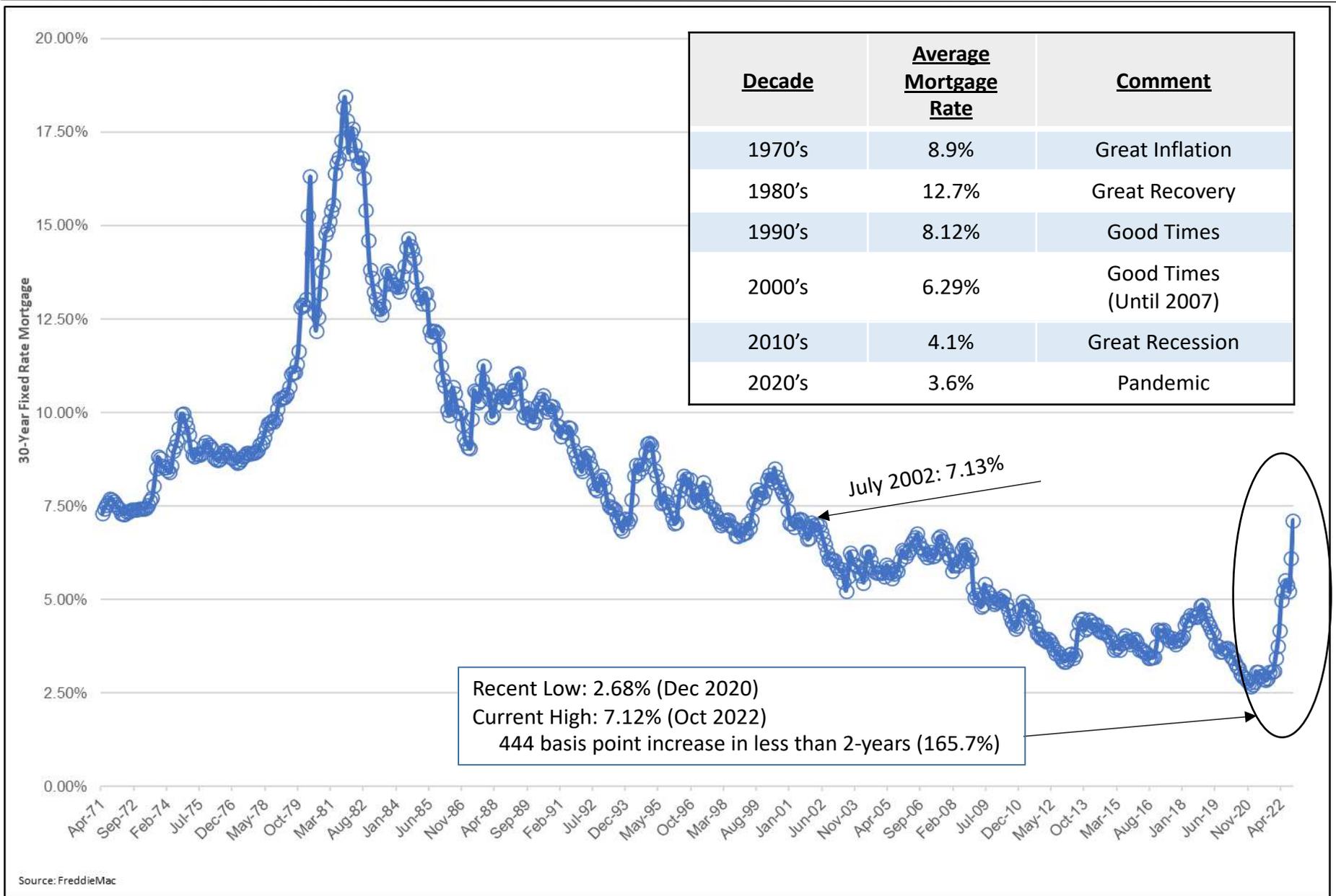
New-Home Sales, Pricing and Inventory  
Submarket Analysis  
Forecast and Projections

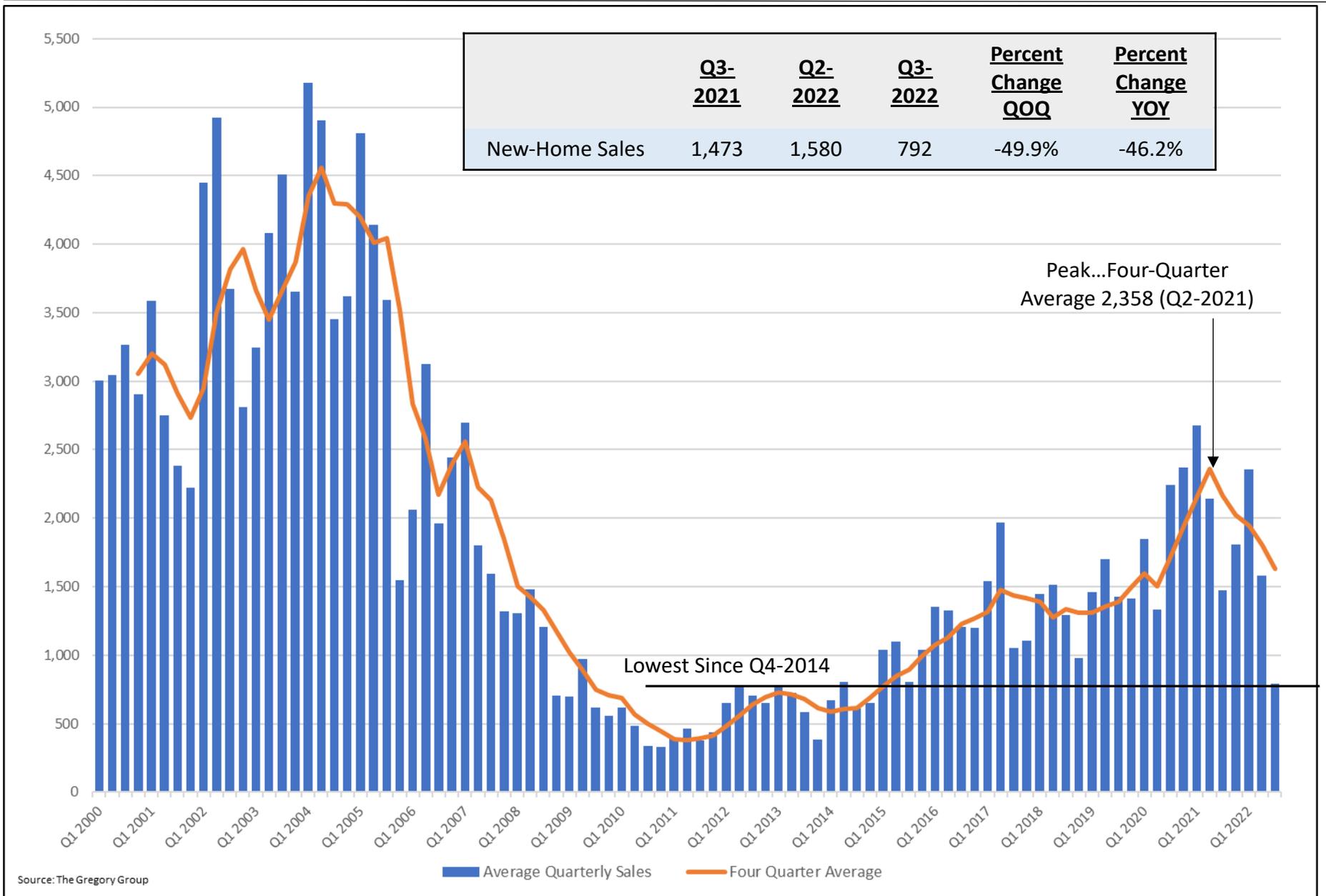


# New-Home Sales, Pricing and Inventory

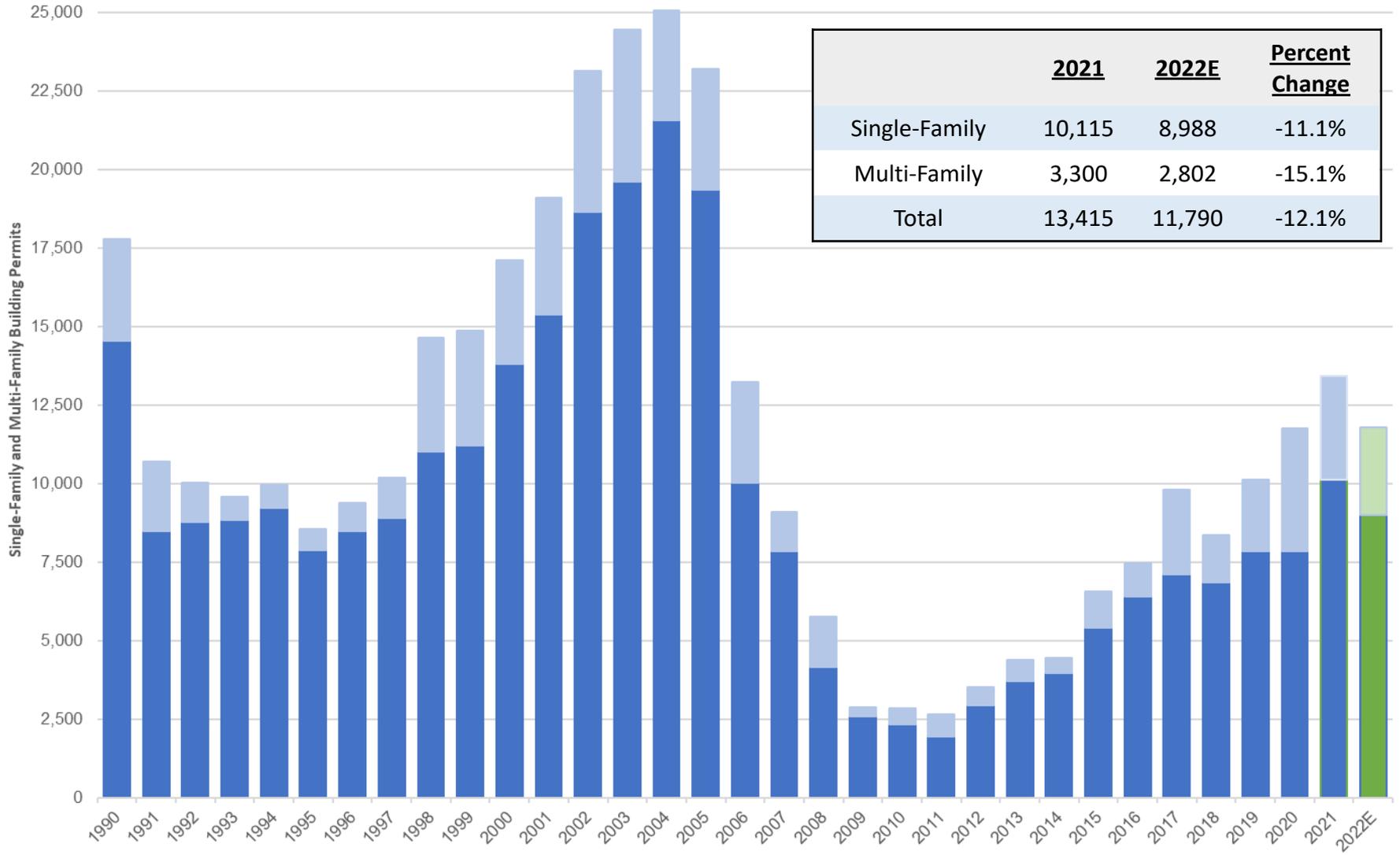
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# Conventional 30-Year Fixed Rate Mortgage Rates

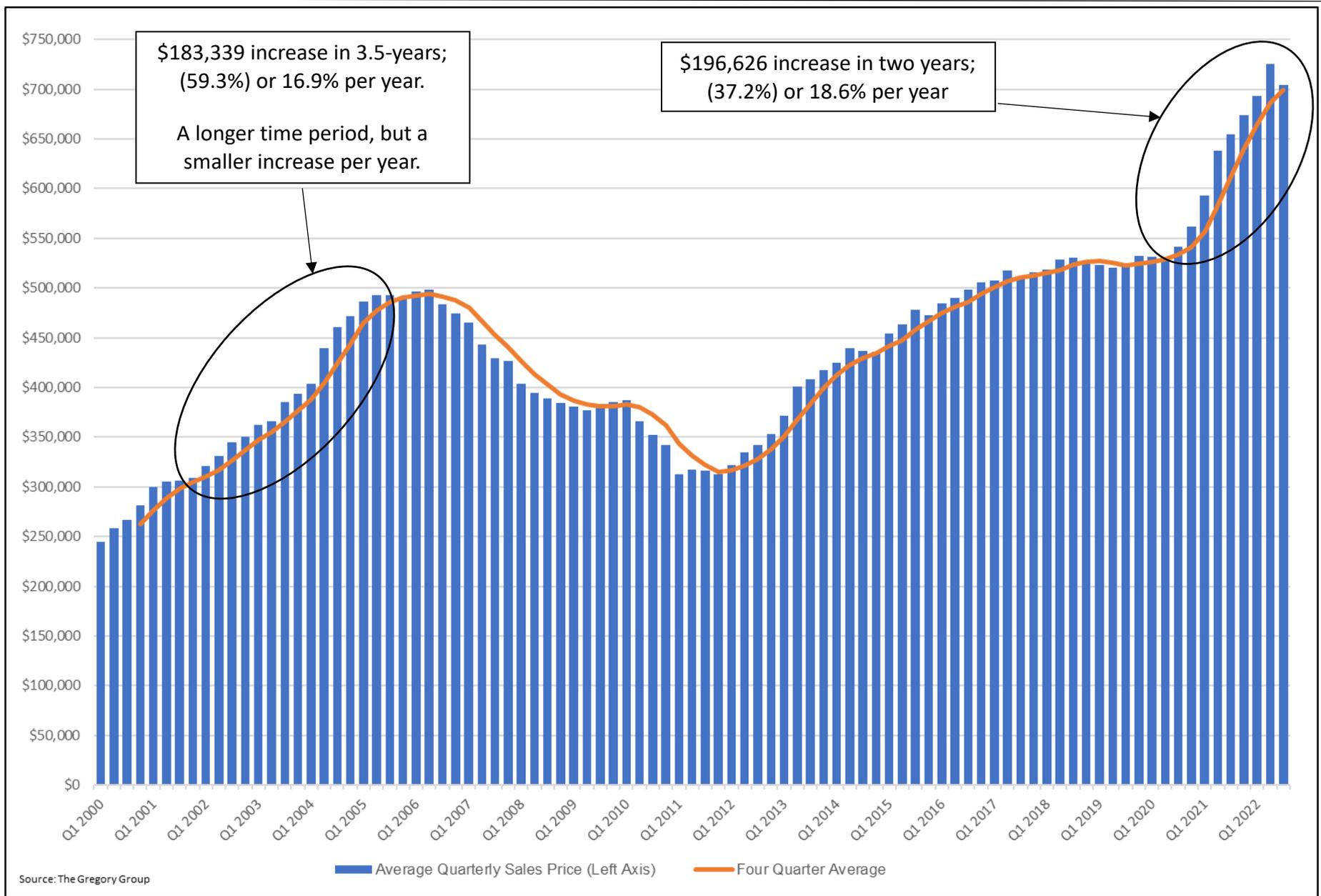




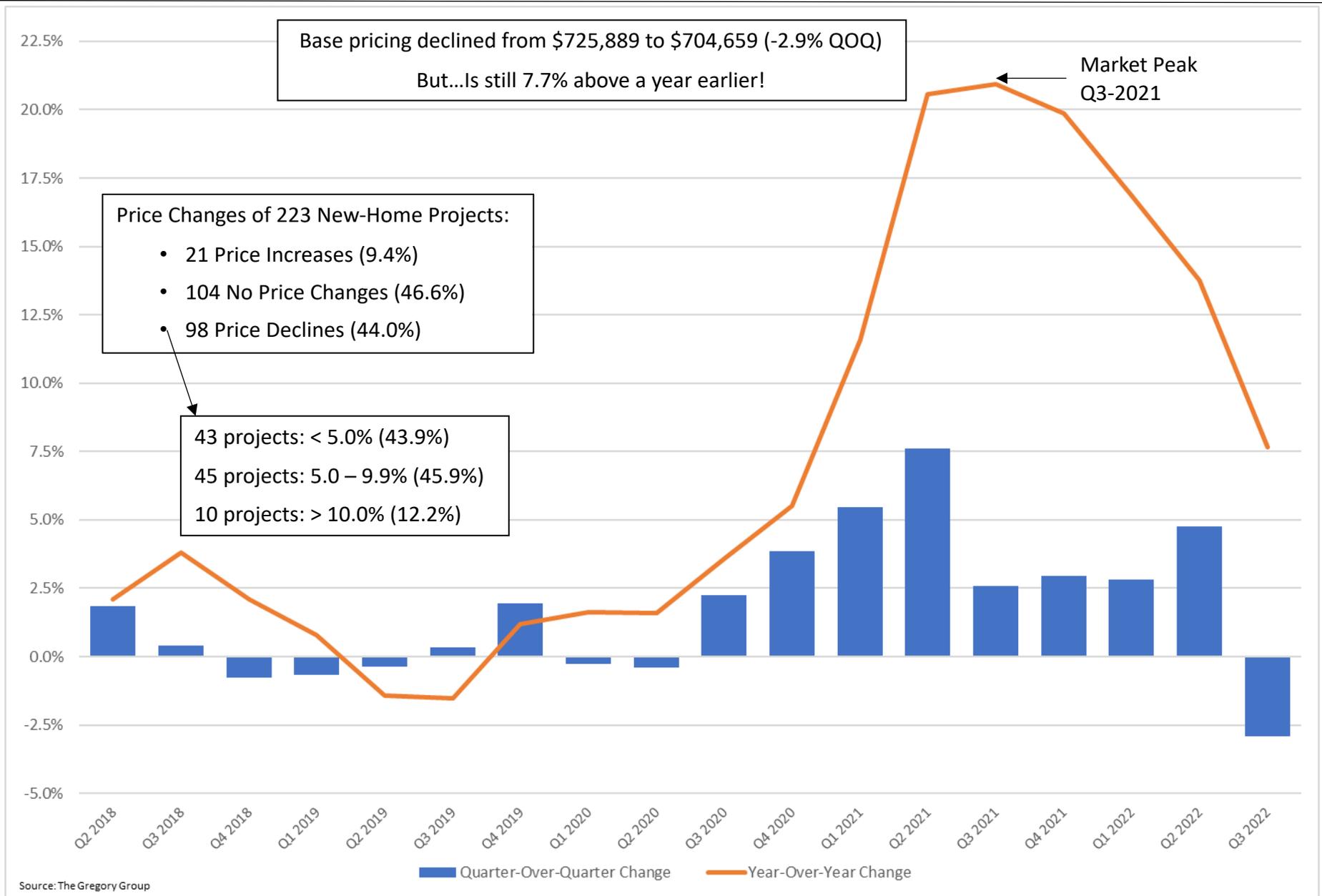
Source: The Gregory Group

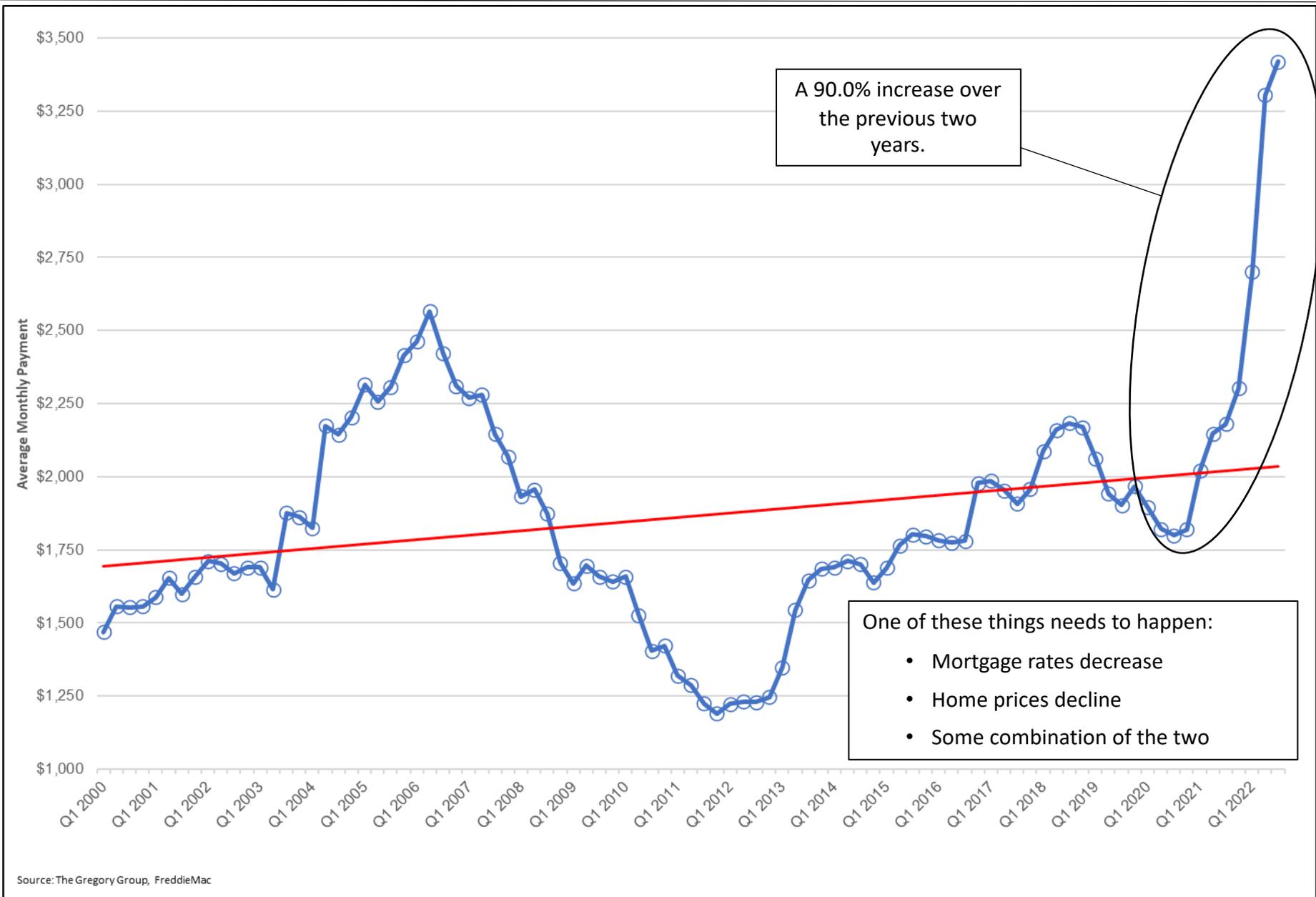


Source: US Census Bureau



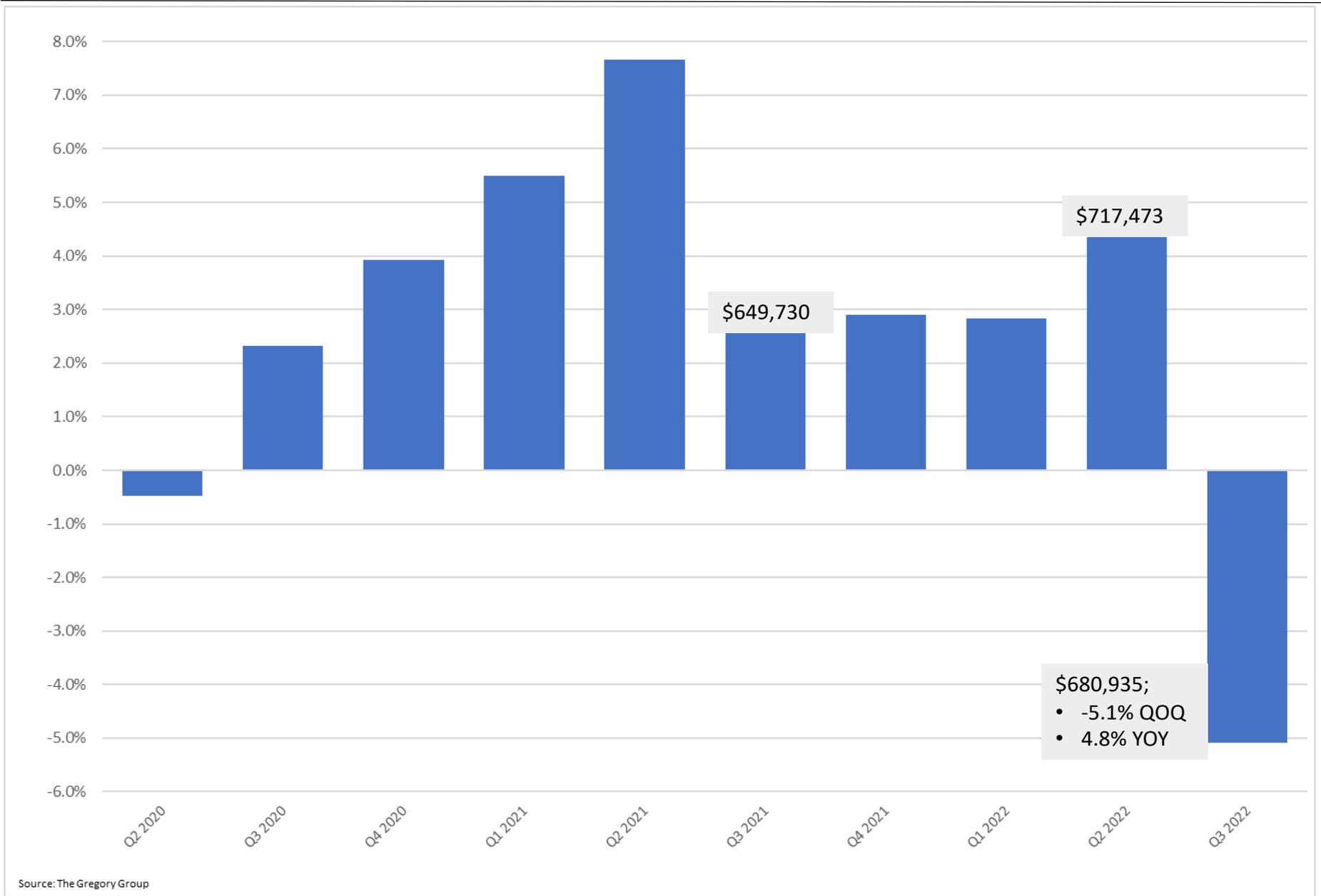
# Base Price Change – Quarter-Over-Quarter and Year-Over-Year



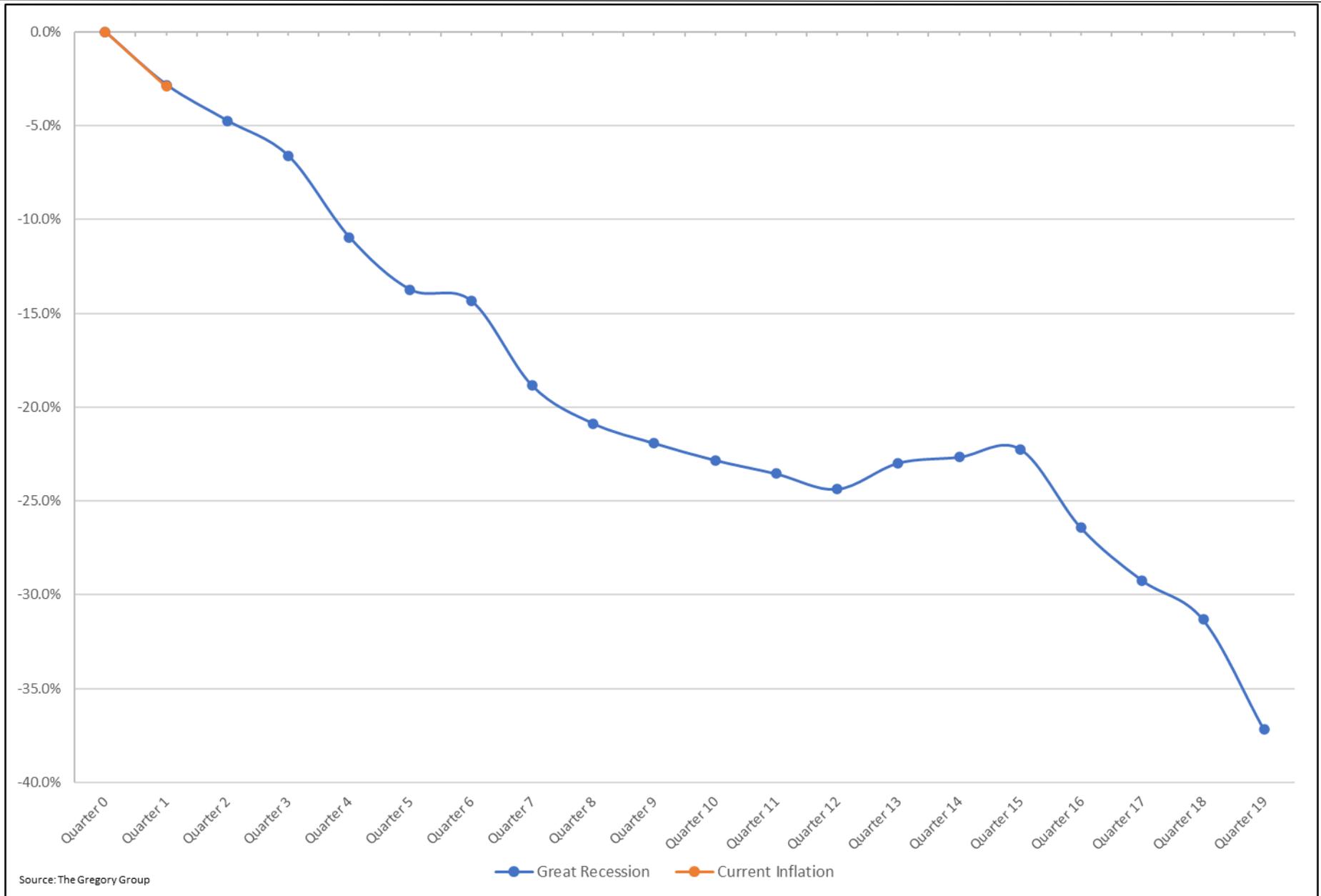


Source: The Gregory Group, FreddieMac



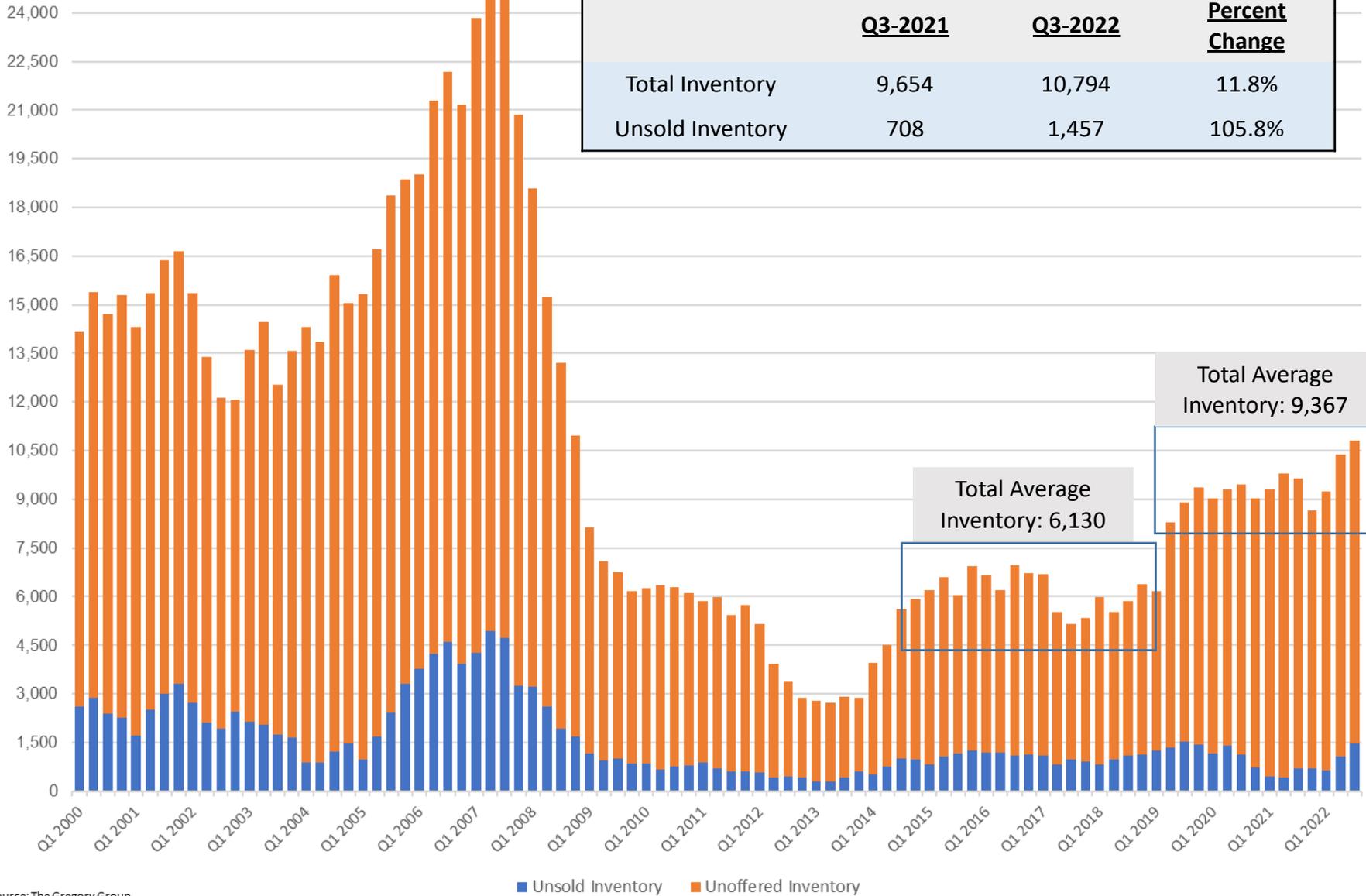


Source: The Gregory Group



Source: The Gregory Group

● Great Recession ● Current Inflation



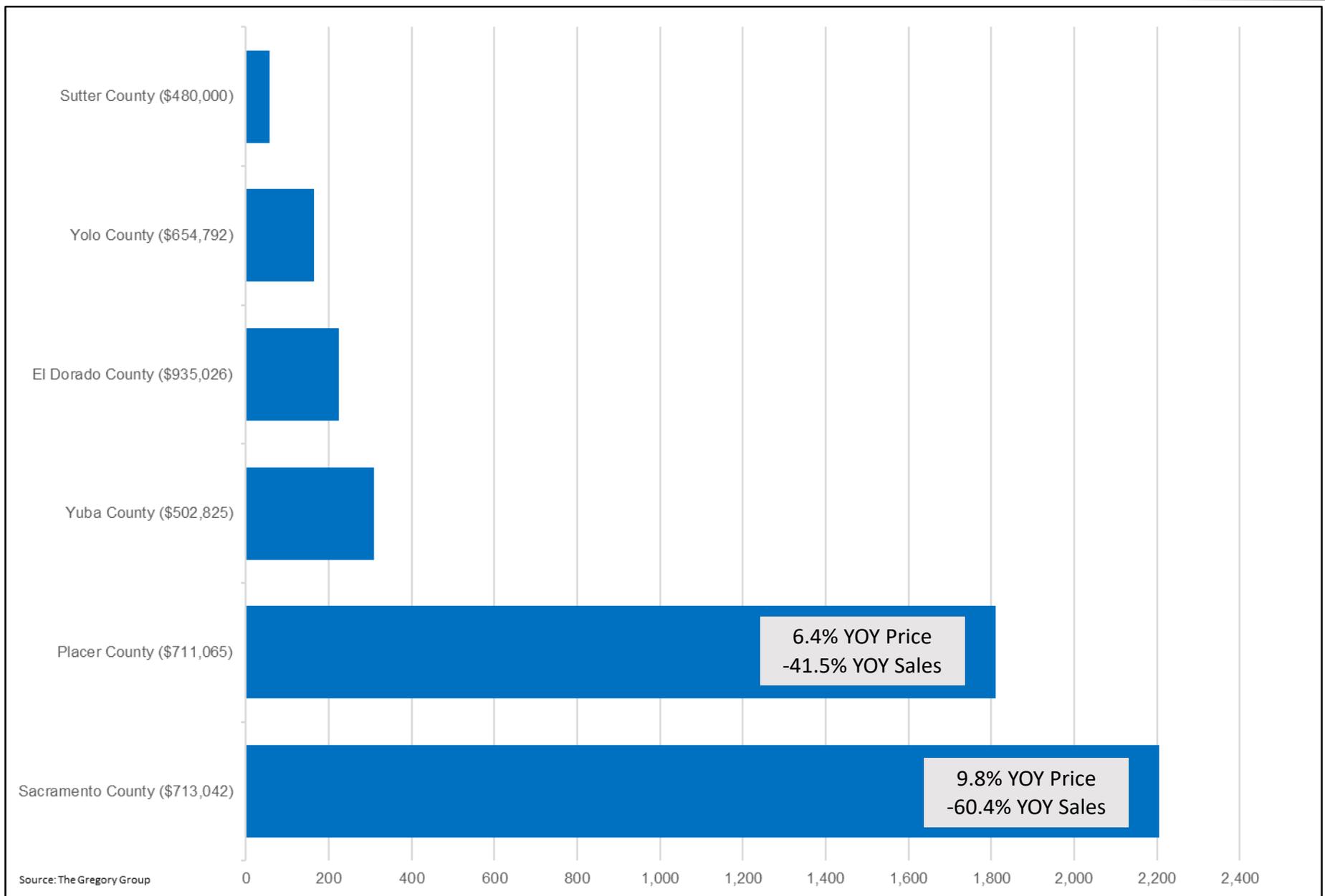
Source: The Gregory Group

■ Unsold Inventory ■ Unoffered Inventory

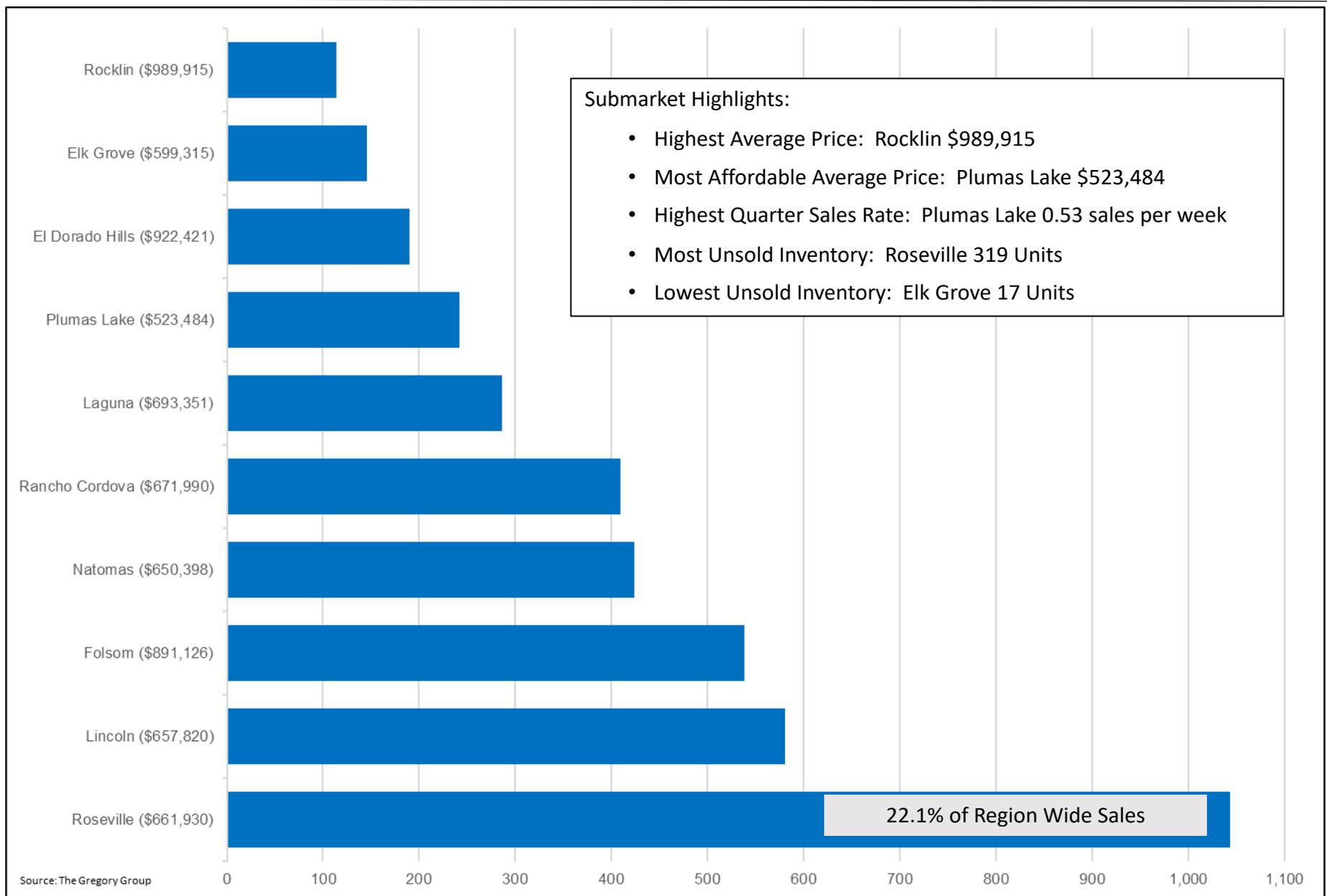
# Submarket Analysis

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# Year-To-Date New-Home Sales and Average Base Price By County



Source: The Gregory Group



Source: The Gregory Group

# Forecast and Projections

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# Population Change -- By Buyer Category Over Time

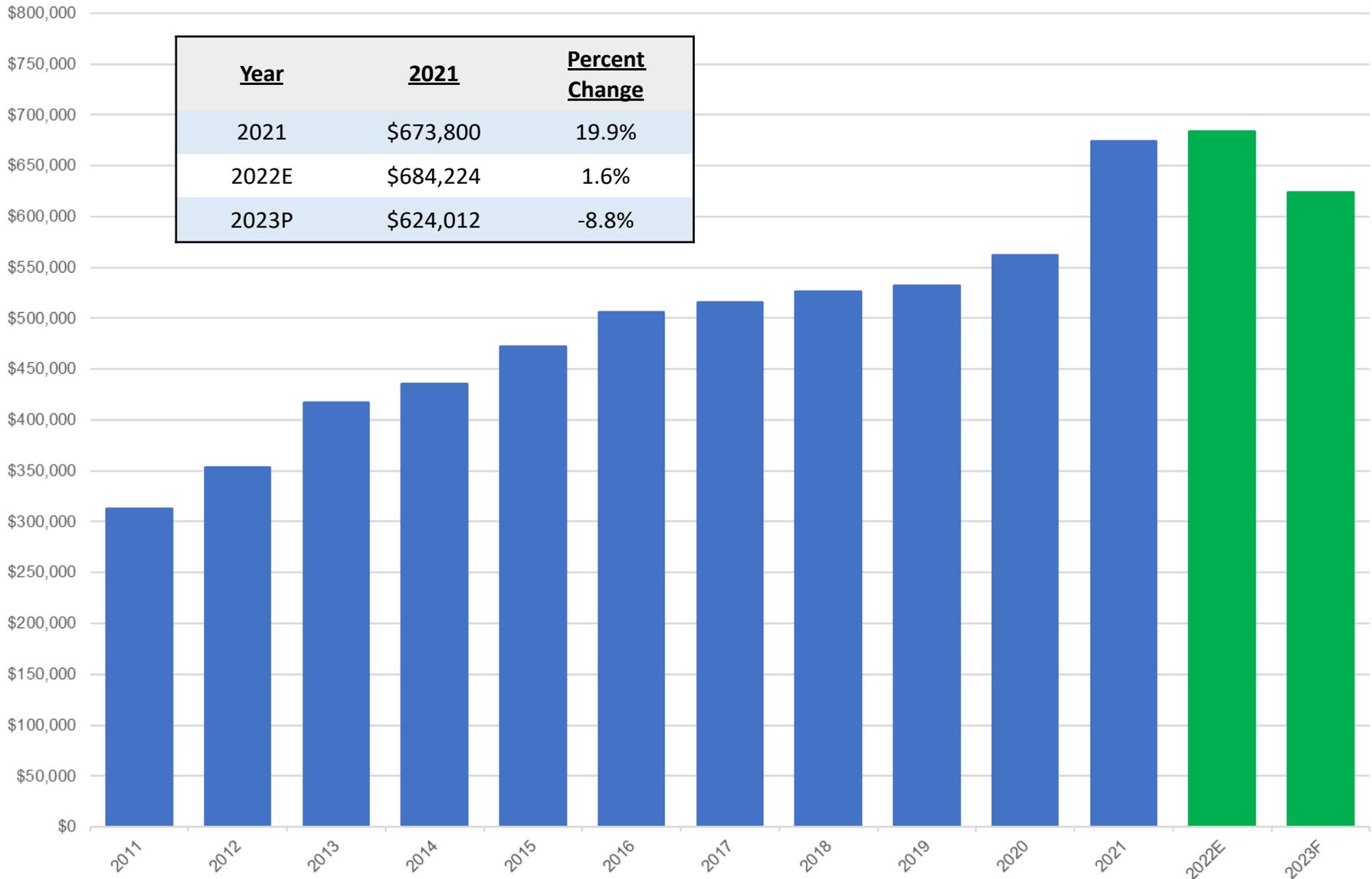
Population Growth by Buyer Category	Sacramento Region		
	1st Time/1st Time Move-Up	2nd - 3rd Time Move-Up	Last-Time
Population (2022):	495,803	493,577	513,569
Distribution	33.0%	32.8%	34.2%
Population (2032):	567,127	528,122	541,442
Distribution	34.7%	32.3%	33.1%
Change From Prior Decade:	71,324	34,545	27,873
Decade Percent Change:	14.4%	7.0%	5.4%



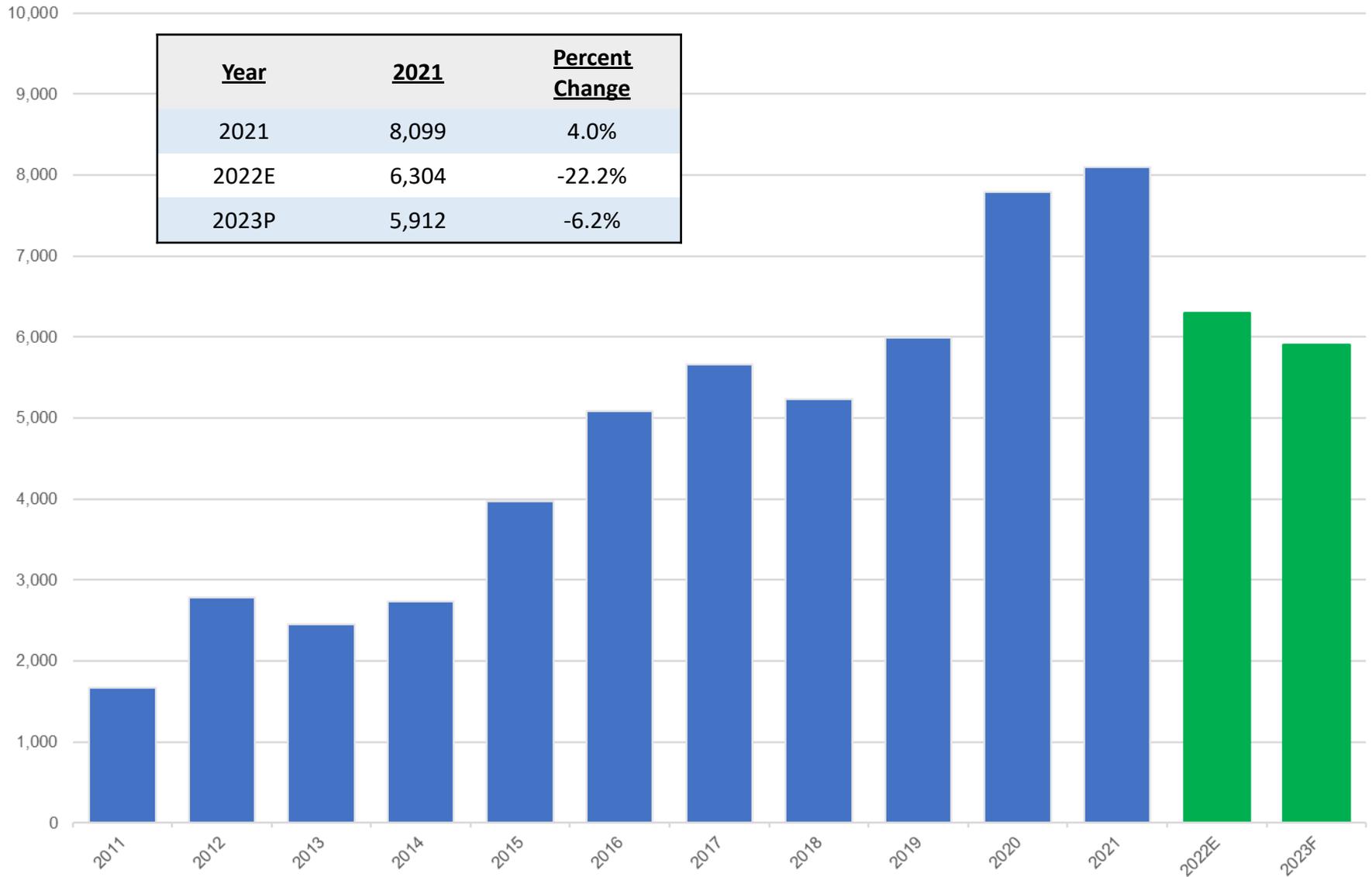


<u>City</u>	<u>Individual Searches</u>	<u>Percent Distribution</u>
Sacramento	24,465	38.1%
Los Angeles	12,116	18.9%
Seattle	7,495	11.7%
San Diego	4,808	7.5%
Salinas	2,823	4.4%
Las Vegas	2,755	4.3%
Austin	2,684	4.2%
Fresno	2,661	4.2%
Portland	2,186	3.4%
New York	2,186	3.4%

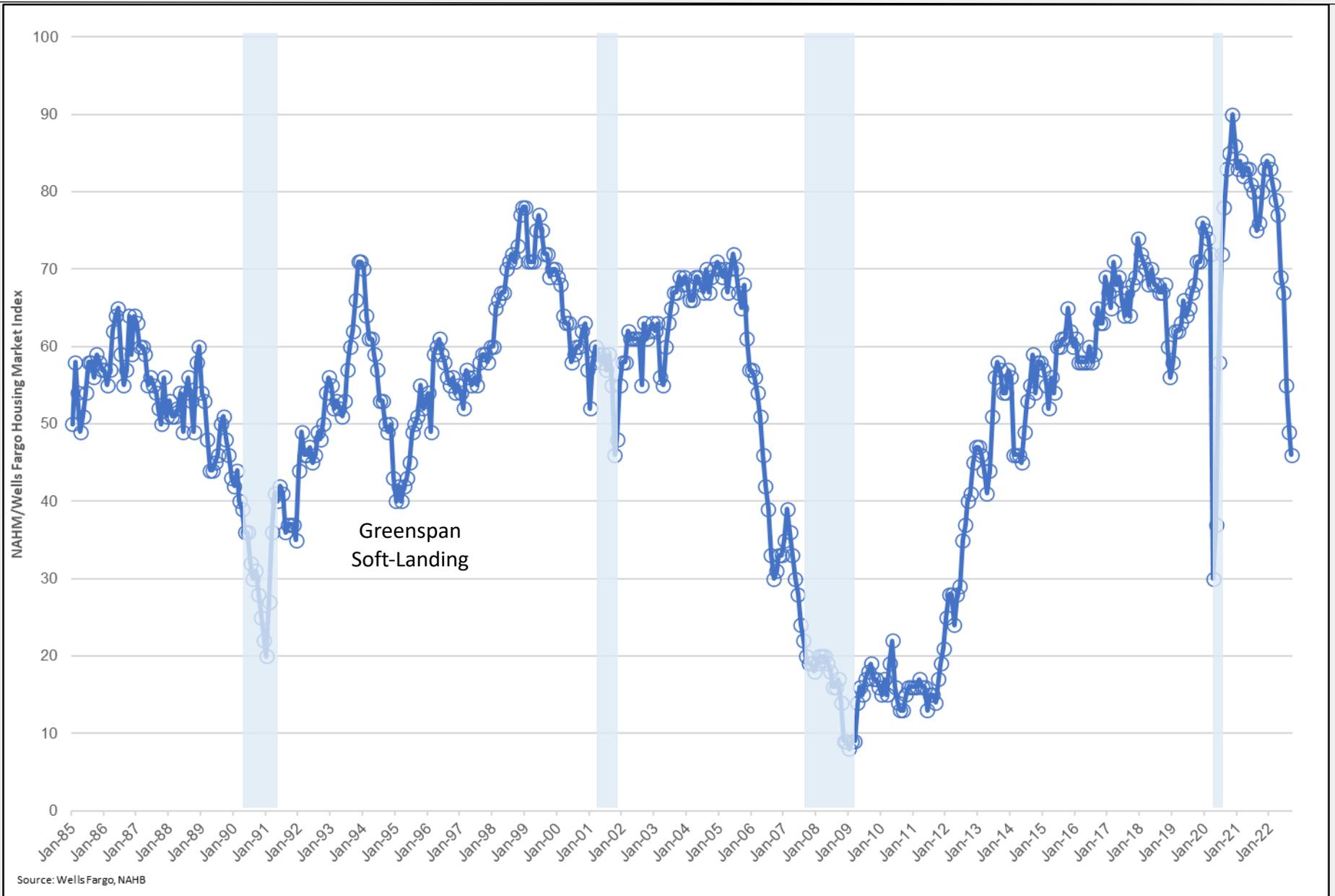
# Projected New-Home Average Base Pricing



Source: The Gregory Group



Source: The Gregory Group





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