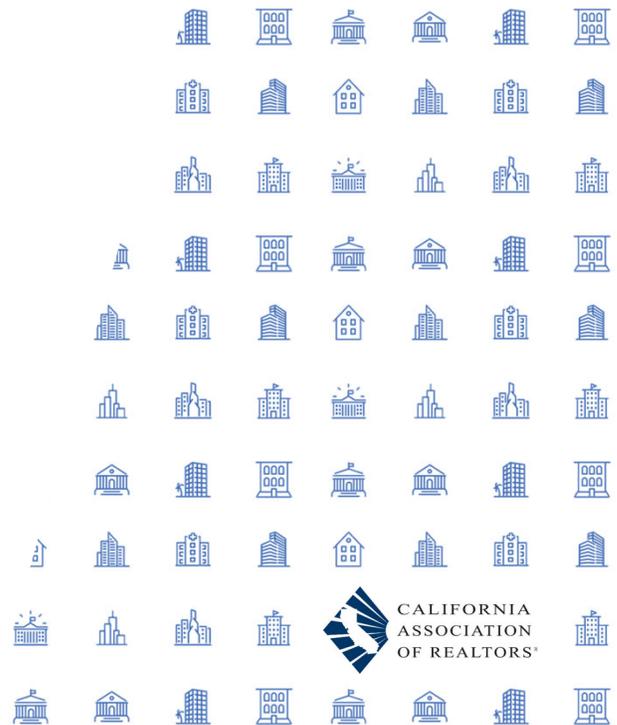
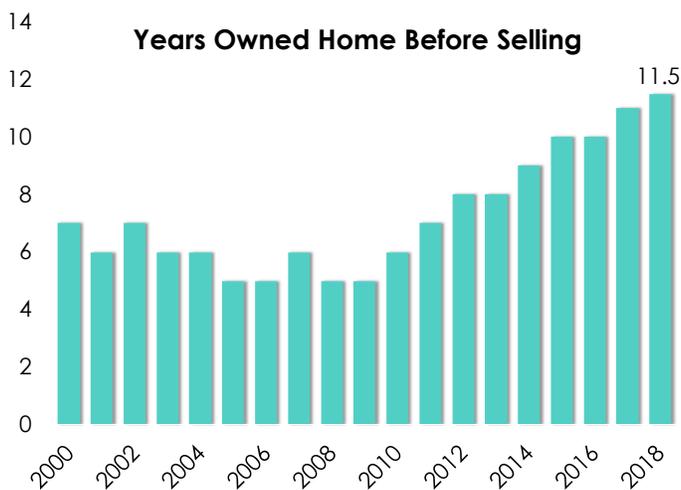


Demographic Change & Housing Needs

2019 Demographic Workshop
June 11, 2019
Jordan G. Levine
Deputy Chief Economist



Sellers not moving as often as before

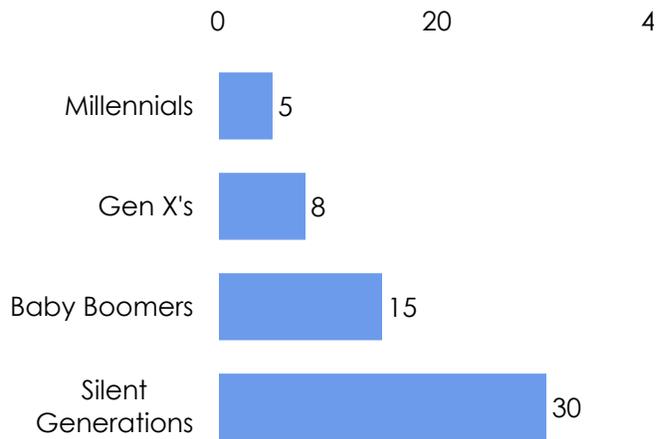


Why?

- Low rate on current mortgage
- Low property taxes
- Capital gains hit
- Where can I afford to go?
- Remodel and stay

...Especially older generations

Years Owned Home Before Selling



SERIES: 2018 Housing Market Survey
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

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Financial bar keeps getting higher

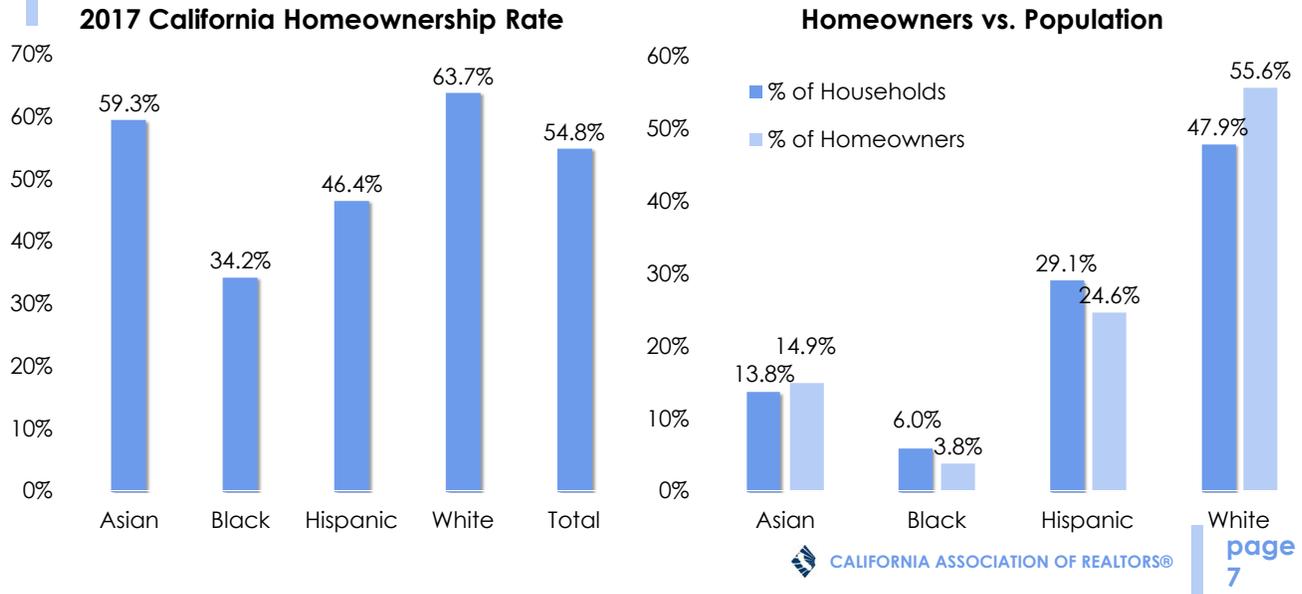
	First-time Buyers	Repeat Buyers	All Buyers
Median Household Income	\$100,000	\$150,000	\$120,000
Median Monthly Mortgage Payment	\$2,265	\$1,644	\$2,000
Median Downpayment (in \$\$)	\$36,500	\$120,000	\$78,000
Median Downpayment (in % to Price)	9.2%	20%	18.0%

SERIES: 2018 Housing Market Survey
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

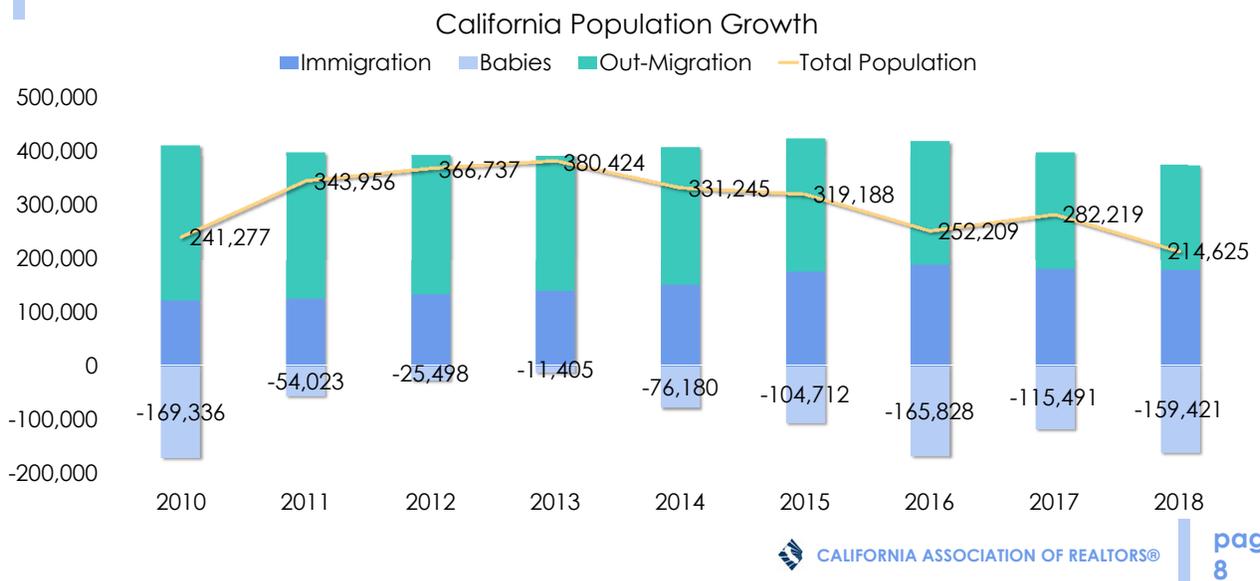
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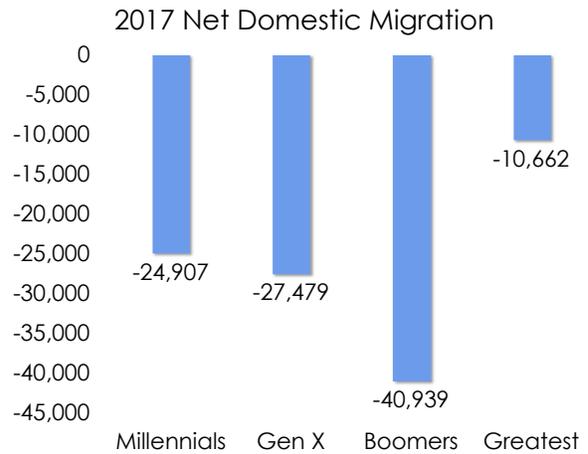
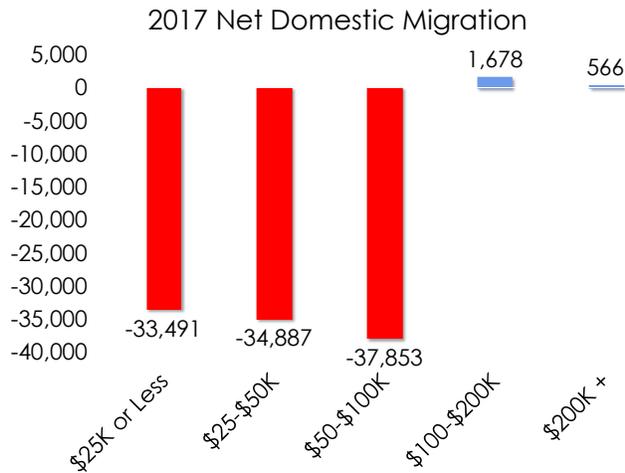
But not fast enough...



Forcing people out of state

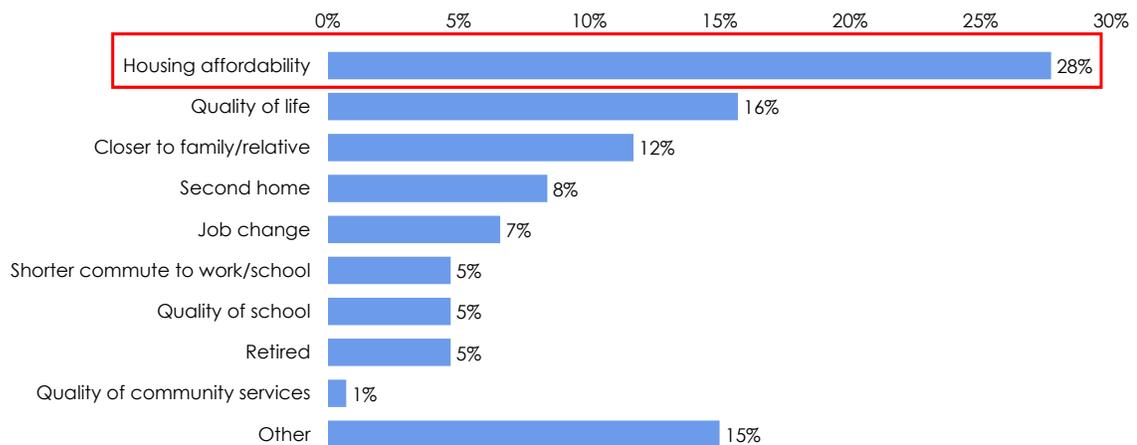


Make no mistake this is a housing issue!



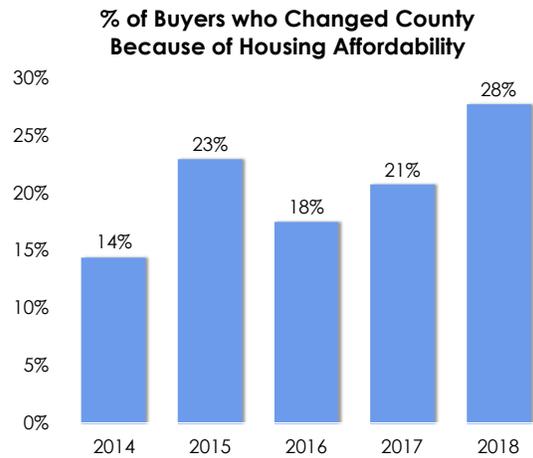
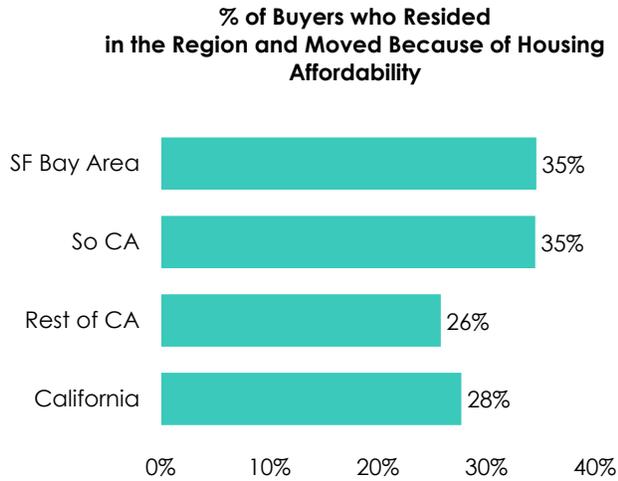
Housing affordability still the main reason for outmigration

All Buyers



Q. What was the primary reason for changing county?

Housing affordability not getting any better



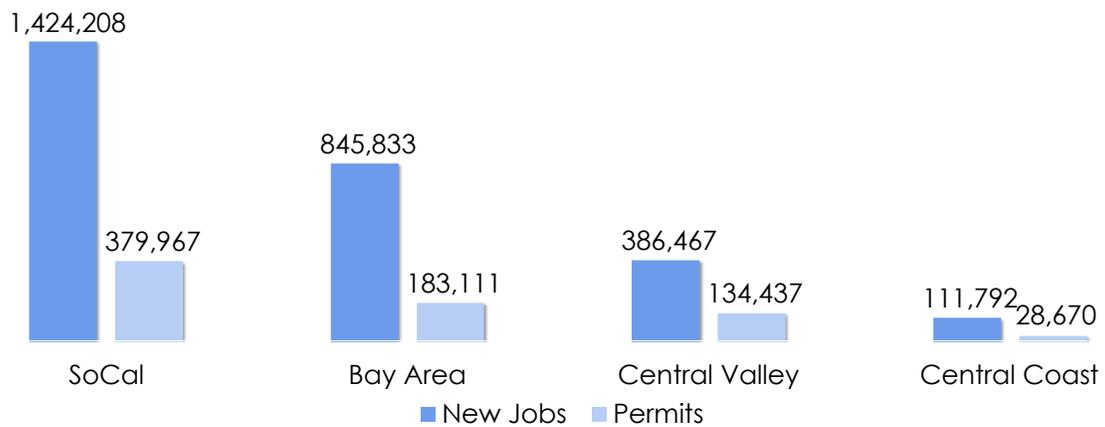
Q. What was the primary reason for changing county?

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New building NOT Keeping Pace w/Economy

California New Jobs vs. New Construction
2010-2018

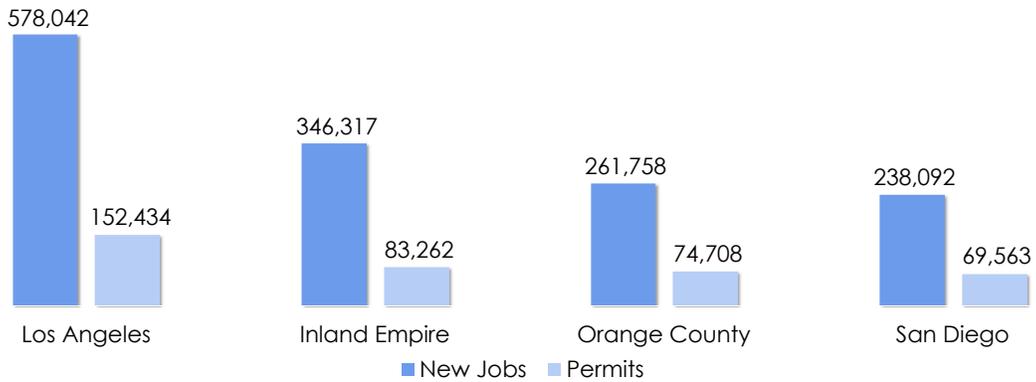


SERIES: Nonfarm Job Growth & New Housing Permits
SOURCE: CA EDD, Construction Industry Research Board

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Second worst offenders statewide

Southern California New Jobs vs. New Construction
2010-2018



SERIES: Nonfarm Job Growth & New Housing Permits
SOURCE: CA EDD, Construction Industry Research Board



Thank You