

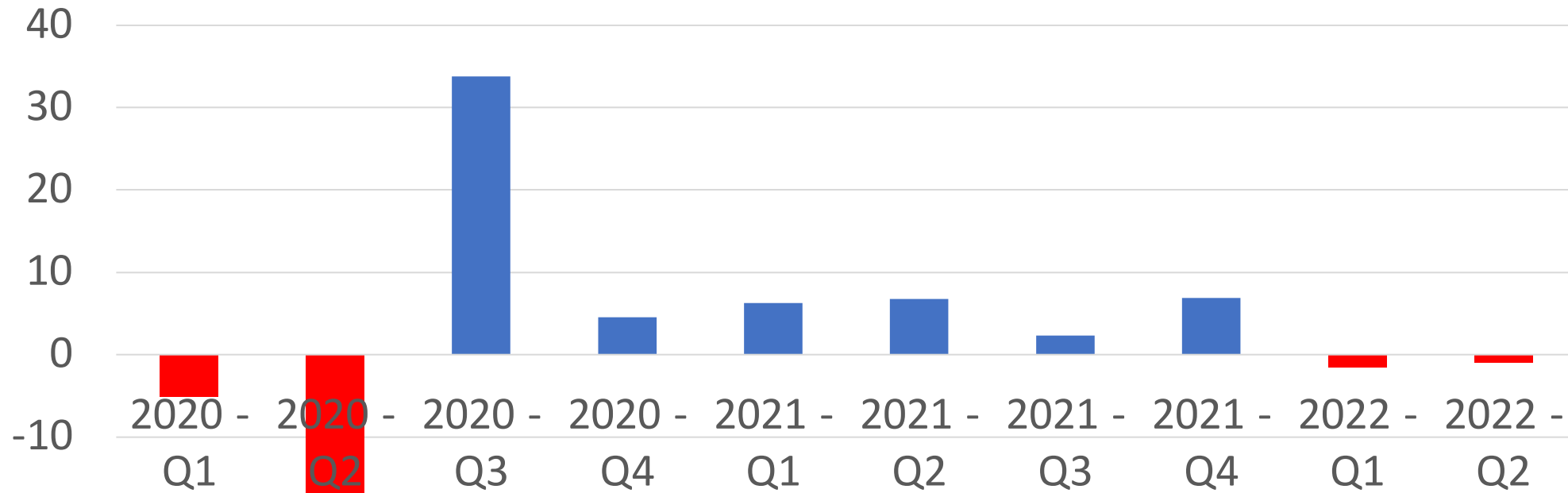
# Dr. Lawrence Yun Chief Economist



# Economy

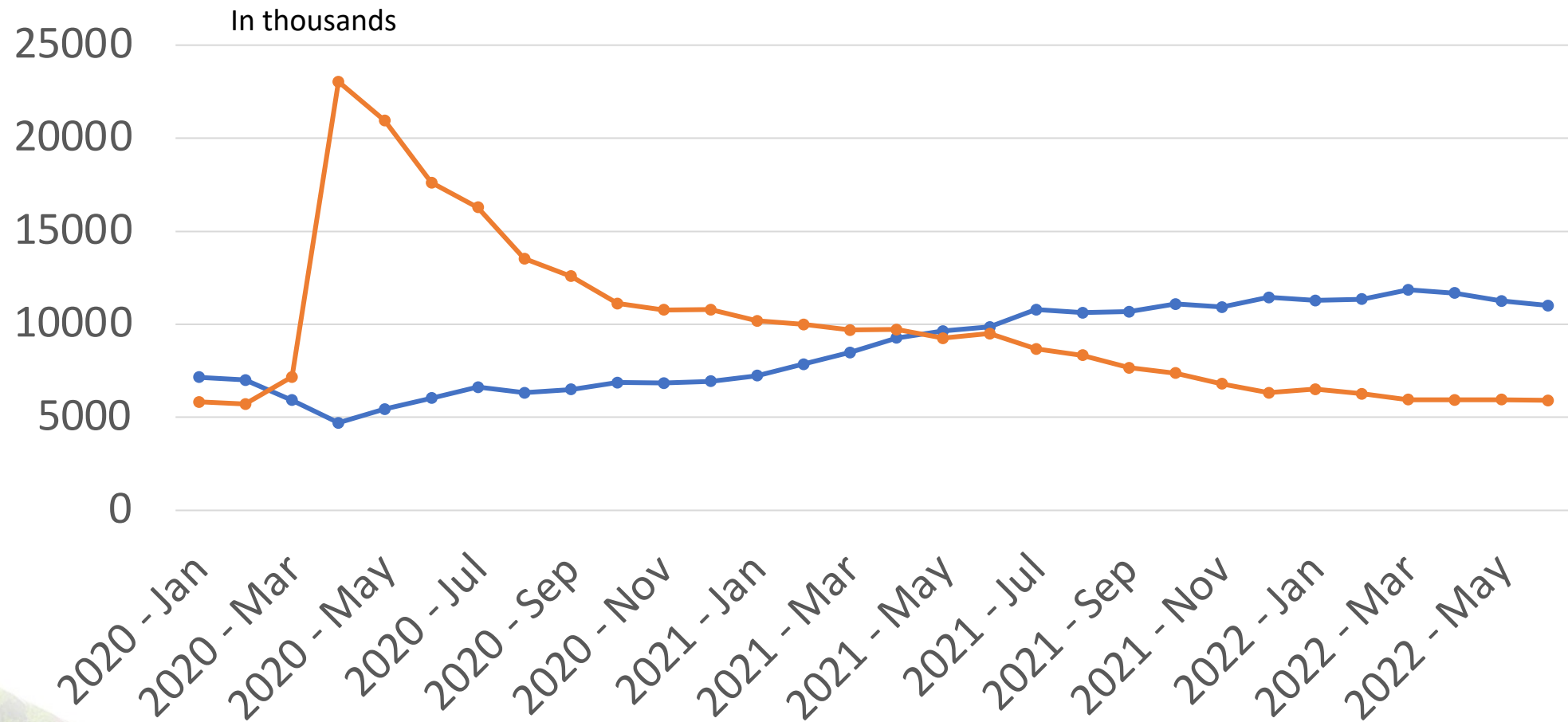


# Economic Recession based on GDP Change?



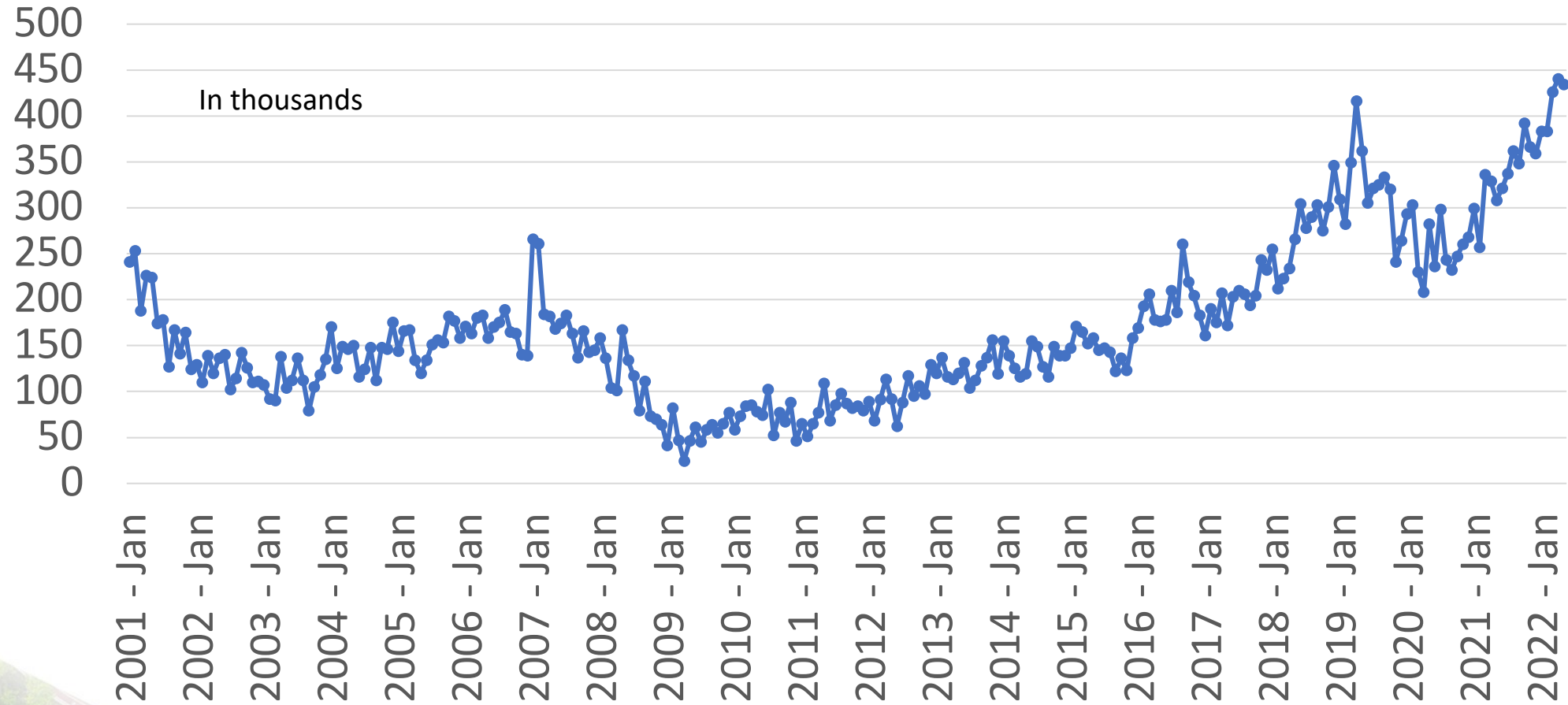
Source: Department of Commerce

# Bizarre Labor Market: More Job Openings than Unemployed



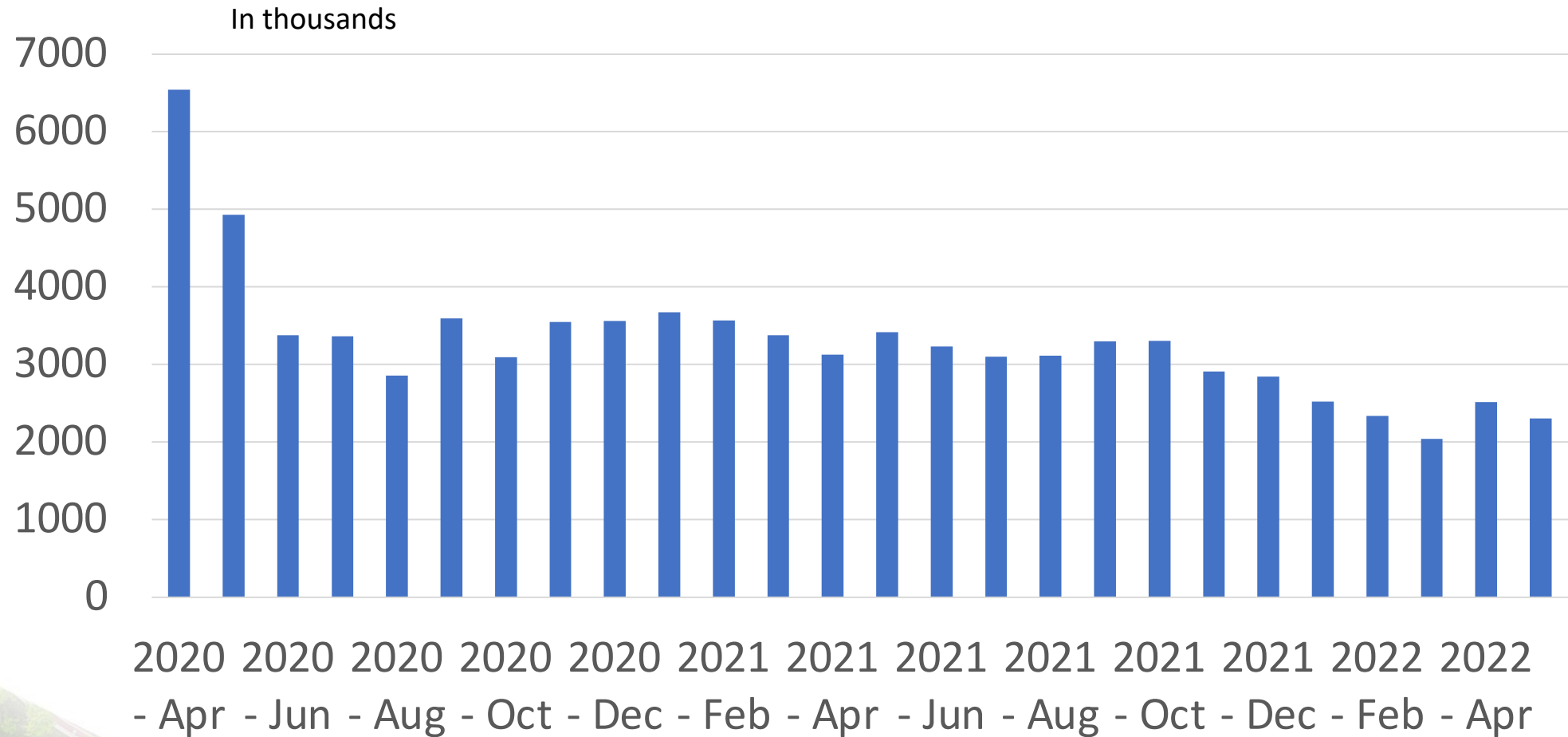
Source: BLS

# Construction Job Openings – Record High



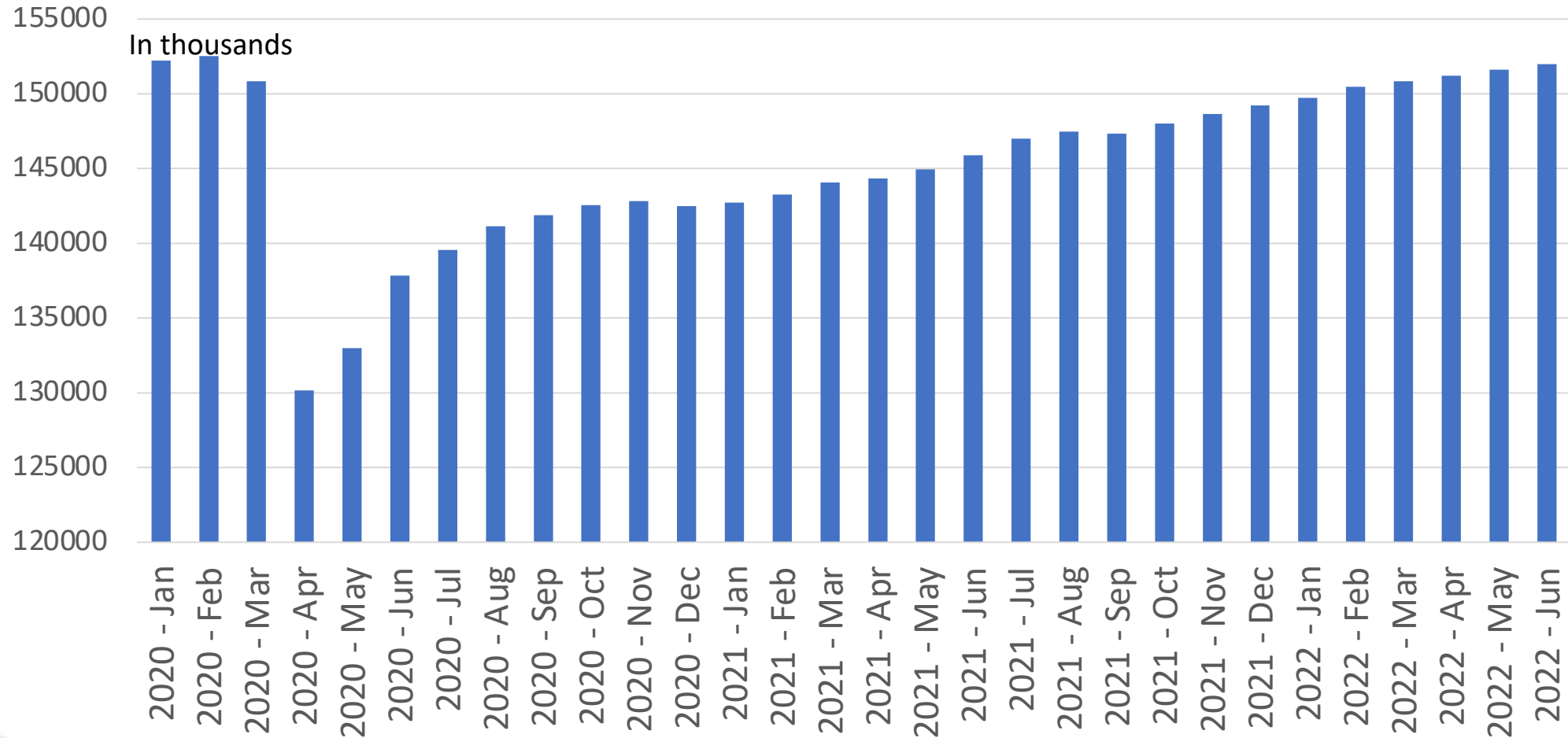
Source: BLS

# Extra Number of People Not Even Looking for Job Compared to Pre-Covid



Source: BLS

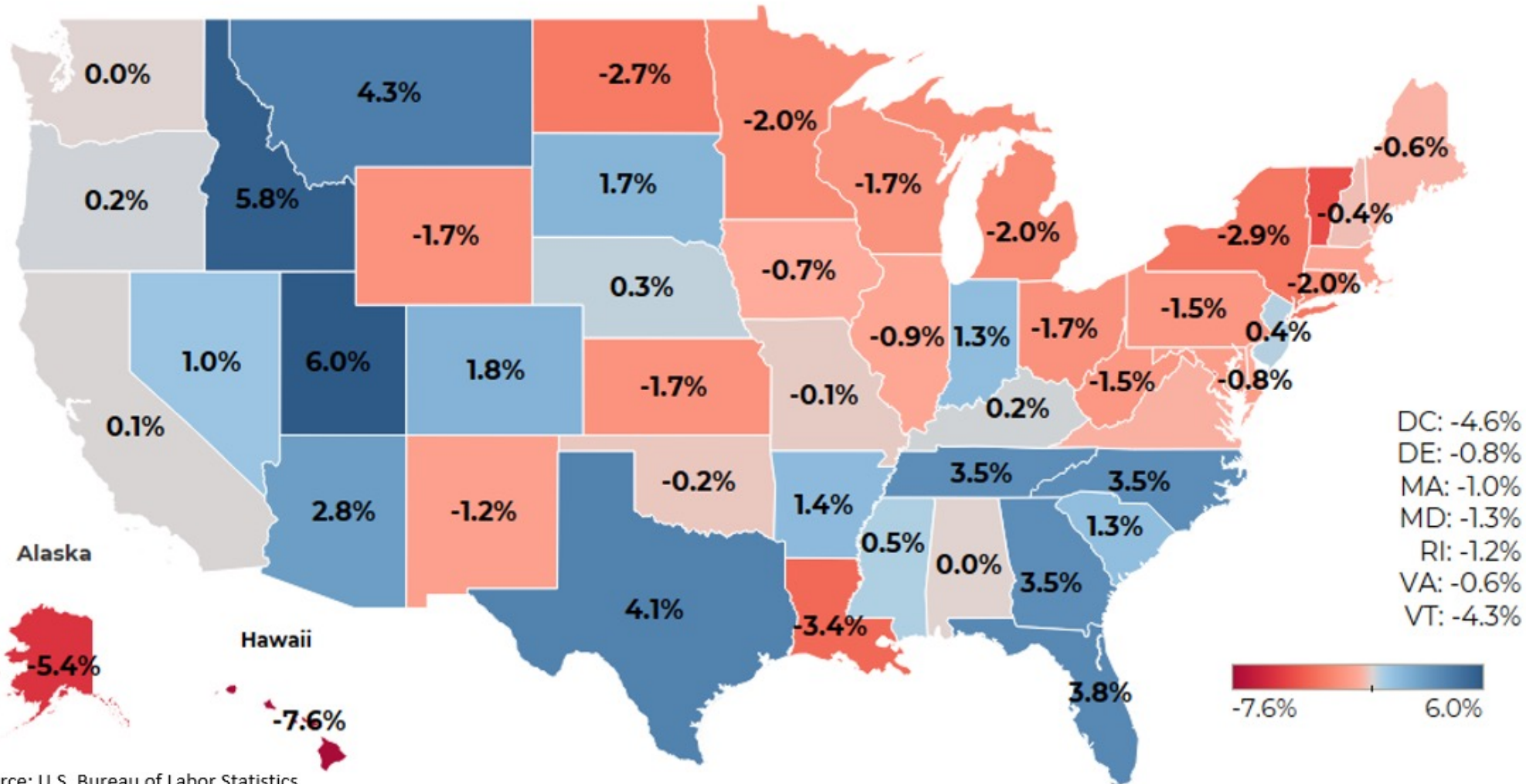
# Total Payroll Jobs



Source: BLS

# Jobs Now versus Pre-Covid Days

(June 2022 vs. March 2020)



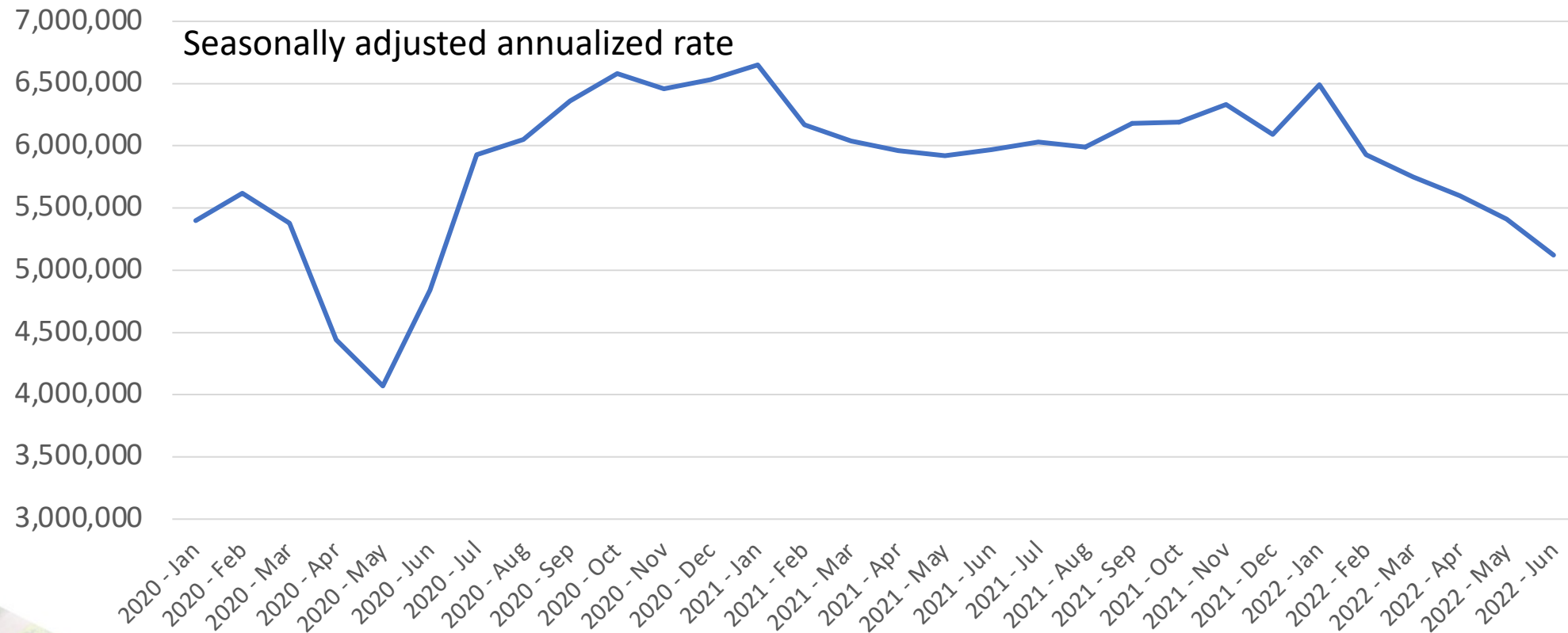
Source: U.S. Bureau of Labor Statistics



# Residential Real Estate

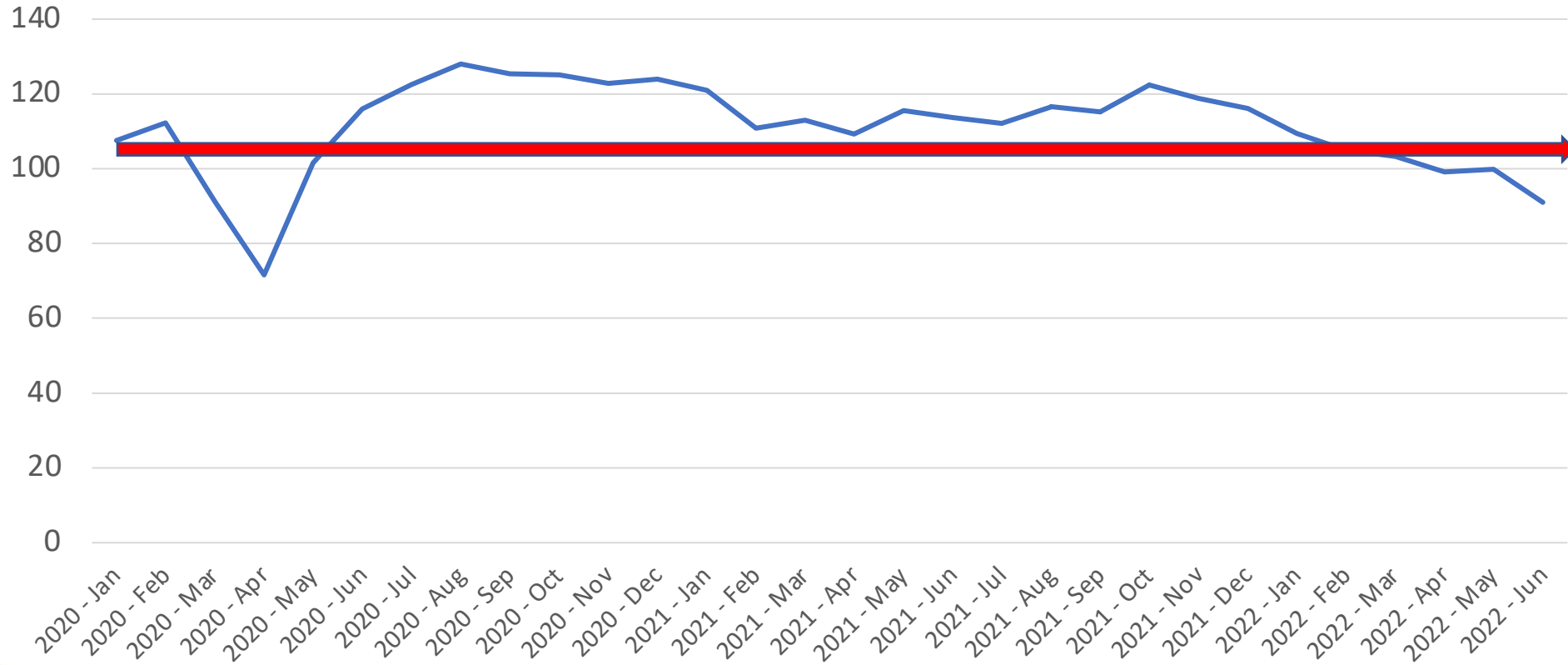


# Existing-Home Sales - Monthly



Source: NAR

# Pending Home Sales Index - Monthly



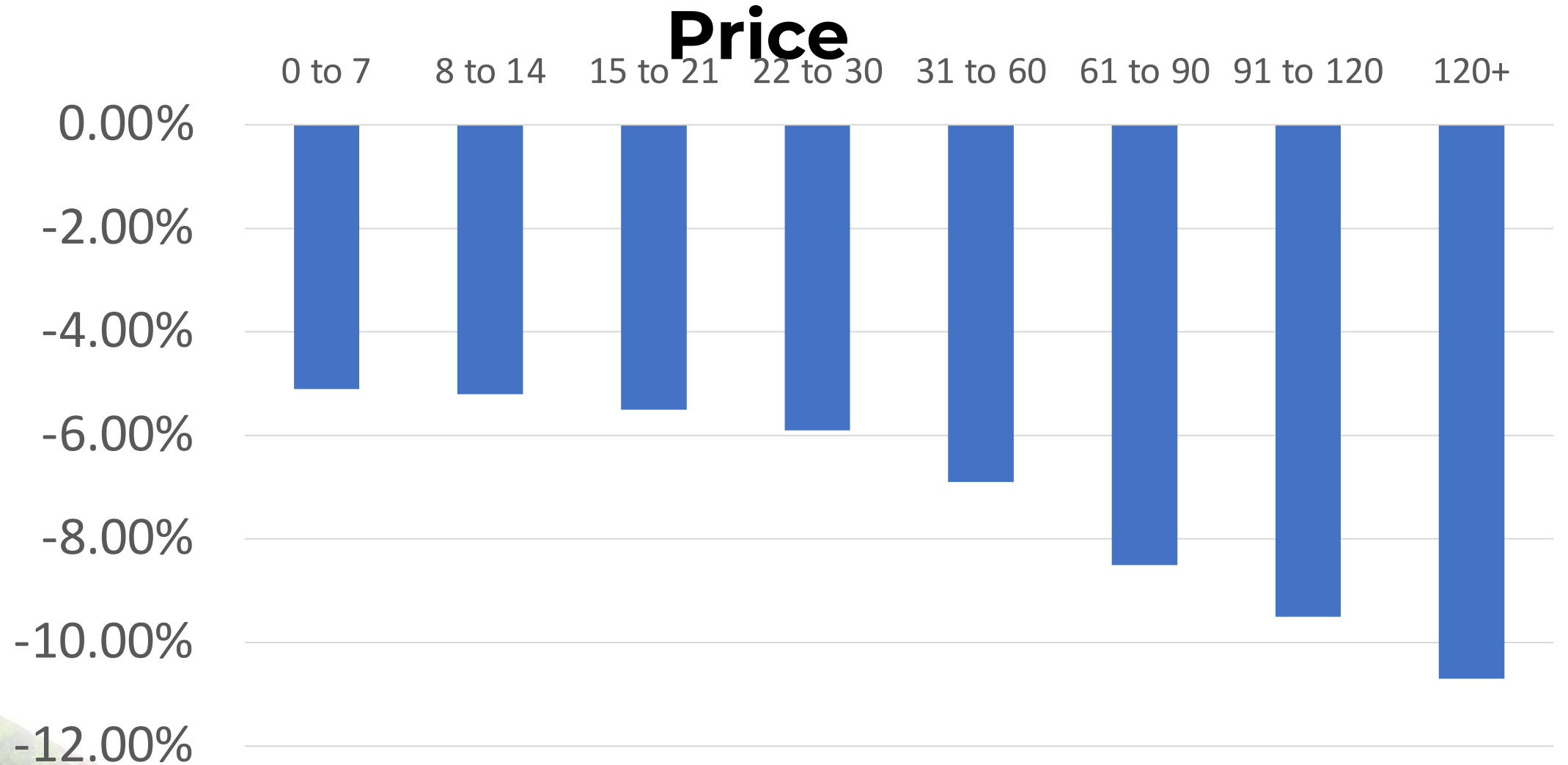
Source: NAR

# Inventory ... Turning Higher but Still Inadequate



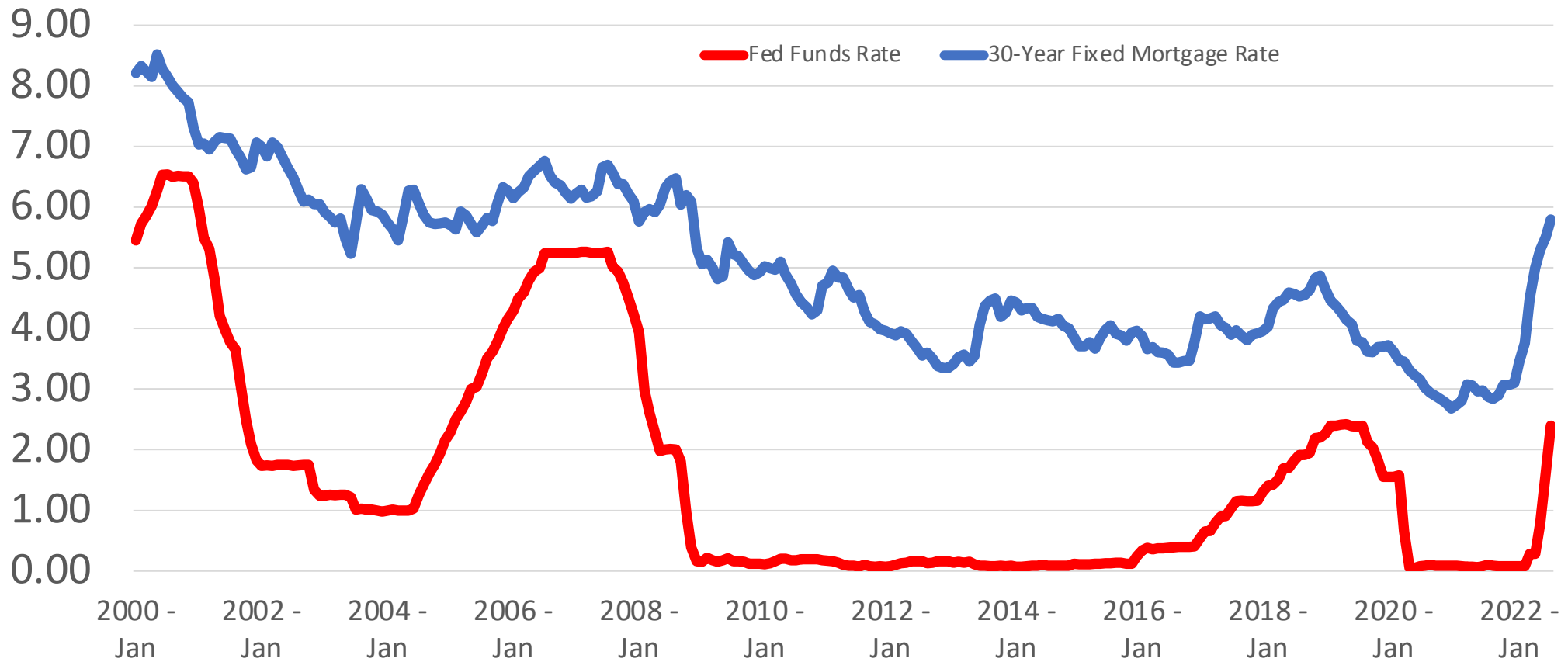
Source: NAR

# Price Adjustment on Ratified Contract from List Price



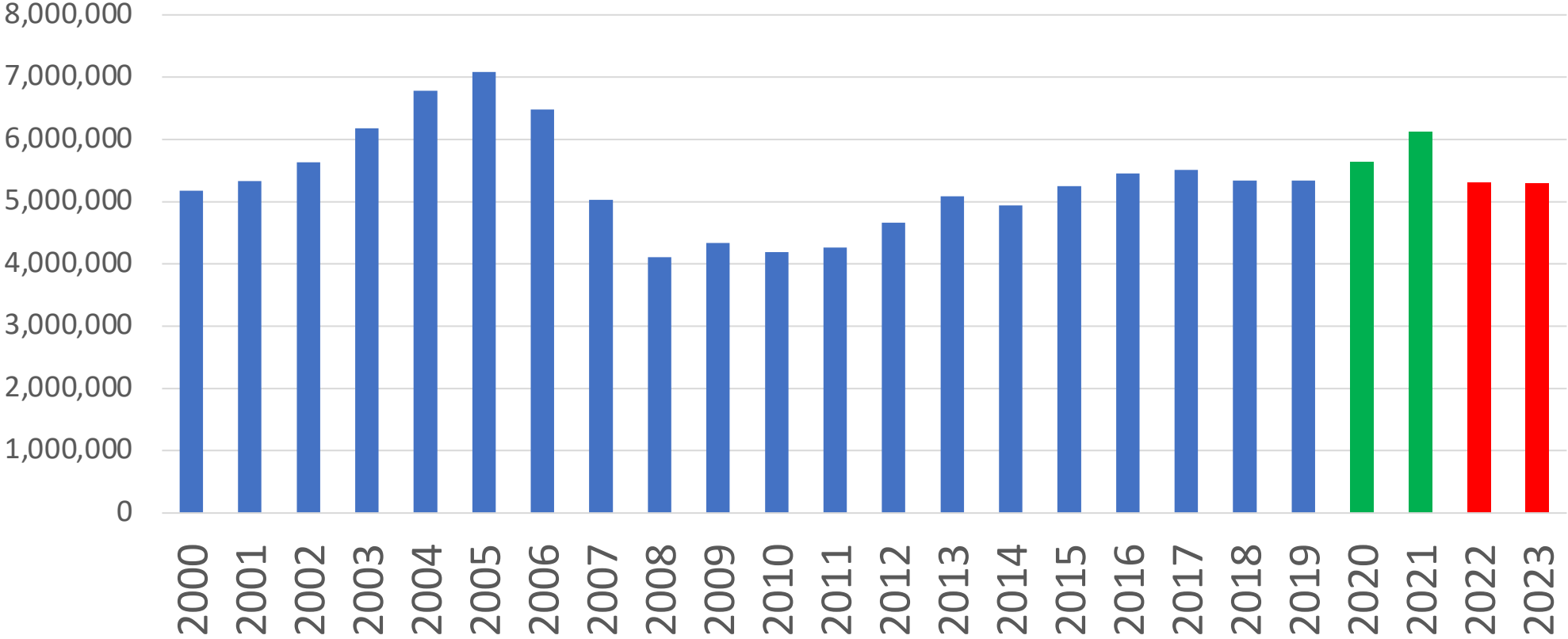
Source: NAR

# Fed Funds Rate and Mortgage Rate



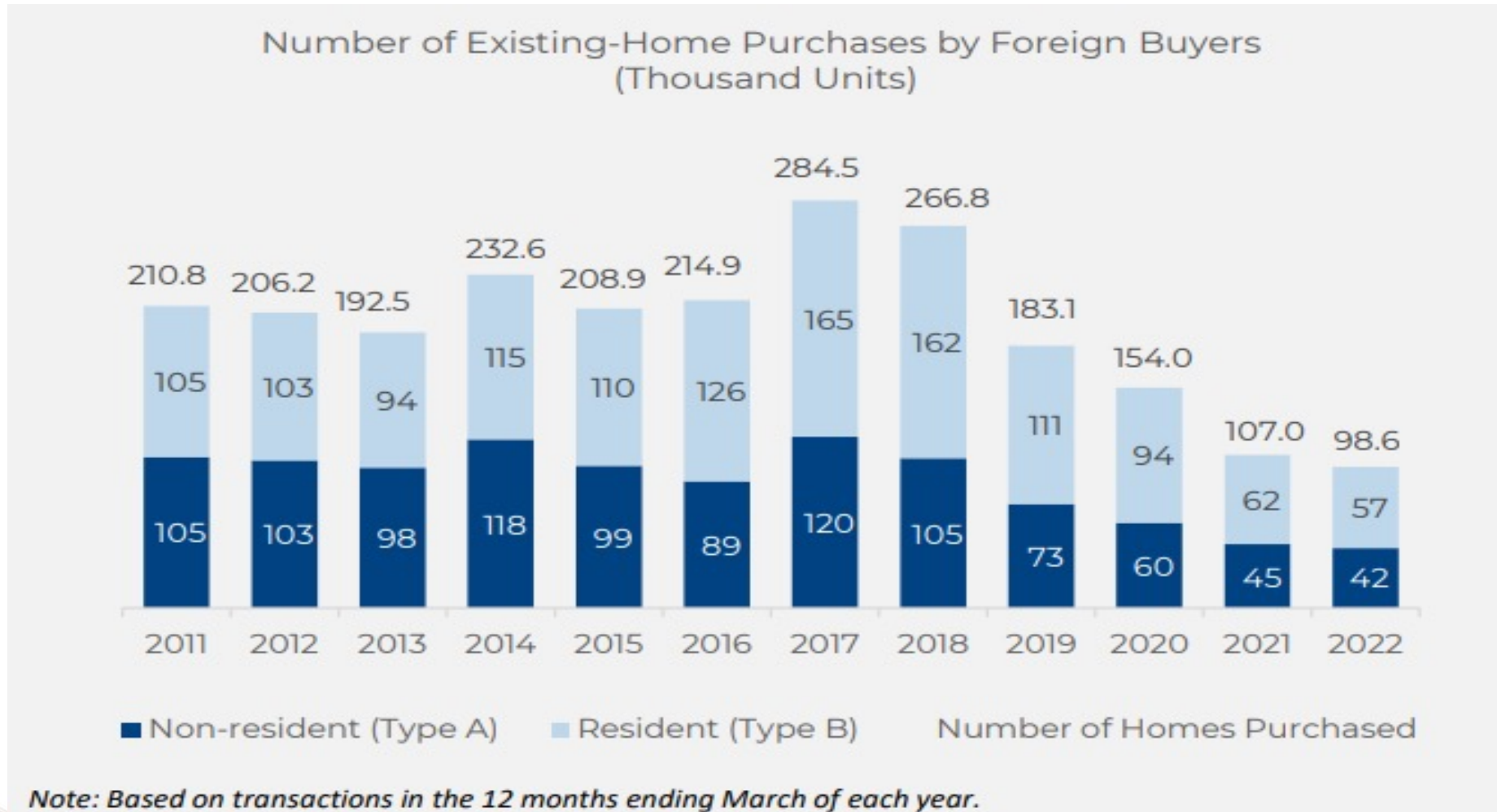
Source: Federal Reserve and Freddie Mac

# Existing-Home Sales - Annual



Source: NAR

# Absent International Buyers



Source: NAR



# International Buyers Going Where?

Share of Top 10 States to Total Foreign Buyer Purchases										
	FL	CA	TX	AZ	NY	NC	NJ	IL	SC	VA
2009	23%	13%	11%	7%	2%	3%	1%	4%	2%	3%
2010	22%	12%	8%	11%	4%	2%	2%	1%	2%	2%
2011	31%	12%	9%	6%	3%	2%	3%	3%	1%	2%
2012	26%	11%	7%	7%	4%	2%	1%	3%	1%	1%
2013	23%	17%	9%	9%	3%	1%	2%	2%	1%	3%
2014	23%	14%	12%	6%	3%	2%	3%	3%	1%	2%
2015	21%	16%	8%	5%	3%	2%	3%	3%	1%	2%
2016	22%	15%	10%	4%	4%	3%	4%	4%	1%	1%
2017	22%	12%	12%	4%	3%	3%	4%	3%	1%	2%
2018	19%	14%	9%	5%	5%	3%	4%	3%	1%	3%
2019	20%	12%	10%	5%	3%	3%	4%	3%	2%	2%
2020	22%	15%	9%	3%	5%	3%	4%	3%	1%	3%
2021	21%	16%	9%	5%	4%	3%	4%	3%	1%	2%
2022	24%	11%	8%	7%	4%	4%	3%	3%	2%	2%

Source: NAR

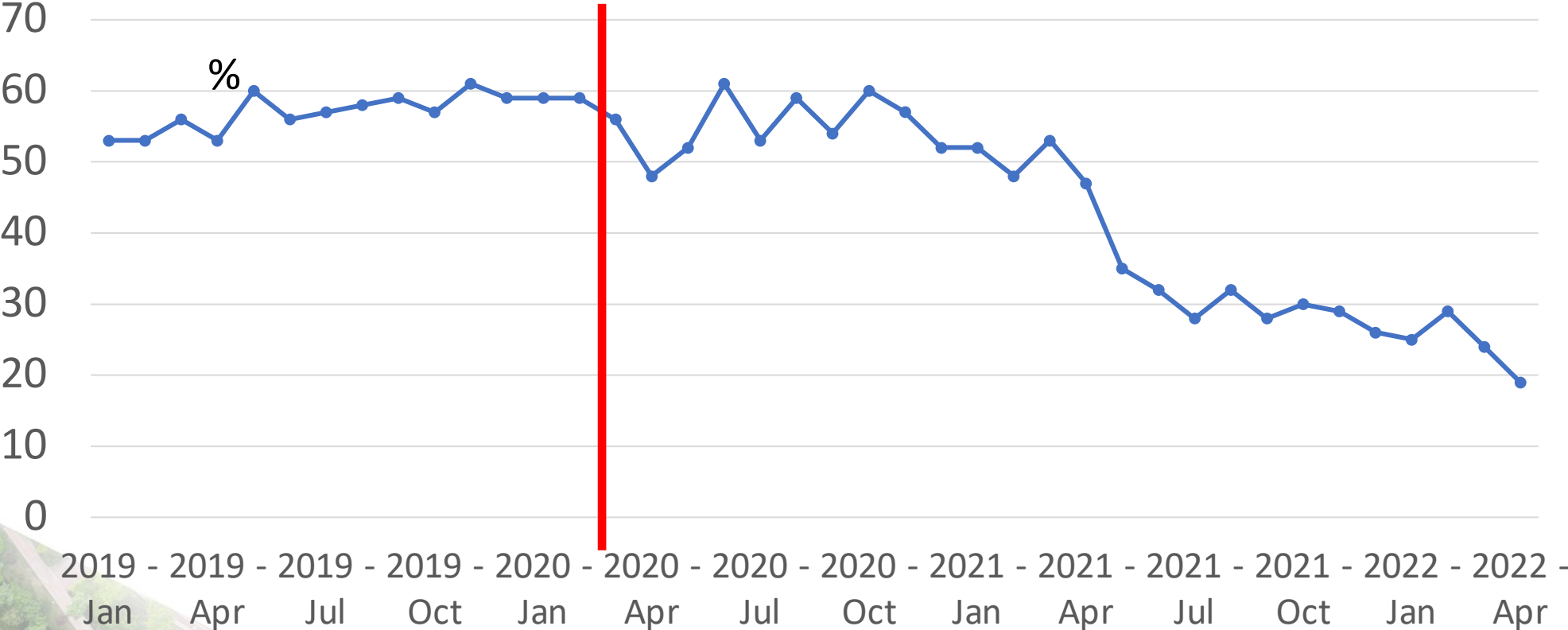
# International Buyer from Where?

Percent Share of Top 10 Countries of Origin to Foreign Buyer Purchases

	Canada	Mexico	China*	India	Brazil	Colombia	Germany	United Kingdom	France	Japan
2007	10%	13%	9%	6%	3%	3%	3%	12%	3%	1%
2008	23%	9%	8%	6%	2%	1%	4%	12%	2%	1%
2009	18%	10%	7%	9%	1%	1%	5%	11%	3%	1%
2010	23%	10%	9%	5%	1%	1%	4%	9%	3%	1%
2011	23%	7%	9%	7%	3%	1%	4%	7%	4%	2%
2012	24%	8%	12%	6%	3%	1%	3%	6%	3%	1%
2013	23%	8%	12%	5%	2%	1%	3%	5%	2%	1%
2014	19%	9%	16%	5%	2%	1%	3%	5%	2%	2%
2015	14%	9%	16%	8%	2%	1%	3%	4%	3%	1%
2016	12%	8%	14%	7%	3%	2%	3%	4%	3%	1%
2017	12%	10%	14%	5%	4%	1%	2%	5%	2%	2%
2018	10%	8%	15%	5%	3%	2%	2%	3%	2%	2%
2019	11%	9%	11%	5%	2%	1%	2%	3%	2%	1%
2020	12%	9%	12%	6%	3%	4%	2%	2%	2%	2%
2021	8%	7%	6%	4%	1%	2%	1%	4%	1%	2%
2022	11%	8%	6%	5%	3%	3%	2%	2%	2%	1%

Source: NAR

# Fannie Mae: Is It a Good Time to Buy?

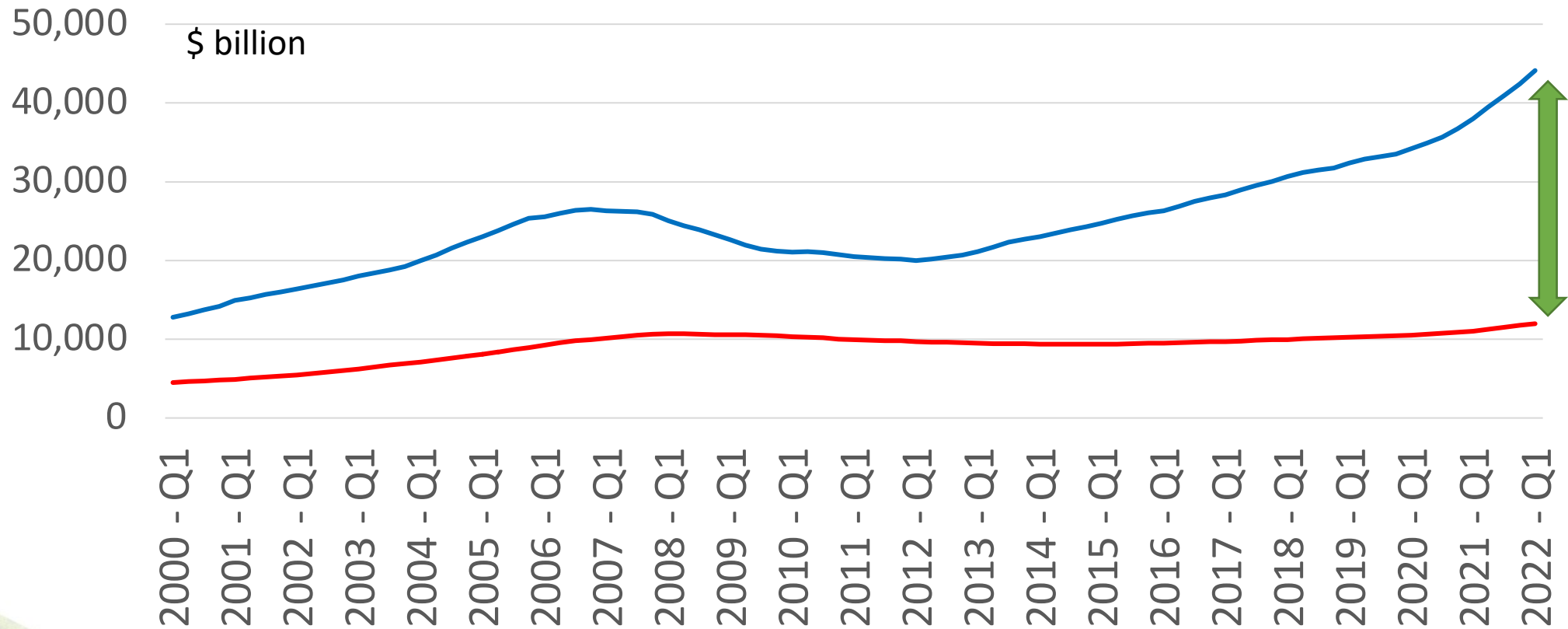


Source: Fannie Mae



# Solid Buffer of Housing Wealth

## Housing Asset Valuation minus Mortgage Debt



Source: Federal Reserve

# Forecast

Year	Unit Sales	Home Price	Dollar Volume
2019	0.0%	+4.9%	+5%
2020	+5.6%	+9.1%	+15%
2021	+8.5%	+16.9%	+25%
2022 forecast	-13%	+11%	-2%
2023 forecast	0%	+2%	+2%

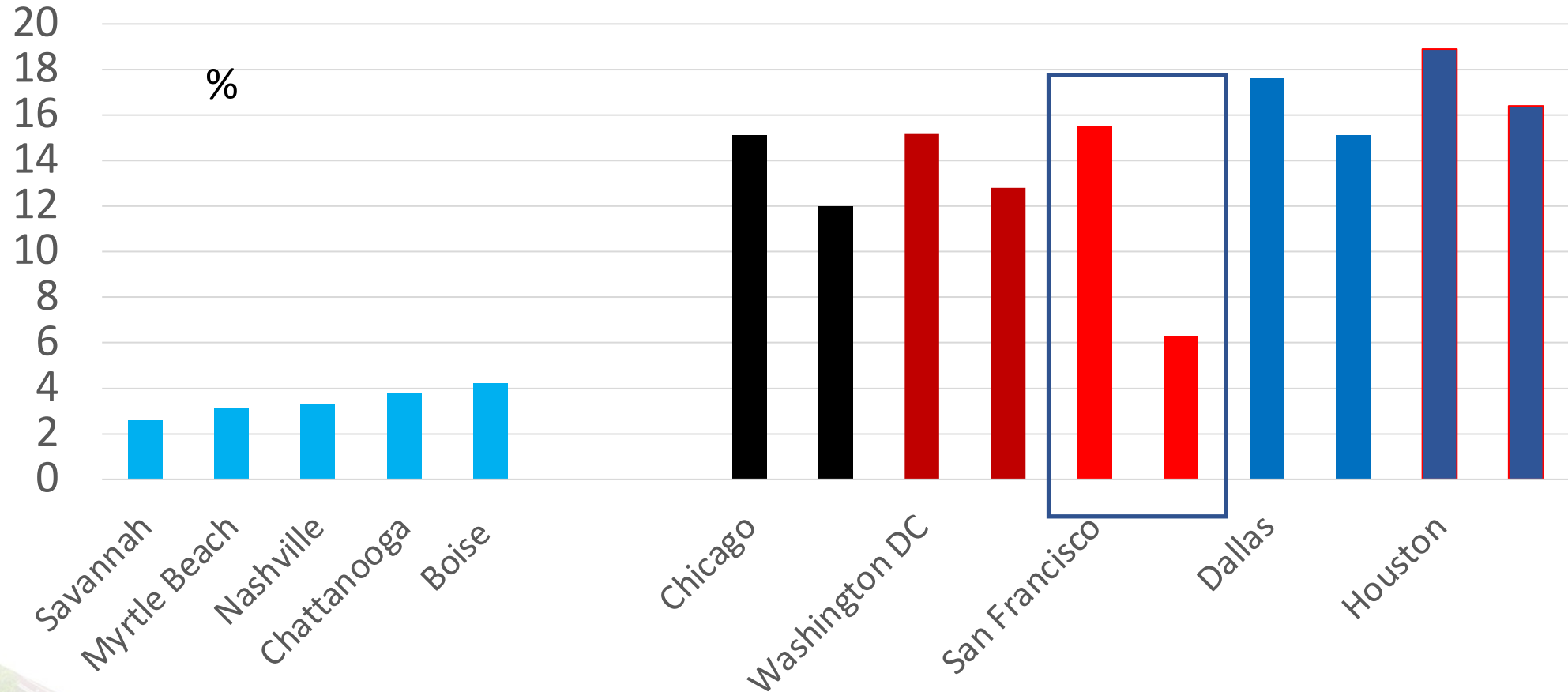
Source: NAR

# Commercial Real Estate



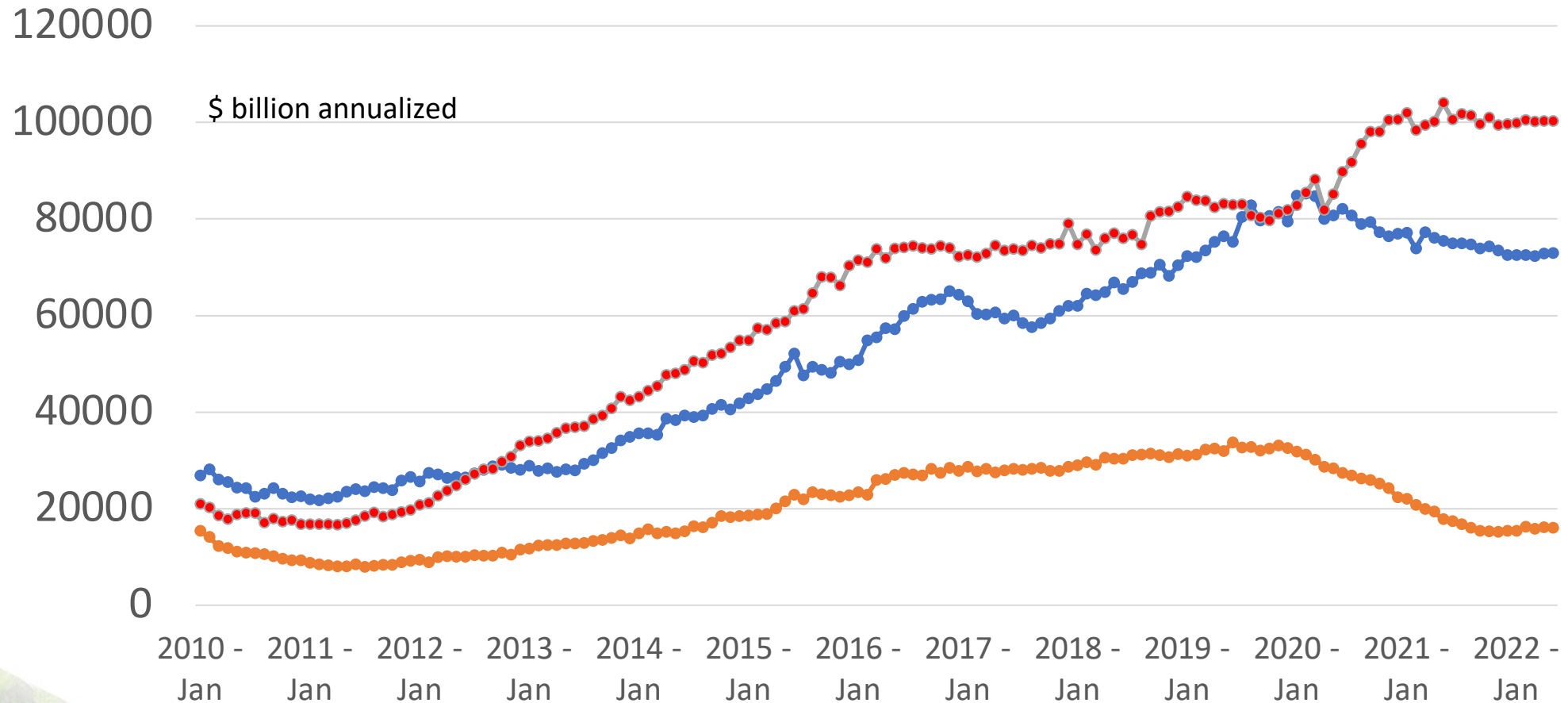
# Office Vacancy Rates

## 2022 Q1 versus 2020 Q1



Source: CoStar

# Construction Completions ... Apartment Boom Office and Lodging COVID Slump

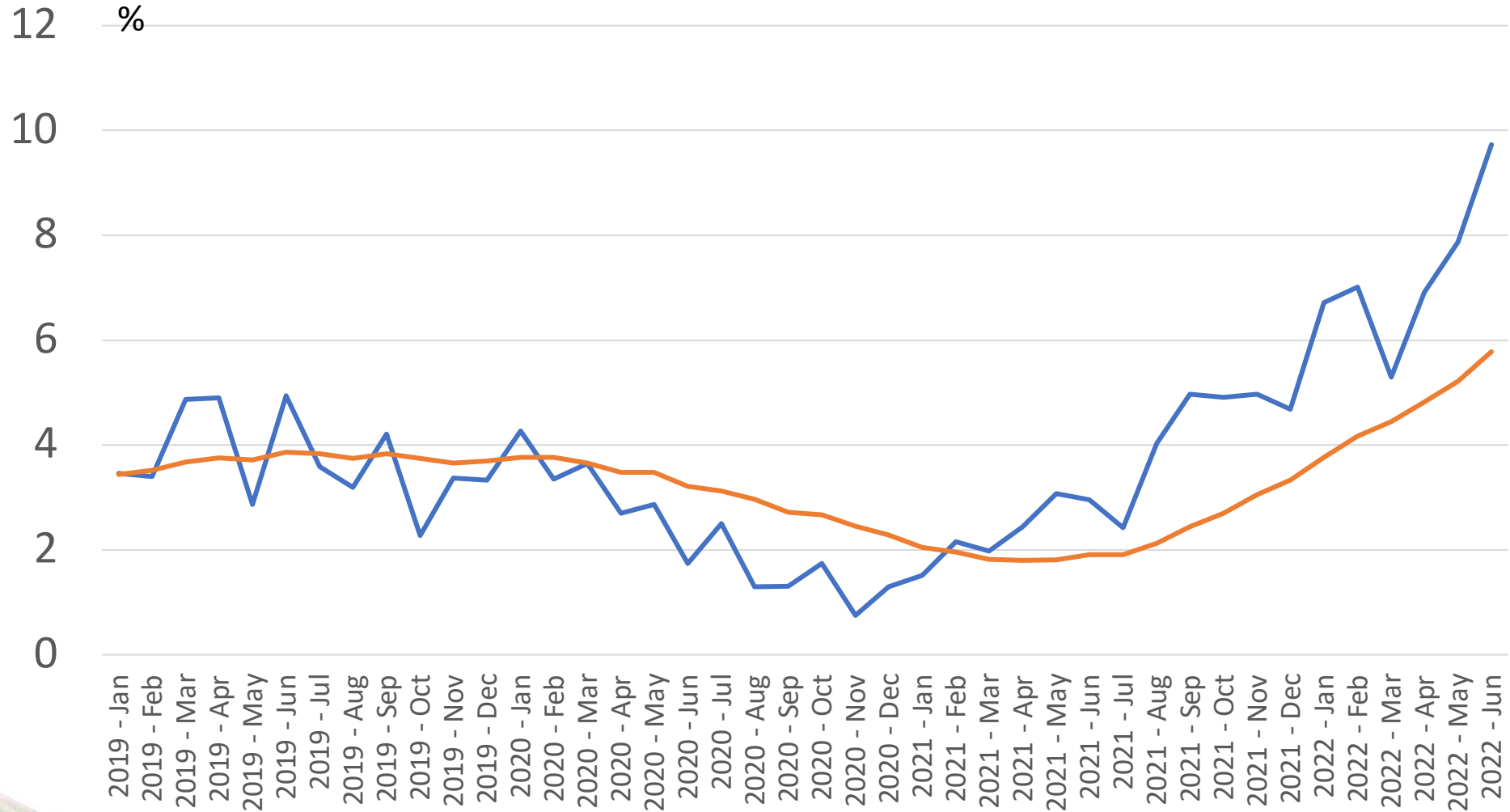


Source: Department of Commerce



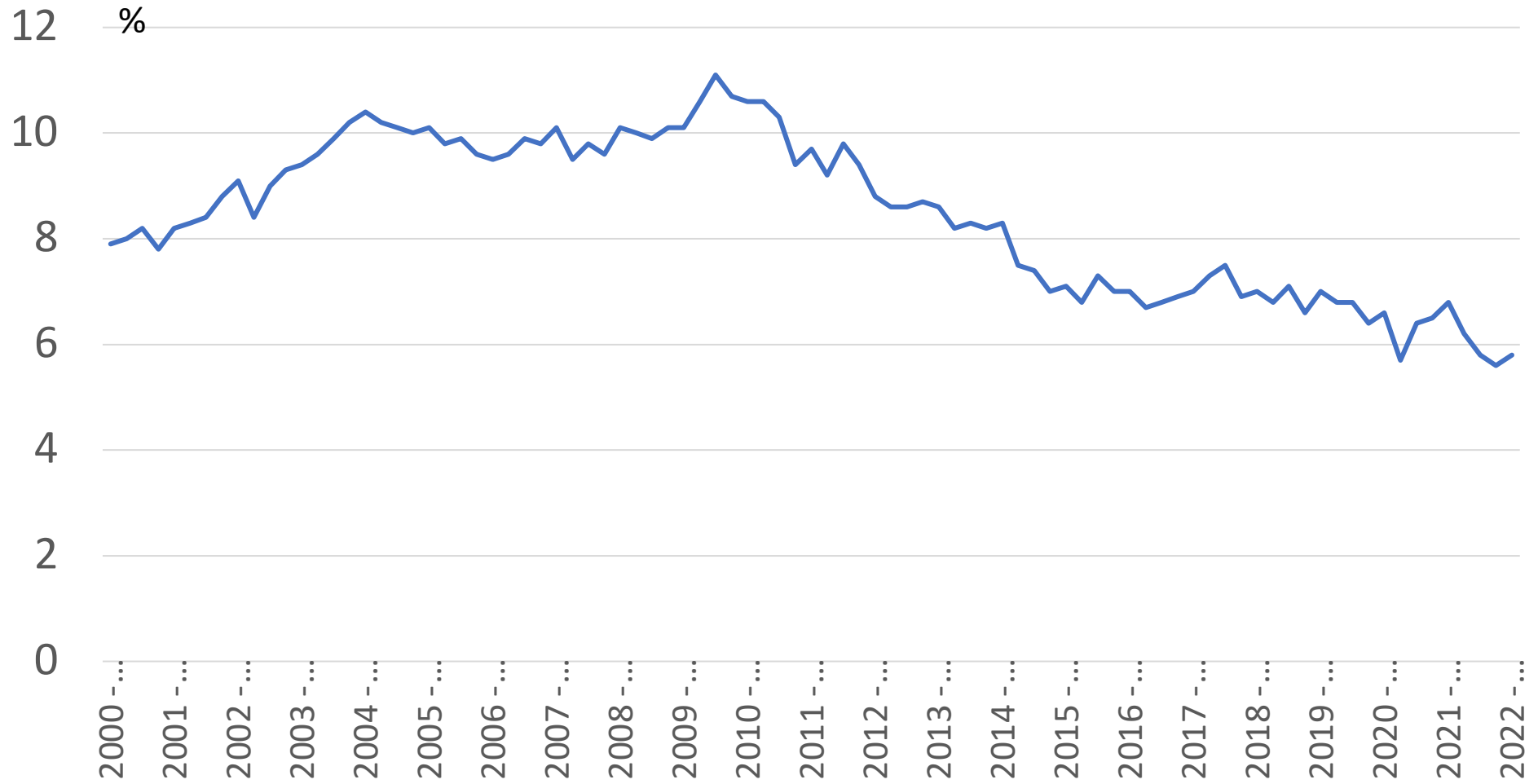
# Rental Rents Accelerating

(from a year ago and annualized rate)



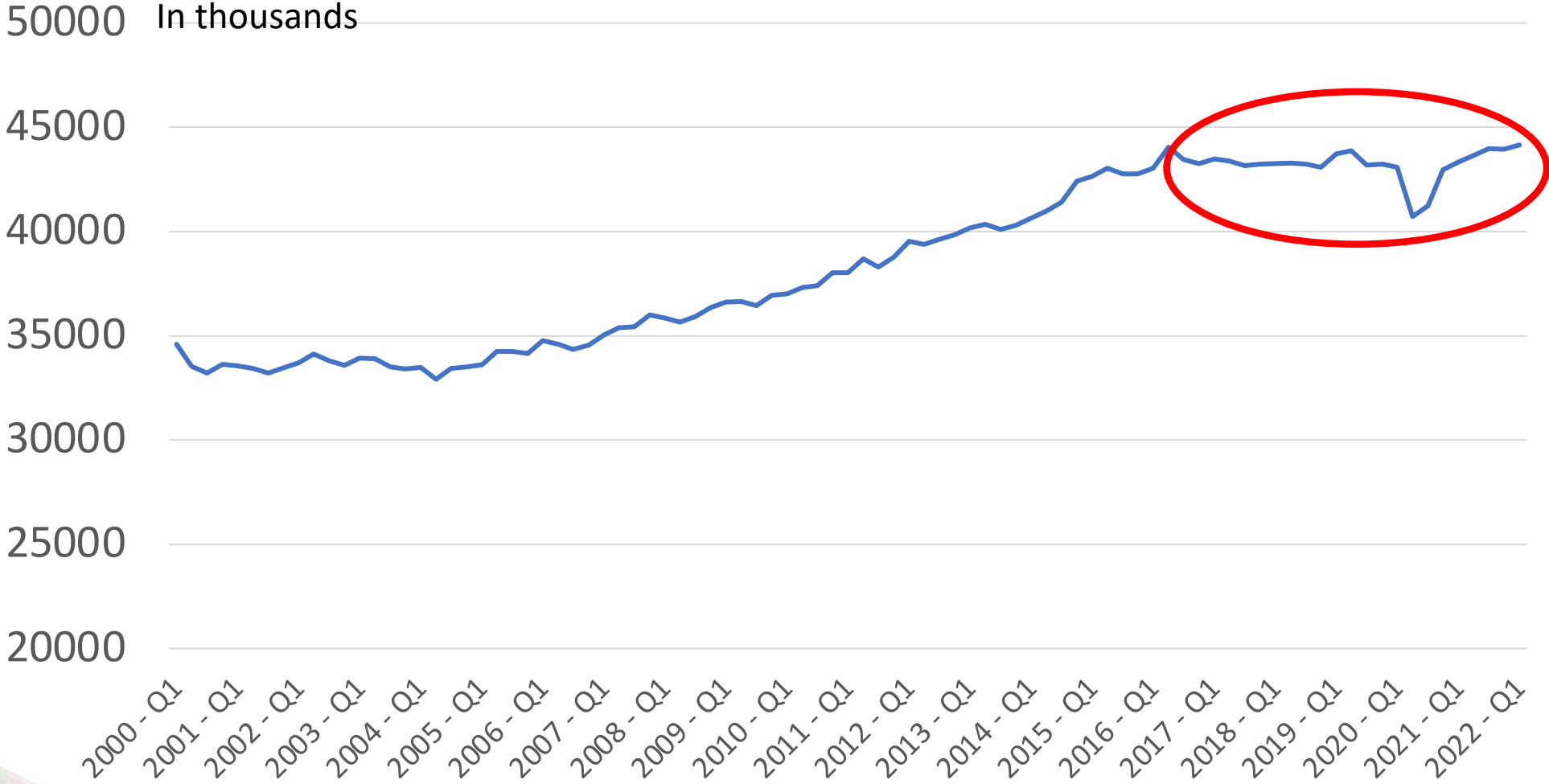
Source: BLS

# Rental Vacancy Rate



Source: BLS

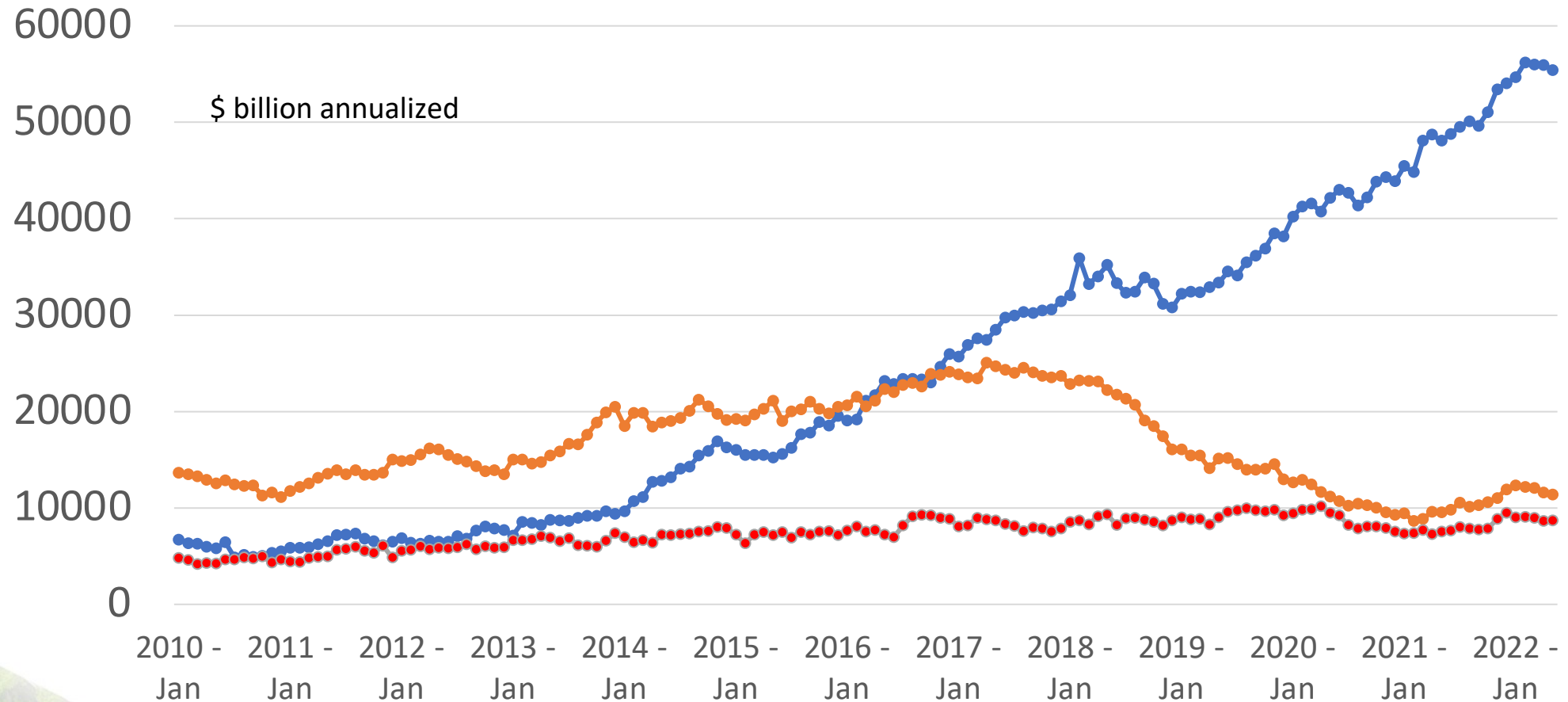
# Renter Households to Rise



Source: BLS

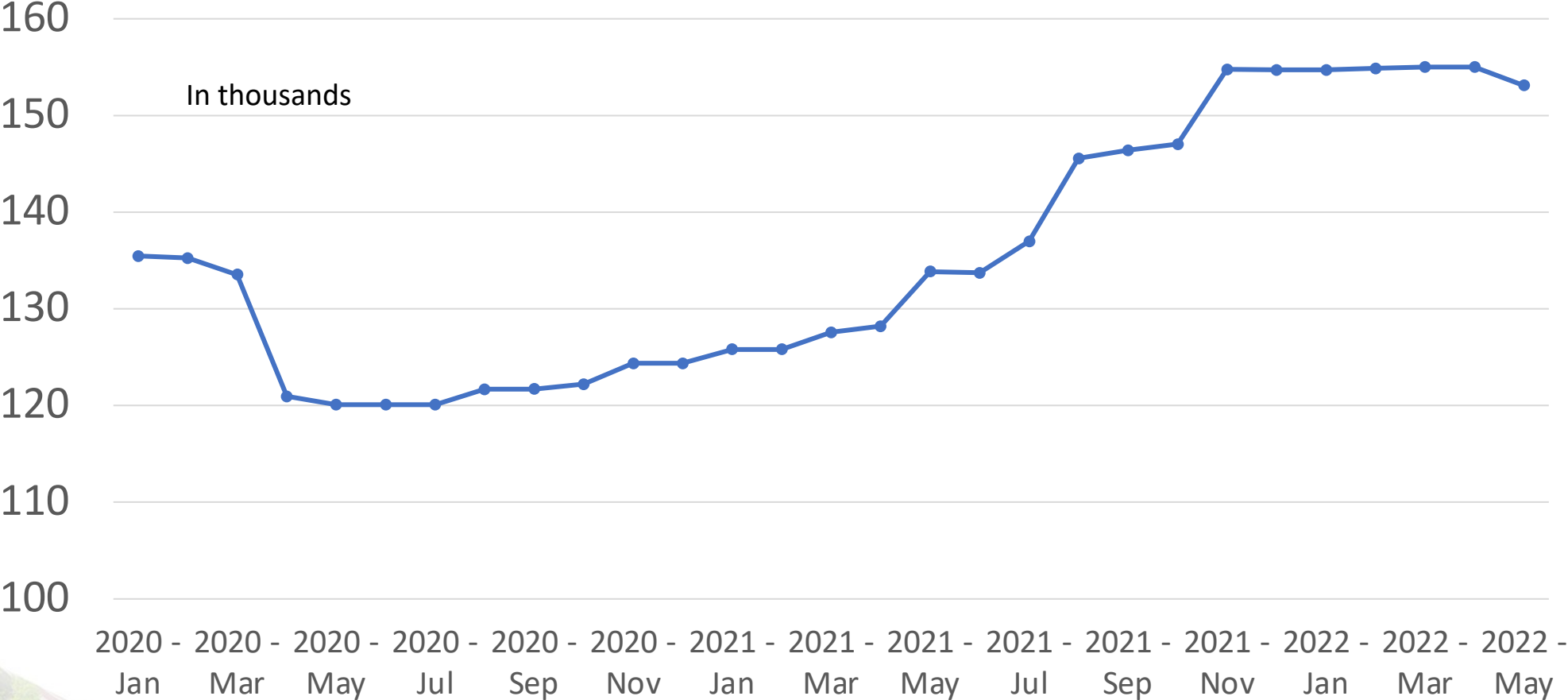


# Construction Completions ... Warehouse Boom Retail/Mall Slump and Restaurant Neutral



Source: Department of Commerce

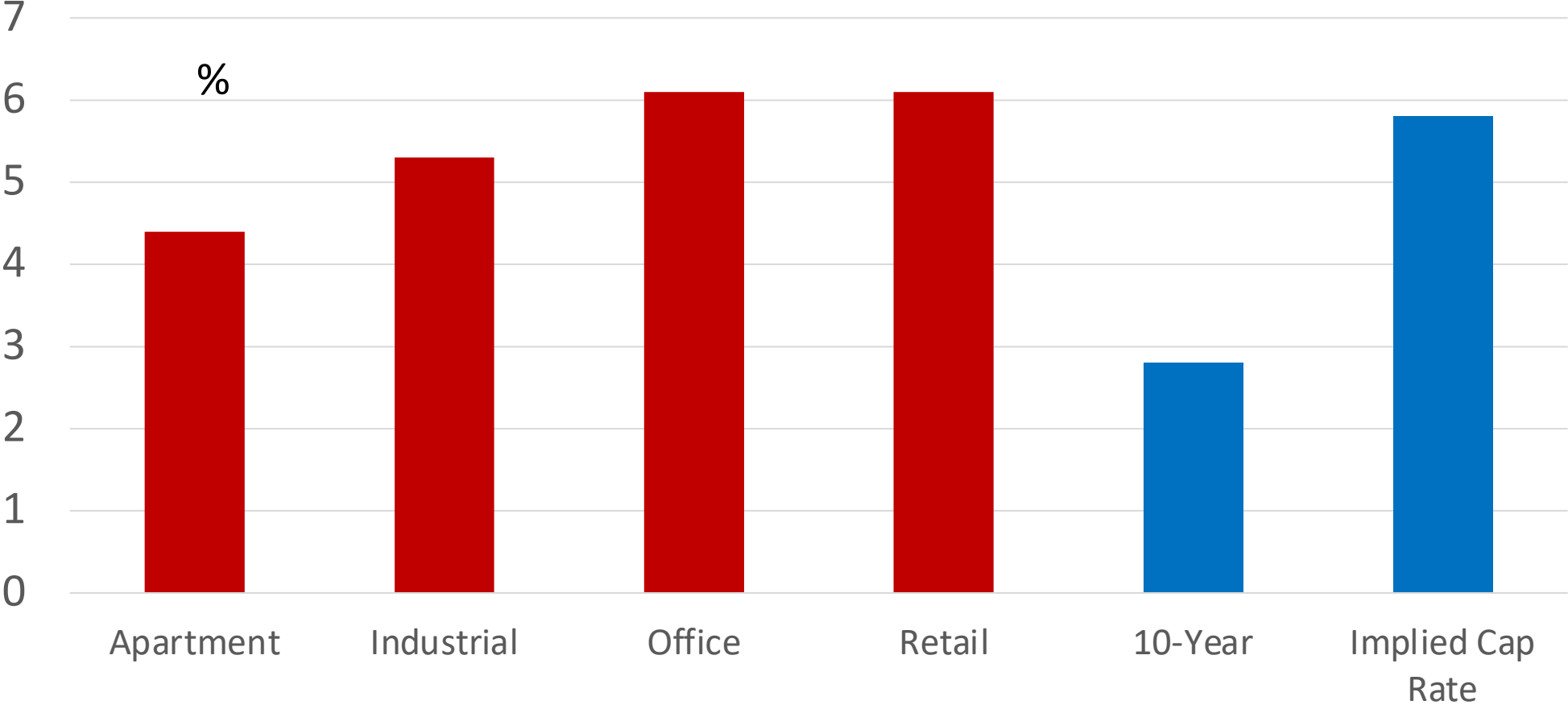
# Commercial Appraisal Value Topping Off



Source: Green Street



# Cap Rates and 10-Year Treasury



Source: Real Capital Analytics and U.S. Treasury



# THANK YOU



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