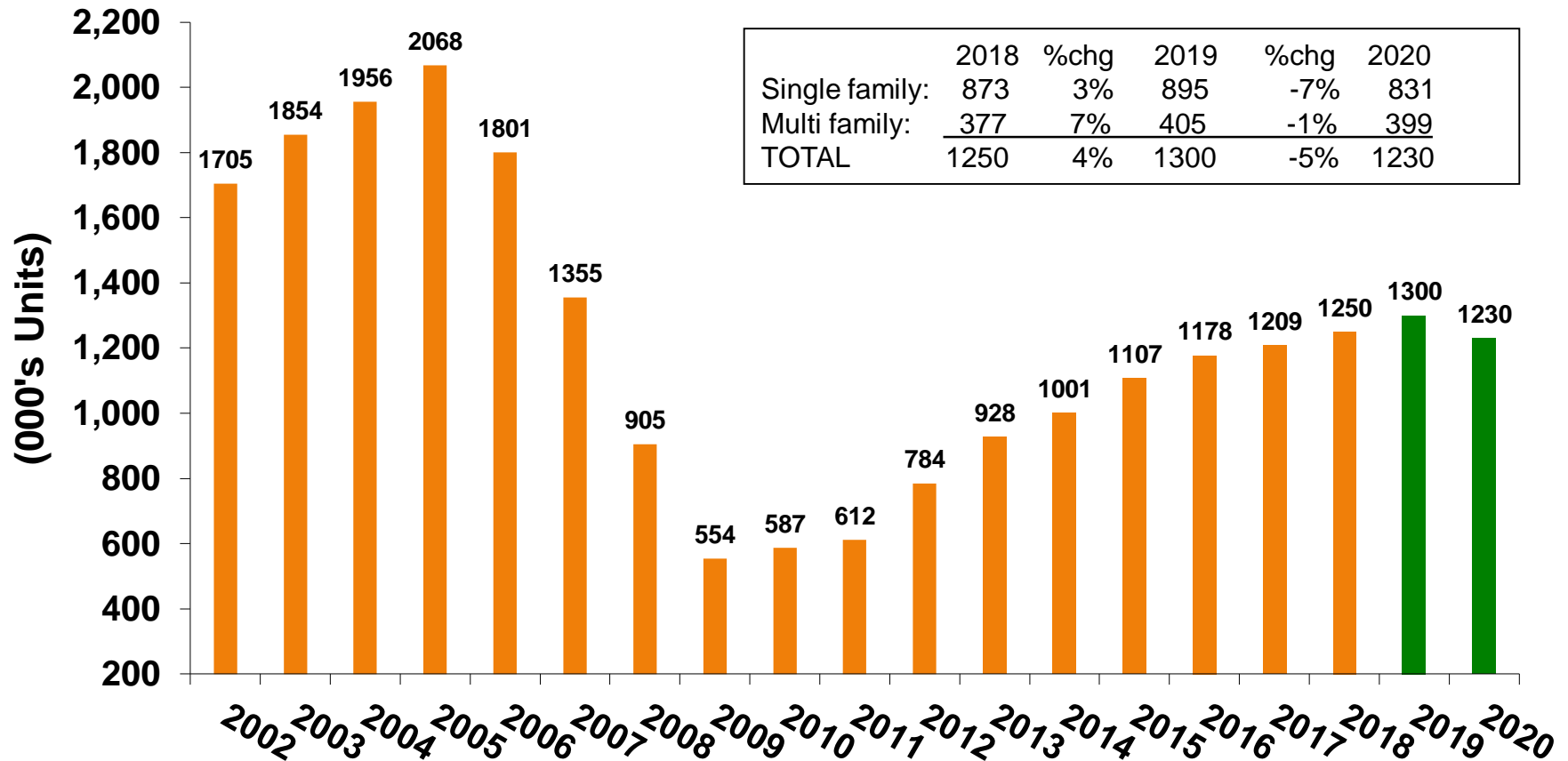


# Annual Housing Starts

Although the FY 2020 forecast has decreased, low interest rates may help to support the market



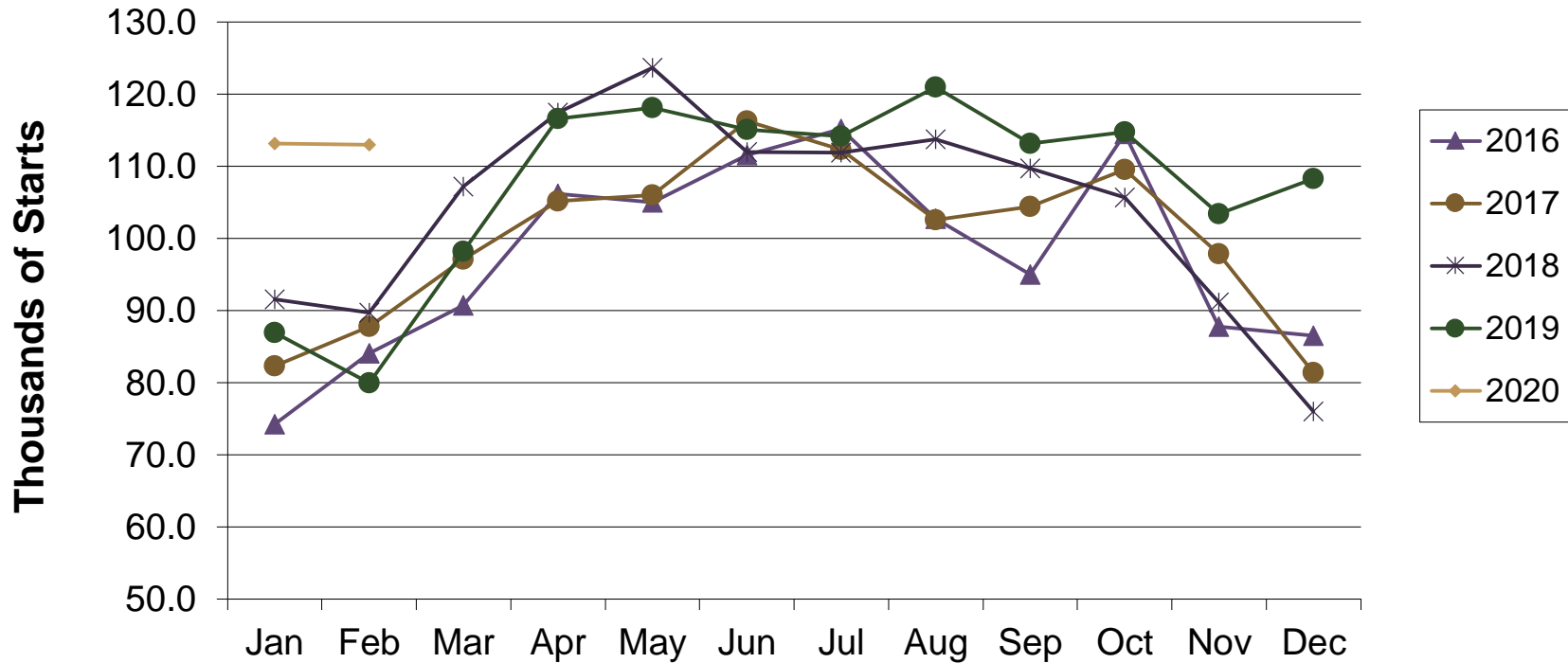
	2018	%chg	2019	%chg	2020
Single family:	873	3%	895	-7%	831
Multi family:	377	7%	405	-1%	399
<b>TOTAL</b>	<b>1250</b>	<b>4%</b>	<b>1300</b>	<b>-5%</b>	<b>1230</b>

NAHB Projection

Source: NAHB Housing/Economic Forecast (most recent update as of March 19, 2020)

# Housing Starts – Seasonal Trend

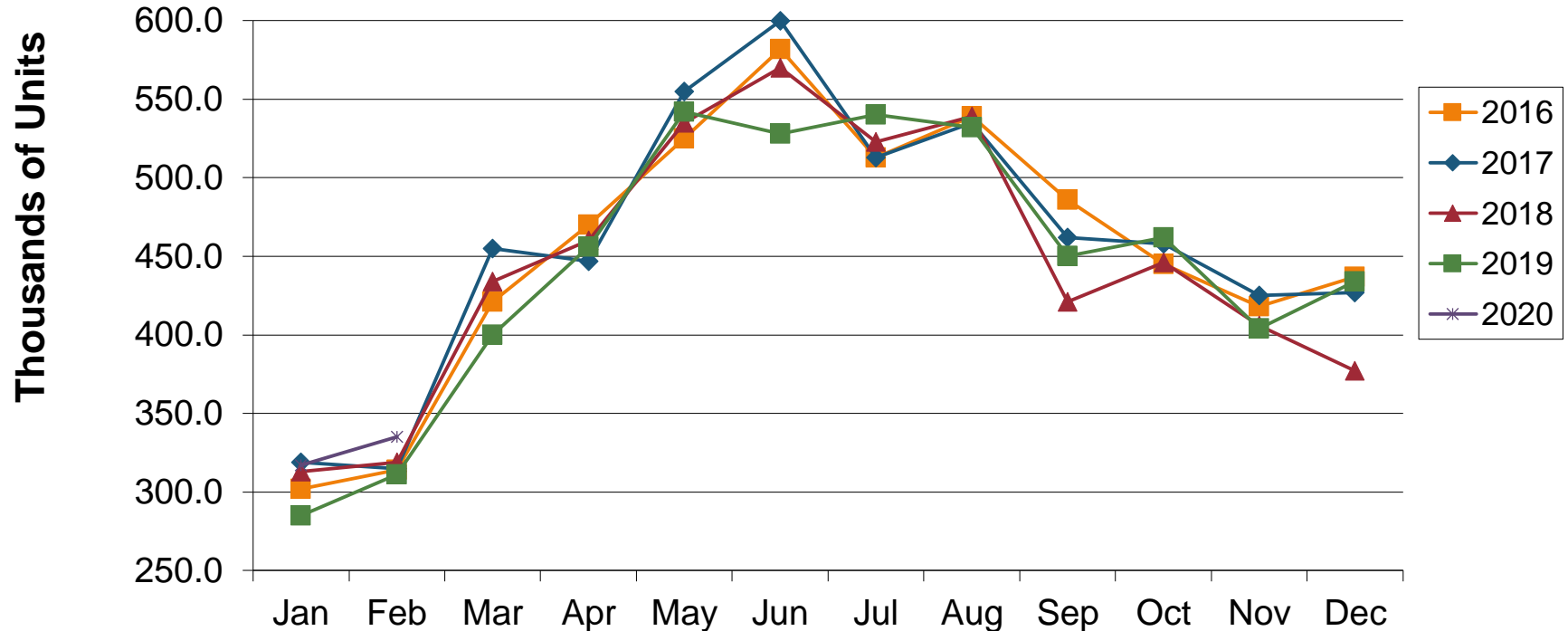
*FY 2019 starts rose 3% over FY 2018. Jan/Feb 2020 rose in comparison to last year, but the future trend is uncertain*



Starts (000's):	1Q	2Q	3Q	4Q	Total
2015	214.6	320.4	318.0	258.9	1111.9
2016	249.1	322.8	313.0	288.8	1173.7
2017	267.2	327.5	319.3	288.9	1202.9
2018	288.5	353.2	335.4	272.9	1250.0
2019	265.2	351.3	348.4	326.5	1291.4

# Existing Home Sales

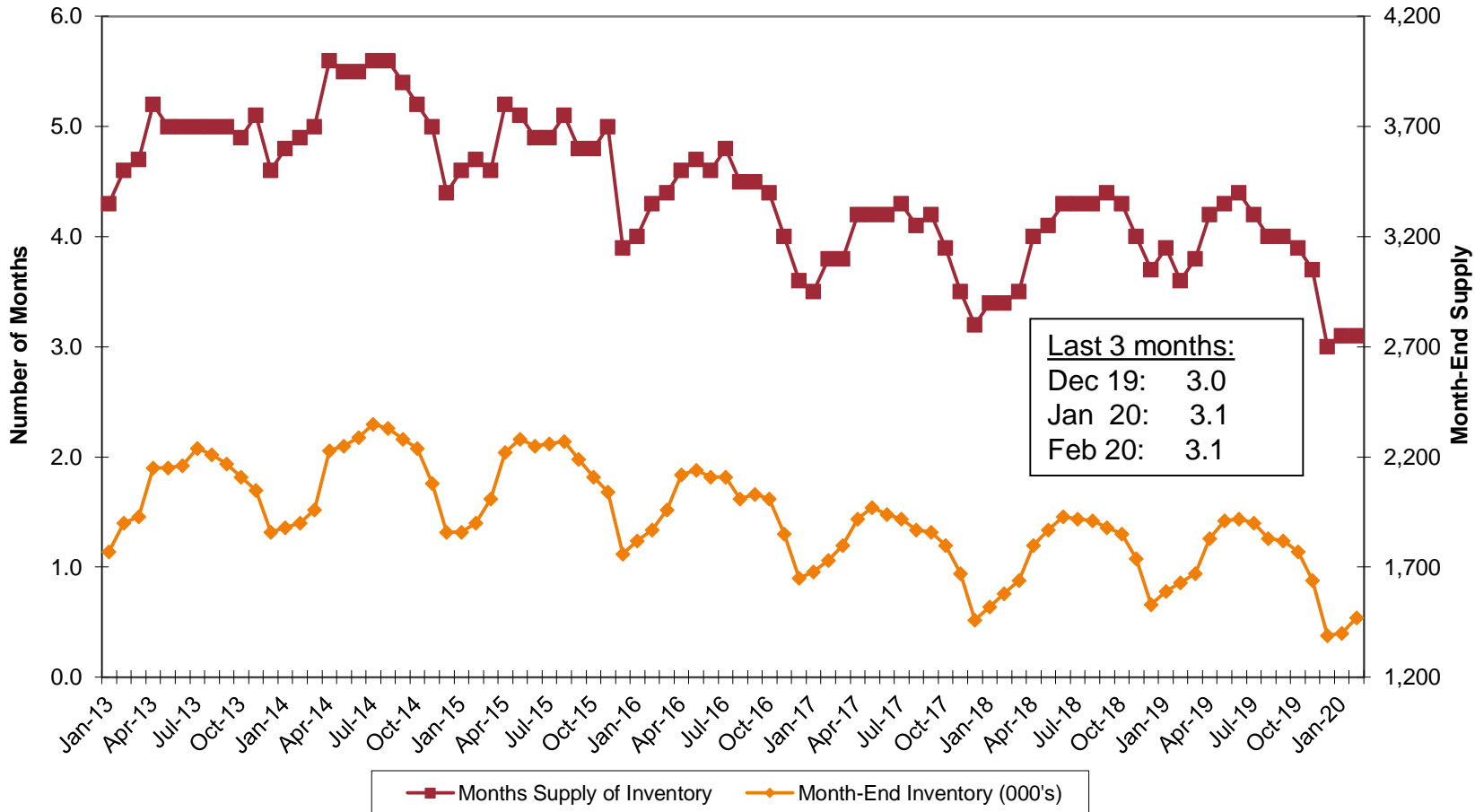
*FY 2019 was flat to 2018. Jan/Feb 2020 have also started relatively flat.*



Sales (000's):	1Q	2Q	3Q	4Q	Total
2016	1037	1577	1538	1300	5452
2017	1088	1602	1510	1310	5510
2018	1066	1565	1483	1229	5343
2019	996	1526	1522	1300	5344

# Existing Home Supply

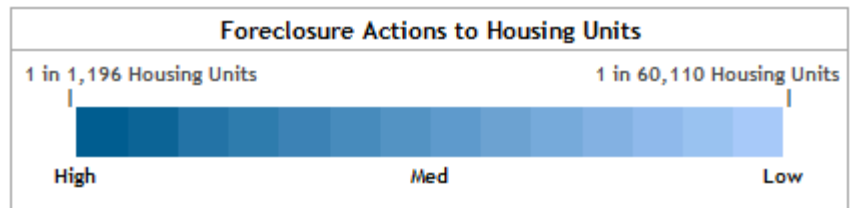
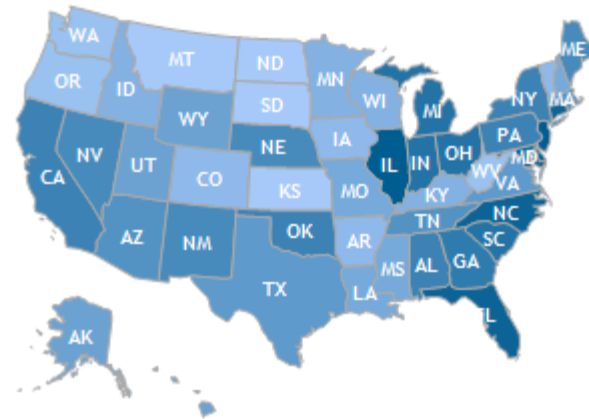
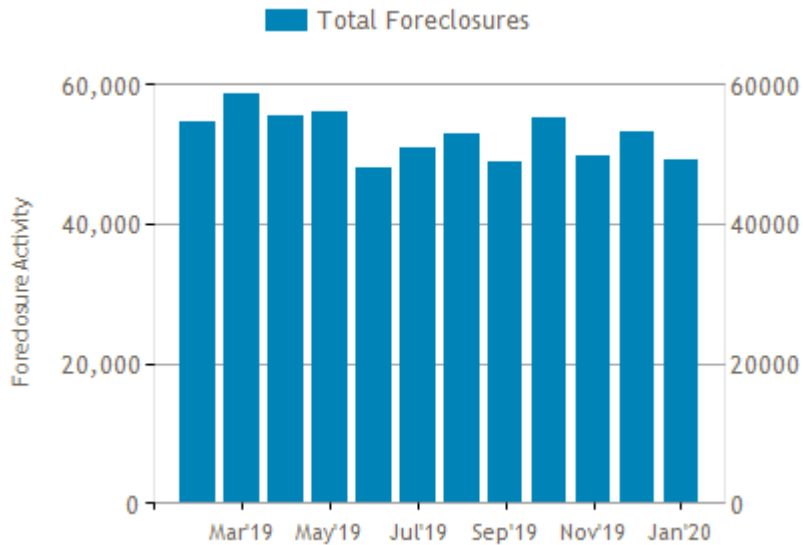
*Sales in Jan/Feb 2020 drove supply down; sales likely to slow in near future*



Source: Federal Reserve of St. Louis (fred.stlouisfed.org; not seasonally adjusted)

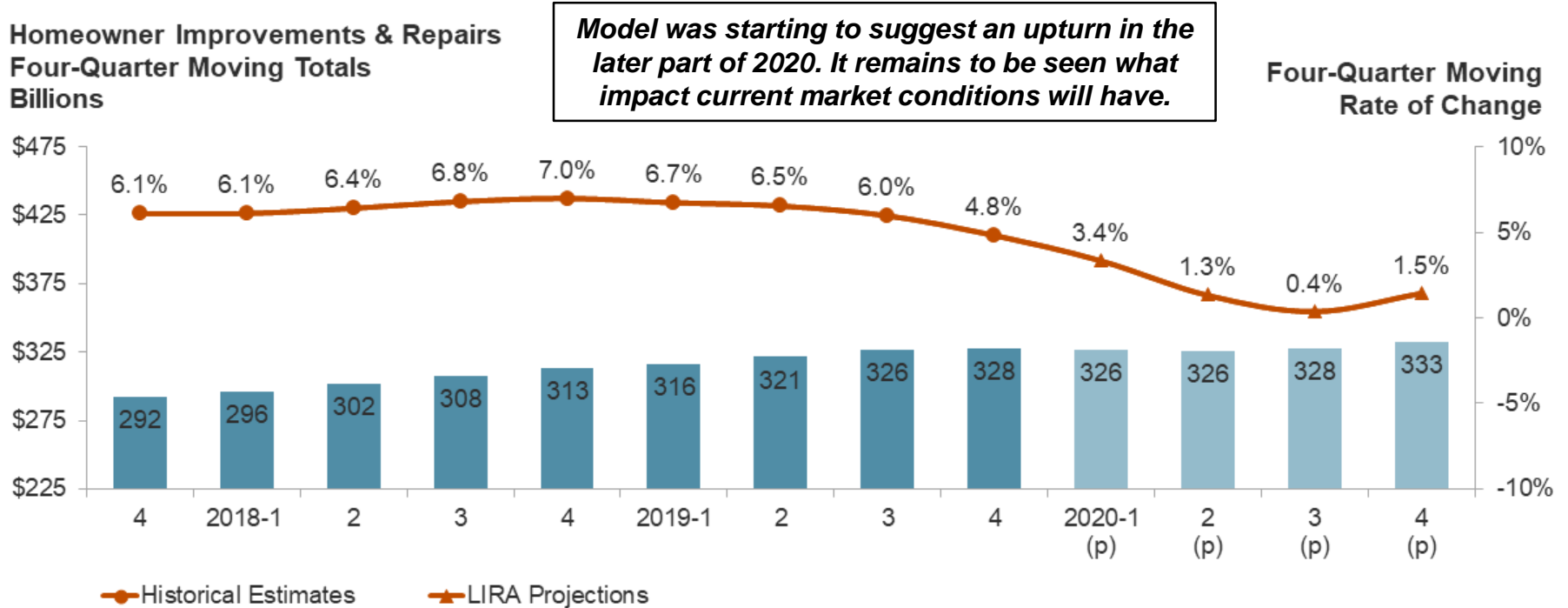
# Foreclosures

*Foreclosures remain low through January, with ongoing concentrations in Florida, Illinois and New Jersey. Moratoriums on foreclosures and evictions are in place for GSE-backed loans*



# LIRA Remodeling Index

## Leading Indicator of Remodeling Activity – Fourth Quarter 2019



Note: Historical estimates since 2017 are produced using the LIRA model until American Housing Survey benchmark data become available.

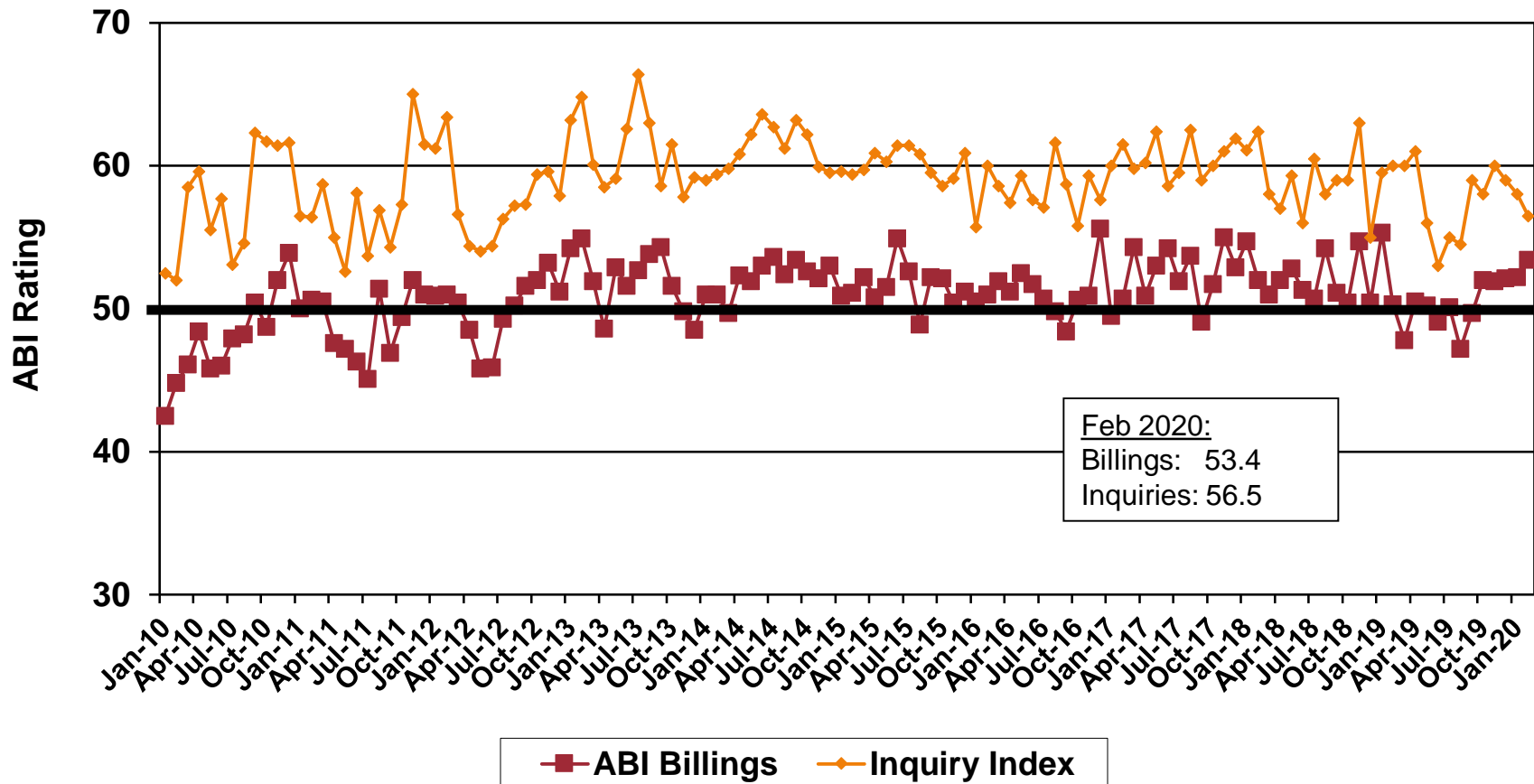
*Factors in Harvard's LIRA Index:*

- Pending home sales
- Building material shipments
- Contractor sentiment and hours worked
- Cash out refinancing data
- General economic indicators

# Commercial Construction Economy

# Architecture Billings Index

*ABI is a leading indicator of future construction activity (50 = no change from prior month)  
The billings index was at a high point in February; activity expected to decline in near future*

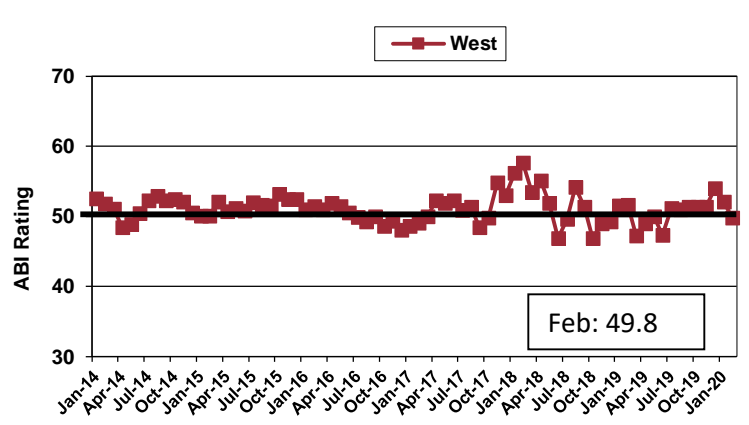
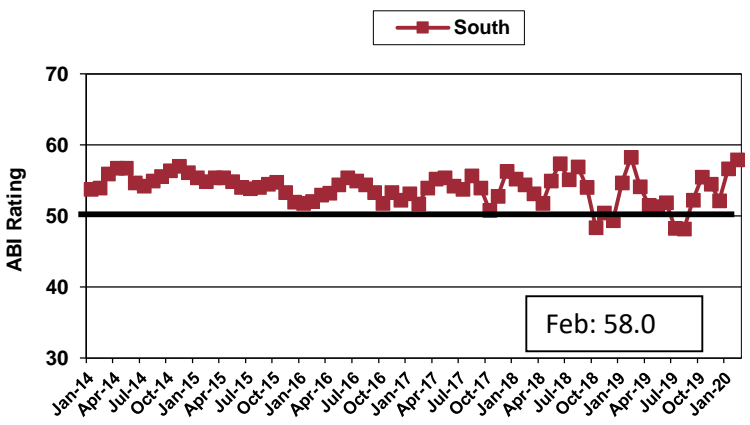
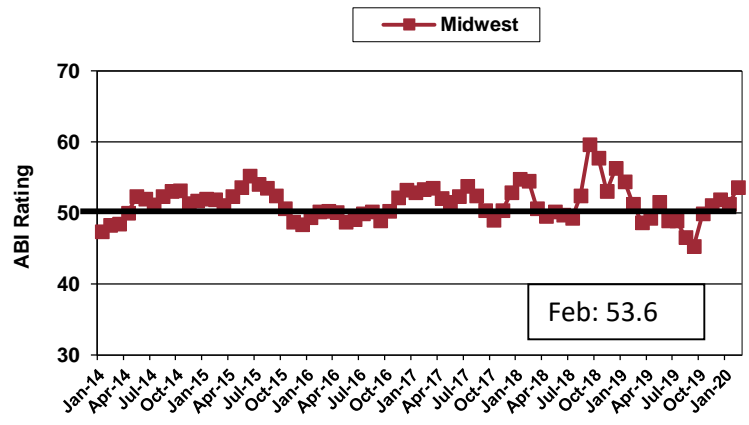
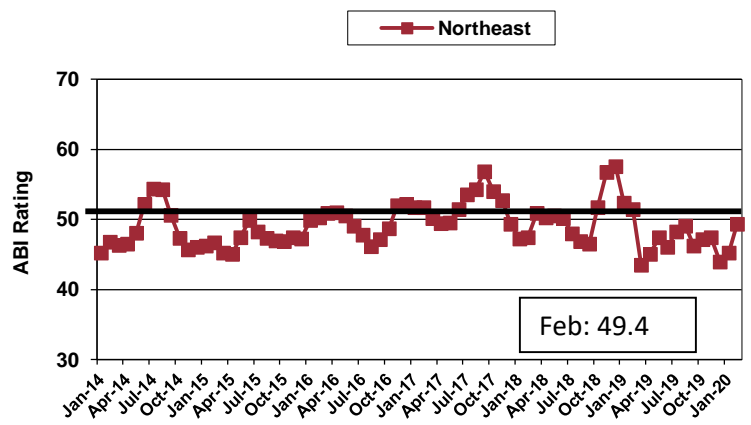


Source: American Institute of Architects ([www.aia.org](http://www.aia.org)).  
Prior months subject to revision  
Inquiries numbers are approximate



# Architecture Billings Index - Regions **JL** JOSEPH LUNDGREN CONSULTING

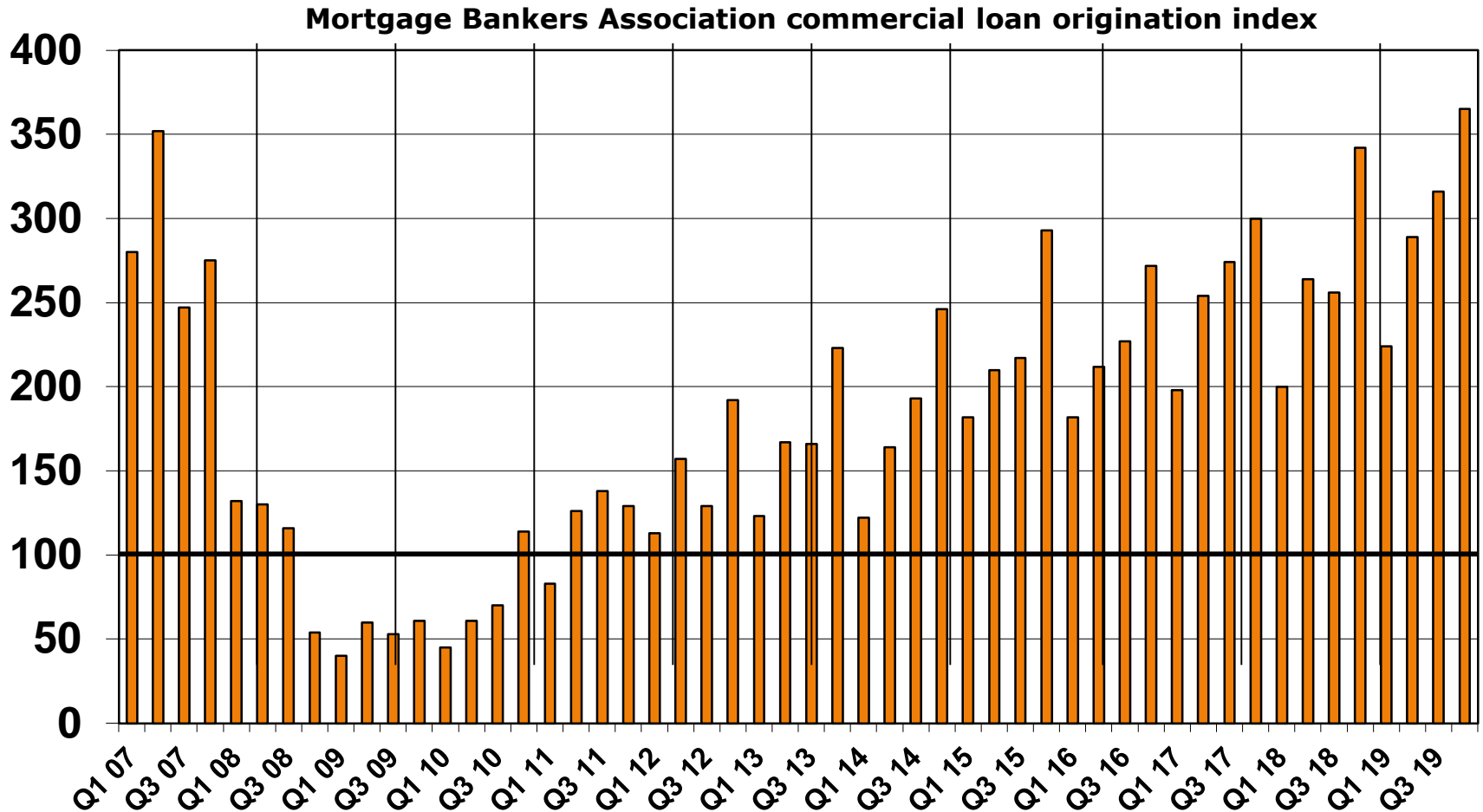
ABI is a leading indicator of future construction activity (50 = no change from prior month)  
 The Northeast continues to be the weakest region



Source: American Institute of Architects ([www.aia.org](http://www.aia.org))

# Commercial Lending Market

7% increase in Q4 to finish a strong 2019



Source: Mortgage Bankers Assoc. (mba.org) Quarterly index: 2001 = 100.