Volume XXX #1
June 2021

Bowden's *MARKET BAROMETER*™

All the trends that are fit to follow . . .

Barometric Beat

Navel-Gazing

As the real estate market continues its skyrocketing trajectory, the general consensus is that prices will not deteriorate anytime soon. The rampant escalation is being fueled by fervent demand and low inventory and exacerbated by historically low interest rates, which the Fed has vowed to maintain for another year or so.

As the condition lingers, we become increasingly introspective, pondering the source(s) of the demand and the relative depth and sustainability of that demand, particularly in light of the fact that unemployment remains elevated and wages continue sluggish for the majority of workers. In other words, "Where is the Money?" We will address the issue in a moment, but first some barometric readings.

According to **ATTOM Data Solutions'** Q1 2021 ***U.S. Home Equity & Underwater Repor***t, 17.8 million residential properties, or about 32% of the mortgaged homes in the U.S. are considered equity-rich, defined as the combined estimated amount of loans secured by those properties as 50% or less of their estimated market value. This ratio has risen 5.4 percentage points from 26.5% in in Q1 2020.

Based on April data from the **Mortgage Bankers Association (**MBA) the average new home loan size was $377,434, the highest in MBA survey history.

A recent Realtor.com report revealed that the median home price for active listings grew 17.2% year-over-year in April reaching a new all-time high of $375,000.

Redfin reports that the average home sale price increased by a record 21% in April to a new high of $348,500. Based on its data, it also reported that the average home sold for 1.4% more than the asking price in the same time period.

Redfin also noted that sales of luxury homes in April rose 41.6% year-over-year. This compares to a 7% increase in affordable home sales and a 5.9% increase in mid-priced home sales.

Redfin defines an average luxury home price as $975,000; a mid-priced home as $272,000; and an affordable home price as $184,400.

Examples of luxury market activity include the Hamptons in New York where homes sales increased 48% year-over-year in Q121 and the median sales price jumped 31% to $1.3 million. Bidding wars were observed in nearly one-quarter of all sales transactions and the greatest increase in sales activity has been for homes over $2.0 million.

Barometric Beat *(Continued)*

Realtor.com reports that the typical home spent just 43 days on the market, 20 days less than last year. April data revealed that the inventory of homes actively for sale decreased 53.0% over the past year accounting for 554,000 fewer active listings.

According to Freddie Mac, new entry-level housing supply is at a five decade low and the gap between inventory and demand is widening. In 2020, just 65,000 new entry-level homes were completed while there were 2.38 million first-time homebuyer purchases. Existing home sales were up 33.9% year-over-year in April.

Adding to the fray is the increased investor activity fueled by developers of single-family rental communities and companies like **BiggerPockets** (www.biggerpockets.com) and **Fundrise** (www.fundrise.com) which are real estate investment vehicles for individuals. According to **John Burns Real Estate Consulting**, one in five existing homebuyers is a company, and a recent **Redfin** study showed that investors purchased one of every seven homes in the U.S. in Q121 for a 2.7% year-over-year increase.

According to Redfin, investor purchases of high-priced homes jumped 19.8% year-over-year in Q121 compared to a 12.7% increase in mid-priced home purchases and a decline of 9.2% in the purchase of low-priced homes. Investors accounted for the largest market share in the multifamily sector in Q121, acquiring 25.8% of all multifamily properties sold in the U.S.

The homeownership rate in Q1 2021 stood at 65.6%, up 3/10 of a percentage point from 65.3% one year prior suggesting that existing homeowners and investors are making the large majority of the purchases.

Reflective of the escalating prices, a recent study by the **National Association of Home Builders** found that regulations imposed by all levels of government on new homes account for $93,870 or 23.8% of the current average sales price of $397,300. To add insult to injury, lumber prices have tripled over the past year and have added another $35,872 to the average price of a new home.

The U.S. housing market is 3.8 million single-family homes short of what is needed to meet the country's housing demand, up more than 50% from 2018, per Freddie Mac. Single-family housing starts rose to 991,000 last year but according to the GSE, builders would need to construct between 1.1 million and 1.2 million single-family homes a year to meet long-term demand. The last time single-family housing starts broke 1.0 million was in 2007.

A recent study from Realtor.com and HarrisX (https://harrisx.com) indicated that help may be on the way for entry-level and trade-up buyers as 10% of U.S. homeowners plan to sell their homes within the next 12 months. According to realtor.com, this is 25% more than the share of homes that come to market in a typical year. Further, another 16% of homeowners are "likely" to list their homes over the next two to three years.

Roughly 60% of these potential sellers say they plan to price their homes below $350,000 and 28% plan to sell in the $500,000 to $750,000 price range, which at this time in our history fits the move-up category.

Barometric Beat *(Continued)*

As our readership well know, omphaloskepsis (navel gazing) is not among our talents, so in reviewing current market conditions and the potential trajectory scenarios, BMB focused on developing a demographic age/income profile of macro-level household growth over the next five years. Our goal in this endeavor was to develop a "big picture" perspective relative to the volume of buyers for each rung on the real estate ladder, i.e., entry-level/first home; move-up; and luxury/second/investment homes.

As of 2020, the median (national) household income had risen less than three (3%) percent per year since 2000 and incomes had declined at the lower levels while continuing to climb at the top of the economic ladder. This resulted in the share of affluent households exhibiting unprecedented growth.

For example, between 2000 and 2019, the share of households earning less than $100,000 per year declined from representing 87.7% of all households to 70.3%. At the same time, the share of households earning at or above $100,000 grew from representing 12.3% in 2000 to accounting for 29.7% of households in 2019.

The following tables compare five years of projected household growth based on key age groups and household income levels.

HH Growth by Age Group 2021 - 2026

Age Group	#	%	# HHs 2026
15 - 24	116,589	2.4%	4,983,689
25 - 34	**-1,066,578**	**-5.8%**	**17,268,062**
35 - 44	636,967	3.0%	22,190,397
45 - 54	**-186,499**	**-0.8%**	**21,836,299**
55 - 64	**-452,854**	**-1.9%**	**23,503,091**
65 - 74	**3,418,763**	**17.0%**	**23,567,807**
75+	1,397,096	9.4%	16,246,937
Totals	3,863,484	3.1%	129,596,282

HH Growth by Age Group 2021 - 2026

HH Income Range	#	%	# HHs 2026
<$50K	**-2,823,592**	**-5.9%**	**45,245,112**
$50K - $74.9K	**-348,578**	**-1.7%**	**20,480,028**
$75K - 99.9K	205,832	1.3%	15,874,553
$100K - $124.9K	603,998	5.1%	12,469,808
$125K - $149.9K	**1,012,416**	**12.1%**	**9,360,352**
$150K - $199.9K	**1,524,475**	**16.9%**	**10,523,224**
$200K+	**3,688,933**	**30.9%**	**15,643,205**
Totals	3,863,484	3.1%	129,596,282

Red = Negative Growth
Green = >10% Growth
Source: U.S. Census Bureau/Environics Analytics

Based on the analysis, unprecedented household growth and significant market depth is projected for the mass affluent and über affluent demand segments, particularly in the Pre-retirement and Retirement categories that encompass both the Baby Boomer and Gen-X market segments. On the national level, 6,829,822 households will be added to this particular demand segment by 2026.

Barometric Beat *(Continued)*

The "mass" affluent demand segment is defined as those households earning at or above $100,000 and the "über" affluent are those households earning $200,000+, on an annual basis. The growth of these segments bodes extremely well for second/vacation home retirement, and investment home purchases.

Based on the data, it is obvious that as incomes grow the lower income brackets lose market depth. Nevertheless, households earning less than $100,000 per year account for 81,599,693 households for a 63% share of all households by 2026, suggesting strong demand for entry-level housing. In comparison, 15,643,205 über affluent households are projected by 2026 accounting for 12% of all households. The "mass affluent" segment (excluding the über affluent households) is projected to account for 32,353,384 households by 2026 for a 25% share.

Based on income alone, it appears that the entry level/first-time homebuyer segment supplies the most demand, followed by the mass affluent segment which represents the move-up buyer.

From an age standpoint, the 25 to 34 age group will age into the 35 to 44 age group over the five-year period resulting in more than 22 million households. This is similar in volume to the 45 to 54 age group. While (in combination) the 45 to 54 and 55 to 64 (pre-retirement) age groups are losing marginal volume, the two groups account for 45,339,390 households by 2026. While this is notable, the combined segment is smaller than the 55+ segment, which accounts for 63,317,835 households. This segment grows by approximately 15% over the five-year period, the highest rate of growth of any age group.

The age component of the analysis suggests strong demand for retirement products, followed by the move-up category.

We then analyzed household growth by age and income, in combination. Our findings were revealing but not unexpected.

HH Growth by Age and Income 2021 -2026

Age Group	#HHs <$100K	% Growth	#HHs $100K+	% Growth
15 - 24	10,965	9.4%	105,624	90.6%
25 - 34	-1,427,249	0.0%	360,671	100.0%
35 - 44	-666,596	0.0%	1,303,563	100.0%
45 - 54	-304,876	0.0%	1,118,377	100.0%
55 - 64	-1,628,534	0.0%	1,184,117	100.0%
65 - 74	1,381,634	40.4%	2,037,129	59.6%
75+	668,318	47.8%	728,778	52.2%

Red = Negative Growth
Green = >10% Growth
Source: U.S. Census Bureau/Environics Analytics

Barometric Beat *(Continued)*

The large majority of household growth is at the top of the income scale and in the pre-retirement and retirement segments.

However, despite losing approximately two million households in the lower income brackets, the younger age groups (below 45 years) account for nearly two million new household formations at the mass affluent ($100K+) income level. This group will be responsible for continued growth in first-time homebuyer purchases while the relative split in income levels of the two elder age groups suggests a need for housing at both ends of the spectrum.

Stay tuned for our next edition when we will attempt to delineate the pipeline as it relates to demand and affordability.

Ciao for now . . . ☺

A Message from the Editors

Bowden's Market Barometer is a publication of **Ralph Stewart Bowden, Inc., Real Estate Counselors (RSB).** Established in 1987, RSB provides in-depth market analysis and strategic planning services to the residential, resort and mixed-used community development industries.

> RSB typically represents an integral part of the development project planning process, participating as a member of the development or management team at project inception.
>
> RSB provides specialized insight into capital intensive, market sensitive areas of project development, and decision-making-oriented perspective with regard to both opportunities and potential challenges in the post-planning period.
>
> After decades of real estate development experience, RSB has developed an intricate network of colleagues who are specialists in a variety of disciplines such as land planning, operations management, architecture, marketing, legal and financial. It is this symbiotic relationship with the "working parts" of the development process that is the foundation of the ***Market Barometer's*** success. To see a partial list of our client experiences, go to www.bowdensmarketbarometer.com and click on "Qualifications."

The ***Market Barometer*** began in 1992 in the midst of a sluggish economic recovery. The publication's opening salvo spoke directly to then-current conditions:

> *"The good news is that **THERE IS GOOD NEWS,** although one would hardly know it from what we read and hear from the media at all levels. The traditional media maxim that bad news sells newspapers may be true, but this philosophy also contributes to negative attitudes and erodes confidence which is a vital intangible in our industry's economy. The constant promotion of bad news influences our decision making processes, resulting in a paralysis within key components of our industry due to decision makers being afraid to commit themselves."*

The commentary is as compelling today as it was then and the mission of the ***Market Barometer*** has not changed throughout its nearly three decades in publication. We continue to strive to usurp the negatives with positive feedback gleaned from our on-going research activities and relationships with industry experts.

The success of our efforts depends upon you, the decision maker. Many of our subscribers are also contributors. It is through this spirit of cooperation and solidarity that our industry continues to be a significant contributor to the international economy. After reading this issue, **you** decide if we meet our goals. If we do, please join your colleagues in receiving

"All the trends that are fit to follow . . ."

SUBSCRIBE NOW and join your colleagues in staying on top of the latest trends. The **Market Barometer** is a timely compendium of industry news compiled with an "insiders" perspective and delivered bi-monthly, directly to your email box in PDF format. Our annual subscription rate is $195.00, but for a limited time our "Friends and Family" 25% discount is available to all ULI members and LinkedIn connections. To subscribe through PayPal at the regular annual rate visit our website at www.bowdensmarketbarometer.com and click on "Subscribe." For the reduced "Friends and Family" rate, send an email to info@bowdensmarketbarometer.com and we'd be happy to invoice you.

***Bowden's Market Barometer** is a publication of **Ralph Stewart Bowden, Inc., Real Estate Counselors.** The publication does not render legal, investment or tax advice. All such decisions should be made with the assistance of qualified professionals. RSB, Inc. makes every effort to use sources that are determined to be accurate and reliable. However, no guarantee or warranty with regard to the information contained in this publication is intended or implied.*

Bulletin Board

Builder Biz – Construction activity appears to be in seasonal moderation but nonetheless outpaces last year's activity as COVID-19 continues to be contained. Building permits in April were at a seasonally adjusted annual rate of 1.76 million, flat (+0.3%) month-over-month but up a significant 60.9% year-over-year, reflecting last year's bleak pandemic environment. Housing starts in April were at 1.569 million, down 9.5% month-over-month but up 67.3% year-over-year while housing completions were at an annual rate of 1.449 million, down 4.4% month-over-month but up 21.7% year-over-year.

Homebuilder confidence remained unchanged in the latest National Association of Home Builders (NAHB) Wells Fargo Housing Market Index (HMI) report, holding steady at 83 for new single-family construction in May. For full report: https://www.nahb.org/news-and-economics/housing-economics/indices/housing-market-index

Demand remains solid. As of Q121, 16% of Americans were considering the purchase of a home over the ensuing 12 months, according to NAHB's ***Housing Trends Report***. That is six points higher than a year earlier. The increase marks the third and largest year-over-year gain in the share of prospective buyers in the series' history.

With record shortages of existing homes for sale prospective buyers are shifting to new homes. If it weren't for supply issues, builders would be better equipped to meet demand. While total new home sales declined over the month, homes sold but not yet started jumped 16.5% to the highest level since 2006. And while for-sale homes rose 3.9% over the month, the increase was driven almost entirely by homes that had yet to begin construction.

There were 683,000 new homes sold in 2019 and the current pace of sales is on track to exceed that figure this year. Sales of new single-family homes in April were at a seasonally adjusted annual rate of 863,000. While 5.9% below the revised March rate of 917,000 the annualized rate was 48.3% above the April 2020 estimate of 582,000. Inventory now stands at 316,000, representing a 4.4-month suppply.

The median sales price of new homes sold in April was $372,400 and the average was $435,400 -- the reason we repeat the following astounding fact: Government regulations on new homes now account for $93,870 or 23.8% of the current average sales price. Of that, $41,330 is attributable to regulations imposed during the planning and development process and $52,540 is due to regulations during the construction period. For perspective, regulatory costs for a new home averaged $65,000 in 2011 reflecting a 44% increase over the past ten years.

Forbes contributor and founder/creator of the **TheBuildersDaily.com** John McManus recently shared his definition of zoning: "It's what takes a perfectly good piece of dirt and subjects it to torturous forms of government overreach." McManus also notes that including housing in the American Jobs Plan (the infrastructure bill currently being hotly debated in our nation's capital) along with transportation, water, power, and education is simply common sense, further opining that it would "take some of the pain out of zoning, not just for developers and builders, but for those perpetually zoned into opportunity deserts."

Builder Biz (Continued) – Another fact worth repeating: As of April lumber prices were estimated to have added $35,872 to the average price of a new home, up from $16,000+/- in January and $24,000+/- in March. But there is good news! As of May 19th, lumber prices had dropped 23% week-over-week to $1,306 per thousand board feet. The 2006 Lumber Softwood Agreement between the U.S. and Canada expired in 2015 without a replacement and needs to be addressed. That said, the high cost of materials does not appear to be dampening demand; permit authorizations in 2021 are at a 10-year high with no signs of digressing.

TheBuildersDaily.com (**TBD**) recently noted in a LinkedIn post that the industry is about 500,000 people short of what's needed to construct a sufficient supply of new homes to satisfy current and future demand. In the first of a series on industry "Capability and Culture" TBD polled its "Dream Team" of experts and analysts to help in defining the industry's current condition, how it got to this "precipice", and what needs to be done to solve the problem(s). Part I is a great read and may be found here: https://www.thebuildersdaily.com/the-dream-team-weighs-in-on-capabilities-and-culture/

Business Bits – **Brookfield Residential** has announced an agreement to acquire **Newland**, one of the nation's largest master-planned community developers. Included in the deal is equity interest in 15 master-planned communities that Newland is currently developing, which includes the 5,000-acre Nexton mixed-use project located northwest of Charleston, SC. The acquisition significantly broadens Brookfield's geographic footprint in key major growth markets including Dallas, Houston, Atlanta, Tampa, Seattle, Portland (OR), Raleigh-Durham and Wilmington, NC and Charleston, SC. It will also expand the company's offerings in San Diego, Denver, Austin, Phoenix and Washington, D.C. where both have a presence. https://www.brookfieldresidential.com https://www.newlandco.com https://www.nexton.com/

ATTOM Data Solutions recently reported that median home prices increased in 75% of the country's Opportunity Zones (OZ) year-over-year in Q121, and prices rose at least 10% in two-thirds of the OZs. Of the 4,579 Opportunity Zones in the country with at least five home sales 43% had a median home price of less than $150,000; 786 zones or 17% had a median home price that fell within the $150,000 to $199,999 range. The percentage of zones with typical values below $200,000 was 60% in Q121, down from 67% a year prior, and 21% of the zones had median home values between $100,000 to $299,999. States where the large majority of Opportunity Zones saw median home price escalation include Arizona, Idaho, Oregon, Nevada and Michigan. www.attomdata.com

Affordability Activity - April was National Fair Housing Month. Over the past ten years, little progress has been made in ending housing discrimination and raising awareness of fair housing rights. According to the **Fourth Economy**, as of 2019, the number of cost-burdened households – those paying more than 30% of their incomes for housing – had dropped just 6.3%, standing at 37.2 million compared to 39.7 million in 2009. The reduction was entirely driven by a net decrease of 5.3 million homeowners that enjoyed increases in household incomes rather than a concerted effort to provide appropriate housing options. The median value of a home in the U.S. grew 17% between 2009 and 2019 compared to a 22% increase in the median household income.
https://www.fourtheconomy.com/post/new-tools-to-address-affordable-housing

Business Bits (Continued)

***Affordability Activity** (Continued)* **-** Indianpolis-based **Black & White Investments** recently hosted a grand opening of the **Posterity Scholars House** (PSH) in Fort Wayne, IN. The housing initiative was designed to break generational poverty by creating low-income housing as an incentive to education. PSH is a 44-unit apartment community for Section 8 vouchered single parents who are enrolled in college or a certification program. The project is part of the state-sponsored Moving Forward program. In addition to providing high quality, low-cost housing the program offers an array of educational, life-coaching and employment training programs. https://www.bwillc.com/posterity-scholar-house https://www.bwillc.com https://www.in.gov/ihcda/developers/moving-forward-program/

Manufactured housing is indeed a way to decrease construction costs, and the latest innovation – 3D printed homes – is gaining traction across the globe. German-based PERI Group is currently printing the world's first three-story apartment building using Danish construction firm COBOD's equipment. Once completed, the building will be configured into five rentable apartments. https://3dprintingindustry.com/news/peri-uses-cobod-printer-to-build-worlds-first-on-site-3d-printed-apartment-building-179376/ In Italy, 3D printer manufacturer WASP has taken an eco-friendly approach fabricating its TECLA sustainable habitat using only raw natural materials. The prototype is designed to act as a blueprint for a new circular housing model. https://www.3dwasp.com/en/3d-printed-house-tecla/

Here at home Austin, TX-based **ICON** is working on the **Mobile Loaves & Fishes** project, which is adding 1,400 micro homes to **Community First Village**, a neighborhood dedicated to housing the homeless. The ICON units are 400 square feet in size with one-bedroom, one bath, a full kitchen and a porch. An 800 square foot single-story unit comprising the base, the walls, the roof and wiring bears a cost of about $10,000. www.iconbuild.com https://www.iconbuild.com/updates/icon-delivers-series-of-3d-printed-homes-for-homeless

ICON is also working with Kansas City developer **3Strands** to develop four homes known as the **East 17th Street Residences** in Austin. The homes are 1,000 to 2,000 square feet in size and start at $450,000. Based on Redfin data, the median sales price in the Austin-Round Rock market in April 2021 was $583,250. Designed by **Logan Architecture**, only the main floor is 3D printed with using ICON's "advanced material" that is designed to withstand fire, flood, wind and other natural disasters. The second story of the two-story homes is traditional construction. https://www.east17thstreetresidences.com

New York-based **SQ4D** has printed two single-story residences in concrete. Each took 48 hours to construct and the largest (so far) is 1,900 square feet. The smaller of the two homes is located in Suffolk County, on Long Island's (NY) north shore where the average cost of a traditionally constructed new home is in the $600,000+ range. The three-bedroom/two-bath home is 1,500 square feet in size and has a 2-car garage on ¼ acre. The list price is $299,999 or $200 per square foot. https://www.sq4d.com/projects/

***Condo Corner* –** As has become the norm, all condo development reporting focuses on luxury. **Selene Oceanfront Residences** in Ft. Lauderdale, Florida will comprise 204 luxurious condominium units within two 26-story towers with direct beach access and views of the Atlantic Ocean. Developer **Kolter Group** is creating a full complement of amenities and offering on-site property management. Construction of the towers, situated between the Ritz-Carlton and the Four Seasons hotels, is slated to begin in November and completion is planned for early 2024. The two- and three-bedroom units, ranging in size from 1,791 to 4,010 square feet will be delivered fully furnished at prices ranging from $899,000 to $4,099,000. https://selenefortlauderdale.com

Business Bits (Continued)

Condo Corner *(Continued)* **– Kolter** is also busy on Florida's west coast. Having sold out **The Mark** in downtown Sarasota the developer has plans to embark on the development of a new condo tower in Sarasota Quay later this year. The 18-story, waterfront project will be adjacent to the 73-unit Ritz-Carlton Residences, which is under construction with units priced from $2M to $5M. **Bayso** will comprise 150 residences starting at $800,000 with unit sizes ranging from 1,600 to 4,000 s.f. https://www.baysosarasota.com

Kolter is also planning a 35-story residential tower in downtown St. Petersburg to be known as **Saltaire**. The roughly $250 million project is planned to contain 192 units priced from $850,000 to more than $1.6 million. https://saltairestpete.com

Other new projects in the very active Sarasota marketplace include the planned **Auteur**, a 56-unit luxury property to be located adjacent to the 294-room Hyatt Regency Hotel. The 18-story project to be developed by Sarasota-based **Ascentia Development Group** is being designed to maximize views of Sarasota Bay. The 2,900 to 4,200 square foot units are expected to be priced in the $2.0M to $5.0M range. https://adgcommunities.com https://adgcommunities.com/virage-auteur/

Out west in Vail, CO, local developer **Bob Lazier** is bringing to market two new top of the market projects: **Legacy at Vail Square** and **Elevation Residences**. Located within a short walk of Lionsheads Village, Legacy will consist of 20 two- to four-bedroom units priced from $1.695 million to $6.495 million. The Elevation Residences will comprise just nine (9) super luxury three- and four-bedroom units located steps from the slopes and the Lionshead Gondola. The units will range in price from $3.9 million to $14.4 million. www.legacyvail.com www.elevationvail.com

Demographic Didactics – The share of prospective buyers who plan to purchase a home for the first time stood at 62% in Q121, essentially unchanged year-over-year. Millennials exhibited the fastest growth. The share of this group with plans to buy a home doubled from 16% to 32% year-over-year in Q1 2021. At 85%, Generation Z has the largest share of prospective first-time home buyers (unchanged since Q12020) while other generations saw slight declines in their home buying shares for the first time this year. Source: https://eyeonhousing.org

Housing Hints – The first wave of the ***America at Home Study*** has been released, courtesy of the **Dahlin Group** and **Garman Homes**. The Dahlin Group study served to provide input on imminent and permanent changes that could impact home design and building going forward. The interpreted results were used by Garman Homes to design and build a concept home that reflects the changes Americans desire, and are willing to pay for. Construction is currently underway in Pittsboro, NC and the concept home is anticipated to be completed by June.

Designed for a hypothetical older Millennial family where one parent works from home and the other works outside the home, the two-story house comprises 2,600 square feet with a four-bedroom/3.5 bath design, and sits on a 45-foot alley-loaded lot. The design incorporates separate homeowner and guest entryways, two dedicated office spaces, flex spaces, a larger secondary bathroom, a guest suite with outdoor access, multiple outdoor spaces and ample storage. The base price of the concept home is just under the median new home price in Chatham County of $444,500 while the concept home as featured is expected to be priced in the mid-$500,000s. https://concepthome.garmanhomes.com https://www.dahlingroup.com https://www.garmanhomes.com

Business Bits (Continued)

***New Developments* – Palmilla Beach Resort & Golf Community** located in Port Aransas, Texas, has launched a summer sales event featuring four new luxury home collections and dozens of homesites. Luxury beach home inventory is at an historic low in the marketplace. Nine (9) two-bedroom/2.5 bath "Casitas" start at 900 square feet and are priced in the $650,000 range. Luxury homes and bungalows range upward to more than $1.0 million while building lots start in the mid-$200,000s. https://www.palmillabeach.com

Downtown Nexton, a new $300 million-plus mixed-use development located within Newland's 4,500-acre Nexton master-planned community in Summerville, SC (northwest of Charleston) is under development by New Jersey-based **Sharbell Development Corp**. The 99-acre project will include multifamily and mixed-use buildings with loft apartments over ground floor retail. The award-winning Nexton recently added to its kudos, cited by NAHB as the "2021 Master-Planned Community of the Year." Construction of Downtown Nexton will be phased over a four to five-year period. https://www.nexton.com https://sharbell.com

San Antonio-based **SouthStar Communities** is developing **Mayfair,** a master-planned community on 1,900 acres outside of the San Antonio city limits. The project will include 6,000 residential units, 300+ acres of public parks, 35 miles of trails, four schools and more than 200 acres of commercial space. Construction is expected to span 15 years. https://www.southstarcommunities.com

Nashville-based **Southern Land Company** has broken ground on **Westerly**, a 400-acre master-planned community in Erie, CO in the Denver metro area. Upon completion, Westerly will consist of approximately 1,200 residential units featuring front porches and rear-load garages accessible by alleys. More than 100 acres of Westerly will remain undeveloped open space and a 35,000 square foot town enter is planned. Westerly was inspired by Southern Land's award-winning **Westhaven** community in Franklin, TN. https://southernland.com https://westhaventn.com

The Woodlands-based **Bold Fox Development** is partnering with **HistoryMaker Homes**, **Chesmar Homes** and **Empire Communities** in the purchase and development of 470 acres for an agrarian-inspired community in rural Waller, Texas. The community will comprise approximately 1,200 homes. Bold Fox is also developing the 45-acre **Venetian Pines** in Conroe which offers 40-foot lots with homes priced in the $190,000s to $260,000s range. https://boldfoxdevelopment.com

Port Bolivar, TX-based **NewCoast Properties** is developing a 150-acre beachfront RV resort on the Bolivar Peninsula. The **Bolivar Beach Club & RV Resort** will have more than 500 RV sites and a five-acre entertainment park with a beachside concert venue. The location provides 27 miles of beach access. Other amenities will include a resort-style swimming pool, private cabanas, turf football field, a food truck park, golf cart rentals and a clubhouse. A soft opening is slated for this fall and the grand opening will take place in spring 2022. https://www.bolivarbeachclub.com

Miami-based Lennar, the nation's second largest home builder, has acquired 1,475 acres in Goose Creek, SC (suburban Charleston), adjacent to the massive Nexton project for the development of more than 4,500 homes. Lennar paid $41.2 million for the property. No word yet on when construction will begin. https://www.lennar.com/

Business Bits (Continued)

Property Prospects - **Marcus & Millichap** has listed an 82.62-acre parcel with 2,420 linear feet of ocean frontage for sale in Corolla, North Carolina's Outer Banks. The property is designated mixed-use and entitled for 500 hotel rooms, 688 residential units and 100,000 square feet of commercial space. For more information contact paul.bouldin@marcusmillichap.com. To access due diligence files: https://www.marcusmillichap.com/properties/documents?PropertyId=ZAB0250331&tab=docs

CBRE has been authorized by the U.S. Bankruptcy Court to market and offer for sale **Makaha Valley Golf Resort & Residences** on the island of Oahu, HI. The 644-acre property is fully entitled with resort zoning that includes two golf courses, 646 residential units of which 494 are single—family homes and 152 condominium units. There are just five defined resort zones on Oahu including Makaha Valley. Hotel, condo-hotel and timeshare properties are only allowed to operate within this designation. Contact Jeff Woolson at jeff.woolson@cbre.com or go to https://www.cbredealflow.com/handler/modern.aspx?pv=PM9xhaMrRYwiUShnyLWGzpoSBUvqNkyzAEHQqdEIqsxJozPvD9rOwLy9i4rPzF-w#_top

Rental Report - According to **RealPage**, effective asking rents for U.S. apartments rose 1.3% in April, the fastest pace for a single month in a decade. April's strongest increases occurred in Class A properties, which registered 2% growth compared to 1.3% for Class B projects and 0.3% for Class C. Average monthly rent for the nation now stands at $1,453 which is 1.7% above year-ago rates.

The increase in pricing was nearly universal across markets with 145 of the 150 metros tracked reporting growth. Among major markets with at least 100,000 units, Phoenix led with effective asking rents climbing 2.6%. Other markets reporting at least 2% growth included Austin, Las Vegas, Orlando, Salt Lake City, Tampa, Raleigh-Durham and Jacksonville. Denver and Atlanta just missed the cut at +1.9%.

U.S. apartment occupancy has been in the 95% to 96% range since late 2019. The April rate of 95.8% is up slightly from March (95.5%) and April 2020 (95.4%). https://www.realpage.com

Zumper's National Rent Report as of May ranked the top five most expensive rental markets as San Francisco, New York, Washington, DC, Boston and San Jose, CA, all with one-bedroom rates above $2,000. Zumper notes that the COVID-19 pandemic caused "one of the largest waves of migration in recent memory". According to multifamily property management software provider **Entrata** (https://www.entrata.com) about 56% of renters say they will relocate in 2021. Zumper asks an interesting question in their May report: "With the vaccine widely available and offices preparing to reopen, will housing trends from the last year continue or start to reverse themselves?" For the full report go to https://www.zumper.com/blog/rental-price-data/

Another reason for the exponential increase in rental rates has to do with who's moving. **ApartmentList.com** reports that between April 2020 and April 2021 16% of high-earning ($150,000+) American households moved representing a 39% increase over 2019. And yet another factor is that these high-earners are increasingly choosing to rent instead of own, effectively fueling the exponential growth in the single-family rental (SFR) market. www.aparatmentlist.com

Business Bits *(Continued)*

SFR and BFR Activity - With occupancy rates at all-time highs, investors are expanding their portfolios to include the SFR/BFR asset class. Recent activity in this arena includes **Tricon Residential Inc's** formation of a joint venture with **Pacific Life Insurance Company** to acquire newly built single-family homes to target the mid-market renter demographic. Tricon owns and operates more than 30,000 single-family and multifamily rental homes in the US and Canada. Targeting the U.S. Sun Belt, the "Homebuilder Direct JV" will have a sufficient equity commitment to facilitate the acquisition of approximately 5,000 new single-family homes. https://triconresidential.com

Atlas Real Estate and **DivcoWest** have formed a $1 Billion Joint Venture to acquire and renovate existing single-family homes marking DivcoWest's entré into the SFR Investment market. The JV plans to participate in high-growth states including Colorado, Arizona, Idaho, Nevada and Utah where Atlas currently manages more than 4,200 units. https://realatlas.com https://www.divcowest.com

Taylor Morrison (TM) and **Christopher Todd Communities** (CTC) continue their successful partnership in the Build for Rent arena, expanding from the Arizona market to Texas with the purchase of a 15.9-acre site for 140 single-family rental units. One-and two-bedroom purpose-built single-family rental residences will range in size from 750 to 1,050 square feet. The project is located within the Dallas Metroplex in Grand Prairie.

The announcement comes on the heels of the acquisition of a 141-acre site by TM in Surprise, AZ for 560 for-sale single-family homes and 192 CTC rental units within 16 gated acres of the master-planned community to be known as Paradiso. CTC coined the phrase "horizontal living" to describe its "A New Way to Live®" built-for-rent communities. TM and CTC joined forces in late 2019. The companies have plans to expand to select markets in Florida and North Carolina. https://www.christophertoddproperties.com https://www.taylormorrison.com

***Sales Skills* – Tennessee National Marina, Resort & Village**, a 1,466-acre gated lake and golf community located on Watts Bar Lake in Loudon, TN outside of Knoxville, recently announced a "hugely successful property release". The event, held on Saturday, May 15th, produced a record 81 lot sales representing a 33% increase in property ownership. TN National LLC acquired the property in January 2021 for $10 million. The community features a Greg Norman Signature golf course. The new owners have announced plans for a new 14,000 square foot clubhouse that will feature an interactive driving range, and new lakeside venues including a 17,000 square foot waterfront restaurant and a theater. Waterfront townhomes and cottages are also planned. www.tennesseenational.com

Construction has begun and the last phase released for sale at **Hunter's Point. Pearl Homes & Marina**, a waterfront community located in the small town of Cortez on Florida's west coast. The community comprises 86 LEED-certified Zero-Energy "smart homes" homes powered by solar plus Sonnen ecoLinx energy storage systems and 49 boat slips with direct gulf access. Amidst a full-blown pandemic which directed the utilization of an all-virtual sales and marketing program, the community has sold 76% of its 86 homes at prices ranging from $650,0000 to $1.3 million. Final phase prices begin at $760,000. Well done! https://hunterspointfl.com https://www.compassdmgfl.com

Business Bits (Continued)

***Seductive Seconds* – Redfin** reported in mid-May that the numbr of buyers locking in mortgage rates for second homes soared 178% year-over-year in April marking the 11th straight month of 80%-plus growth. The rise in year-over-year demand for second homes is more than twice that for primary homes (78%).

Pacaso revealed in its *Second Home Sentiment Report* (Q420) that nearly 70% of those who contact the vacation home specialist to inquire about buying a second home are men. In contrast, women have historically driven 91% of the primary homebuying decisions.

Based on the Pacaso report, prospective second home buyers overwhelmingly prefer to drive to their second homes (70.9%) but close to half (45.1%) aren't sure where they want their second home to be. That said, when asked about their desired location type, respondents ranked homes near a beach or lake at the top of their list. Vacation homes in the mountains ranked third, while urban locales ranked the lowest.

With regard to design aesthetics, modern is reportedly the most appealing, preferred by 27.9% of respondents, followed closely by rustic (26.8%). Farmhouse design was selected by 15.2% of resondents while contemporary and traditional were least desired (12.8% and 12.6%, respectively. www.pacaso.com

***Hear Ye!* –** As it celebrates its 30th anniversary **GlobeSt. APARTMENTS FALL** is back in-person in 2021, reconvening at the Westin Bonaventure Hotel in Los Angeles October 26th – 27th. To register for the "multifamily event of the year" go to www.event.globest.com/apartments.

~

Current Climate

Employment - Total nonfarm payroll employment rose by 559,000 in May and the unemployment rate declined by 0.3 percentage points to 5.8%. The largest job gains were in leisure and hospitality, public and private education, and health care and social assistance. Construction employment dropped by 20,000 largely reflecting job losses in non-residential specialty trades. Employment in construction is now 225,000 lower than it was in February 2020.

Economy - The U.S. Bureau of Economic Analysis (BEA) reports that real gross domestic product (GDP) increased at an annual rate of 6.4% in Q121, reflecting continued economic recovery, the reopening of establishments, and continued government response related to the pandemic.

The Conference Board (CB) Leading Economic Index® (LEI) for April increased 1.6% to 113.3 (2016 = 100) following a 1.3% increase in March and a 0.1 percent decline in February. CB had previously projected U.S. Real GDP growth of 3.0% (annualized) for Q121 and 5.5% over the year. It now forecasts real GDP could grow 8% to 9% (annualized) in Q2 with year-over-year economic growth reaching 6.4%. https://conference-board.org/us/

Based on Census Bureau estimates, the U.S. population is growing at the slowest pace since 1930. The 2020 Census the U.S. population, which includes the 50 states and the District of Columbia, was 331,449,281 as of April 1, 2020, reflecting an increase of 7.4% since 2010 or 0.74% per year, on average.

Existing Home Sales – Existing home sales declined for the third consecutive month in April as housing supply continued to fall short of demand. Just one major region saw an increase on a month-over-month basis, but all four U.S. regions recorded double-digit year-over-year gains.

Sales in April were down 2.7% month-over-month but up 33.9% over the year bringing total (annualized) sales to 5.85 million. On a year-over-year basis, regional growth ranged from 13.2% in the Midwest to 53.8% in the West, averaging +34.1% overall.

The median existing home sales price for all housing types was $341,600 in April, up 19.1% year-over-year as prices rose in every region. April marked a record high and 110 consecutive months of year-over-year gains.

Single-family home sales were at an annual rate of 5.13 million in April, reflecting a 28.9% year-over-year increase, and existing condominium and co-op sales recorded an annualized pace of 720,000 units reflecting an 84.6% year-over-year increase.

The median single-family home sale price was $347,400 in April, up 20.3% year-over-year, while the condo/co-op median sale price was $300,400 for a 12.6% y/y increase. NAR reports that sold homes had five offers, on average, and nearly 50% of homes sold for more than their list price during the four weeks ending May 16th.

Current Climate *(Continued)*

Housing inventory stood at 1.16 million units in April, down 20.5% from one year ago. At the current sales pace unsold inventory represented a 2.4-month supply.

Properties typically remained on the market for 17 days in April, down from 27 days a year prior, and 88% of homes sold in April were on the market less than a month.

Individual investors/second home buyers purchased 17% of homes, and first-time buyers were responsible for 31% of sales in April. While investor/second homebuyer activity was up seven (7) percentage points year-over-year, the first-time homebuyer share was down four (4) percentage points due to the short supply of affordable options and competition from cash buyers.

New Home Sales - There were 683,000 new homes sold in 2019 and the current pace of sales is on track to exceed that figure this year. Sales of new single-family homes in April were at a seasonally adjusted annual rate of 863,000. While 5.9% below the revised March rate of 917,000 it was 48.3% above the April 2020 estimate of 582,000. Inventory now stands at 316,000, representing a 4.4-month suppply. The median sales price of new homes sold in April was $372,400 and the average was $435,400.

Pending (Existing) Home Sales - The National Association of Realtors® Pending Home Sales Index (PHSI) fell in April to a reading of 106.2. The national month-over-month rate of decline was 4.4% and all but one region experienced month-over-month declines ranging from 2.6% in the West to 12.9% in the Northeast. Only the Midwest enjoyed a month-over-month increase (+3.5%). On a year-over-year basis, transactions jumped 51.7% nationally as the pandemic stalled sales last year to an all-time low. All regions saw significant increases ranging from 39.4% in the Midwest to 96.5% in the Northeast. Realtor.com reports that of the largest 40 metros, the most improved over the past year (as of May 13th) were Detroit, Tampa, Austin, Jacksonville, and Riverside, CA.

The most current **Zonda (Meyers Research) New Home Pending Sales Index** (NHPSI) came in at 158.2 in March, representing a 50.0% increase over the year but a 6.1% loss month-over-month. The most impacted markets in March were Denver (+94%); Philadelphia (+90.9%); and Raleigh (+86.6%). Zonda Chief Economist Ali Wolfe notes: "New home trends are going to get hard to decipher over the coming months. For example, the New Home Pending Sales Index posted a 50% increase year-over-year, but the growth rate is based off the weak March 2020 levels. In addition, the index dropped 6.1% month-over-month, but the drop is largely a function of sales caps and limited inventory." To see the full report go to https://zondahome.com/new-home-psi-new-home-sales-fell-month-over-month-on-tight-inventory-and-sales-caps/

Mortgage Activity - According to the latest report (week ending May 21, 2021) from the **Mortgage Bankers Association (MBA)** mortgage applications dropped 4.2% after two straight weeks of increases. At the same time, mortgage rates popped back up above 3% after more than a month of sub-3% rates. While some suggest it is due to lack of inventory, the increase in interest rates did not help. Since then, mortgage rates dropped 5 basis points to 2.95%.

~

Golf Gallery

Hear Ye! – **Golf Inc.** is returning to in-person events beginning with its **Strategies Summit 2021** to be held at the La Quinta Resort October 26th – 28th. The three-day event will host 60+ presenters, 25+ educational sessions and 8+ networking events. Stay tuned, registration coming soon. Hotel accommodations may be secured here: https://www.crittendengolfinc.com/hotel-accommodations.html

Troon® recently announced that 65 of its brand-affiliated courses were recently named to *Golfweek*'s 2021 "Best Courses" lists; 47 daily fee/resort properties made the "Best Courses You Can Play" state-by-state rankings and 18 private clubs were named to the "Best Private Courses" state-by-state list. Additionally, ten (10) **Troon-**affiliated facilities appear on the "Top 200 Modern Courses in the U.S", and five were recognized as the top public course in their respective states. For detail, go to https://thegolfwire.com/65-troon-affiliated-courses-named-golfweeks-best/

The editorial staff at **GolfPass**, a subscription-based website created by NBC Sports Group to provide instruction, travel and course review content, recently ranked the "Top 100 Golf Destinations in the World" and **Myrtle Beach**, SC made the top 20, ranking the 13th best destination. Myrtle Beach is home to 90 courses and reportedly enjoys more golf visitation than any destination worldwide. **St. Andrews** and **Pebble Beach** ranked #1 and #2, respectively, followed by North/Northwest Ireland, Pinehurst, NC, and the Australian Sandbelt, rounding out the top five. To see the full roster: https://www.golfpass.com/travel-advisor/articles/world-top-100-destinations https://www.golfpass.com www.PlayGolfMyrtleBeach.com

As prolific a golfer as **Larry Gavrich**, founder and Editor of **Home on the Course**, LLC, is his writing capacity is in fierce competition for his time lately. Larry recently teamed up with **Brad Chambers,** www.ShootingYourAge.com blogger and writer in his own right, to produce a brand new book entitled **"Playing Through Your Golden Years: A Senior's Golfing Guide."** Former PGA Tour player and Ryder Cup participant Ken Green opined that the book "*provides all the options senior golfers need to play their best golf and have a helluva lot of fun doing it*". This latest book follows on the heels of Larry's "*Glorious Back Nine: How to Find Your Dream Golf Home*". Both may be purchased in Kindle format on Amazon. https://www.amazon.com/Books-Larry-Gavrich/s?rh=n%3A283155%2Cp_27%3ALarry+Gavrich

***Acquisition Activity* – Heritage Golf Group** continues to be one of the most active buyers in the marketplace. One month after its acquisition of Shackamaxon Country Club in New Jersey and the consummation of a long-term lease transaction with Knollwood County Club in New York, the recently acquired (by KSL Capital Partners) Heritage has purchased **Stanton Ridge Golf & Country Club** in Whitehouse Station, NJ and **Boulder Ridge Country Club** in Lake of the Hills, IL, outside of Chicago. Stanton Ridge was designed by Stephen Kay in 1994 and the 27-hole layout at Boulder Ridge Country Club was designed by Lohmann Golf Designs with former PGA Tour player Fuzzy Zoeller consulting. https://www.boulderridge.com https://www.stantonridgecc.com https://www.heritagegolfgroup.com https://www.kslcapital.com

Shanty Creek Resort in Bellaire, MI has expanded its portfolio with the addition of the **Hawk's Eye Golf Club**. It is the fifth 18-hole championship course for Shanty Creek's now nearly 5,500-acre property, making it one of the largest golf resorts in North America. www.shantycreek.com https://www.shantycreek.com/golf/hawks-eye-golf-club/

Golf Gallery *(Continued)*

***Architectural Achievements* –** The venerable **Great Oaks Country Club** in Rochester, Michigan will develop its first master plan in over two decades, led by architect **Chris Wilczynski, ASGCA**. Designed in the early 1970's by Bill Newcomb, the 18-hole championship layout is a residential-style course with homes lining most of its perimeter, nestled in the rolling hills of Oakland County. https://www.greatoakscc.com https://www.cwgolfarch.com

East Lake Golf Club in Atlanta, Georgia has enlisted **Bobby Jones Links** (BJL) to renovate its **Charlie Yates** 9-hole golf course and practice facility. Established in 1904, East Lake is the oldest club in Atlanta. In 1994, Rees Jones restored Donald Ross's original layout at and in 1998, he redesigned the #2 course to reach its current destination at the Charlie Yates short course. BJL's participation on the East Lake project is particularly fitting as legendary golfer Charlie Yates grew up in a house situated between East Lake's #1 and #2 courses, and Charlie's mentor was Bobby Jones whose home course was East Lake. BJL will also manage the golf course and the food and beverage operations. In addition to the golf course renovation, design firm **Kuo Diedrich Chi** has been hired to reimagine and expand the food and beverage operations at Charlie Yates Golf Course, and to renovate the interior of the clubhouse.
https://www.charlieyatesgolfcourse.com https://www.eastlakegolfclub.com/ https://www.bobbyjoneslinks.com/about-us

After 32 years, architect **Forrest Richardson** is taking on a partner, joining forces with **Jeffrey A. Danner**, a fellow ASGCA member. Known for decades as **Forrest Richardson & Associates**, the firm has transitioned to **Richardson | Danner Golf Course Architects**, operating from two offices in Phoenix and Northern California. In 2019, **Golf Inc**. lauded Richardson as one of the nine most innovative figures in golf for "evangelizing values such as affordability, sustainability, and playability that challenged conventional wisdom." Danner previously worked as an architect for **Greg Norman Golf Design** in Florida, **Lohmann Golf Designs**, and **Golfplan**.
https://www.golfgroupltd.com

Colonial Country Club in Fort Worth, Texas recently announced a $20M+ golf course renovation to be directed by **Gil Hanse**. Slated to begin after the club hosts the Charles Schwab Challenge in May 2022, every aspect of the infrastructure of the course, designed in 1936 by John Bredemus and Perry Maxwell, will be addressed. According to the club, the Gil Hanse design will suit the modern game for players of all levels. https://www.colonialfw.com https://www.hansegolfdesign.com

***The Business of Golf* –** According to the **Golf Datatech National Golf Rounds Played Report** for April 2021, while it was expected that the year-over-year comparison would show strong growth because of the pandemic, the significant 81% gain also revealed a 20% increase over pre-pandemic levels. Total year-to-date rounds for the first four months of 2021 are up about 20% when compared to the same periods from 2017 to 2019. Further, from June through August 2020 more than 27 million additional rounds of golf were played in the U.S. than during the same three-month period in 2019. Significant increases were noted across the entire country with the Mid-Atlantic region posting a gain of nearly 329% followed by the Pacific region, up 198% and the East North Central, up 160%. The report is produced in cooperation with the National Golf Foundation (NGF). https://www.golfdatatech.com/research-products/national-rounds-played-report/

Golf Gallery *(Continued)*

The Business of Golf ***(Continued)*** **-** In yet another example that golf communities are seeing a renaissance, less than ten years after filing for Ch.11 bankruptcy, the **Club at Ravenna** in Littleton, CO is thriving with 131 occupied homes, another 23 under construction and nearly a dozen in the pipeline, and the club is rapidly approaching its membership cap of 400 with 278 members. Construction of the project began 20 years ago -- and then the Great Recession happened.

Since emerging from bankruptcy in August 2013, the trajectory for the 634-acre/234 residential unit private golf community has been upward. When the club's Managing Partner, Kevin Collins, took leadership in 2015, just 26 homesites were occupied and the club had just 50 members so Collins took the bull by the horns. The **Jay Morrish**-designed golf course underwent a major renovation, the putting green was expanded by a third, and a new restaurant was built. Rounds played increased from 6,000 in 2014 to 23,000 in 2020.

In 2019, the development sold 12 lots and in 2020 15 were sold. In comparison, in the first four months of this year 18 lots have been sold and 16 more are under contract. At this pace, Collins is optimistic that the community will be sold out by the end of this year. Great job!
https://www.ravennagolf.com

The COVID-19 pandemic appears to have delivered the 30-something crowd to the links on a more consistent basis and as the economy reopens 60% of respondents to the fifth annual **2021 Millennial Golf Industry Study** conducted by **GGA Partners** and **Nextgengolf** said that golf had become more important to them personally during the past year.

The survey of 1,600 Millennial golfers revealed that the average number of rounds played by the respondents in the past year increased 9% over the previous year to 33.9 rounds, a record high for the annual poll. And the experience paid off in the form of a 5% decrease in the average handicap to 8.8 suggesting continuing interest in the game.

Of those surveyed, the average annual household income was $96,000 and 73% said they would be willing to pay a premium for golf venues that provided high-level social activities. The study also found that roughly 42% of respondents preferred to pay higher annual dues rather than a higher entrance fee to join a club. The cost thresholds for both were unchanged from the previous survey at $6,000+/- for the entrance fee and annual dues of $3,800.
https://ggapartners.com/ https://nextgengolf.org

A seller's market for golf courses has emerged, but it's not what you think. In this era of high-priced and scarce developable land for residential purposes, one would logically think in terms of housing. But this fast-emerging seller's market is focusing on everything from medical office to senior-living facilities to sports fields, and even warehousing and distribution centers, despite the zoning boondoggles.

Amazon is building a $350 million, 3.8 million-square-foot distribution center in Clay, NY on 111 acres formerly occupied by the Liverpool Golf and Public Country Club which closed in March 2020 after 72 years in business.

Golf Gallery *(Continued)*

The Business of Golf ***(Continued)*** **-** In Philadelphia, UPS plans to build a one-million-square-foot warehouse and distribution center on land that was most recently a golf course, and the **Broadmoore Golf Course** in Portland, OR, which was built in the 1930s and closed last year, will be the site of a 345,000-square-foot industrial building that Prologis Inc. plans to construct. But it's not always easy sledding. A community group in suburban Chicago is fighting efforts to have 127 acres of the 120-year-old **Calumet Country Club**, which has a Donald Ross-designed golf course, become the home to a new 800,000-square-foot distribution center. Stay tuned . . . *Source: Bloomberg Businessweek*

In The "Go-Figure" Category - Virginia-based **Fore Golf Partners**, owners of the **LPGA International** golf courses in Daytona Beach, Florida, recently held an online auction that produced a bid that was three times what they paid for the property two years ago. Fore Golf Partners paid $3.45 million to acquire the property in 2019 and its assessed value is $1.49 million. Bidding started at $4.0 million and went to $10.9 million. Fore Golf rejected the bid because they deemed it less than what the 652-acre property is worth.

The property serves as headquarters for the Ladies Professional Golf Association. It includes two signature 18-hole layouts designed by Rees Jones and Arthur Hills and an eight-acre 3-hole practice course and a putting green. There are also five buildings including the clubhouse which offers meeting space and a restaurant that is open to the public.
http://www.foregolfpartners.com https://lpgainternational.com

Club Corner **-** *Palm Springs Life* conducted a survey of high-end country clubs located in the Coachella Valley and found universal year-over-year growth in both memberships and home sales during the pandemic. In La Quinta, the **Hideaway Golf Club** experienced a 103% rise in new members and reports a record-breaking year in terms of home sales. The **Tradition Golf Club**, also in La Quinta, saw a 150% jump in club tours that resulted in a record number of new members.

At **Rancho La Quinta**, memberships increased 30% and homes sales jumped 60% while **Andalusia Country Club** reported a 7% increase in golf memberships and a 300% increase in home sales. In Indian Wells, **The Vintage Club** enjoyed a 145% increase in home sales and a 100% gain in new golf memberships.

Toscana Country Club saw a 77% rise in golf membership and a 34% increase in home sales; and **The Reserve** saw 24 new members for a 120% increase in home sales. At **Bighorn Golf Club** in Palm Desert, a 44% increase in golf memberships was reported and a 28% increase in home sales.

Dennis Hillier, a partner in the law firm of **Greenberg Traurig** has focused his decades-long practice on club membership programs for more than 1,800 clubs worldwide. Hillier's #1 membership issue is obsolete documentation that has the potential to create problems down the road, particularly when selling a club or turning the reins over to the members. To read Hillier's comprehensive take on the subject go to https://golfprop.com/uncategorized/memberships-law-dennis-hillier-esq/

Golf Gallery *(Continued)*

New Developments – Arizona-based **Discovery Land** recently announced that they are in the throes of wrapping up the construction of an 18-hole **Tom Fazio**-designed golf course within the 800-acre, private **Driftwood Golf and Ranch Club** community. At build-out, the project, located in Driftwood, Texas about 25 miles southwest of Austin, will have 300+/- homes, two clubhouses, a town center and abundant ancillary amenities. Natural resources provide access to fishing, kayaking and paddle boarding, horseback riding, hiking and biking. There is an existing 70-acre vineyard on-property and an organic farm is also planned. Discovery has 40 homes slated for a Phase I release in spring 2022.
https://www.driftwoodgolfclub.com https://discoverylandco.com https://www.faziodesign.com

Gamble Sands' David McLay Kidd-designed **QuickSands** course is now open for play. The 14-hole short course in Brewster, WA officially opened for resort and daily-fee play on May 1st. Situated on 25 acres of sand dunes, hole lengths vary from 60 to 180 yards and bear descriptive names such as Plinko, Crater, Donut and Corkscrew. A course-wide sound system pumps up the fun and QuickSand's unique design encourages group-to-group and cross-hole banter. In 2020, Gamble Sands 18-hole layout, also designed by David McLay Kidd, ranked "Best in State" by *Golf Magazine*; # 16 in *Golfweek*'s "Top 200"; and among "America's Best 18 Holes since 2000" by *GolfDigest*. https://www.gamblesands.com/quicksands/ https://gamblesands.com http://dmkgolfdesign.com

In Memoriam – Arthur Hills, Past President of the American Society of Golf Course Architects and ASGCA Fellow died May 18, 2021 in Toledo, Ohio. He was 91 years old. Hills designed more than 200 golf courses around the world and renovated more than 150 others. His most recent designs included Bonita Bay, The Golf Club of Georgia, Bighorn Golf Club, Keene Trace Golf Club and Hyatt Hill Country Resort. Hills-designed courses have hosted numerous distinguished amateur and professional tournaments, including U.S. Opens and the Ryder Cup.

Known to be an environmental pioneer, Hills designed the first Audubon Signature Sanctuary courses in the U.S., Mexico and Europe. ASGCA Past President Pete Dye dubbed Hills "the Mayor of Naples" for his prolific private country club design work in and around the Gulf Coast Florida town. Hills was inducted into the Ohio and Michigan Golf Halls of Fame and received a lifetime achievement award from the Michigan Golf Course Owners Association. For a full list of his designs, go to https://en.wikipedia.org/wiki/Arthur_Hills

"Golf is a game whose aim is to hit a very small ball into an even smaller hole, with weapons singularly ill-designed for the purpose.

Sir Winston Churchill (1894 - 1965)

~

Lodging Logistics

Business Bits – Based on everything we're hearing, the hospitality industry is well into recovery. STR's latest data (for the week ending May 29nd) shows occupancy reached 61.8%, the highest level since late February 2020 and down just 4.2% from the comparable week in 2019. Occupancy for the week was boosted by the inclusion of the first two days of Memorial Day weekend. By Saturday the 30th, occupancy was at 83%, the highest since October 2019.

Average daily rate (ADR) reached $122.06 for the week, down a meager 1.6%, but the highest point of the pandemic. Revenue per available room (RevPAR) stood at $75.42 down 5.7% but up 8.2% over the week. In other words, onward and upward!

Phoenix was the only top 25 market to report a double-digit occupancy increase over 2019, improving 10% to 64.3%. In terms of ADR, Miami posted the greatest increase, up 52.1% over 2019 to $250.19. Relative to RevPAR, Miami and Phoenix saw the largest increases compared to 2019, up 58.4% and 40.2%, respectively.

Stronger than expected demand during Q121 has resulted in **STR** and **Tourism Economics** to upgrade their U.S. hotel forecast. However, while 2021 projections are higher, full recovery remains the same, i.e., 2023. The data call for 2021 occupancy to end up at 53.3% followed by a 6.8 percentage point increase by the end of 2022 to 60.1%. ADR is projected to increase 7% year-over-year in 2022 from $109.47 to $117.34. RevPAR is projected at $58.39 this year, increasing to $70.57 next year for a 20.9% gain, albeit down 17.9% compared to 2019.

PwC released its updated perspective on the U.S. lodging industry through 2022 which shows anticipated annual occupancy to increase to 57.2% this year. The *U.S. Hospitality Directions* report also calls for an 8% increase in ADR with resultant revenue per available room to rise 40.1% over last year. PwC calls for RevPAR to finish the year at approximately 74% of pre-pandemic levels. The projections are essentially in line with those of STR and Tourism Economics.

For 2022, PwC sees the vast majority of temporarily closed hotels reopened and demand growth continuing to improve as the economy improves. As occupancy and ADR continue to increase, RevPAR is expected to rebound 15.2% in 2022 to represent approximately 85% of pre-pandemic levels. Assuming continued growth, RevPAR will take until 2024 to recover.

CBRE published a new report that concurs that recovery is underway. CBRE reports that Q121 likely marked the last quarter of RevPAR declines during this downcycle. According to their data, RevPAR declined 34.9% year-over-year in Q1 to $42.36 due to a 17.5% decline in occupancy, luxury hotel closures, continued weak business travel, and pricing stress. In Q1, approximately 16% of luxury hotel properties were closed, down from 54% in April 2020.

The total U.S. hotel construction pipeline stood at 4,967 projects/622,218 rooms at the end of Q121, according to **Lodging Econometrics**. As delayed Q420 openings come online, LE is forecasting 691 projects/81,866 rooms to open by the end of 2021, representing a 2% increase in new hotel supply. Projects slated to start construction over the next 12 months total 1,866 projects for 215,911 rooms. For 2022, LE is forecasting 963 projects/111,235 rooms to open for another 2% increase in supply.

Lodging Logistics (Continued)

***Business Bits** (Continued)* - All this good news has U.S. resorts prepping for record bookings. According to recent data from **Inntopia's DestiMetrics**, occupancy in resort destinations throughout Florida, South Carolina and Georgia grew 13.8% in April 2021 compared to the same month in 2019, and average daily rates were up 12.6% for the same period. Resort properties across the three states also enjoyed an aggregated 28.1% jump in revenue for the month of April compared to 2019. Because the Southeast opened earlier than most regions of the country, its lodging industry got a head start in its recovery.

Noble House Hotels & Resorts has confirmed that the Florida market has been especially strong. Based on the group's third-quarter forecast, Noble House's five Florida resorts are on track to see an increase in RevPAR of 18% over the same period 2019. Particularly strong demand has been enjoyed by its **Little Palm Island Resort & Spa** in the Florida Keys where occupancy is up 14.1% and ADR is up 57% from its last pre-pandemic record year. https://corp.inntopia.com/intelligence/

Luca Franco's **Luxury Frontiers**, a design and development firm focused on creating high-end, sustainable and low-impact hospitality structures such as tented camps and treetop suites, reports amplified interest in its innovative products since the pandemic began. These experiential accommodations can be built on a hotel or resort's existing land thus constraining overhead costs while providing the ability to charge a premium for an immersive experience.

When established in 2011, Luxury Frontiers addressed a trend that has since become a solid substantive market. In the past year alone, Franco estimates five years' worth of business acceleration as hotel developers and investors seek ways to satisfy growing demand. To date, Luxury Frontiers has set up more than 25 experiential camps and lodges across six continents; notably Camp Sakira at the luxe Amangiri Resort in Canyon Point, UT and the Nayara Tented Camp at Costa Rica's Arenal Volcano National Park. Brands that have used Luxury Frontier's one-stop design and implementation shop include Four Seasons, Ritz-Carlton Reserve, Six Senses, Belmond, Abercrombie & Kent and Wilderness Safaris. https://www.luxury-frontiers.com

Another route being increasingly taken by hotel and resort developers is the private residence and/or condo-hotel development path. Adding condos to a project can boost profitability while potentially offsetting financial risk. According to **Skift**, nearly 90% of Four Seasons Hotels & Resorts' development pipeline includes a residential component. Accor's Raffles brand is on target to essentially double its residential footprint in the next five years. Last year, the Paris-based company contracted 17 mixed-use hotel and condo projects, a company record that may be short lived, as Accor plans to exceed that achievement this year. Miami's tallest building, the 1,049-foot Waldorf Astoria Miami, is planned as a 205-room hotel and 360 condo unit project. Developer PMG opines that "Having a Waldorf hotel helps sell the condos and having the condos helps finance the hotel." https://skift.com/

Sales of a residential component typically begin early in the development process, effectively suppressing some of the uncertainty around hotel room demand. Luxury residences at a hotel are not a new concept and is at least a century-old tradition. The branded residential sector picked up steam in the 1980s and the pandemic has accelerated and amplified the trends already in place.

Lodging Logistics (Continued)

Acquisition Activity – It's official! Luxury hospitality real estate investor **Ohana Real Estate Investors** has sold the newly constructed 130-room **Montage Healdsburg** in California's Sonoma wine country to **Sunstone Hotel Investors** for $265 million or more than $2.0 million a key. This is the second time Ohana has sold a hotel property at that per key price. The first occurred in December 2019 when they sold Montage Beverly Hills for $2.1 million per key.
https://www.montagehotels.com/healdsburg/ www.sunstonehotels.com http://realty.ohanare.com

Boutique properties are a hot commodity right now. Dallas-based **Braemar Hotels & Resorts** has entered into an agreement to acquire the 138-room **Mr. C Beverly Hills Hotel** in Los Angeles and five fully furnished luxury condominium residences adjacent to the hotel. The Mr. C was built in 1965 and underwent a renovation in 2011. Public spaces include a full-service spa, three F&B venues, and 24,000 square feet of meeting space. Braemer paid $77.9 million for the properties.
https://www.bhrreit.com/ https://www.mrchotels.com/mrcbeverlyhills/

Real estate investment firm **Wheelock Street Capital** has acquired the 167-room **Perry Lane Hotel** in historic downtown Savannah, Georgia. Purpose-built in 2018, the hotel has two five-story towers with about 9,000 square feet of event space, three F&B venues and more than 1,200 works of art. **Hodges Ward Elliott** arranged the sale. The price was not disclosed.
https://wheelockst.com https://www.perrylanehotel.com https://hodgeswardelliott.com

Paradigm Hotels Group has acquired **The Plaza Suites** hotel in Santa Clara (Silicon Valley) CA. Affiliate Peninsular Investments paid $72.5 million ($331K/key) for the 219-suite property that includes a restaurant, recently expanded bar and lounge, outdoor heated swimming pool, fitness center and flexible indoor/outdoor meeting spaces. **CBRE** brokered the sale. https://www.cbre.us
https://www.theplazasuites.com http://www.peninsulainvestments.com

Auberge Resorts Collection recently announced the addition of **Primland** to its portfolio of award-winning properties. The all-season retreat is located in Virginia's Blue Ridge mountains on 12,000 acres. **Primland, Auberge Resorts Collection** offers luxury accommodations, an Audubon-certified championship golf course, tennis courts, farm-to-table cuisine, a full-service spa and a level of outdoor adventure unrivaled on the east coast that includes horseback riding, RTV trails, fishing, kayaking, hiking, sporting clays, archery and stargazing in one of the largest observatories in the Eastern U.S. The main Lodge features nine (9) Mountain Rooms and 16 Blue Ridge Suites. Just a short drive from the Lodge are three Tree Houses perched on the edge of the mountains, and throughout the property are several types of standalone accommodations.
https://aubergeresorts.com/primland/

New Developments – This particular condo-hotel product is indicative of a trend targeting individual "junior" investors and end-users. The **Flats Resort** in Orlando will be a wellness-certified condo-hotel and spa focused on personal care. Details such as purified air, nontoxic wall coverings, circadian lighting, aroma-therapeutic diffusers and probiotic eco-sanitizing are just a few of the features that make will make this property unique. A child-restricted solarium for adults and an in-house nutritionist will also be featured. The property will be located 15 minutes from Disney World and 10 minutes from Grand Cypress Golf Club, among other nearby attractions. Studio, one-, two- and three-bedroom residences will range in size from 440 to 1,485 square feet and in price from $173,000 to $474,000 or approximately $360 per square foot, on average. Construction is slated for this summer and completion by the end of 2023. http://www.theflatsorlando.com/pioner_project

Lodging Logistics (Continued)

New Developments (Continued) - In an expression of the popularity of condo-hotel units as second homes and investments, the developer of **Ocean Club** on Florida's west coast recently made an announcement. When first introduced in January, we reported that **Lumar Homes** was releasing just 25 units for sale in Phase 1. But less than 30 days post-release, Phase 1 had been sold out.

Additional inventory was released for sale in May -- reflecting a 5% price increase. New prices now range from $893,900 to $916,950 including a $15,000 package, up from a starting point of $811,900 in January. All units have a two-bedroom/2.0 bath design and are 1,060 square feet in size resulting in an average price per square foot of approximately $855. The boutique property will have just 63 residences at buildout, which is slated for the end of 2022. https://www.condohotelcenter.com/condo-hotels/featured-properties/ocean-club.html

Baha Mar, a popular resort complex in Nassau, Bahamas that is home to a Grand Hyatt, the SLS (part of Accor's sbe hotel portfolio) and a Rosewood has now added a luxury waterpark with 15 acres of activities for all ages including a wave pool, infinity pools, 24 slides, two (2) uphill water coasters, a surf simulator, a 1,400 foot "Action River," a Kid's Island, nine (9) F&B venues, 8,500 square feet of beachfront event space, and a casino gaming pavilion. https://bahamar.com https://bahabay.bahamar.com

~

Regional Trends – As discussed in our cover story, the nine-year U.S. housing market boom has resulted in 17.8 million residential properties in the U.S. being "equity rich." As prices continue to rise, the gap between what homeowners owe and their property values continues to widen. On a regional basis, nine of the ten states with the largest gains in equity-rich home shares in Q420 were in the West or the Northeast. At the end of Q121 the trend had continued. The top five states with the highest shares of equity-rich homes were as follows:

State	Share
Vermont	51.5%
Idaho	50.6%
California	49.0%
Washington	44.5%
Utah	42.5%

New Construction - Redfin reports that more than one-quarter (25.7%) of single-family homes for sale in the U.S. during Q121 were new construction, up from 20.4% year-over-year, representing the highest share on record. According to the national property broker, "pandemic" homebuyers have turned to the new construction market as bidding wars have become common for existing listings while new homes have historically attracted less competition, usually because of the "delayed gratification" syndrome. But that may not prevail. The U.S. housing shortage has grown so severe that developers now have waiting lists that may have as many as 100 buyers, and supply and labor shortages are causing many to release as few as a half-dozen or so homes for sale at a time.

Markets that exhibit the highest shares of new construction homes in Q121 include:

Market	Share	Market	Share
El Paso, TX	53.2%	Albany, NY	33.7%
Boise, ID	46.7%	Nashville, TN	31.9%
Houston, TX	35.5%	Charlotte, NC	31.6%
Raleigh, NC	34.5%	Oklahoma City, OK	30.8%
Baton Rouge, LA	34.1%	Knoxville, TN	29.6%

In comparison, in Fresno, CA just 2.4% of single-family homes for sale in Q121 were new construction, the smallest share of the 82 metros in Redfin's analysis. Unsurprisingly, Fresno was joined by its California neighbors: Oakland, CA (2.9%), Bakersfield, CA (3.2%), Riverside, CA (3.4%, Anaheim, CA (4.2%), and San Diego (4.4%). Rounding out the top ten were Pittsburgh (3.8%), Las Vegas (4.5%), Camden, NJ (4.7%) and Newark, NJ (5%).

When segmented by region, the West had the lowest share of newly built homes as a portion of total single-family homes for sale at just 8.4%. The Northeast reported an 11.4% share, the Midwest a 15.4% share, and the South, a 25.8% share.

Looking forward, Q121 building permit activity was up most, year-over-year, in Elgin, IL and Tacoma, WA. In Elgin, single-family permits climbed 68.3%. Tacoma saw a 58.9% rise, followed by Bridgeport, CT (+57.9%), Minneapolis (+57.5%) and Albany, NY, up 57%.

Regional Trends *(Continued)*

Luxury Lens – As previously reported, sales of luxury homes rose 41.6% year-over-year in Q121, based on Redfin data. Looking at the largest markets, the greatest increase in luxury home sales occurred in Miami, up 101.1% over the year. Miami was followed by San Jose, CA, up 92.3%, Oakland (+82%) and Sacramento, CA (+79.3%), and Las Vegas (+72.7%). Other markets with positive luxury home stats include Denver, where higher-priced homes stayed on the market an average of just 14 days; Phoenix, where luxury homes are selling for 25% more than a year ago, on average, and San Francisco, where luxury homes averaged nearly $4 million, representing the highest median price revealed by Redfin's data. Despite the price tag, homes are typically selling in about 16 days. https://www.redfin.com

***Migration* – Newgeography.com** recently posted an article by Wendell Cox discussing the nation's largest combined statistical areas' (CSAs) (1M+ residents) substantial declines in population growth and net domestic migration in comparison to the mid-size CSAs (500K to 1.0M), which are experiencing gains. The Census Bureau estimates that the 58 CSAs with more than 1.0M population gained 9.1 million new residents between 2010 and 2015, then dropped more than 30% in the latter half of the decade to a gain of 6.3 million residents while the 30 mid-size CSAs gained 933,000 residents in both the first and second halves of the decade.

> Overall, the larger CSAs gained 127,000 net domestic migrants in the first half of the decade then suffered a net loss of 635,000 in the second half for a negative migration rate of -2.6% over the ten-year period. In comparison, the 30 mid-size CSAs' net domestic migration increased from 121,000 in the first half of the decade to 451,000 in the second half, calculating to a positive migration rate over the decade of 2.0%. For by-market highlights go to http://www.newgeography.com/content/007051-combined-statistical-areas-lead-continuing-dispersion-2010-2020

The Census Bureau reports that as of April 1, 2020, the U.S. population stood at 331,449,281 for an increase of 7.4% since 2010. Of this population base, 37.2% lived in the five most populous states of California, Texas, Florida, New York and Pennsylvania, and more than one-quarter (27.2%) resided in the three largest: California, Texas and Florida.

> The five least-populous states had a combined population of 3,619,080: Wyoming, Vermont, Alaska, North Dakota and South Dakota made up just 1.0% of the total U.S. resident population.
>
> The states exhibiting the slowest population growth between 2010 and 2020 are Connecticut, Michigan, Ohio, Wyoming and Pennsylvania with ten-year growth rates ranging from 0.9% in Connecticut to 2.4% in Pennsylvania, for an average growth rate of 1.98% or 0.198% per year. For perspective, the U.S. growth rate of 7.4% or 0.74% per year.
>
> The states reporting the most significant growth between 2010 and 2020 were Utah, Idaho, Texas, North Dakota and Nevada. Rates of increase ranged from 15.0% in Nevada to 18.4% in Utah. Texas ranked #1 in numerical increase, adding 3,999,944 new residents over the decade. Utah ranked a distant second with 507,731 new residents. The average growth rate exhibited by the five rapidly growing states is 16.48% or 1.648% per year, more than twice the rate of U.S. growth as a whole.

Regional Trends *(Continued)*

Zillow has coined a new phrase: "The Great Reshuffling" describes the movement anticipated in America as "millions of additional households enter the housing market in 2021." According to Zillow, so-called secondary cities have seen "massive" influxes of movers taking advantage of larger home availability at much lower prices than they would pay in a major metro area. Specifically, housing markets such as Portland, ME, Bay City, MI and Pueblo, CO and several Idaho markets have become popular relocation destinations since the onset of COVID-19 and the work-from-home trend.

Zillow also reports an increase in movers to Sun Belt cities including Phoenix, Charlotte and Austin. Zillow's Home Price Expectations Survey, which predicts home value growth in 20 large housing markets, suggests that Austin will see a population boom over the next year despite experiencing the greatest increase in median list price among the 50 largest U.S. markets. In December 2020, the median price was reportedly up 23.6% year-over-year.

Around and About . . .

Colorado – Eagle County continues to break records posting its best first quarter ever with 545 transactions accounting for more than $760 million in total sales volume and an average $1.4 million sales price, the highest ever in Eagle County. Q121 total sales volume was 60% higher year-over-year year. Out-of-state buyers accounted for 35% of all sales, many of which came from Texas and Florida. The pace continued in April with 148 homes sold and 180 pending. The average price per square foot for homes sold in April was $812 and the highest sale price was $11.5 million.

South Carolina – Closed sales in **Sea Pines Plantation** through the first four months of 2021 broke new records with 182 properties sold comprising 127 single-family homes, 49 villas and 6 lots bringing the market to 250% above 2020 dollar volume and 69% higher with respect to the number of transactions. The median single-family home sale price was $1.125 million, up 61% year-over-year and the median villa price was $526,000, up 34% year-over-year. In the first week of May, 55 homes, 28 villas and 7 lots were under contract while active listings were critically low at 23 homes, 8 villas and 1 available lot.

The Upstate is seeing significant activity. Mauldin, a community of just 25,000, is part of the greater Greenville market area and is in the throes of considerable residential growth. As of May 25th more than 4,700 housing units were under construction. And that doesn't include the 210,000 square feet of residential development planned for inclusion in the 80-acre mixed-use project known as **BridgeWay Station**. Some of the larger projects in various stages of planning and construction within the market area reportedly include 800+ units at Arden Woods; 570+ units at Chestnut Ridge; and a 610-unit Harrington subdivision, an Eastwood Homes project in Greenville. https://www.bridgewaystation.com https://www.eastwoodhomes.com/greenville/greenville/harrington

Texas – Texas rural land markets have exploded in 2021, according to the Texas Real Estate Research Center at Texas A&M University. In Q121 the Texas rural land industry posted a record annualized sales dollar volume of $1.99 billion, up more than 38% year-over-year with 612,699 acres changing hands. The strong demand has escalated prices 9.5% year-over-year statewide to a record high of $3,251 per acre. The West Texas, Gulf Coast and Hill Country regions saw the greatest activity with the number of transactions up 53.3%, 48.3% and 40%, respectively. West Texas dollar volume was up 103.97%.

Regional Trends *(Continued)*

Utah - As we noted previously, Utah's population grew by 18.4% over the past decade making it the fastest-growing state in the nation. It now ranks as the 30th most populated state with nearly 3.28 million people, according to the Census Bureau despite all that open space.

Utah's diverse economy not only weathered the COVID storm but is now expected to expand by more than 6% this year. The state unemployment rate currently sits at an enviable 2.8%, three percentage points below the national rate of 5.8%.

The Park City market area is arguably the hottest market in Utah. The number of single-family homes sold was up 38% and the median sale price was up 47% for the 12-month period ending March 31, 2021. Condominium sales were up 40% but the median sale price escalated a conservative 4%.

Park City reported $999,576,935 in dollar volume for the period, up 122% year-year-year. The number of transactions rose 82% and the median sales price of $2,682,500 reflected a 38% year-over-year increase.

While Snyderville ranked #1 in dollar volume over the year rising 113% to $1,290,091,994, it ranked third in the regional market area for quantity sold, up 50% behind Jordanelle (+59%). Jordanelle also reported the second highest median sale price of $2,470,000 for an 18% year-over-year increase. *Source:* www.YouInParkCity.com

Wherever you go, there you are . . .

Chaffin/Light Associates
http://www.chaffinlight.com

PCR
Find Your Lifestyle.
http://www.privatecommunities.com

David Pearson Associates
http://www.davidpearsonassociates.com

Gary Player
DESIGN
http://www.garyplayer.com

Club Resources
INTERNATIONAL
http://www.myclubresource.com

HOTEL &CLUB
Appraisals and Consulting Service
http://www.hotelandclub.com

gilkey
ORGANIZATION
http://www.gilkeyorganization.com

ideal LIVING
MAGAZINE
http://www.ideal-living.com

SOUTHEAST DISCOVERY

http://www.southeastdiscovery.com

RPI MEDIA

http://www.rpisales.com

ARKANSAS HOT SPRINGS VILLAGE EST. 1970

www.explorethevillage.com

SE GROUP

http://www.segroup.com

Jewels For Hope

https://www.jewelsforhope.net

LOWE ENTERPRISES

http://www.loweenterprises.com

EAST WEST COMMUNITIES

http://www.eastwestcommunities.com

http://www.uli.org

http://www.starresortgroup.com

http://www.gtlaw.com

http://www.blueridgemountainclub.com

http://www.benchmarkadvisors.com

http://www.thegolfguy.biz

http://www.golfcommunityreviews.com

http://fairwaysuites.com

http://turtlebayresort.com

https://landadvisors.com