



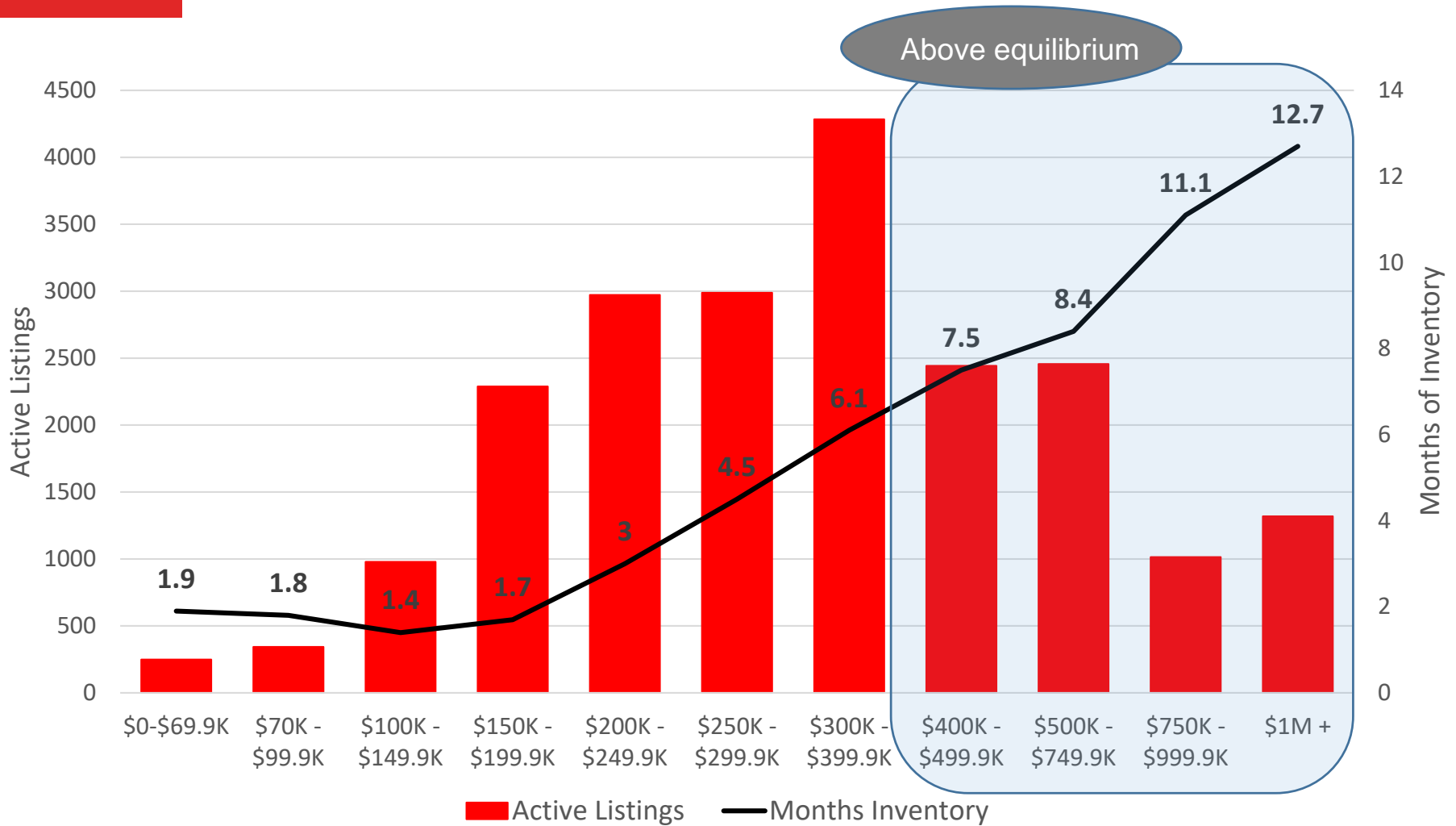
Houston 2Q 2018

**Houston-Galveston
Area Council**

August 17th, 2018

Houston Existing Housing Market

Used Single Family Home Sales – MLS Resale Inventory and M-O-S by Price Band



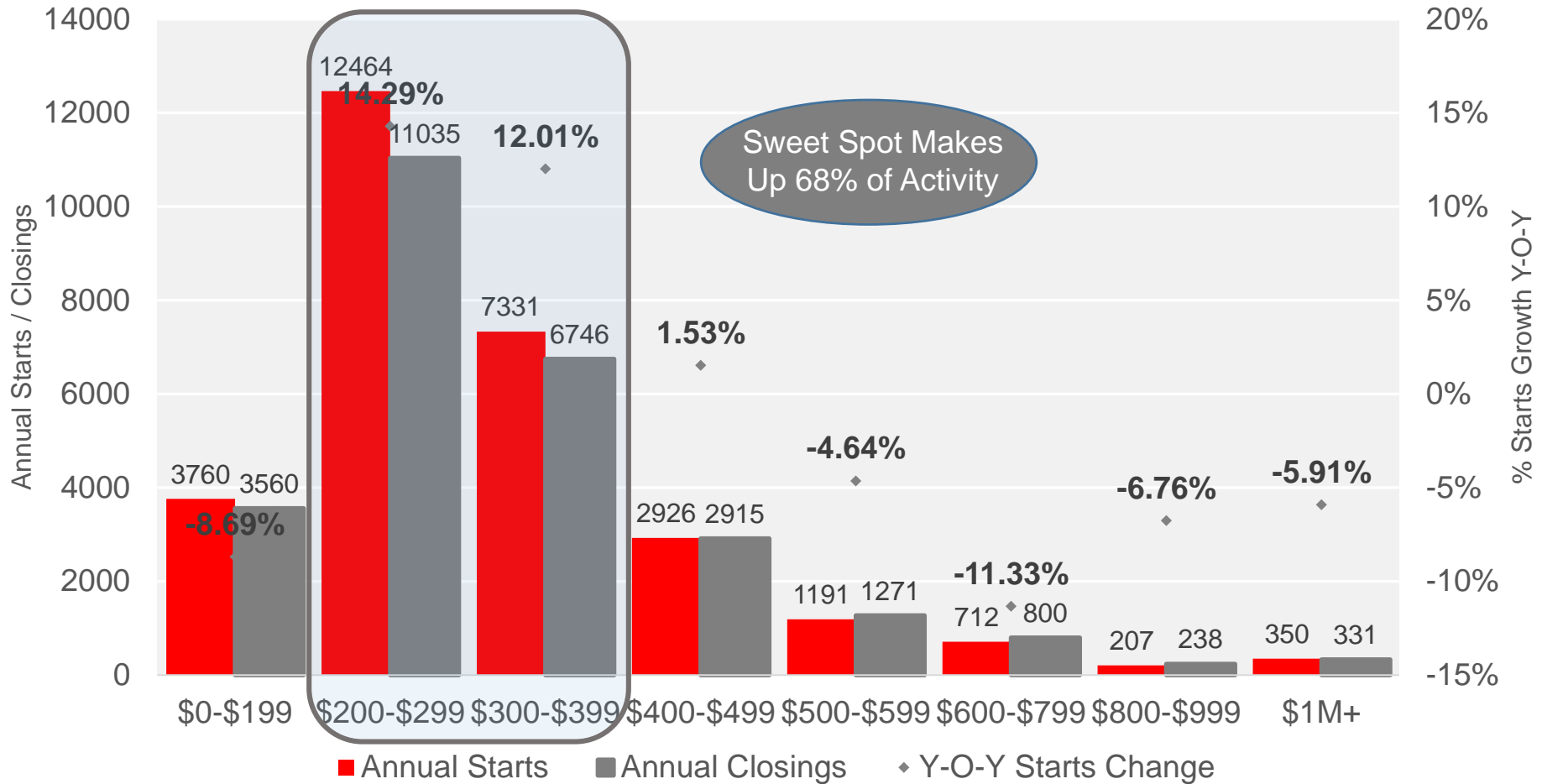
Houston New Home Market Highlights

Top MSAs Ranked by Annual New Home Starts

Rank	Market	Annual Starts	Annual Change	%
1	Dallas/Ft. Worth	35,264	3,984	12.7%
2	Houston	28,942	1,831	6.8%
3	Central Florida	25,470	2,950	13.1%
4	Atlanta	25,303	2,709	12.0%
5	Phoenix/Tucson	23,211	1,582	7.3%
6	Southern California	20,945	1356	6.9%
7	Denver/Colorado Springs	20,574	1025	5.2%
8	Northern California	17,725	3,774	27.1%
9	Austin	16,712	624	3.9%
10	Salt Lake City	13,657	2,292	20.2%
11	Raleigh/Durham	12,586	1,166	10.2%
12	Charlotte	12,387	458	3.8%
13	Central California	11,797	2,001	20.4%
14	San Antonio	11,396	447	4.1%
15	Philadelphia Region	11,216	541	5.1%
16	Las Vegas	11,190	1,770	18.8%
17	Tampa	10,857	923	9.3%
18	Seattle	10,620	2,168	25.7%
19	Suburban Maryland	10,132	-615	-5.7%
20	Northern Virginia	9,118	460	5.3%

Houston New Home Market Highlights

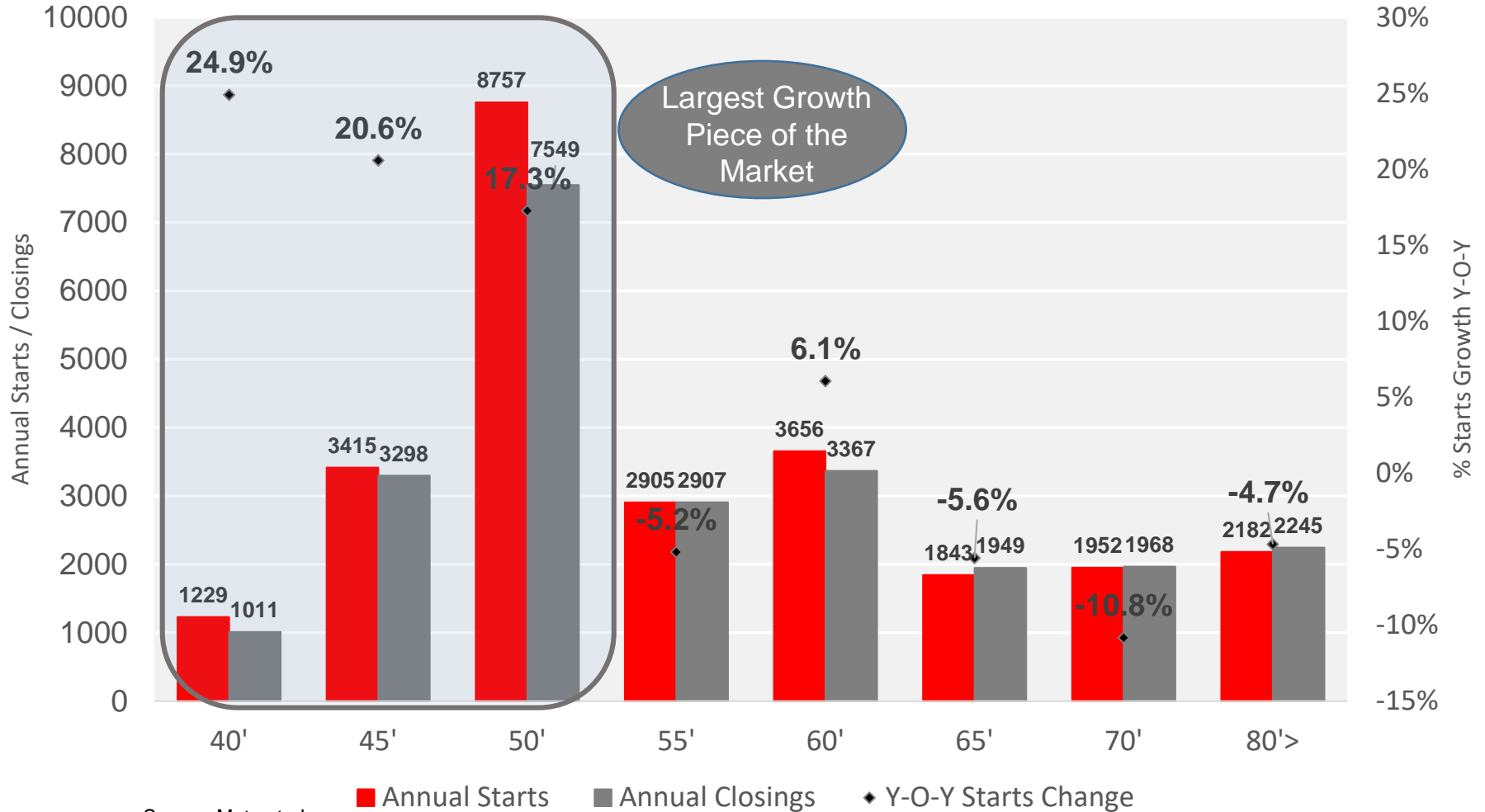
Annual New Home Starts and Closings by Price Range



Source: Metrostudy

Houston New Home Market Highlights

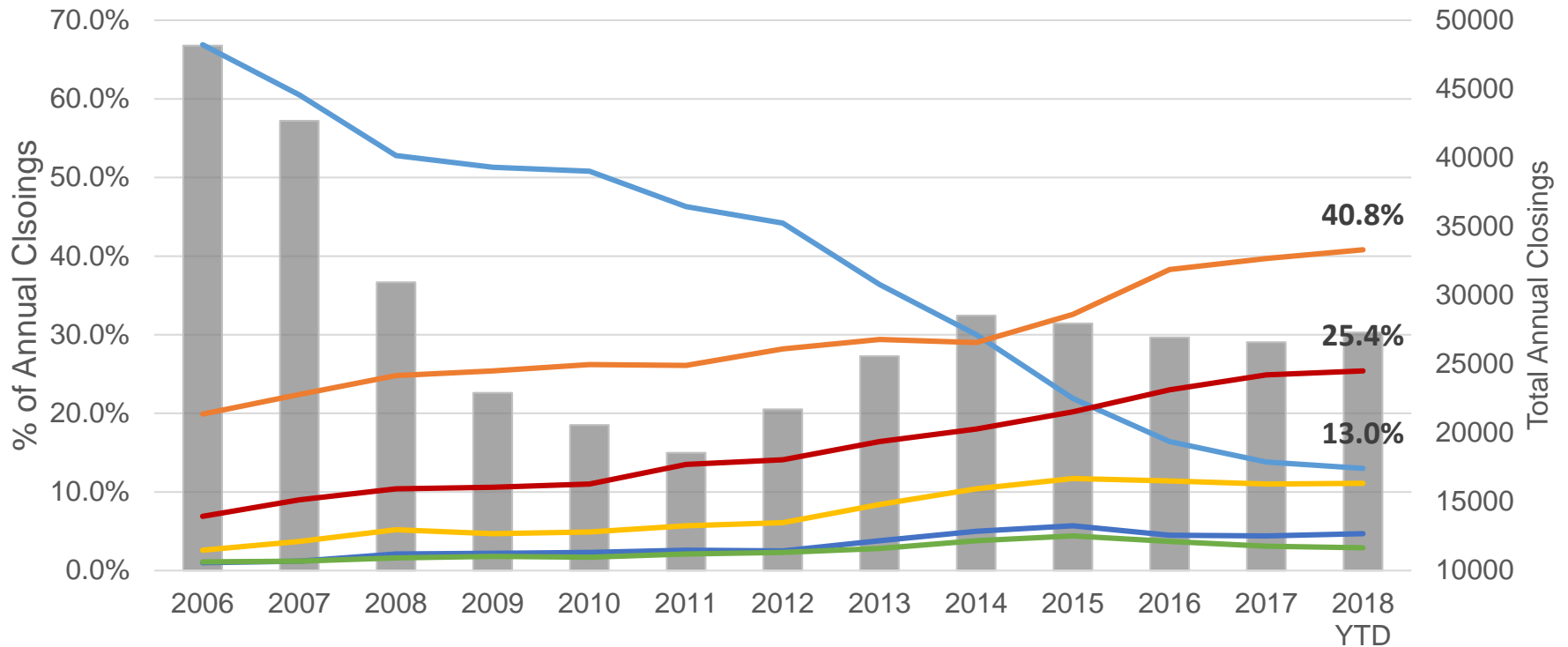
Annual New Home Starts and Closings by Lot Size



Source: Metrostudy

Houston New Home Pricing

Percentage of New Home Closings by Base Price Band

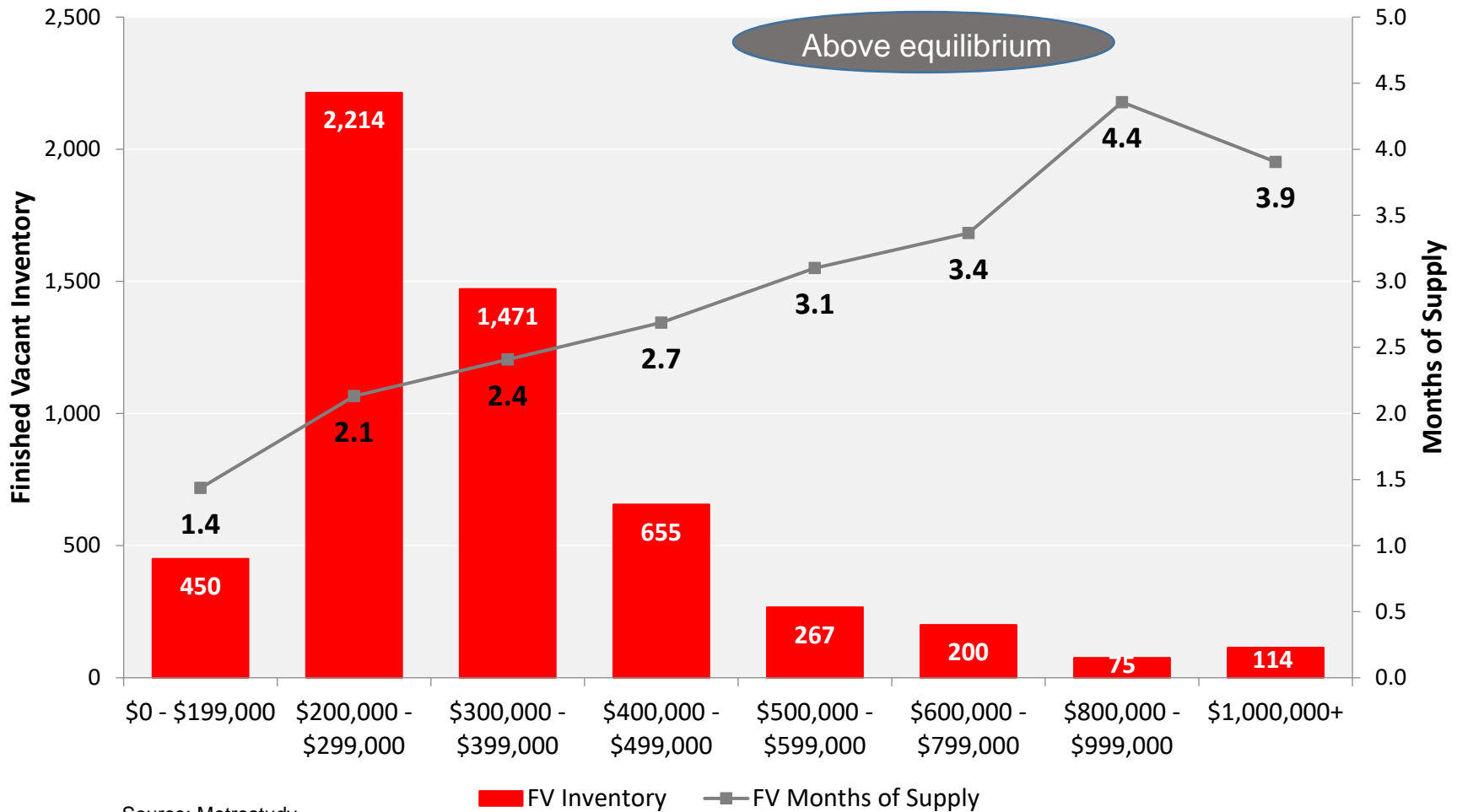


- Total Annual Closings
 % Closings < \$199K
 % Closings \$200-299k
- % Closings \$300-399K
 % Closings \$400-499K
 % Closings \$500-599K
- % Closings \$600-799K

Source: Metrostudy

New Home Inventory and Sales Environment

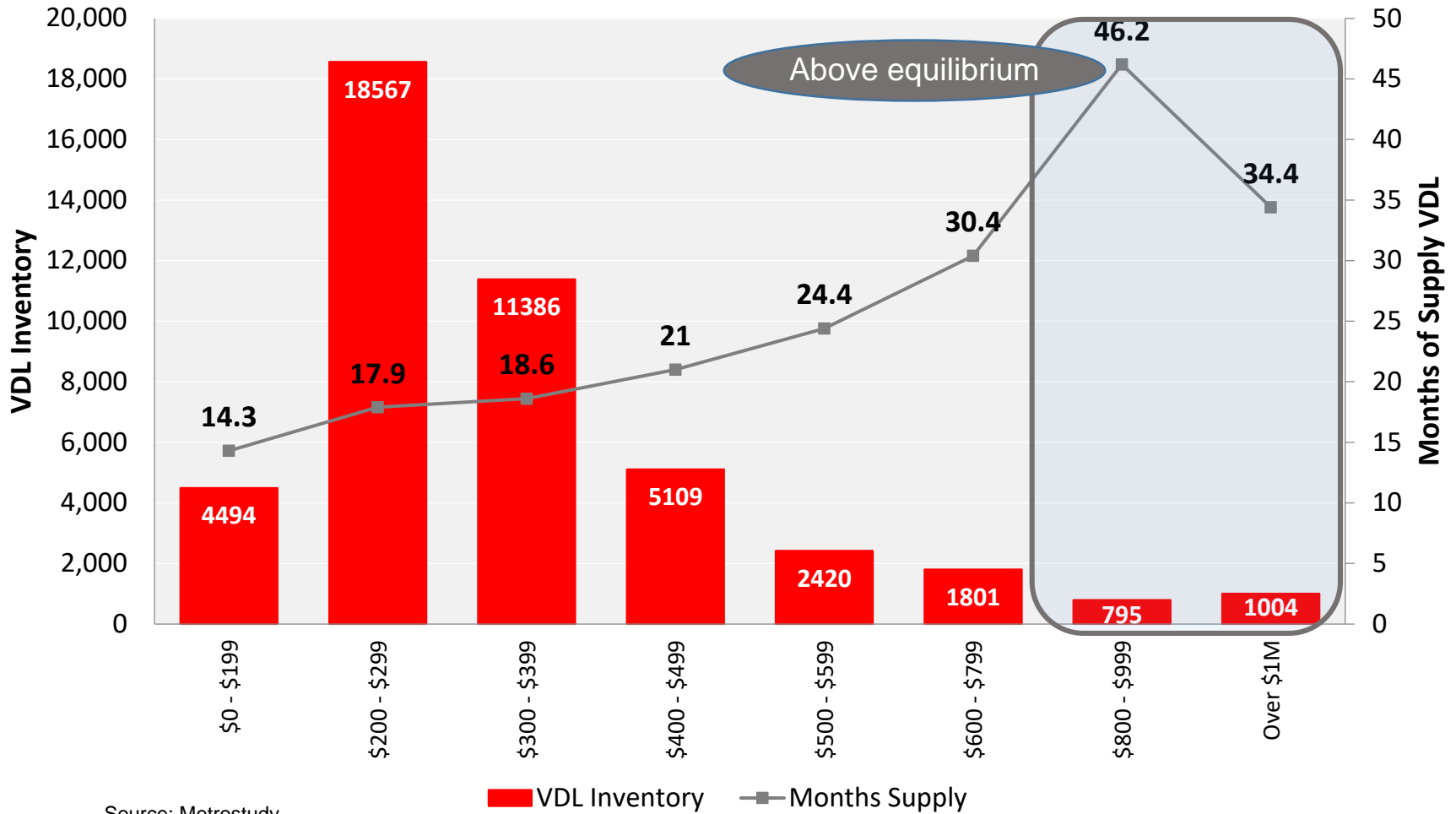
Finished Vacant Homes and Months of Supply by Base Price Band



Source: Metrostudy

Houston Land and Lots

VDL Inventory by Base Home Price



Source: Metrostudy

Housing Challenges and Opportunities: *Conclusions*