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SENT TO LSU AGCENTER/LOUISIANA FOREST PRODUCTS DEVELOPMENT CENTER - FOREST SECTOR / FORESTY PRODUCTS INTEREST GROUP

From: aschuler@frontiernet.net [<mailto:aschuler@frontiernet.net>]

Sent: Sunday, July 02, 2017 5:41 AM

To all:

Housing still limping along, but we are getting some good news with indications 1st time buyers are returning. However, main problem is weak supply, both new homes and existing homes. That drives prices higher - in fact, they have been increasing faster than incomes for at least a decade. Of course, prices have been increasing in part due to fact builders have been focusing on upscale, more expensive housing, and until recently, the resale market has been hottest for upscale homes.

And, we have some other problems that will keep housing relatively weak for some time in my opinion.

(1) GDP will remain weak (2% or less) for some time. Weak labor market (growth/participation rate) and weak productivity growth.

(2) Debt - approaching \$20 trillion. gross debt = 104% of GDP and public debt = 77% pf GDP. Gross debt includes public debt and what the government owes itself (Medicare and social security trust funds, etc.) . Public debt has to be paid back - \$6 trillion is owed to foreign governments.

(3) We have serious problems for sure - unfortunately, our government is not working. If we don't address debt problems, our standard of living will continue to deteriorate, as it has for the past two decades, and housing will continue to suffer. Entitlement program spending (social security, Medicare, etc.) will continue to escalate with the aging population. Again, housing will suffer.

Anyway, happy July 4th to American readers and happy Canada Day (July 1st) to Canadian readers.

Al

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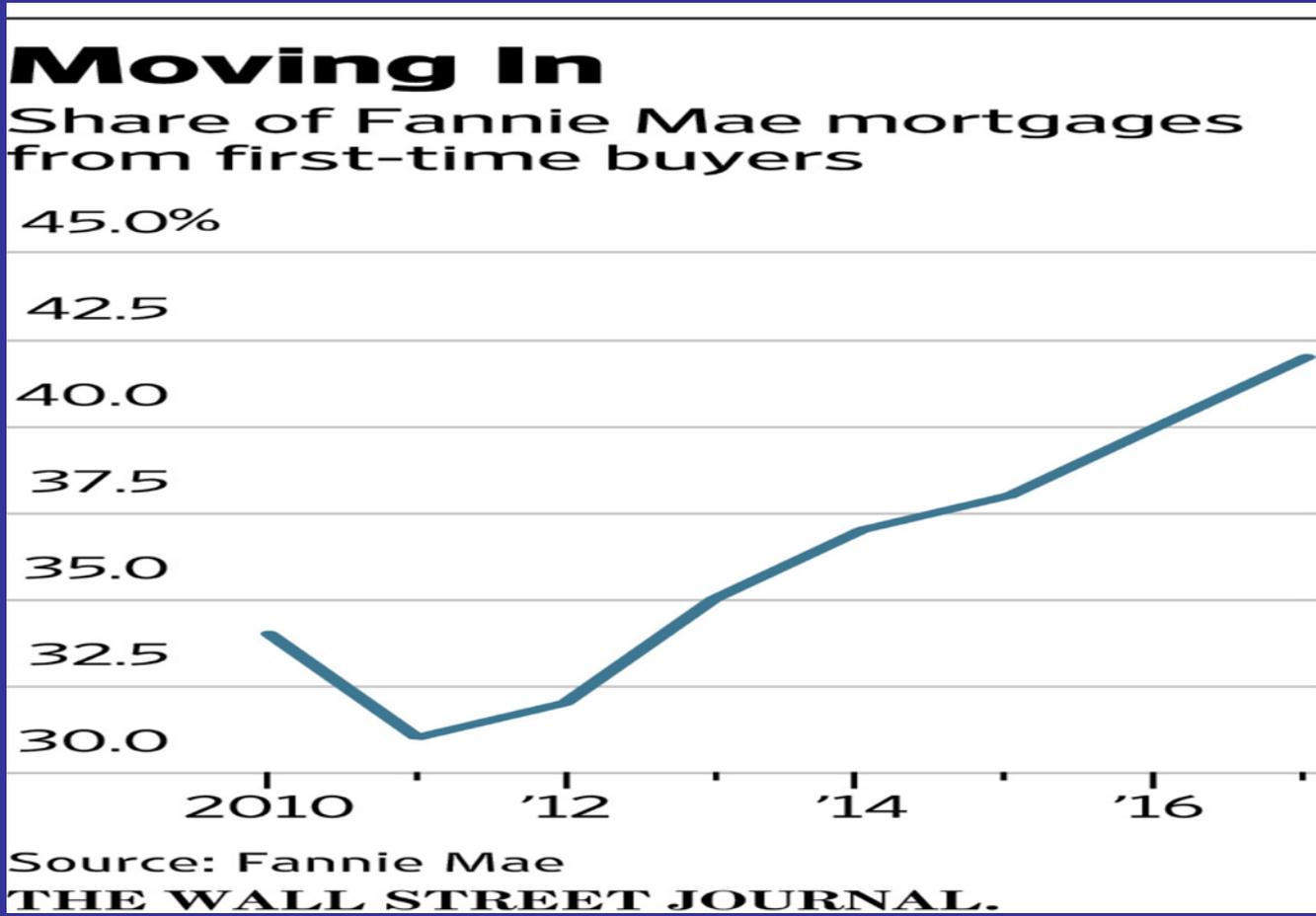
President, Forest Products Society; President, WoodEMA i.a.



Housing comments – June 2017

- *May starts were down 5.5% to 1.092 (SAAR) - SF at 794,000 (SAAR) – down 4% - MF was down 10% – MF is typically quite volatile, and is down 25%YOY. Annual basis - total starts are down 2.4% while SF up 8.5%. **Making some progress, and 1st time buyers are returning!!!** But still have problems - lack of supply drives prices higher and out of reach, particularly for 1st time buyers. Typical supply is 6 months – today, it is 4.2 for existing homes and 5.2 for new homes. Additional problems - tight credit, and now, rising rates.*
- *Low rates have not helped housing much – in fact, they have created more problems – i.e., prices rising faster than incomes in the USA. Elsewhere, we have housing bubbles in Canada (Toronto, Vancouver), Australia, and the East/West coasts in USA. And, we have what looks like an equity bubble forming here in USA!!!!*
- *Resale market up 1.1% - 5,562,000 (annual rate) – low inventory (4.2 months) driving prices higher – prices up 5.8% YOY*
- *New home sales were up 2.9% to 610,000 SAAR, up 8.9% YOY*
- *Job creation slowed in May - +138,000,000 - unemployment to 4.3% - **but, wage/income growth is lacking***
- *GDP was disappointing at 1.4% for 1st Qtr 2017, and longer term prospects are not good unless we improve productivity and increase the workforce. A smarter immigration system is best solution for short term improvement!!!!!!!!!!!!!! **And, we need innovation – more companies like Amazon and fewer like GE***

Good News – 1st time buyers are returning – historically, they made up about 35% of the market – that dipped to 30% during the crash. But, in QTR1 2017, they represented 38% of all SF home sales. In addition, new owner households numbered 854,000 compared with 365,000 Renters in Qtr1 2017 – reversing a decade long trend.



(<https://www.wsj.com/articles/the-next-hot-housing-market-starter-homes-1494495003>)

New study by Genworth Financial analyses 1st time Homebuyer market - here are some excerpts:

Download the report using this hyperlink:

(<https://miblog.genworth.com/first-time-homebuyer-market-report-06-17>)

1. "During Q1 2017, first-time homebuyers bought the most single-family homes since 2005. During the first quarter of 2017, 424,000 single-family homes were sold to first-time homebuyers (38 percent of all single-family home sales), the most during that period since 2005, and an 11 percent increase from the same period in 2016.
2. From 2014 - 2016, first-time homebuyers drove 85 percent of the housing market's expansion, the fastest rate ever."

1st time home buyers are critical to a healthy housing market
Without them, the market stagnates – like today!!!
e.g. – eventually, many Become “move up” buyers as family and incomes grow, and this allows existing homeowners to move to more upscale housing – they are a critical cog in a Dynamic housing market!!

Some slides from the Genworth study

Fig. 1

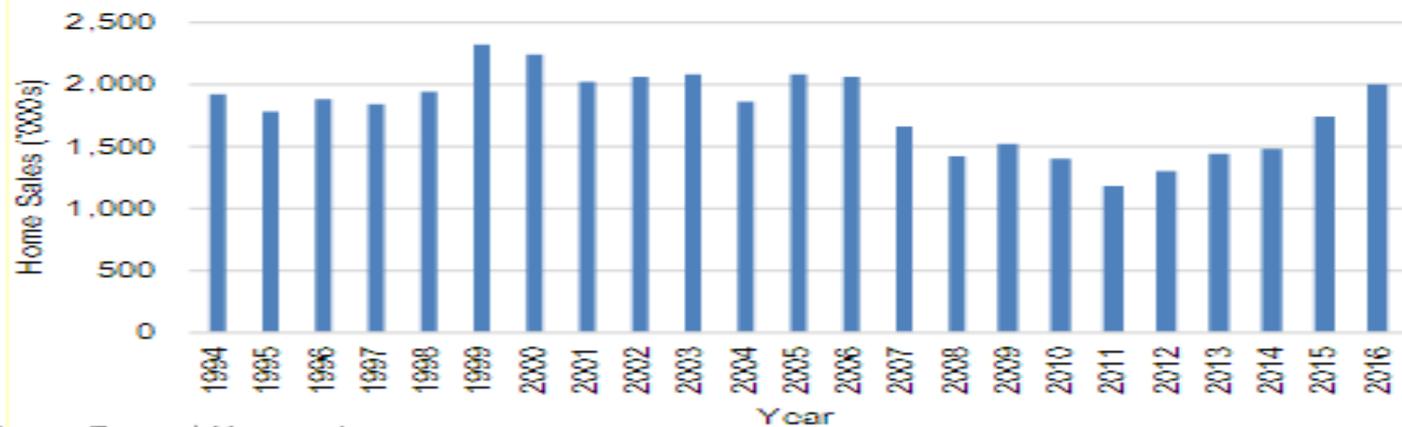
First-Time Homebuyers Mix



Source: Genworth Mortgage Insurance

Fig. 2

First-Time Homebuyers Market

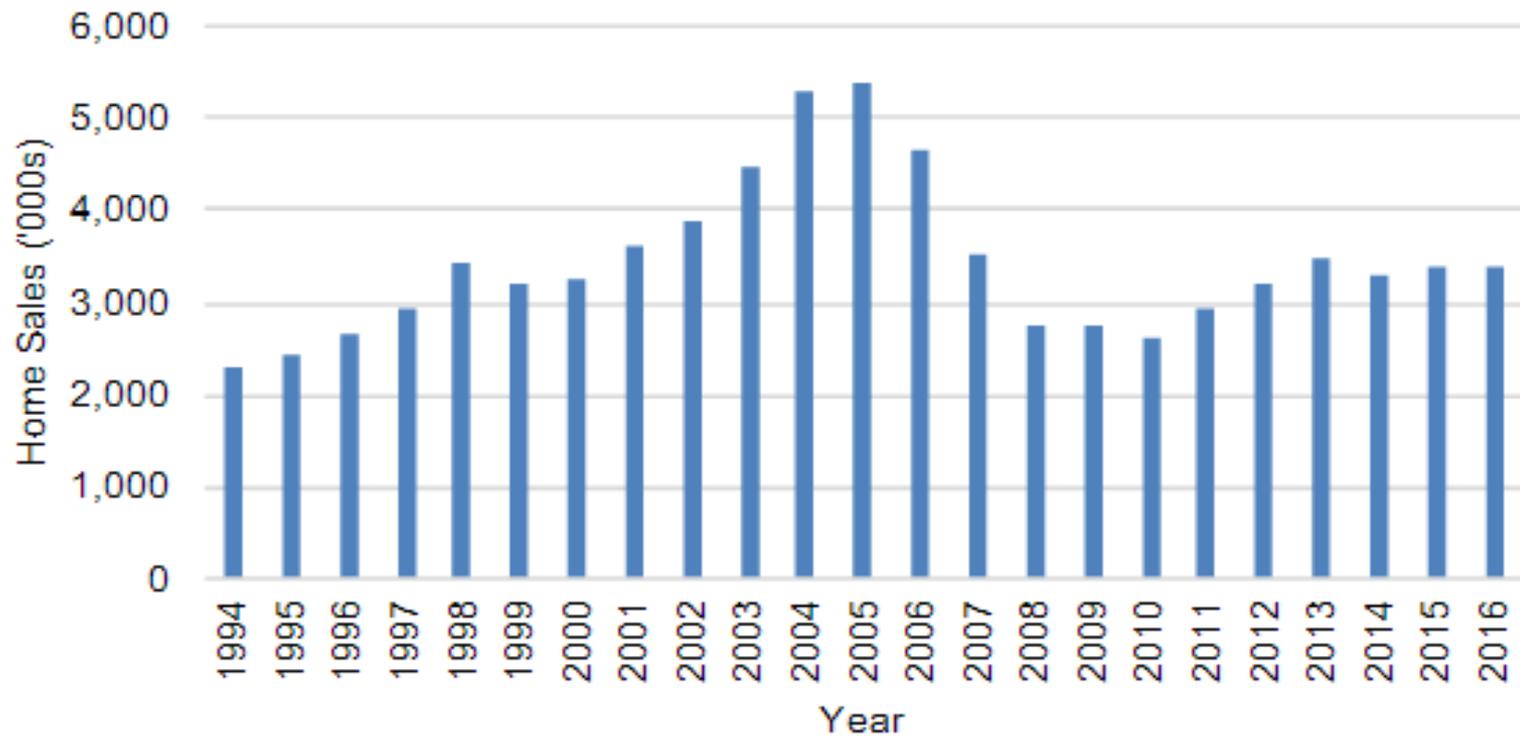


Source: Genworth Mortgage Insurance

More slides from Genworth

Fig. 5

Repeat Homebuyers Market



Source: Genworth Mortgage Insurance

Big problem for housing – too little supply !!!!!

This drives prices higher and out of reach for many buyers, Especially 1st time buyers.

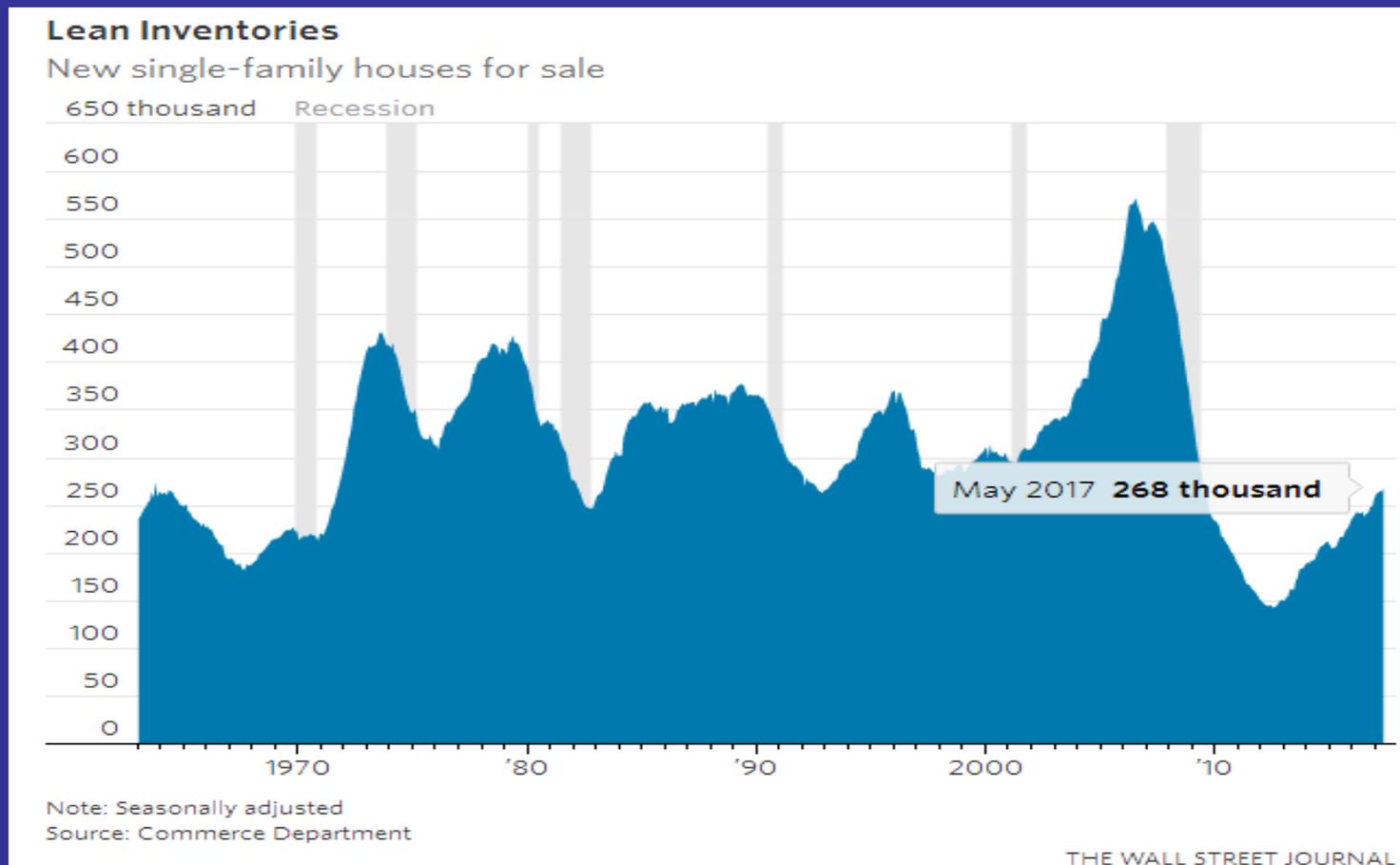
Typically, supply is about 6 months (time it takes to sell Existing inventory at current sales rates). Today, existing Home inventory is 3.8 months while new home inventory is 5.4 months. Many homeowners are reluctant to list their Homes because buying another one is expensive while Builders are reluctant to build new homes due to costs, Driven partly by labor and land shortages in parts of the country.

Today, prices are increasing twice as fast as incomes, so this Problem is actually getting worse. Also, mortgage rates are Increasing, and credit remains tight following new rules In the aftermath of the 2008 financial crisis.

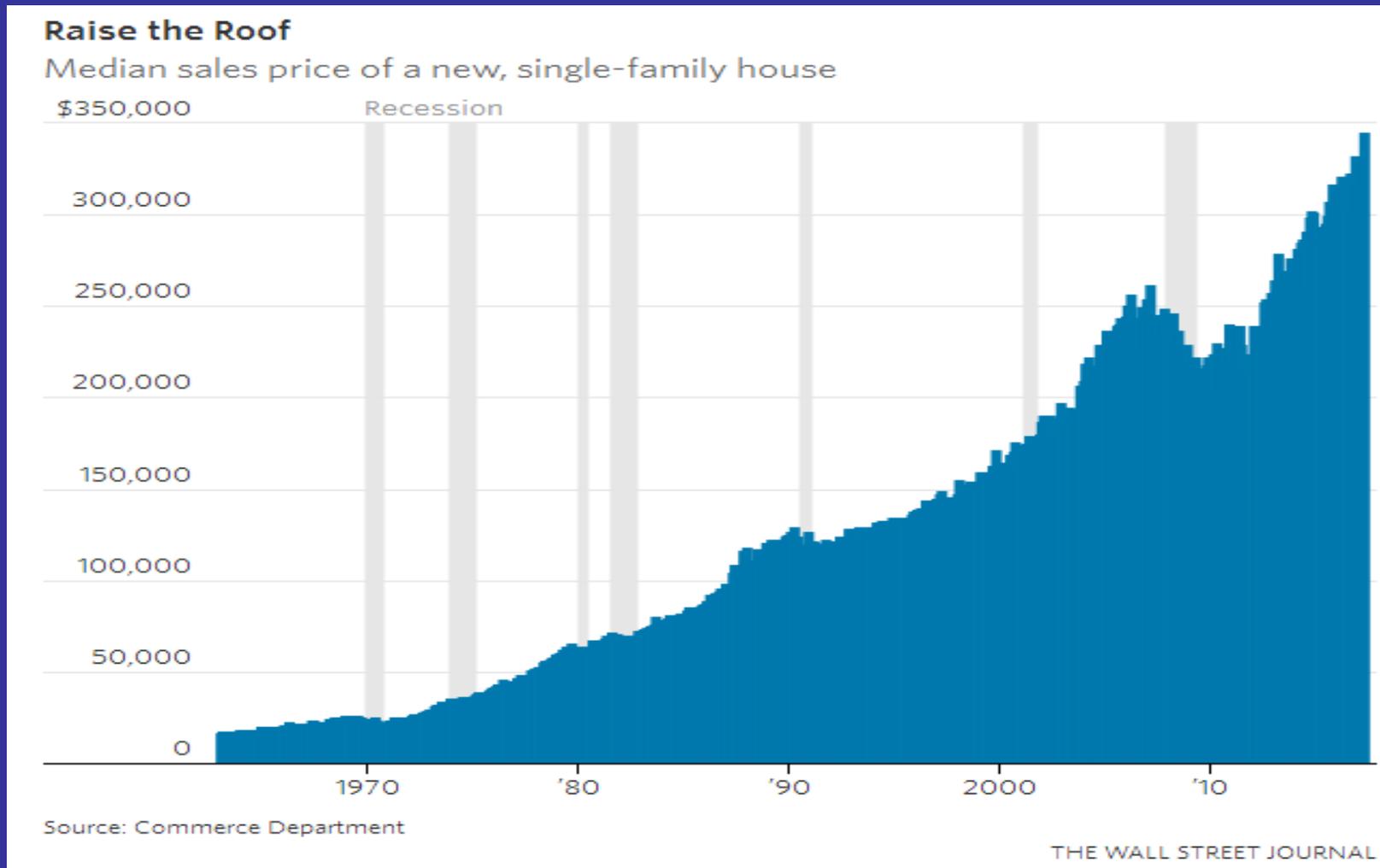
Prognosis – housing could remain below par for some time!!!

Low new home inventory (5.2 months) drives prices higher And out of reach to most 1st time buyers

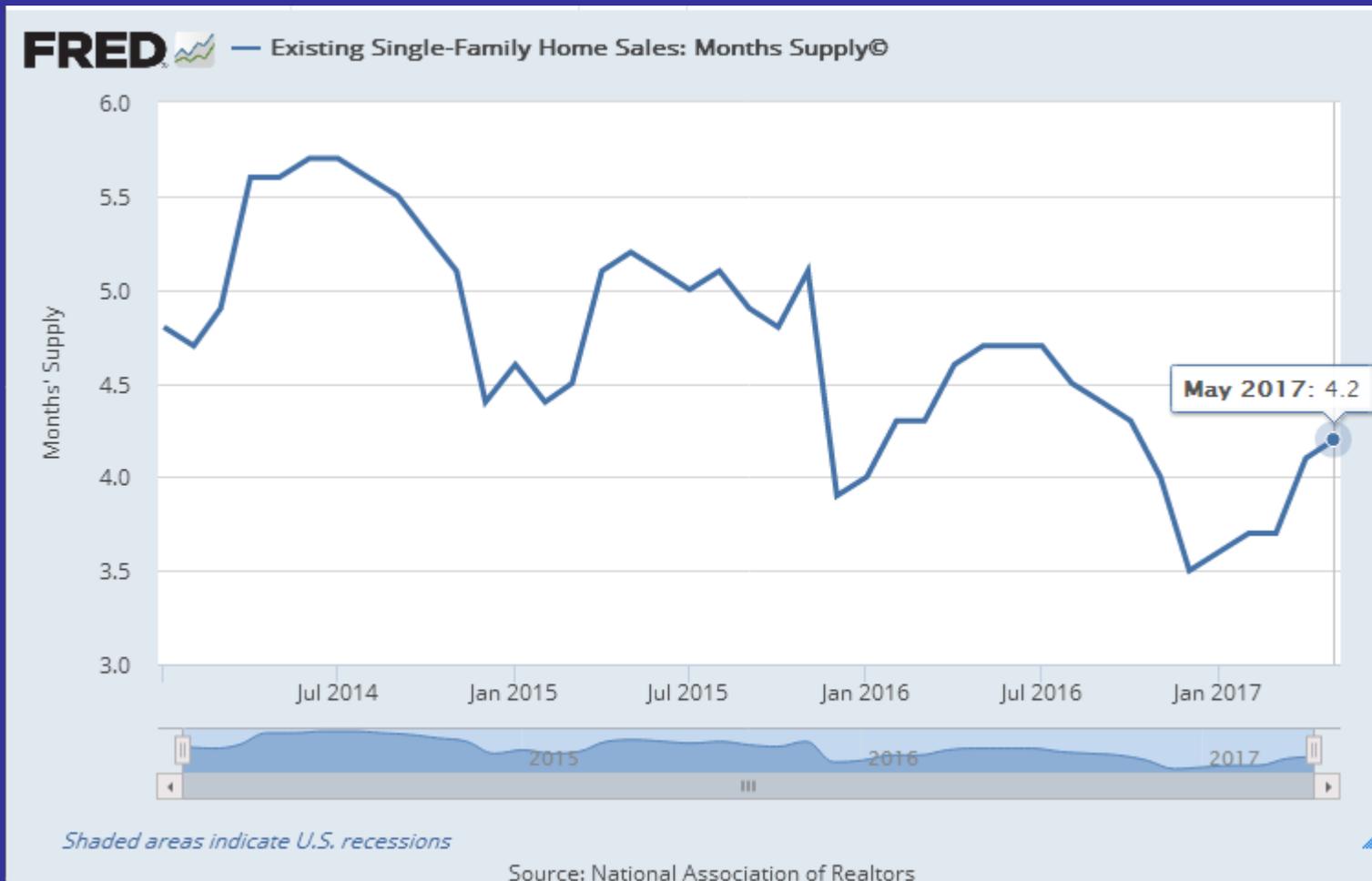
But, builders can't find enough carpenters, masons, electricians, etc.
So construction costs keep escalating = this exacerbates the inventory
Problem – also, land shortages in parts of the country drive costs higher!



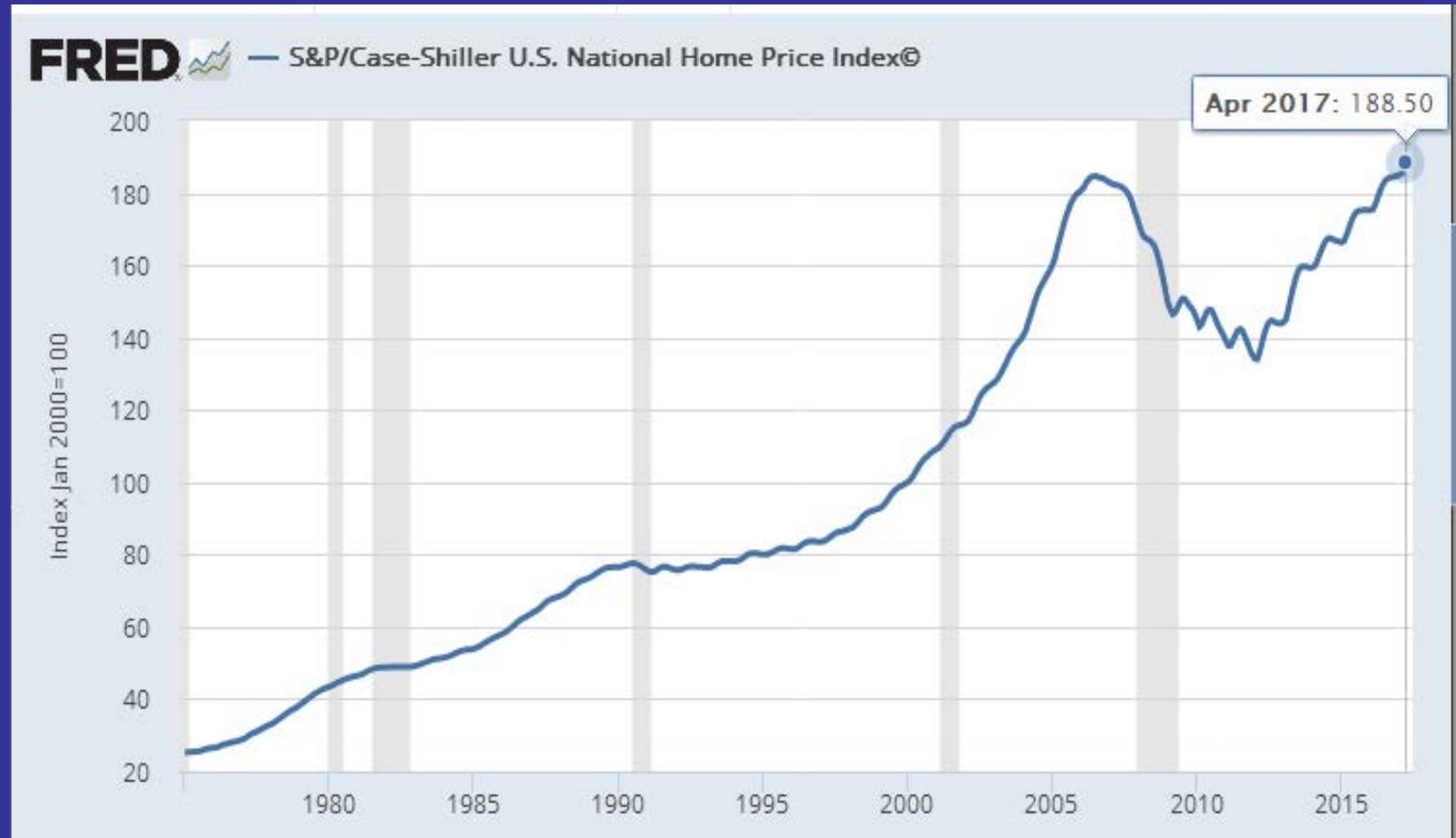
New Home sales prices: Imbalance between demand and supply driving prices To record levels – same story with existing Home sales. Price increase also due to weakness in entry level/lower End Housing Coupled with strength in upper end housing



Low Existing home inventory (4.2 months) drives prices higher - out of reach to most 1st time buyers.



Case Shiller National existing home prices – up 41%
In past 5 years – driven primarily by short supply and
Demand for upscale homes



(<https://fred.stlouisfed.org/series/CSUSHPINSA>)

Weak housing starts contribute to the supply shortage and
Drive prices higher

Single family starts, Thousand units, SAAR

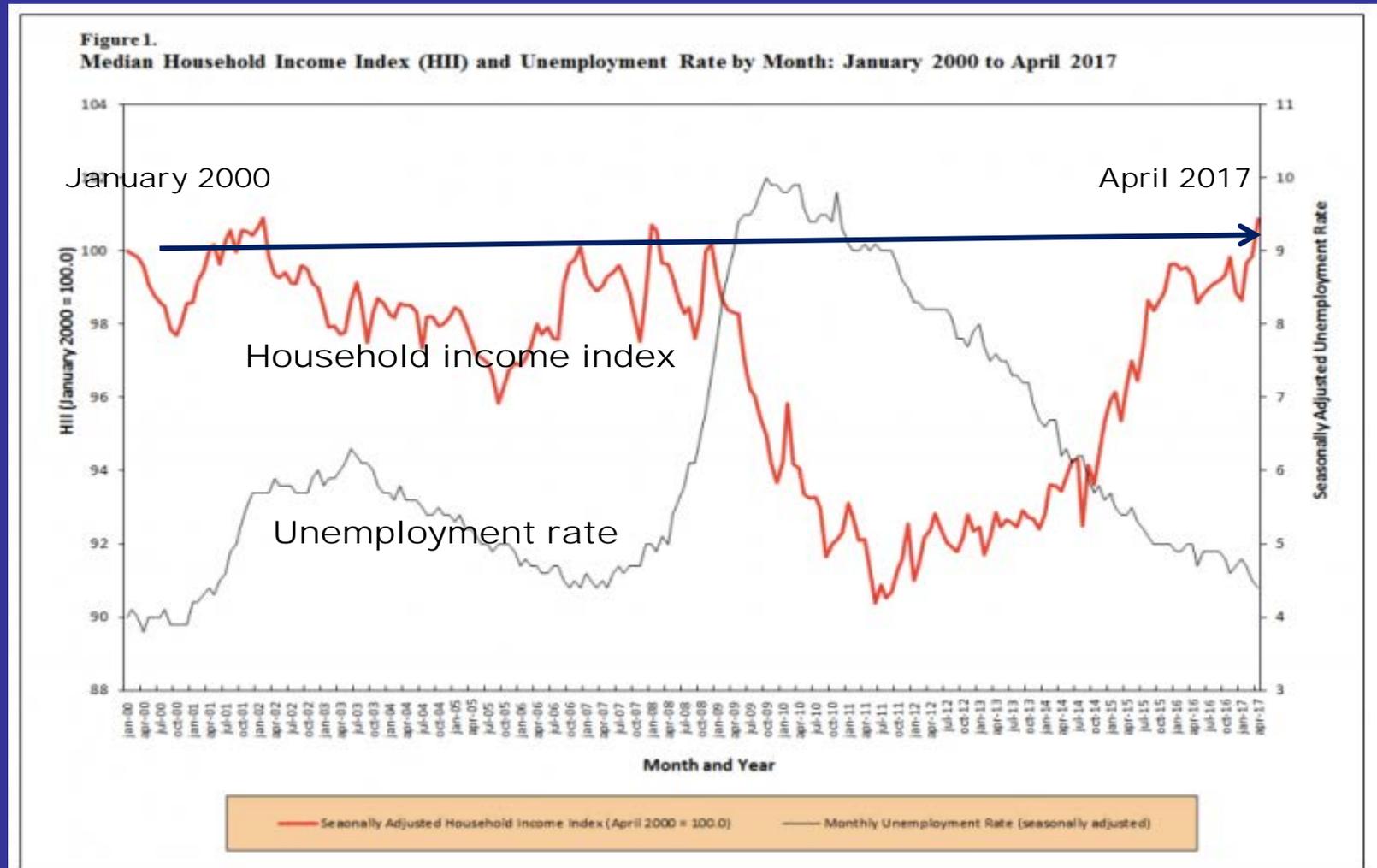


Source: Census (<http://www.census.gov/const/www/newresconstindex.html>)

Real Incomes today same as 1998 – i.e., little progress in Two decades – unemployment at record low levels, yet Wage growth has lagged.

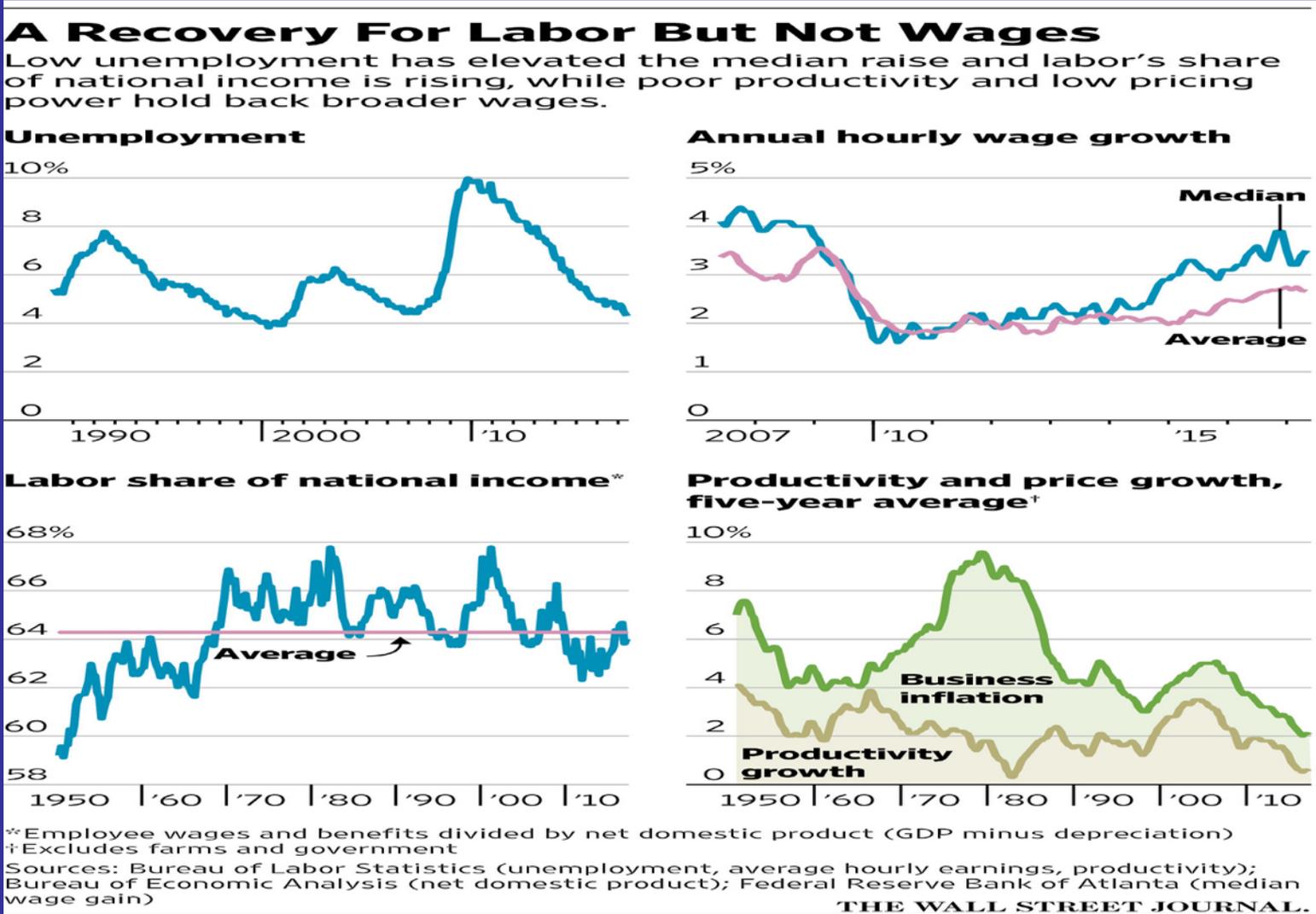


Long term trend - a disconnect between unemployment Rates and incomes.
 Problem - many of new jobs created Are low paying with little or no benefits.
 This is a structural problem with many high paying jobs that go unfilled
 Because applicants don't have the required skill set!!!!



Sources: For income data: Sentier Research, LLC estimates of annual household income derived from the monthly Current Population Survey (CPS) conducted by the U.S. Census Bureau; for the unemployment rate and the CPI-U: the U.S. Bureau of Labor Statistics.

Low productivity, aging work force, and weak corporate pricing power
 Suggest that wage growth could remain weak for some time. Despite
 Low unemployment, wage growth has been lackluster - bad news for housing
 G. Ip, WSJ (<https://www.wsj.com/articles/why-the-tight-labor-market-isnt-generating-better-pay-1497441272>)



Solution to fixing the economy – get housing
Back to trend levels – yes, this is a “chicken and egg
Type issue”, but as the chart on the next page shows,
Spending on housing is an important contributor to
GDP. E.g., total expenditures on housing related
Activities (appliances purchases, real estate
agent jobs, ...) has Averaged 19% of GDP over
past 60 years, but today it is 15.6%!!!!

Tight credit also big problem, especially for 1st time
Buyers.

Now, we have the “lumber tax” on Canadian lumber to deal
With. That will only increase construction costs and make
Housing less affordable.

A more interesting comment on the U.S. economy by Greg Ip
WSJ (<https://www.wsj.com/articles/the-economy-needs-amazons-but-it-mostly-has-ges-1498037403>)

“Housing serves as an economic engine through home construction as well as ancillary activities such as appliance purchases, spending on home renovations and jobs for real-estate agents”. **“Total spending On housing fell to 15.6% of GDP in 2016, compared with 19% over past 60 years.** A more specific measure - Spending on new construction and remodeling fell to 3.6% of GDP” – see chart below.

Source: WSJ (<https://www.wsj.com/articles/sluggish-housing-recovery-took-300-billion-toll-on-u-s-economy-data-show-1490526643>)



Here is another suggestion on how to fix the economy – a “no brainer” .

GDP = (labor force) (productivity). “Economics 101”

We have an aging work Force and our fertility rate has been falling for decades. That means slow growing labor force. Productivity has been Weak for decades too. Yes, We need to invest for the future – R&D; Infrastructure spending; less regulation; fix K-12 system;.... But, we also need immigrants

Solution – develop a smart immigration system that brings in Educated, hard working people with technical skills that will Support better productivity growth., and address our shrinking labor force too.

Yes, we still need to bring in refugees too – that is the mark Of a compassionate country. But, the focus today needs to be highly Educated, English speaking (doesn't have to be perfect, but workable)people with technical skills and A strong work ethic.

A more interesting comment on the U.S. economy by Greg Ip
WSJ (<https://www.wsj.com/articles/the-economy-needs-amazons-but-it-mostly-has-ges-1498037403>)

Innovation is the solution – “we need more companies like Amazon And fewer like GE” notes Mr. Ip

Growth comes from workforce and productivity --
Can't increase very fast over the long term unless we
Deal with declining workforce and weak productivity

Growth of the prime working age population has slowed as baby boomers age...

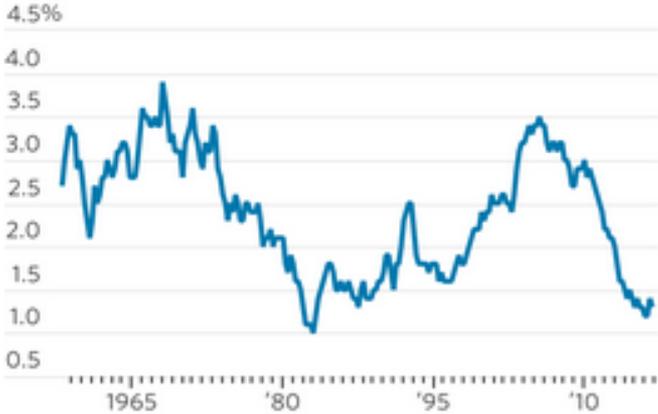
People aged 25 to 54; Annual change, 10-year moving average



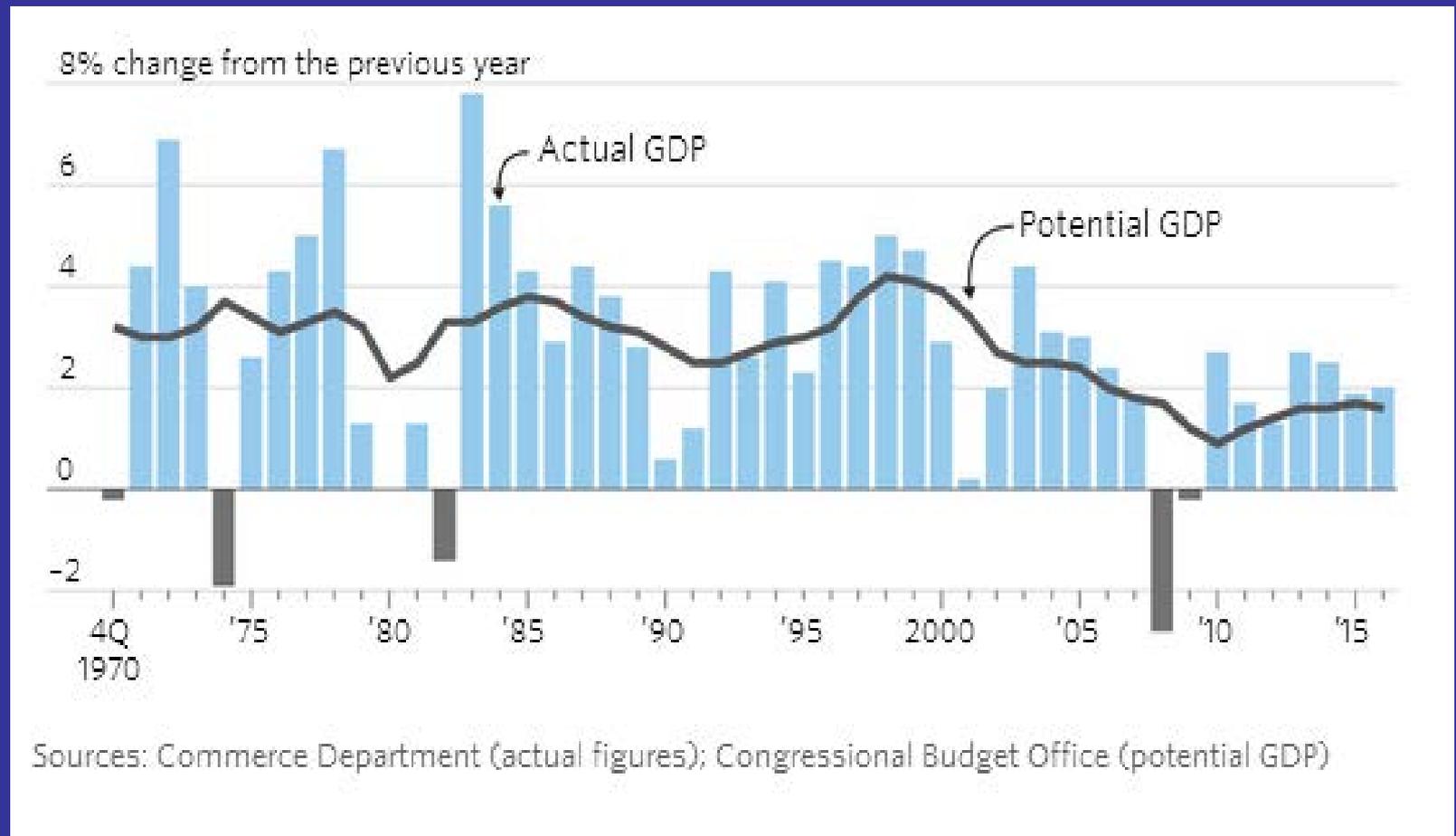
Source: Labor Department

...and productivity growth has fallen off in recent years, reflecting weaker investment and innovation.

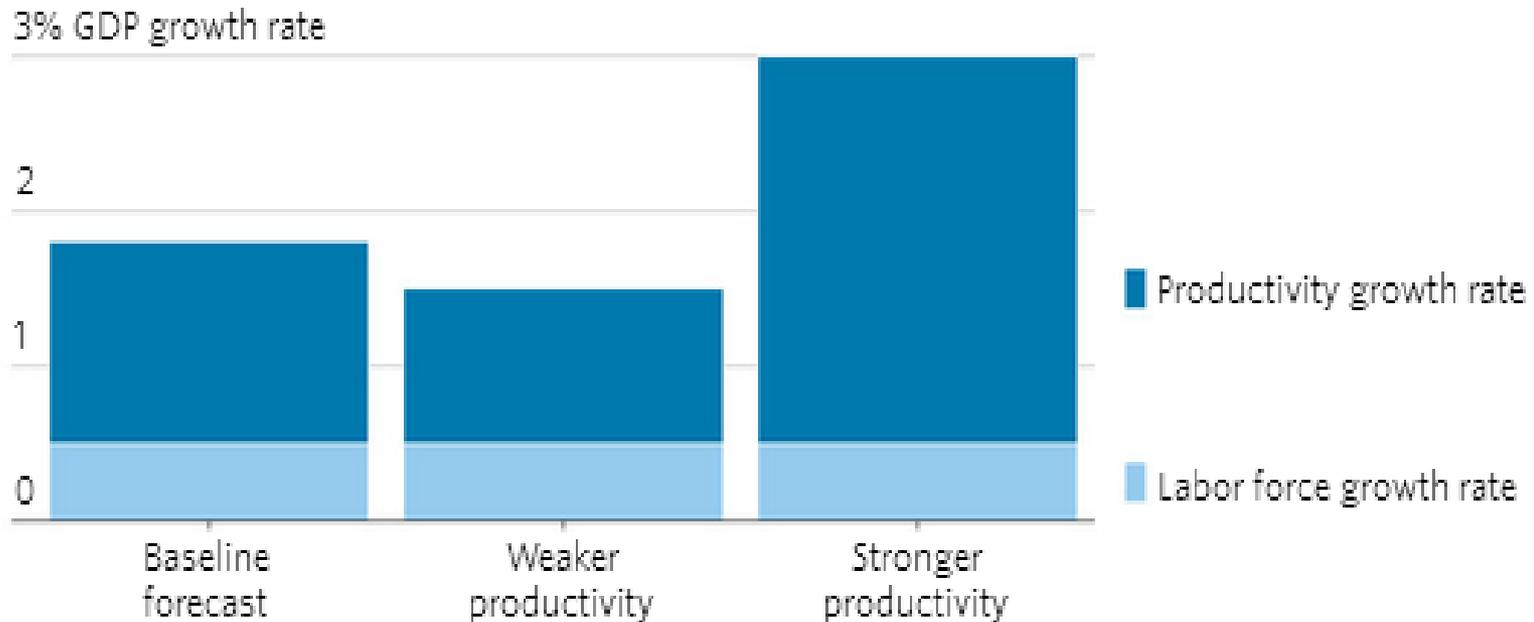
Output per hour in the nonfarm business sector; adjusted for inflation; Annual change, 10-year moving average



The economy's "speed limit" :
GDP Growth = (growth in labor force)(Growth in Productivity)
Chart below shows projections from CBO



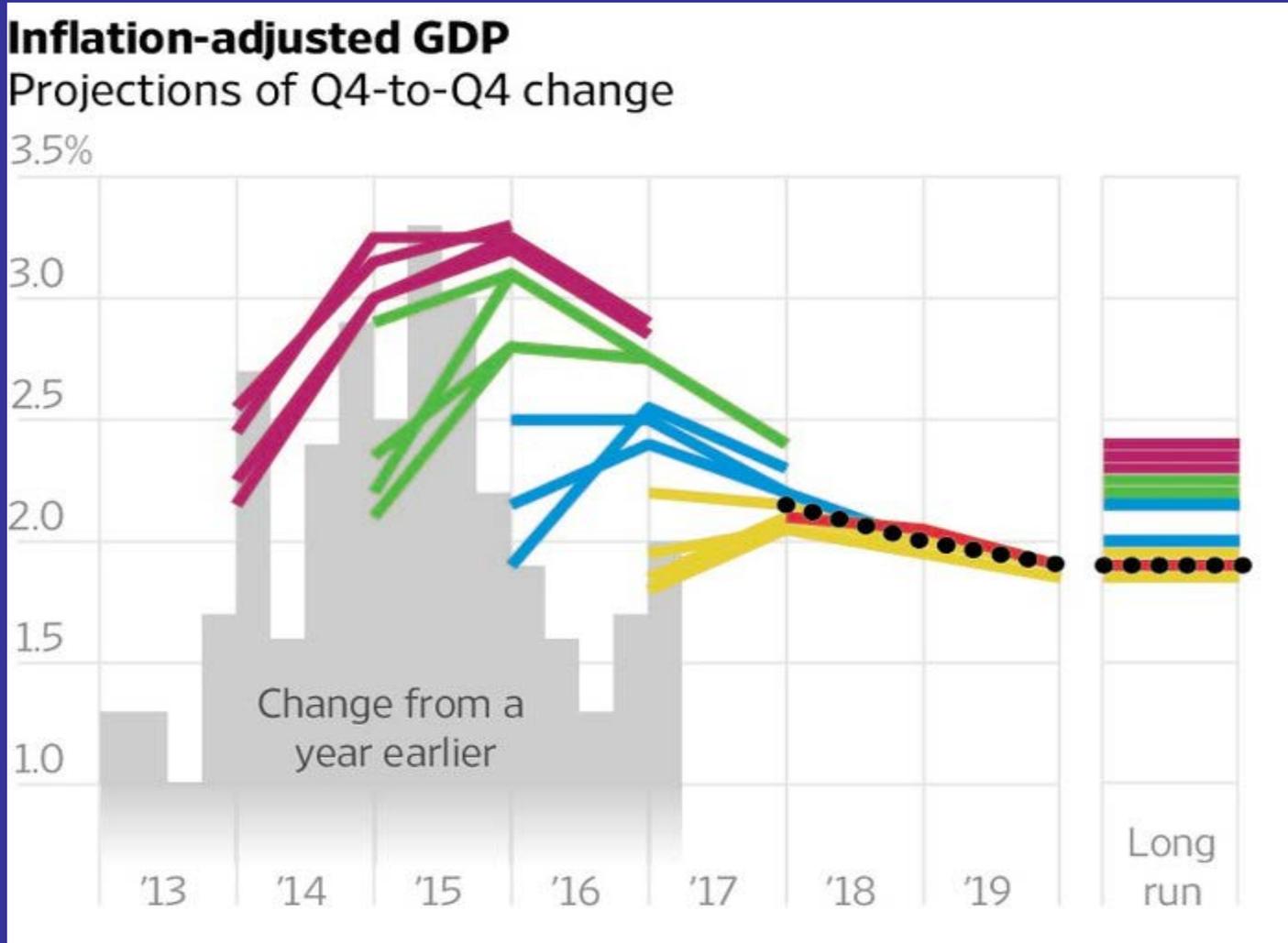
Some (CBO) projections of GDP growth with weaker productivity
Versus Stronger productivity – but, for better productivity
We need to invest, and we are not doing so!!!!!!!!!!!!!!!!!!!!!!!!!!!!



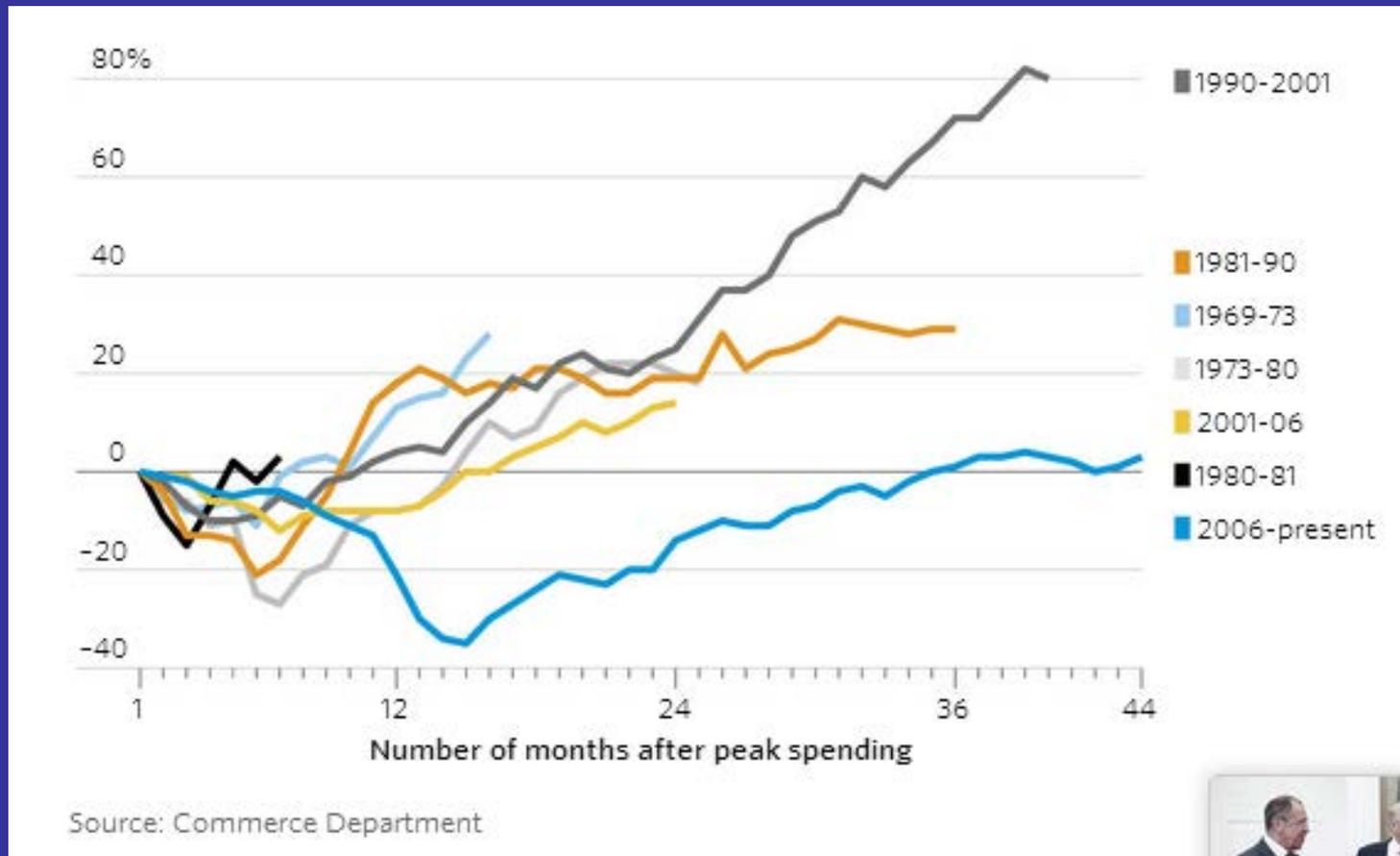
*Forecast from the Congressional Budget Office †Since 1958

Sources: Congressional Budget Office (baseline forecast, workforce projections); Jason Furman of the Peterson Institute for International Economics (productivity projections)

Latest FED long range forecasts – similar to CBO. About 1.8% - 2%. Problem is low productivity and slow labor force growth which are the basic “building blocks” For the economy

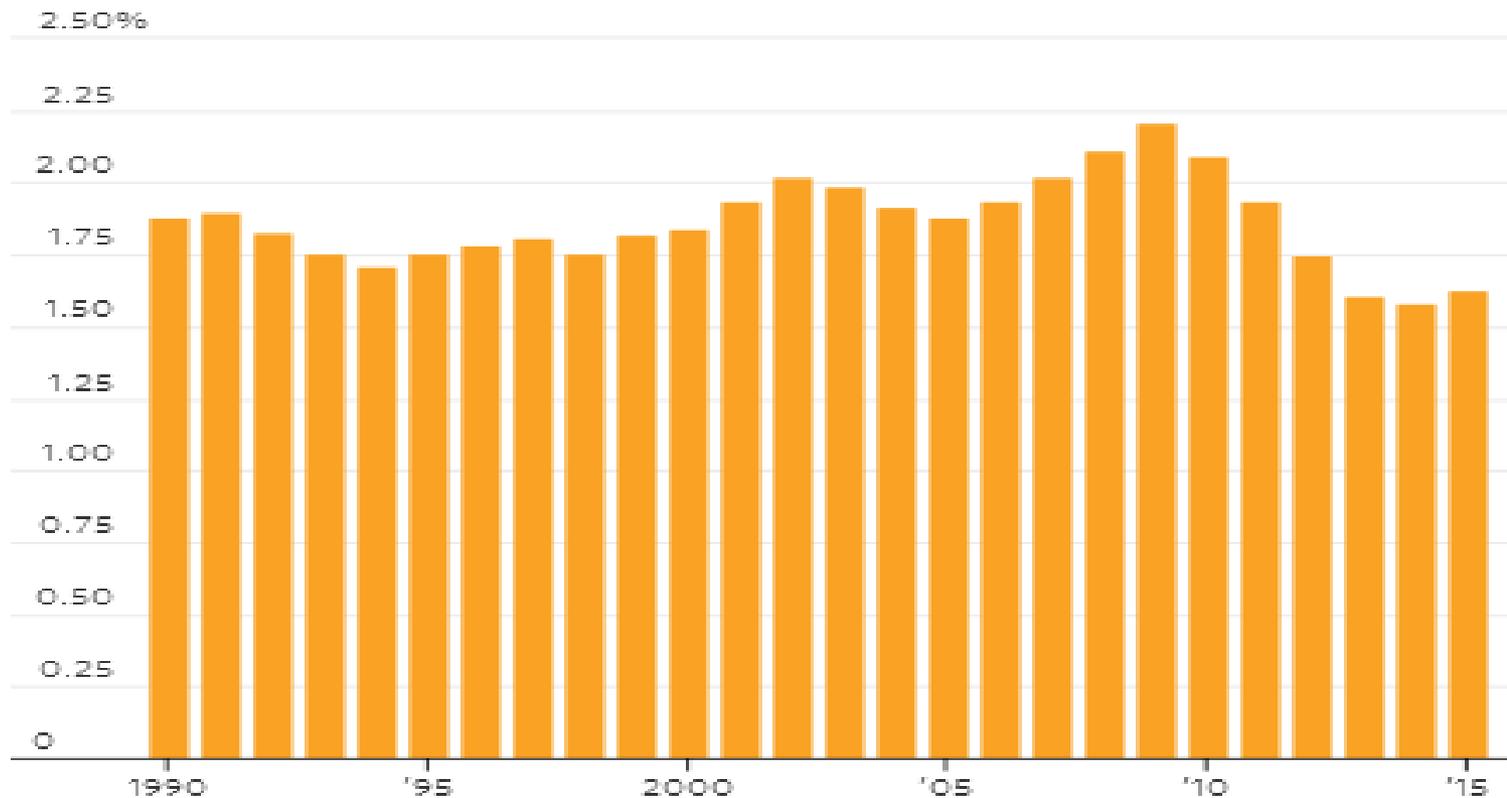


Gross private investment spending over the last three Decades - chart compares recovery in investment following Recessions. Latest recovery is pathetic!!!! Why? Many are not excited about the future - can't blame them with current political climate!!!!



Public infrastructure investments have been falling for a decade - hinders any improvement in productivity

Gross government fixed investment in structures, including buildings and infrastructure, as a percent of GDP



Source:

THE WALL STREET JOURNAL

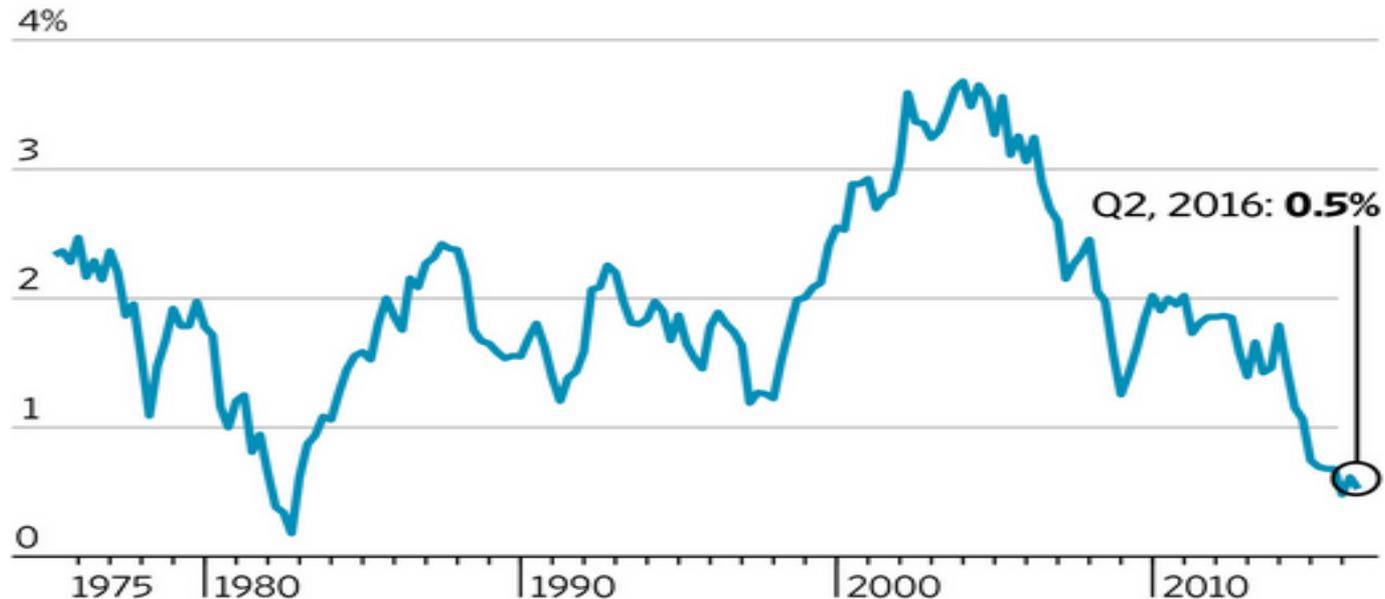
What happens when innovation/investment are missing!!!
Dismal productivity growth - - worst Performance for US economy since the 1980's when we experienced Back to back recessions.
(PS - I understand that productivity measurement is a problem as new products/services quality is difficult To measure so maybe we are underestimating real productivity?)

Plunging Productivity

Gains in U.S. worker productivity have slowed dramatically since the early 2000s, a trend that could restrain the economy's future growth.

Labor productivity (output per hour)

Percentage change from previous quarter at annual rate, 5-year moving average

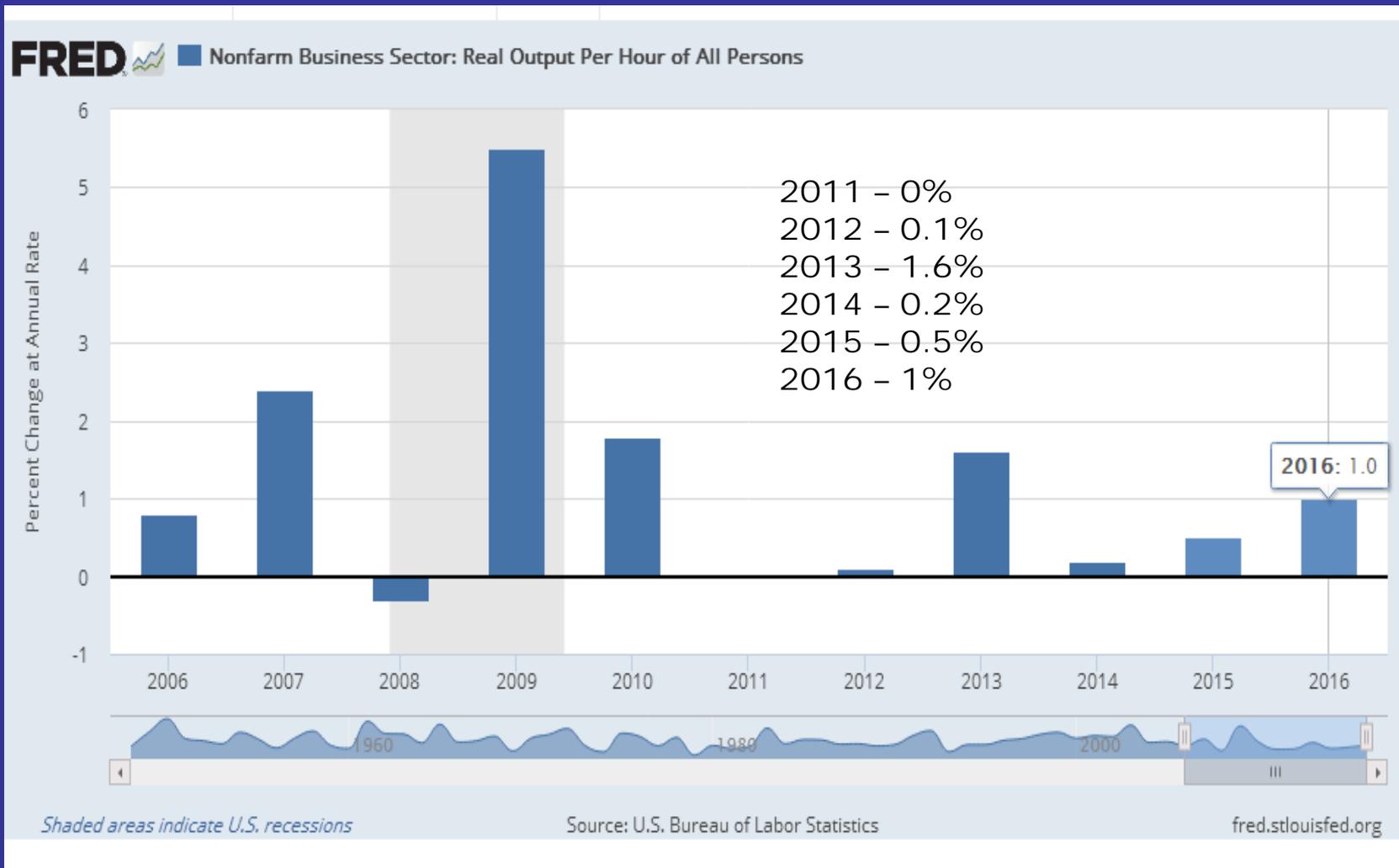


Note: Figures are seasonally adjusted
Source: Labor Department

THE WALL STREET JOURNAL.

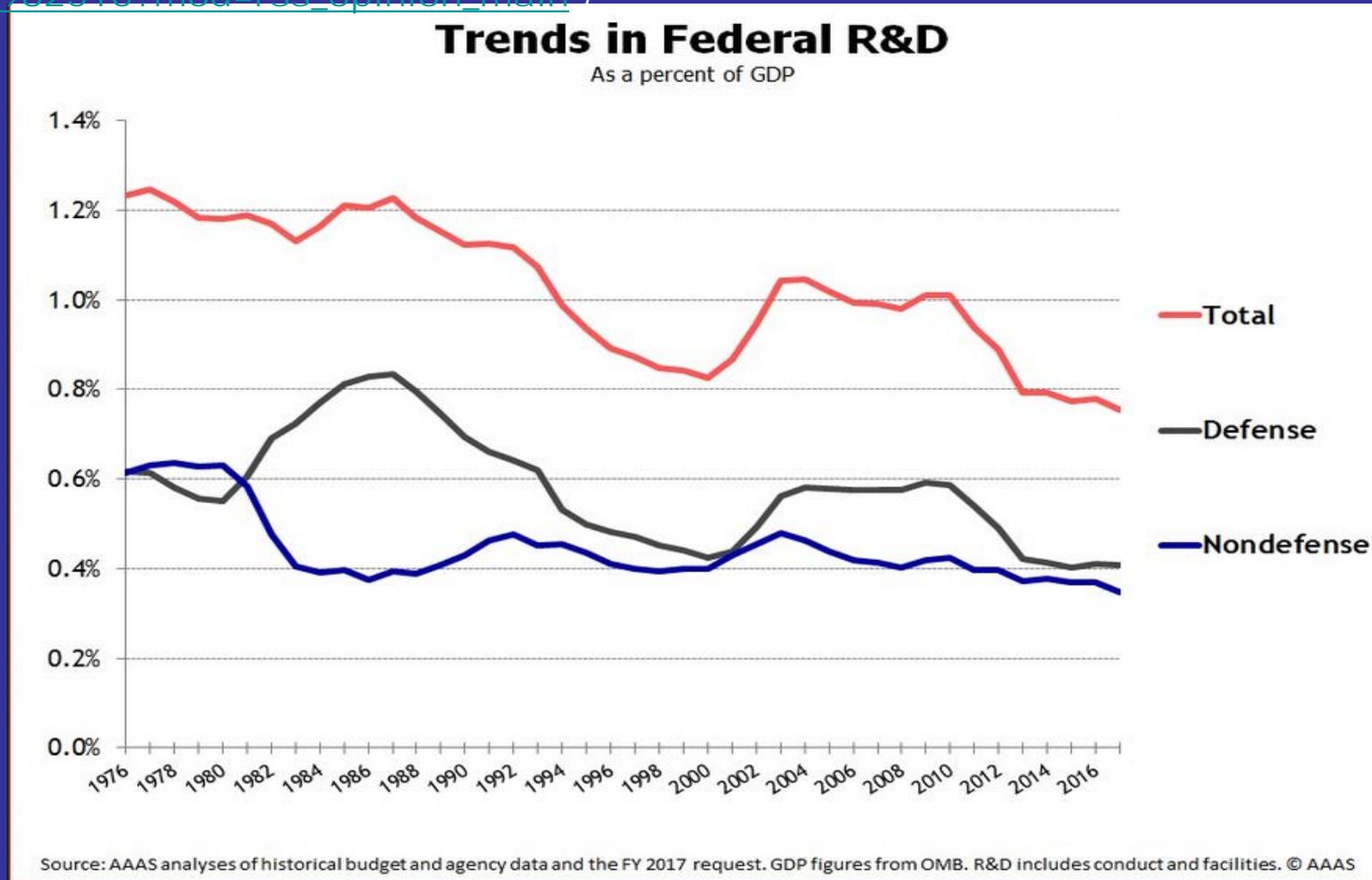
Source: WSJ (<http://www.wsj.com/articles/u-s-productivity-dropped-at-0-5-pace-in-the-second-quarter-1470746092>)

Declining Productivity is a major problem – has averaged 0.6% annually since 2011 – this plus declining work force Means weak GDP and declining standard of living



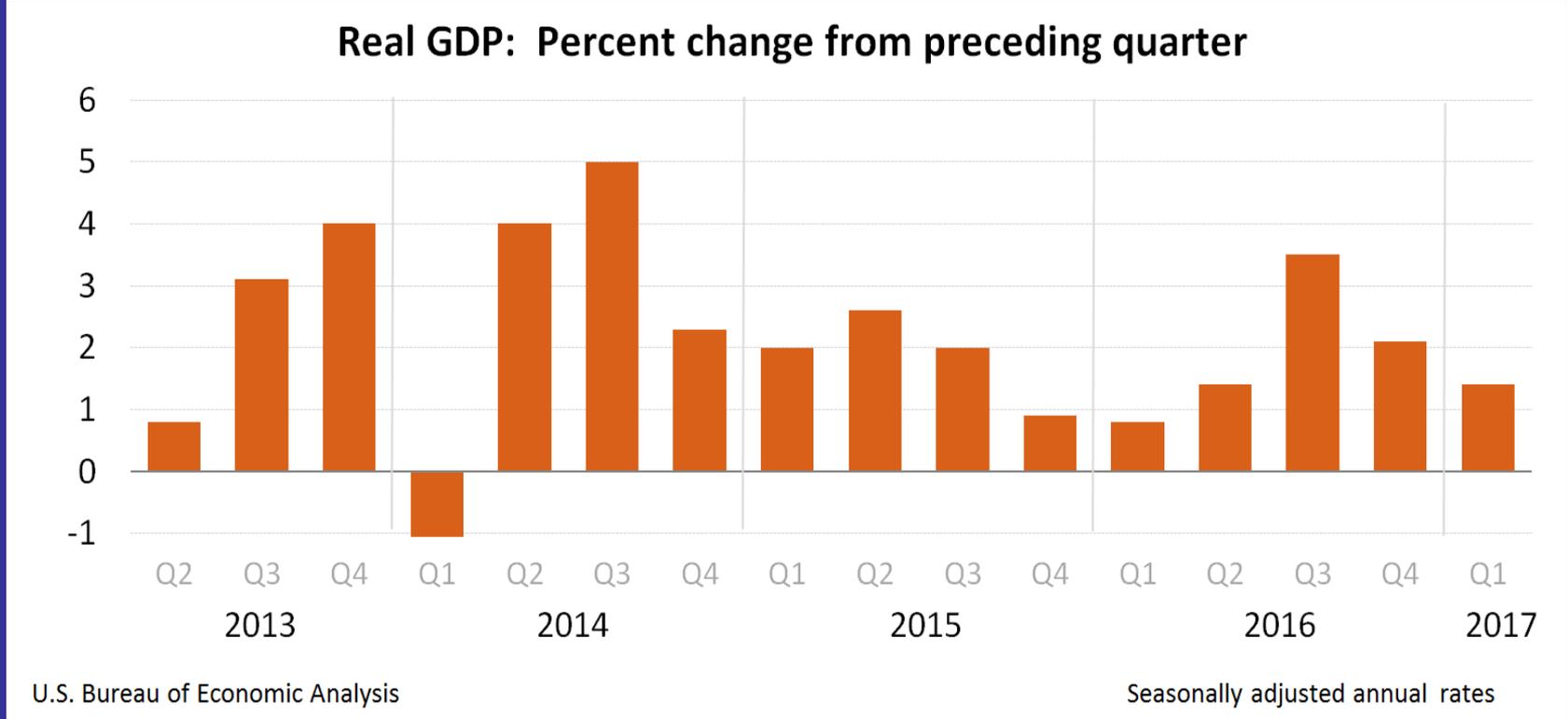
Falling Basic R&D - - funding basic science is declining – big problem that needs fixing

Federal government Funds basic research while industries fund applied research – basic research is critical to development of new technology and innovation in science and engineering - critical to economic and job growth, and productivity (http://www.wsj.com/articles/the-dividends-of-funding-basic-science-1480982516?mod=rss_opinion_main)



U.S. 1st Qtr 2017 Economic growth 1.4% - - - 1.6% for 2016 - terrible
The slowest expansion since WW11.

- (1) Slowing world economy (weaker China , European, and South American growth)
- (2) Stronger dollar will reduce exports and increase imports – negative impact on manufacturing jobs which is key to income growth in USA
- (3) Political stalemate/weak leadership, terrorism, currency wars, growing national debt, ...
- (4) Weak income growth and continuing high “real unemployment”

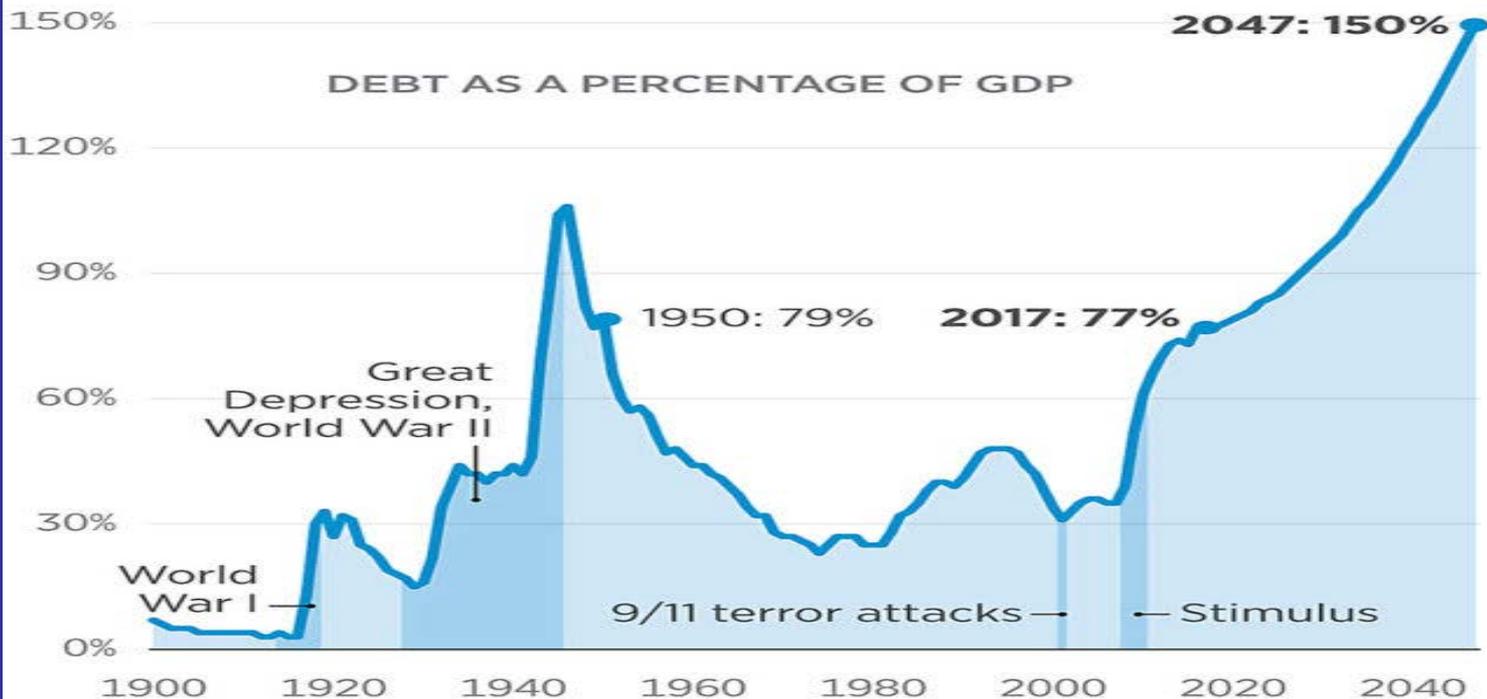


Source: BEA (http://www.bea.gov/newsreleases/national/gdp/gdp_glance.htm)

Long term problem that needs fixing – Public debt (gross debt minus What the government owes itself (Medicare and social security trust funds, etc.) has reached 77% of GDP or about \$15 trillion. Total debt is 104% of GDP, Or \$20 trillion

Public Debt on a Steep Rise

Out-of-control spending on federal health care and other entitlement programs is driving the national debt to heights not seen since World War II.

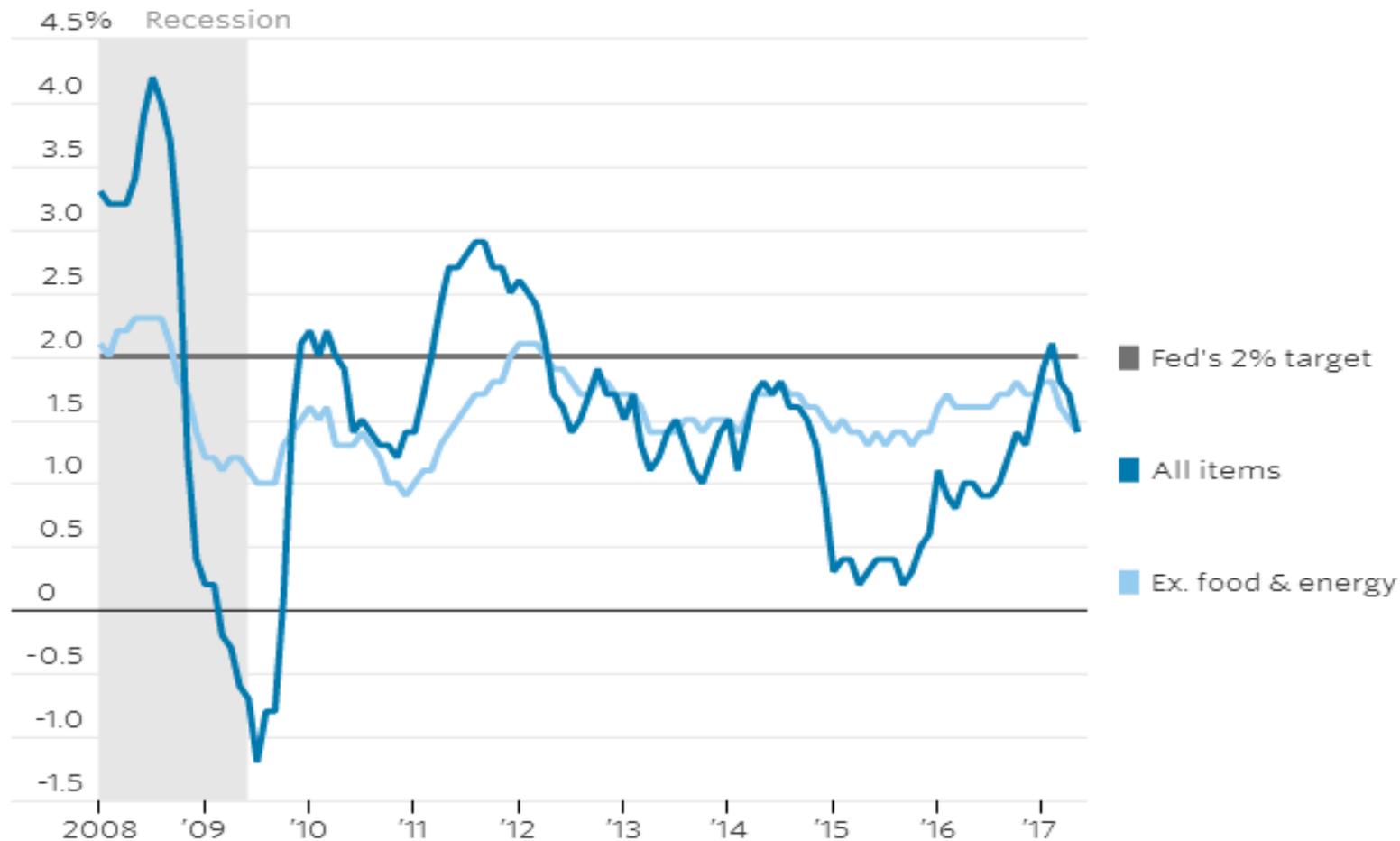


SOURCE: Congressional Budget Office, "Budget and Economic Data," Long-Term Budget Projections, March 2017, <https://www.cbo.gov/about/products/budget-economic-data#1> (accessed May 22, 2017).

Little inflation despite “free money” for as decade. Why – weak demand
And weak income growth – this is an indication of an economy in trouble

Inflation Gauge

Price index for personal-consumption expenditures, change from year ago



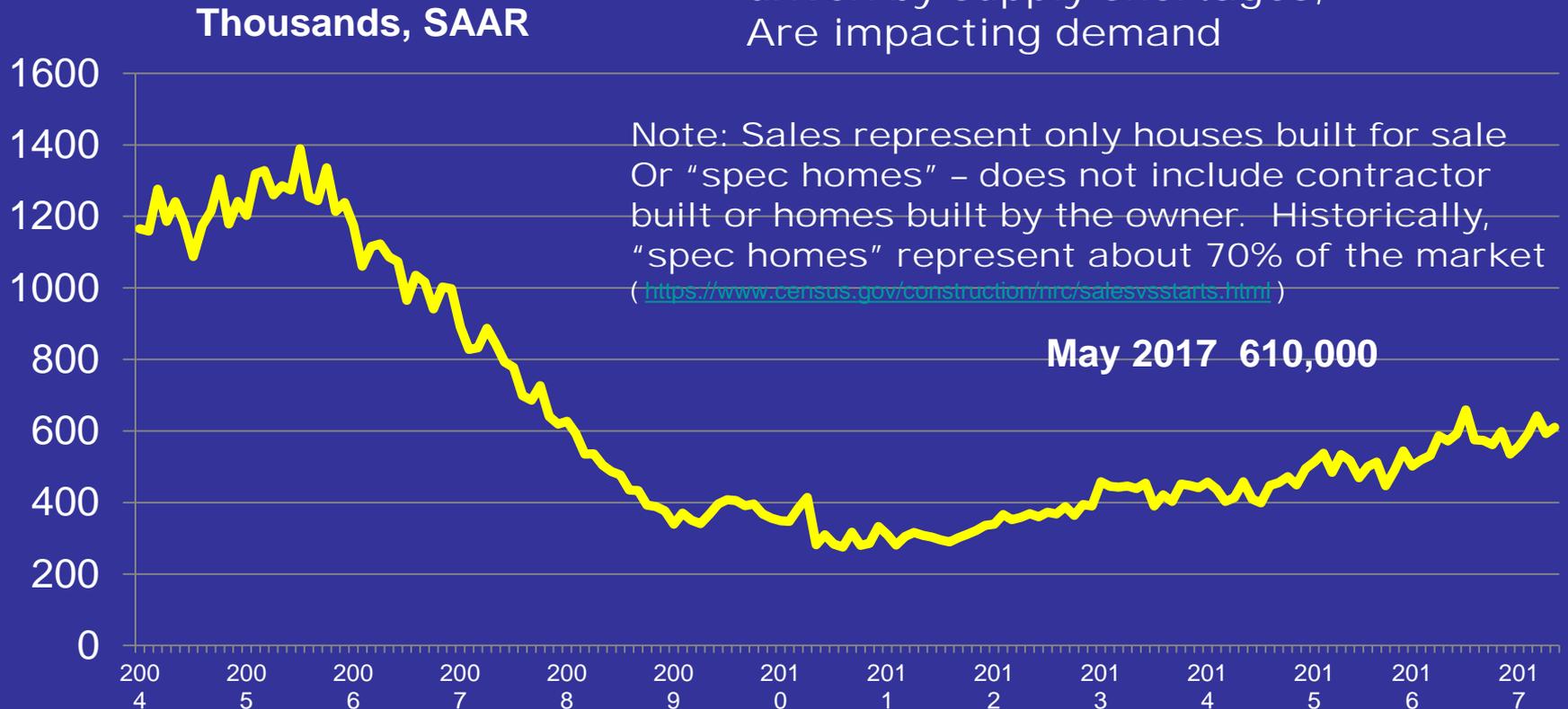
Source: Commerce Department

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Additional housing comments

New Single Family Home sales are the key statistic to watch for wood Products demand – Sales drive housing starts – this drives demand for wood products!!!

Up 9% from last year !!!!
Higher price(up 17% YOY),
driven by supply shortages,
Are impacting demand



Resale market continues to improve - however, tight Supply (which drives prices), currently at 4.2 months, remains a problem. Healthy market is about 6months supply. Median prices are up 6%, annual basis - 61st consecutive Monthly increase. Here is good report from NAR on 2016 totals (<https://www.nar.realtor/news-releases/2017/01/existing-home-sales-slide-in-december-2016-sales-best-since-2006>)

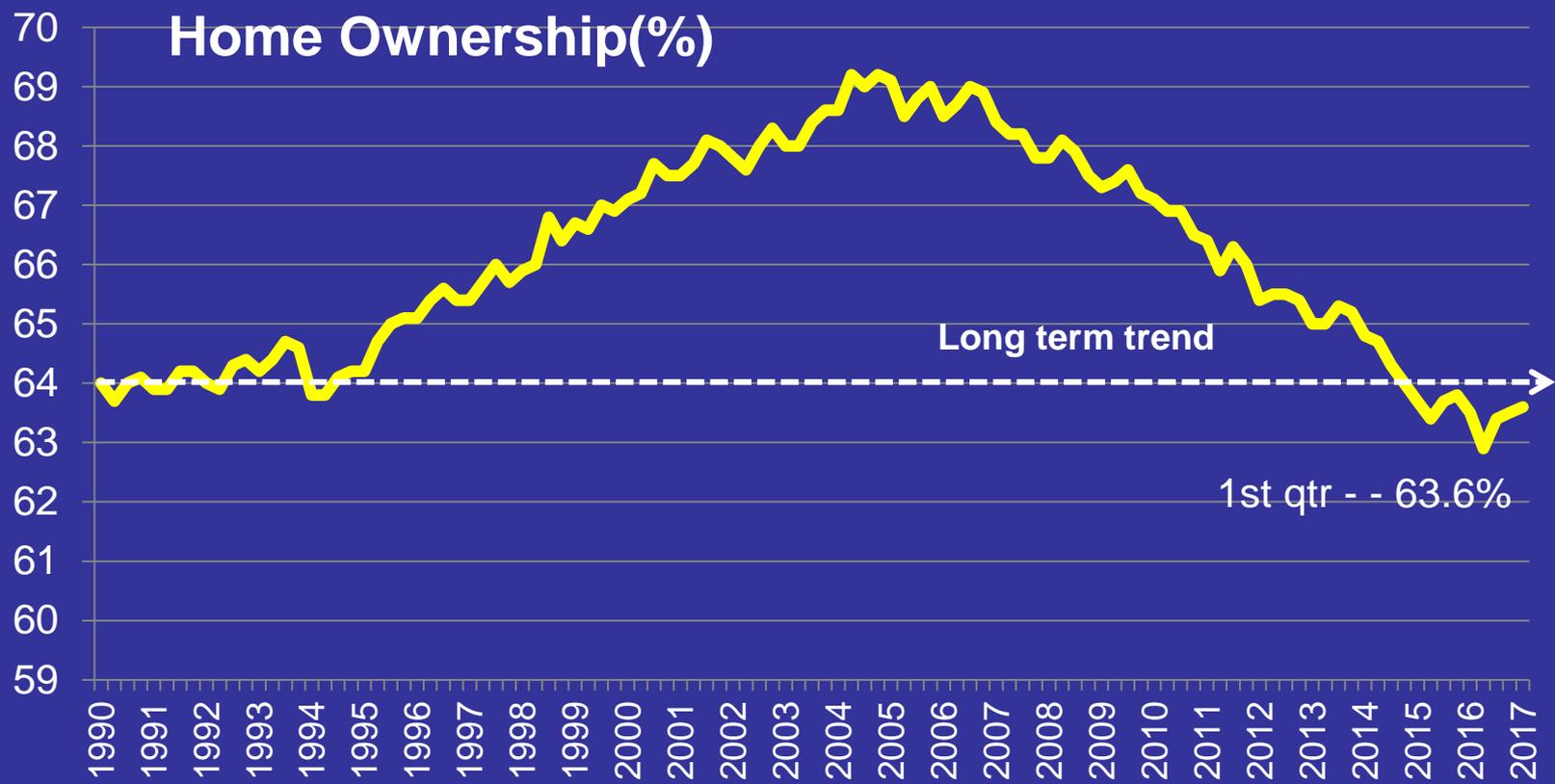
Single family (incl condos), Monthly, Thousand units, SAAR



Source: NAR (<http://www.realtor.org/news-releases/2015/06/existing-home-sales-bounce-back-strongly-in-may-as-first-time-buyers-return>)

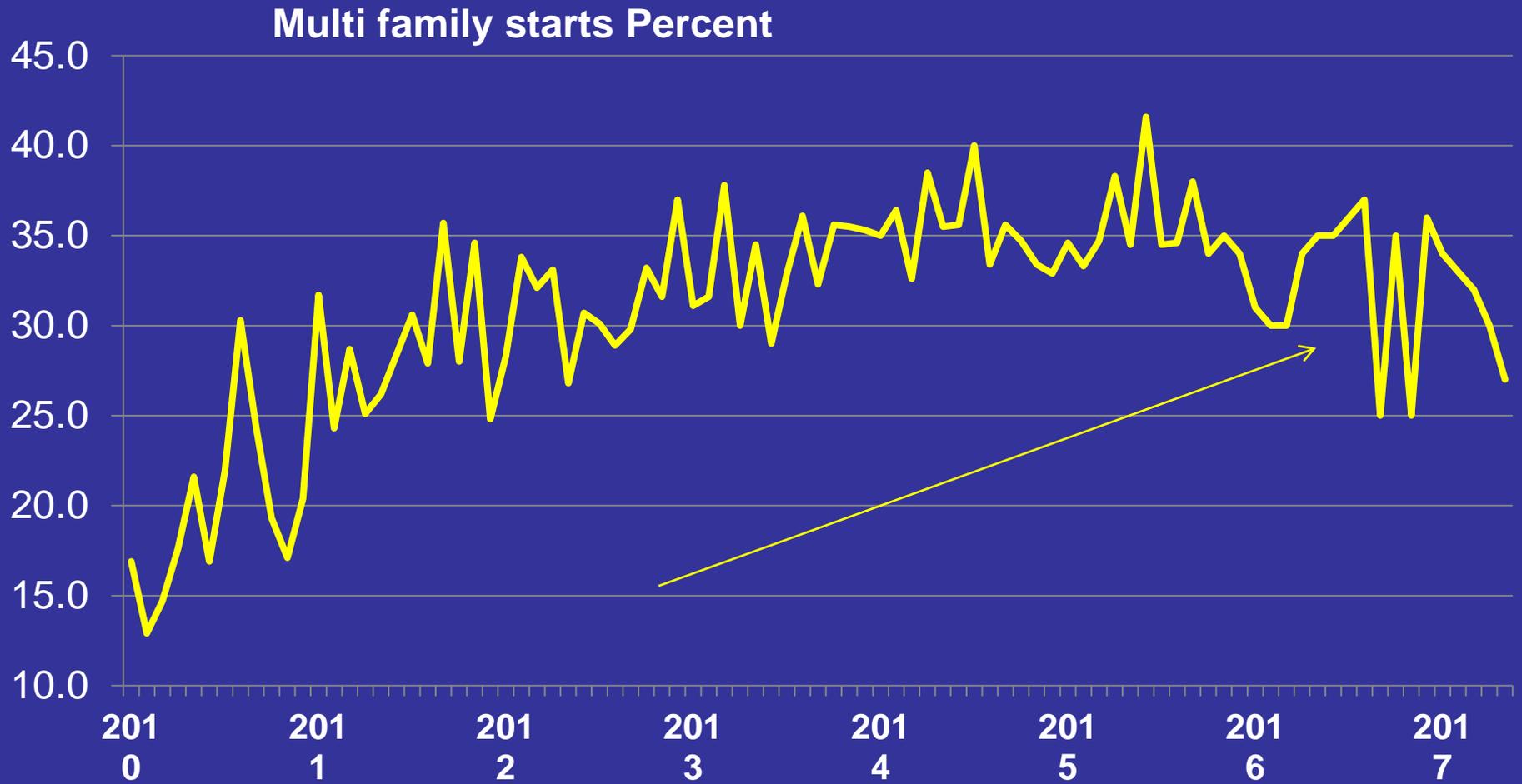
Falling Homeownership rate has bottomed (?) - 1st qtr , new owner HH
Were 854,000 compared with 365,000 renters - reversing a decade long trend.

Homeownership lowest in 50 years



Source: Census (<https://www.census.gov/housing/hvs/data/q413ind.html>)

Multi family share of housing starts – upward trend has leveled off.

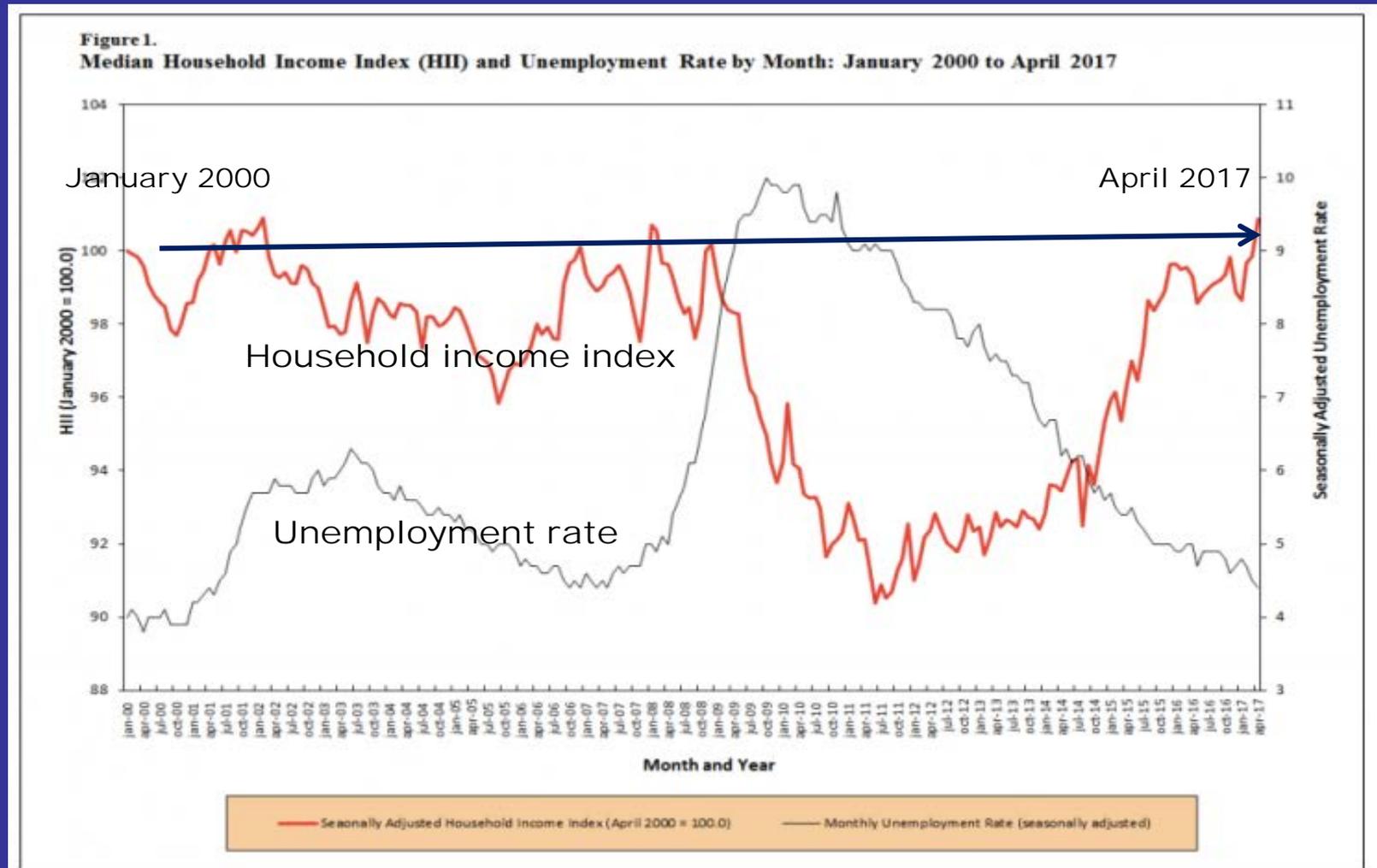


Source: Census

More News on the labor front

Unemployment coming down,
But wages are not coming up.
That causes problems with housing
Affordability with house prices
Increasing faster than incomes!!!!

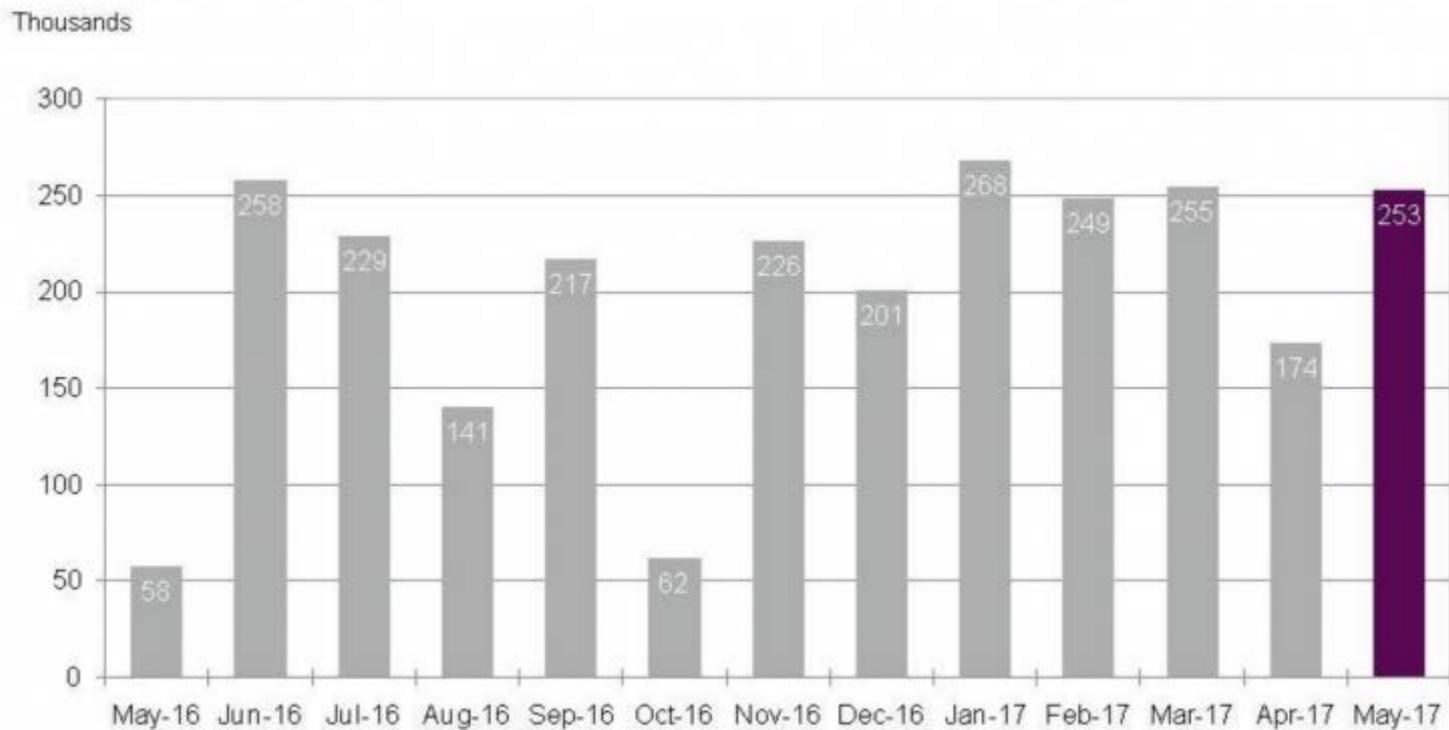
Long term trend - a disconnect between unemployment Rates and incomes.
 Problem - many of new jobs created Are low paying with little or no benefits.
 This is a structural problem with many high paying jobs that go unfilled
 Because applicants don't have the required skill set!!!!



Sources: For income data: Sentier Research, LLC estimates of annual household income derived from the monthly Current Population Survey (CPS) conducted by the U.S. Census Bureau; for the unemployment rate and the CPI-U: the U.S. Bureau of Labor Statistics.

ADP **Private** Jobs report - +253,000 in May
This report is for private sector jobs only – gives better
Picture of “real employment” growth. - Even more positive
Than the “official government report” which includes
government and private job growth

Chart 1. Change in Total Nonfarm Private Employment



Sources: ADP, LLC; Moody's Analytics

Employment situation – stuck around 200,000, and many of these jobs are part time with little or no benefits – not conducive to Driving housing demand higher - need to encourage innovation and investment in future - that means less government and more research

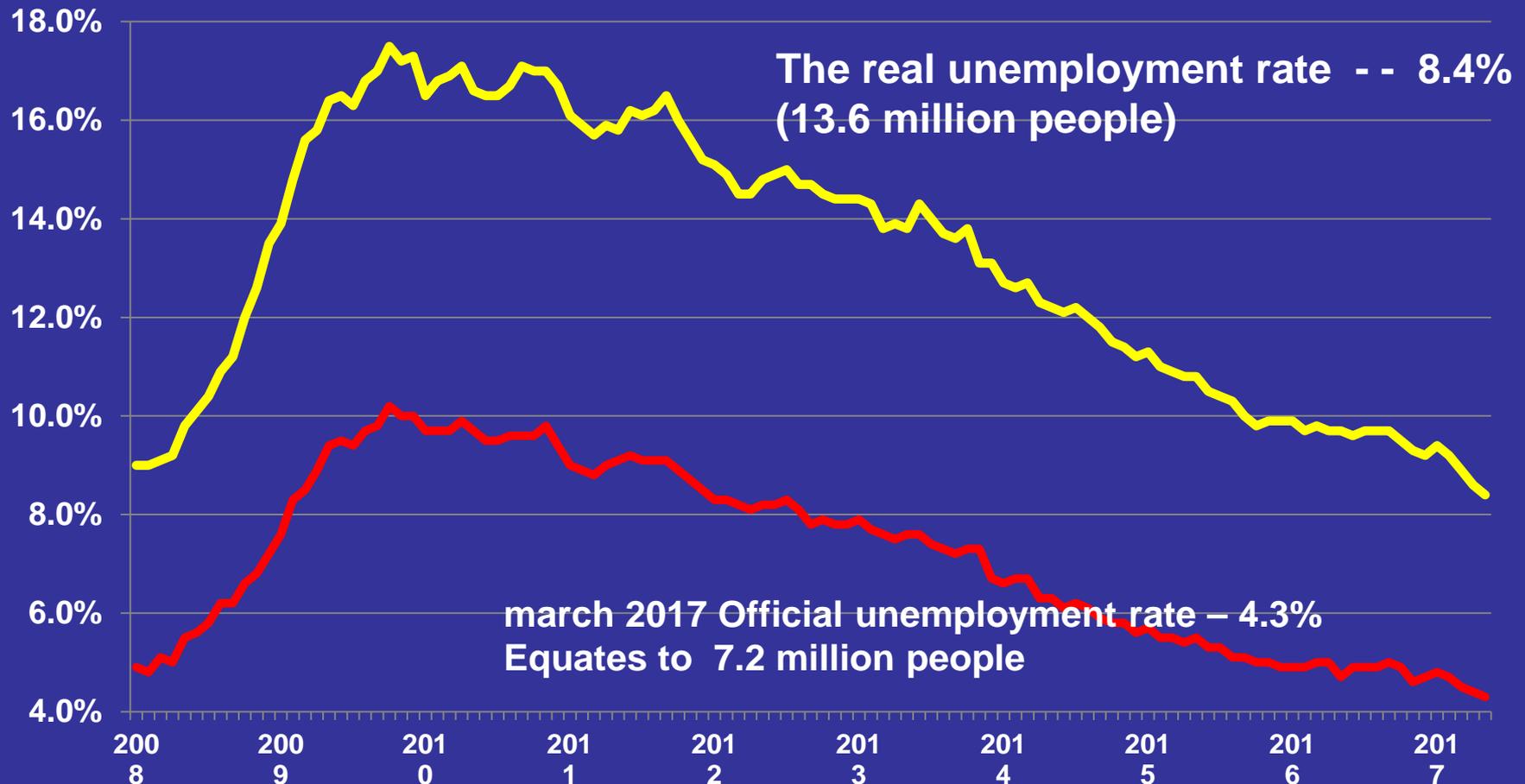
Net change in non farm payrolls – monthly, thousands



May +138,000

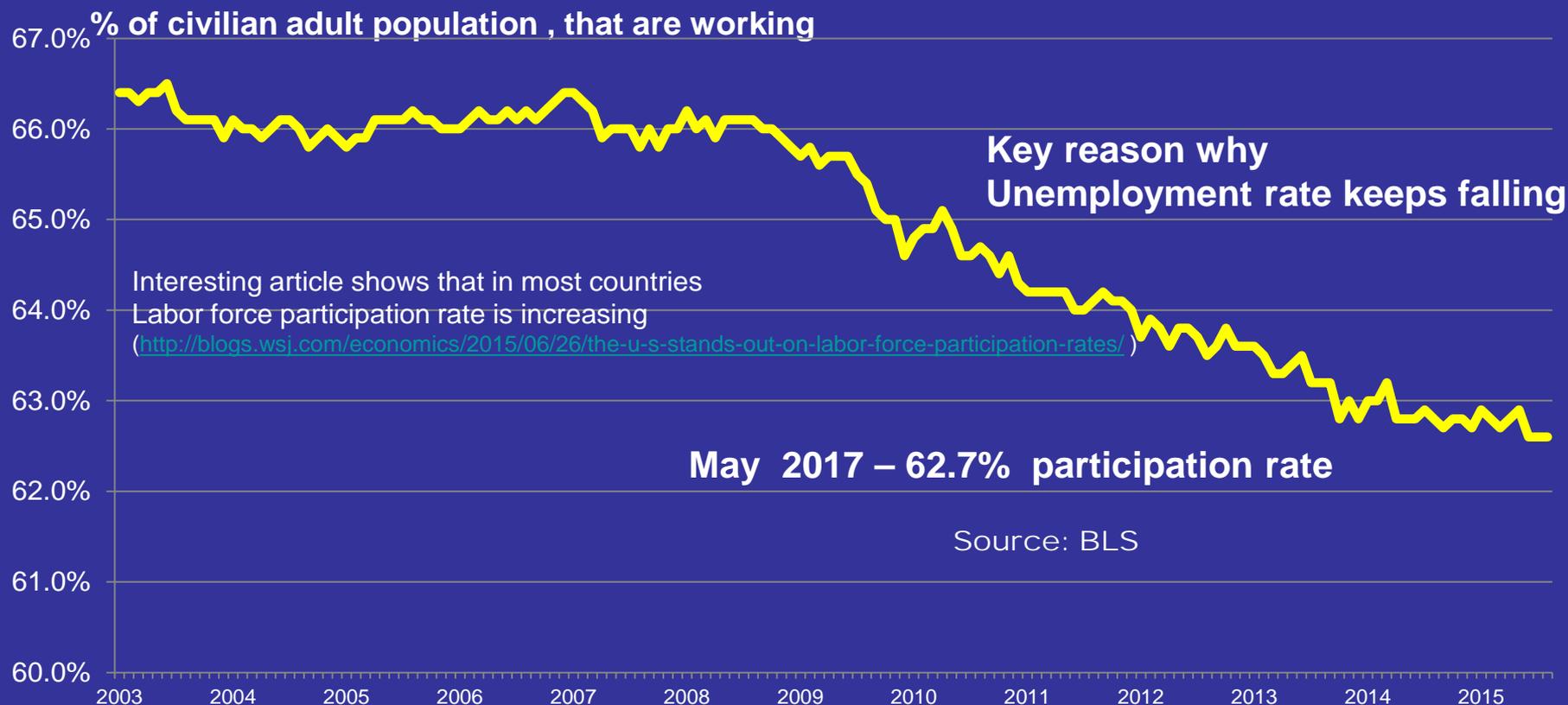
Source: U.S. BLS (www.bls.gov)

Unemployment rate keeps coming down – but, 5.2 million remain “underemployed” – working part time, but want full time jobs – another 1.5 million are “marginally attached” including 385,000 discouraged – total = 13.6 million including official 6.9 million unemployed



Labor force participation rate is shrinking – demographics is one reason –
Another reason – bloated welfare system – 130 million people on some form of
welfare (food stamps, long term disability, housing allowances, Medicaid, ...) - -
we'll see skilled labor shortages increase over the next decade - we're already
seeing construction related shortages with brick layers, masons, electricians,
plumbers, etc.

Excelent article (<http://finance.yahoo.com/news/should-i-go-to-a-trade-school-162413337.html#>)



Some conclusions – housing continues to improve albeit very slowly
And this will not change soon for the reasons listed below:

- (1) Economy is improving (slowly) -- **2016 growth was 1.9% while 2017 expected to be about the same.**
- (2) Housing market is improving? - 1st time buyers are returning – 1st Qtr 2017 percentage back to 42%, up from 30% in 2008!!!! Will it continue????
- (3) Productivity a major problem for U.S. economy – real GDP driven by population (number of workers) and real GDP/worker or productivity. During past 7 years, productivity has grown 1.7% annually whereas the average over previous 17 years was 2.4%.
- (4) “QE” not working – bulk of “printed money” hoarded by the banks to shore up capital positions – not being loaned out to the economy - GDP languishes –
- (5) Low rates **have created housing bubbles in Canada, Australia, and equity bubbles here in USA - I hope the central banks have a solution??**
- (5) ***Leadership is a serious problem for our country – 2016 elections changed nothing – we’re more divided than ever – little progress on key issues and this probably won’t change until we realize that “we’re all in this together”***
- (7) The fed finally increased rates in December, with two more in 2017. Low rates are not the solution to the weak economy!!!
Innovation, investment, tax reform, is the solution, but that will be challenging with \$20 trillion (and counting) federal debt and 41% of the population on some form of welfare. Many business leaders have lost confidence in where the country is headed so they are not investing.