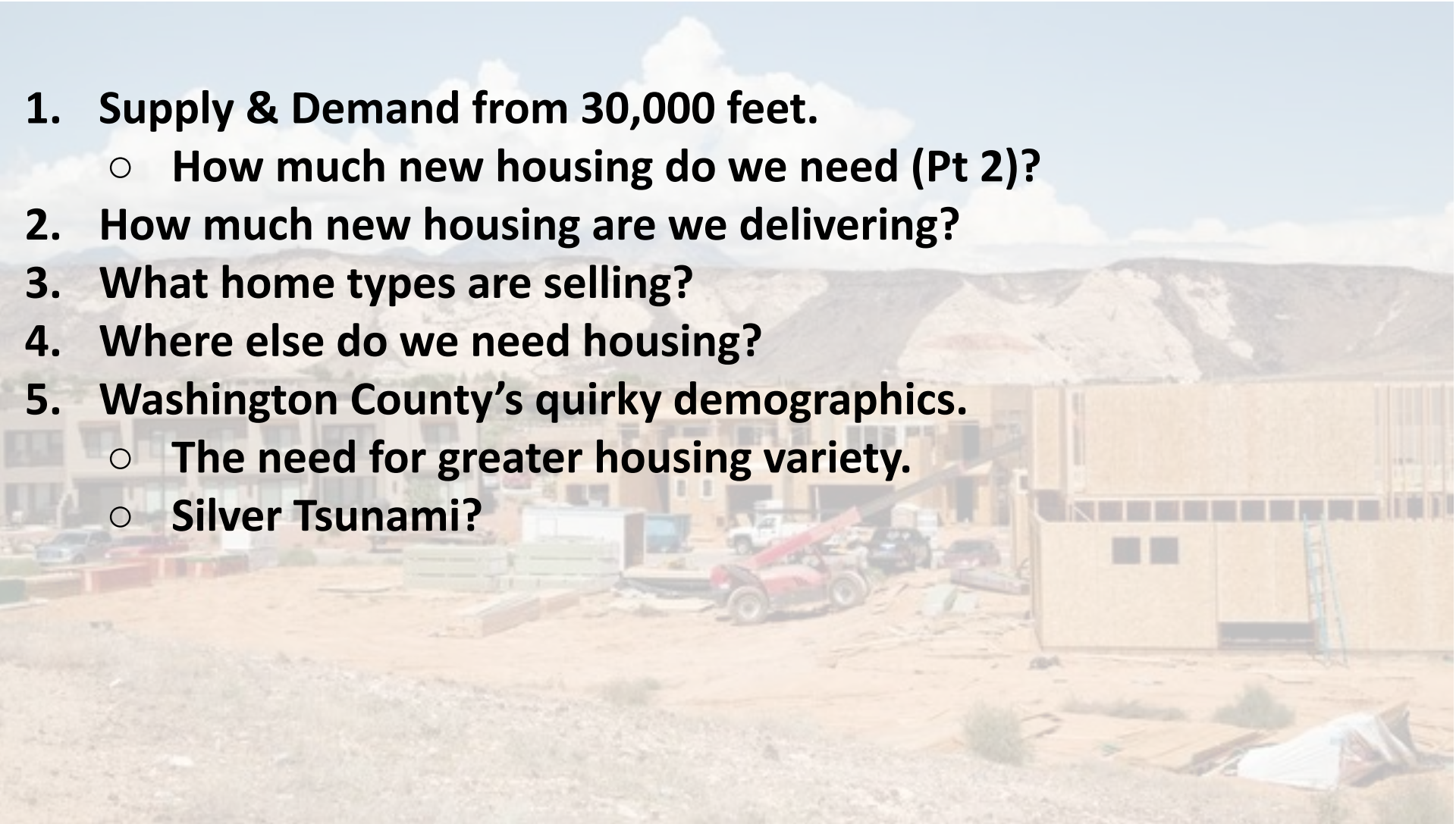


More on Housing in Washington County

March 27, 2025

Questions

1. **Supply & Demand from 30,000 feet.**
 - **How much new housing do we need (Pt 2)?**
2. **How much new housing are we delivering?**
3. **What home types are selling?**
4. **Where else do we need housing?**
5. **Washington County's quirky demographics.**
 - **The need for greater housing variety.**
 - **Silver Tsunami?**



Supply & Demand from 30,000 Feet

Housing Production vs Household Formation

70s-00s: 1.15:1 vs 2010s: 0.82:1

Table 8: Change in Utah Households and Housing Units by Decade, 1970–2009

Decade	Increase in Households	Increase in Housing Units	Increase in Housing Units Compared to Increase in Households
1970s	150,669	174,241	Higher by 15.6%
1980s	88,670	108,382	Higher by 22.2%
1990s	164,008	170,206	Higher by 3.8%
2000s	176,411	213,227	Higher by 20.9%
Total	579,758	666,056	Higher by 14.9%

Source: U.S. Census Bureau

Figure 5: Annual Increase in Housing Units and Households in Utah, 2010–2020

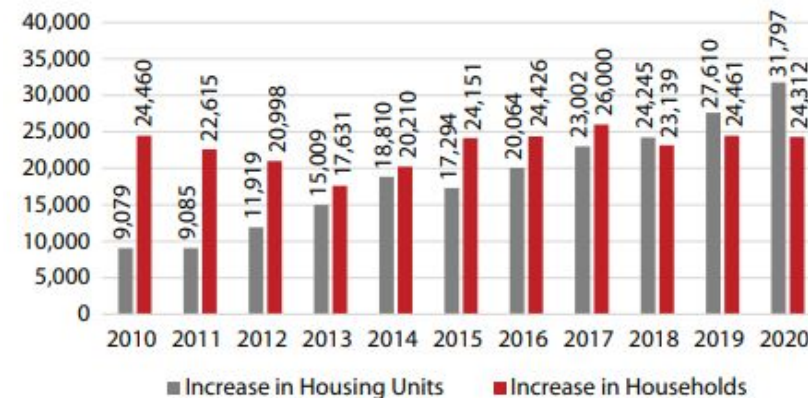
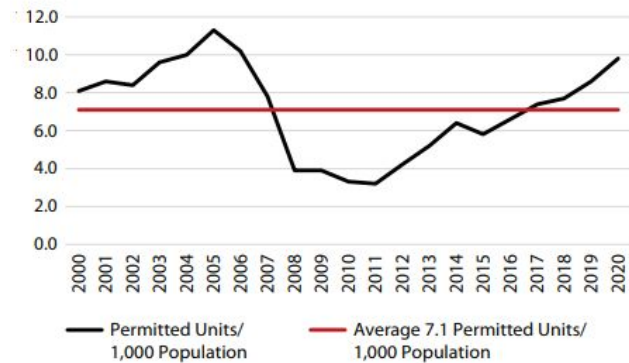
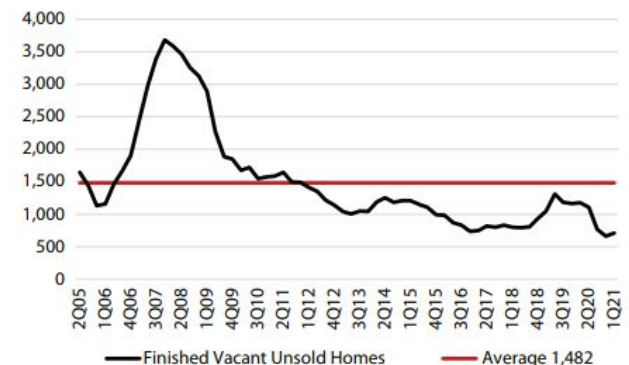


Figure 7: Permitted New Residential Units per 1,000 Population, 2000–2020



Source: Kem C. Gardner Policy Institute, University of Utah

Figure 8: Number of Finished Vacant Unsold Homes in Utah, 2Q 2005–1Q 2021

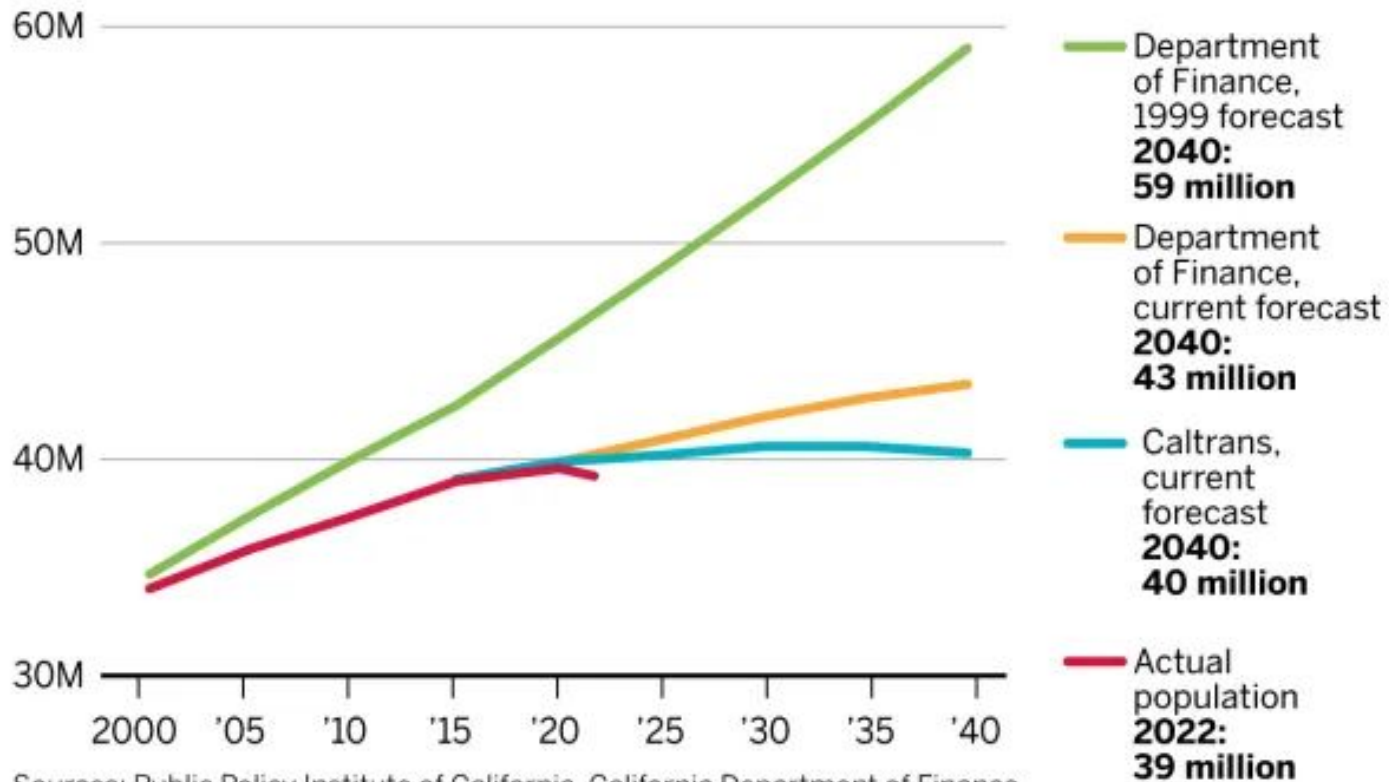


Supply & Demand from 30,000 Feet

California as Cautionary Tale

2010s San Mateo Co: 11 New Jobs:1 New House

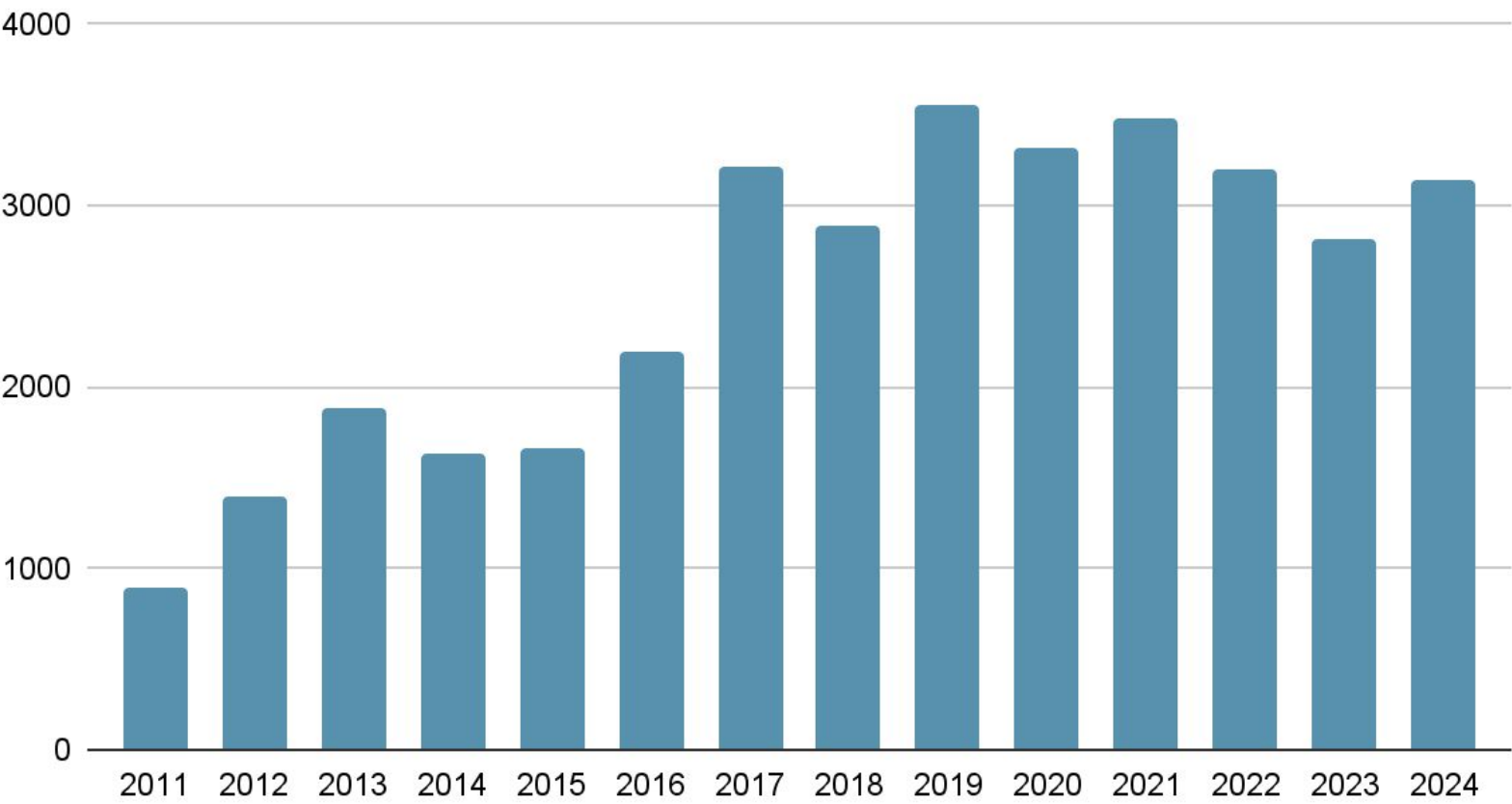
California population predictions



How Much New Housing are we Delivering?

WashCo Building Permits (All Dwelling Types)

Building Permits by Year (# of Units)



Source: *US Census*

Cost of Inputs Sets the Floor for New Construction

PPI for Inputs to Residential Construction

★ **Producer Price Index by Commodity: Inputs to Industries: Net Inputs to Residential Construction, Goods Less Foods and Energy** (WPUIP23110013)

DOWNLOAD 

Observation:
Jul 2024: **152.932**
(+ more)
Updated: Aug 13, 2024 7:51 AM CDT

Units:
Index Dec 2014=100,
Not Seasonally Adjusted

Frequency:
Monthly

1Y | 5Y | 10Y | Max

2014-12-01 to 2024-07-01

EDIT GRAPH 

FRED — Producer Price Index by Commodity: Inputs to Industries: Net Inputs to Residential Construction, Goods Less Foods and Energy



Shaded areas indicate U.S. recessions.

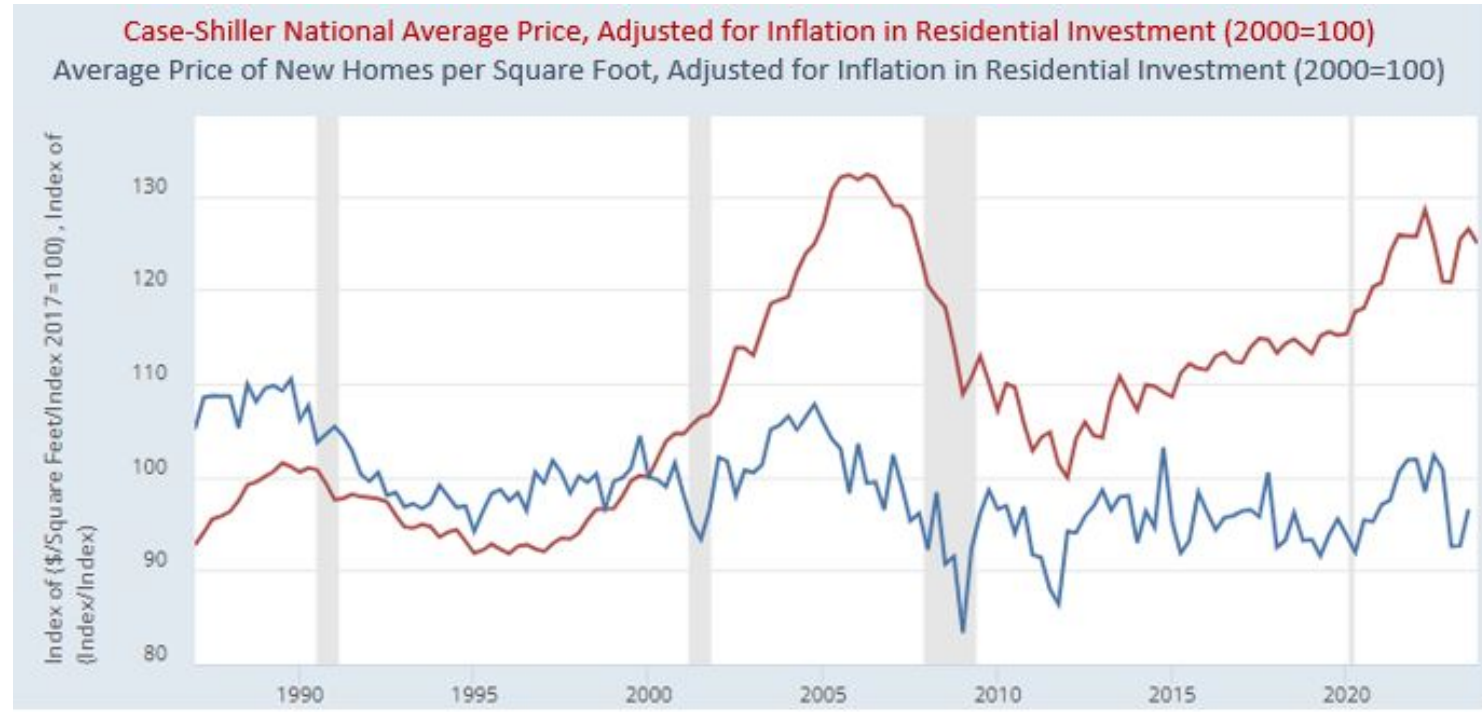
Source: U.S. Bureau of Labor Statistics

fred.stlouisfed.org



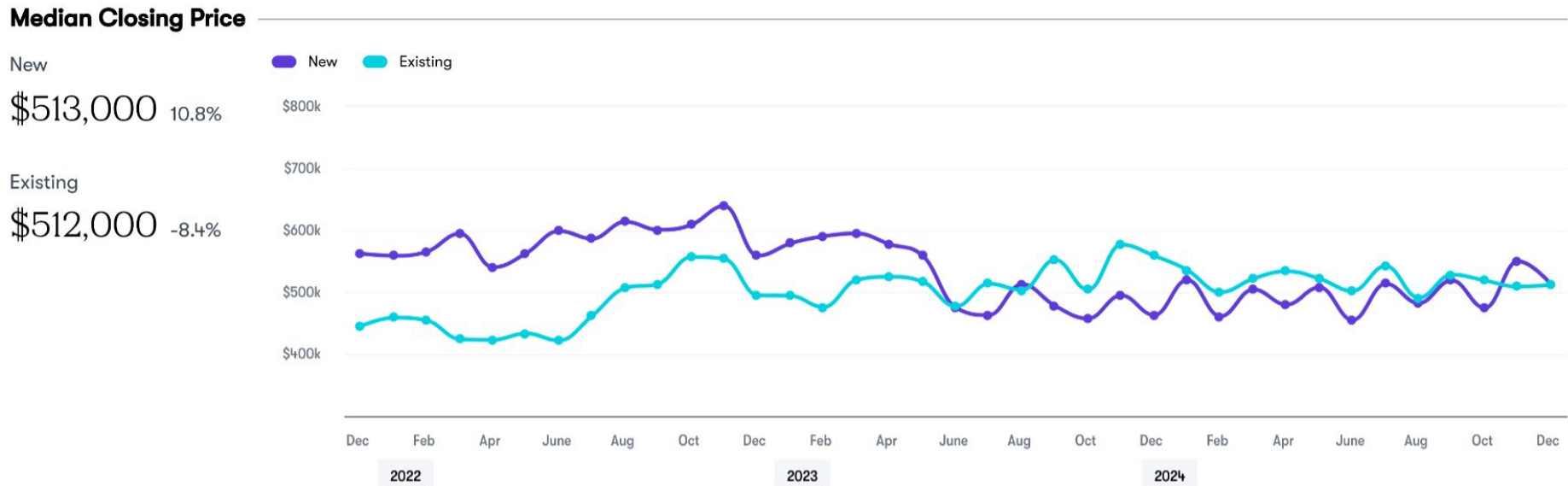
Cost of Inputs Sets the Floor for New Construction



Price of New Housing Tracks Cost of New Housing



Compositional Changes in New Home Construction

Incentives Also Still Common (Rate Buy-Downs, Etc.)

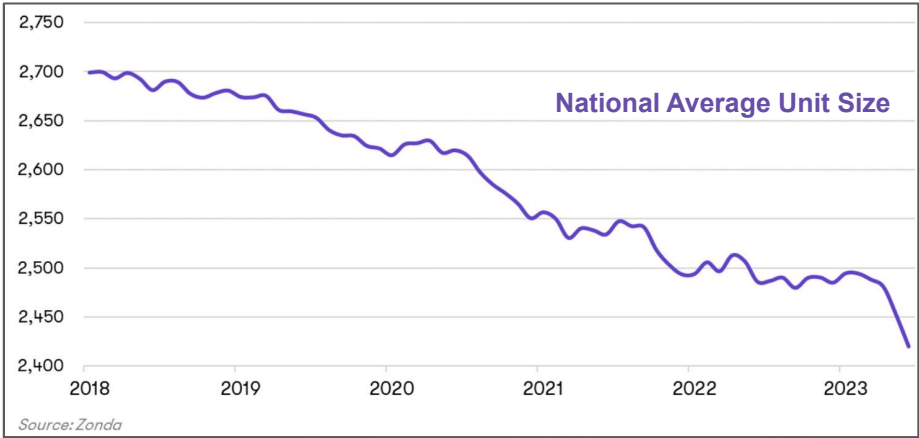


**Ali Wolf** 
@AliWolfEcon

Question to builders: Are you changing your product to lower costs and sales prices? Please select all that apply.

A: 47% smaller homes; 37% no changes; 25% paring back features; 25% starting more specs to manage cycle time and costs











3:10 PM · Aug 22, 2023 · 10.8K Views

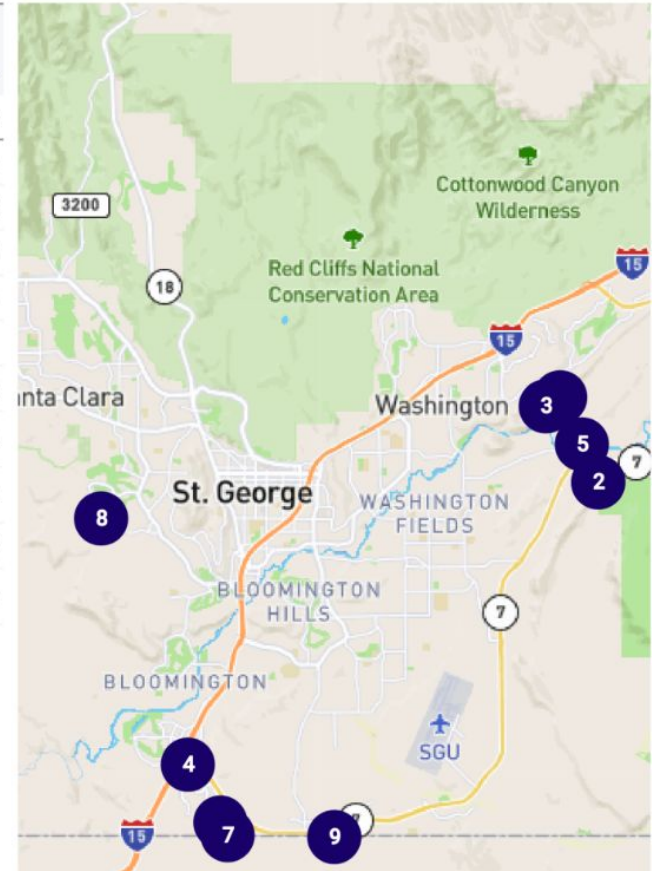


What Types of Homes are Selling Best?

Top-Selling Projects are Small/Starter Homes

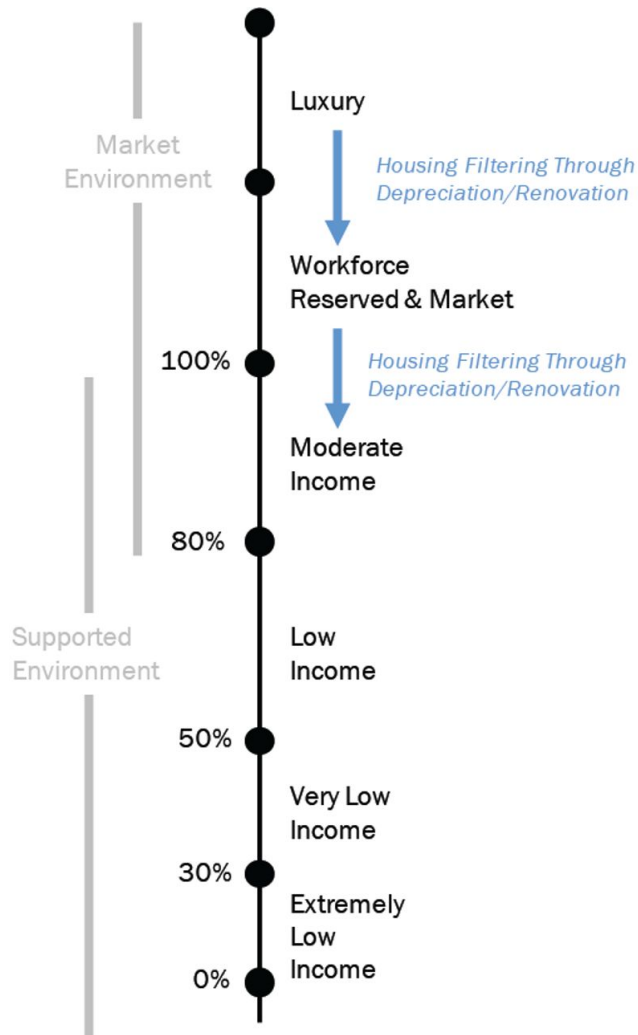
Top Active Projects

MAP KEY	PROJECT NAME	BUILDER	CITY	TYPICAL LOT SIZE (SQ FT)	AVG. PRICE	AVG. SIZE	AVG. \$/SQ FT	SALES RATE ↓
Averages					\$445,389	1,749	\$268	4.6
1	 Long Valley Trails/TH	D.R. Horton, Inc.	Washington	Townhomes	\$370,490	1,464	\$253	10.0
2	 Long Valley Trails/SF	D.R. Horton, Inc.	Washington	5,225	\$540,265	2,007	\$302	9.5
3	 Solis at Coral Canyon	Cole West Home	Washington	6,325	\$593,122	2,263	\$274	6.9
4	 SunRiver Villas/Patio	SunRiver Communities	St. George	Townhomes	\$444,900	1,850	\$240	4.6
5	 Red Trails	Ence Homes	Washington	1,650	\$384,400	1,580	\$282	3.1
6	 Rise at Coral Canyon	Cole West Home	Washington	Townhomes	\$431,650	1,729	\$261	2.5
7	 Desert Color/Sage Haven TH	Visionary Homes	St. George	Townhomes	\$424,985	1,772	\$240	2.4
8	 Varano Vistas at Divario	Ence Homes	St. George	7,500	\$534,789	1,996	\$275	2.4
9	 White Trails	Ence Homes	St. George	1,750	\$401,800	1,580	\$301	2.3
10	 Desert Color/Auburn Hills Condo	Visionary Homes	St. George	Condominiums	\$327,485	1,258	\$260	2.3

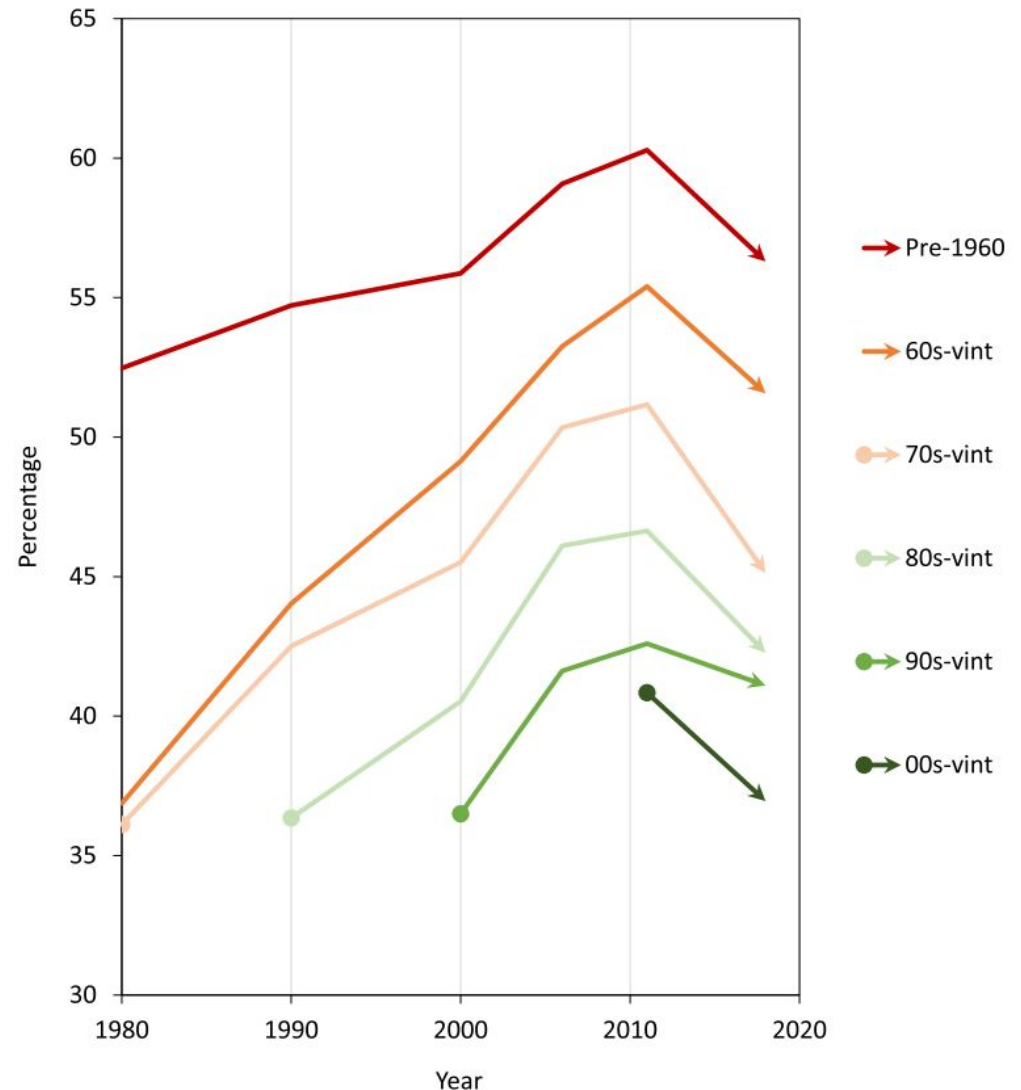


Will anything make housing less expensive?

Shortages Break Filtering/Moving Chain Operation

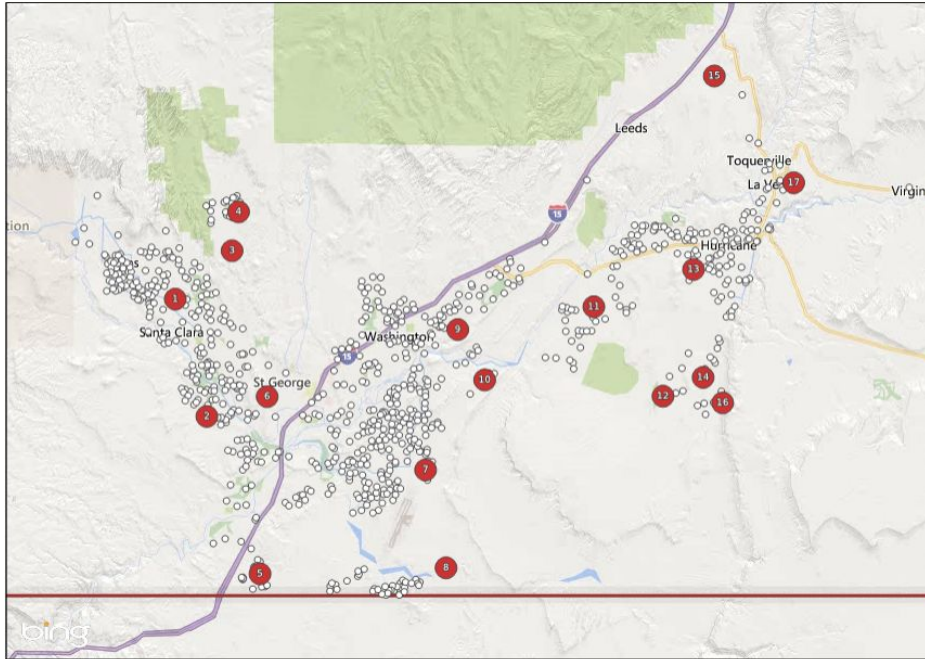


% Low-Income Tenants of Each Vintage Apt.
Top 100 Metros



Where Else do We Need Housing?

Substantially All New Housing is Remote/Greenfield



- Total zoned capacity of a little less than 2X
 - About ~70,000 future lots teed up
 - 15+ master plans with 1,000+ future lots
- Remote MPCs are:
 - expensive to launch and sustain fiscally
 - not ideal if affordability is measured by housing + transportation costs

Where Else do We Need Housing?

Untapped Opportunities for MM Infill/Redevelopment

Land Use Characteristics

1. Mixture of uses (horizontal & vertical)
2. A greater variety of residence types
3. Compatible building forms
4. Compact/walkable
5. Street grid (vs. hierarchy)
6. Moderate overall density

Building Characteristics

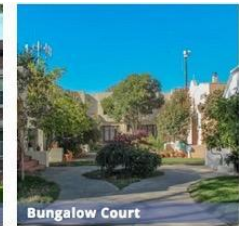
1. Small-footprint buildings
2. Relatively low perceived density
3. Smaller, efficient, inexpensive units
4. Simple construction
5. Marketable, more price points



Duplex: Side-by-Side



Duplex: Stacked



Bungalow Court



Carriage House



Fourplex



Multiplex: Small



Townhouse



Live/Work



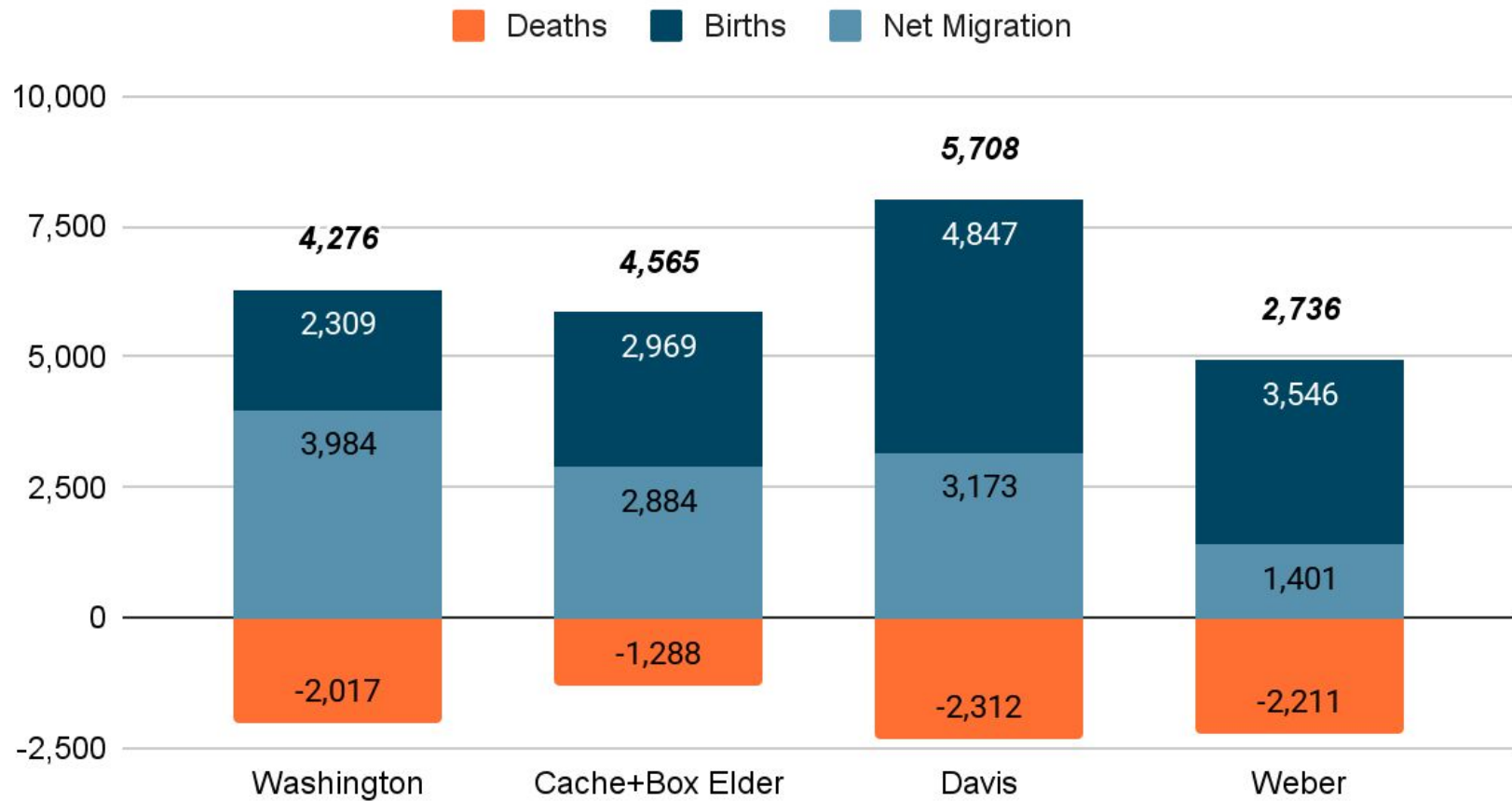
Courtyard Apartments



Washington County's Quirky Demographics

Hybrid of Davis UT & Sarasota FL

Components of Population Change



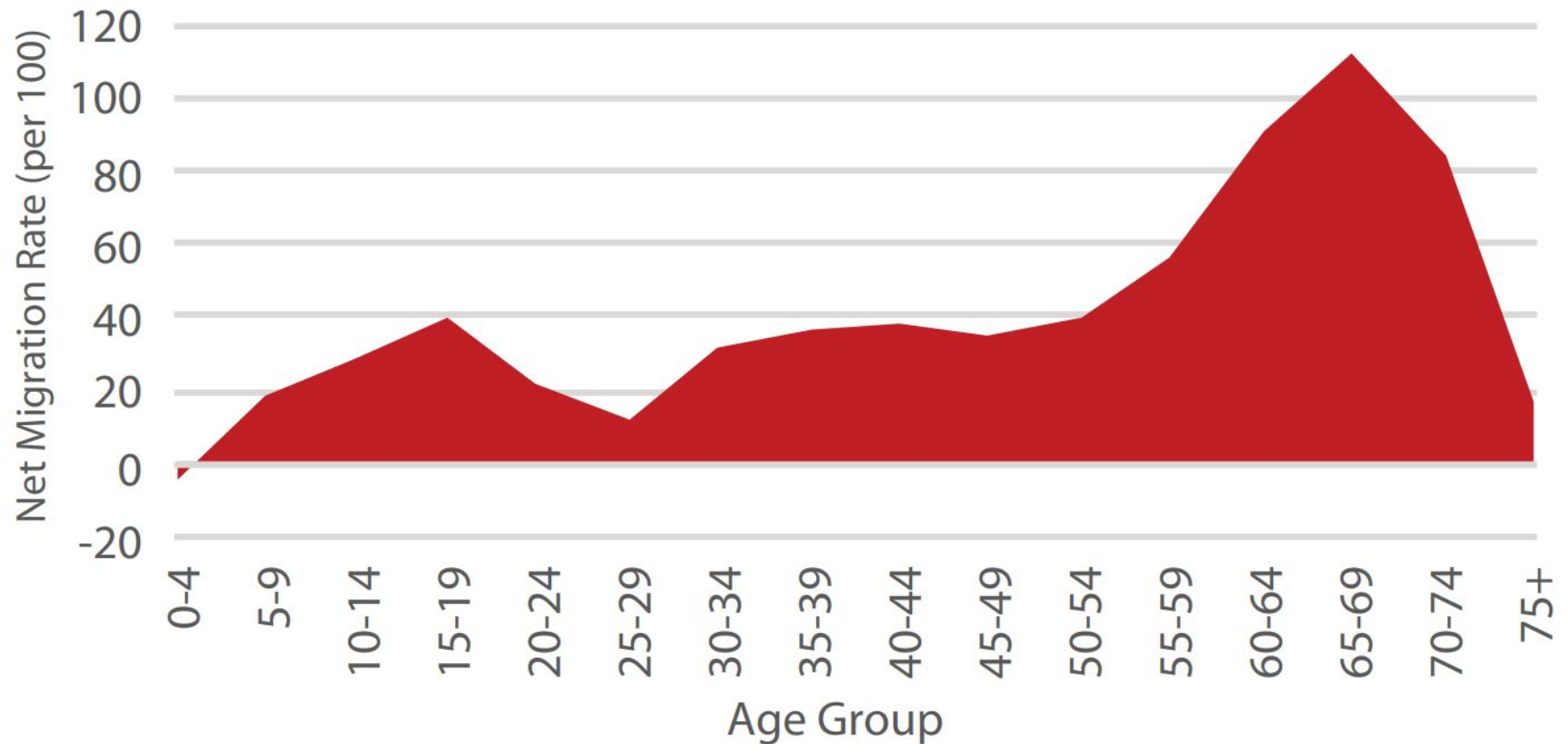
Total Population	193,703	201,036	373,651	268,369
Median Age	39.2	27.9	32.3	33.5
K-12 School Enrollment	36,992	31,276	72,082	32,423

Source: Kem C Gardner Institute/[Utah Population Committee](#) (UPC)

Boomers as the 800-lb. Demographic Gorilla

*Washington County Net Migration Rate by Age Group**

(Boomers are between 61-79 in 2025)

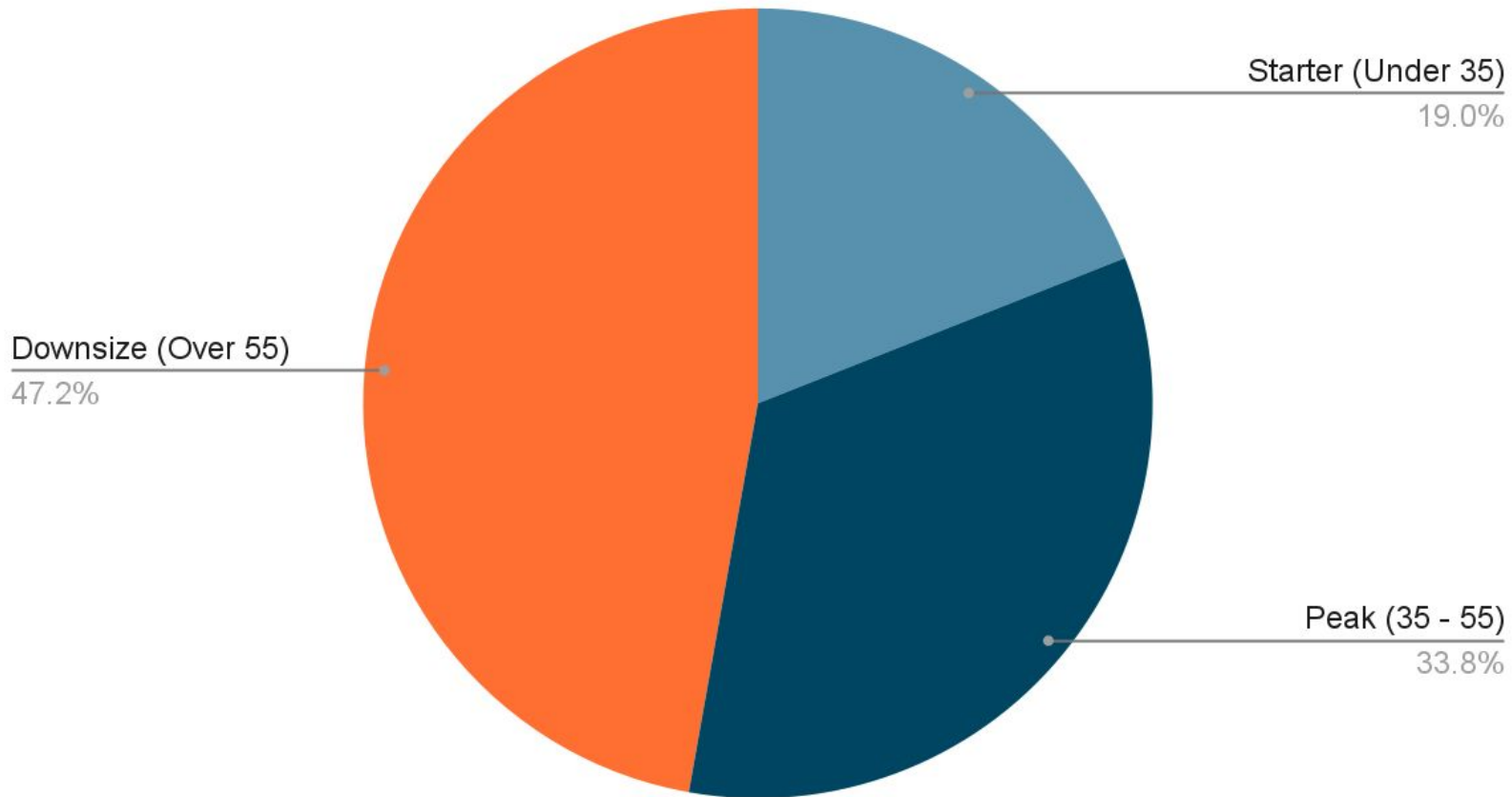


Source: Winkler et al., 2013

What types of housing do we need?

The case for permitting a wider variety of housing forms

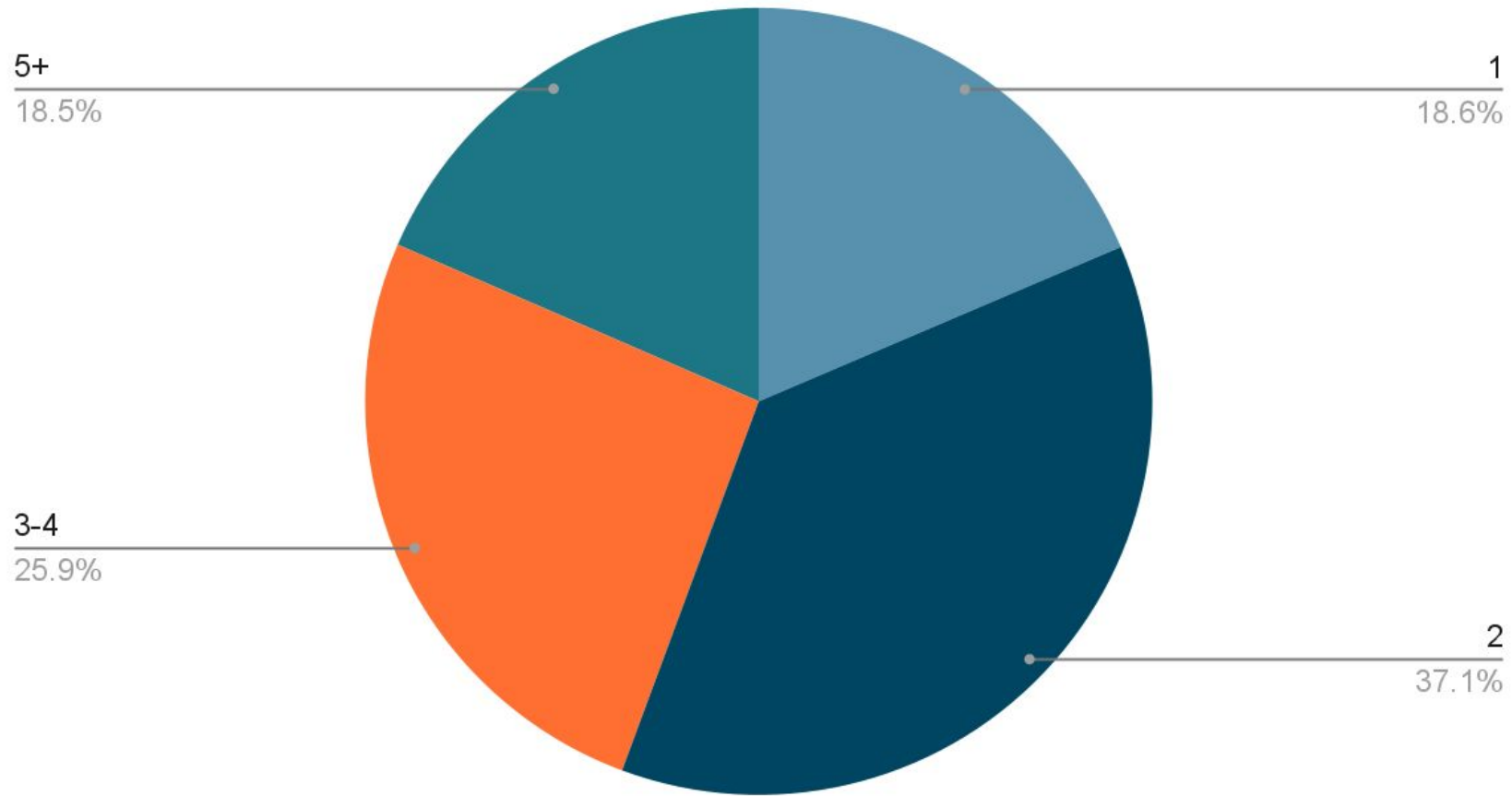
Housing Stage (Age Distribution): Starter, Peak, Downsize



What types of housing do we need?

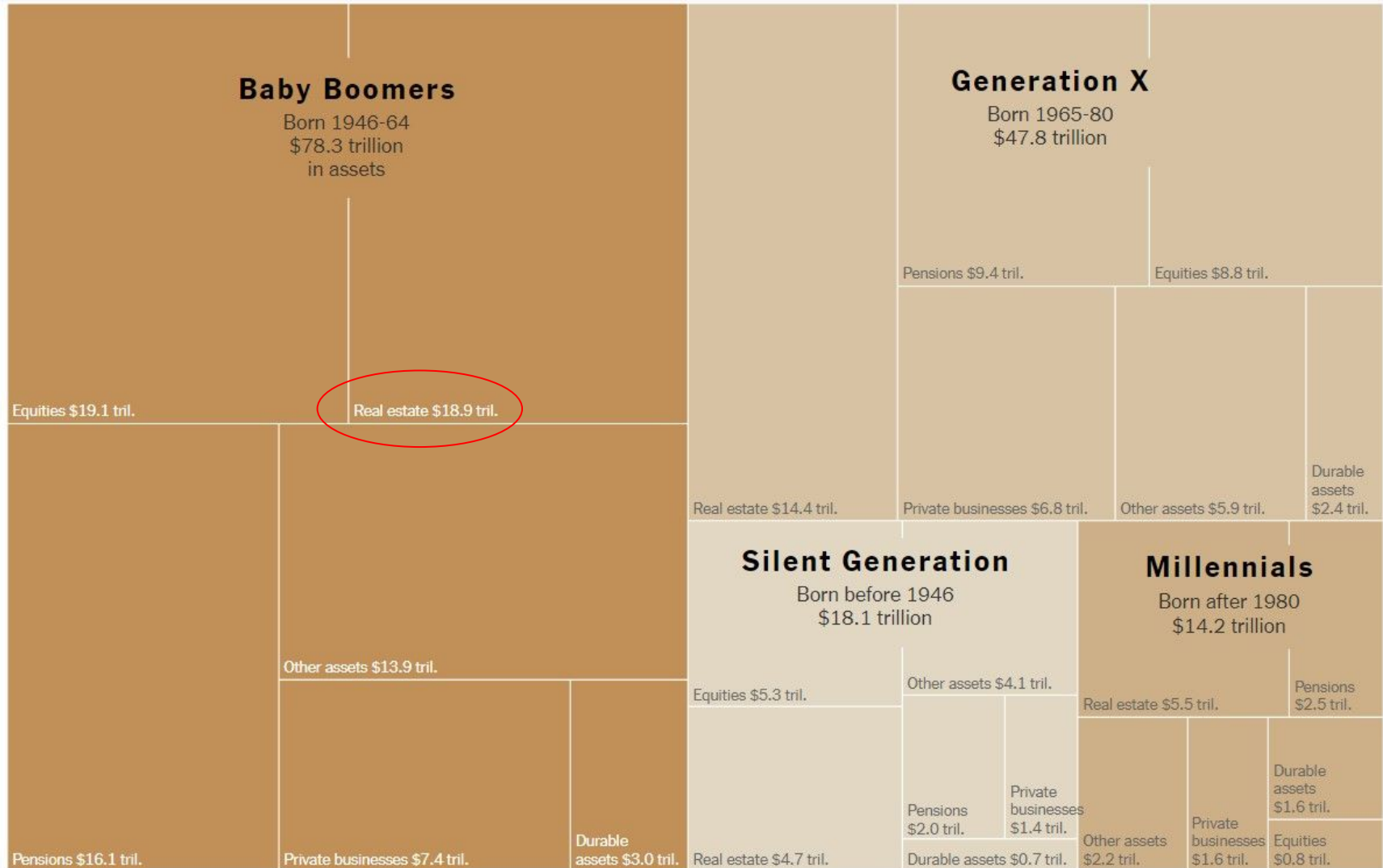
The case for permitting a wider variety of housing forms

of People per Household



The Boomer Wealth Transfer

\$84T projected to be transferred by 2045



The “Silver Tsunami” of Housing Inventory

What does it mean for Utah/Washington County?

- Over the next 20 years, more than a quarter (27.4 percent) of the nation’s currently owner-occupied homes are likely to hit the market as their current owners pass away or otherwise vacate their homes.
- Places likely to be most impacted by this upcoming Silver Tsunami include both retirement hubs and regions where young residents have left (industrial midwest). The impact of the Silver Tsunami is also likely to vary greatly across different areas within metros.
- The places likely to be least impacted include those with vibrant economies featuring fast growth and affordable housing that act as magnets for younger residents (Atlanta, Austin, Dallas and Houston).
- Housing released by the Silver Tsunami will provide a substantial and sustained boost to housing supply, comparable in magnitude to the fluctuations that new home construction experienced in the 2000s boom-bust cycle.
- It seems likely that, in the coming two decades, the construction industry will need to place a greater focus on updating existing properties, in addition to simply building new homes.