RCLCO
REAL ESTATE CONSULTING

MONTHLY
WEBINAR

WHAT'S NEW AT RCLCO?
APRIL UPDATE

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AGENDA

- ► **Macroeconomic Update**
  - » Scot Bommarito
- ► **Updated Vacation/Investment Home Data**
  - » Caroline Flax Ganz
- ► **Sports-Venue Real Estate Development Tracker**
  - » Alex Shaia
- ► **Interactive Attainable Housing Tool**
  - » Dana Schoewe
- ► **Q&A**

MACROECONOMIC UPDATE

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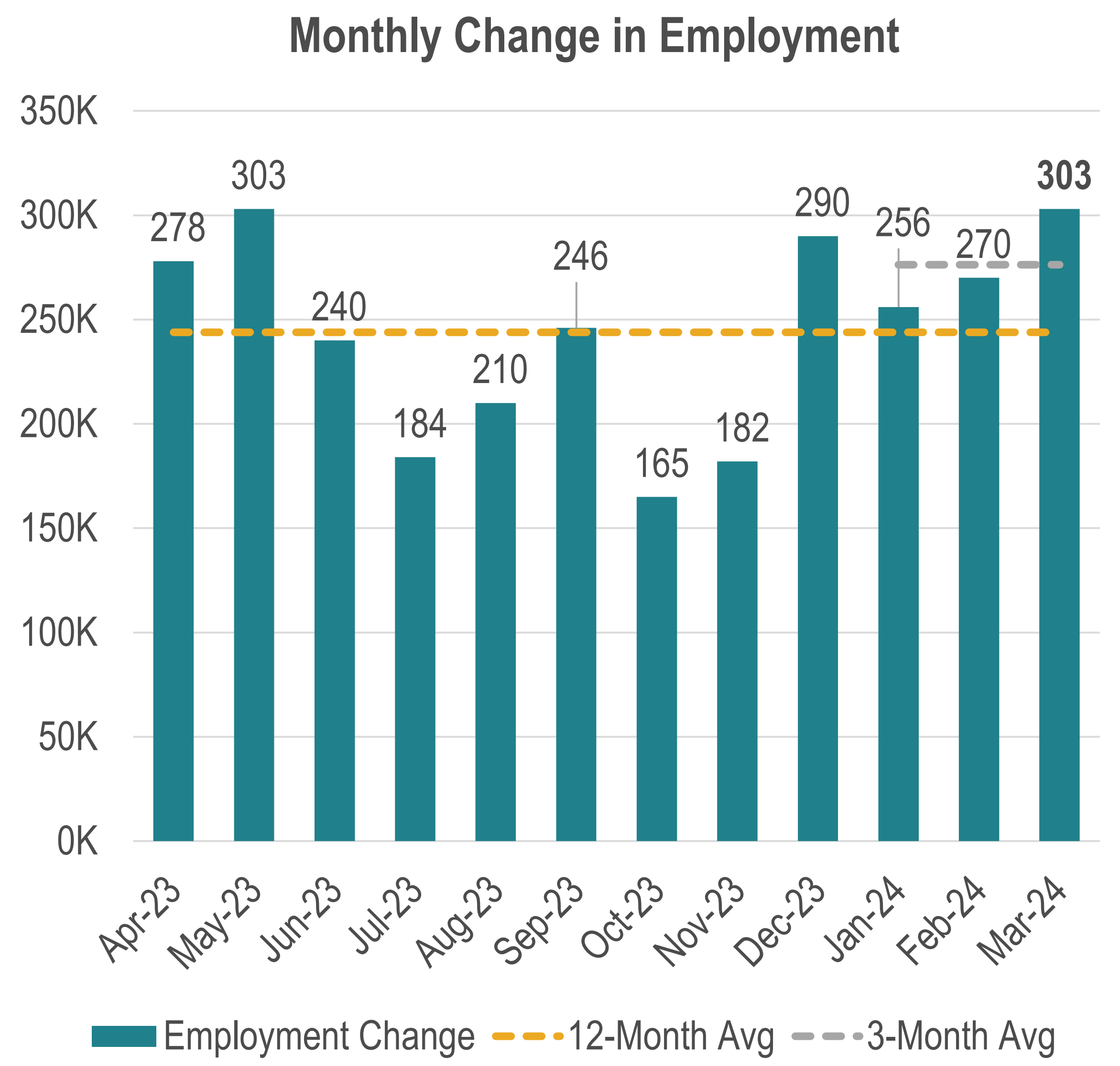
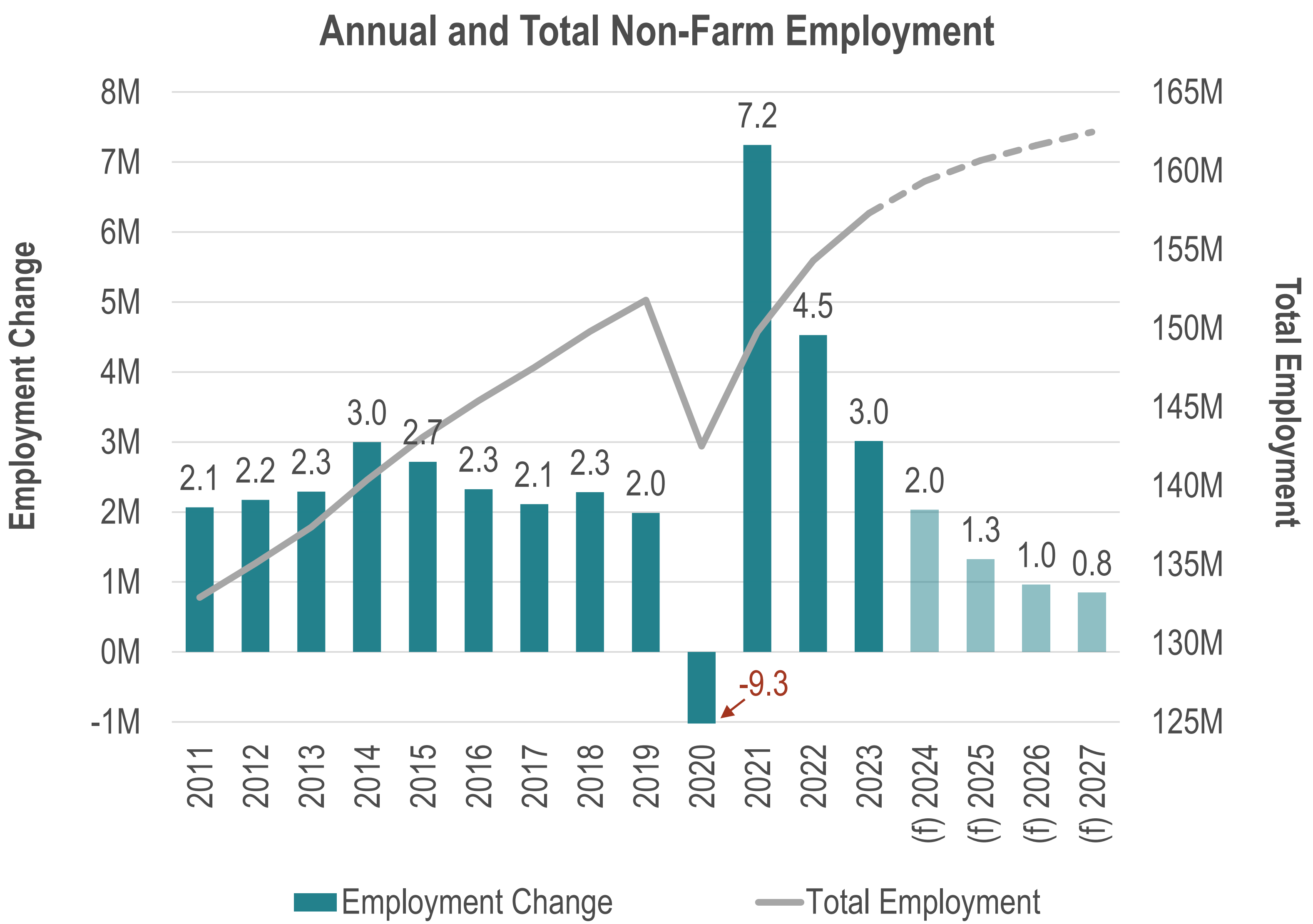
MARCH EMPLOYMENT GROWTH SURPRISED ON THE UPSIDE AT 300K

Average Monthly Employment Growth Was Elevated at Nearly 280K in 1Q, Exceeding the Twelve-month Average





Data are as of March 2024.
Source: U.S. Bureau of Labor Statistics; Federal Reserve Bank of St. Louis; Oxford Economics

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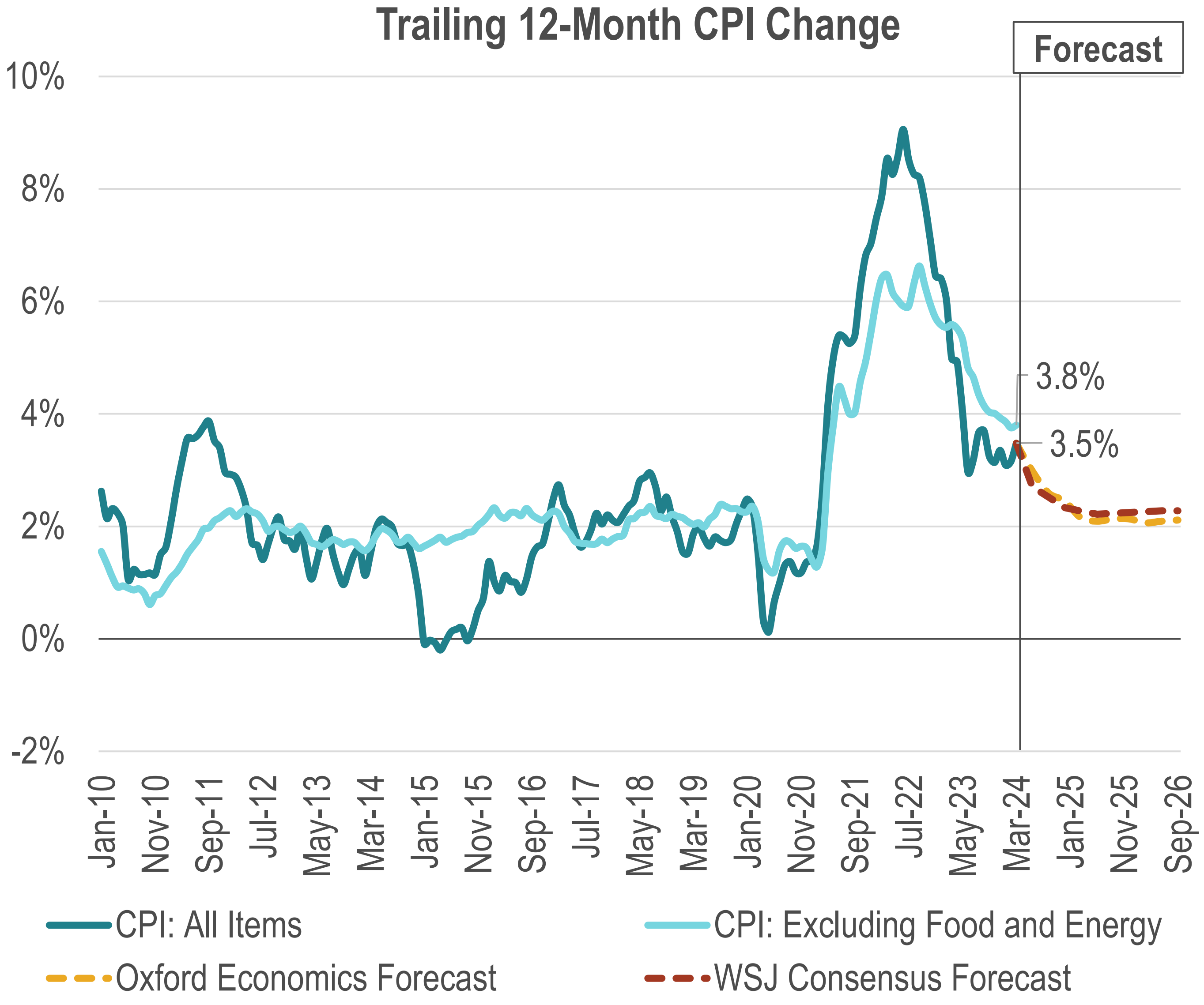
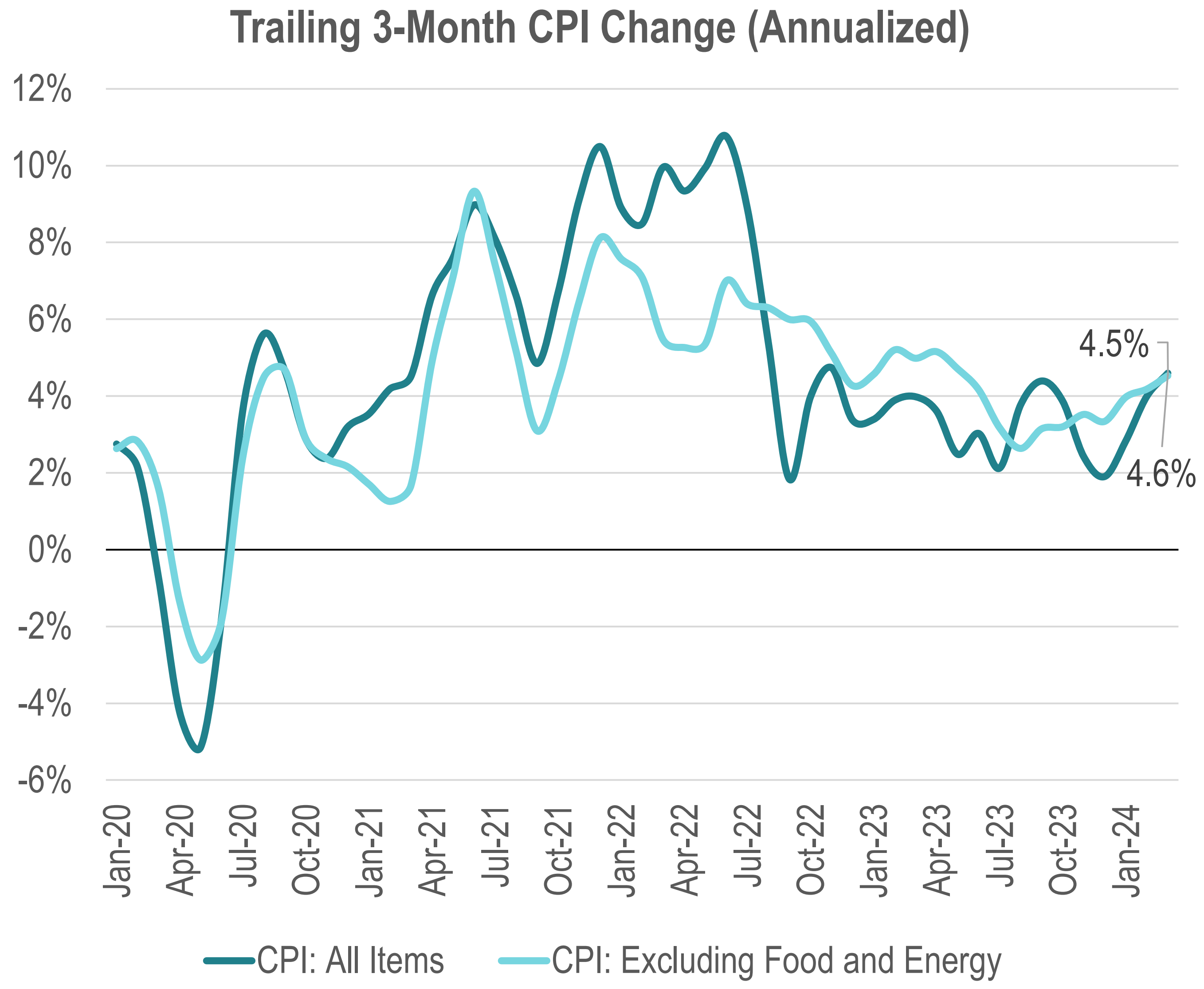
HEADLINE INFLATION ROSE TO 3.5% IN MARCH, CORE HELD STEADY AT 3.8%

Both All Items and Core CPI Accelerated Through Q1 and Totaled Annualized Rates of 4.6% and 4.5%, Respectively





Data are as of March 2024.
Note: Trailing 12-month figures are not seasonally adjusted; trailing 3-month figures are seasonally adjusted.
Source: U.S. Bureau of Labor Statistics; Federal Reserve Bank of St. Louis

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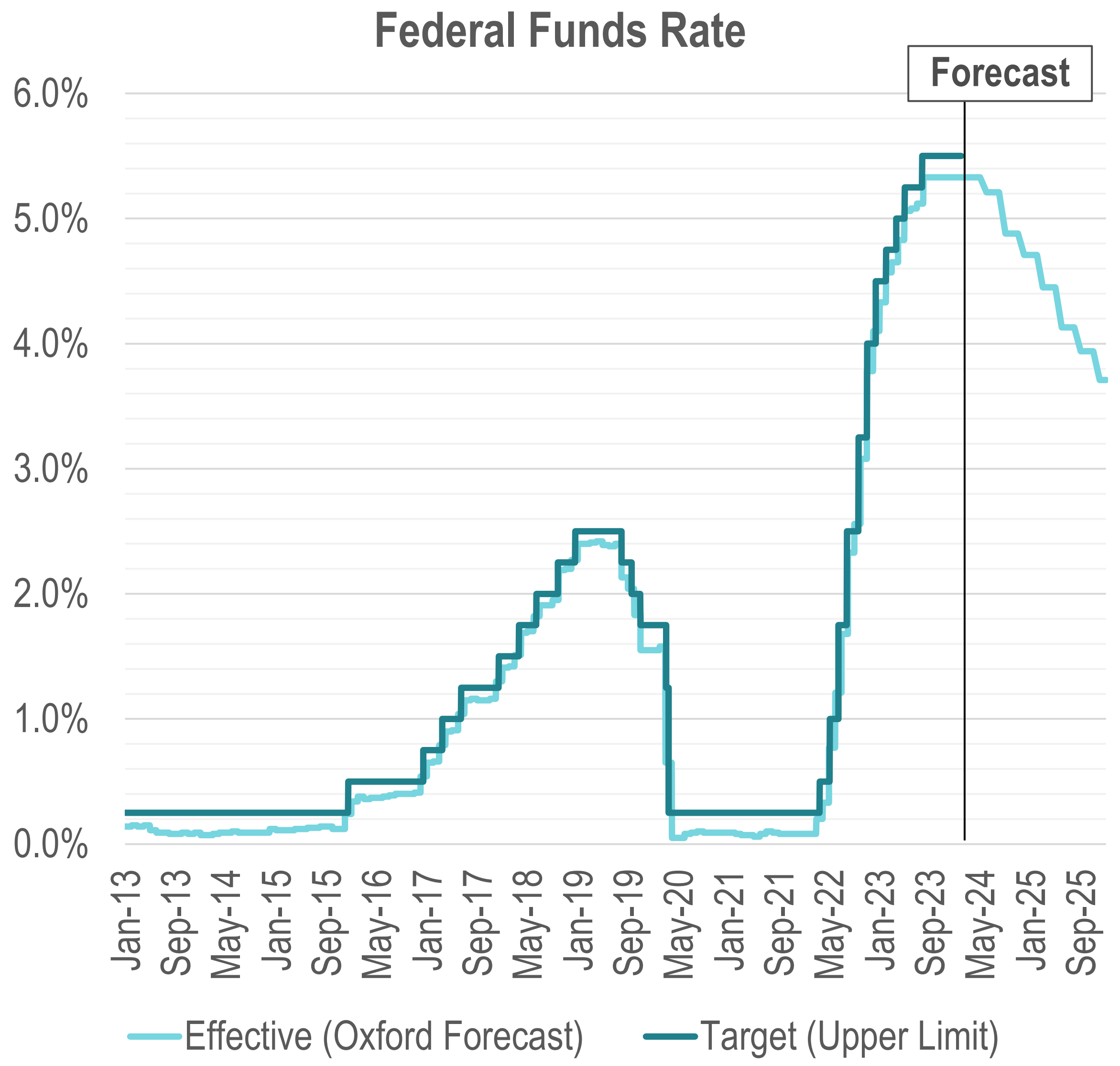
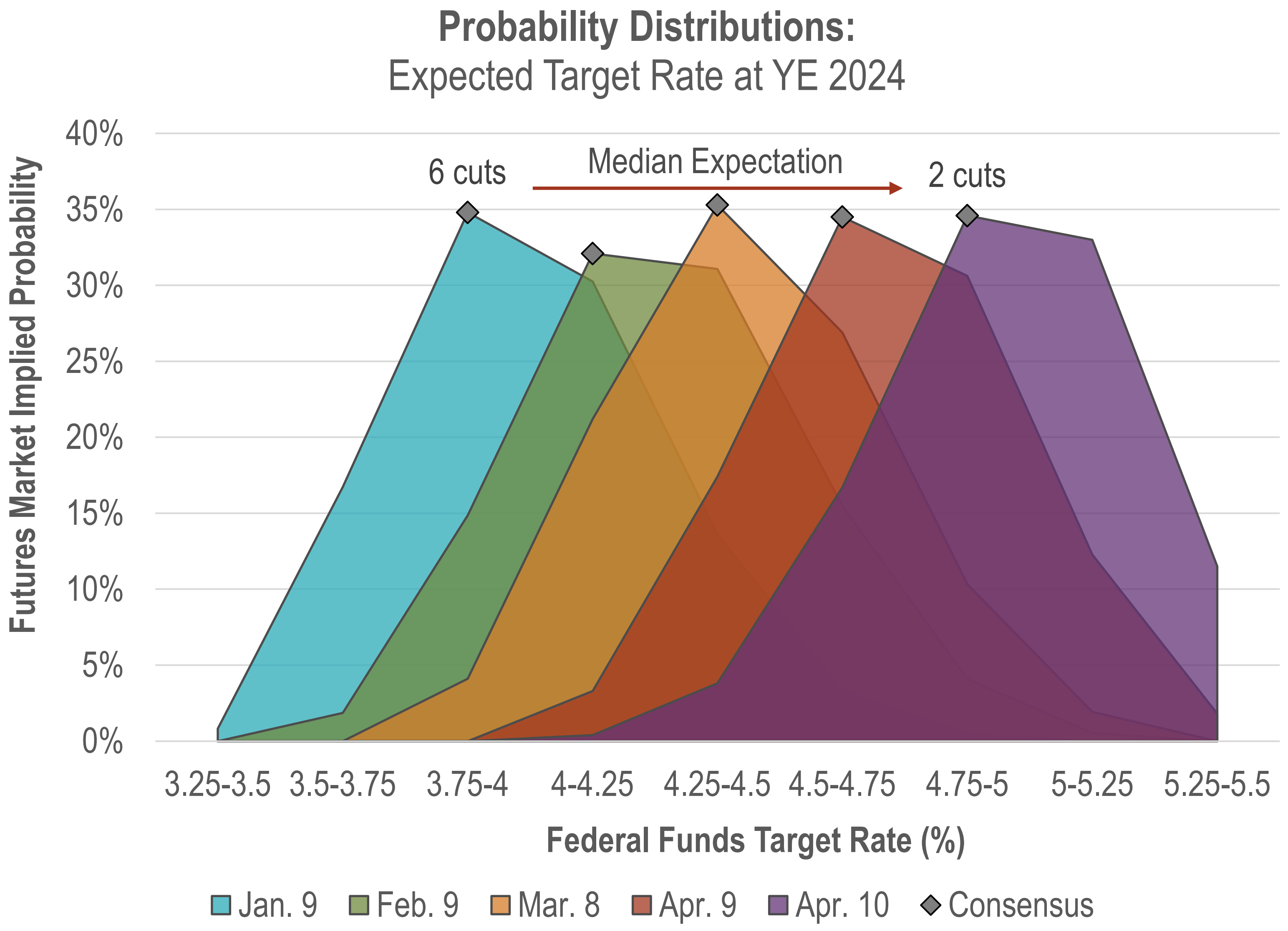
THE FED HELD RATES STEADY IN MID-MARCH AMID CONTINUED STRENGTH

Markets Now Expect Only Two Rate Cuts in 2024 with the First Cut Coming in September





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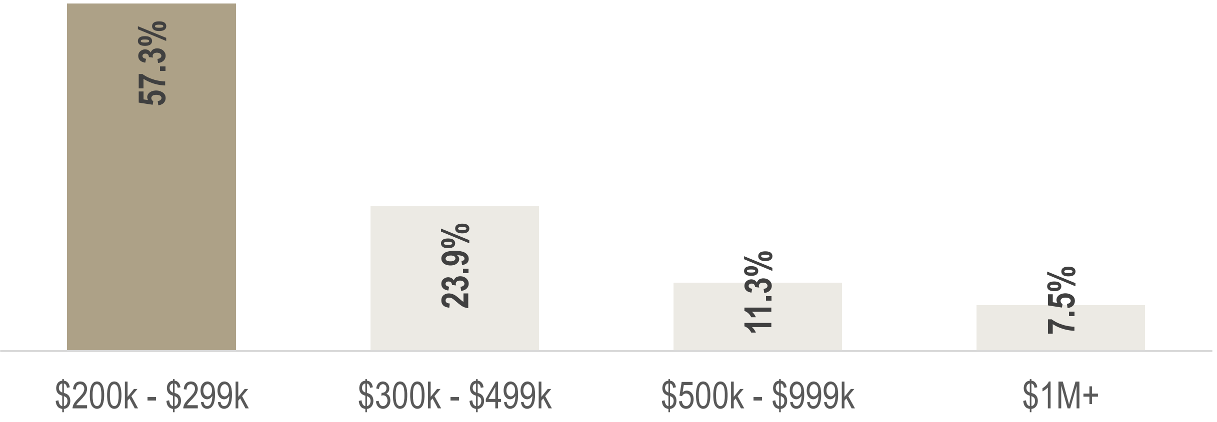
Data are as of April 10, 2024.
Source: The Federal Reserve; Oxford Economics; CEM Group

UPDATED RCLCO 2023 VACATION/INVESTMENT HOME SURVEY

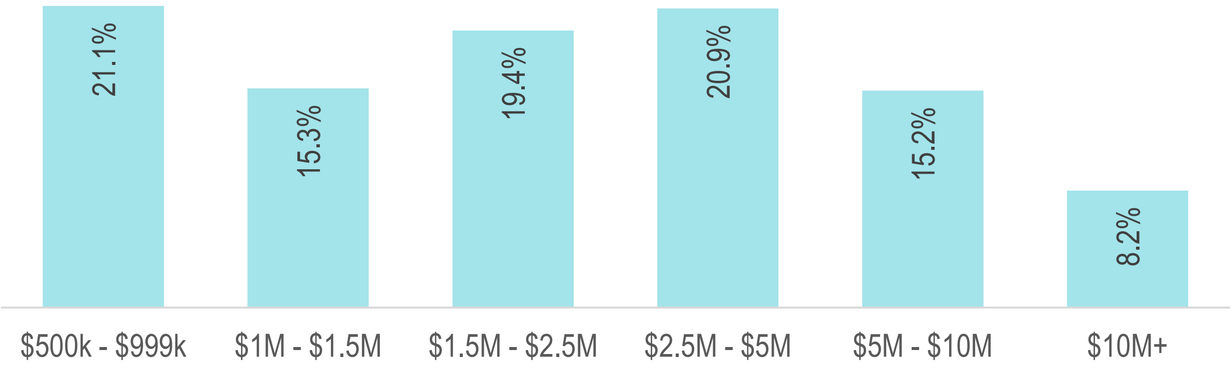
RCLCO 2023 VACATION/INVESTMENT HOME SURVEY

Demographics

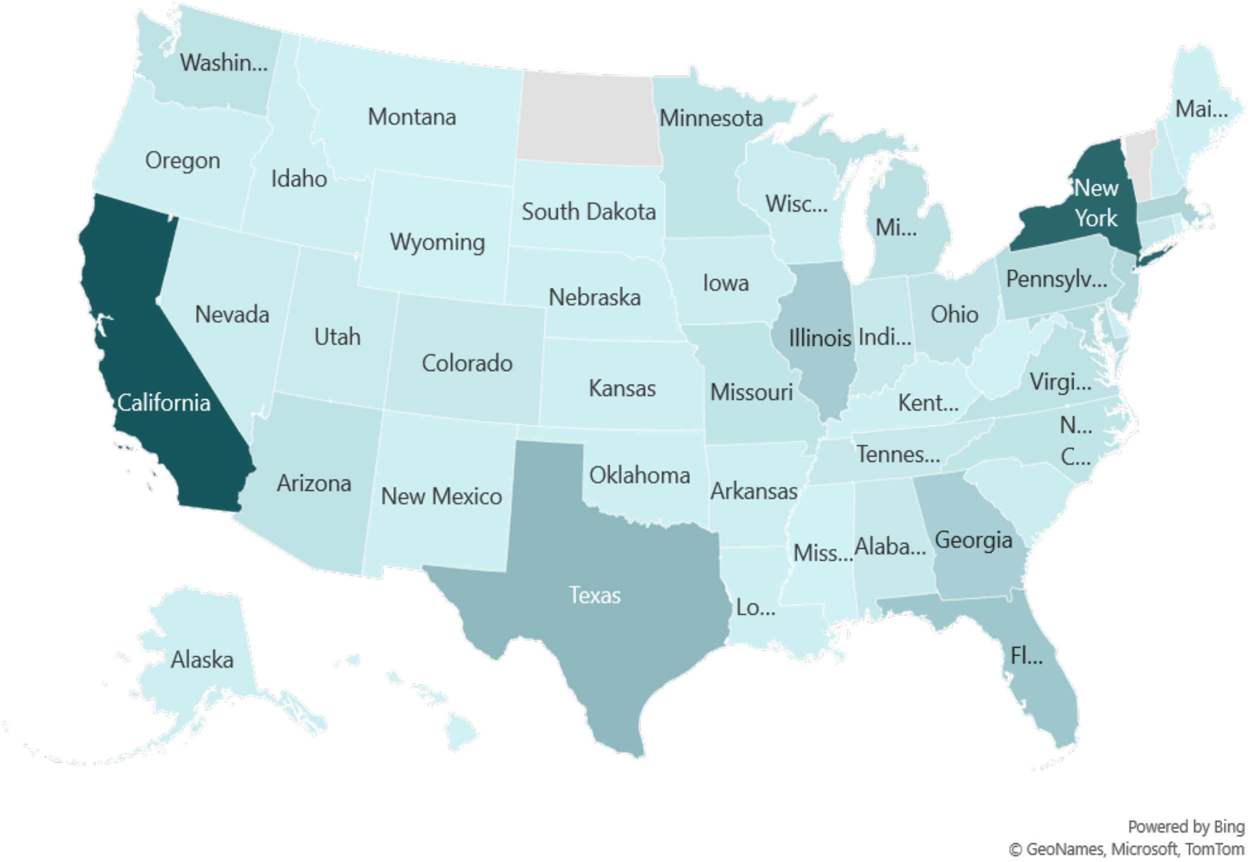
Household Income Distribution



Net Worth Distribution



Summary of Primary Home Markets for Respondents



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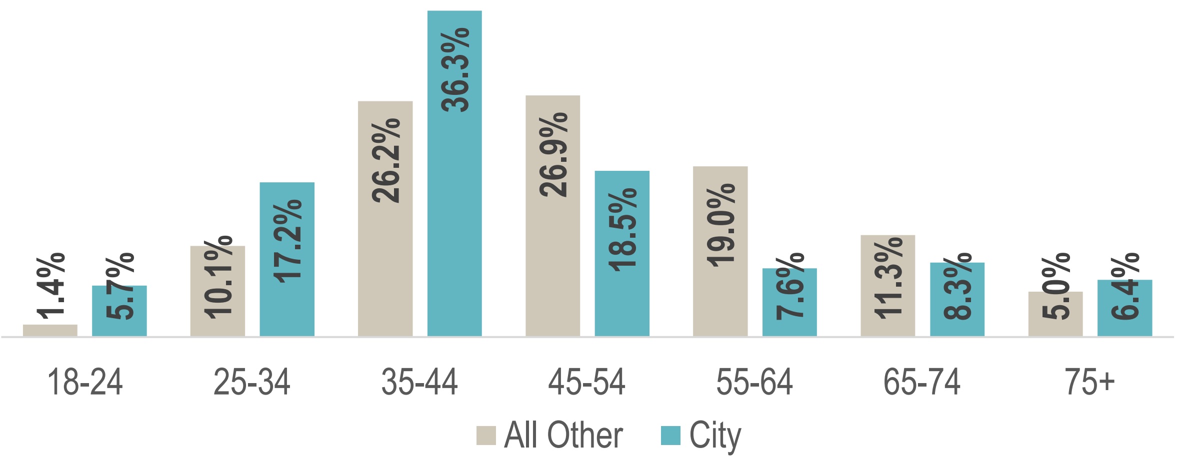
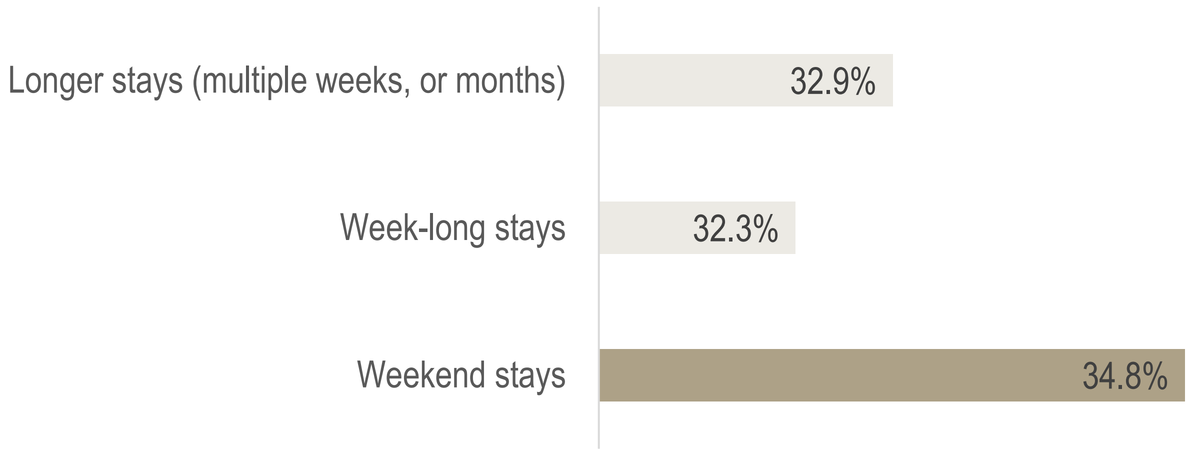
RCLCO 2023 VACATION/INVESTMENT HOME SURVEY

Summary For Respondents Who Preferred City Locations

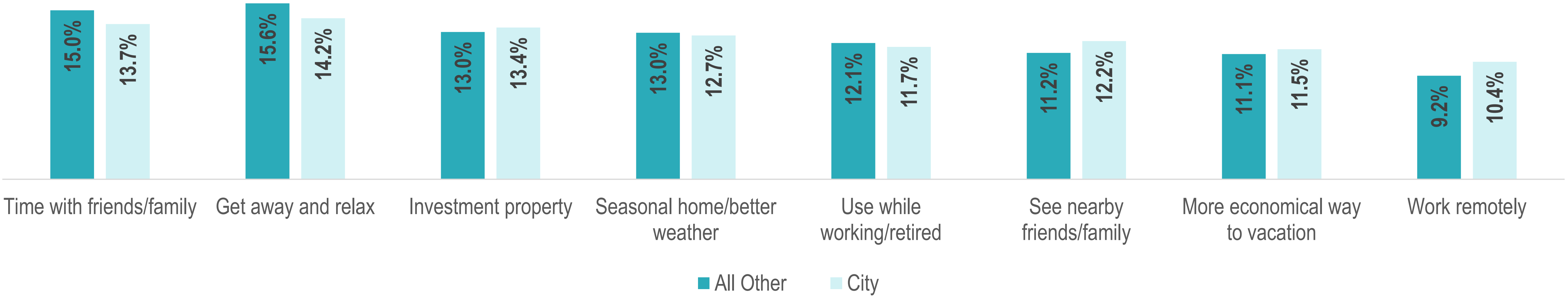
Location Preference by Age



Length of Stay



Motivation to Buy



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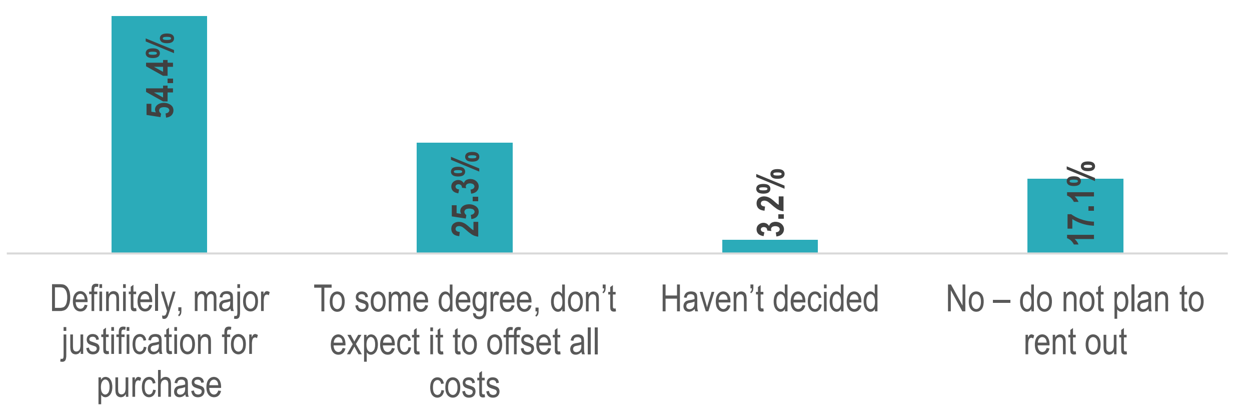
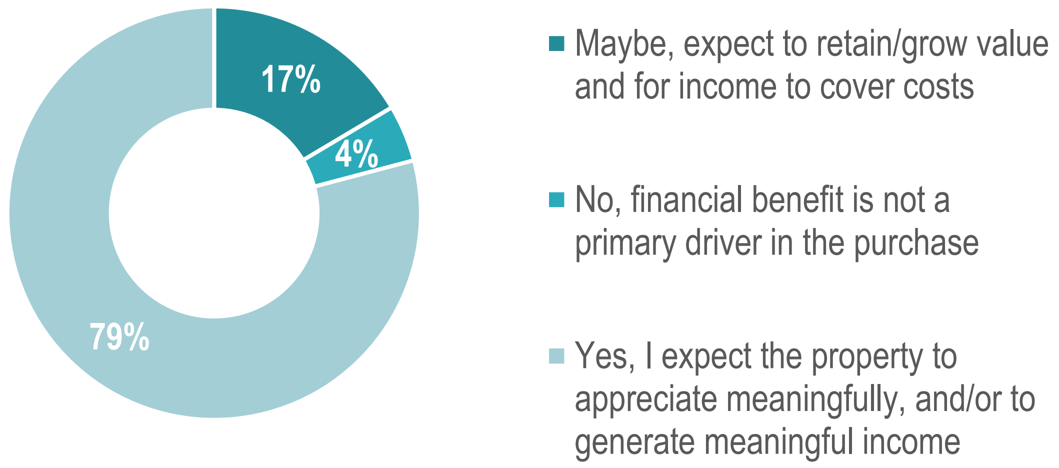
RCLCO 2023 VACATION/INVESTMENT HOME SURVEY

Summary For Respondents Who Preferred City Locations

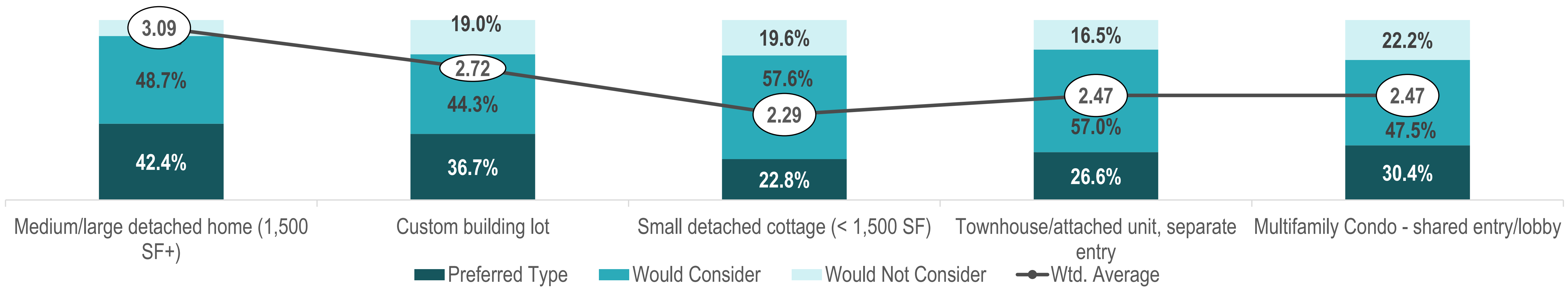
Rental Investment



Investment Potential



Property Type



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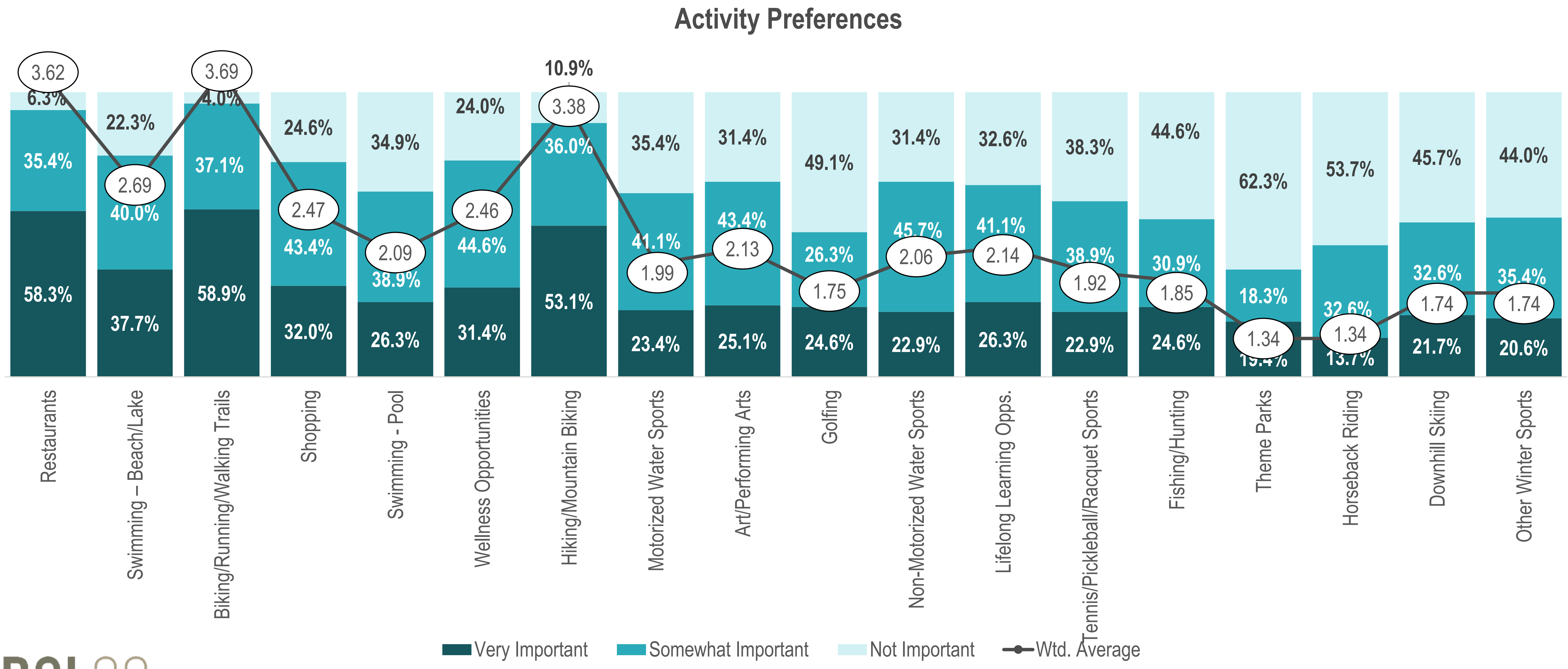
RCLCO 2023 VACATION/INVESTMENT HOME SURVEY

Summary For Respondents Who Preferred Mountain Location



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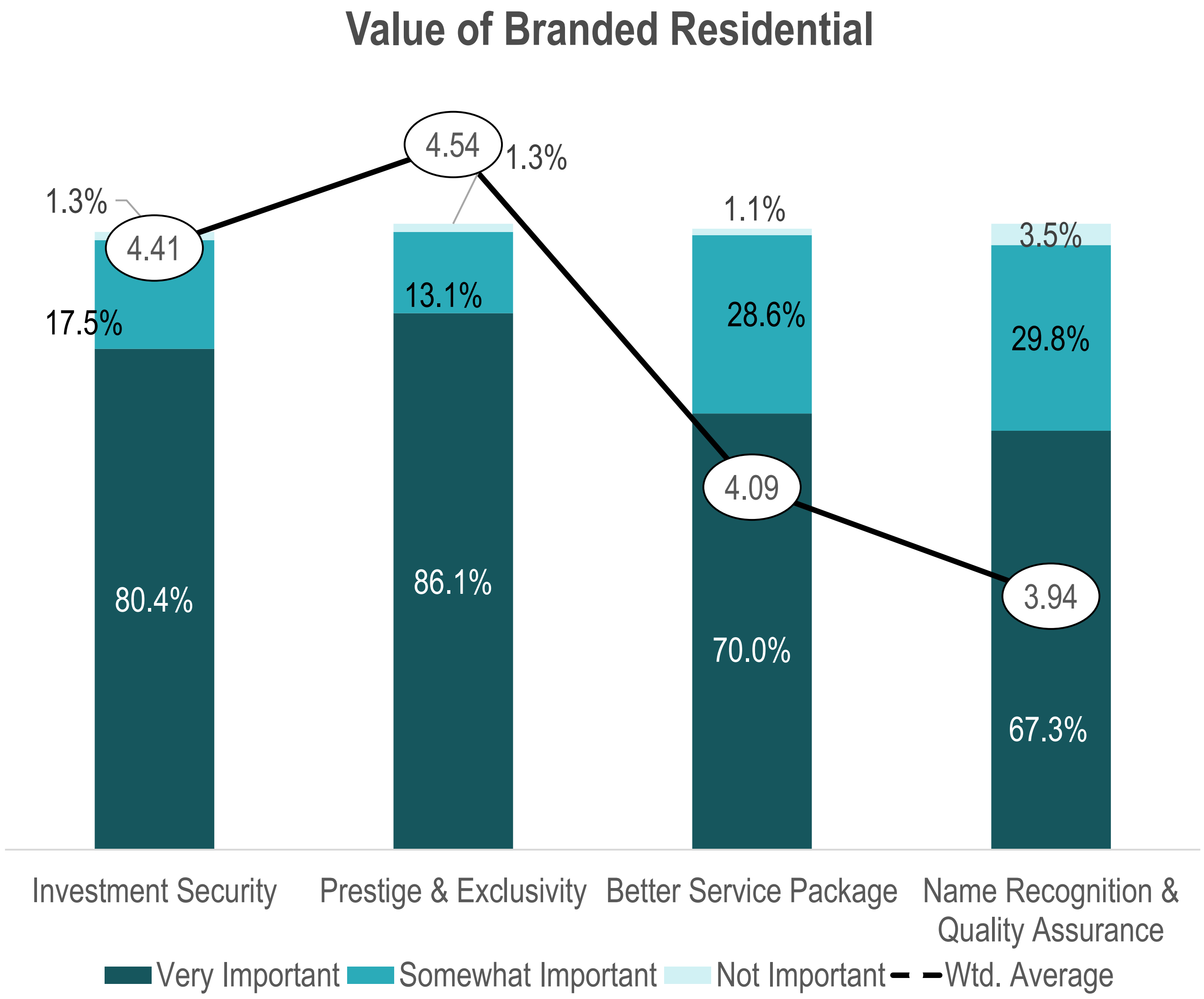
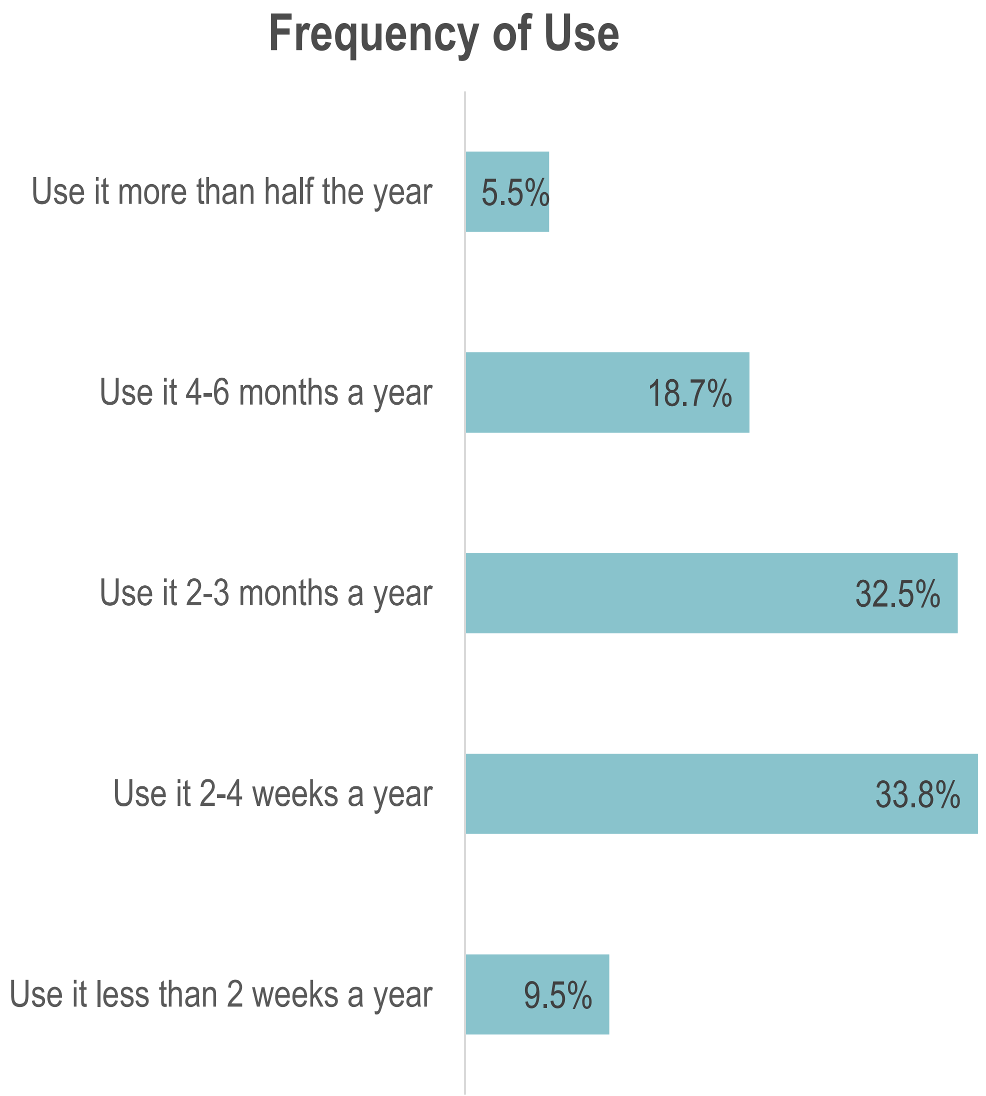
RCLCO 2023 VACATION/INVESTMENT HOME SURVEY

Summary For Respondents Who Would Be Interested In Branded Residences





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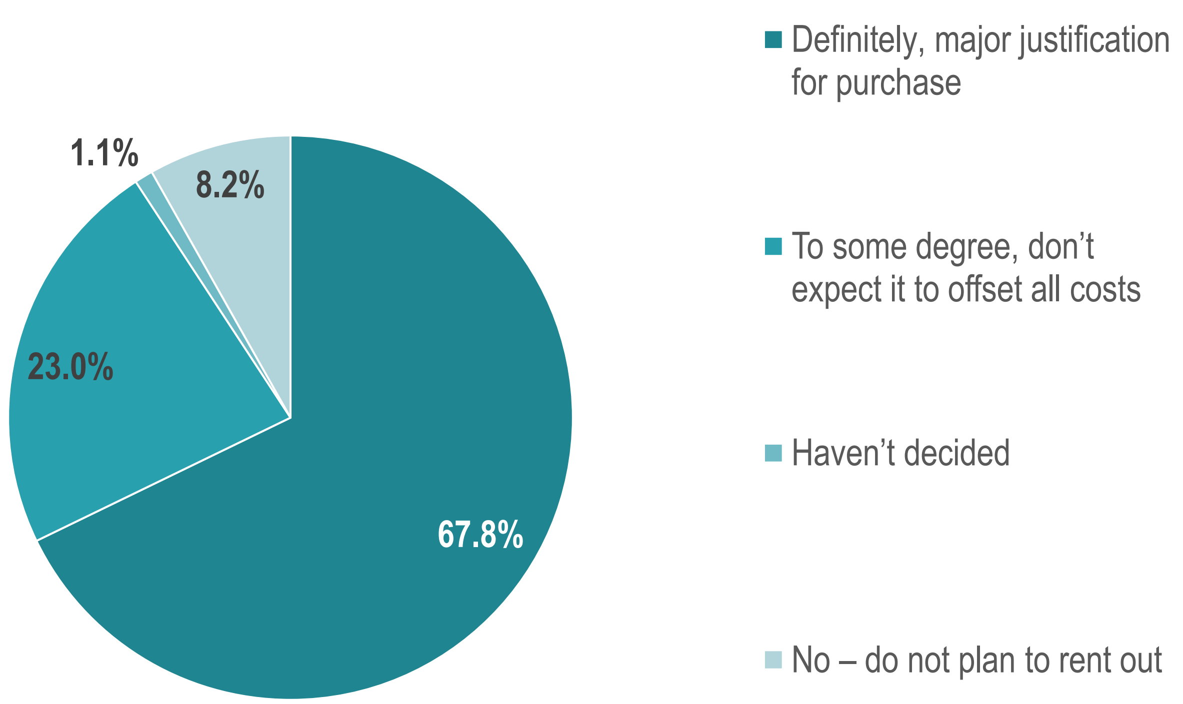
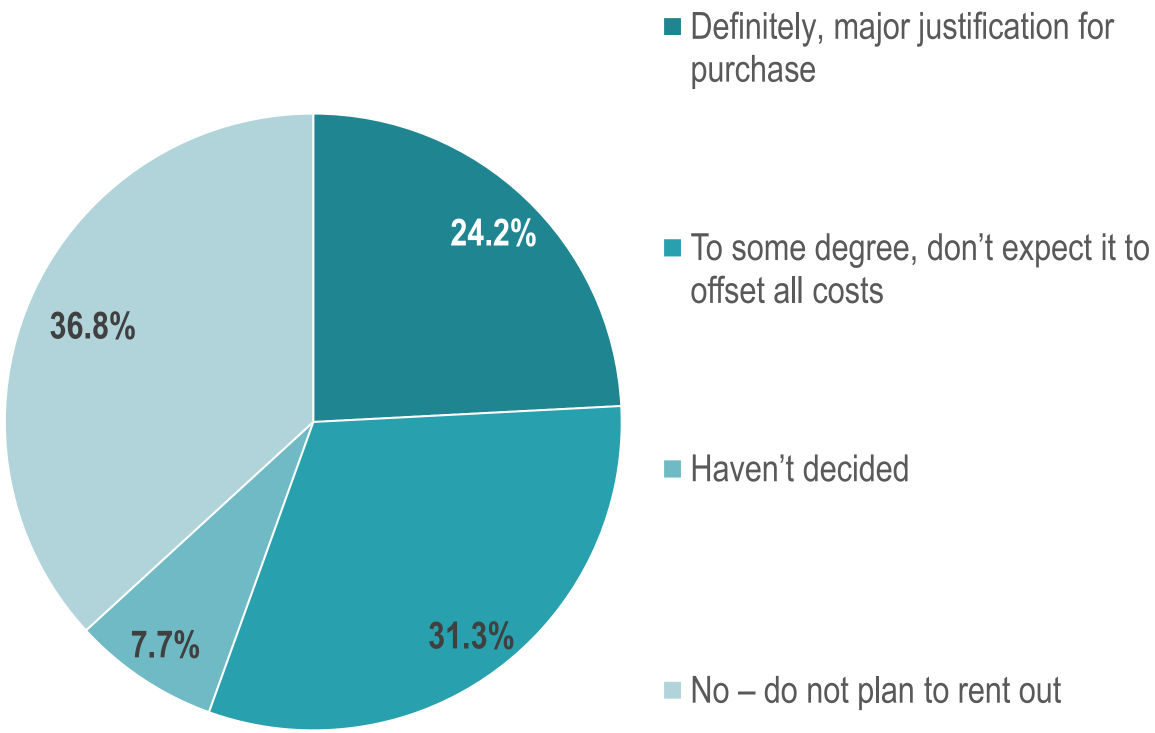
RCLCO 2023 VACATION/INVESTMENT HOME SURVEY

Rental Investment for Branded Residences



Rental Investment for Mountain Location



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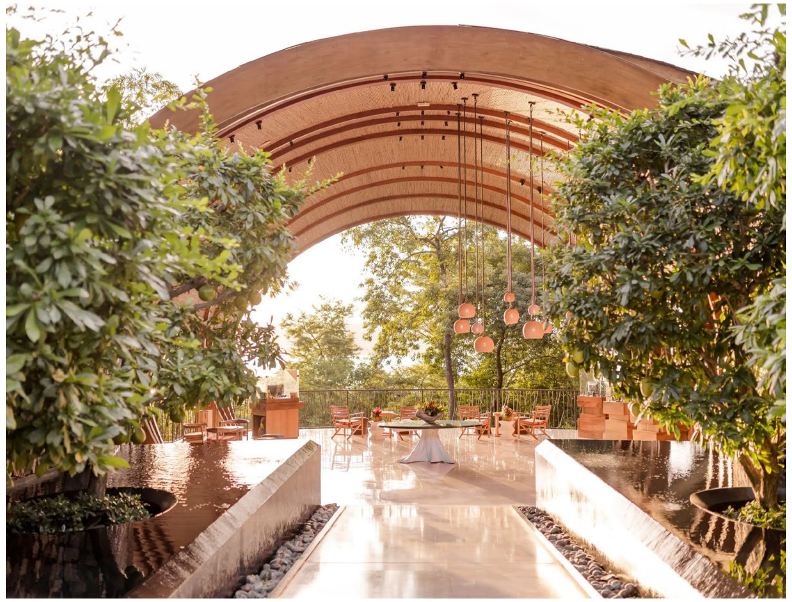
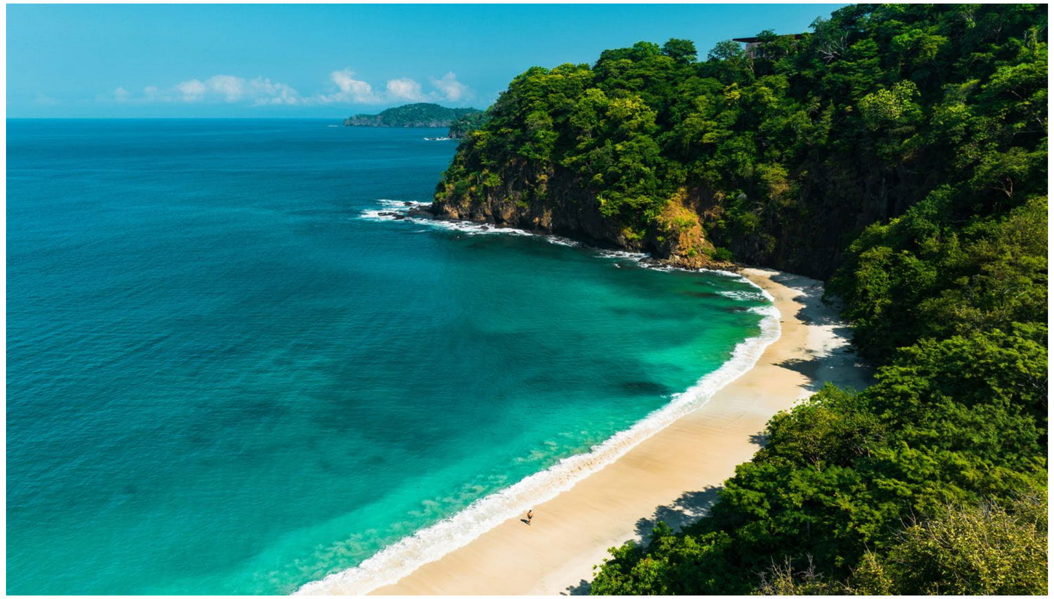
RCLCO 2023 VACATION/INVESTMENT HOME SURVEY

Example of Vacation and Investment Homes





PENINSULA PAPAGAYO

BAHÍAS
BY ANTOINE PREDOCK

NEKAJUI
A RITZ-CARLTON RESERVE RESIDENCE

FOUR SEASONS
PRIVATE RESIDENCES
PRIETA BAY AT PENINSULA PAPAGAYO

ANDAZ. COSTA RICA RESIDENCES AT PENINSULA PAPAGAYO

The Enclaves
AT NACASCOLO BAY

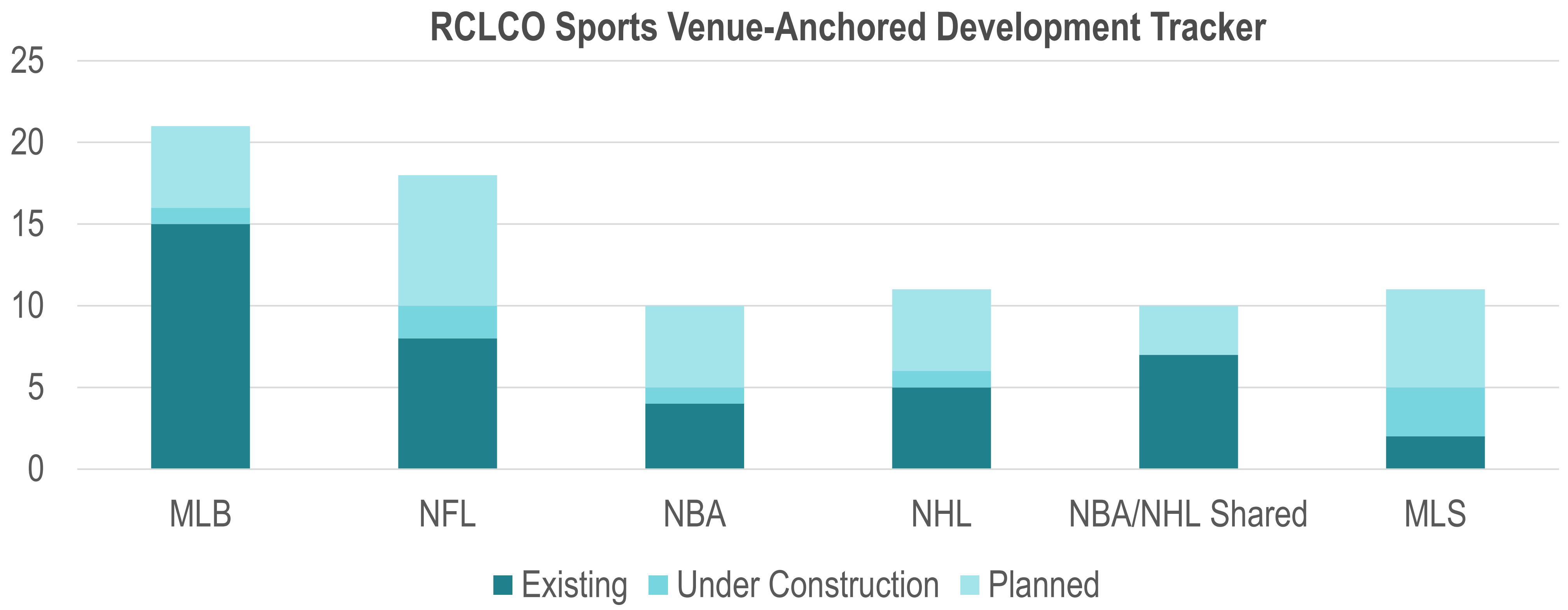
RCLCO 2023 VACATION/INVESTMENT HOME SURVEY – COMING SOON!

SPORTS-VENUE REAL ESTATE DEVELOPMENT TRACKER

SPORTS-ANCHORED DEVELOPMENT TRACKER

3 Compelling Trends

1. **Major League Baseball Leads the Pack**
2. **Future Growth of Soccer**
3. **Increased Team & Ownership Involvement**



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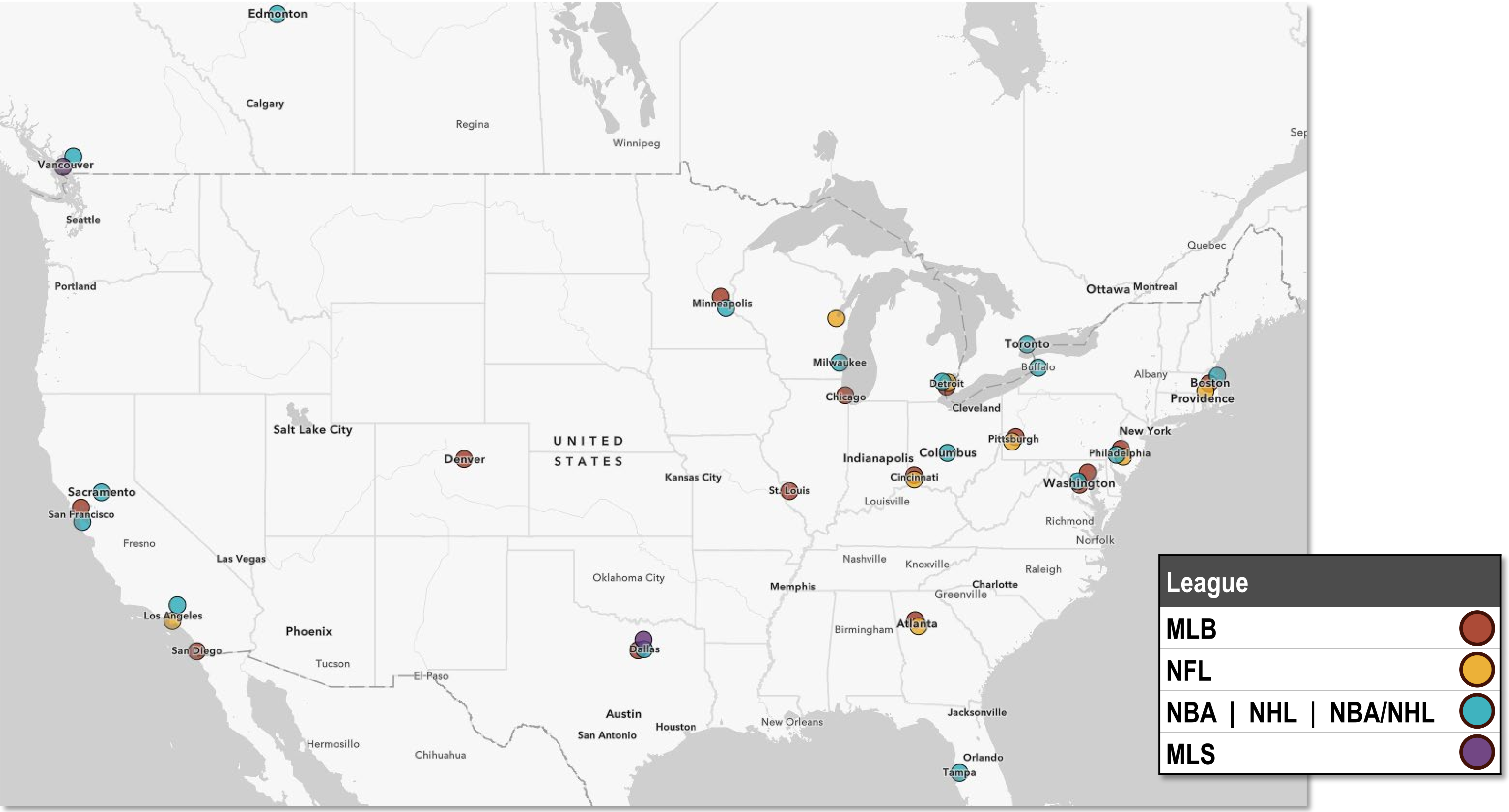
EXISTING VENUE-ANCHORED DEVELOPMENTS

Venue-anchored Development Projects Located Throughout the Country



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MAJOR LEAGUE BASEBALL

Throughout the Country, Baseball Stadiums Have Seen the Most Adjacent Development Activity

Camden Yards; Baltimore Orioles

Capitol Riverfront; Washington Nationals

Ballpark Village; St. Louis Cardinals

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MAJOR LEAGUE BASEBALL - EVOLUTION OF BALLPARK DISTRICTS

Neighborhood Around Petco Park Has Seen Rapid Growth – Both Team-affiliated Developments & Private Projects

Petco Park 2004

Petco Park 2024

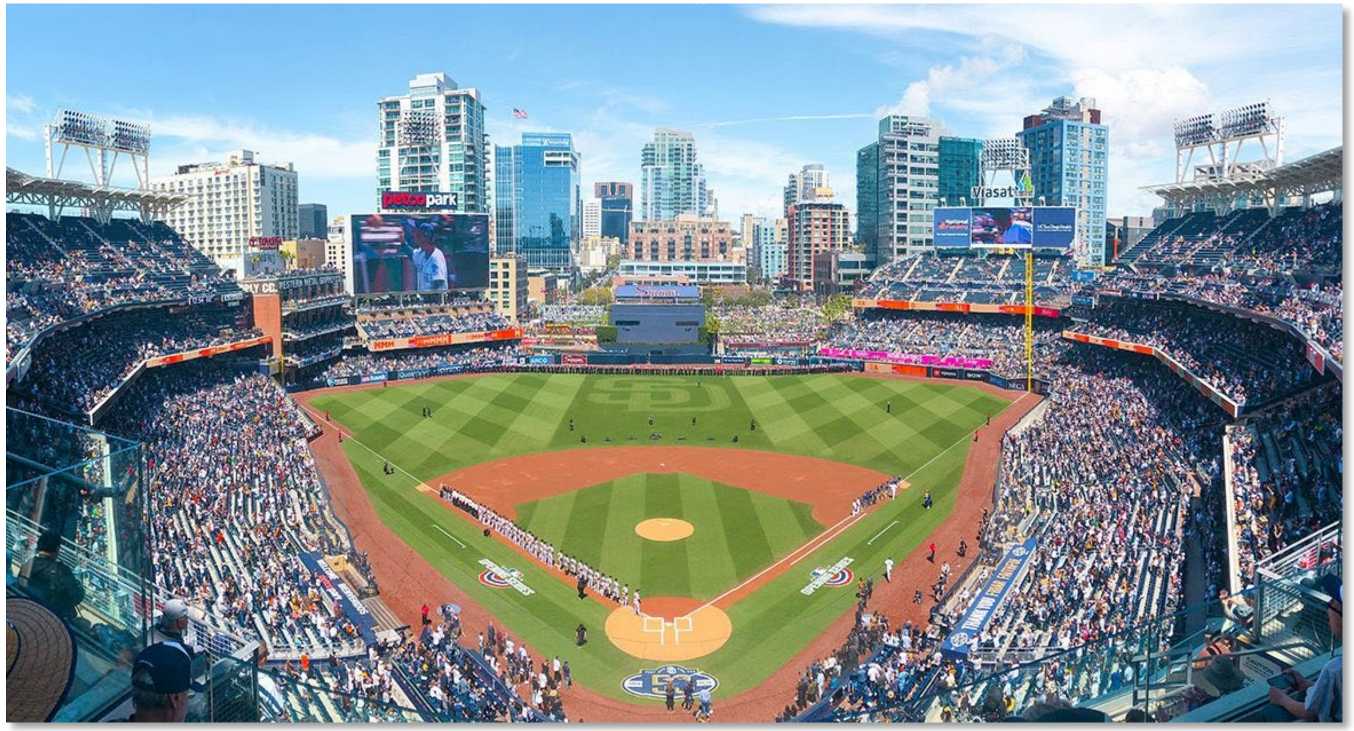
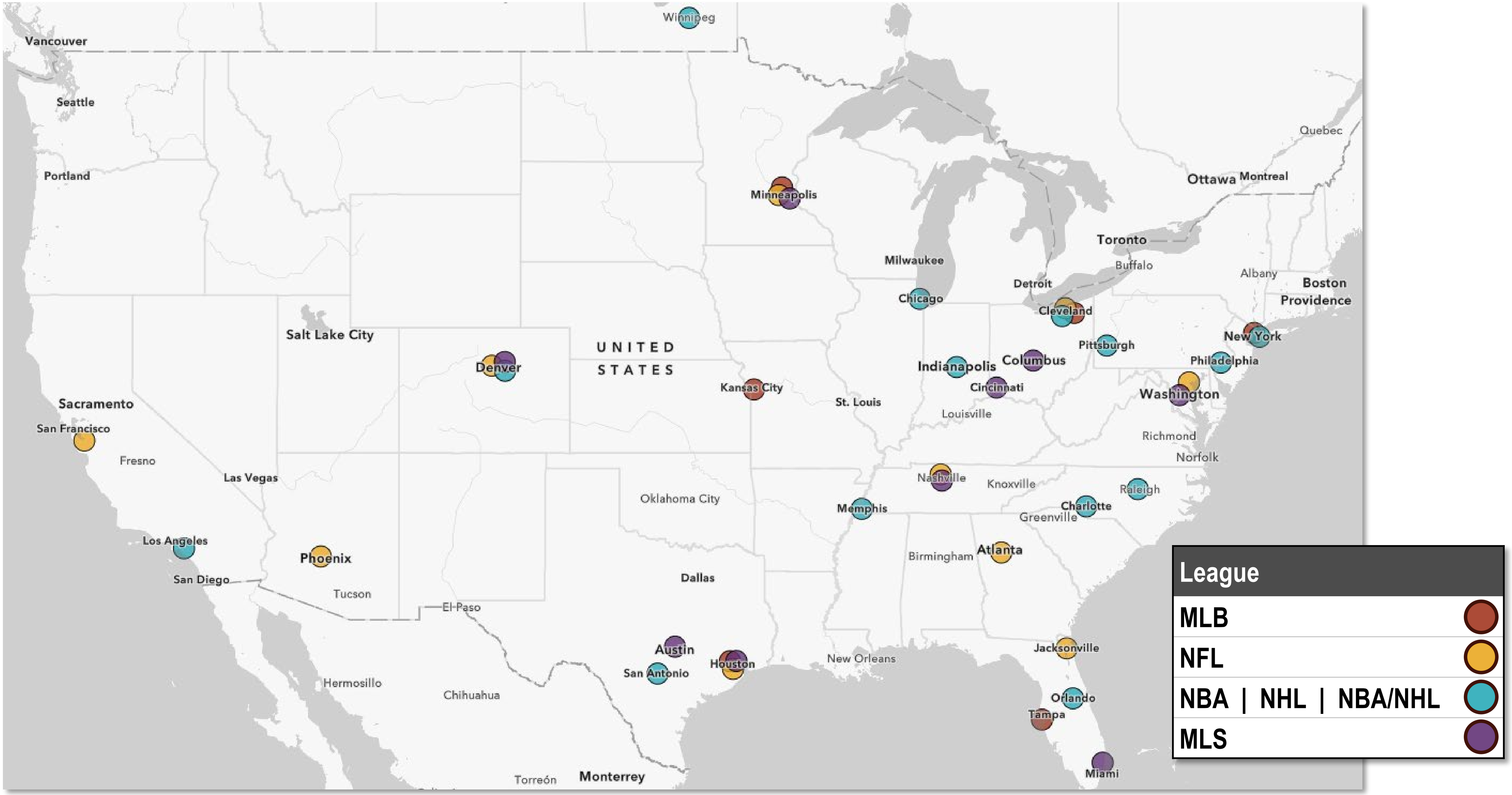


Image Source: Populous

FUTURE MAJOR LEAGUE VENUE-ANCHORED DEVELOPMENTS

Significant Pipeline of Under Construction & Planned Venues Coming Across the Country



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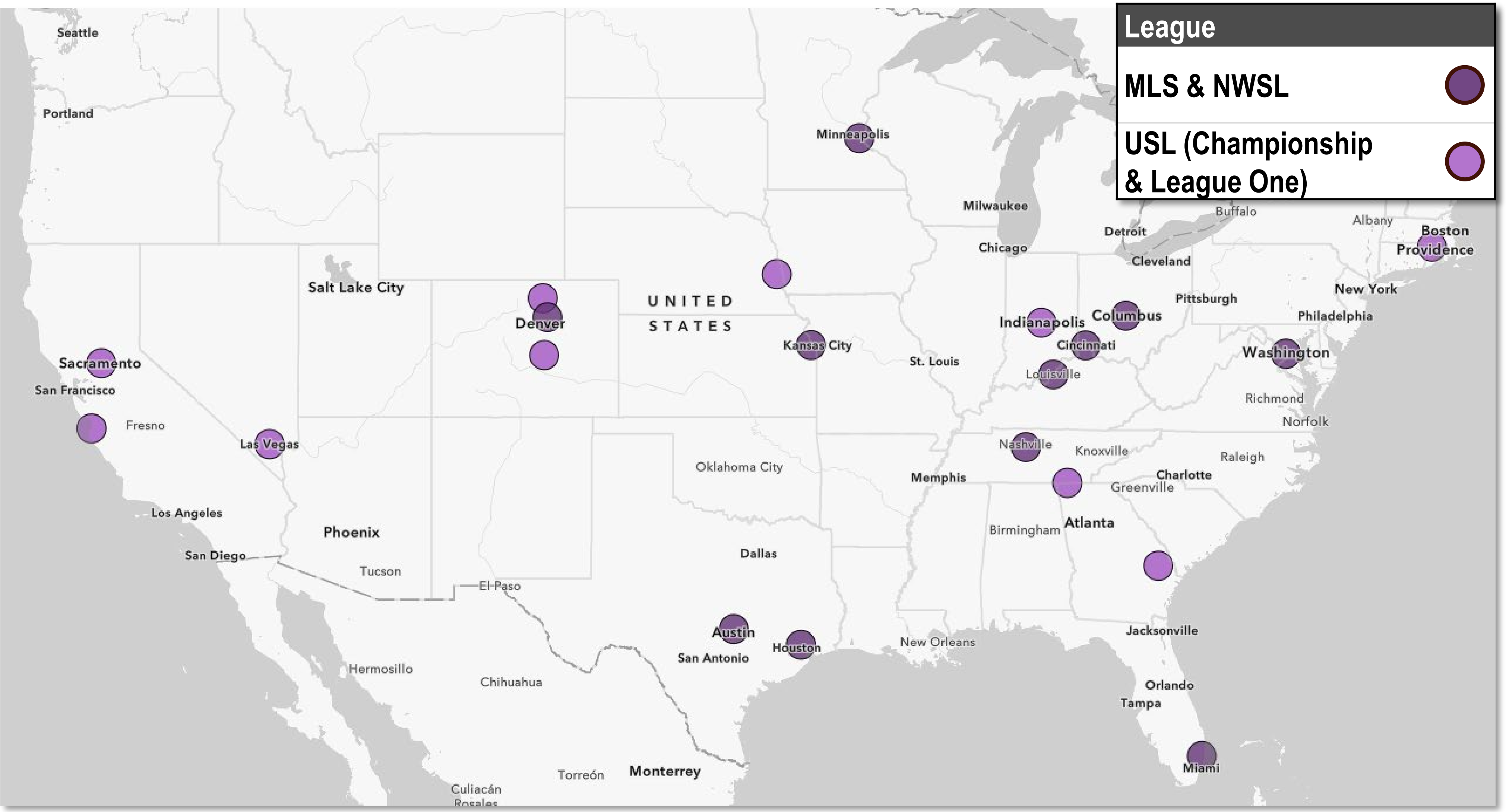
GROWTH OF SOCCER-SPECIFIC STADIUMS

New Requirements From Leagues Paired With Growing Fan Interest Driving Growth In Development Near Soccer Stadiums

Geodis Park; Nashville SC (MLS)

CPKC Stadium; Kansas City, MO (NWSL)

Weidner Field;
Colorado Springs, CO (USL)



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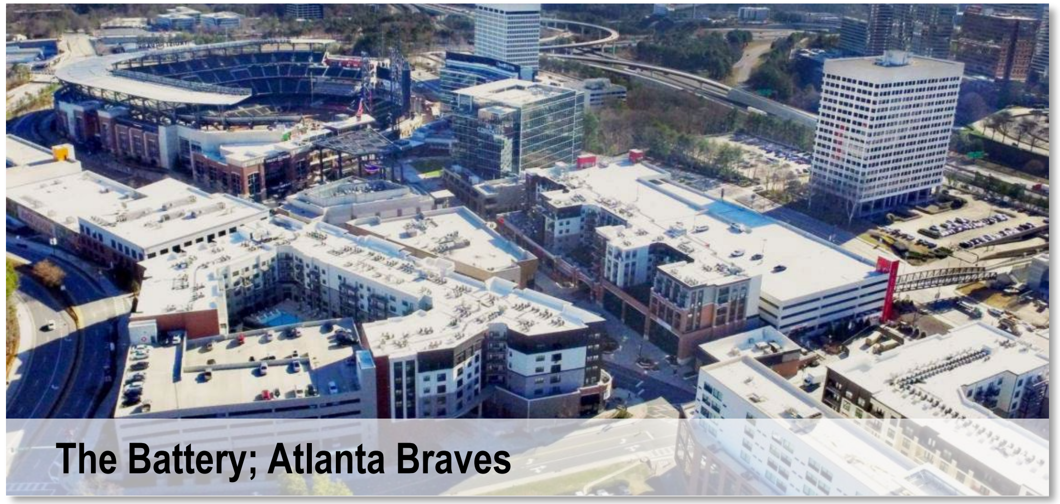
INCREASED OWNERSHIP INVOLVEMENT

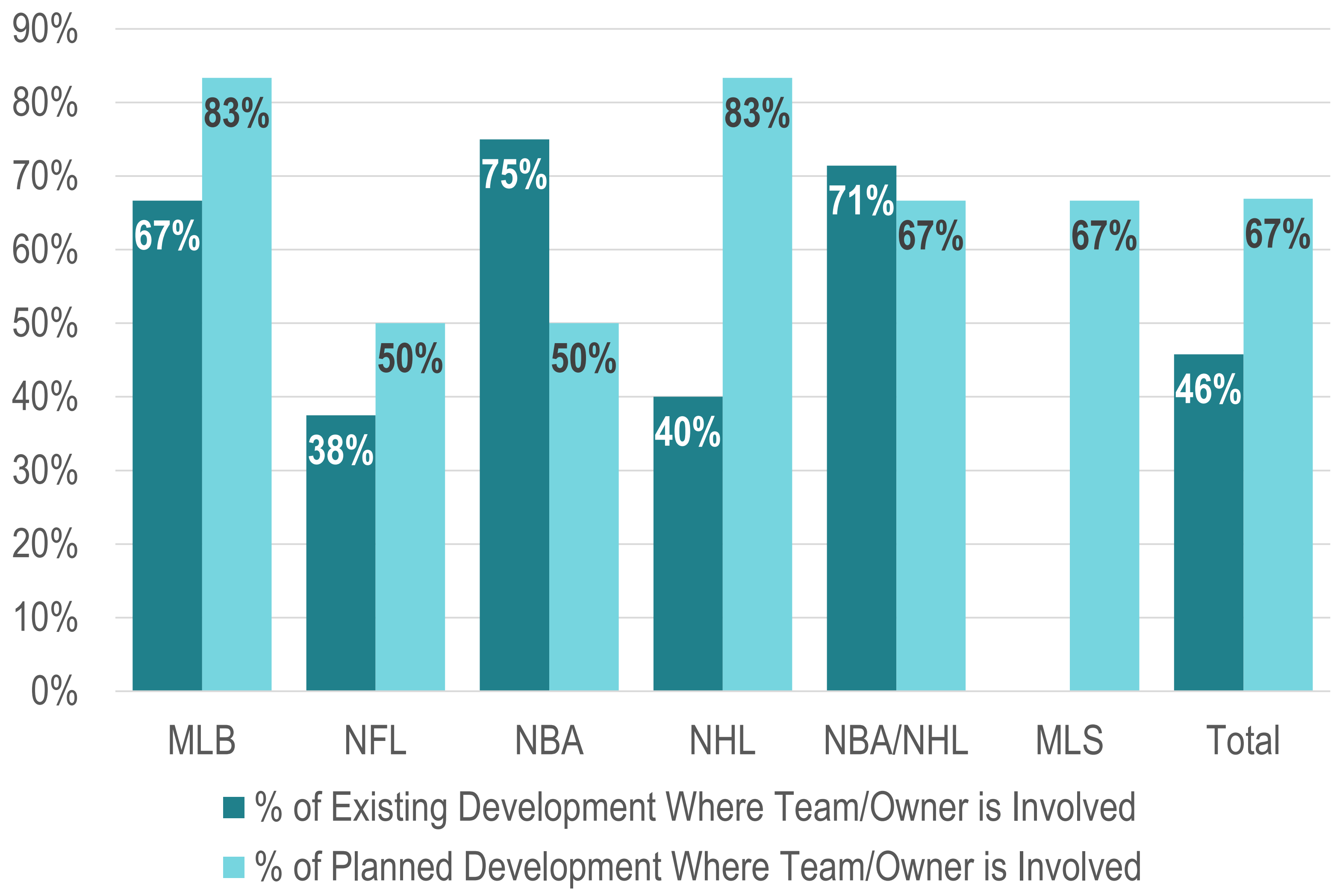
Owners See Significant Opportunity For Improved Gameday Experiences As Well As Diversification & Control Of Revenue Streams



The Battery; Atlanta Braves

Downtown Commons; Sacramento Kings

Share of Venue-Anchored Developments with Team/Owner Involvement



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INTERACTIVE ATTAINABLE HOUSING TOOL

HOME ATTAINABILITY INDEX- *2024 RELEASE*
5 THINGS YOU NEED TO KNOW

ULI Terwilliger Center for Housing

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CEO, RCLCO
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HOME ATTAINABILITY INDEX

ULI and RCLCO Collaboration

Goal: EASIER ACCESS to housing data IN EVERY CORNER OF ULI

More tools

- Excel Tool
- Interactive Report
- Interactive Mapping Data Tool (Shiny Web App)

MORE DETAILS

- More data
- Down to the local level
- Better visualization

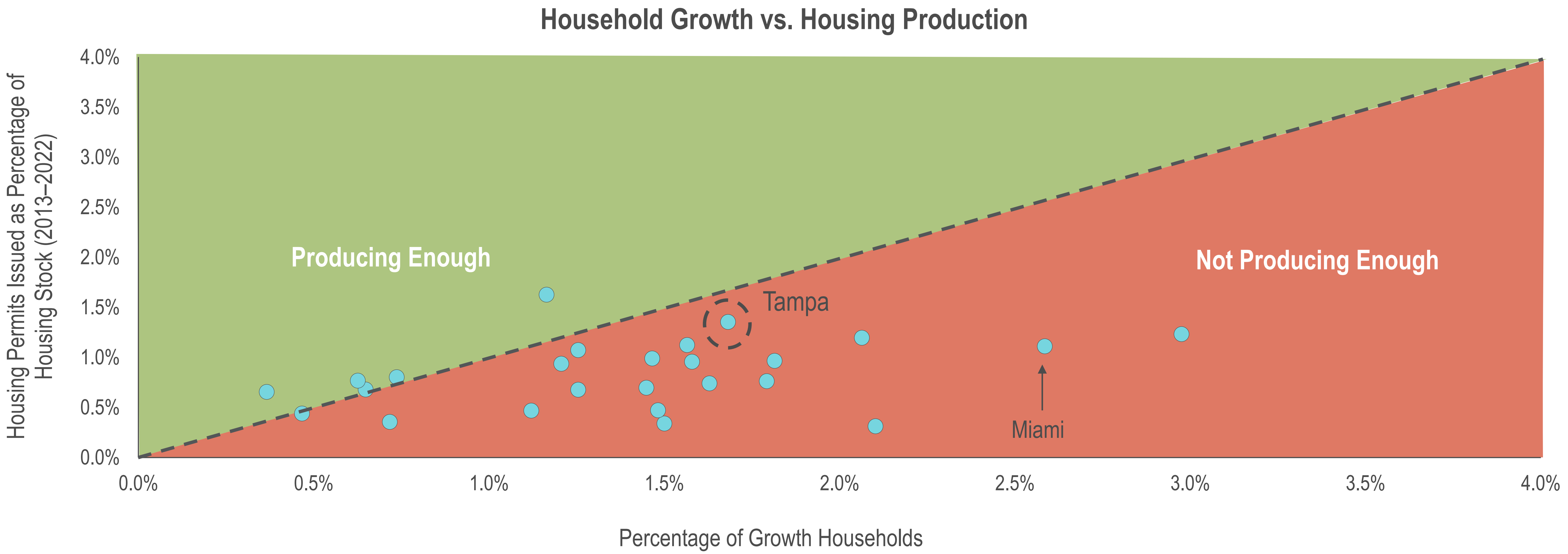
FIVE THINGS YOU NEED TO KNOW:

Key Takeaways

1. **Housing production rates falling behind**
2. **Western and Northeastern markets are most expensive for renters and for owners**
3. **Workforce access to housing is growing worse**
4. **Racial inequality present in nearly every market, with nuanced story**
5. **Cost/commute trade-off particularly difficult**

HOUSING UNDER PRODUCTION

Tampa Doing Better Than Some Markets, But Still Under-producing



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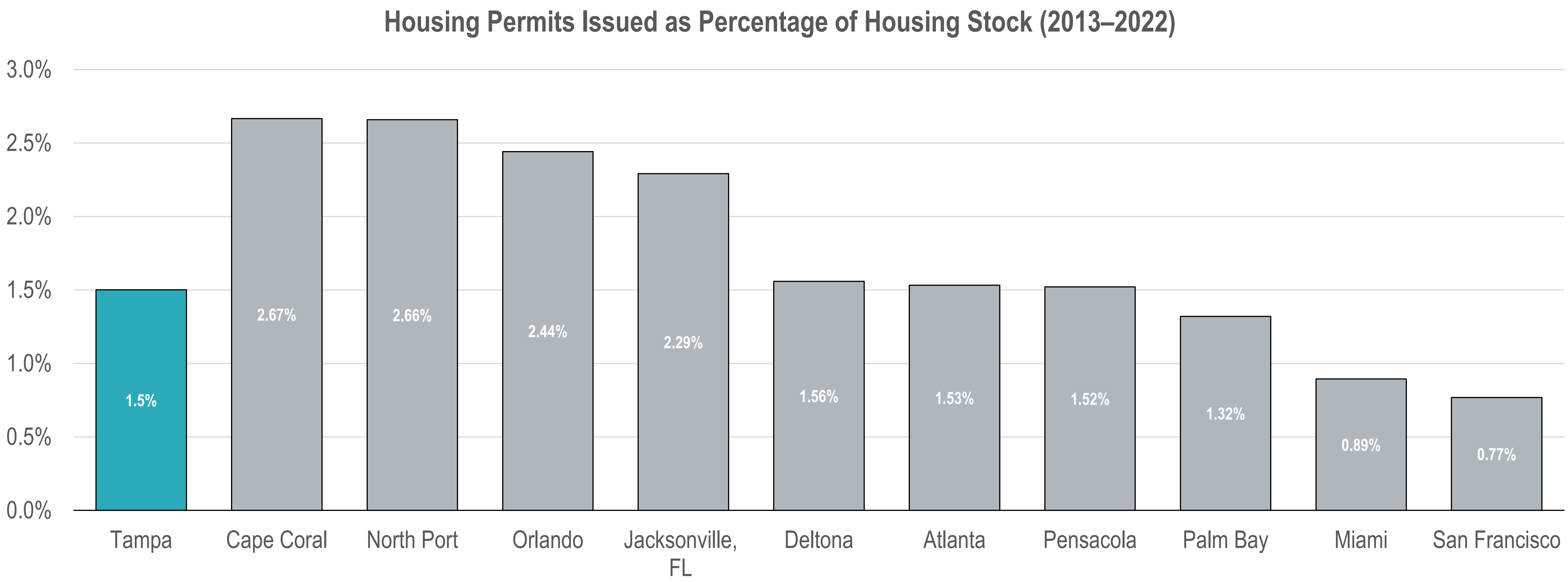
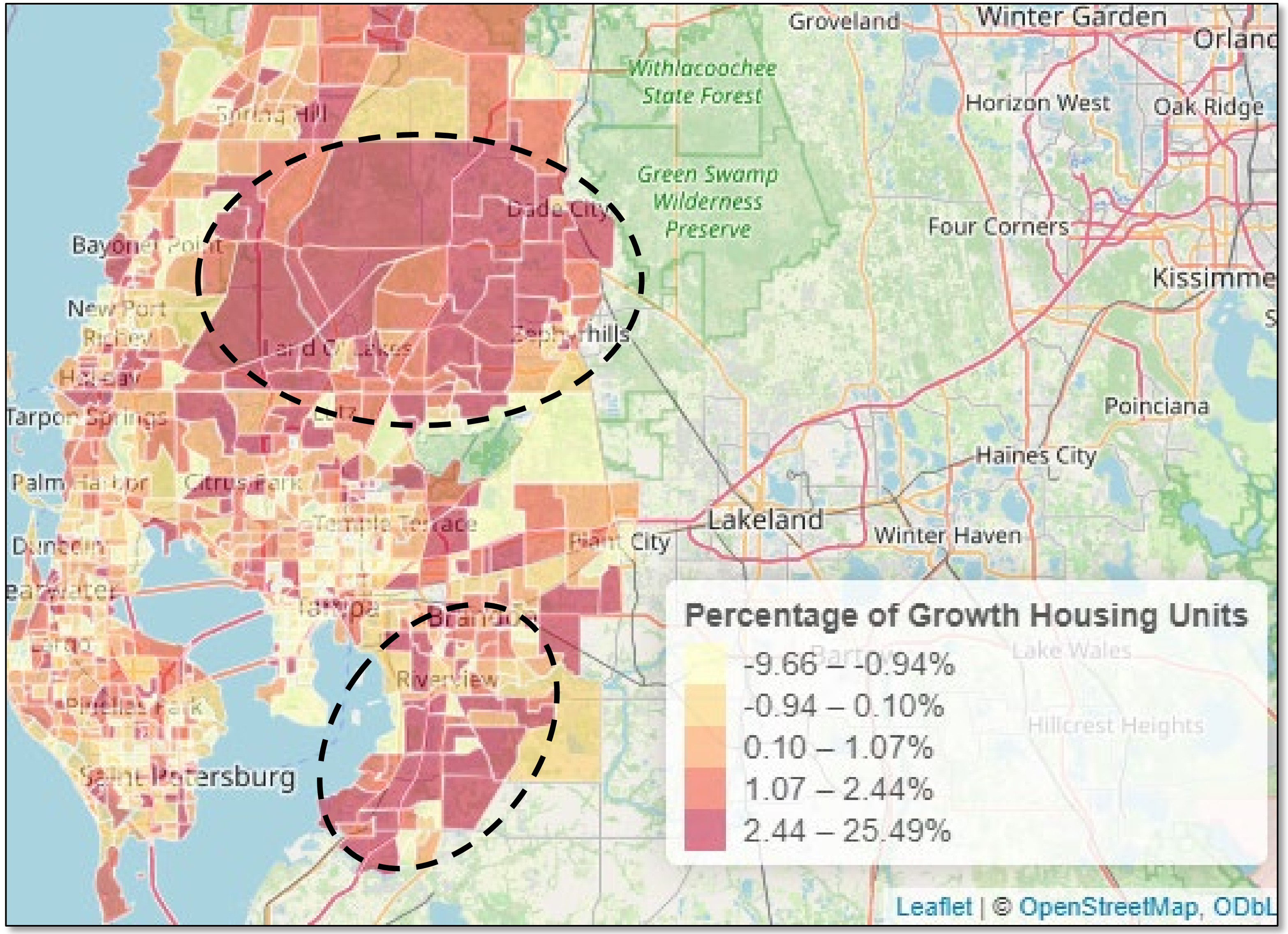
1. HOUSING PRODUCTION

How Do Florida Cities Stack Up?



1. WHERE IS TAMPA'S HOUSING PRODUCTION HAPPENING?

And to Southeast



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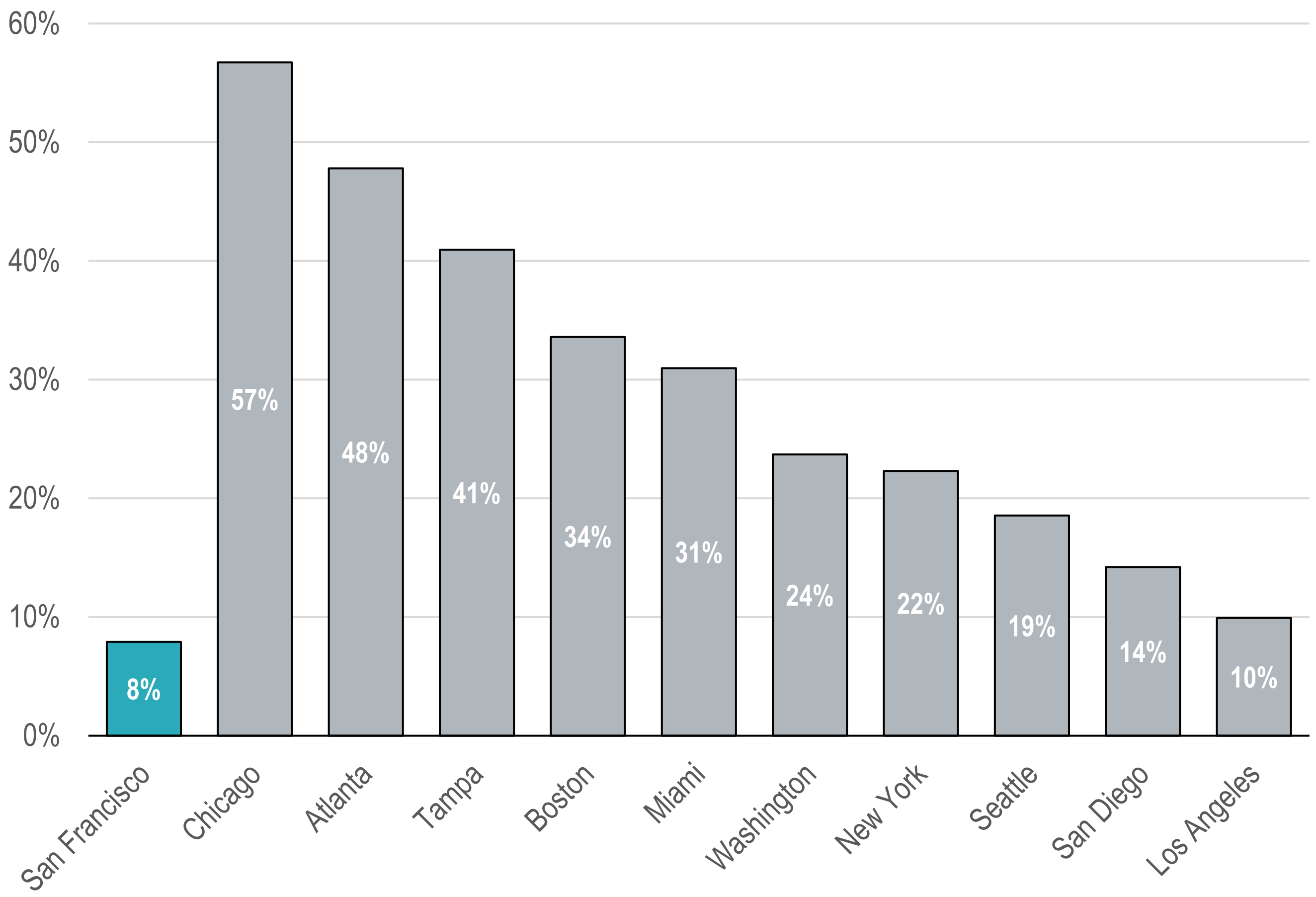
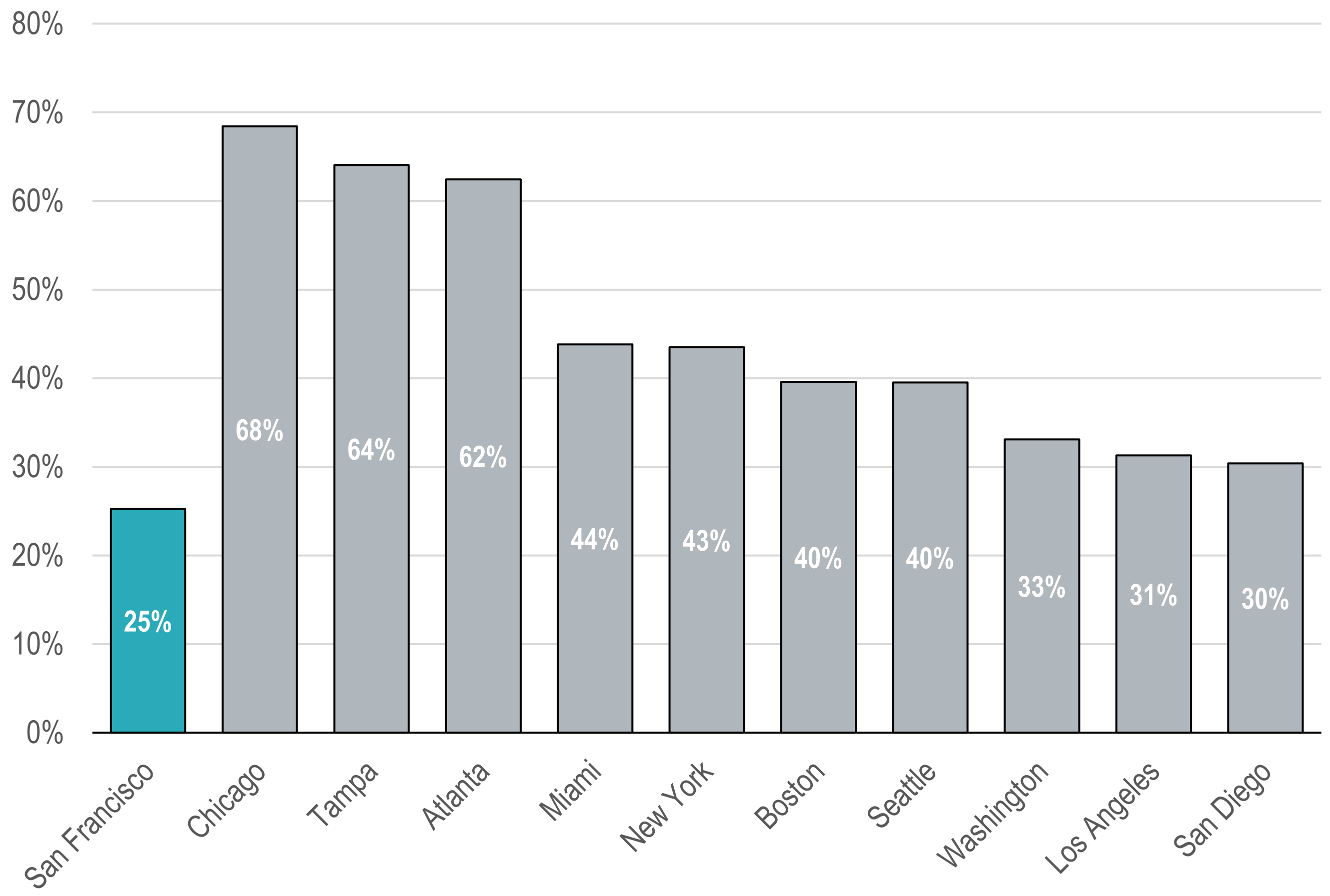
2. HOUSING COSTS

It Is Also Expensive to Rent

Percentage of Homes Affordable to Buy (80% AMI)



Percentage of Affordable Rentals (80% AMI)



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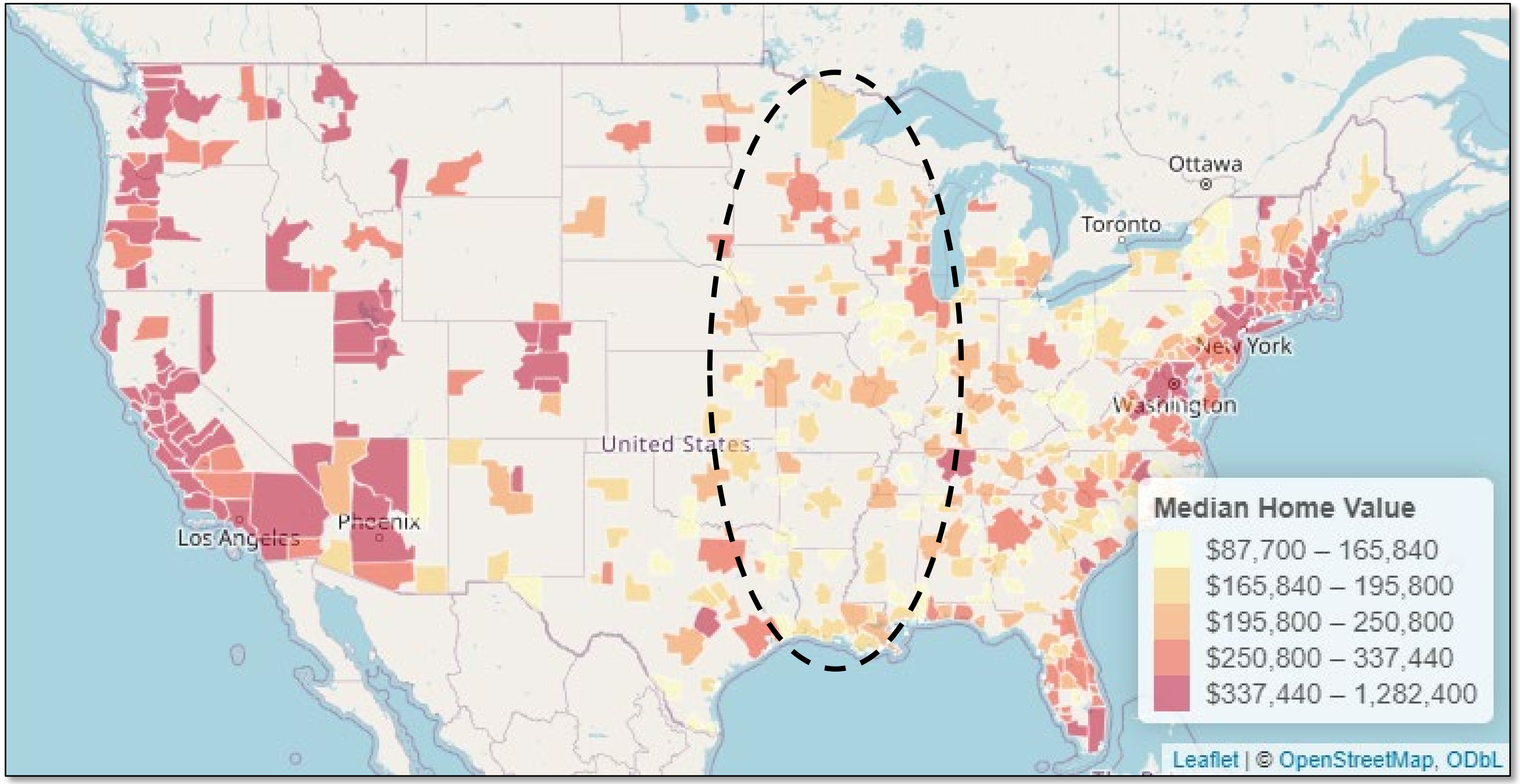
2. HOUSING COSTS

Mid-western Markets Are the Most Affordable



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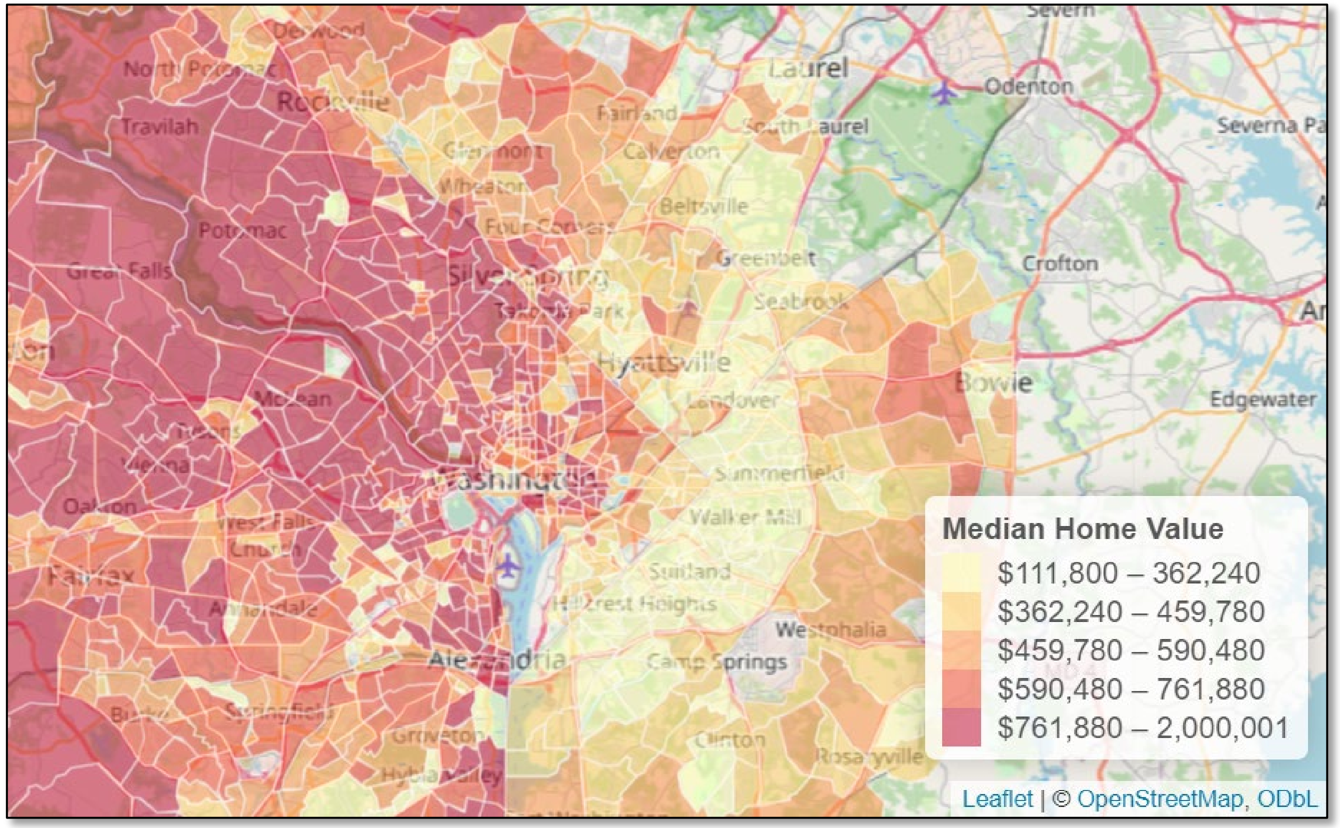
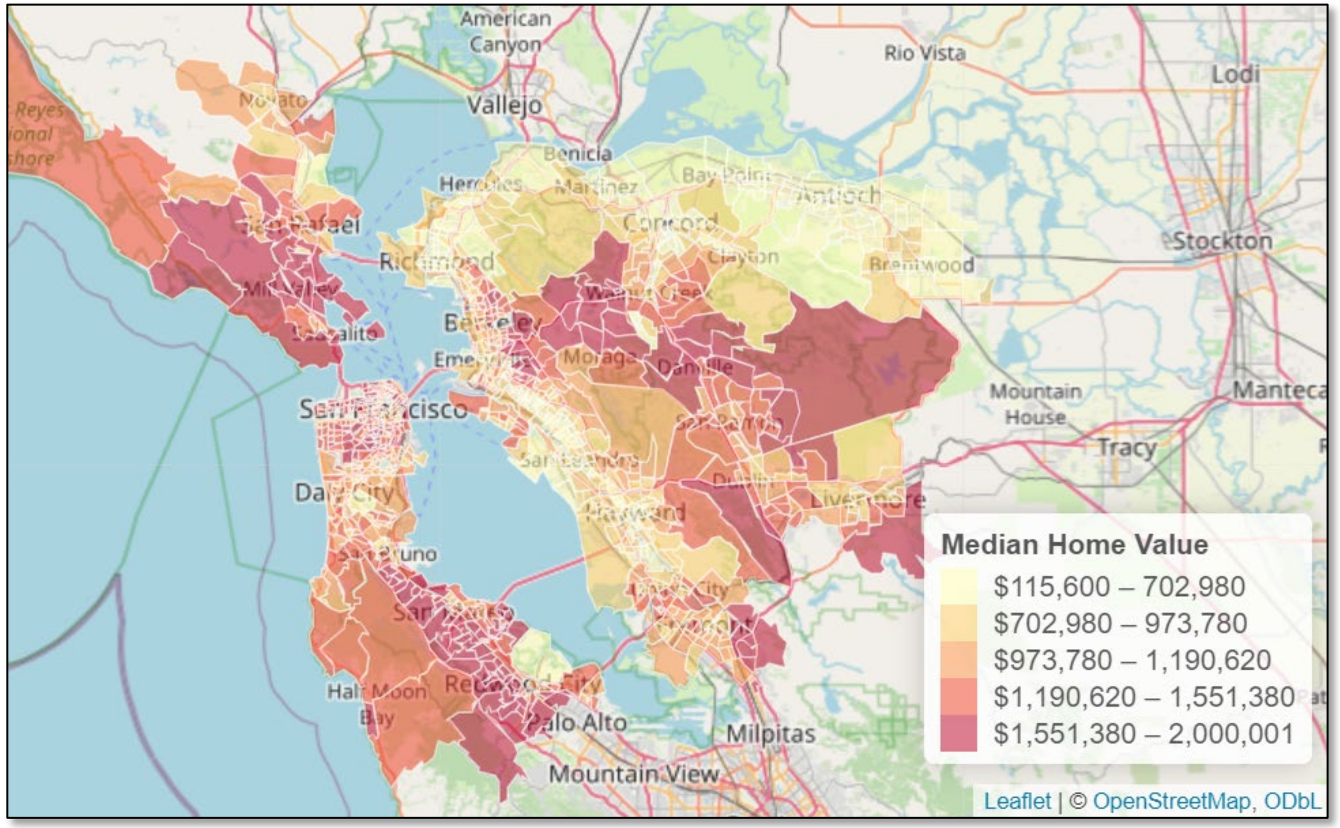
2. HOUSING COSTS

Still Significant Variation By Market – Market Specific Look Helps Reveal More Affluent Neighborhoods





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3. WORKFORCE ACCESS TO HOUSING

Increasing Housing Costs At Odds With Modest Workforce Incomes

Income Category	Occupations with Wages Typically in This Income Category	Median Annual Wage
<$35,000/year	Childcare Workers	$27,670
	Home Health and Personal Care Aides	$28,170
	Waiters and Waitresses	$28,275
	Maids and Housekeeping Cleaners	$28,750
	Retail Salespersons	$29,315
	Janitors and Cleaners, except Maids and Housekeeping Cleaners	$30,135
	Security Guards	$30,330
$35,000–$50,000/year	Nursing Assistants	$35,315
	Laborers and Freight, Stock, and Material Movers, Hand	$35,915
	Emergency Medical Technicians	$36,160
	Automotive Service Technicians and Mechanics	$47,180
	Bus Drivers, Transit and Intercity	$47,530
	Heavy and Tractor-Trailer Truck Drivers	$49,870
$50,000–$75,000/year	Two-Income Households (Janitor and Security Guard)	$60,465
	Middle School Teachers, except Special and Career/Technical Education	$61,320
>$75,000/year	Two-Income Households (Truck Driver and Home Health Aide)	$78,040
	Registered Nurses	$79,120
	Two-Income Households (Childcare Worker and Middle School Teacher)	$88,990

80% of Median Income or Less

120% of Median Income or Less

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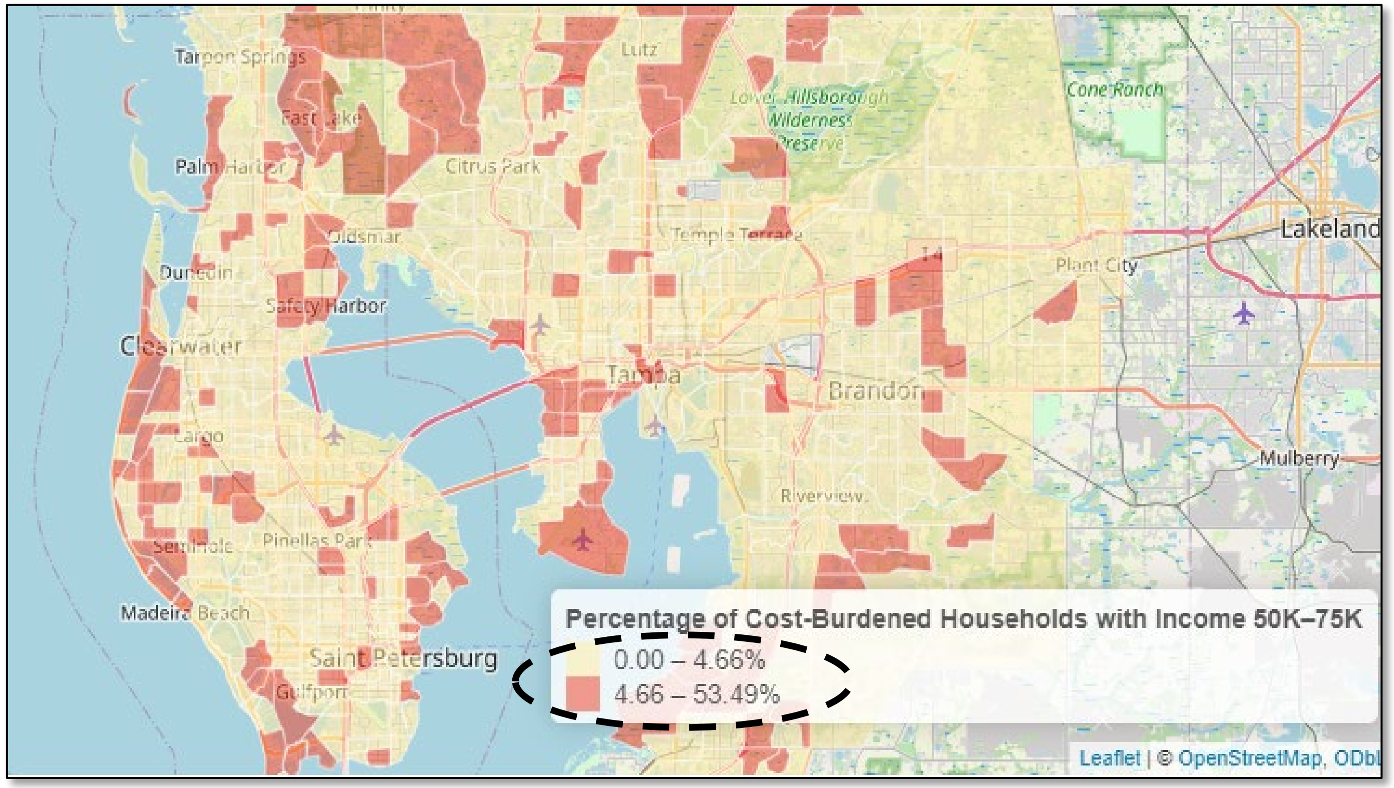
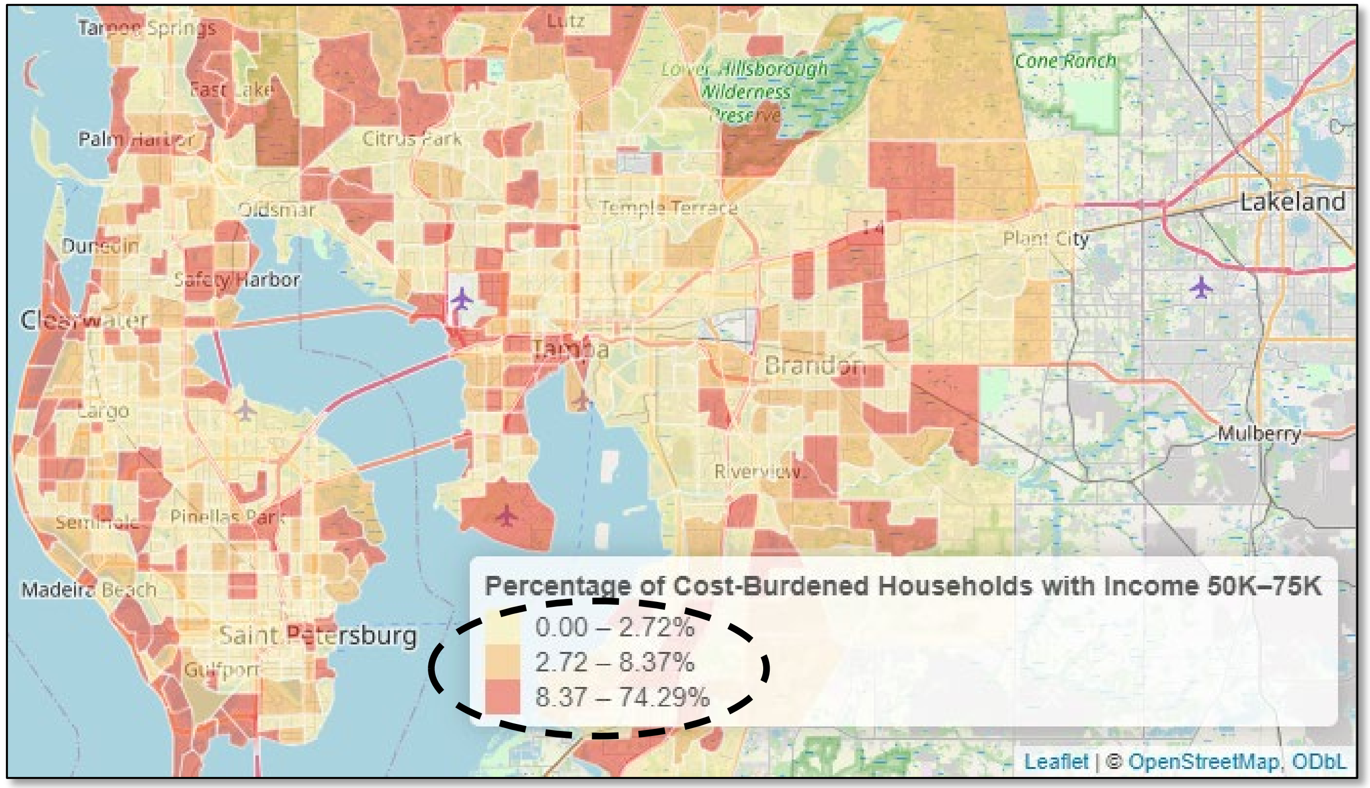
3. WORKFORCE ACCESS TO HOUSING

No. Rising Home Prices Has Made Housing Less Attainable!

% of Middle-Class Cost Burdened 2020



% of Middle-Class Cost Burdened 2022



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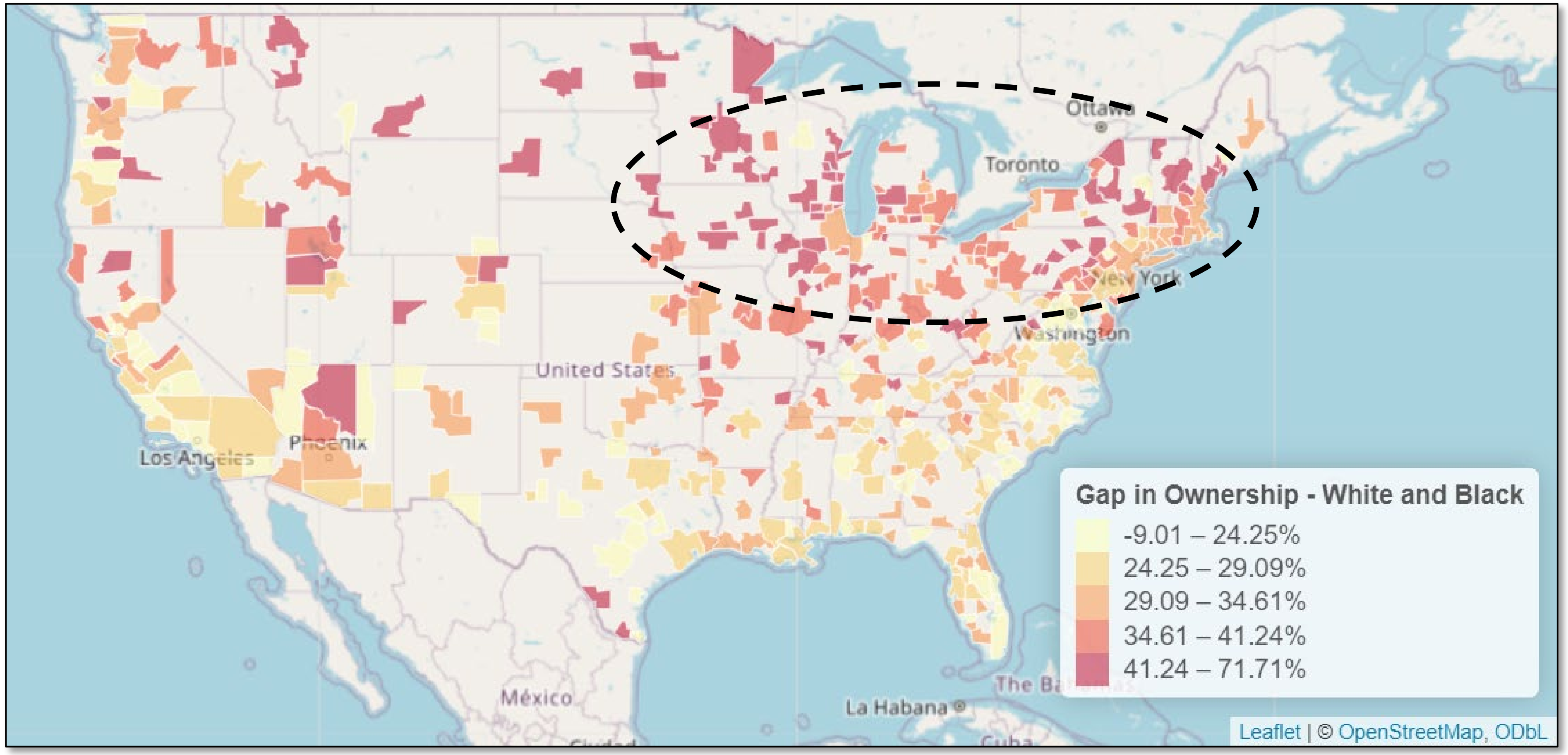
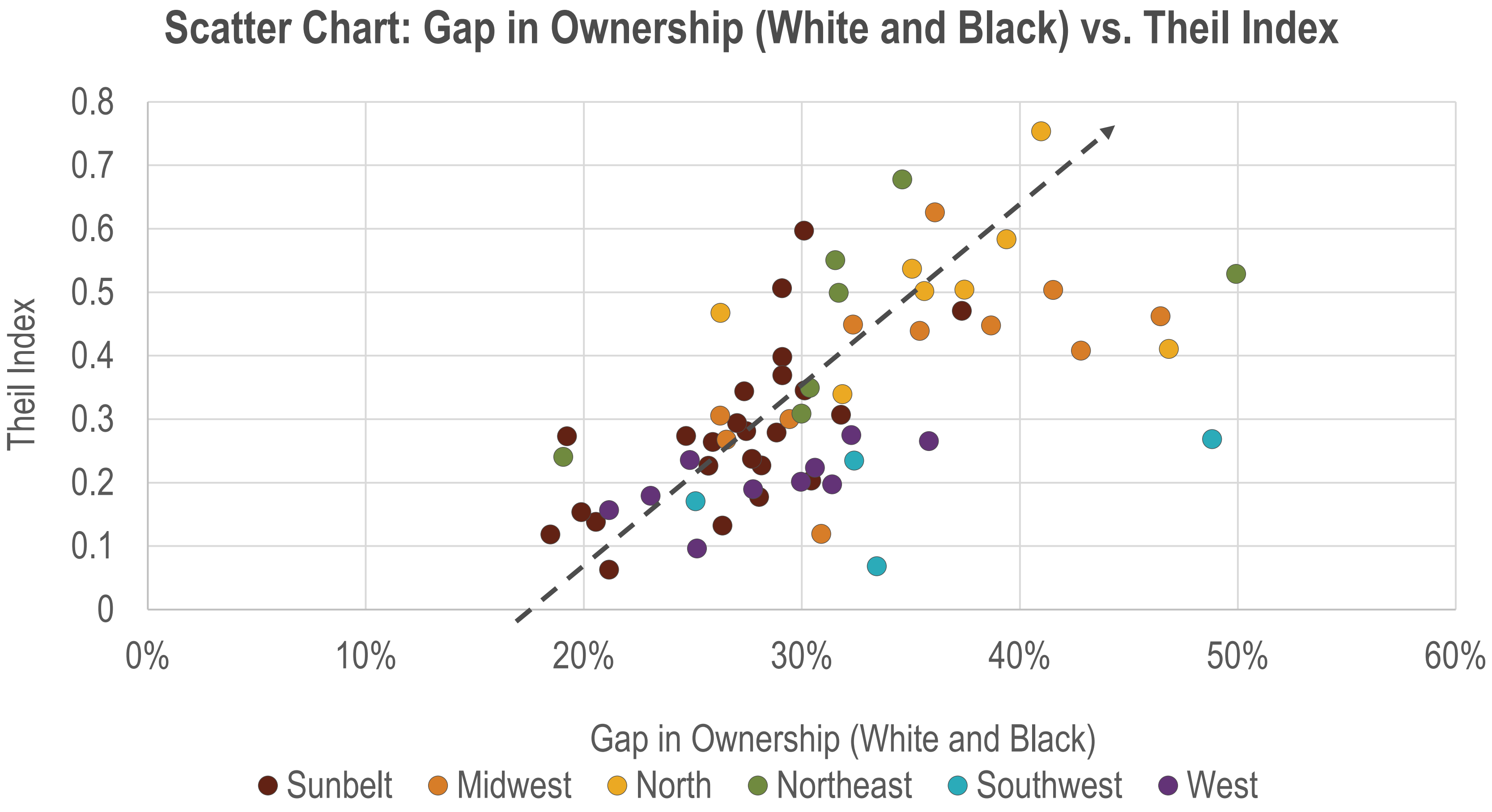
4. RACIAL INEQUALITY

Rustbelt Markets Exhibit Heavy Inequality Regarding Home Ownership & Physical Segregation (Theil Index)



4. RACIAL INEQUALITY

Strong Correlation Between Physical Segregation (Theil Index) And Inequality Among Home Ownership



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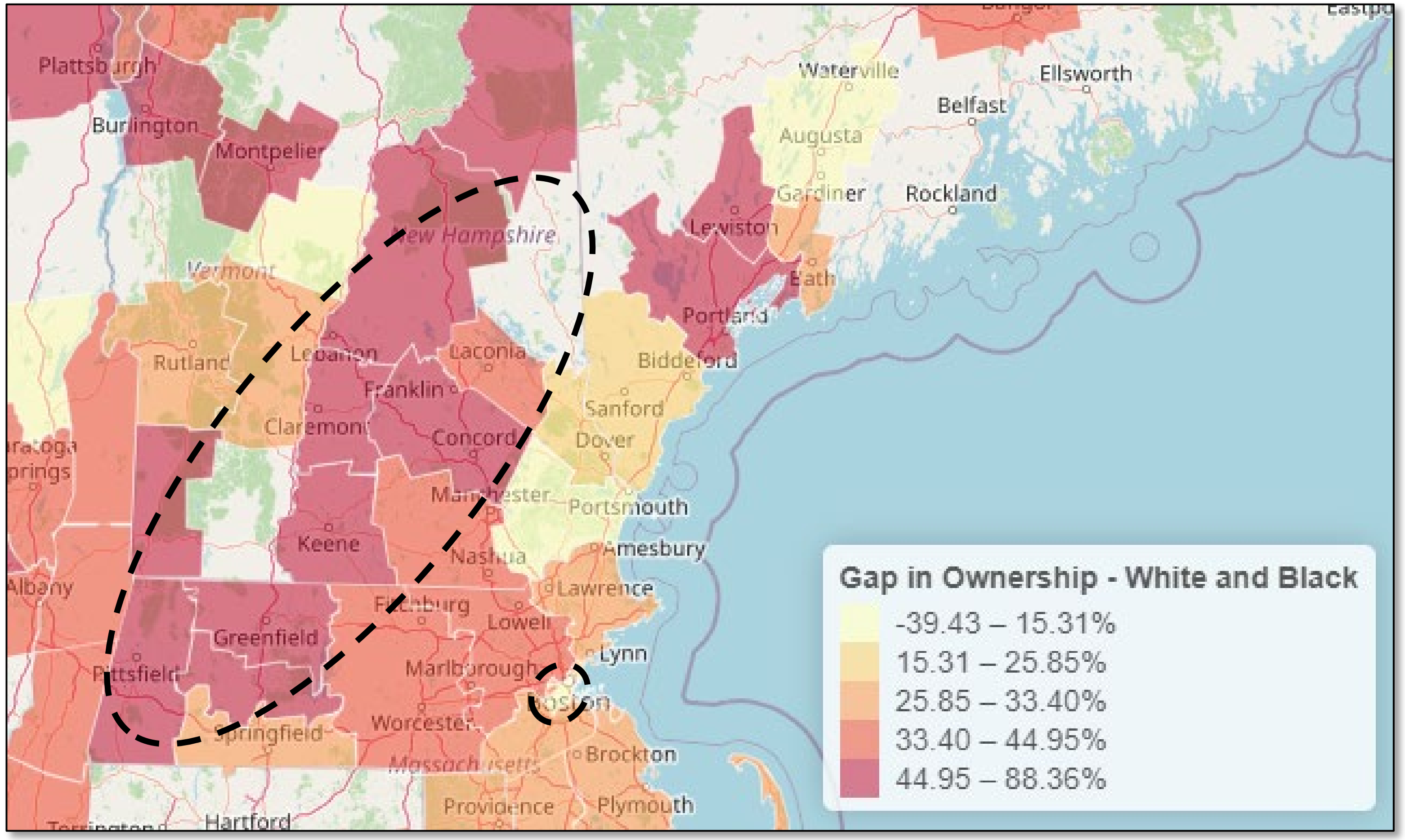
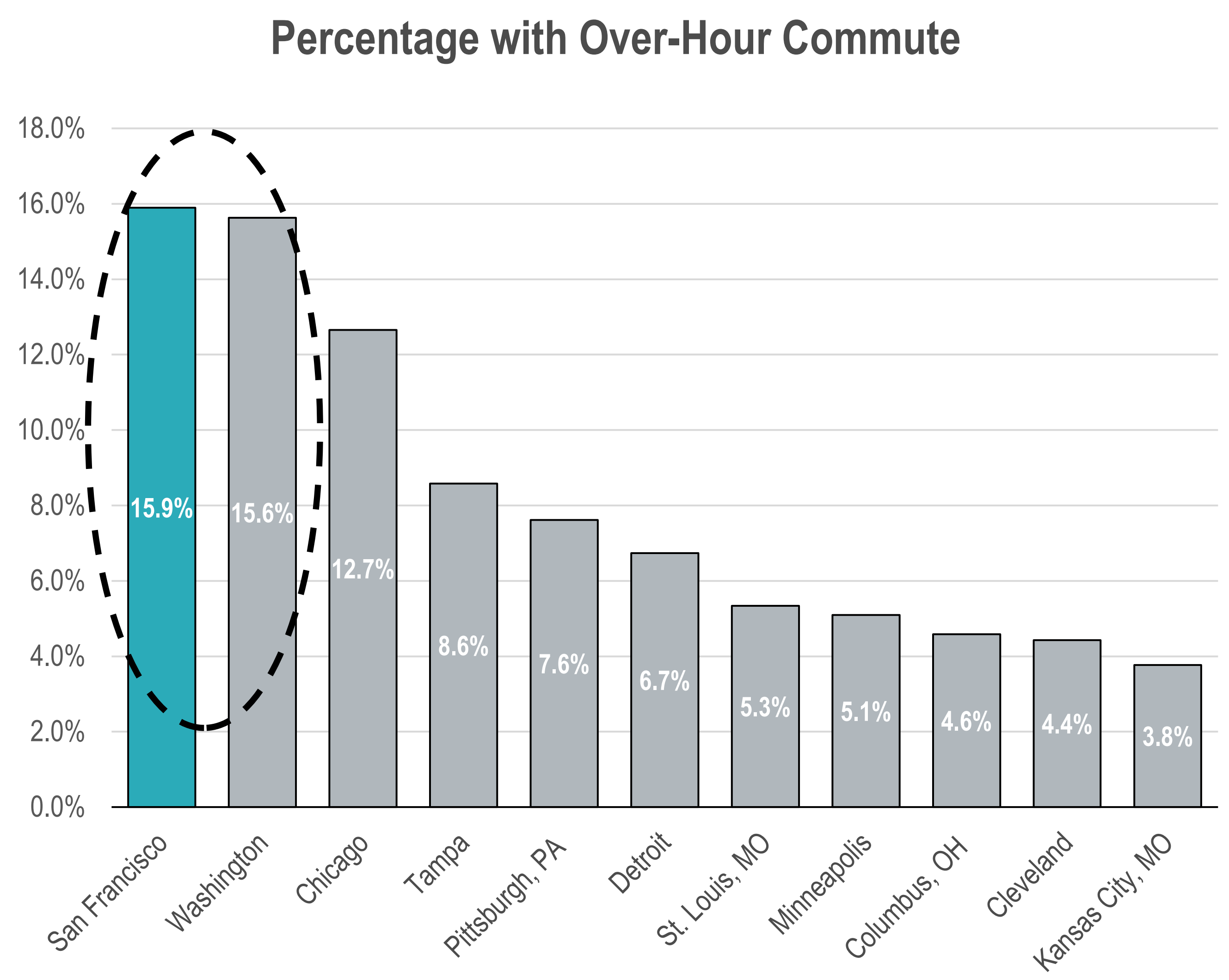
4. RACIAL INEQUALITY

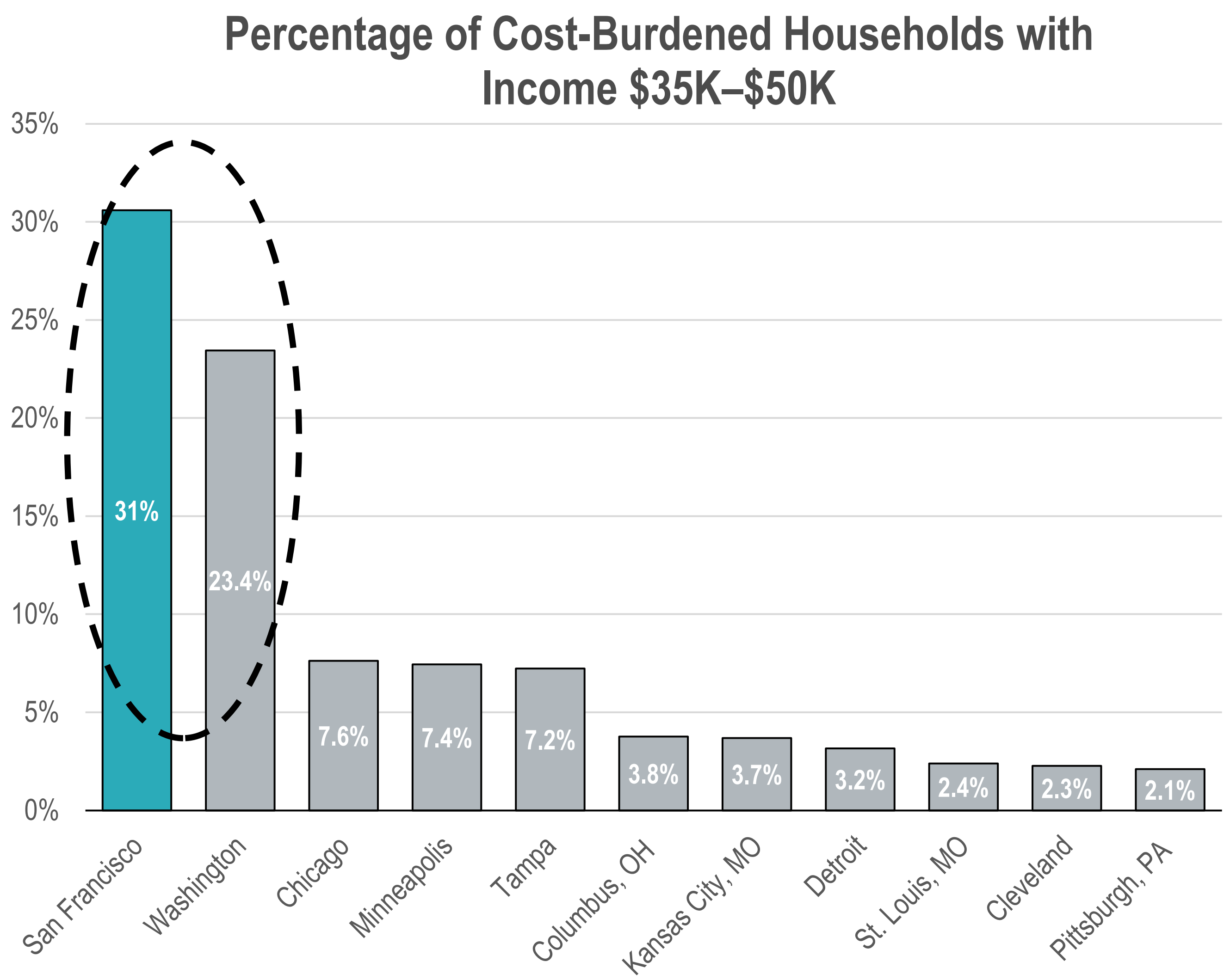
Localized View Gives More Context – Suburbs & Rural Areas Hold More Inequality Than City Core



5. MOST EXPENSIVE AREAS HAVE LONGEST COMMUTES

Lack Of Affordability Pushes People Away From Their Jobs





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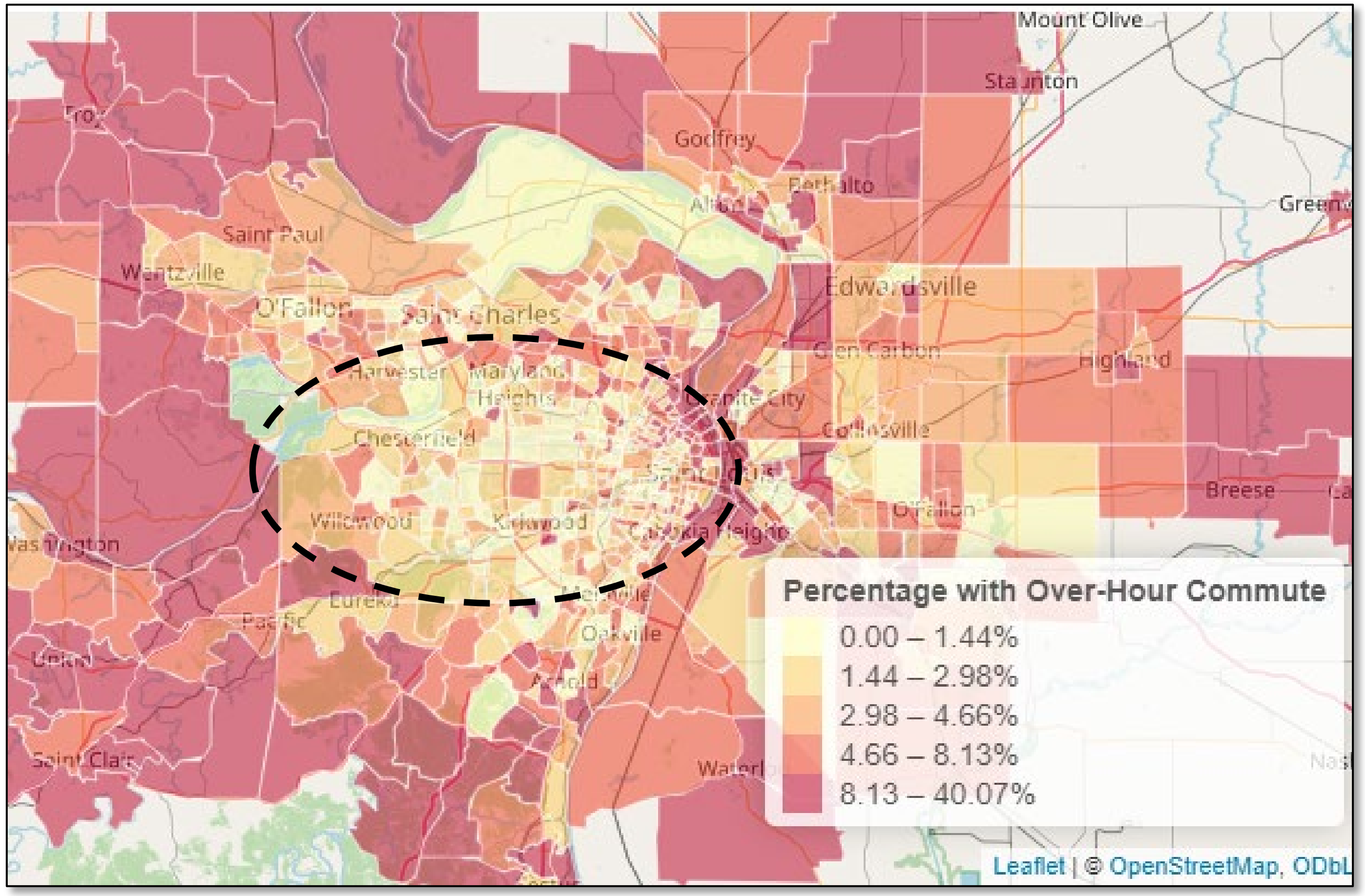
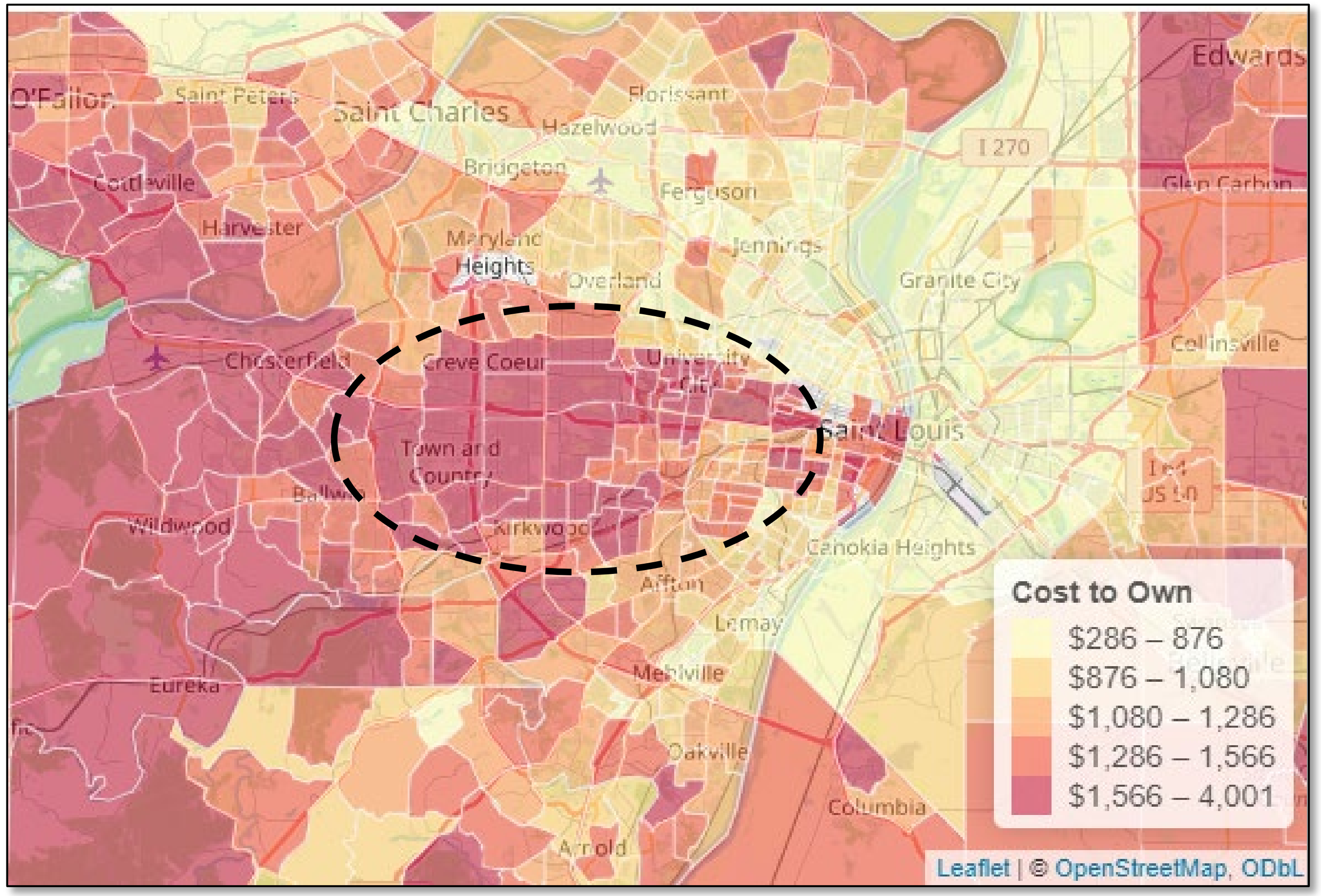
5. MOST EXPENSIVE AREAS HAVE LONGEST COMMUTES

But Is Also The Most Expensive – Exemplifying Problem

% of Household with Hour+ Commute – St. Louis



Cost to Own a Home – St Louis



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THANK YOU! – QUESTIONS?

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