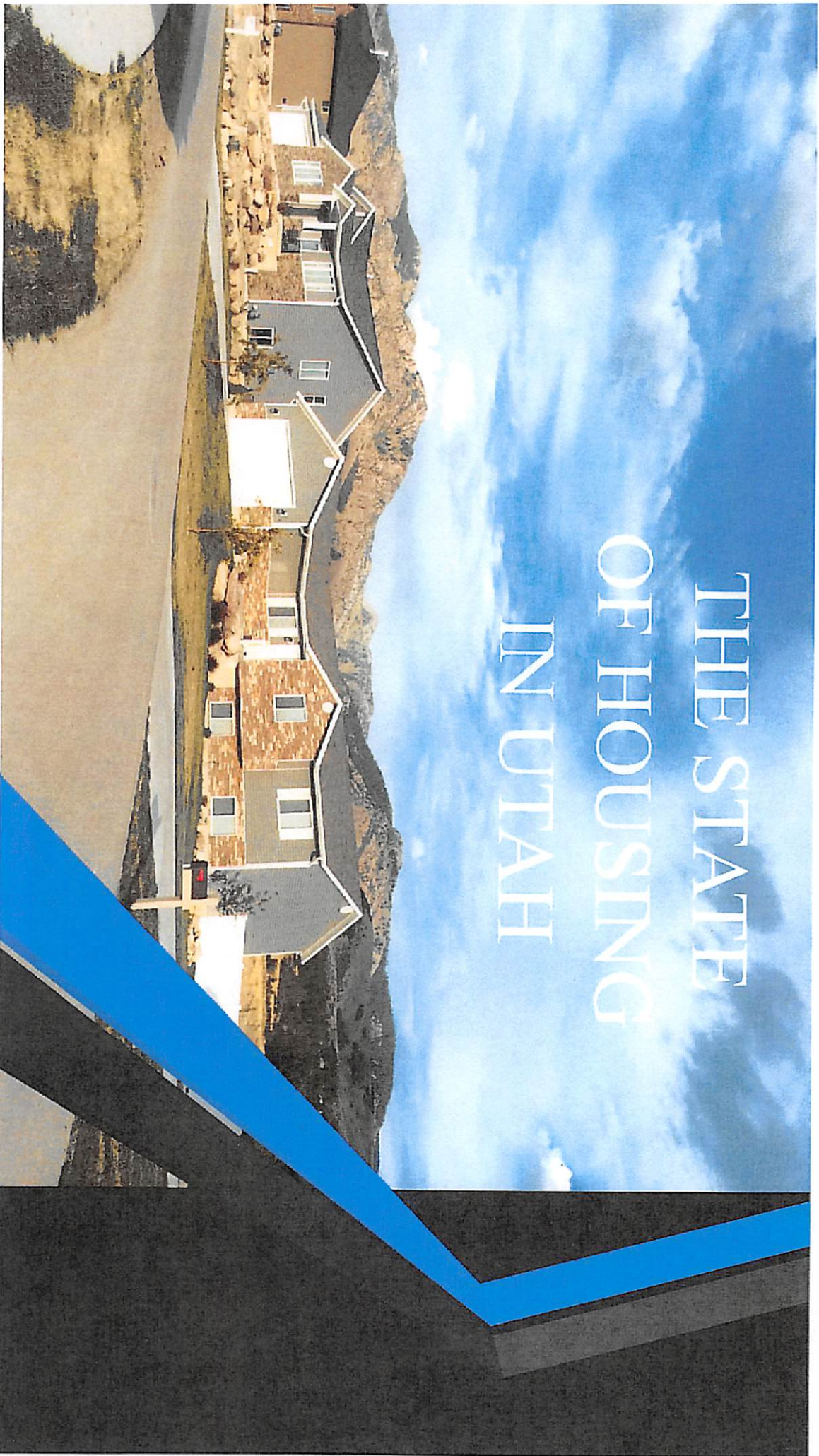


THE STATE OF HOUSING IN UTAH

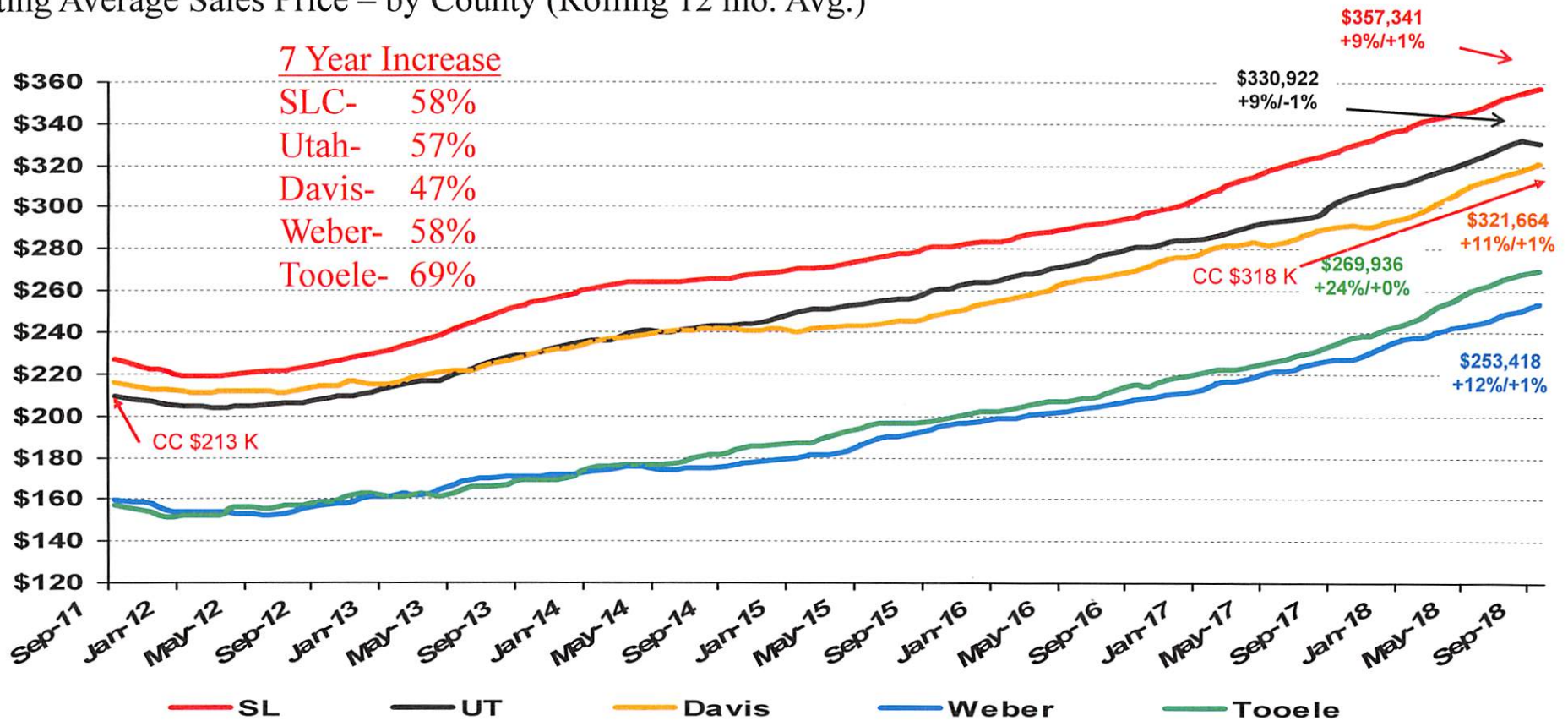


Existing Detached Home Sales



Greater Salt Lake Market

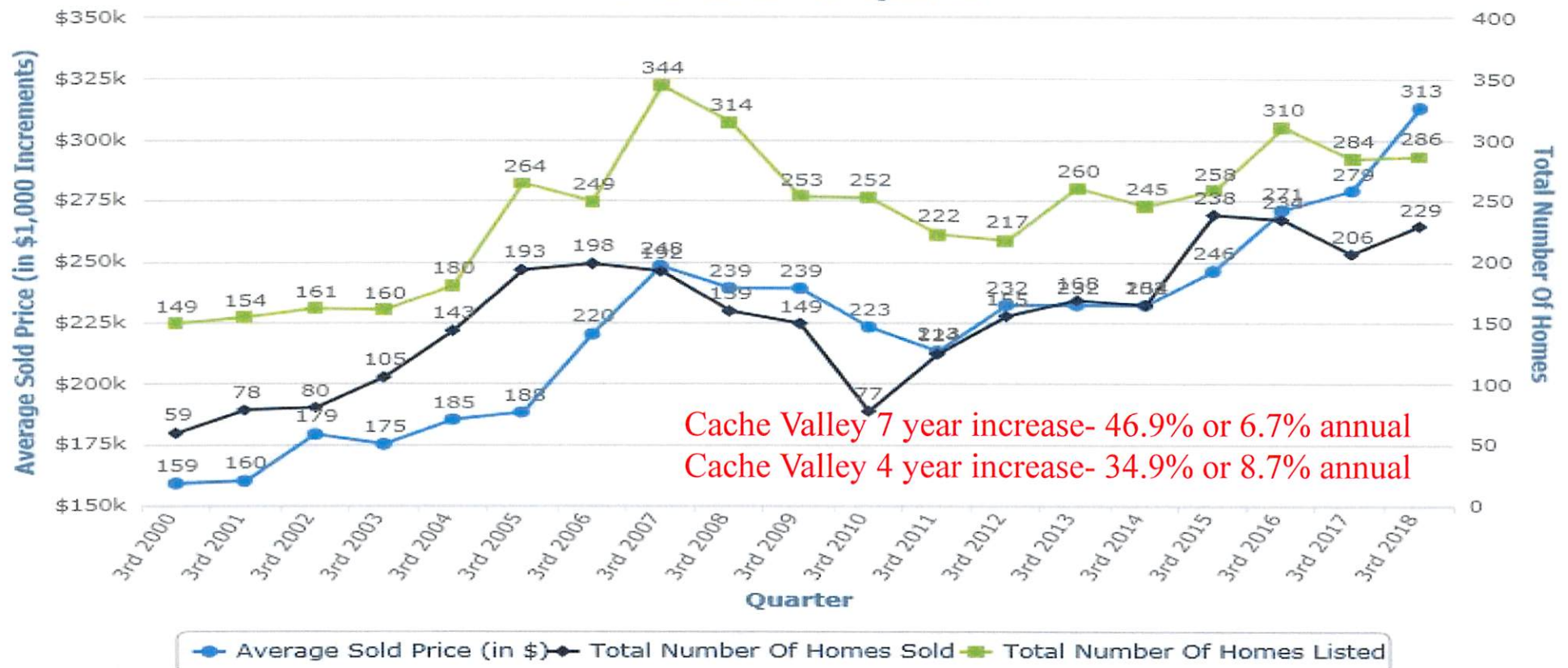
Existing Average Sales Price – by County (Rolling 12 mo. Avg.)



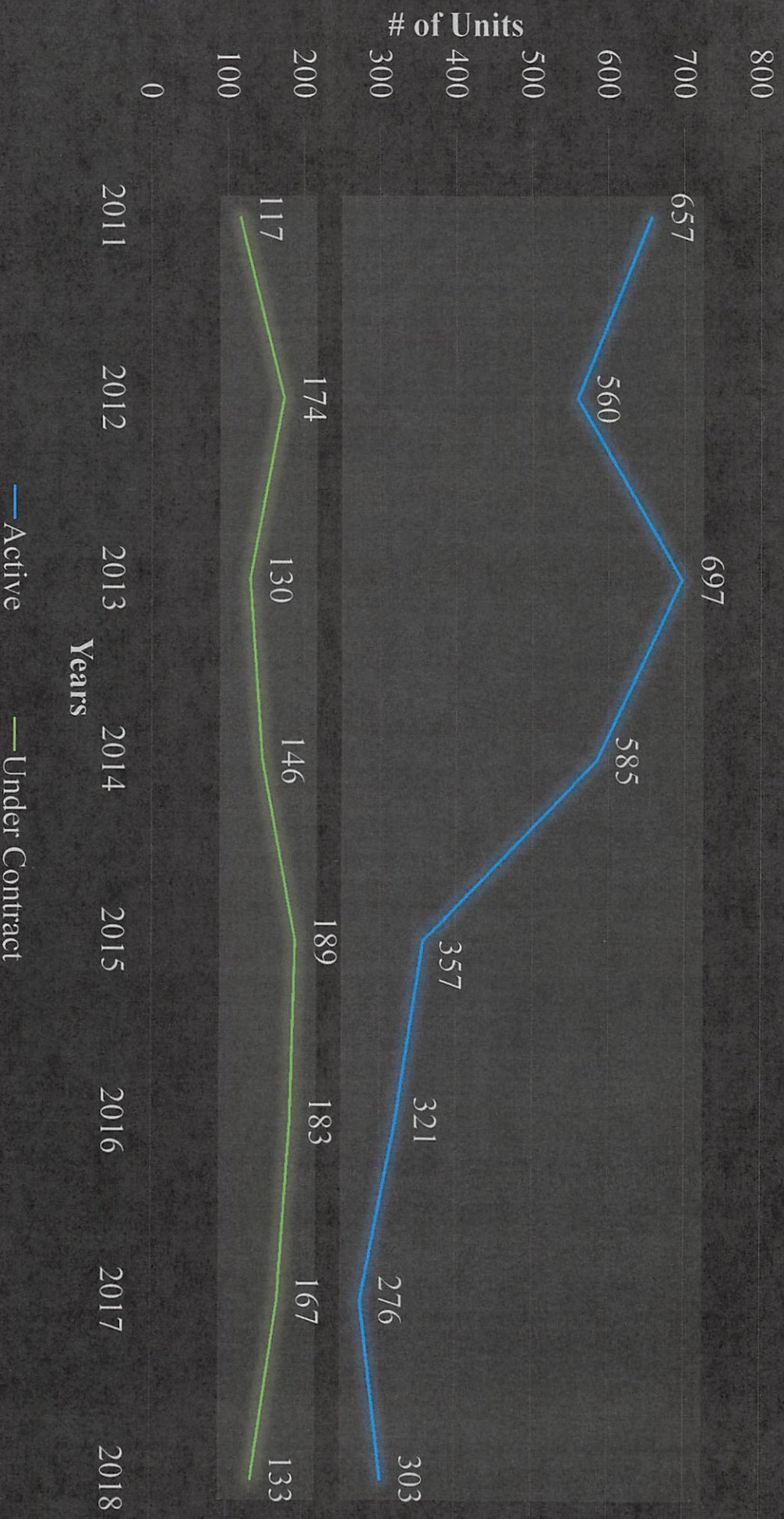
Search Criteria: State is Utah, Property Type is Single Family, County is Cache, Year Built at least 1988

Click and drag area inside of graph to zoom.

Home Sales Per Quarter



Cache County Residential Inventory

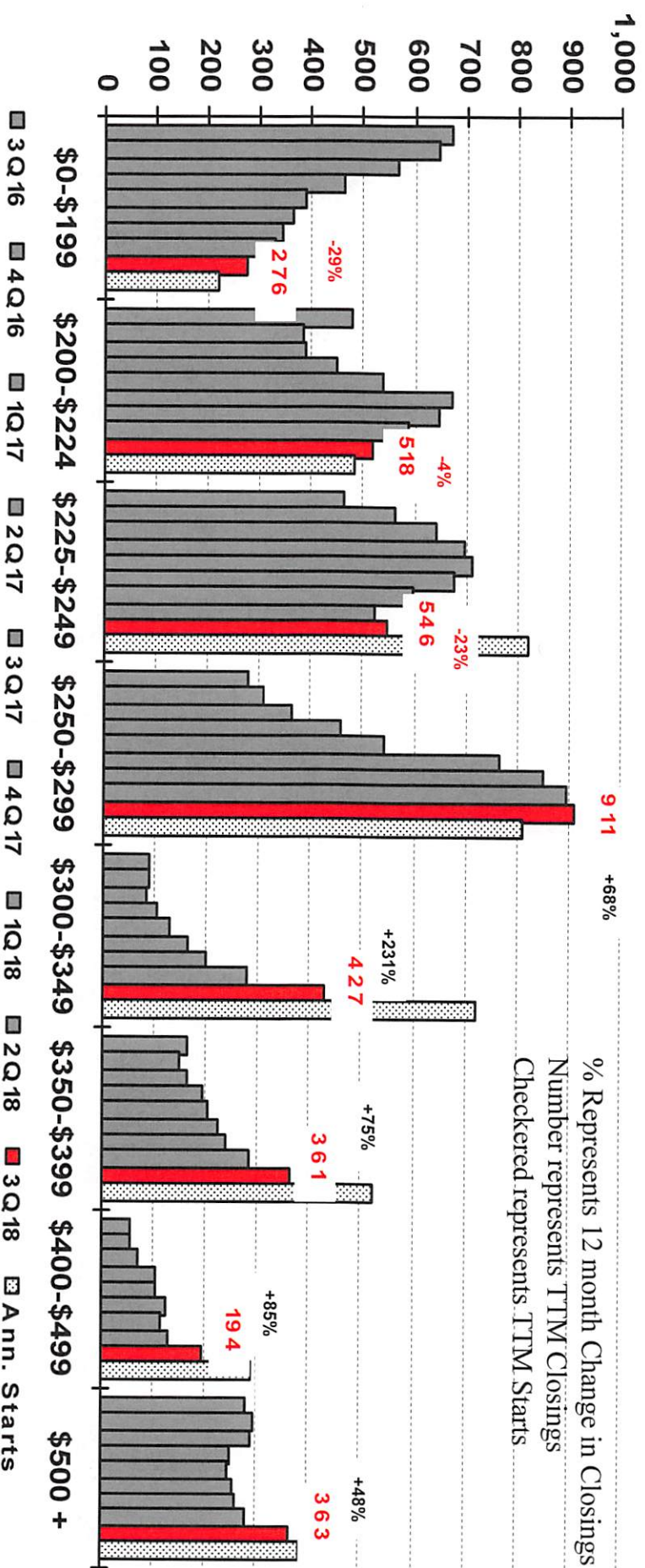


Existing Attached Home Sales



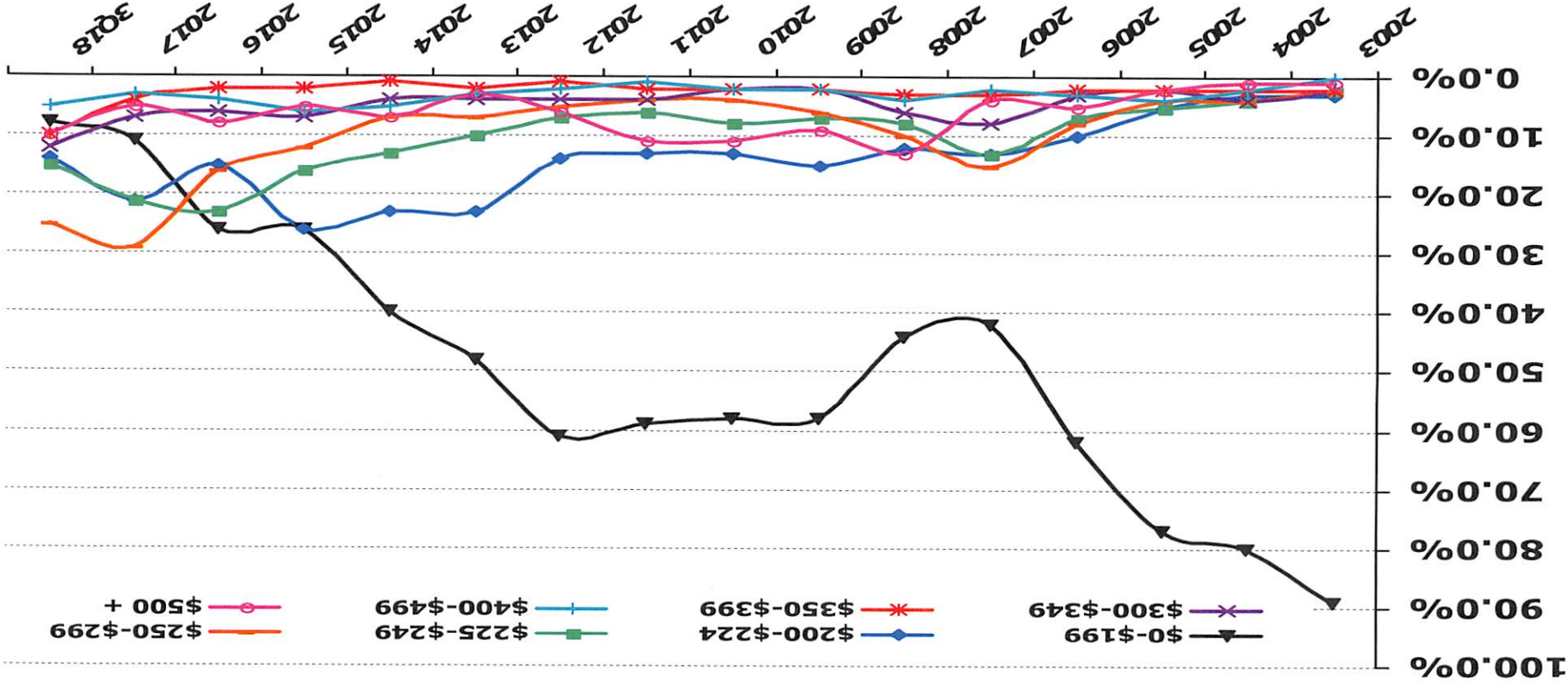
Greater Salt Lake Market

Annual Closings / Starts by Price Range / Annual % Change – Attached



Greater Salt Lake Market

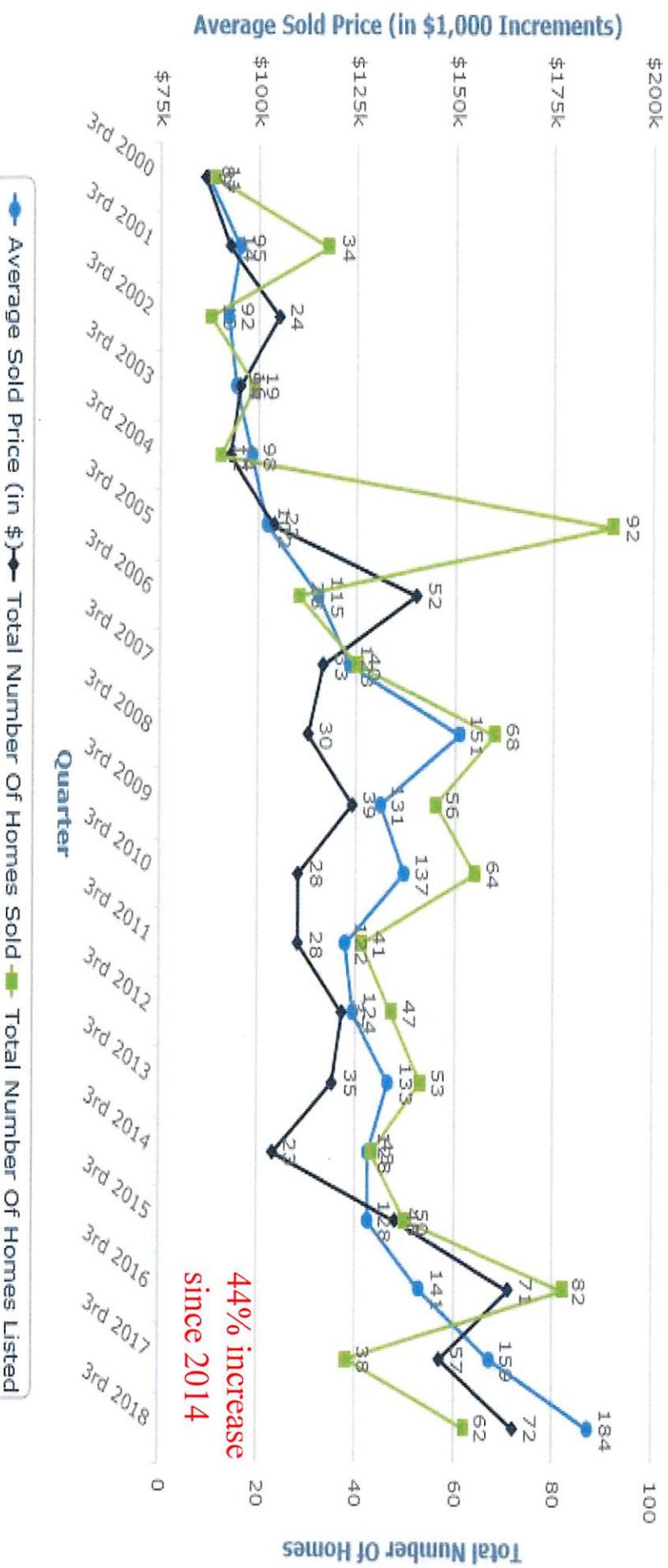
% Annual Starts by Price Range / 13 yr. History - Attached



Search Criteria: State is Utah, County is Cache, Year Built at least 1988, Property Type is Condo or Twin or Townhouse

Click and drag area inside of graph to zoom.

Home Sales Per Quarter

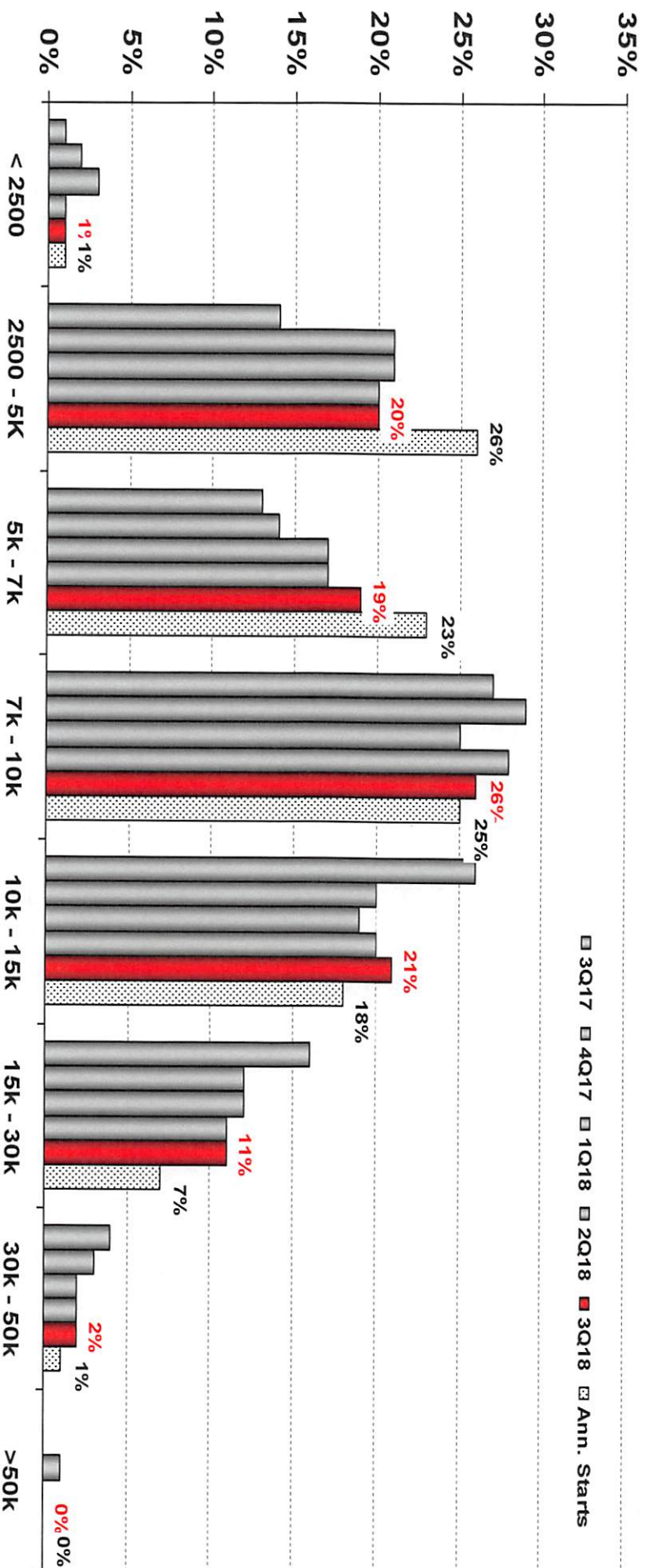


Vacant Developed Lots



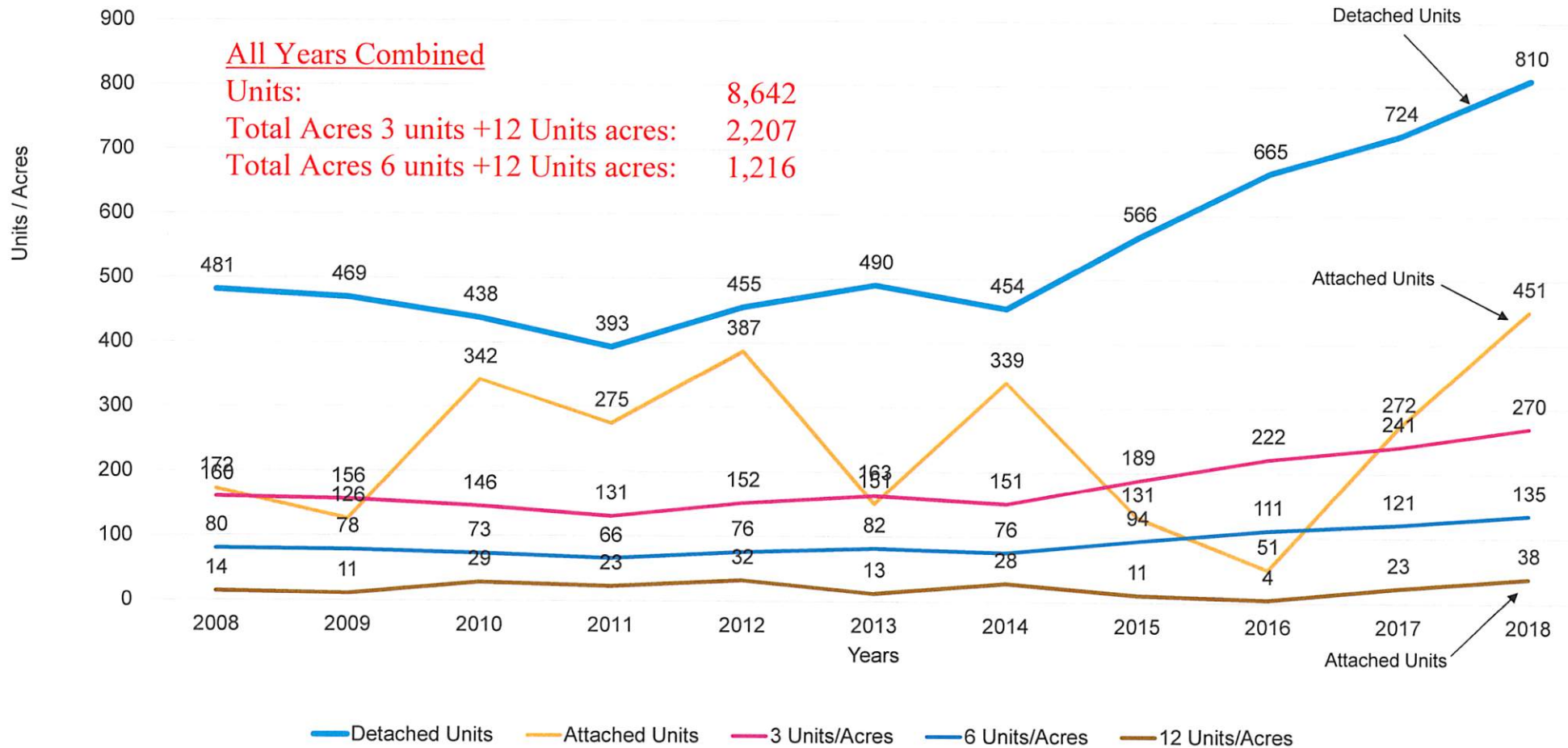
Greater Salt Lake Market

Ann. Lot Deliveries / Starts by Lot Size - Detached



Northern Utah

Units built per year / Acres Consumed



Northern Utah 11 Year Totals

Total Units: 8,642

Total Acres 3 units +12 Units acres: 2,207

Total Acres 6 units +12 Units acres: 1,216

Detached Units:

Total Units: 5,945 68.7%

Total Acres at 3 units per acre: 1,982 89.8%

Total Acres at 6 units per acre: 991 81.5%

Attached Units:

Total Attached Units: 2,697 31.3%

Total Acres at 12 units per acre: 225 10.2% / 18.5%

Cache Valley 30 Year Outlook

124,438 Current Population (2017)

250,000 Projected Population (2050)

31,000 New Households avg. 4

12,000 Acres Current Used for Housing

7,907 3 Unit/Acre Development Pattern

4,358 6 Units/Acre Development Pattern

3,874 Alternate Development Pattern

Current Development Pattern

Detached Units:

21,297 Total Units 68.7%
7,099 Total Acres at 3 units per acre
3,550 Total Acres at 6 units per acre

Attached Units:

9,703 Total Attached Units 31.3%
808 Total Acres at 12 units per acre

Alternate Development Option

Detached Units:

15,500 Total Units
2,583 Total Acres at 6 units per acre

Attached Units:

15,500 Total Attached Units
1,291 Total Acres at 12 units per acre

Cost of Development

EXERCISE:

Facts:

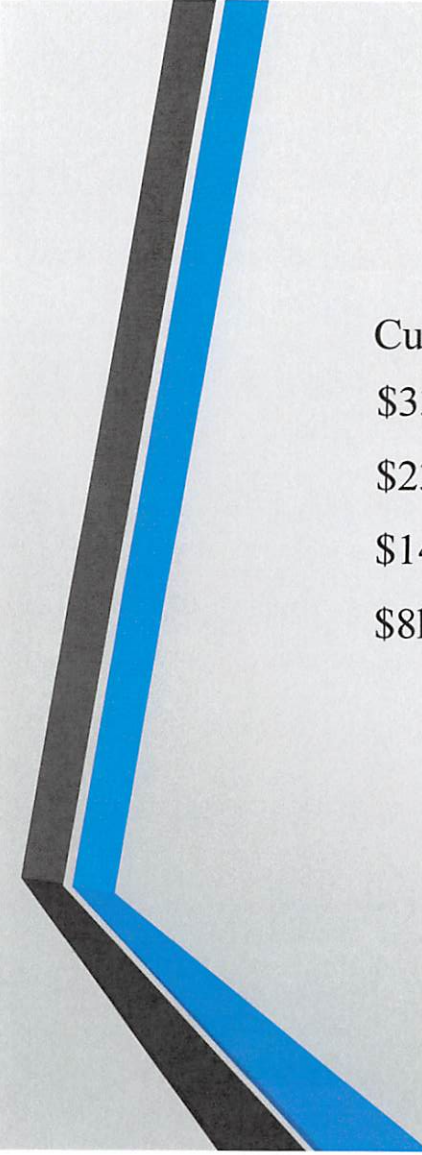
- \$750 per linear foot is current cost of a 66 Cross Section
- 5280 linear feet in a mile
- 95 linear feet of frontage minimum lot requirement

Question

- What is my total cost of development for 1 mile? **\$3,960,000**
- What is the max number of lots I can get on this 1 mile road? **110**
- What is my per lot development cost? **\$36,000**

Question 2- Fact: 50 linear feet of frontage is the minimum lot requirement

- What is my total cost of development for 1 mile? **\$3,960,000**
- What is the max number of lots I can get on this 1 mile road? **210**
- What is my per lot development cost? **\$18,857**

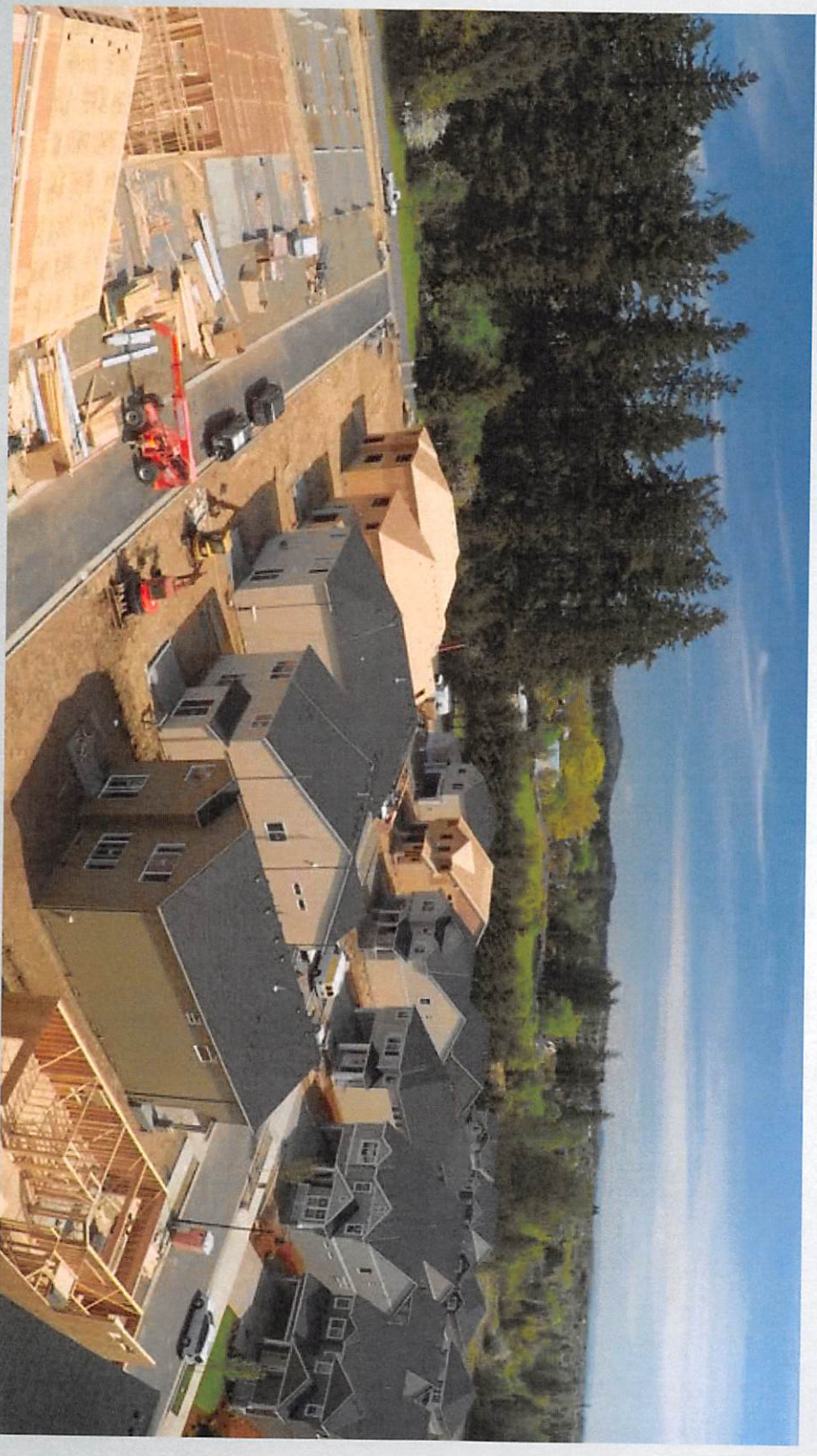


Cost of Development

Current Cost of Development per Lot Size

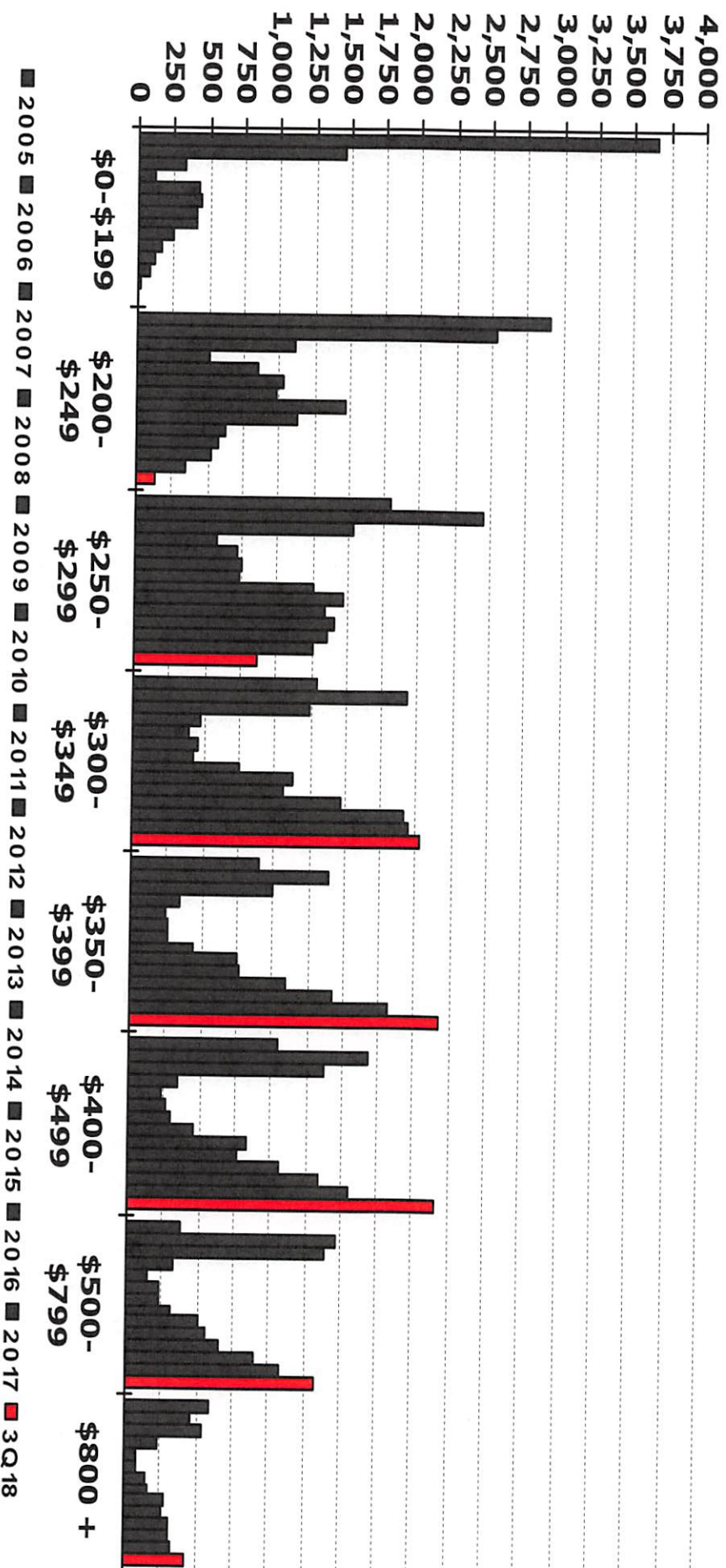
\$33k – \$37k	10-12k Lots
\$23k – \$37k	6-8k Lots
\$14k – \$17k	Townhomes Lots
\$8k – \$12k	Condo Lots

New Construction



Greater Salt Lake Market

Annual Starts by Price Range / 13 yr. History – Detached



Greater Salt Lake Market

Annual Starts by Price Range / 15 yr. History - Detached

