



Navigating the Stimulus Hangover

Focus on the Contra Costa County

January 2023

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REFLECTIONS



Beware the Narrative!

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Affordab
off big ir

Prob
incl
100%
80
60
40
20
0
20

Narrative

Reality

Note: Gaps indicate question not asked or data unavailable.
Source: Wall Street Journal surveys of economists

May 20, 2022 · 3:40 PM ET

"...and people are leaving the field."

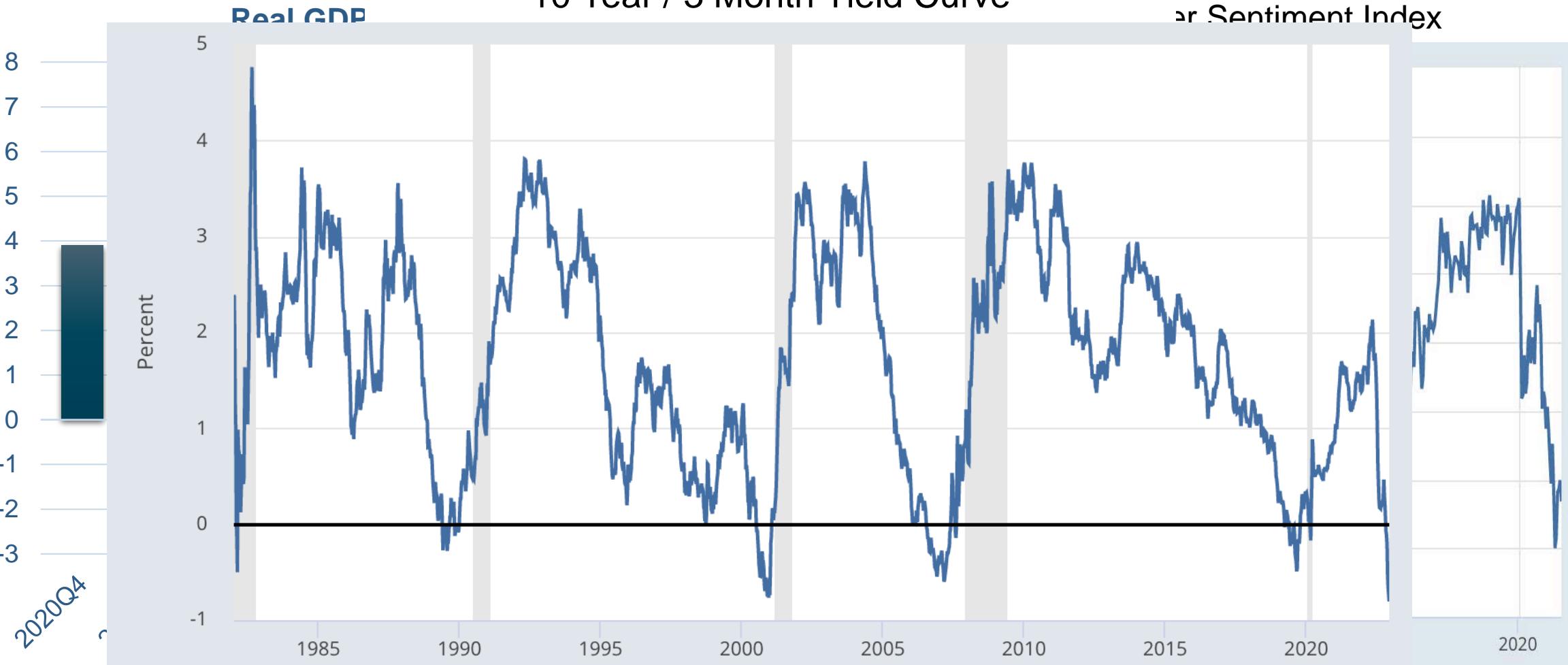
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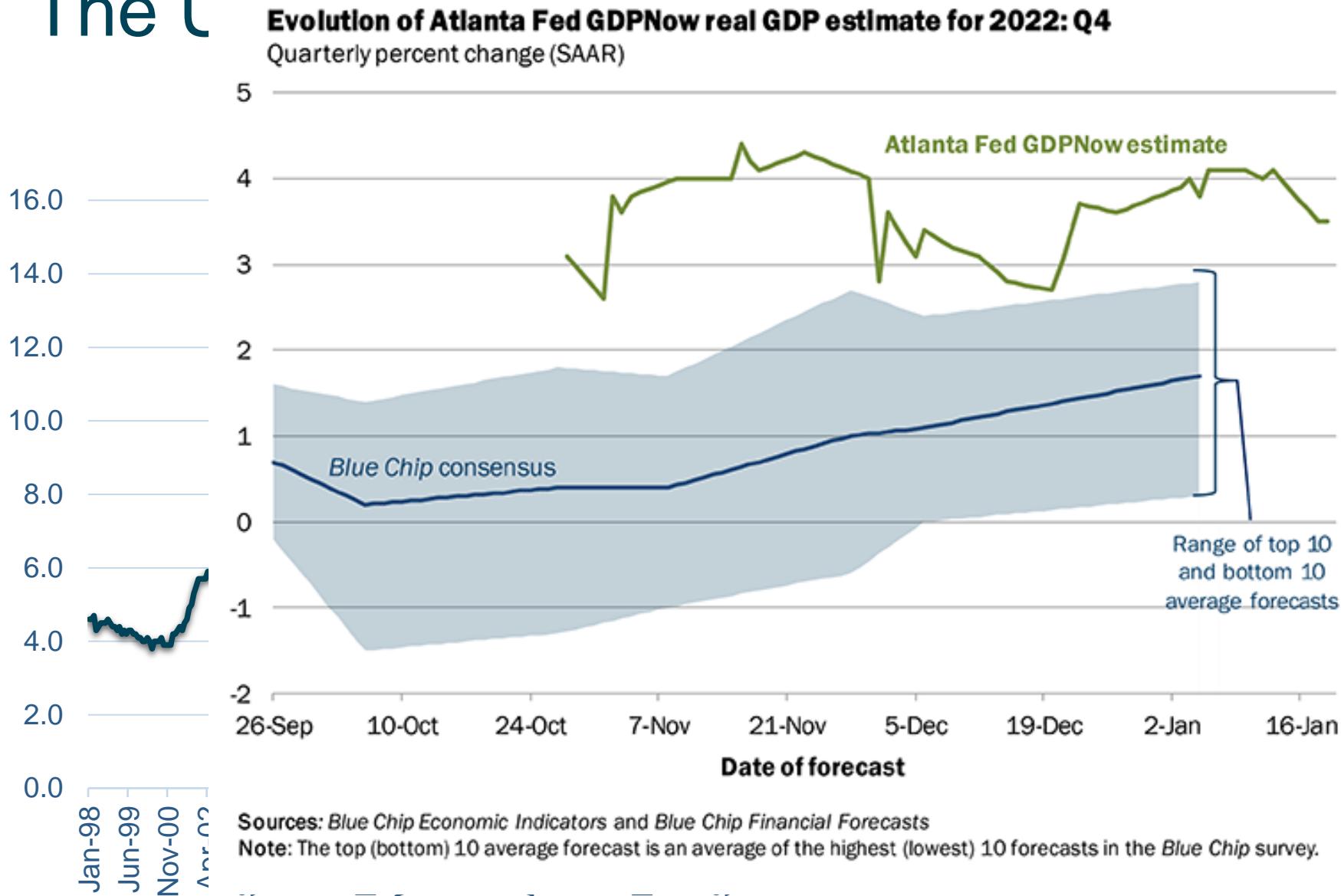
Mixed Economic Signals in '22



10 Year / 3 Month Yield Curve



The L



uction



So where are we heading?



- The Narrative: A recession is nigh!
 - Economy already in crisis due to inequality, tax rates, regulations, global warming, (pick your fav boogie man)
 - Inflation is crushing consumers
 - Rates are crushing real estate
- The Reality: Highly unlikely we will see a recession in the next 2 years
 - No major imbalances in the real economy
 - Inflation and rising rates have never caused a recession
 - They are the consequences of the excessive use of pandemic stimulus
- What to expect in '23
 - Consumers / biz investment will offset weakness in real estate
 - Asset prices will continue to slowly deflate
 - Rates will likely stabilize as long as the Fed sits on its hands
- The real worries
 - Collapse in filtering will intensify housing shortages
 - Labor shortages are a real problem
 - Public deficit challenges
 - The ongoing gap between the narrative and the reality

How did we get here? The U or V debate...



Coronavirus to cause worst economic downturn since Great Depression, IMF forecasts

CBO: Coronavirus pandemic will scar U.S. labor market for the next decade

30-40 Million People in America Could Be Evicted from Their Homes by the End of 2020

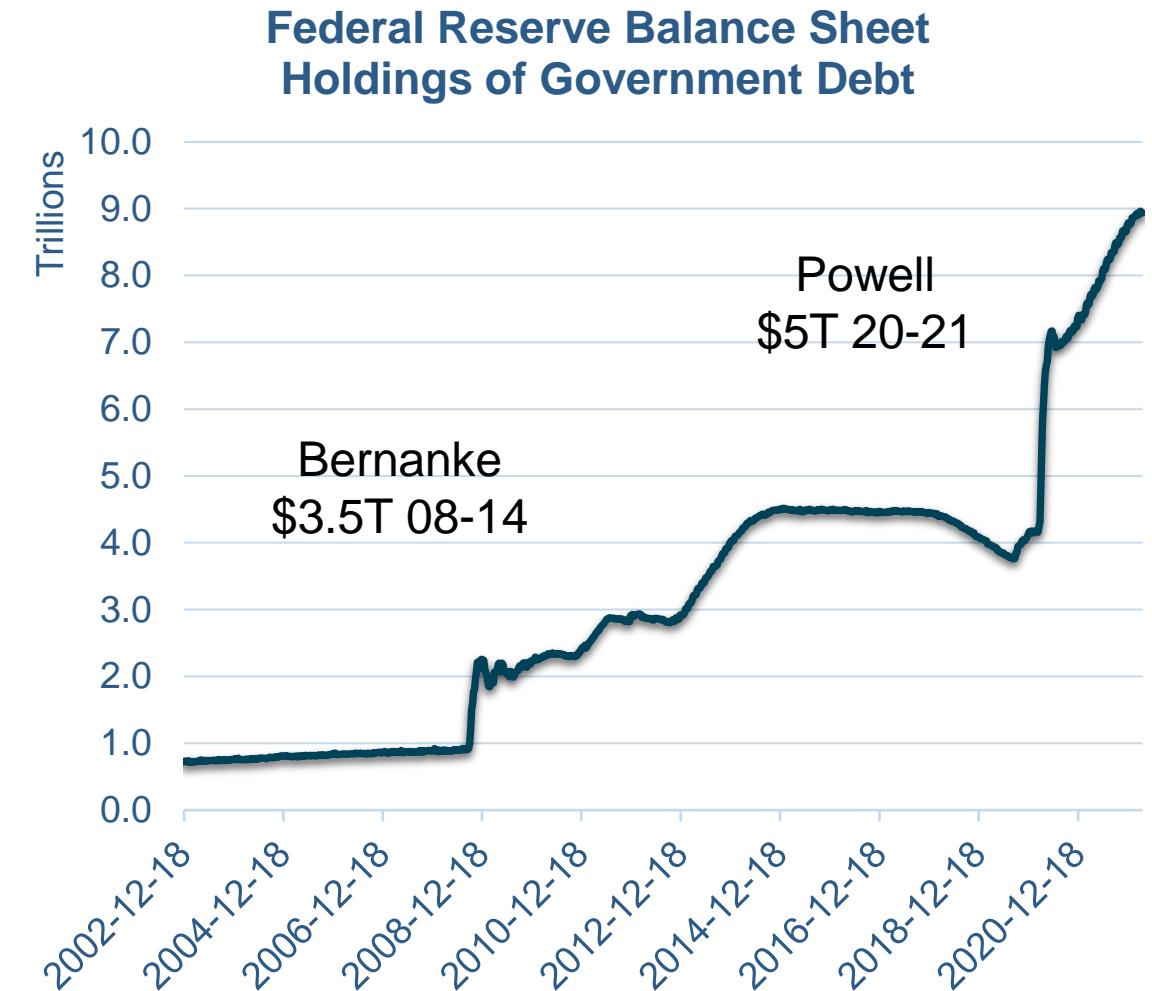
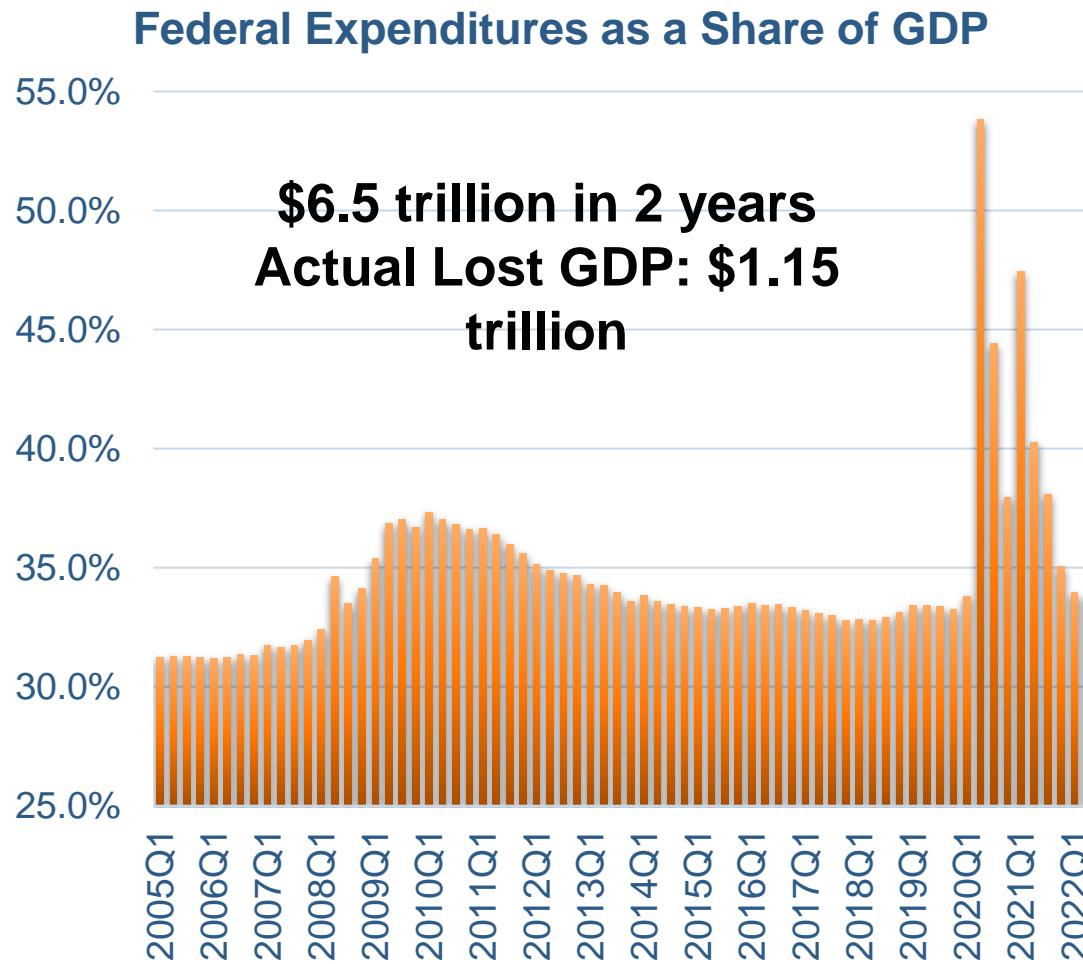
JPMorgan now sees economy contracting by 40% in second quarter, and unemployment reaching 20%

Home prices rose in June, but they'll likely fall in 2021: CoreLogic

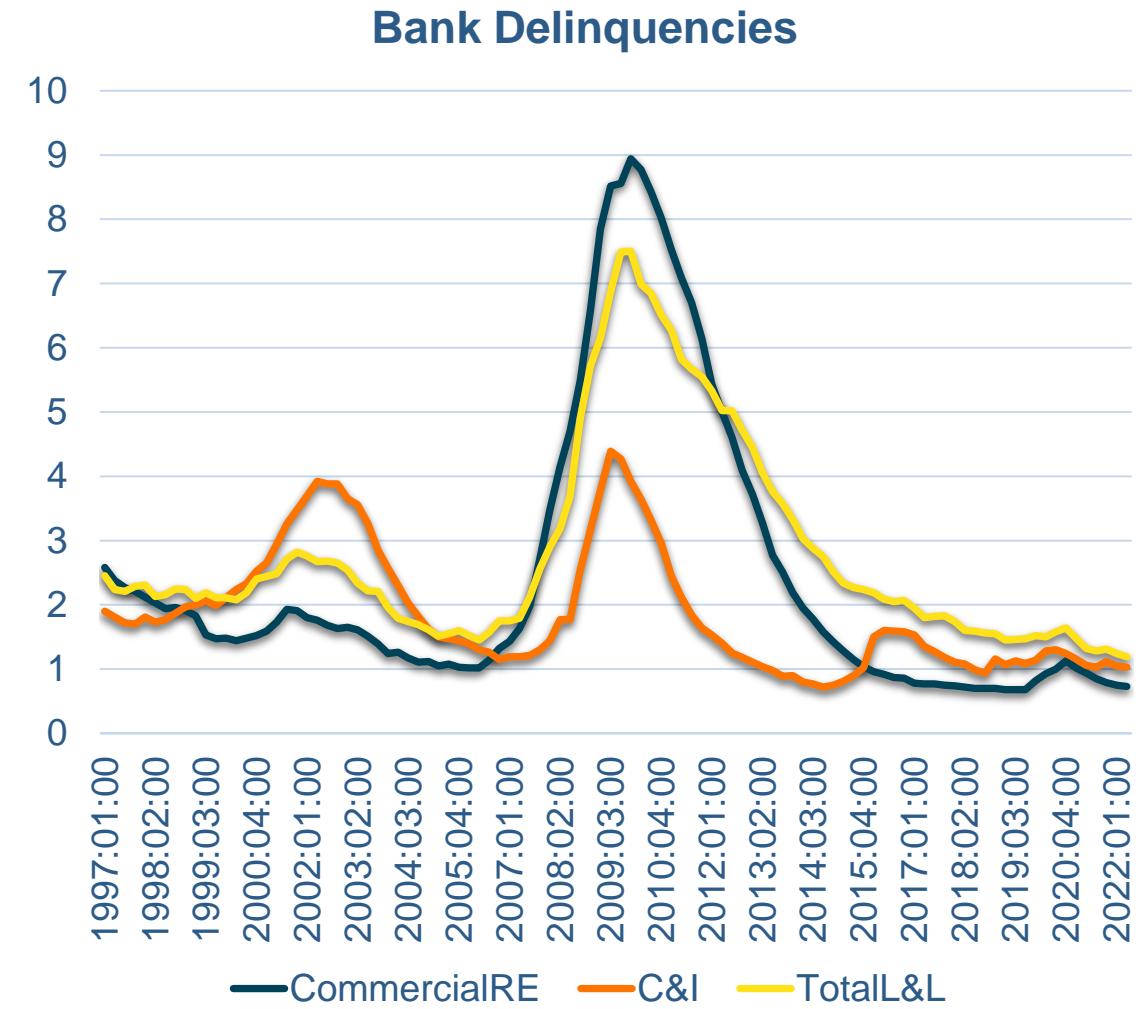
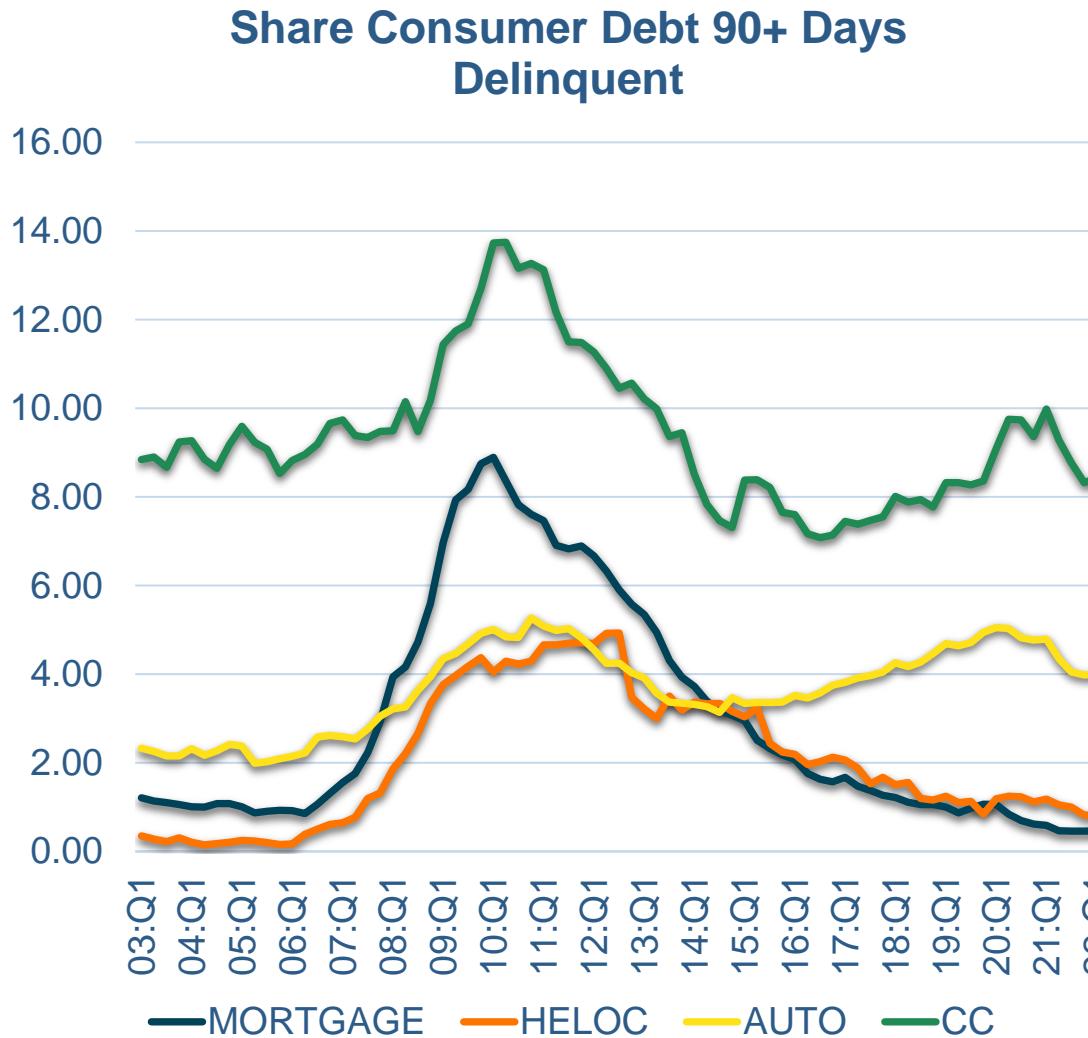
As many as 30% of Americans with home loans — about **15 million** households — could stop paying if the U.S. economy remains closed through the summer or beyond, according to an estimate by **Mark Zandi**, chief economist for Moody's Analytics.

'Make no mistake...the pandemic morphed into a Depression-like crisis,' says UCLA economist, who predicts U.S. economy won't recover from coronavirus until 2023

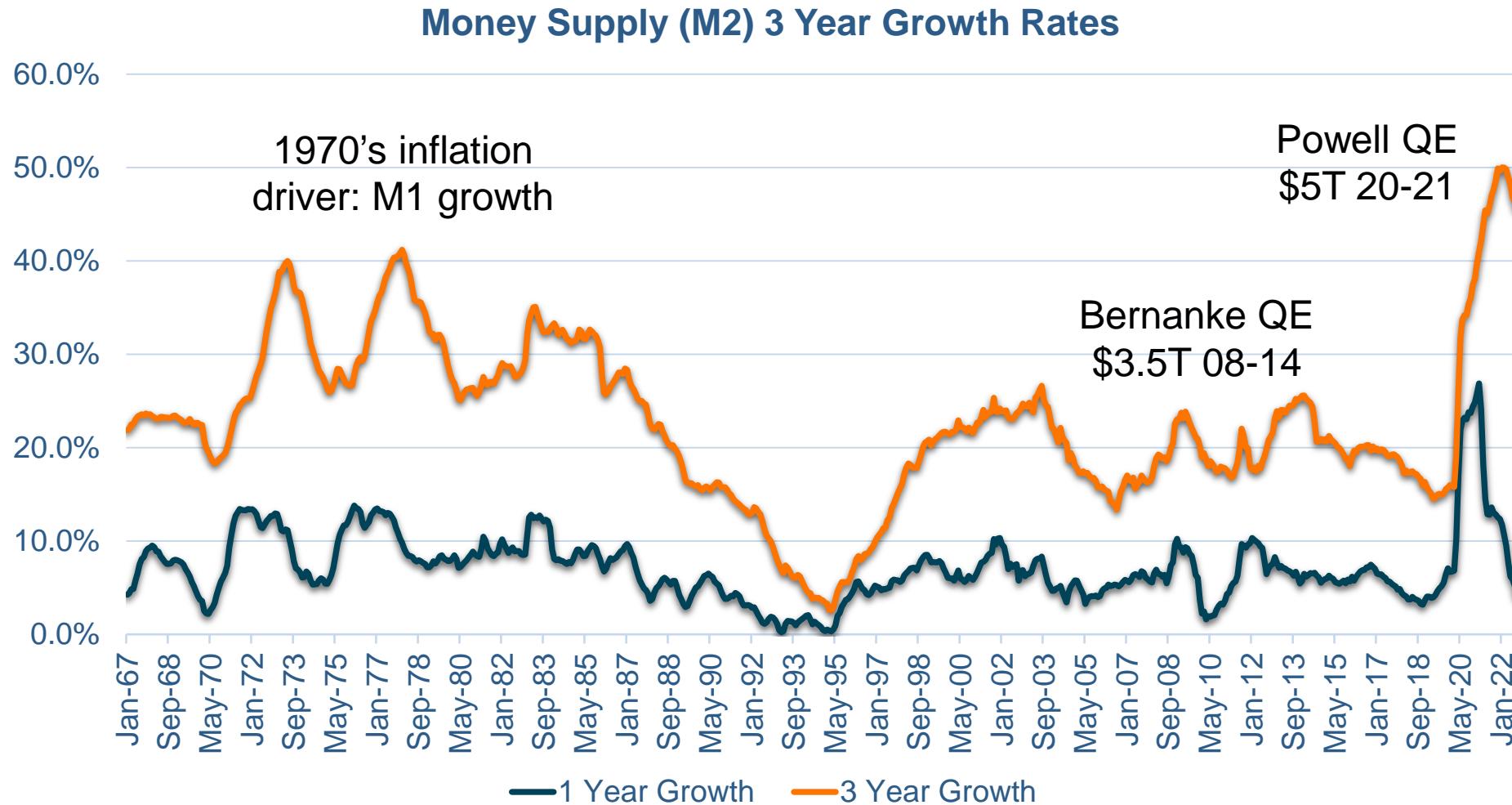
Federal Fiscal (Over)reaction



What war was Jerome fighting?



QE and Money: Then vs Now



QE and Money: Then vs Now



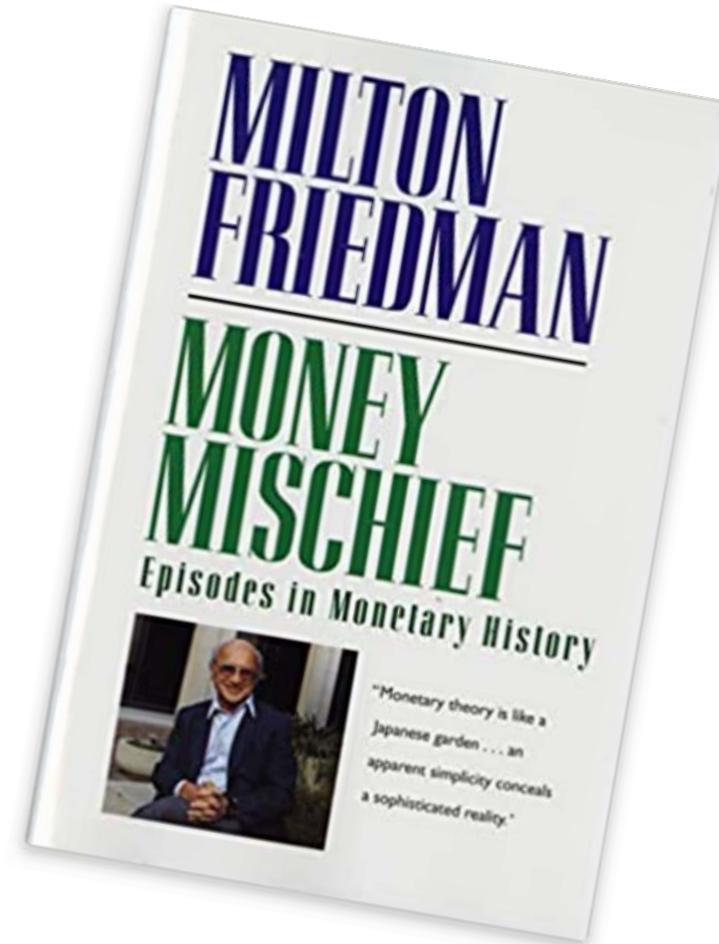
The Problem of Excess Money

Short run: Money illusion

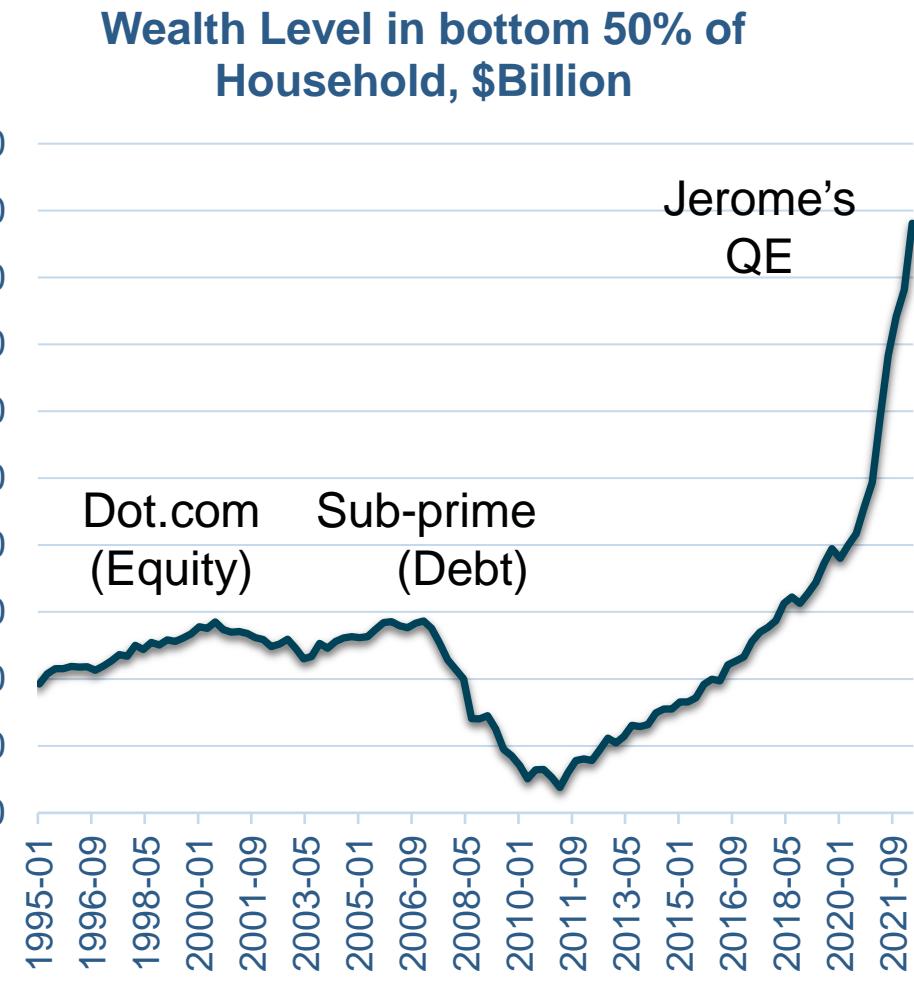
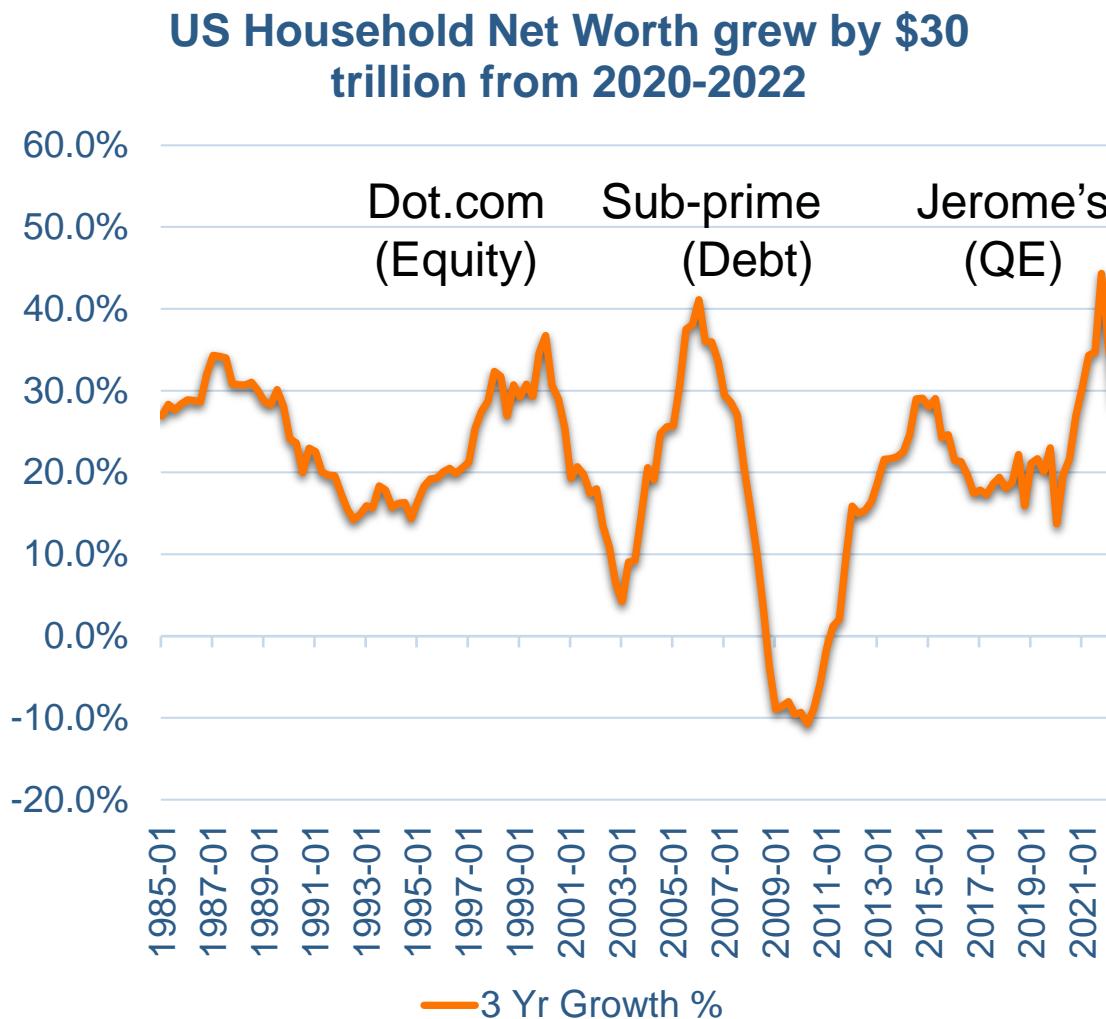
- Falling interest rates
- Asset price bubbles form
- Spending and investment binge ensues

Long run: The Hangover

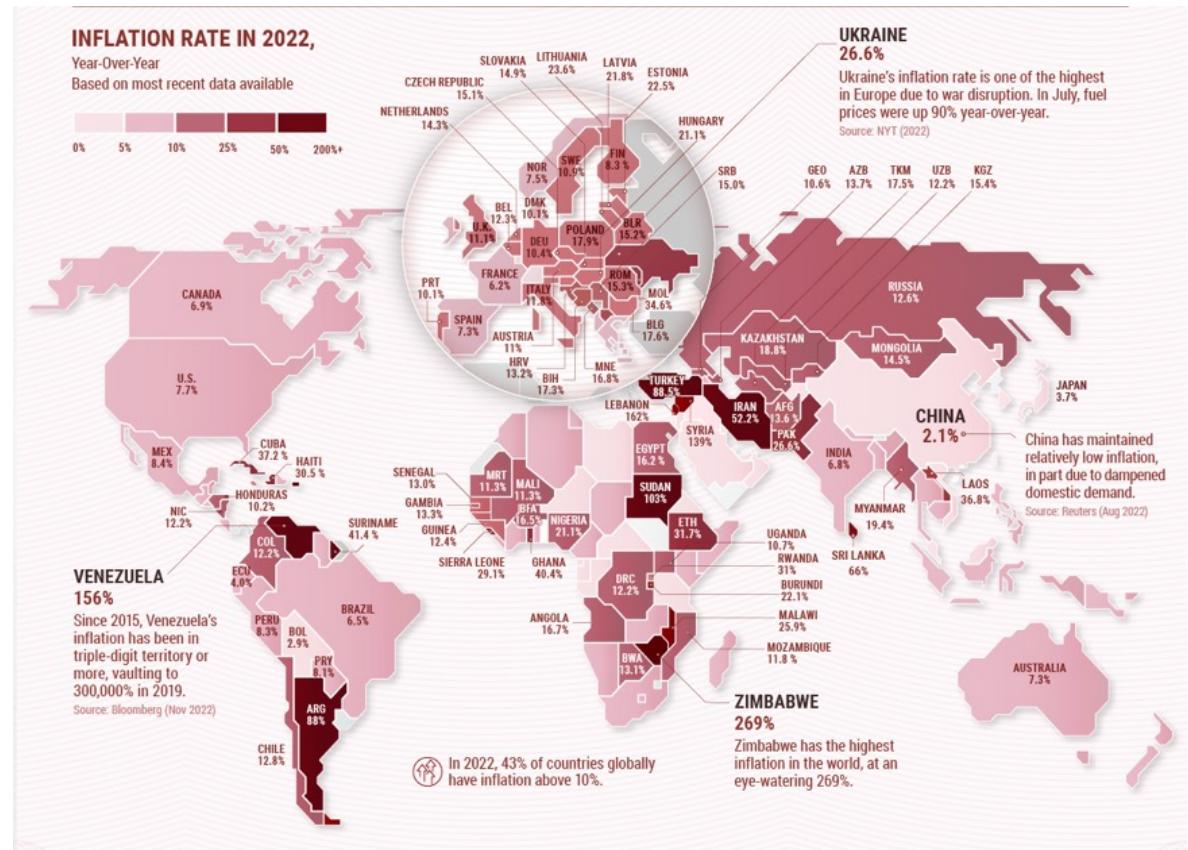
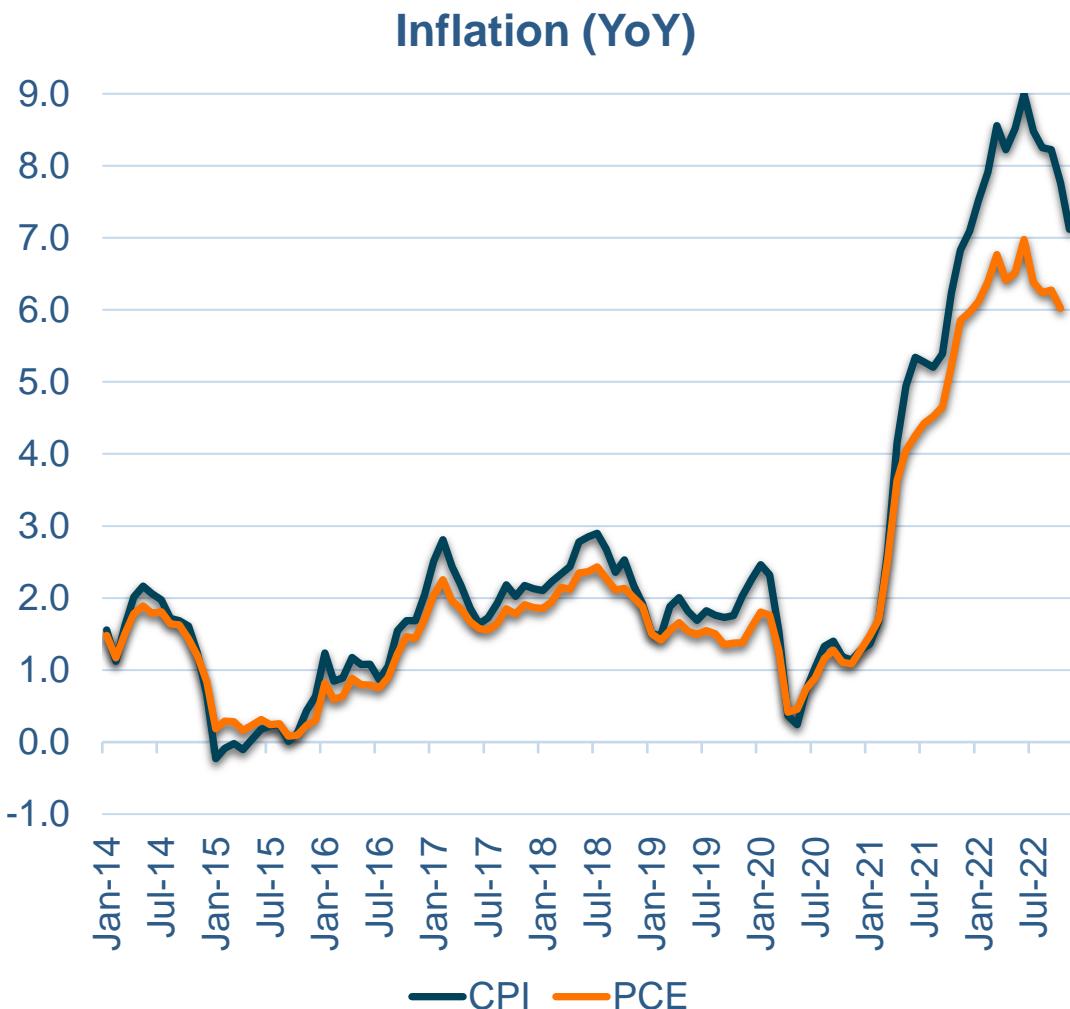
- SR: Inflation and rates rise
- SR: Asset markets sag
- LR: Sharp transfers of real wealth
- LR: Investments risk rises



US asset bubbles and the wealth effect.



Inflation nation...



The Inflation Conversation



“Inflation is always and everywhere a monetary phenomenon in the sense that it is and can be produced only by a more rapid increase in the quantity of money than in output.”

Milton Friedman

❑ The Lakers horrible perimeter defense

2010

2015

2020

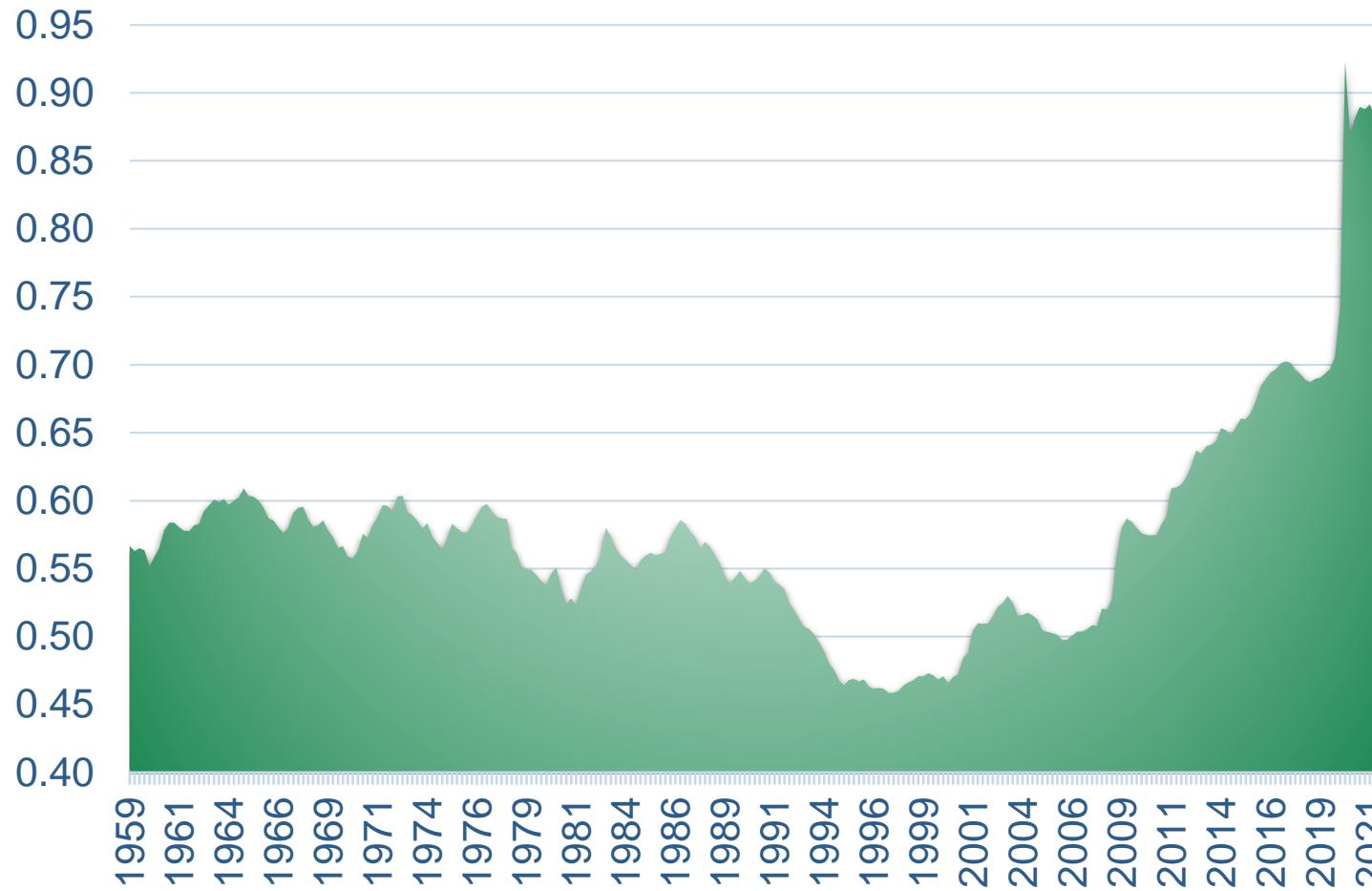
Source: IMF CPI database and IMF staff calculations.
Note: Chart shows median total inflation and in select categories across 88 countries, including 28 advanced economies and 60 emerging and developing economies.

IMF

How much farther can inflation go?



Unit Money Supply: $M2 / (P * RGDP)$

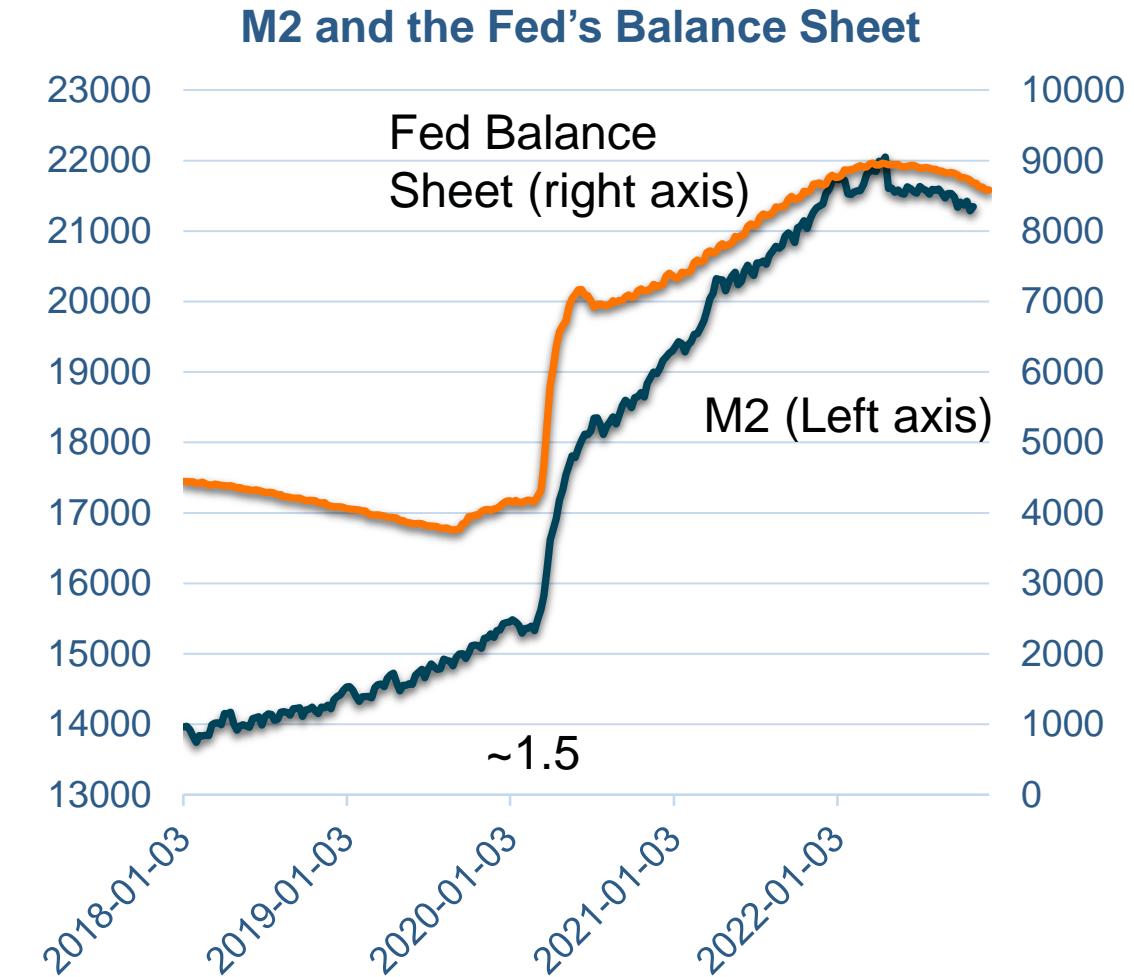
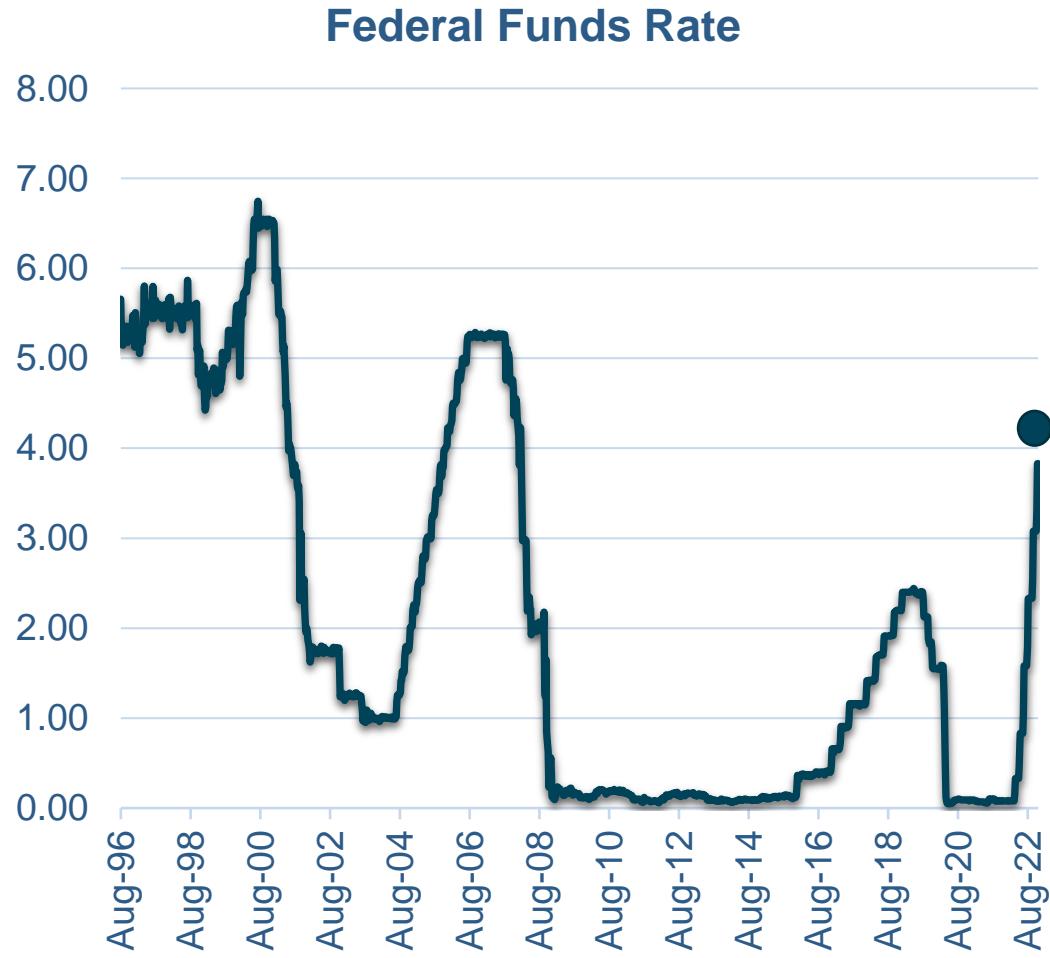


} 10% to 20%
increase in P
to offset M2
(with little real
growth)

Growth Q419 to Q322

M2	32.5%
Real Output	4.1%
Inflation to date	12.7%
Remainder	15.5%

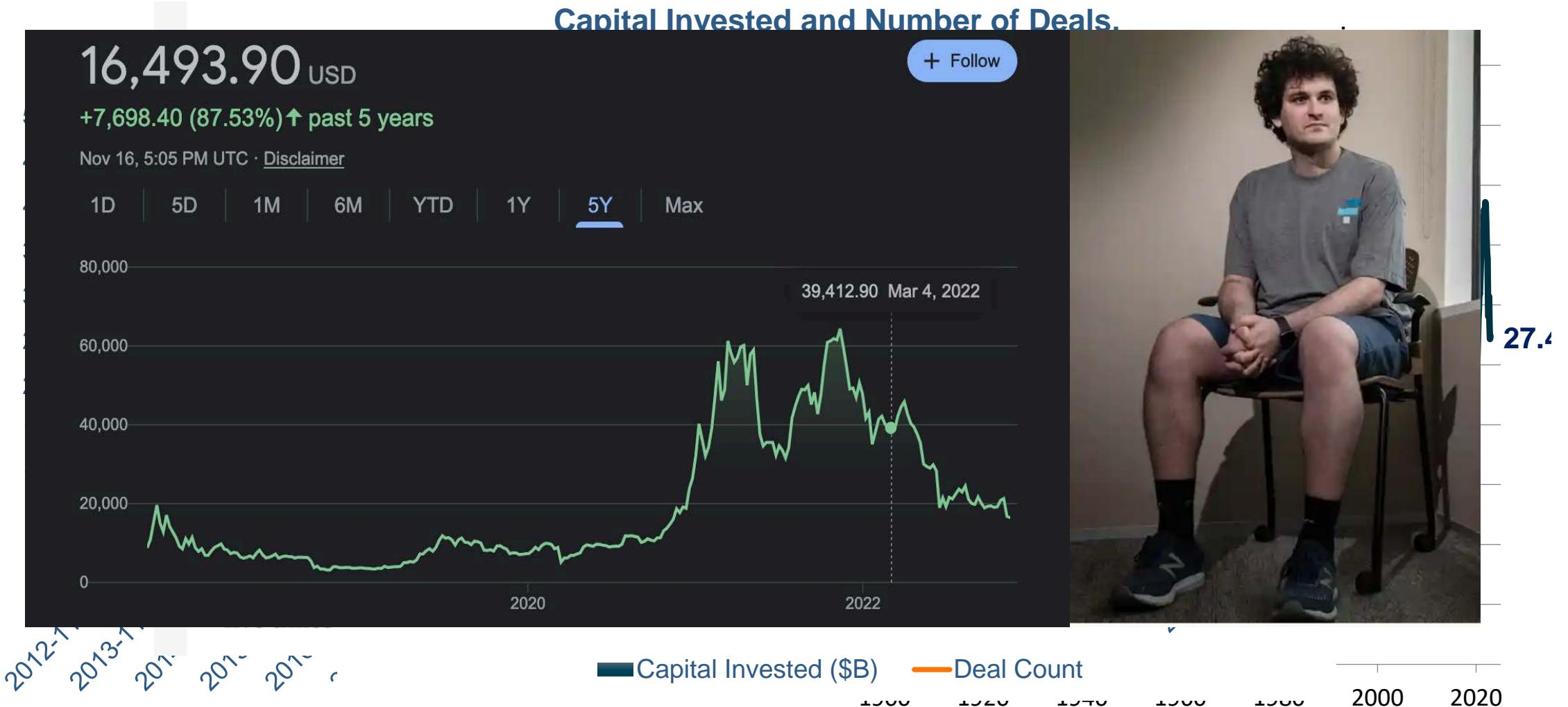
The Fed Response



The Rate Response...



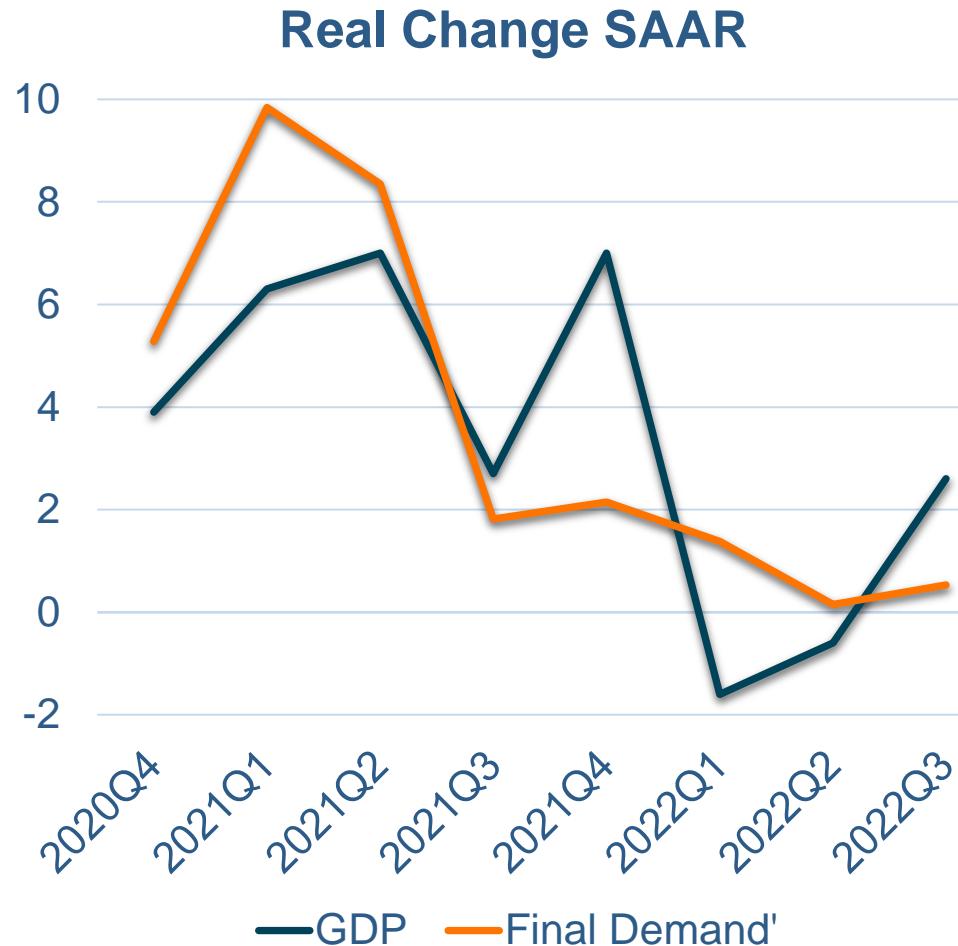
Gravity still works...



Recent Real GDP Growth



Contributions to Real GDP Growth

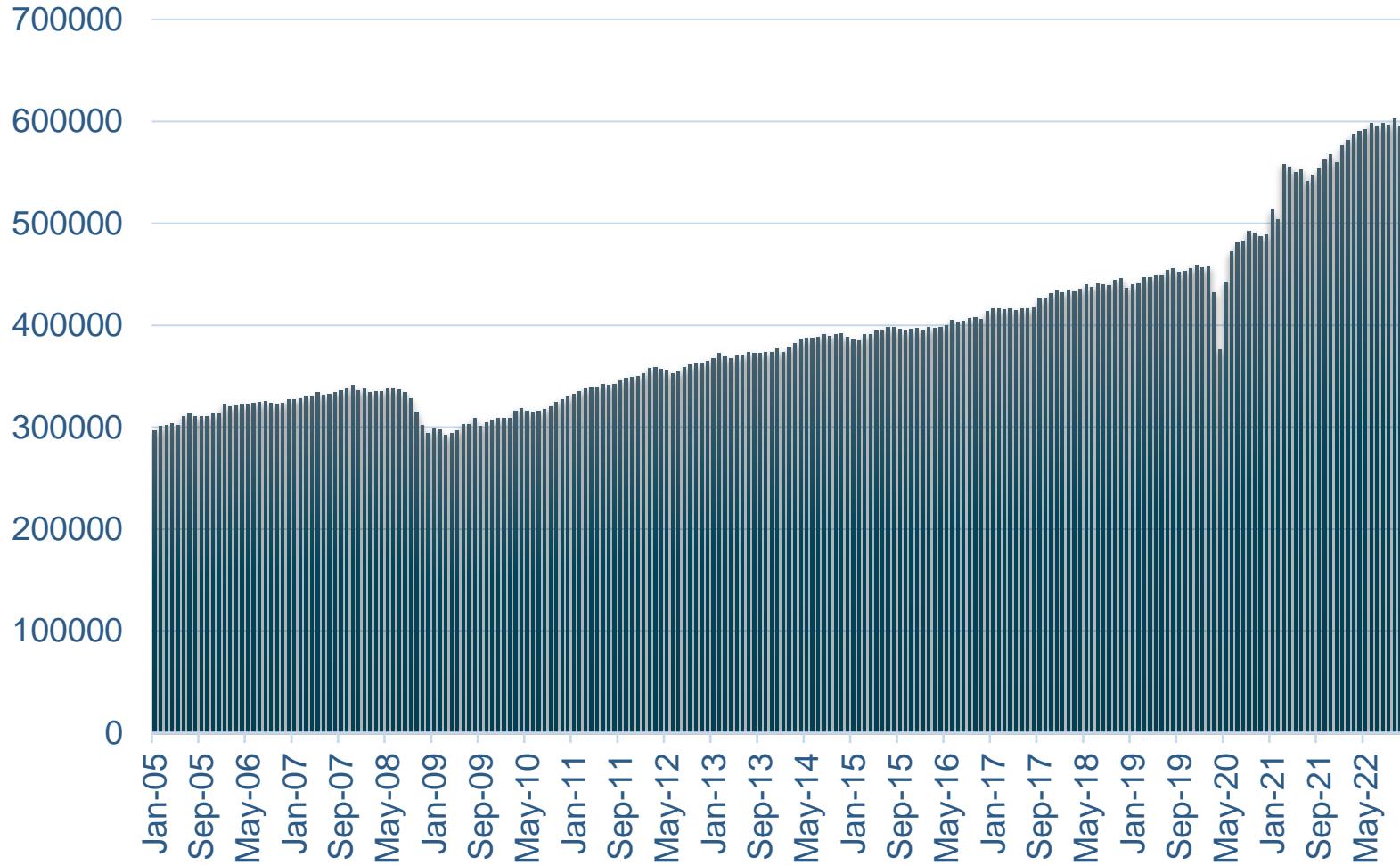


	2019	2020	2021	2022
Gross domestic product	2.58	1.18	5.75	0.13
Final Demand	2.56	1.18	5.54	0.69
Personal consumption	1.45	0.39	4.74	1.09
Durable goods	0.40	1.40	0.59	0.11
Nondurable goods	0.32	0.81	1.04	-0.41
Services	0.74	-1.82	3.11	1.39
Fixed investment	0.42	0.51	0.67	-0.33
Structures	0.20	-0.50	-0.14	-0.29
Equipment	-0.18	0.06	0.28	0.33
Intellectual property	0.33	0.22	0.56	0.45
Residential	0.08	0.74	-0.02	-0.82
Change inventories	-0.38	0.79	0.93	-0.82
Net exports	0.40	-0.79	-0.72	0.27
Exports	0.11	-0.83	0.70	0.87
Imports	0.29	0.03	-1.41	-0.60
Government	0.69	0.29	0.12	-0.09

Bad News?



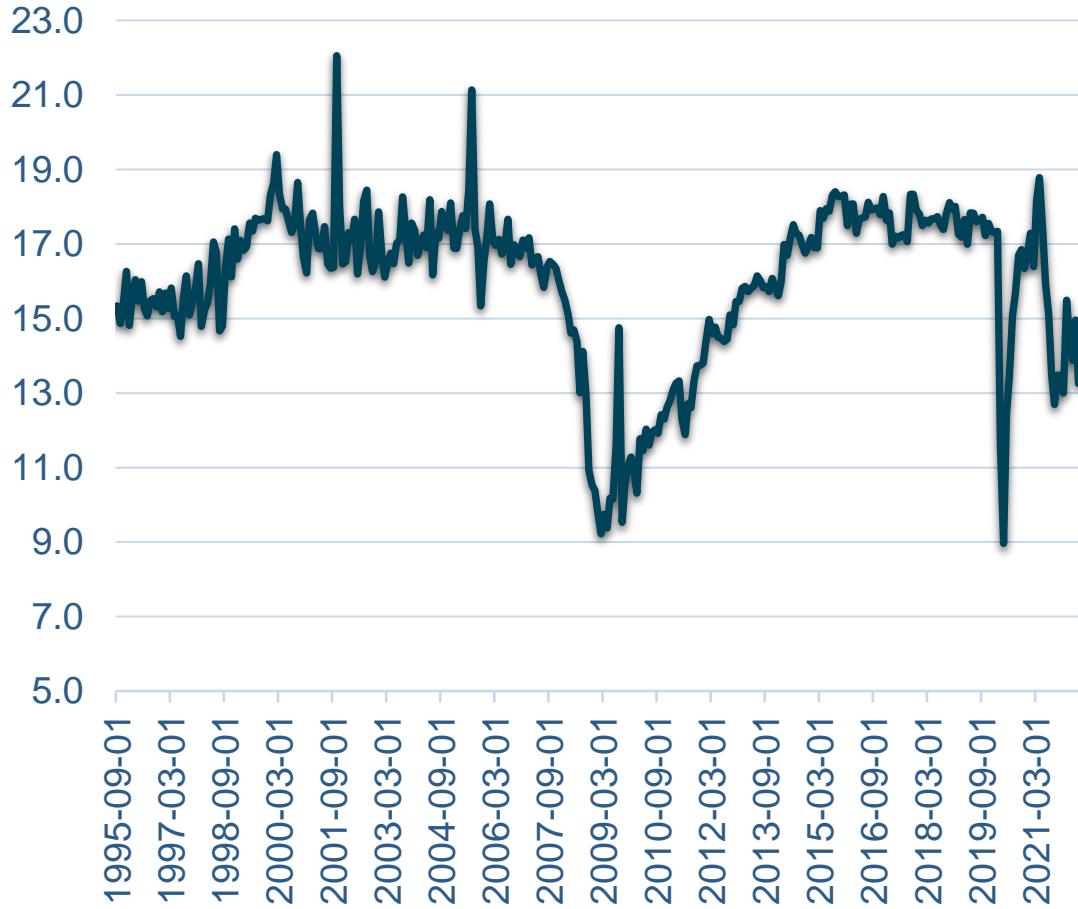
Nominal Retail Sales to December



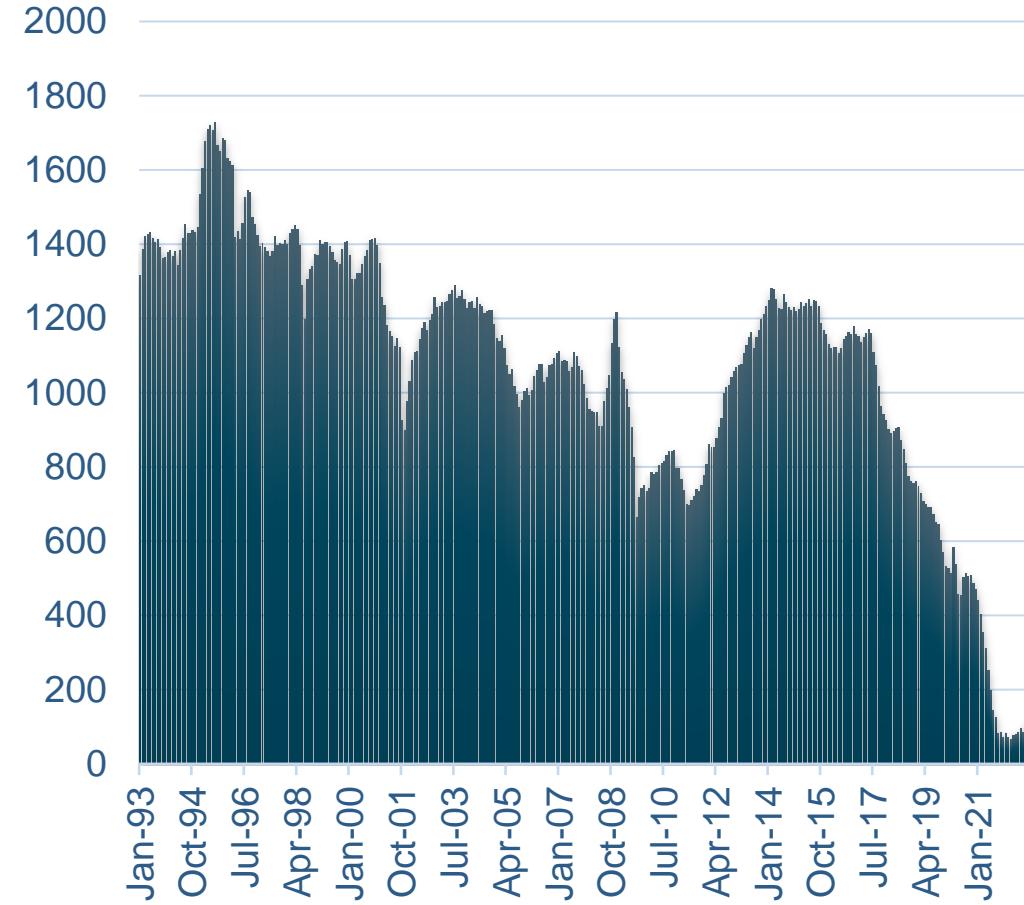
Still Pent-Up Consumer Demand



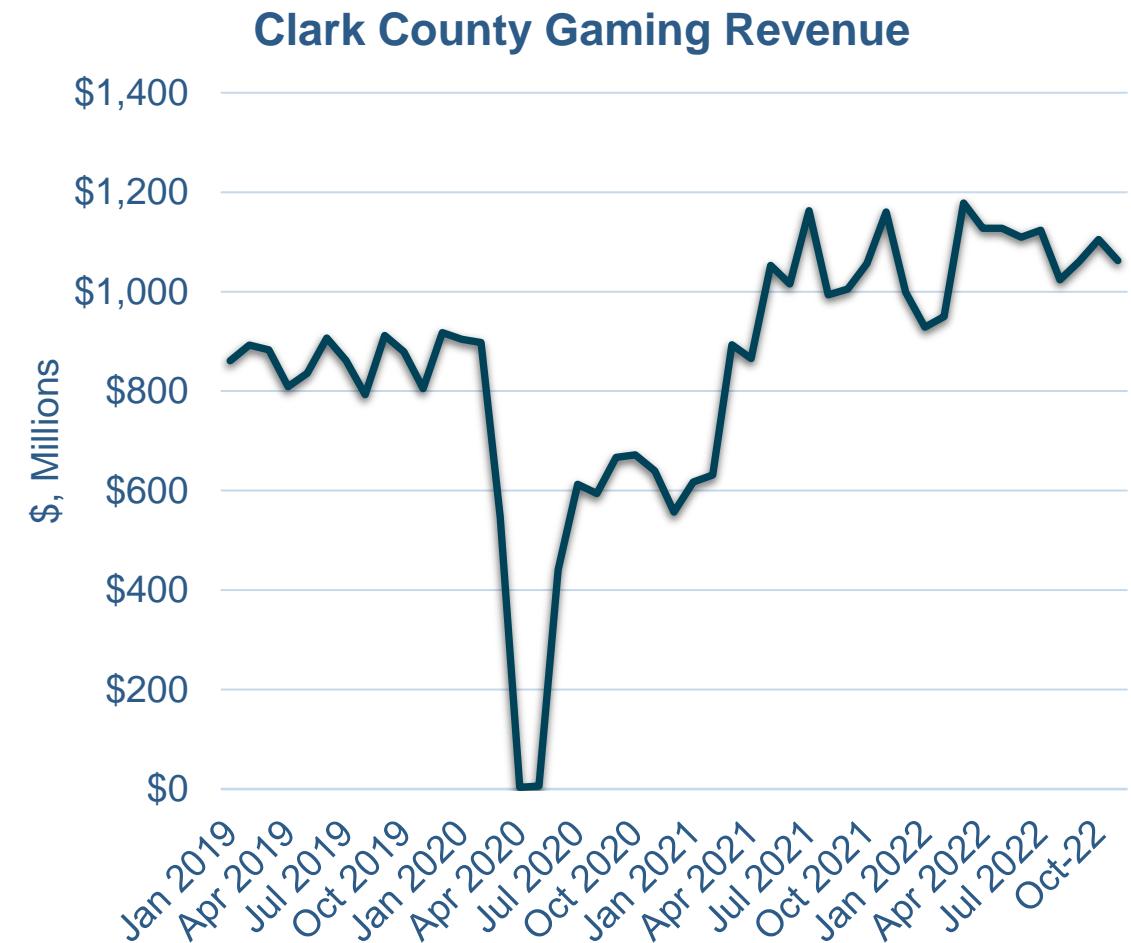
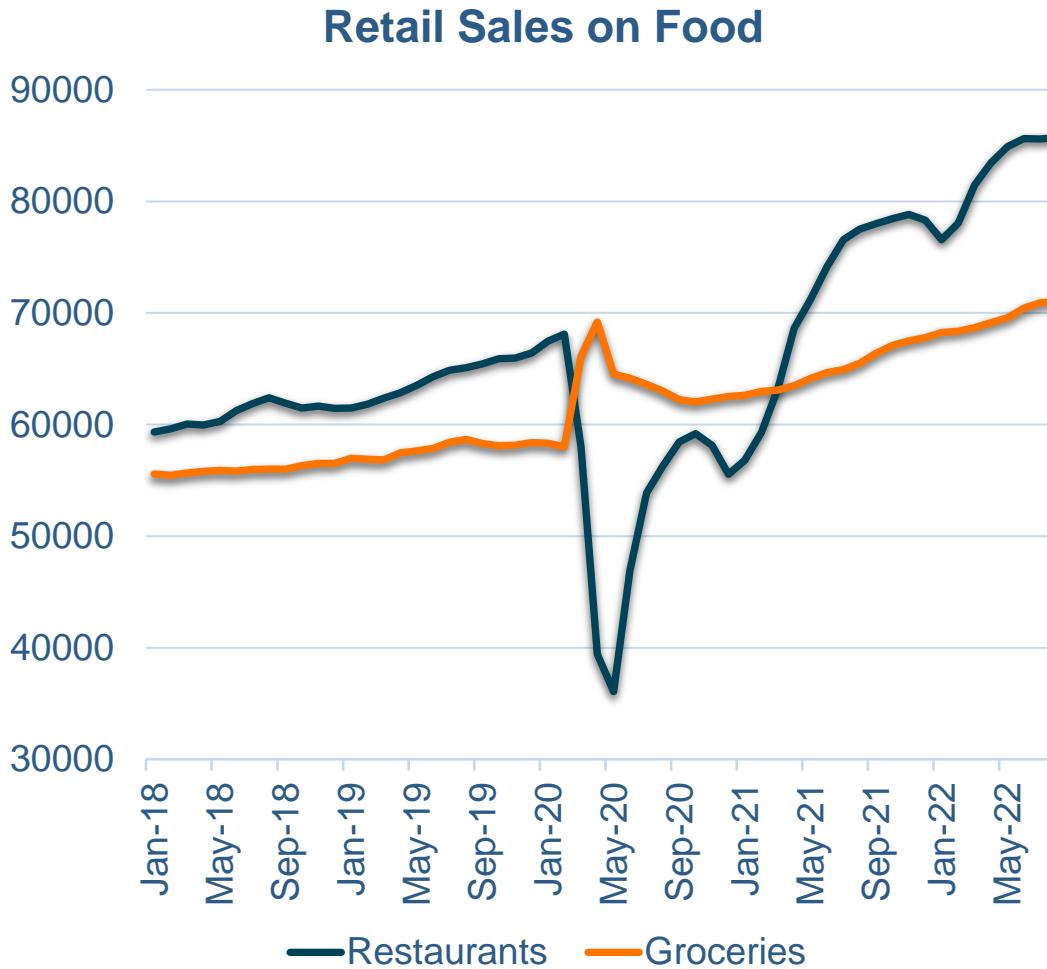
New Auto Sales SAAR (Mil Units)



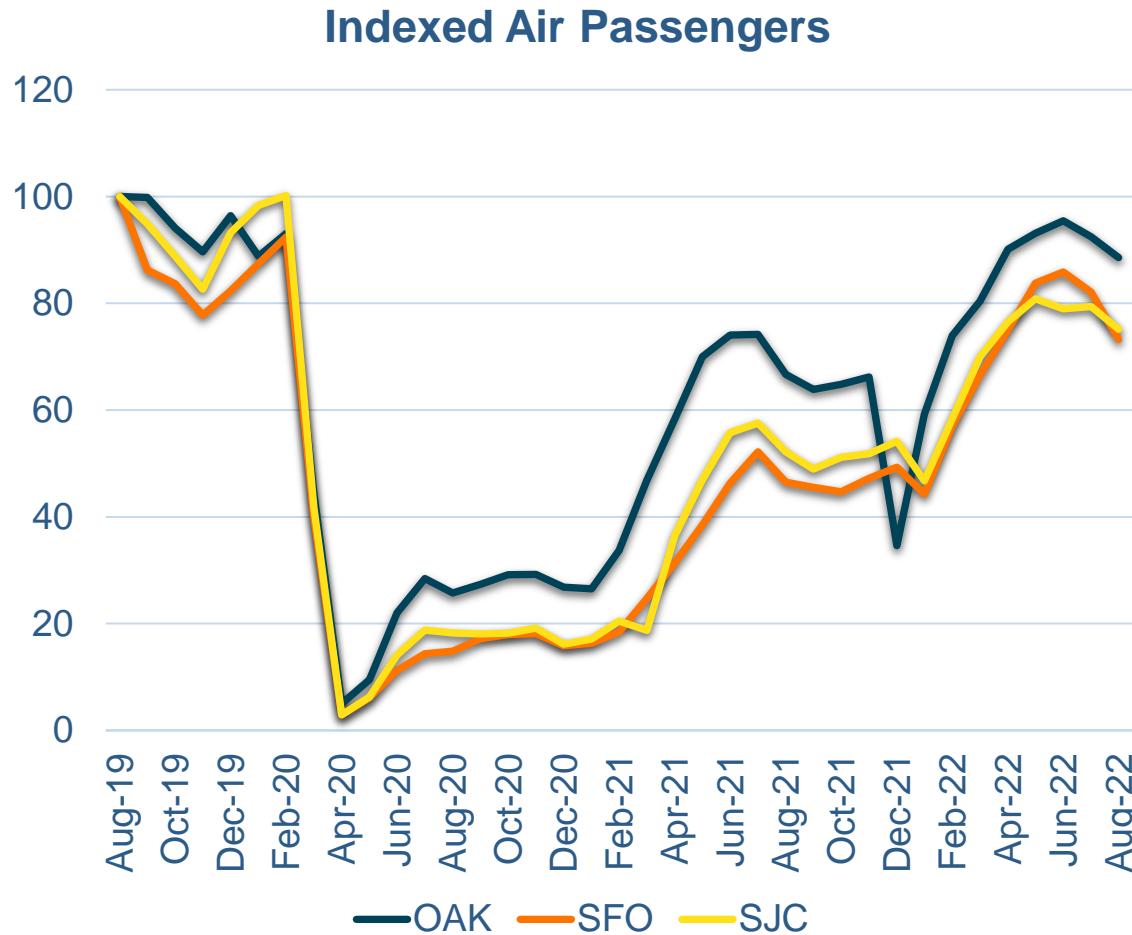
Inventories of Autos for Sale US



A shift back to consumer services...

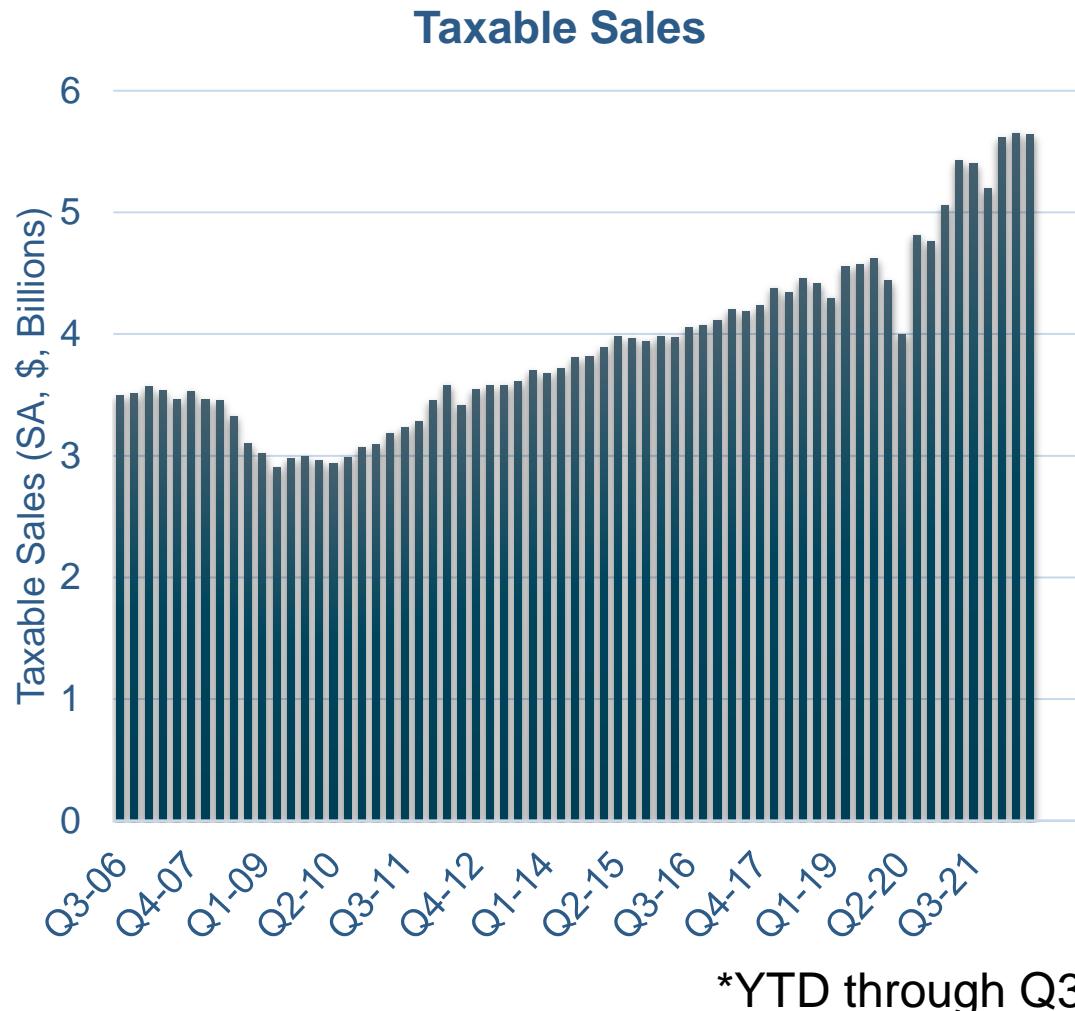


Travel



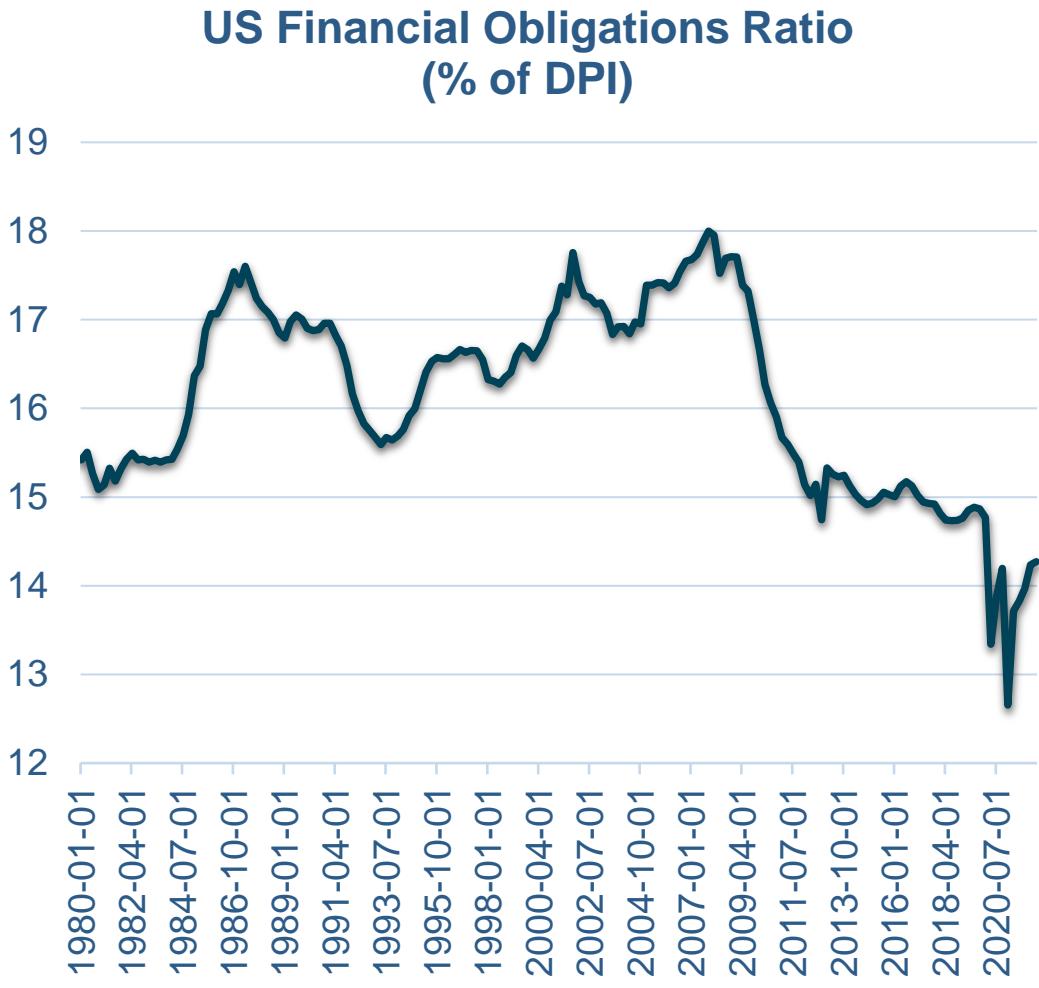
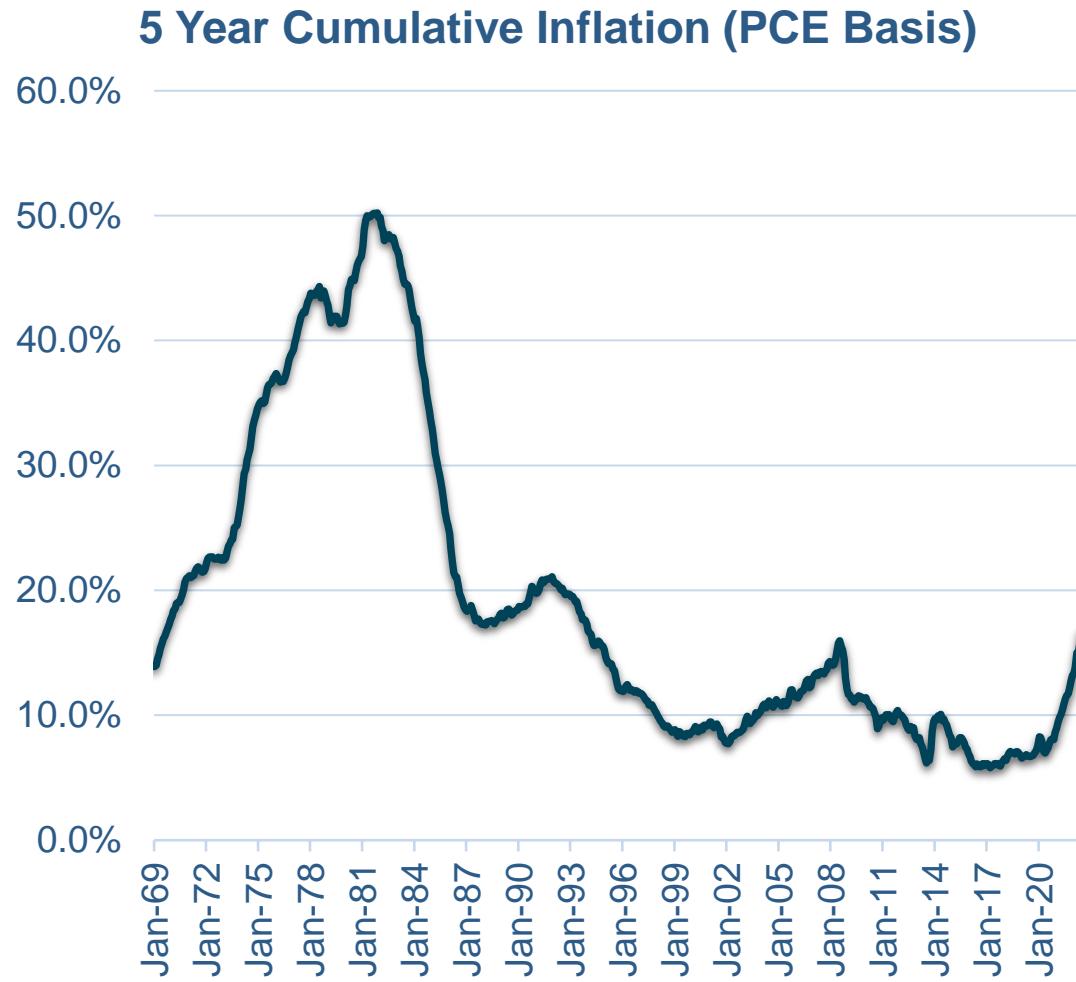
Region	ADR		Occupancy Rate	
	Q3-22	3-Yr Dif	Q3-22	3-Yr Dif
US Total	\$141.7	\$14.5	67.4	2.3
East Bay	\$144.5	-\$8.5	77.2	0.7
Inland Empire	\$120.5	\$11.3	72.1	-0.2
San Francisco	\$240.0	\$27.5	80.7	-1.5
LA (MD)	\$178.8	\$19.7	75.1	-5.3

Business Activity - Contra Costa County



Category	Q3-22 Sales Tax Receipts (\$, Mil.)	1-YR % Growth	
		Contra Costa	CA
Total	57.1	5.3	8.0
Fuel and Service Stations	5.8	23.7	21.8
Business and Industry	6.4	12.4	9.7
Restaurants and Hotels	6.2	7.4	10.1
County & State Pool	12.1	4.8	7.3
General Consumer Goods	10.2	3.6	2.9
Food and Drugs	3.3	-1.1	0.3
Autos and Transportation	8.3	-1.5	6.0
Building and Construction	0.0	-99.1	7.9

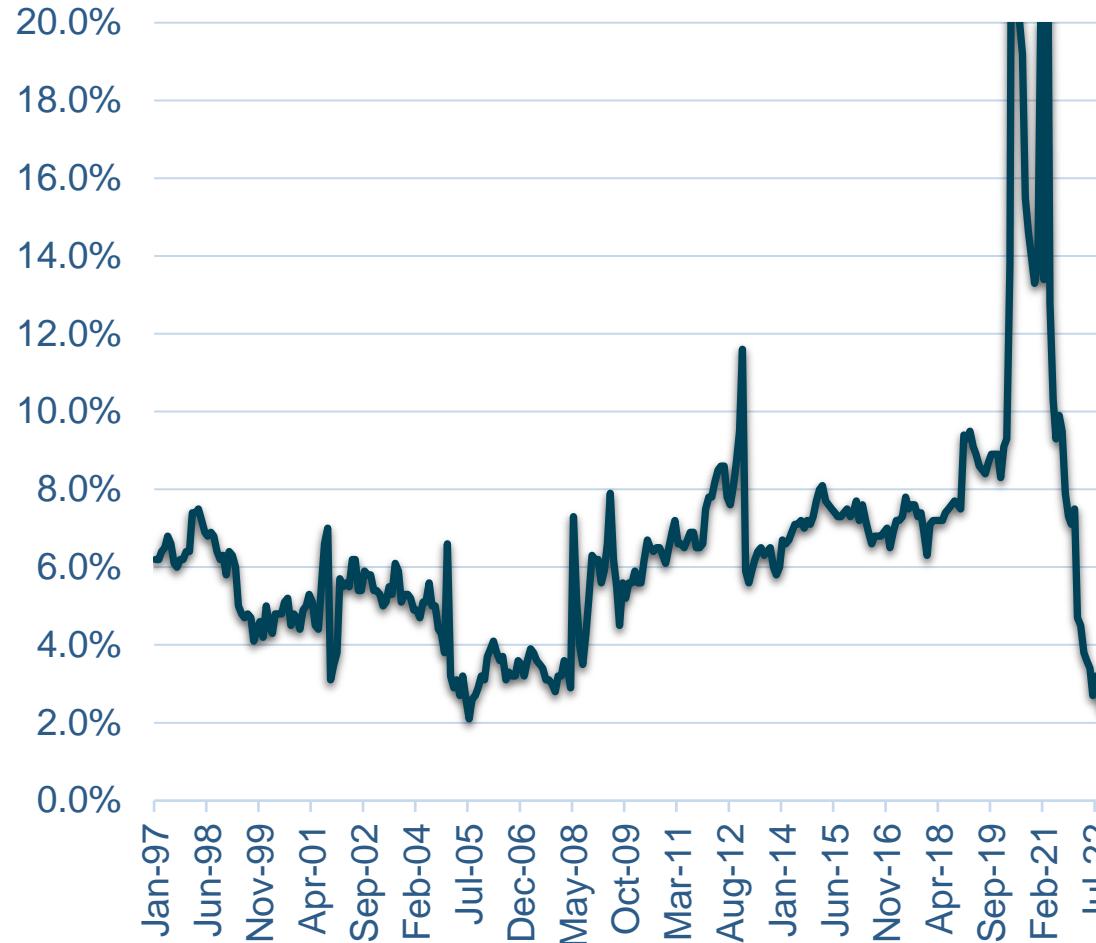
Can the consumer survive? Context...



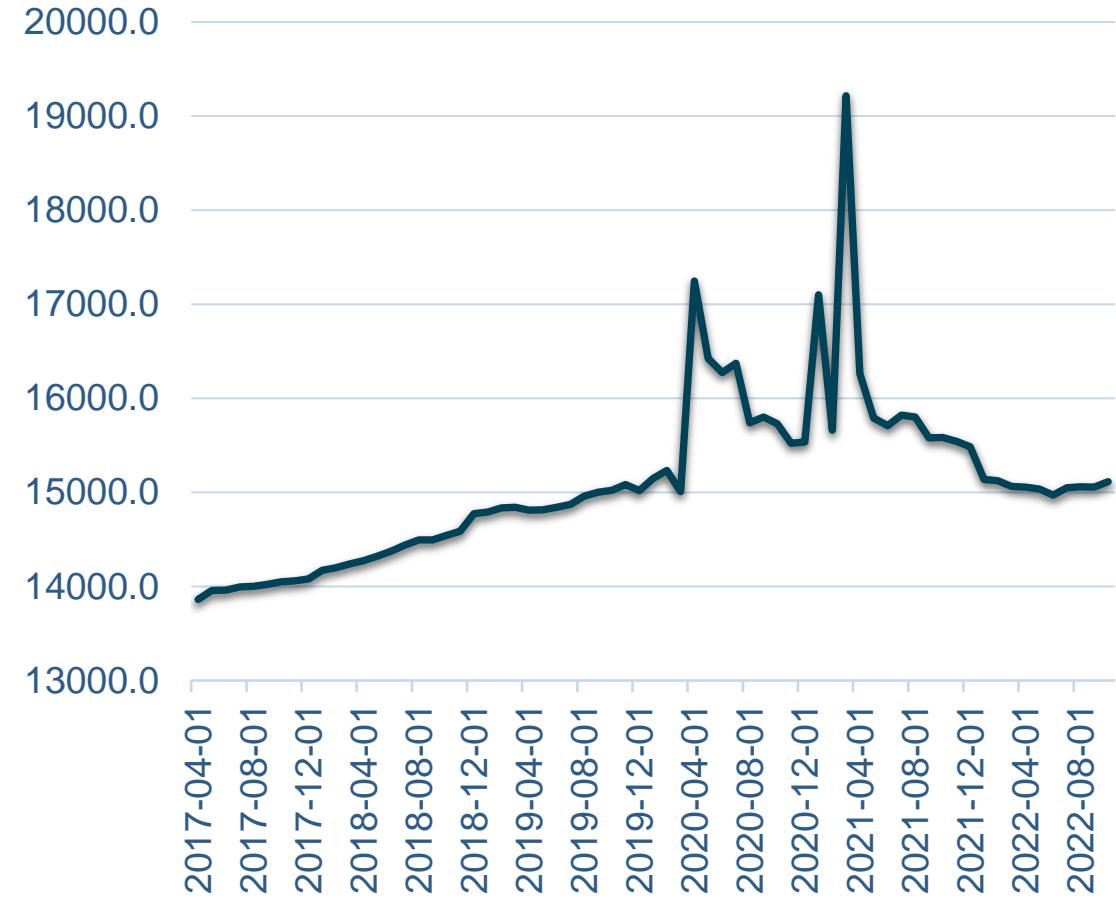
The Income Issue



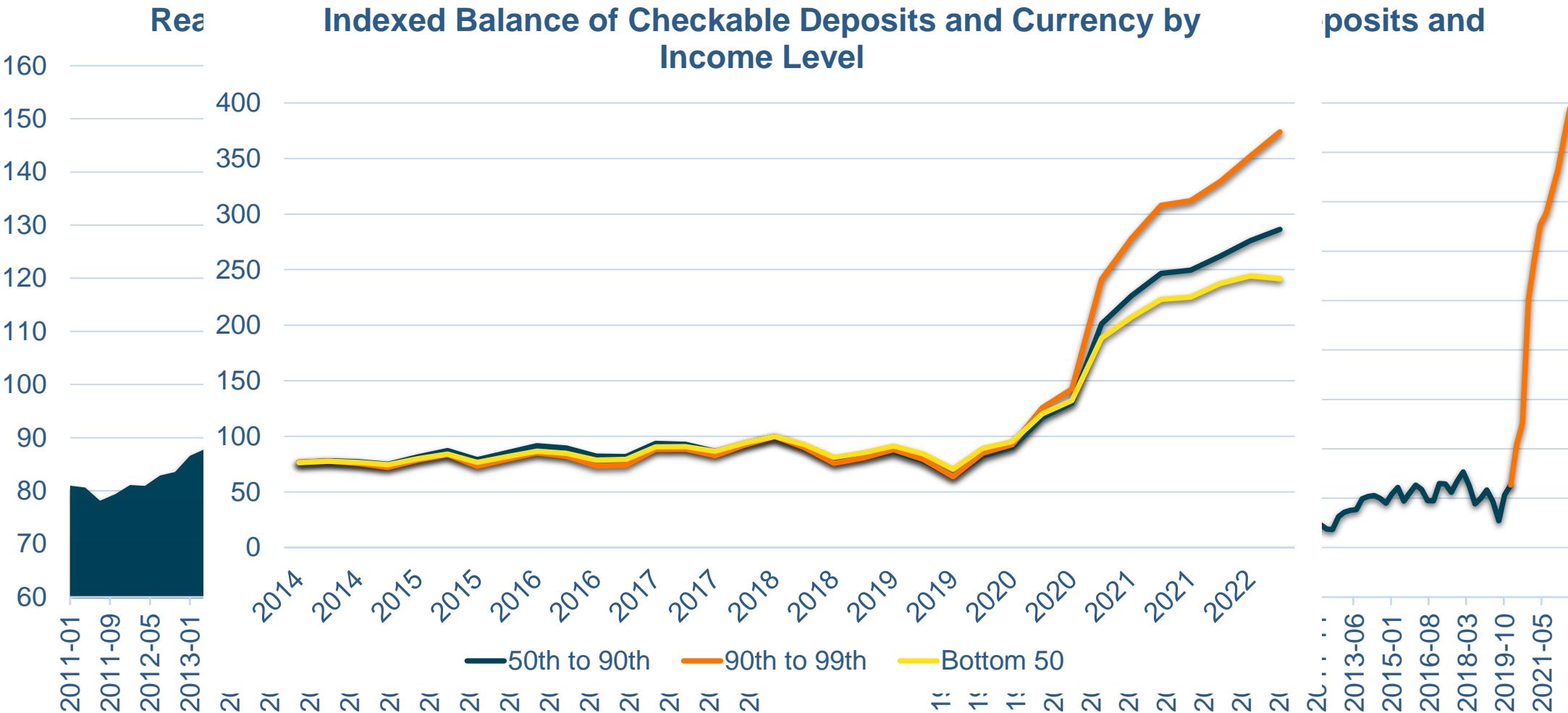
US Savings Rate



US Real Disposable Income



Income vs Wealth



Contradictory Efforts

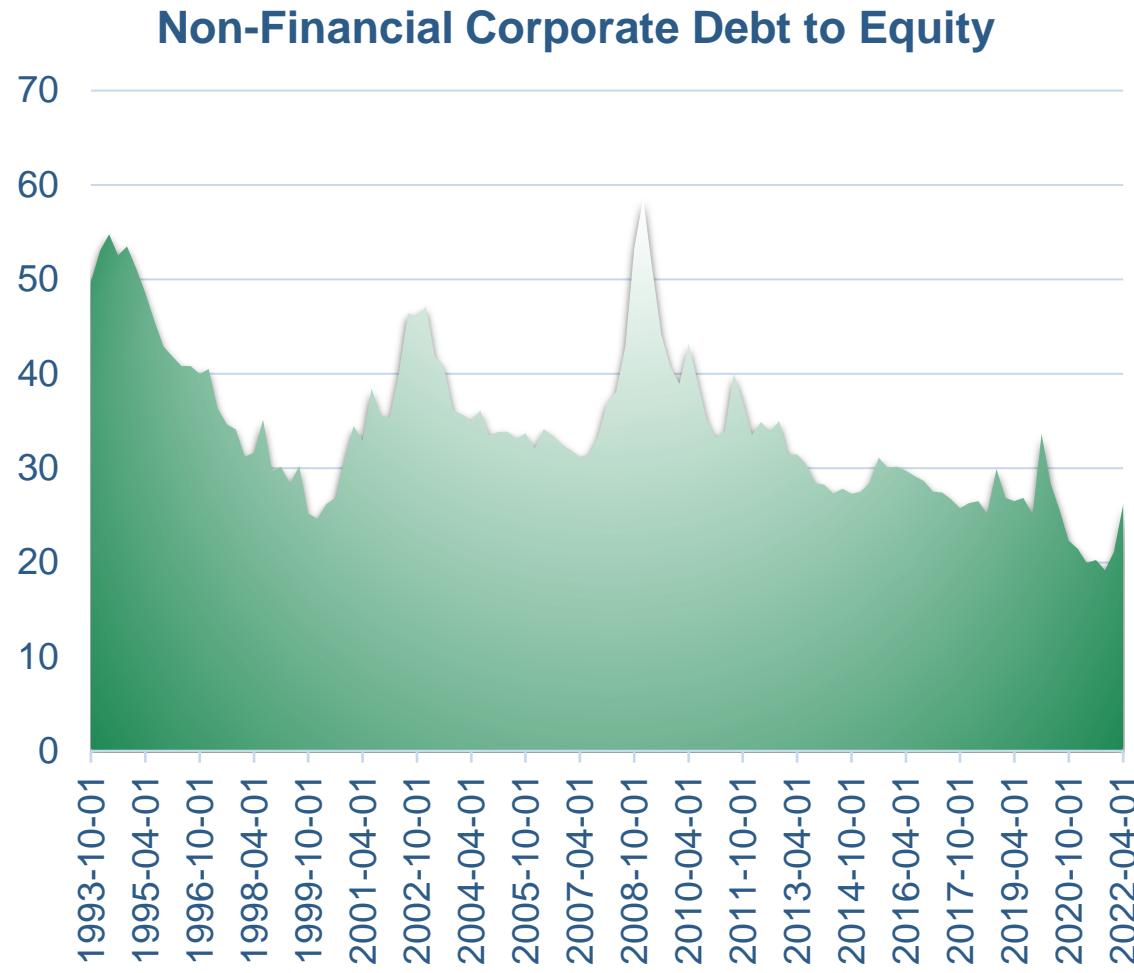
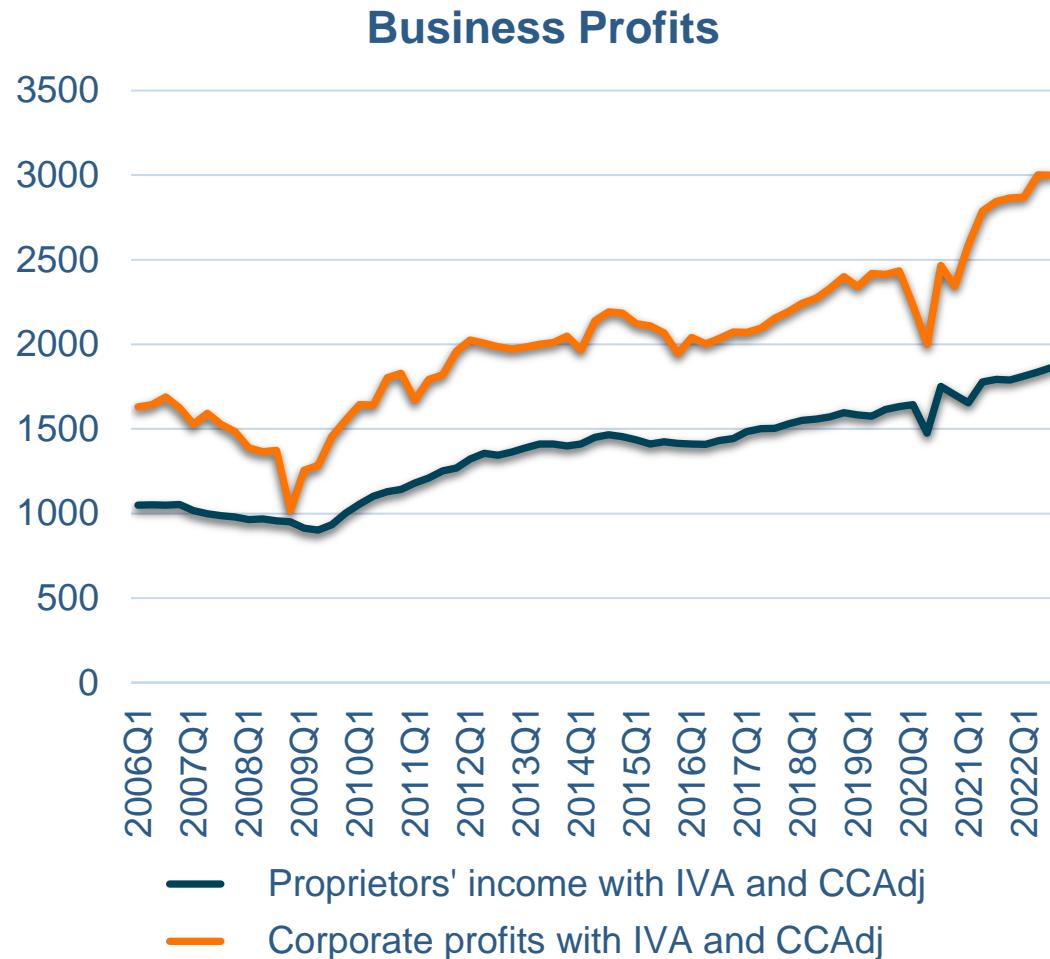


Figure 1. Budgetary Effects of the Inflation Reduction Act of 2022

Change (+) or increase (-) from spending and revenues



Business is managing as well...

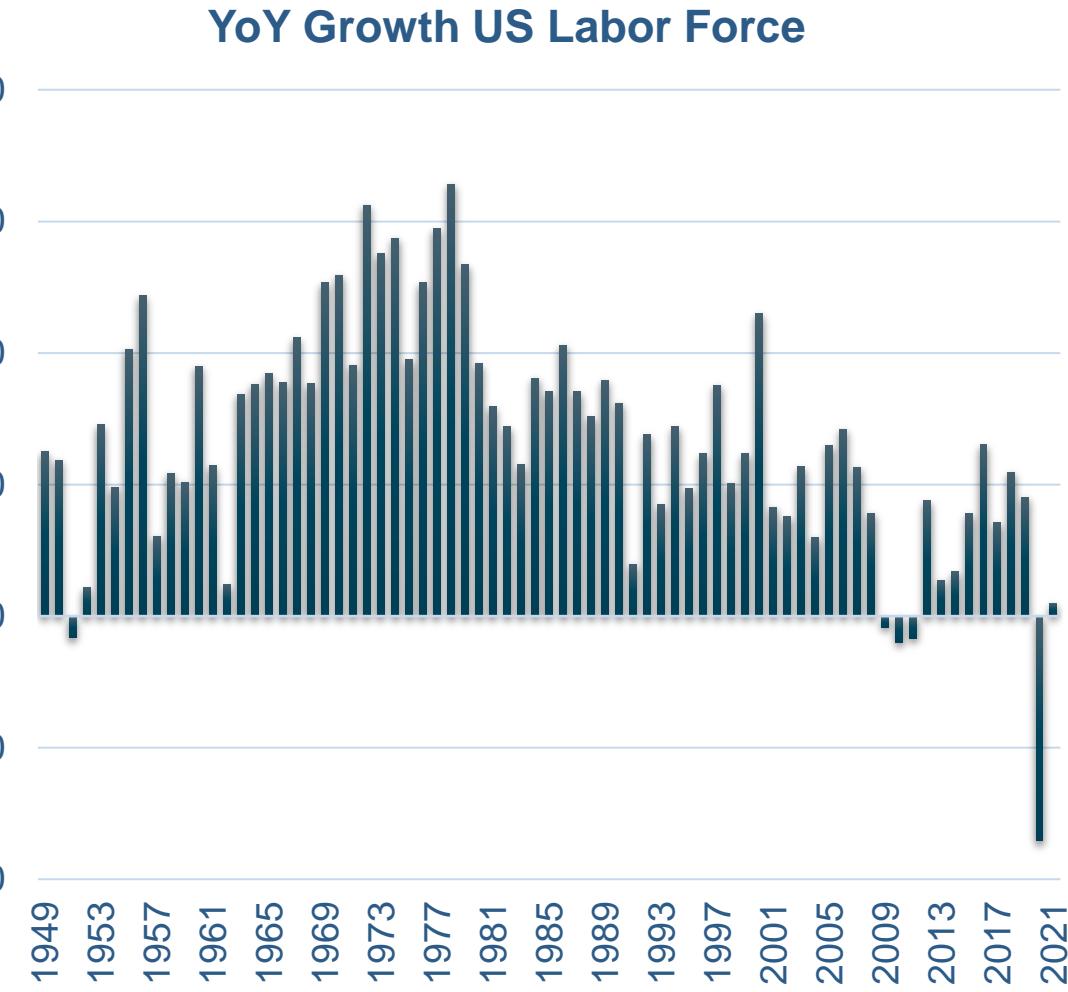
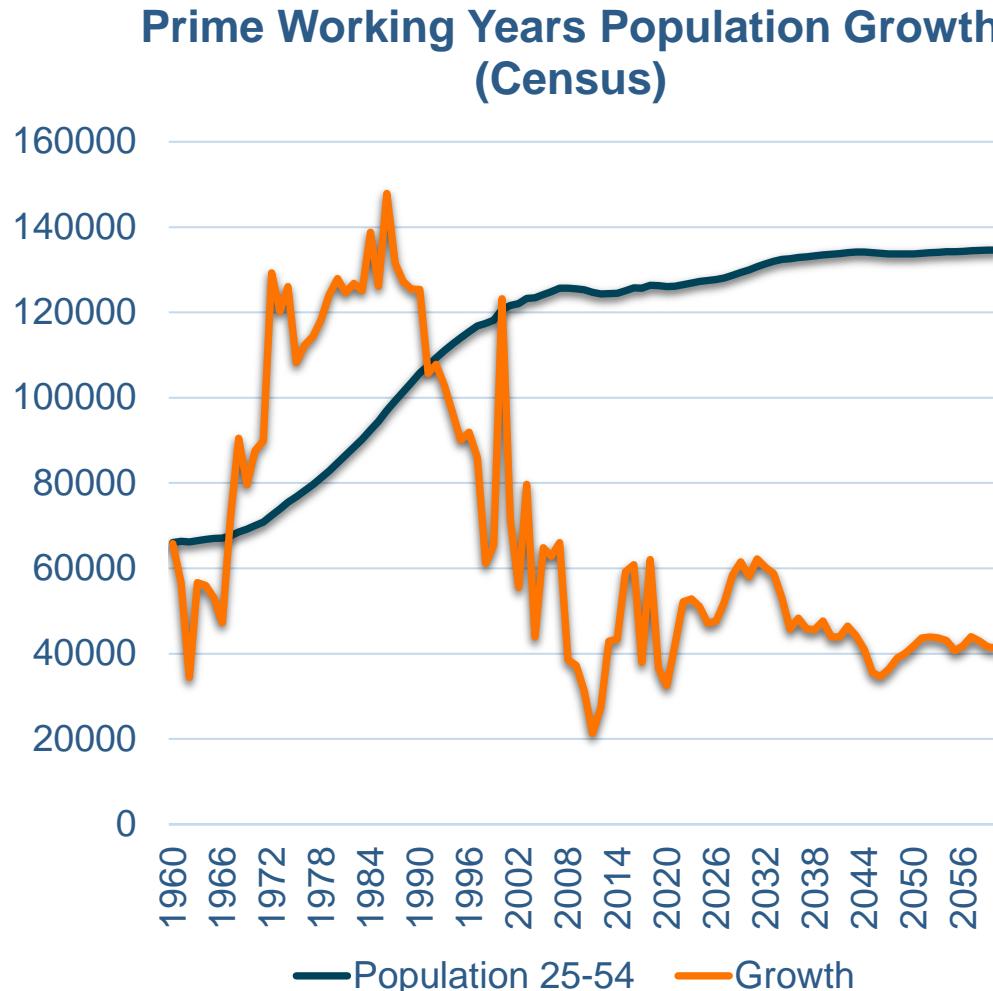


Business's real issue...



Job Openings Rate by Sector	Jul-19	Jul-22
Total private	4.2	7.7
Health care	2.8	9.3
Leisure hospitality	6.7	9.3
Professional	5.4	9.0
Logistics	3.9	8.0
Other services	3.7	7.5
Financial activities	2.6	7.0
Information	3.9	7.0
Retail trade	4.9	6.5
Manufacturing	2.5	6.2
Education	2.6	6.0
Mining and logging	3.7	5.7
Government	1.5	5.2
Wholesale trade	2.8	4.9
Local education	1.6	4.7
Construction	5.1	4.7

The Era of Labor Shortages is Here



Business Investment



Real Business Investment	2019	2022	
	Q3	Q3	
Private fixed investment	3437.0	3550.5	3.3%
Software	471.3	653.5	38.7%
Information processing eq	486.6	582.3	19.7%
Research and development	459.5	540.3	17.6%
Entertainment, literary	85.0	94.8	11.5%
Industrial equipment	248.7	258.9	4.1%
Manufacturing	63.3	59.8	-5.5%
Transportation equipment	270.8	249.1	-8.0%
Commercial and health care	172.0	136.5	-20.6%
Mining exploration	132.0	100.2	-24.1%
Power and communication	123.2	79.9	-35.1%

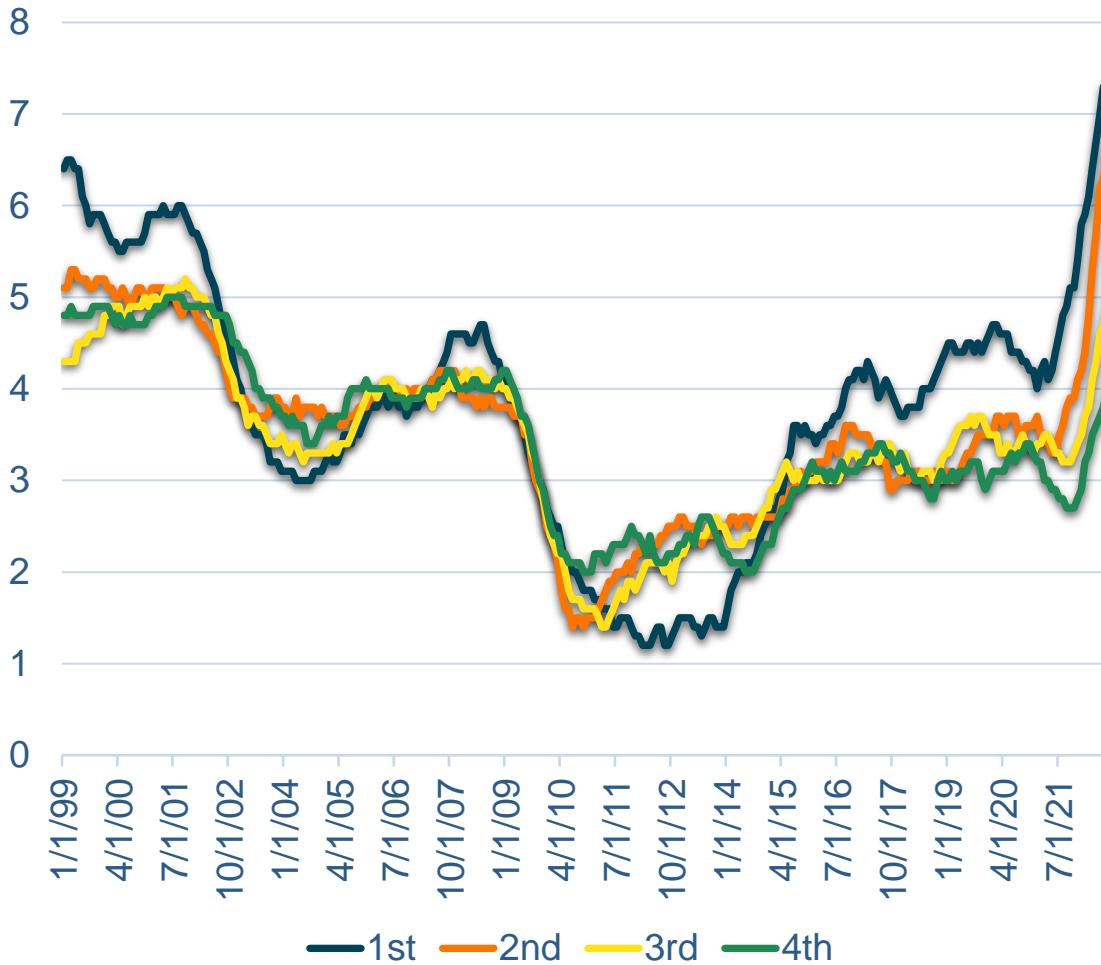
New Orders Non-Defense Capital Goods



A 2-edged sword...



Growth in Worker Earnings by Quartile



Average Weekly Earnings

Location	Aug-19	Aug-22	% Change
Fresno	796	987	24.0%
Las Vegas	818	978	19.6%
San Diego	1034	1234	19.3%
Sacramento	960	1134	18.1%
Orange County	1110	1294	16.6%
Inland Empire	854	992	16.2%
Los Angeles	1101	1277	16.0%
Portland	1050	1213	15.5%
Phoenix	989	1126	13.9%
San Francisco	1543	1756	13.8%
Santa Barbara	931	1002	7.6%
Bakersfield	1006	1074	6.7%
San Jose	1631	1717	5.2%
East Bay	1227	1275	3.9%
Seattle	1453	1450	-0.2%

Regionally? Who is Ahead? Behind?



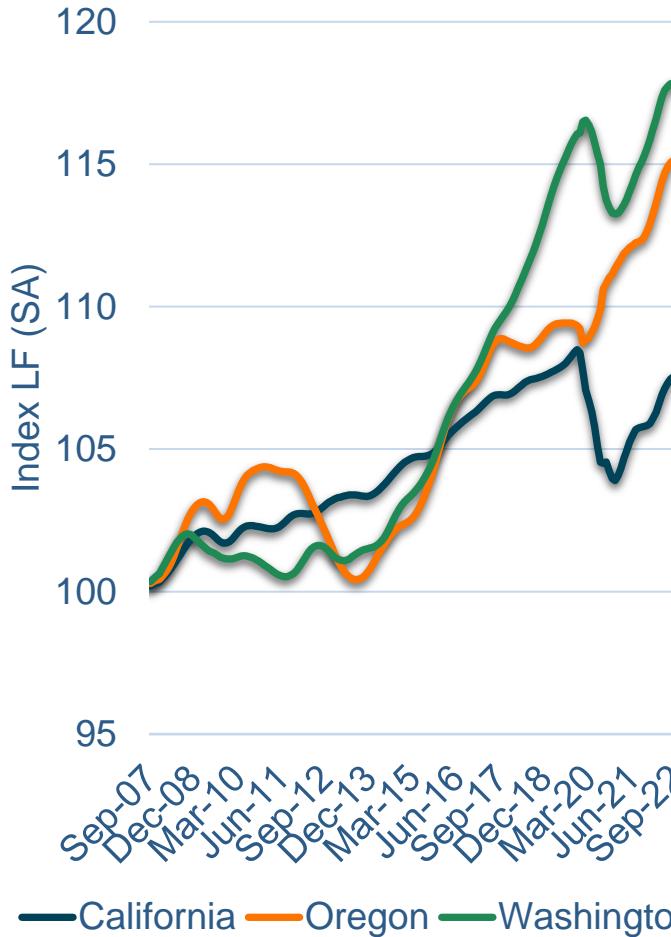
Current State Job Opening Rate, with change 19-22

	Payroll Job Openings 11 to 22			Payroll Job Openings 11 to 22			Payroll Job Openings 11 to 22		
Alaska	10.1	4.1		South Carolina	7.4	2.5	Nebraska	6.6	1.9
Kentucky	7.9	3.4		Iowa	6.9	2.4	Arizona	7.1	1.7
Georgia	7.9	3.1		Oklahoma	7.2	2.4	Wisconsin	6.7	1.7
Tennessee	7.6	2.9		Maine	7.0	2.4	Pennsylvania	5.9	1.6
Illinois	6.9	2.9		Hawaii	7.1	2.4	Florida	6.2	1.6
Massachusetts	7.2	2.8		Alabama	6.8	2.3	Utah	6.4	1.5
Delaware	7.3	2.8		Vermont	7.4	2.3	Indiana	6.5	1.5
Mississippi	7.3	2.7		Michigan	6.9	2.3	Arkansas	6.7	1.5
Montana	8.3	2.7		California	6.5	2.2	North Dakota	7.0	1.5
Louisiana	7.5	2.7		New Hampshire	6.7	2.2	New Jersey	5.7	1.4
Wyoming	8.4	2.7		Rhode Island	6.9	2.2	Kansas	6.4	1.4
Connecticut	6.5	2.7		South Dakota	7.1	2.1	New Mexico	7.4	1.3
Virginia	7.9	2.7		Maryland	7.0	2.1	Missouri	6.4	1.3
Minnesota	7.1	2.6		Colorado	7.4	2.1	Oregon	6.5	1.3
Texas	7.2	2.6		Ohio	6.8	2.1	New York	5.4	1.2
Nevada	6.8	2.6		Idaho	7.2	2.0	Washington	6.1	1.2
West Virginia	8.3	2.6		District of Columbia	5.9	1.9	North Carolina	7.0	1.1

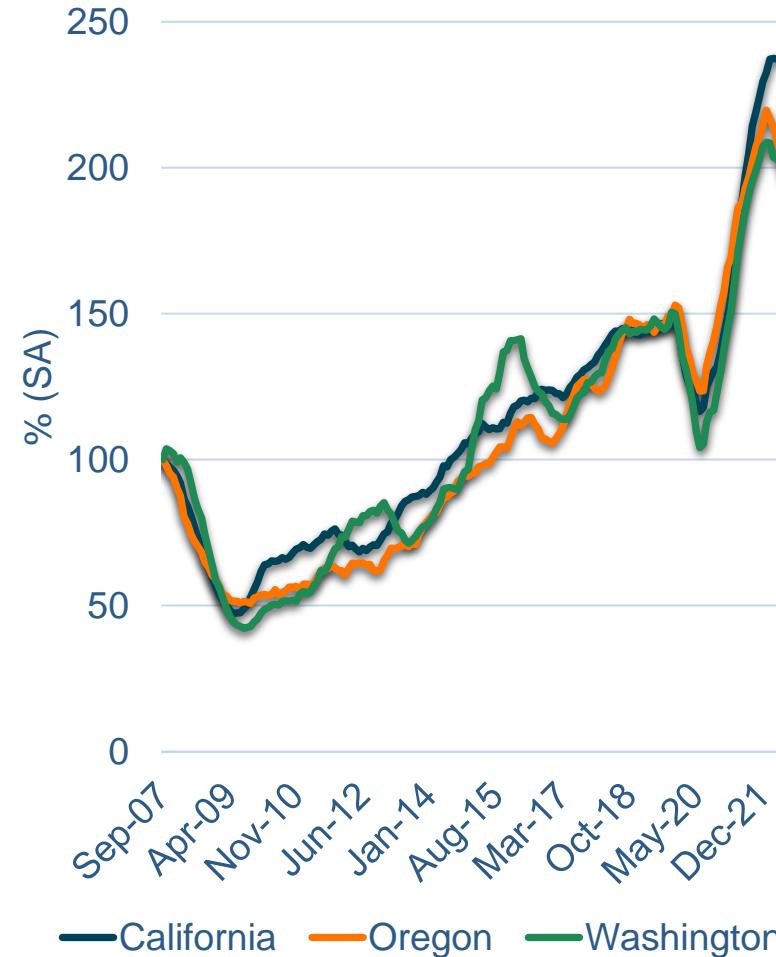
Regional Outcomes



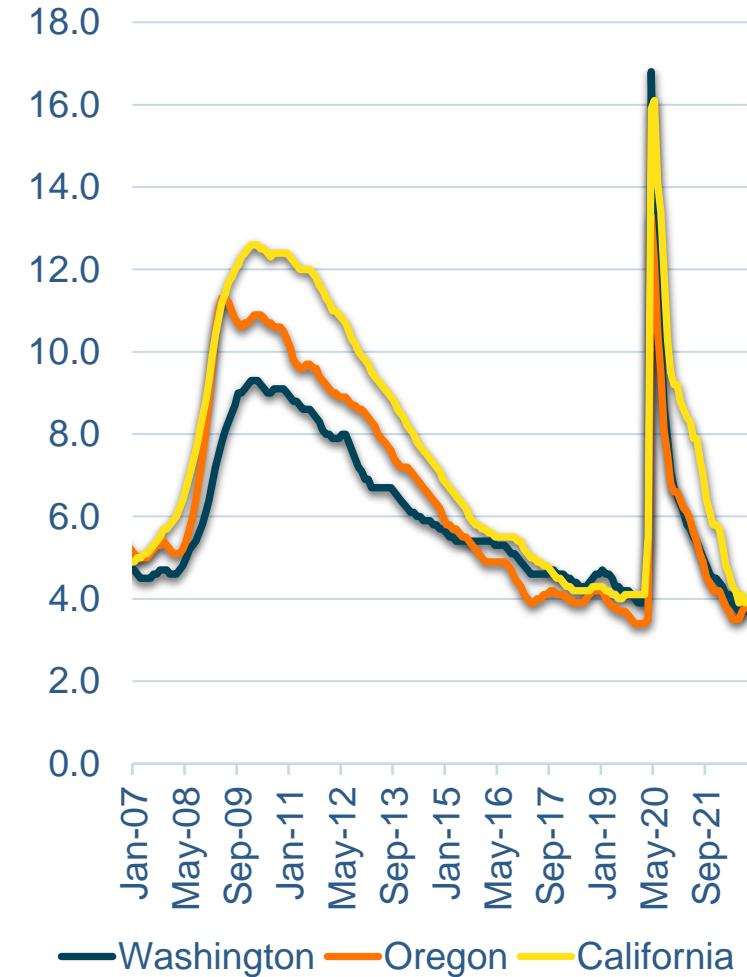
Indexed Labor Force



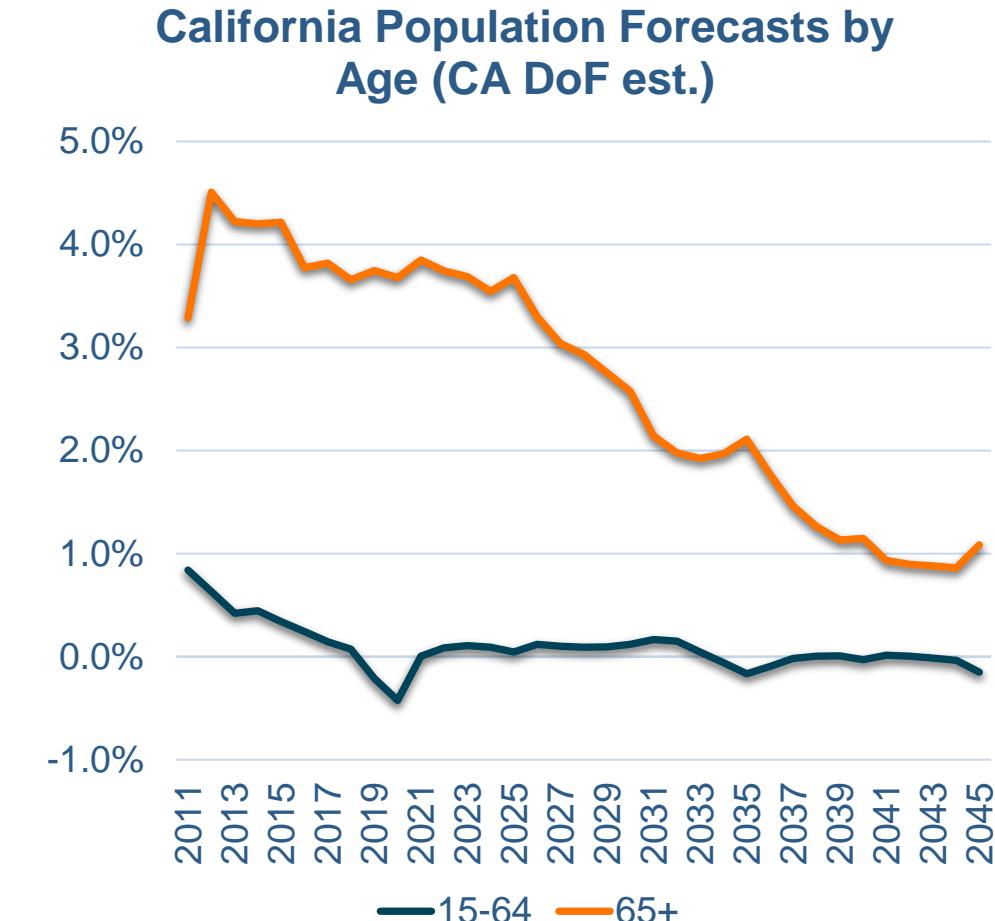
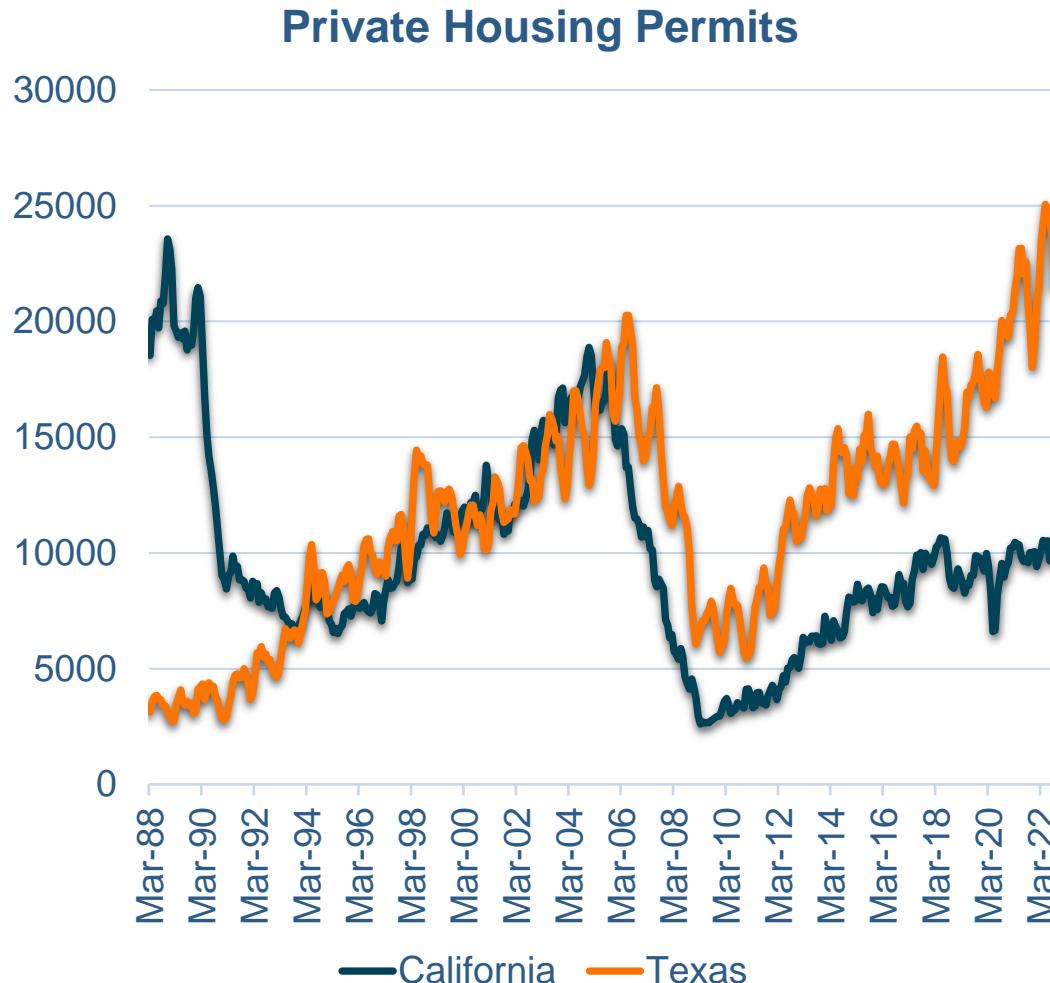
Indexed Job Openings



Unemployment Rate



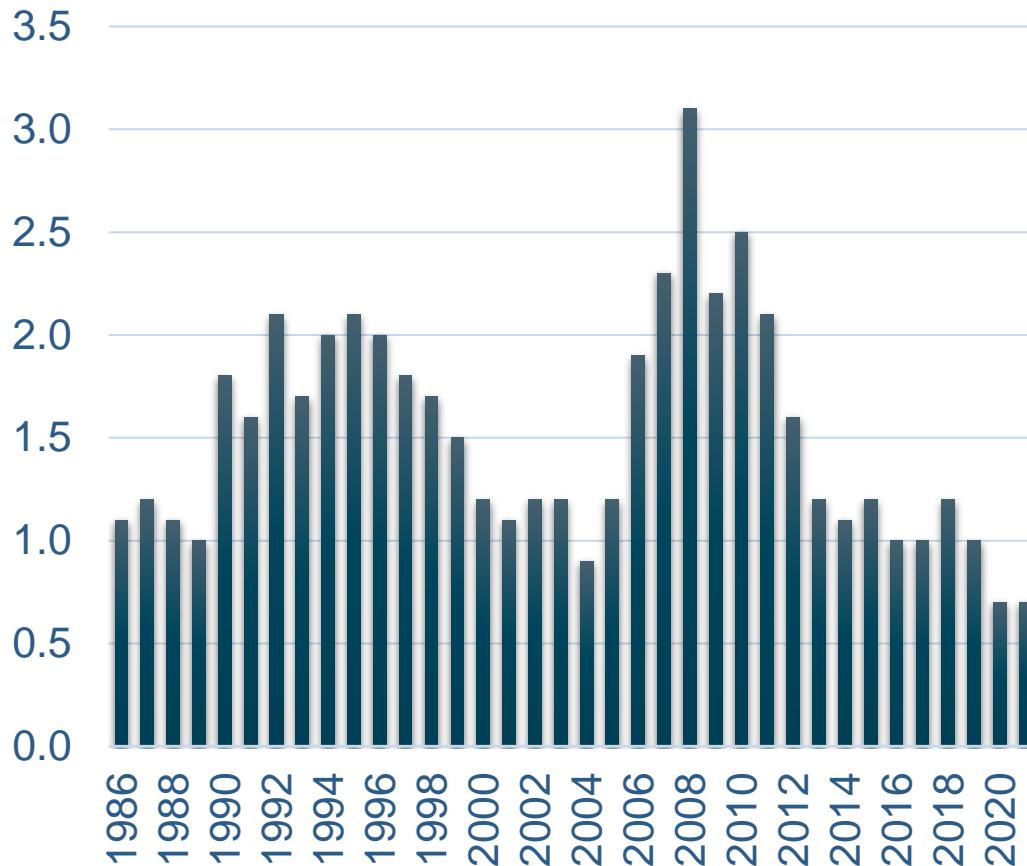
The Real California Story



Vacancies and Housing Costs



California Housing Vacancy



Share Households > 35%
Housing Cost to Income

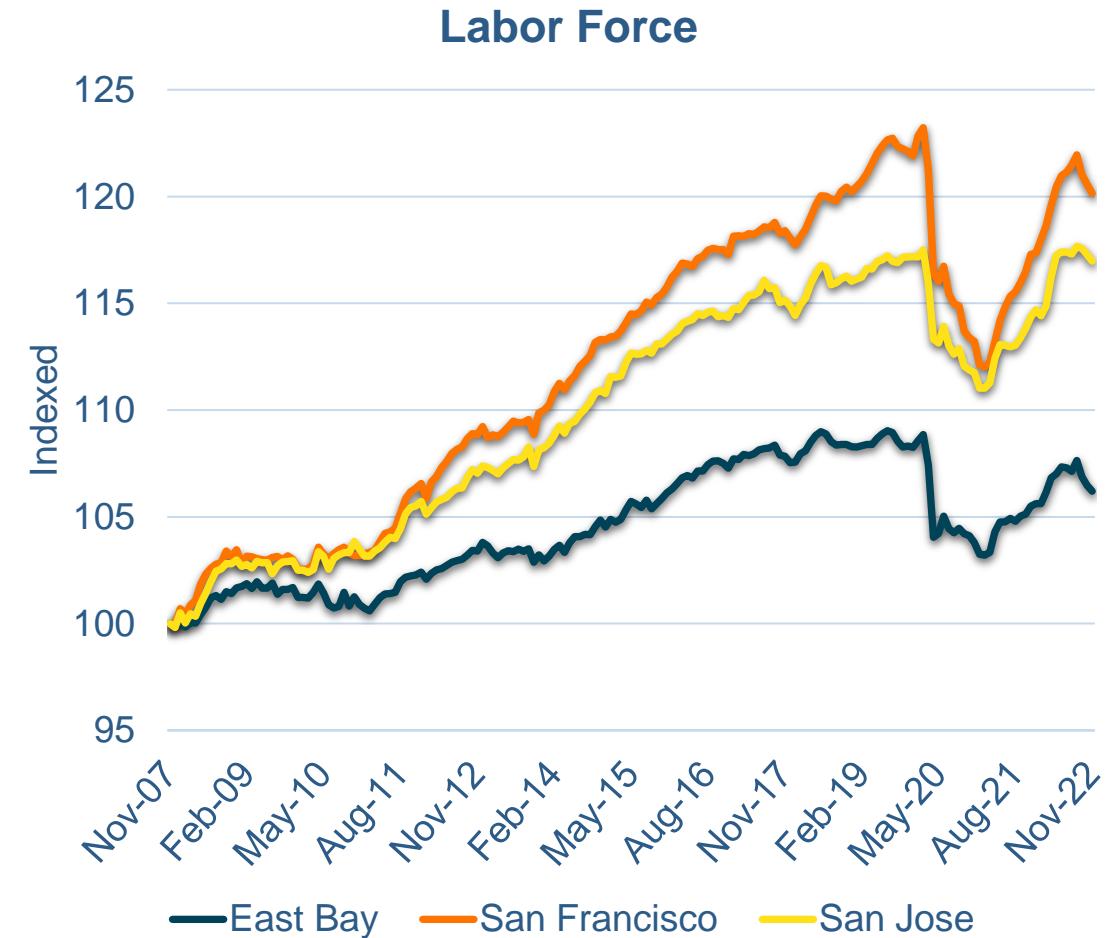
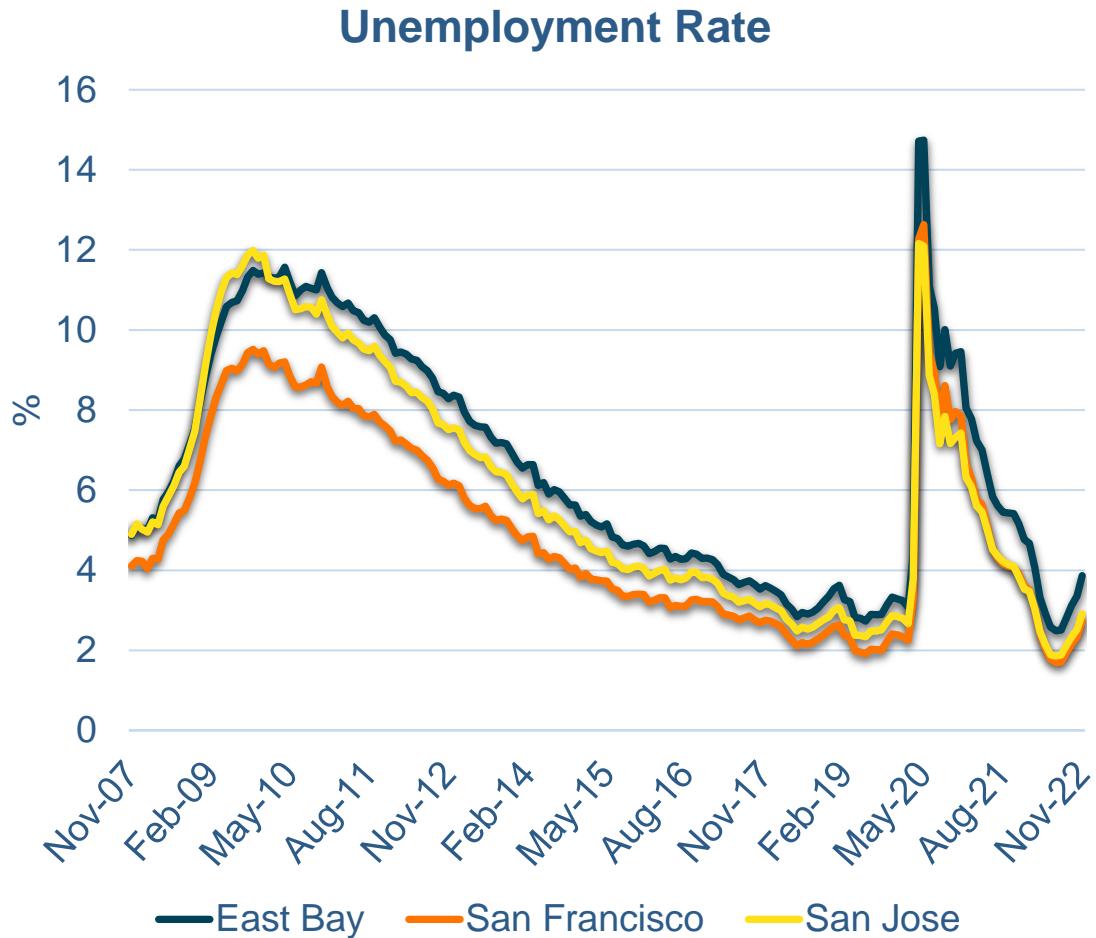
	2018	2021	2018	2021
California	29.4%	29.6%	45.4%	46.4%
Los Angeles	34.3%	35.2%	47.8%	49.6%
Riverside	31.9%	31.1%	51.6%	48.8%
San Bernardino	27.7%	28.6%	48.2%	46.8%
Sacramento	24.4%	24.2%	45.8%	46.0%
Fresno	24.5%	25.5%	46.9%	44.9%
Santa Clara	25.5%	25.3%	36.4%	34.7%

The State Employment Situation

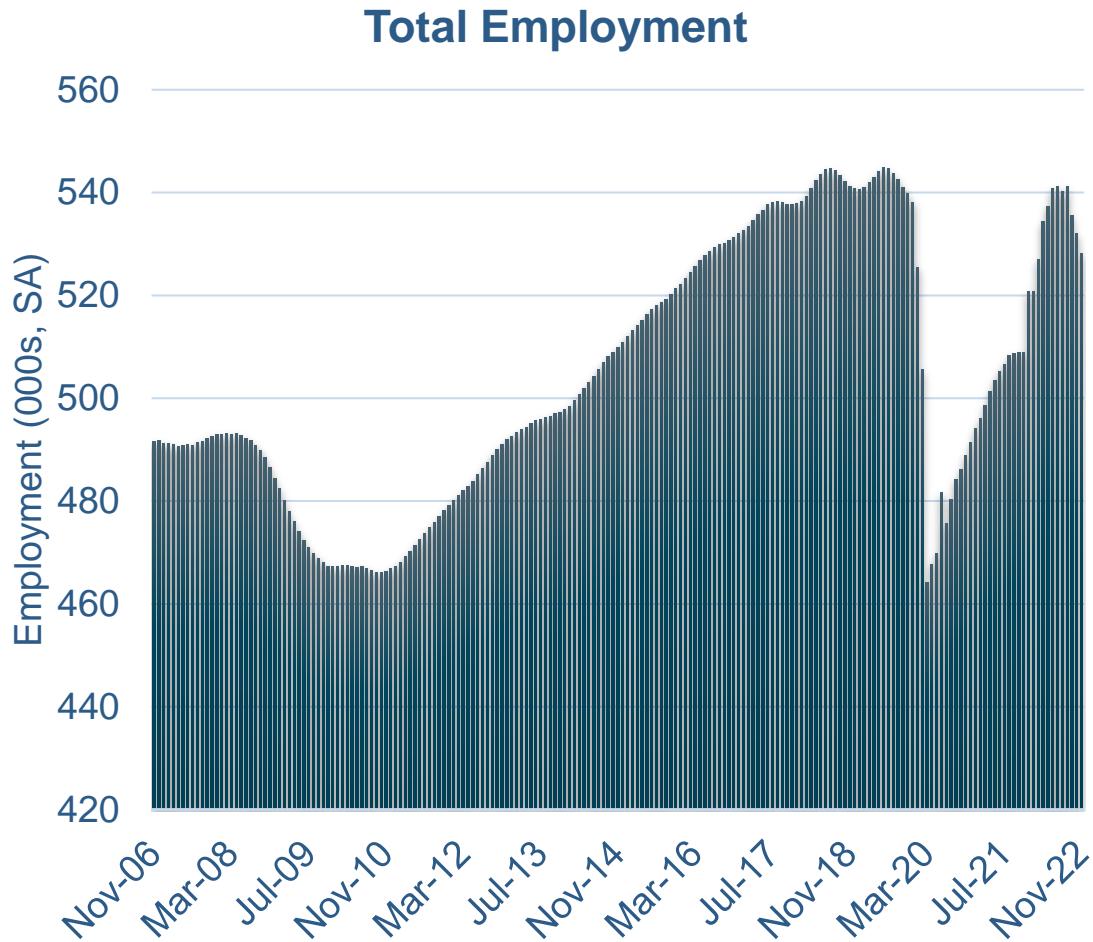


	Unemployment		Payrolls		Labor Force	
	Jul-19	Jul-22	Jul-22	Ch 19-22	Jul-22	Ch 19-22
Unemployment Rate						
California	4.0	3.9	17,618	1.1%	19,327	-0.4%
Inland Empire	3.9	3.3	1,667	7.2%	2,184	5.0%
Stockton	5.7	4.5	263	6.6%	335	2.5%
Sacramento	3.5	2.8	1,055	3.0%	1,122	1.5%
Fresno	7.1	5.3	377	4.3%	456	1.5%
Bakersfield	7.9	5.9	279	2.9%	386	0.8%
San Jose	2.5	1.8	1,168	1.9%	1,086	0.0%
San Diego	3.1	2.6	1,519	1.0%	1,585	-0.3%
Santa Barbara	3.4	2.6	195	1.1%	221	-0.8%
Modesto	6.0	4.5	184	1.5%	241	-0.9%
San Francisco (MD)	2.0	1.7	1,178	-0.8%	1,034	-1.0%
Orange County (MD)	2.6	2.2	1,676	-0.1%	1,605	-1.2%
Oakland (MD)	2.9	2.4	1,181	-0.6%	1,385	-1.7%
Ventura	3.4	2.7	308	-1.3%	411	-3.0%
Los Angeles (MD)	4.4	4.9	4,532	-0.6%	5,022	-3.1%
Santa Rosa	2.6	2.2	204	-2.6%	250	-3.4%

Labor Markets



Employment – East Bay

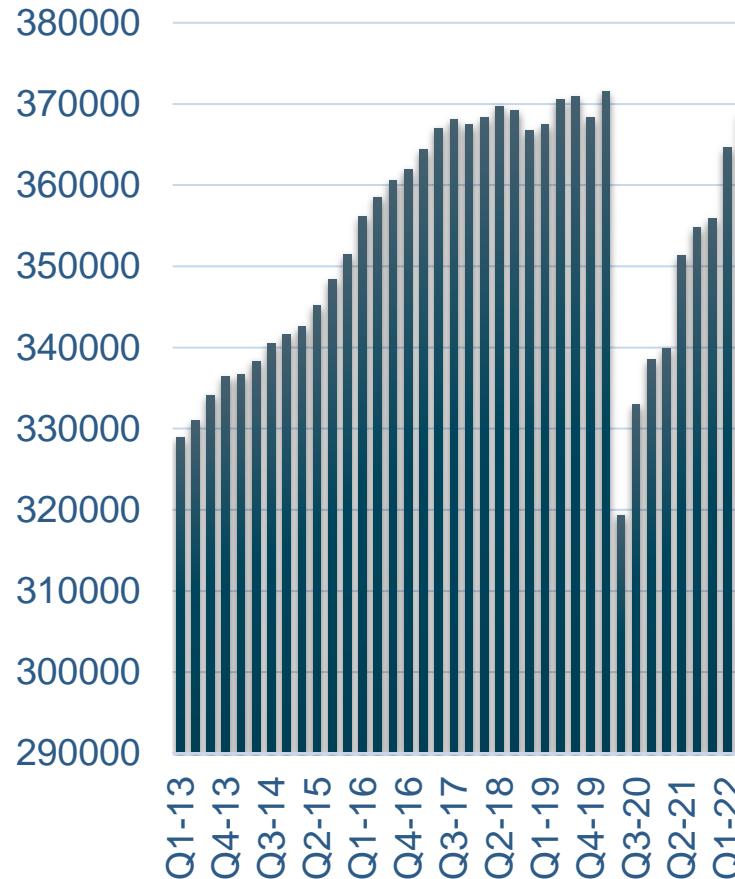


Industry	Q4-22 Emp (000s)	3-Yr Chg (000s)	3-Yr % Growth
Total Nonfarm	1185.3	-10.6	-0.9
Manufacturing	115.3	13.7	13.5
Education/Health	208.9	8.4	4.2
Trade, Transport, Util.	203.2	2.8	1.4
Prof Sci and Tech	104.9	2.4	2.4
Retail Trade	109.3	-1.9	-1.7
Information	25.1	-2.2	-8.1
Construction	73.8	-2.6	-3.4
Wholesale Trade	42.2	-2.7	-6.1
Admin Support	65.3	-3.6	-5.2
Financial Activities	51.4	-4.3	-7.7
Government	164.2	-10.9	-6.2
Leisure and Hospitality	107.8	-12.9	-10.7

Contra Costa Employment



Payroll Employment



Household Employment



Unemployment Rate

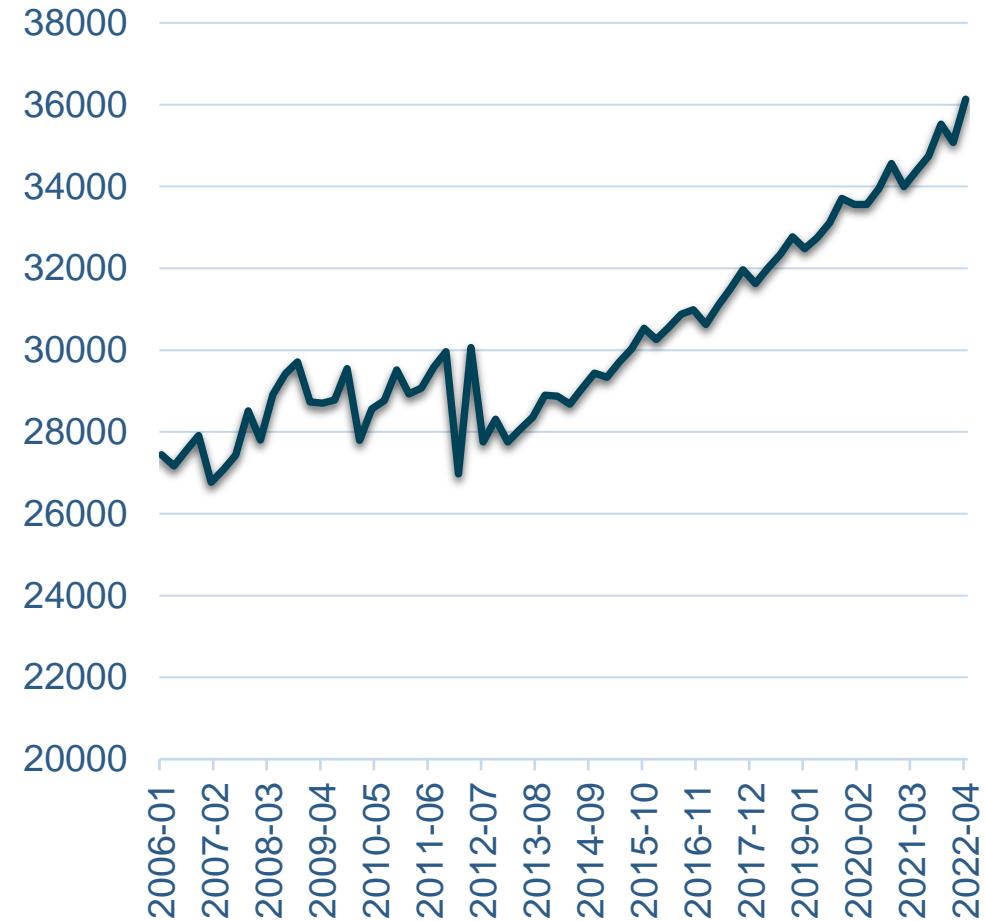


CCC Employment

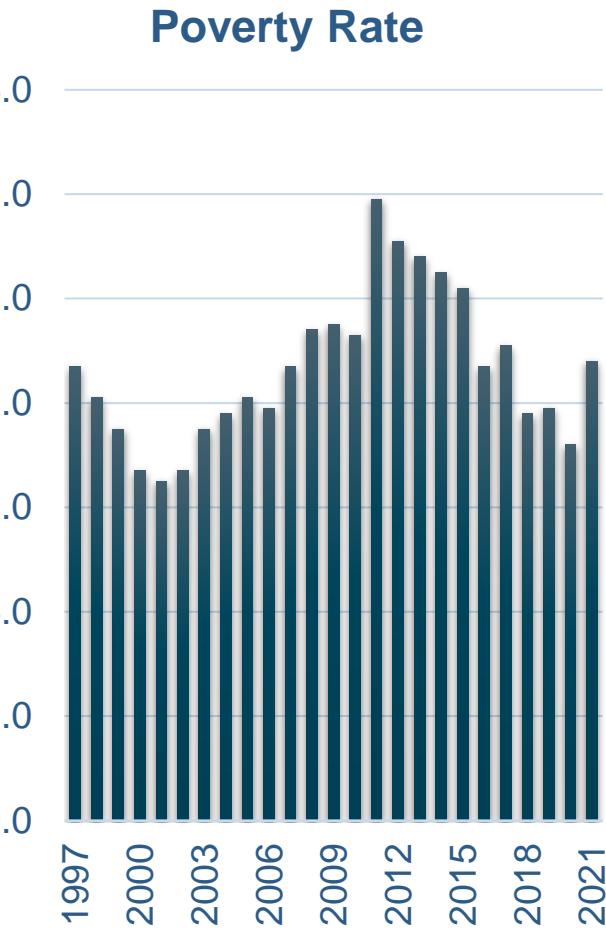
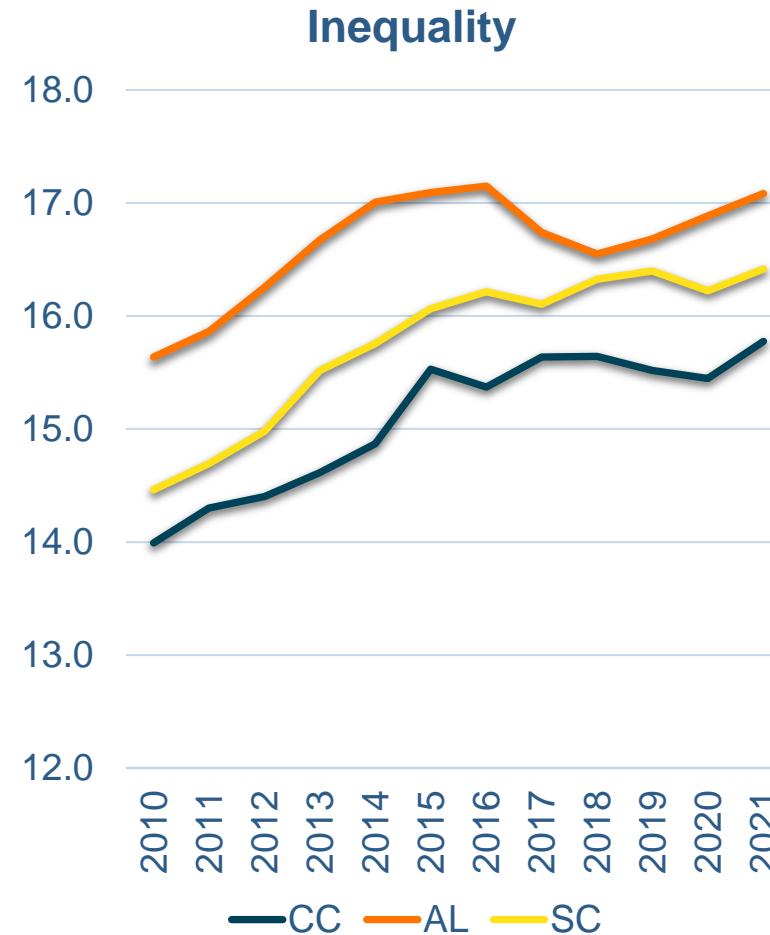
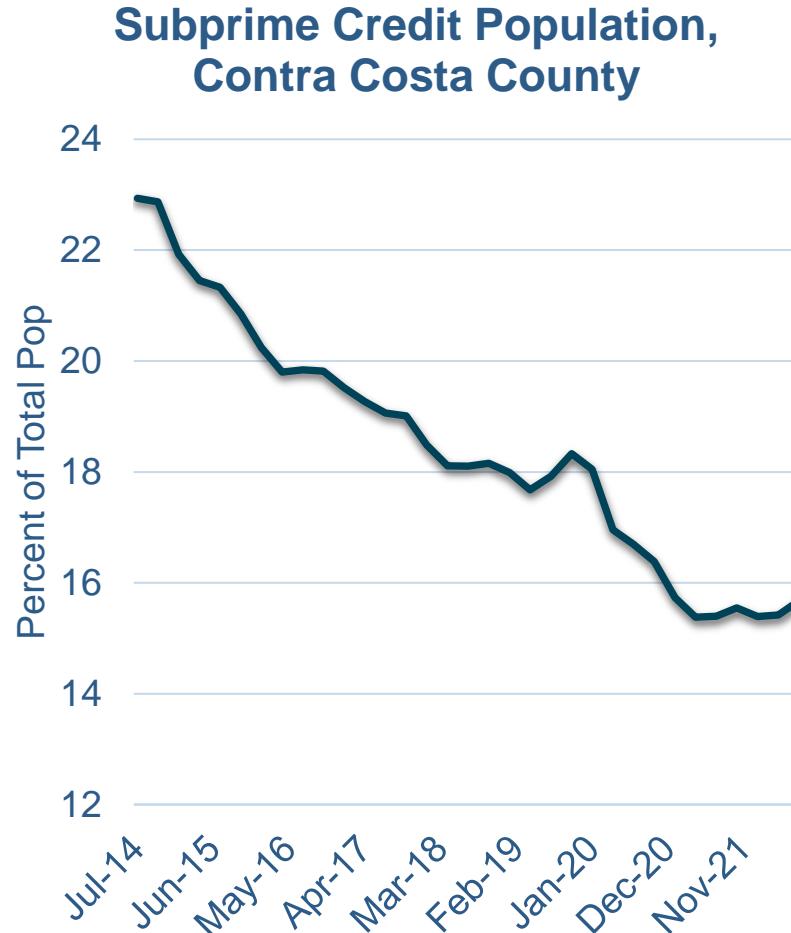


	2019 Dec	2021 Dec	Ch
Total, All Industries	380,000	368,400	-11,600
Health Care & Social Assistance	65,200	68,500	3,300
Transportation, Warehousing & Utilities	12,600	14,300	1,700
Professional, Scientific & Technical Services	25,300	26,000	700
Administrative & Support & Waste Services	24,300	24,600	300
Retail Trade	43,300	43,300	0
Educational Services	7,800	7,100	-700
Arts, Entertainment & Recreation	6,500	5,800	-700
Wholesale Trade	8,900	8,100	-800
Information	7,000	5,800	-1,200
Management of Companies & Enterprises	8,600	7,300	-1,300
Other Services	13,600	12,300	-1,300
Mining, Logging and Construction	26,200	24,500	-1,700
Manufacturing	15,700	14,000	-1,700
Financial Activities	26,900	24,600	-2,300
Accommodation & Food Services	36,000	33,300	-2,700
Government	51,600	48,300	-3,300

Private Sector Establishments



Income Dynamics

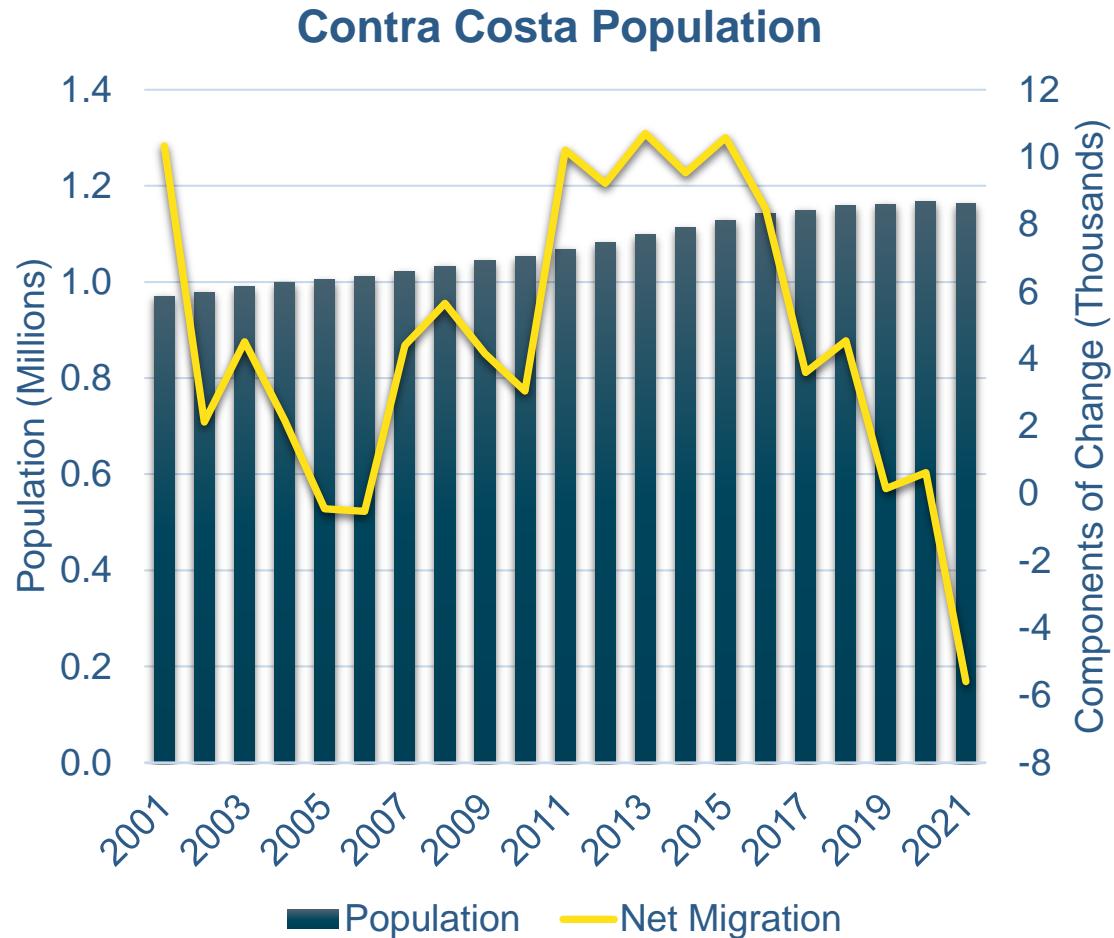


Earnings Growth 17-21 (ACS)



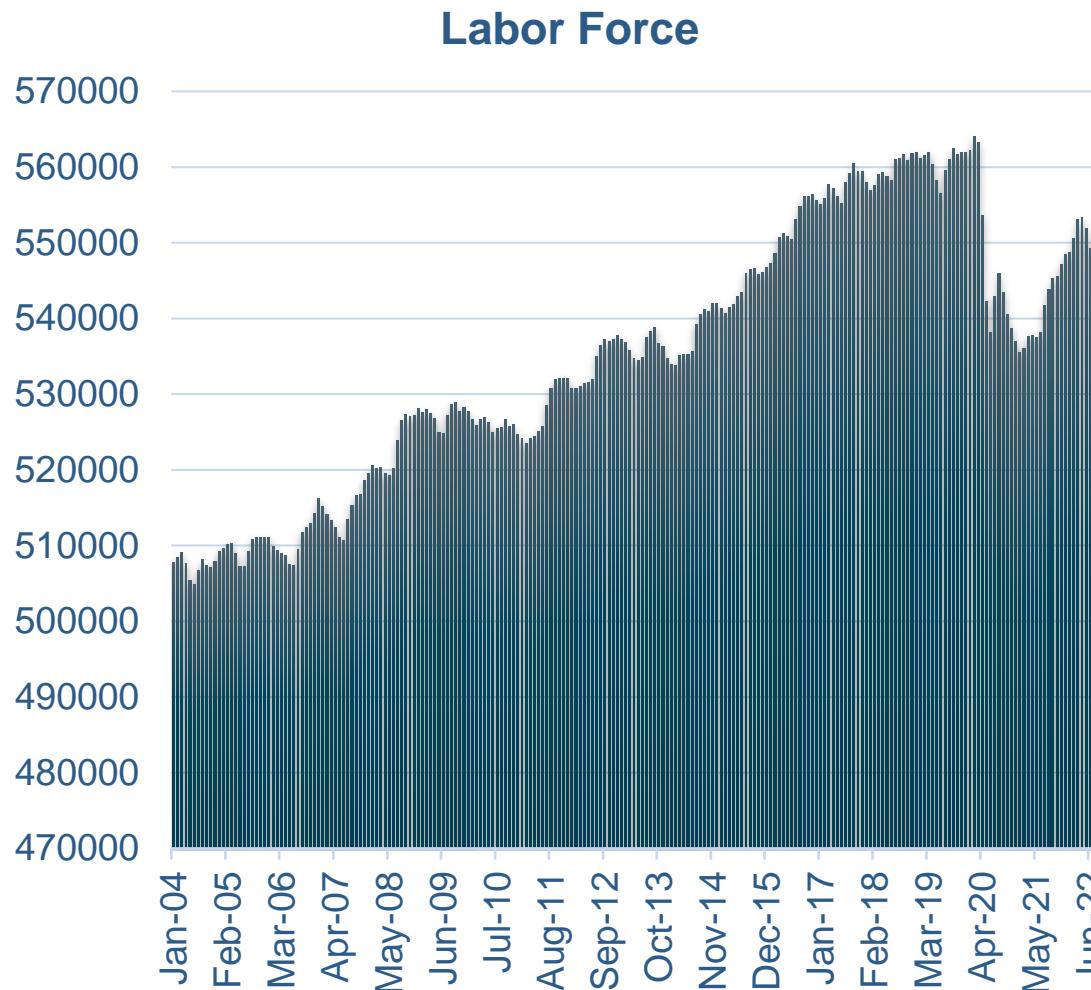
	Contra Costa	Antioch city	Concord city	Pittsburg city	Richmond city	
Median earnings (dollars) for full-time, year-round workers with earnings	78453	17.6%	64250	40.0%	70820	14.6%
Mean earnings (dollars) for full-time, year-round workers with earnings	112783	20.3%	78333	35.5%	89721	22.6%
MEDIAN EARNINGS BY EDUCATIONAL ATTAINMENT						
Less than high school graduate	32357	23.2%	35298	41.2%	30781	13.5%
High school graduate (includes equivalency)	44787	27.1%	40873	30.9%	47740	28.1%
Some college or associate's degree	51527	22.7%	52393	27.7%	54137	35.2%
Bachelor's degree	83427	11.8%	70804	27.0%	75384	13.4%
Graduate or professional degree	103589	8.2%	79861	52.3%	90577	12.2%

Population



Select Cities	2022 Population	1-Yr % Growth
County Total	1,156,555	-0.4
Oakley	44,533	2.1
Brentwood	64,342	0.2
Danville	43,352	0.0
Antioch	115,074	-0.1
El Cerrito	25,650	-0.1
Richmond	114,489	-0.1
Orinda	19,478	-0.1
Incorporated	979,614	-0.4
San Ramon	83,820	-0.5

Contra Costa Labor Force



	2021	Ch 15-21	% Ch 15-21
Population 25 to 64 years	500008	25954	5.5%
Less than high school	43594	1115	2.6%
High school graduate	83726	5003	6.4%
Some college or associate's degree	127953	-19114	-13.0%
Bachelor's degree or higher	244561	38965	19.0%
Age < 30	124197	-1905	-1.5%
Age 30-54	333119	15656	4.9%
Age 55+	151624	21972	16.9%

Labor Shortage Solutions

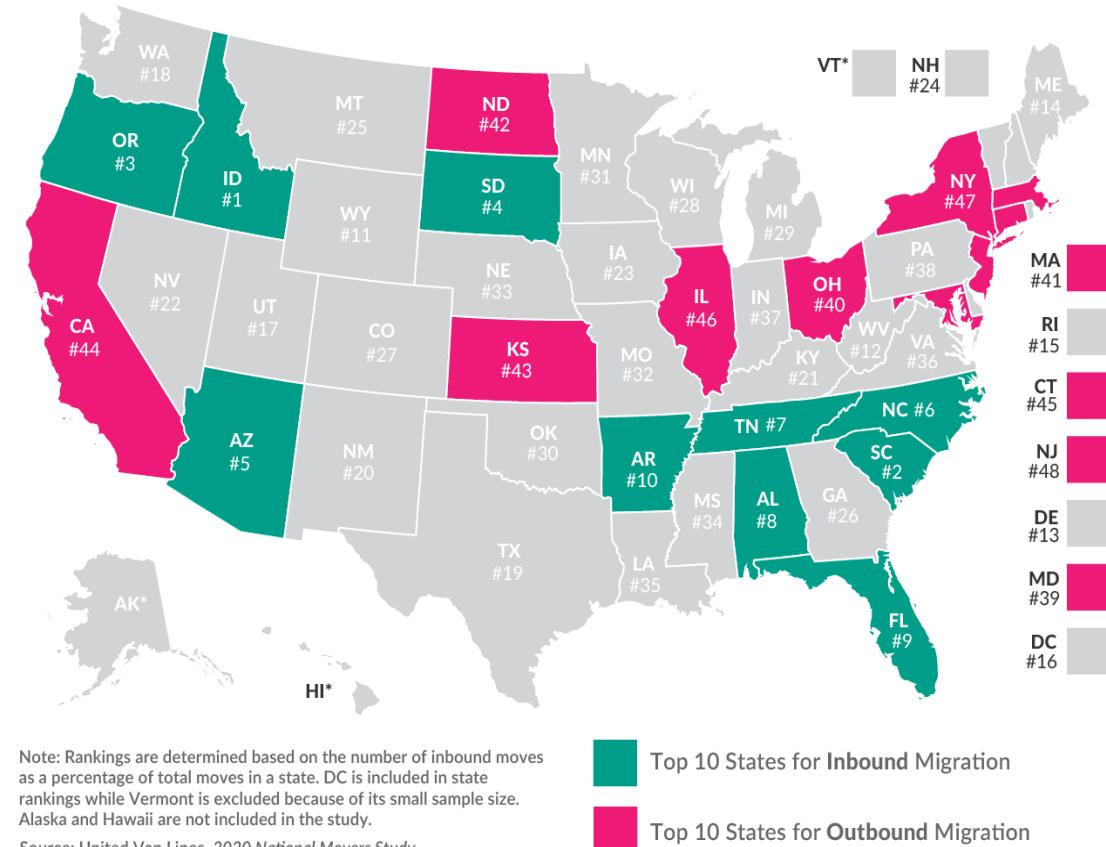


Solutions

- Extensive: Increasing labor force through immigration (SR) or birthrates (LR)
- Intensive: Raising participation rates among the existing population
- Productivity enhancements: capital investments / skill training

Where Did Americans Move in 2020?

State Migration Patterns, from Most Inbound to Most Outbound, 2020



How About Residential Markets?



**Existing Homes Sales
(000's. SAAR)**



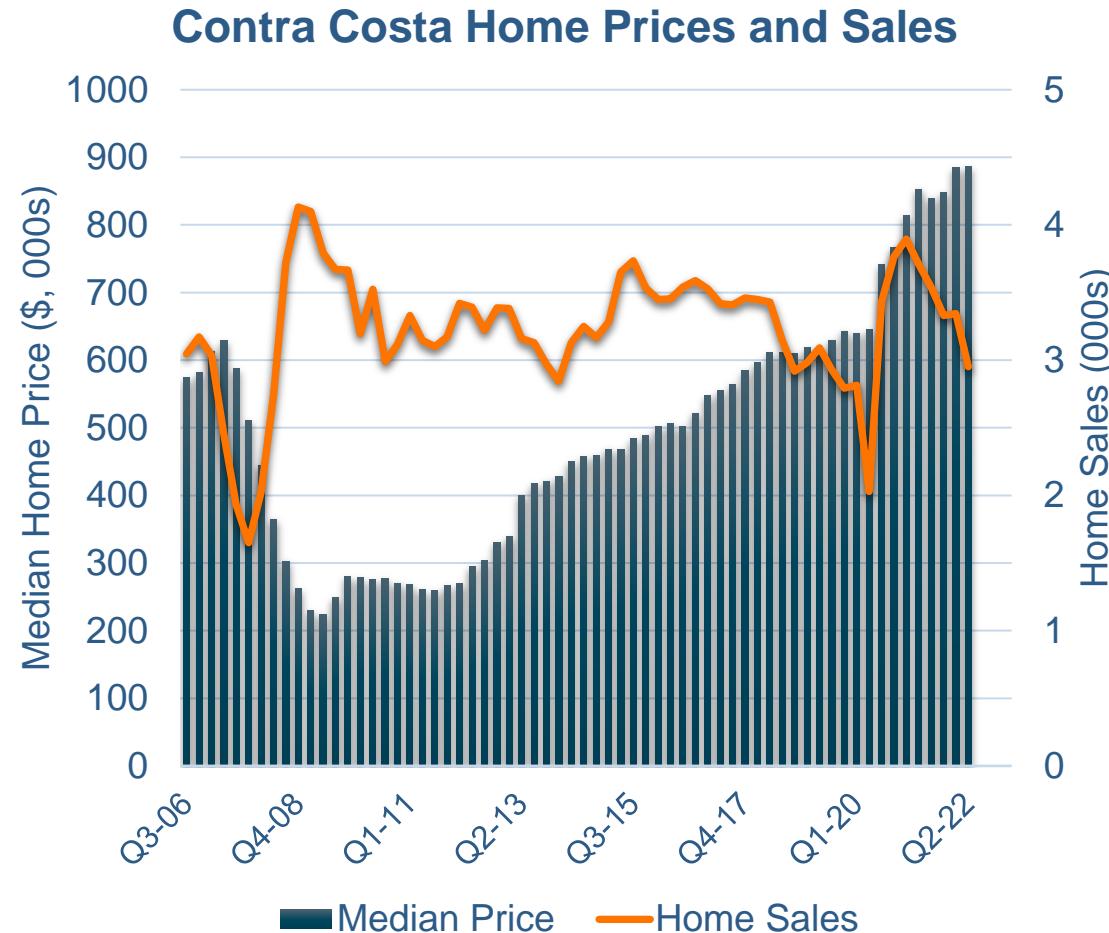
**Months Supply New
Homes For sale**



Single Family Housing Starts



Housing Market



County	Median Prices		Home Sales	
	Q2-22 (\$)	1-Yr % Gr	Q2-22	1-Yr % Gr
Alameda	1,309,808	17.1	2,956	-23
Ventura	885,635	12.5	1,748	-22.5
Monterey	832,955	6.2	682	-21.0
San Francisco	1,776,255	5.7	776	-12.6
Contra Costa	885,830	3.4	2,952	-22.2

Sticker Shock



New Home Cost (Annual payment
100% LTV)



Case Shiller HPA
July 20 – July 22

Tampa	64.0%	Los Angeles	37.9%
Phoenix	62.0%	San Francisco	35.1%
Miami	61.4%	New York	34.9%
Dallas	54.2%	Boston	34.6%
Charlotte	49.5%	Portland	33.6%
Las Vegas	49.2%	Cleveland	30.9%
San Diego	49.1%	Detroit	29.4%
Atlanta	45.8%	Chicago	27.4%
Seattle	43.9%	DC	26.0%
Denver	40.3%	Minneapolis	24.6%

Market Collapse? Not a chance...



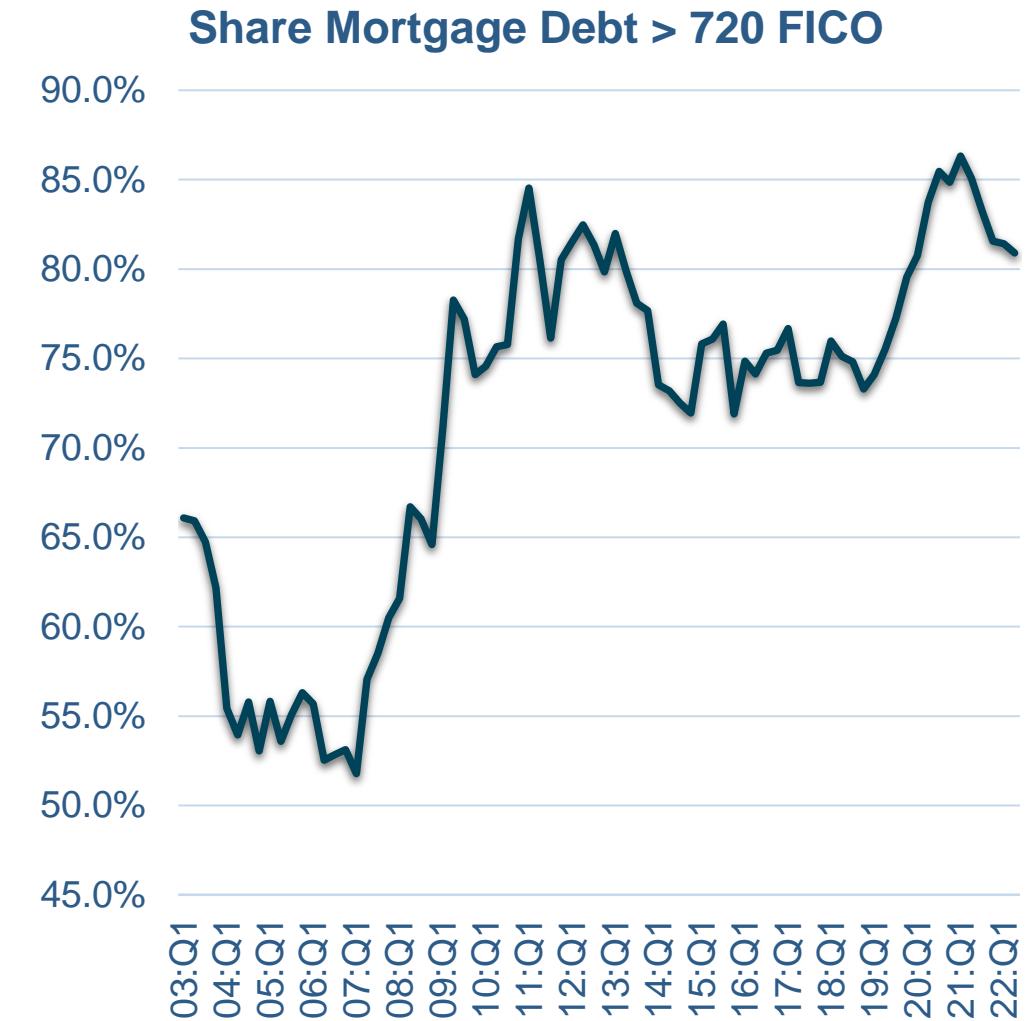
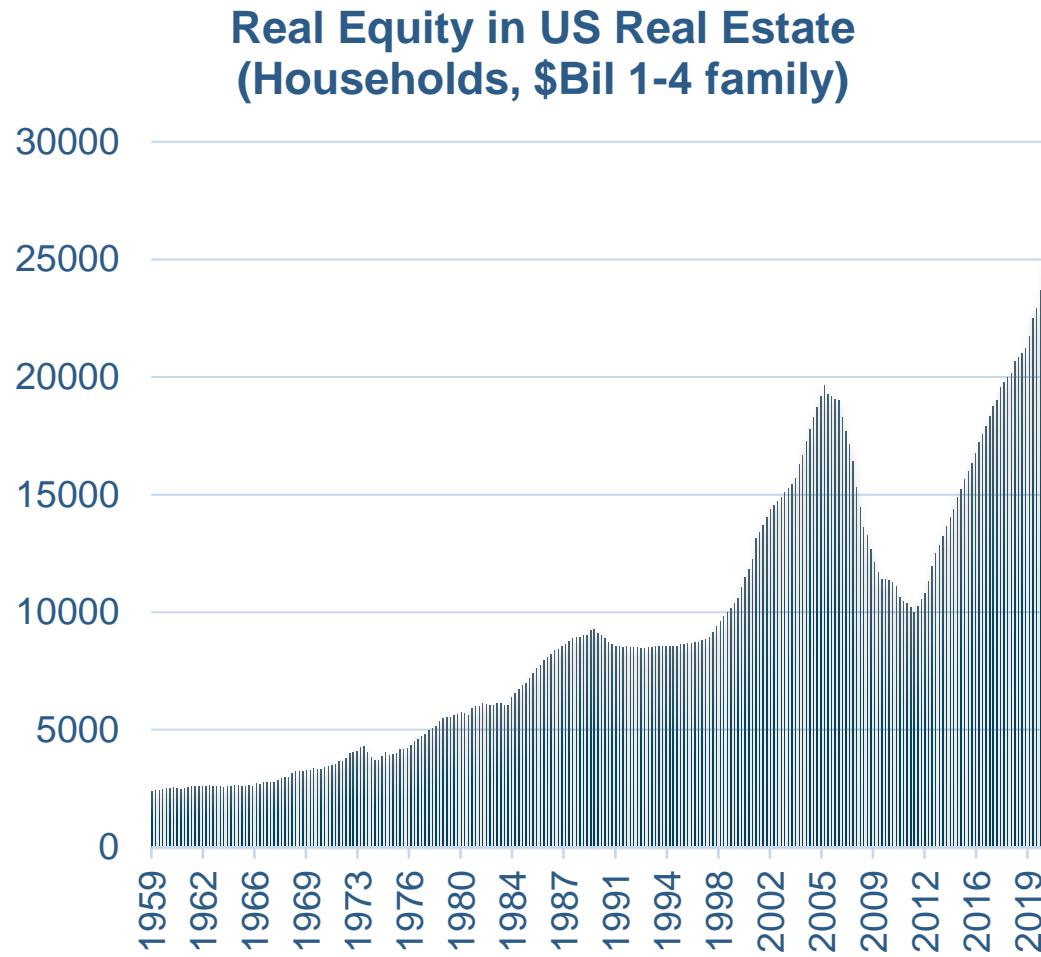
Months Supply of Existing Homes



Overall Housing Vacancy

	Northeast	Midwest	South	West
Vacant Year				
Round 2022	7.6%	7.4%	9.6%	6.6%
For Sale / Rent	2.0%	2.4%	2.7%	2.0%
Vacant Year				
Round 2012	8.9%	9.9%	12.6%	9.0%
For Sale / Rent	3.3%	4.0%	4.7%	3.5%
Vacant Year				
Round 2008	8.6%	9.8%	12.3%	8.4%
For Sale / Rent	3.6%	4.9%	5.3%	3.6%

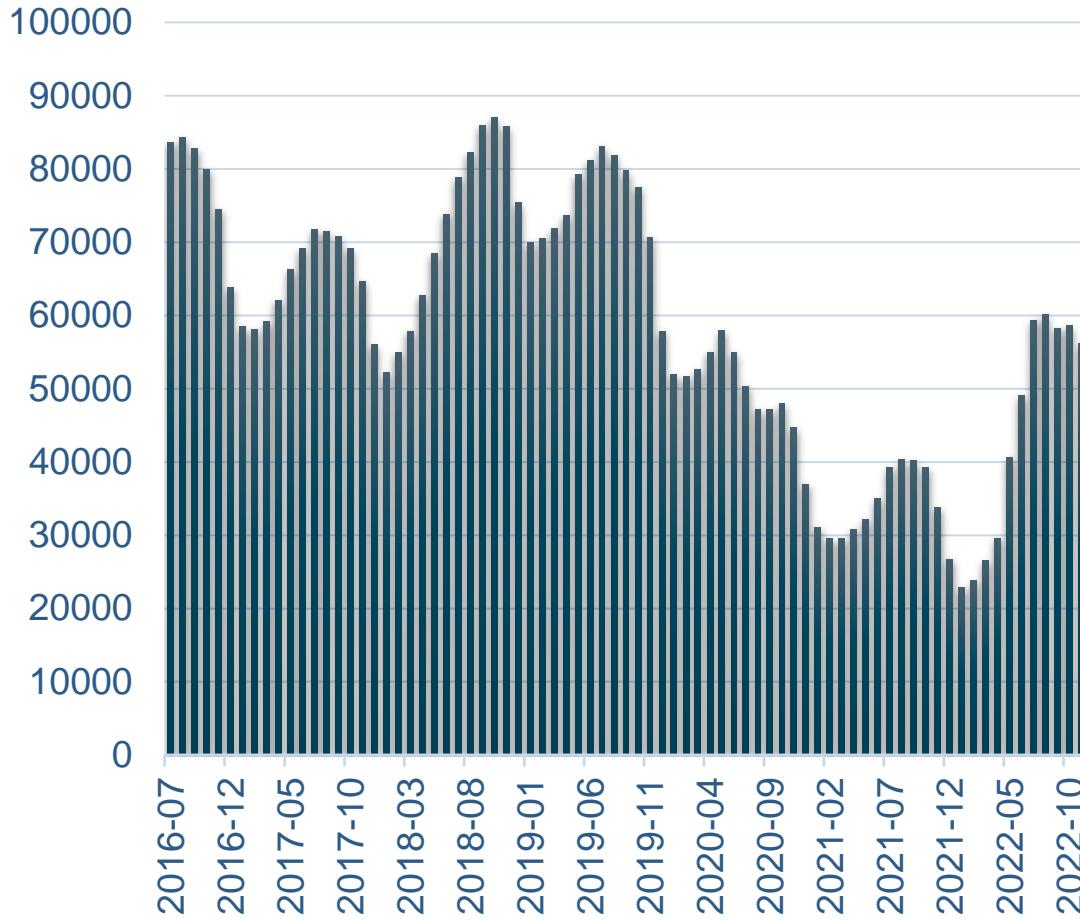
Market Collapse? Not a chance...



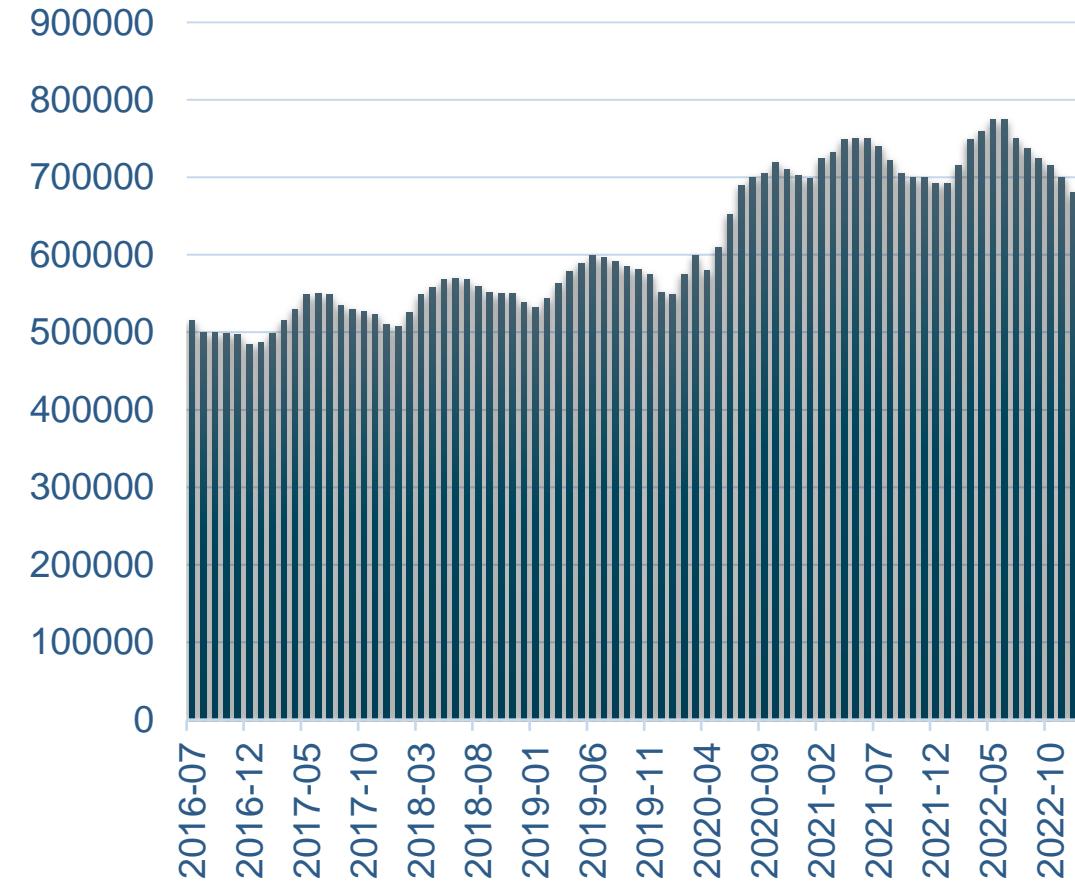
Recent Numbers



Active Listings California



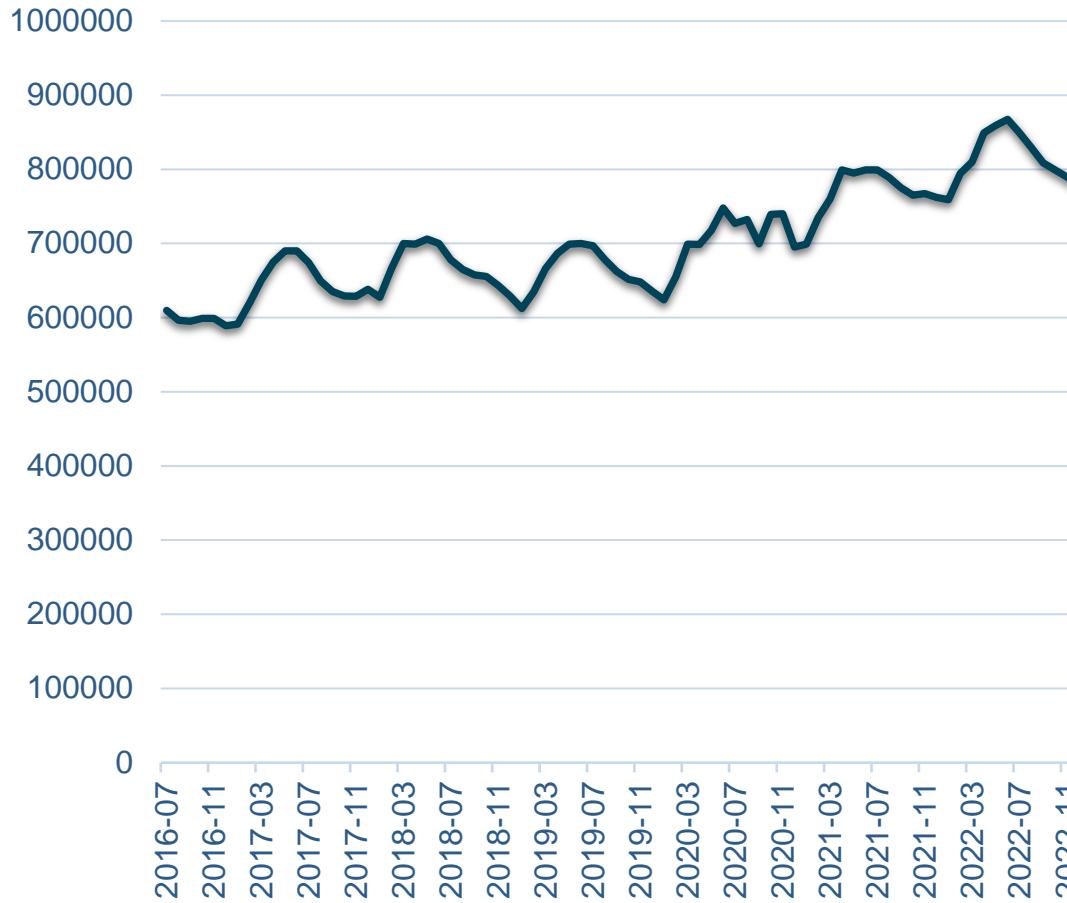
Listing Price: California



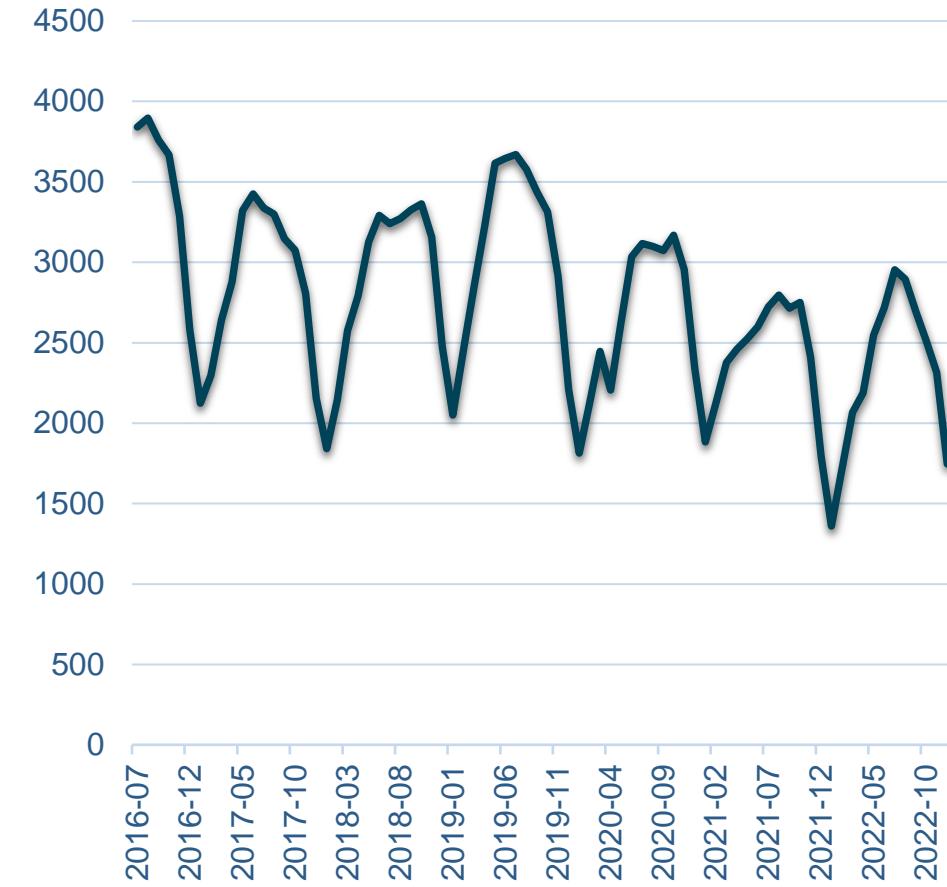
The Local Situation: CC County



Asking Price



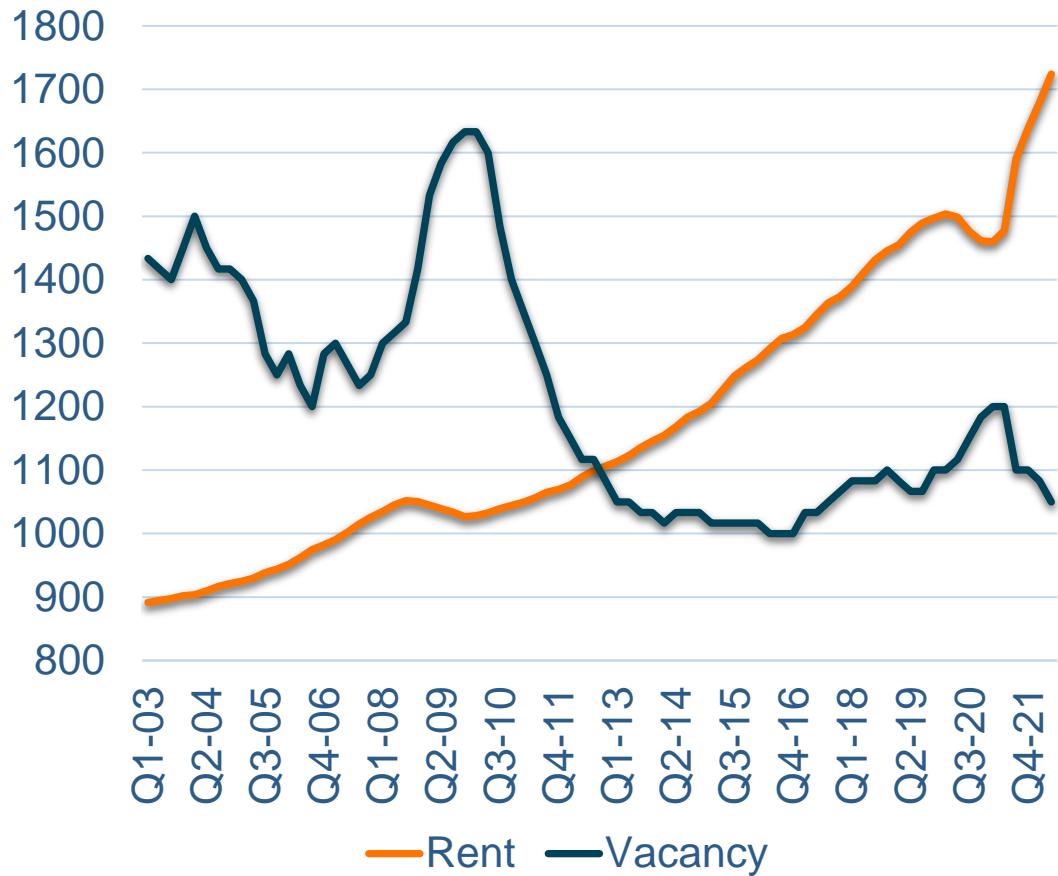
Listings



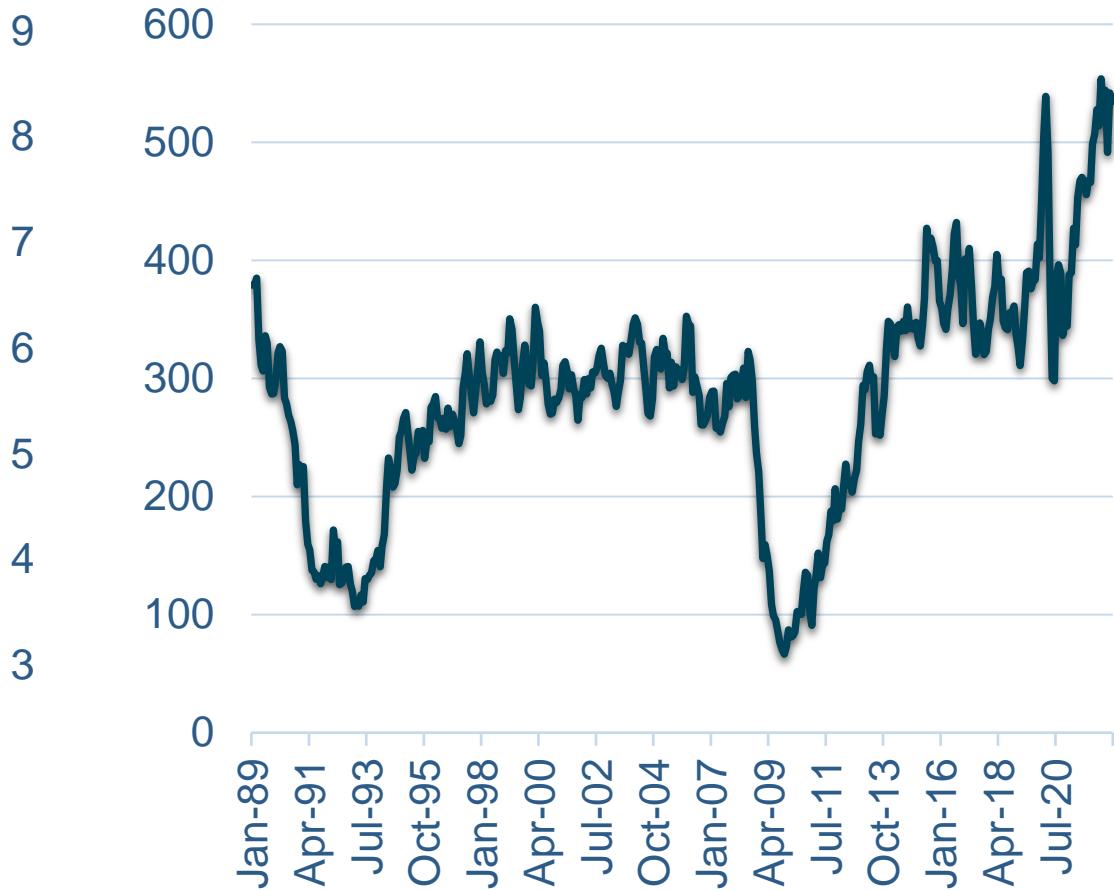
Market Driver: Housing Demand



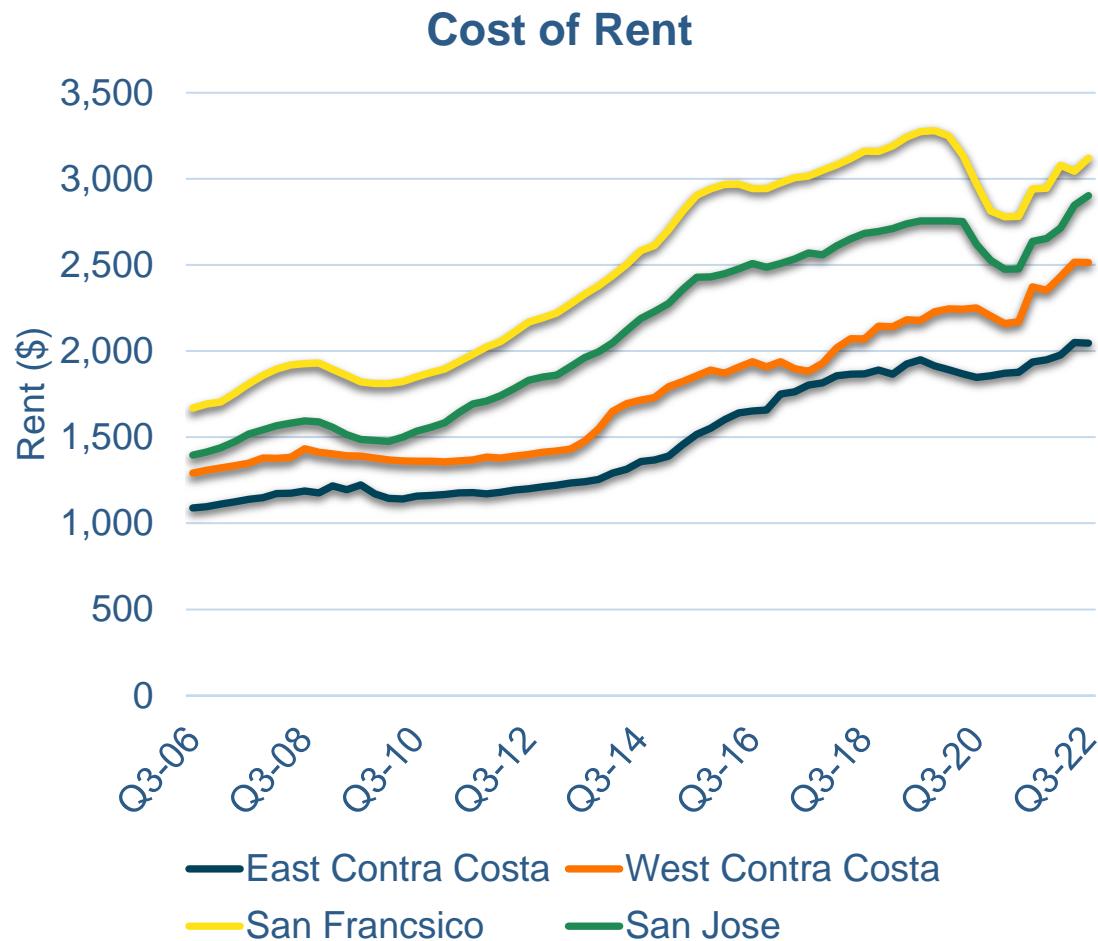
US Apartment Markets



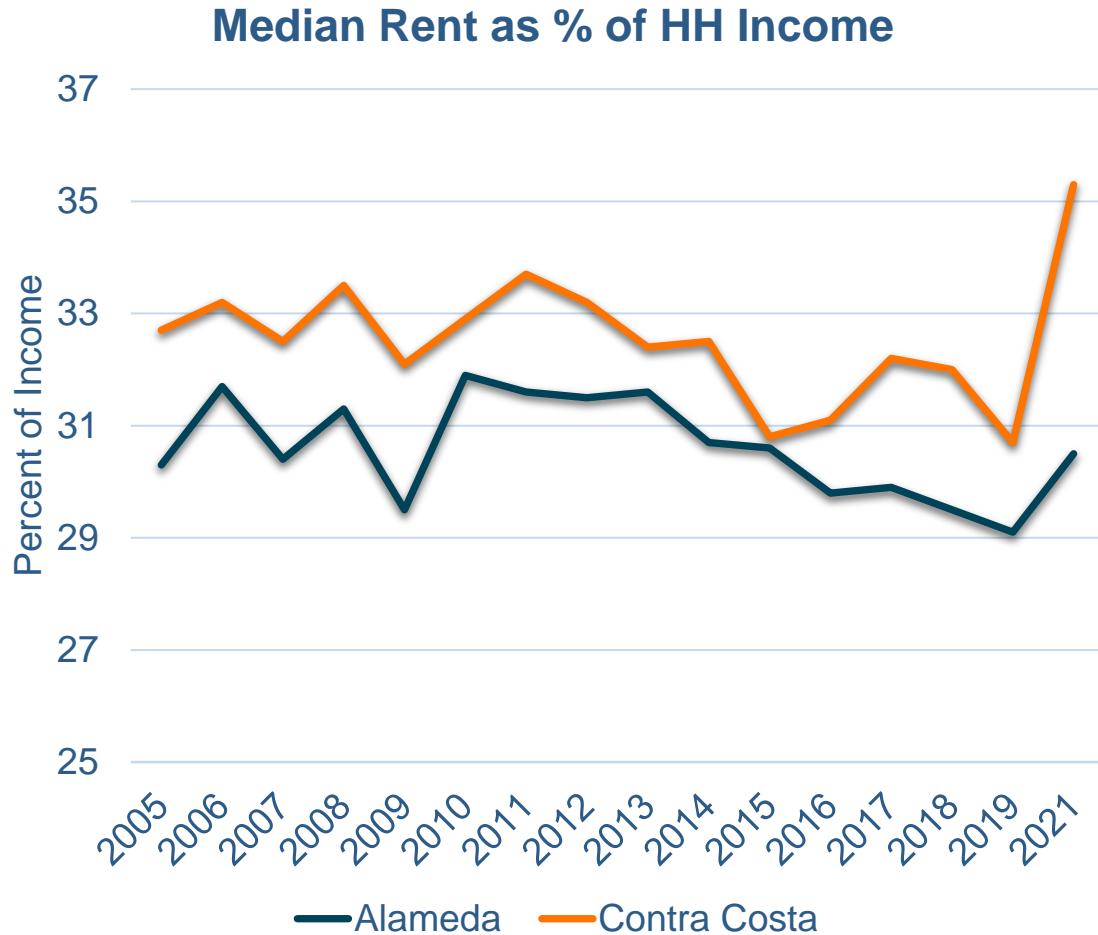
Starts 5+ Unit Buildings



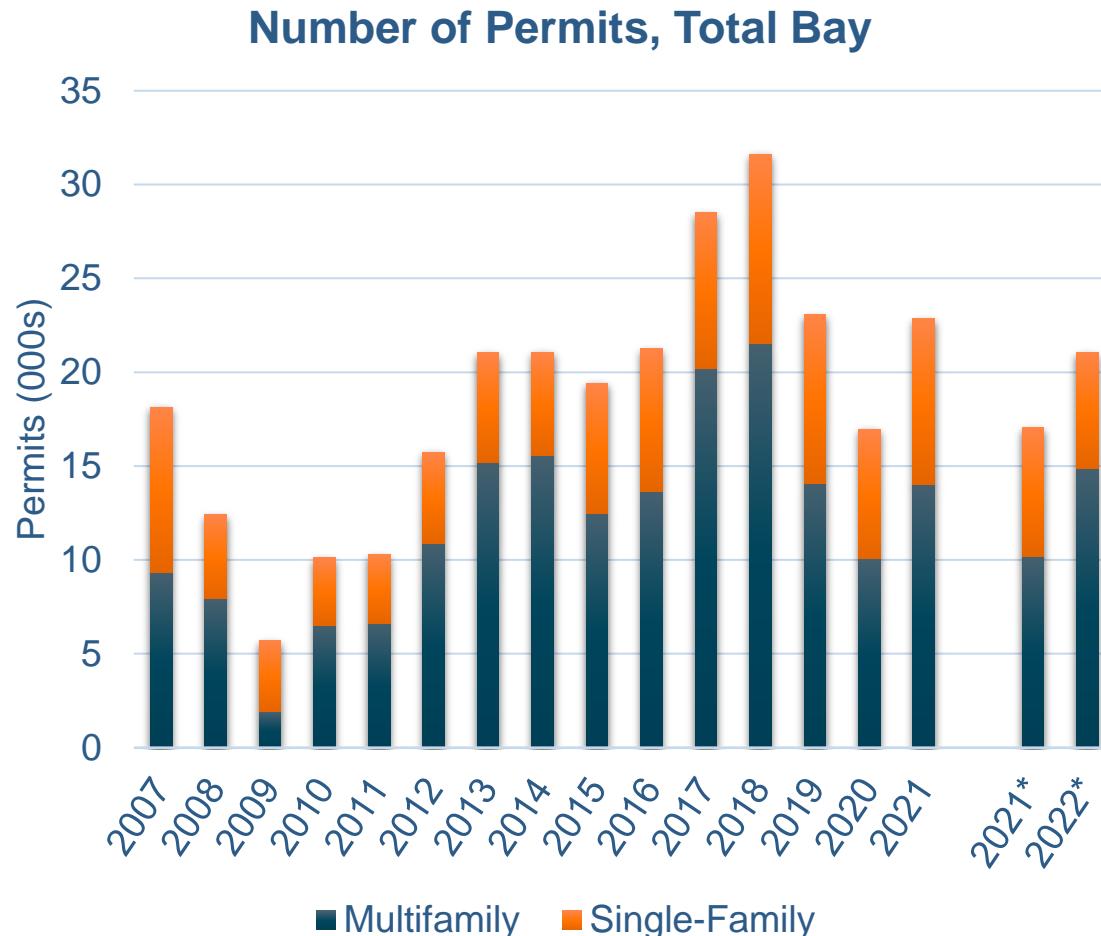
Apartments



Household Income



Residential Permits – Bay Area



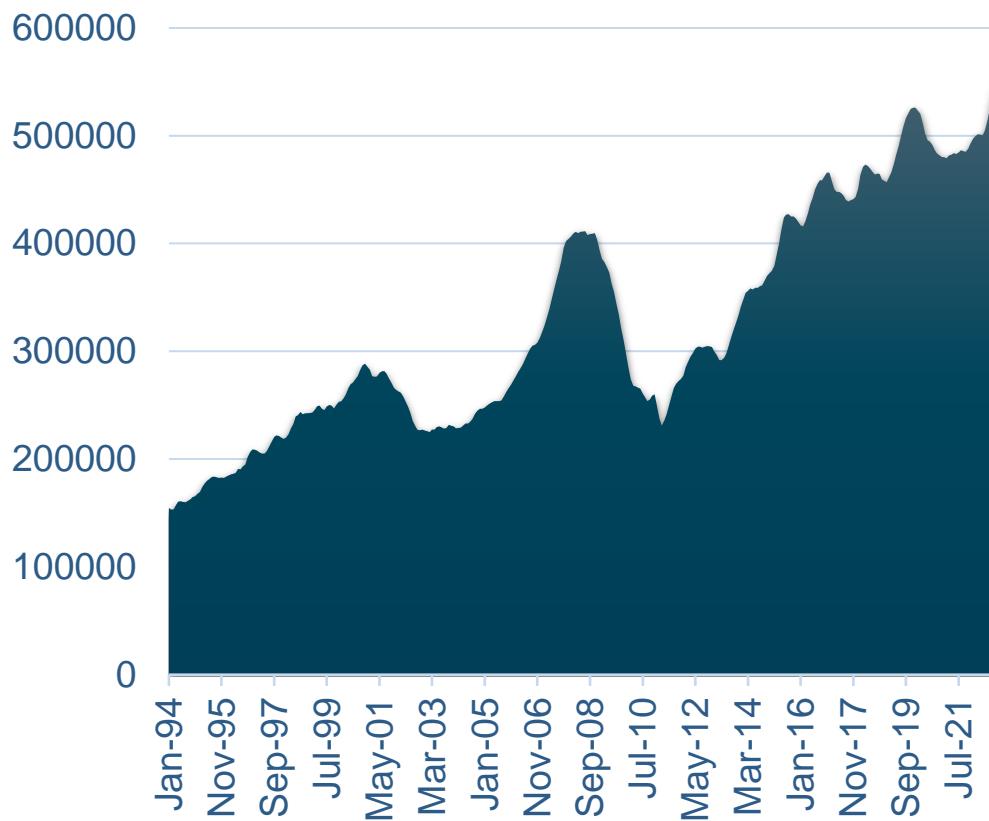
County	Single-family Permits		Multifamily Permits	
	2022*	1-Yr Abs. Chg	2022*	1-Yr Abs. Chg
San Francisco	266	131	3,380	564
Monterey	404	-59	451	155
Santa Clara	1,299	-475	4,378	1,237
Alameda	1,011	-517	2,438	-1,641
Contra Costa	1,337	-870	548	-1,153
Sacramento	3,160	-1,019	4,100	1,834

*YTD through Q3

Non-Residential Markets



Non-Residential Construction Spending



Commercial Property Price Index



Nonresidential Rents and Vacancies

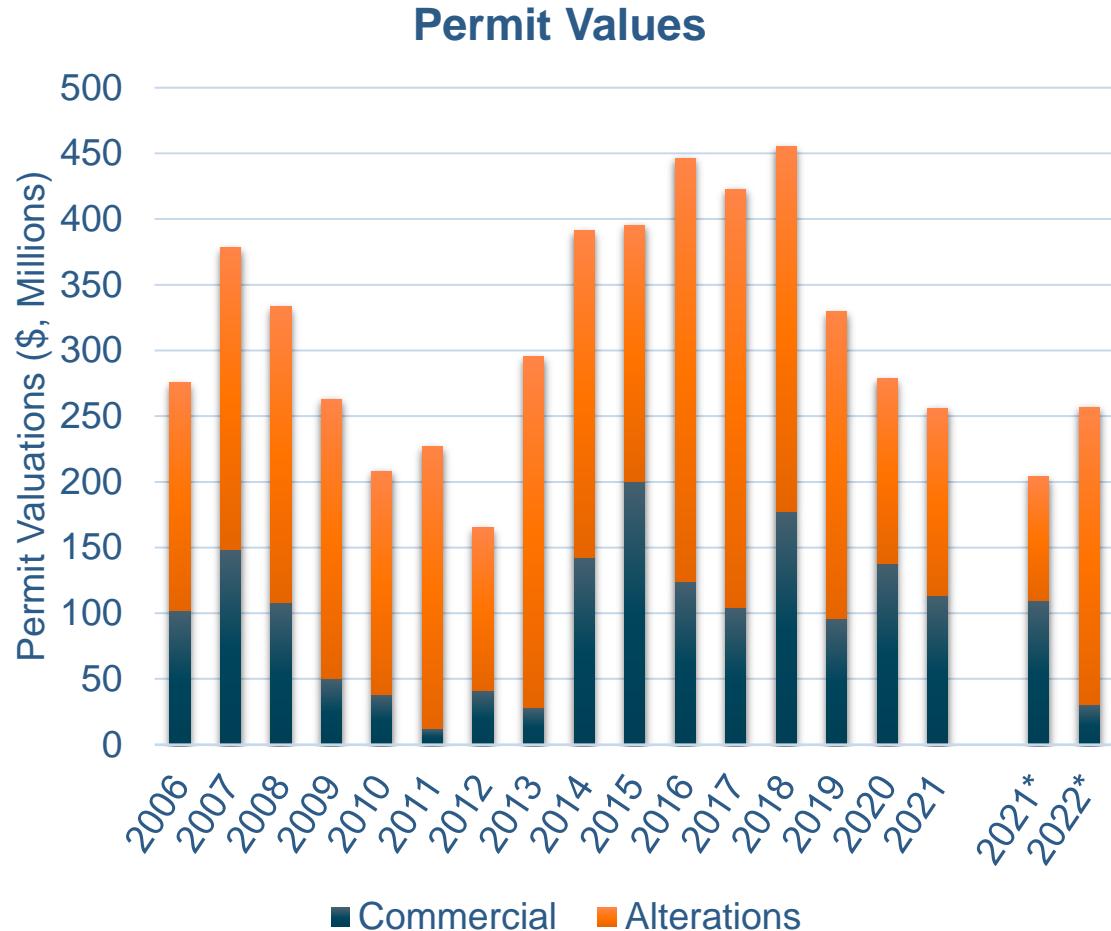


Office	Cost of Rent		Vacancy Rates	
	Q3-22 (\$/sf)	1-Yr % Gr	Q3-22 (%)	1-Yr Abs. Chg
North I-680	30.1	-0.1	12.2	-0.5
North Contra Costa	33.2	-0.3	20.1	2.3
West Contra Costa	31.7	-0.6	21.4	0.9

Retail				
Central Contra Costa	35.5	0.1	8.2	0.0
East Contra Costa	24.8	0.1	9.9	0.3
West Contra Costa	35.2	0.1	9.7	0.0

Warehousing/Distribution				
Concord/Pittsburg	7.1	20.4	1.0	-5.7
Berkeley, Richmond, and Martinez	8.7	17.5	3.5	-2.5

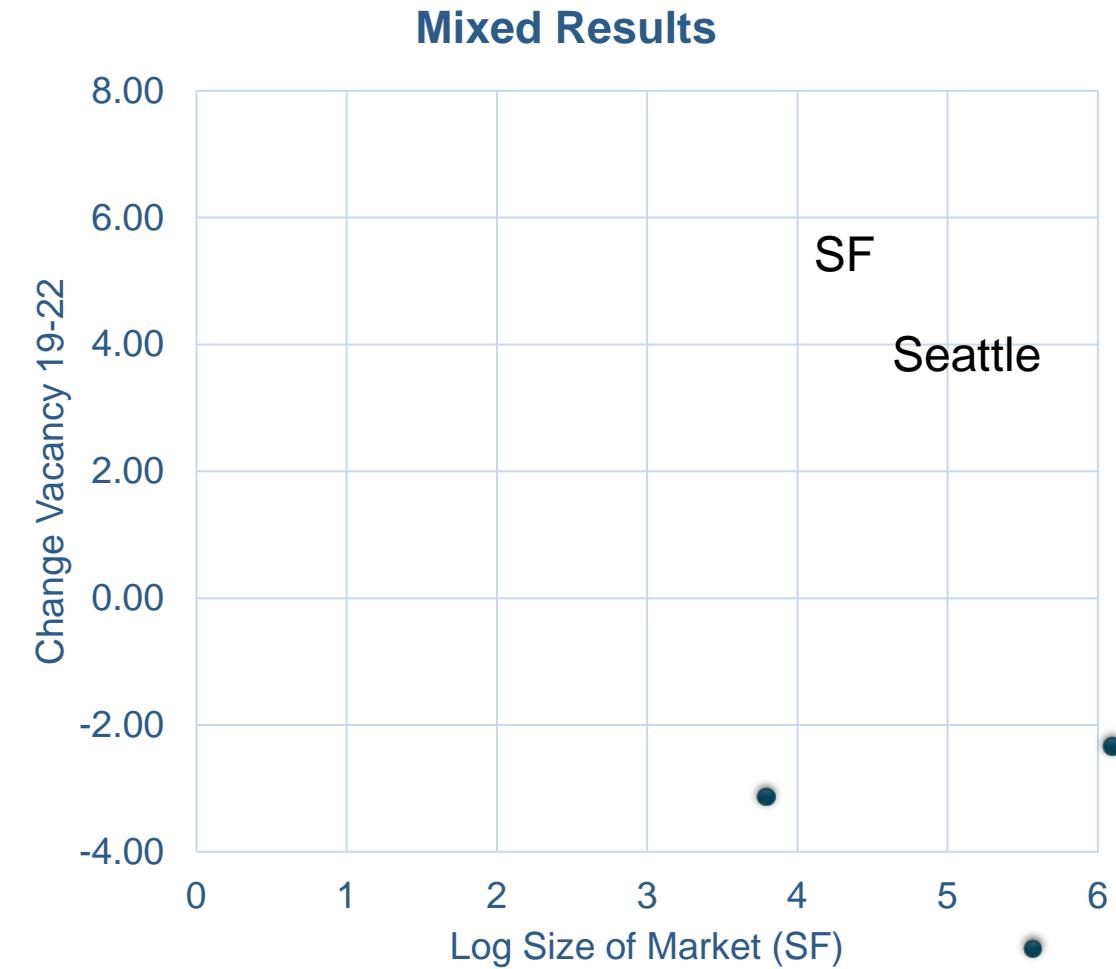
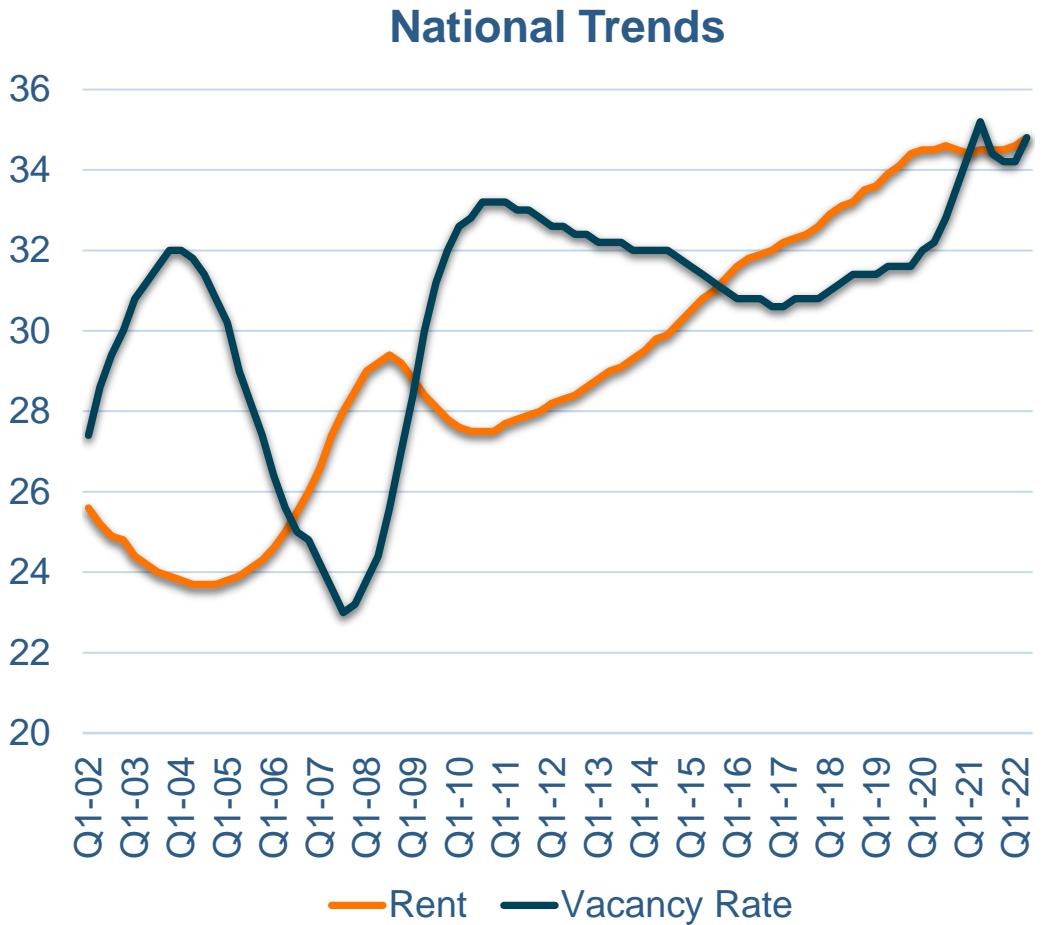
Nonres Real Estate – Contra Costa County



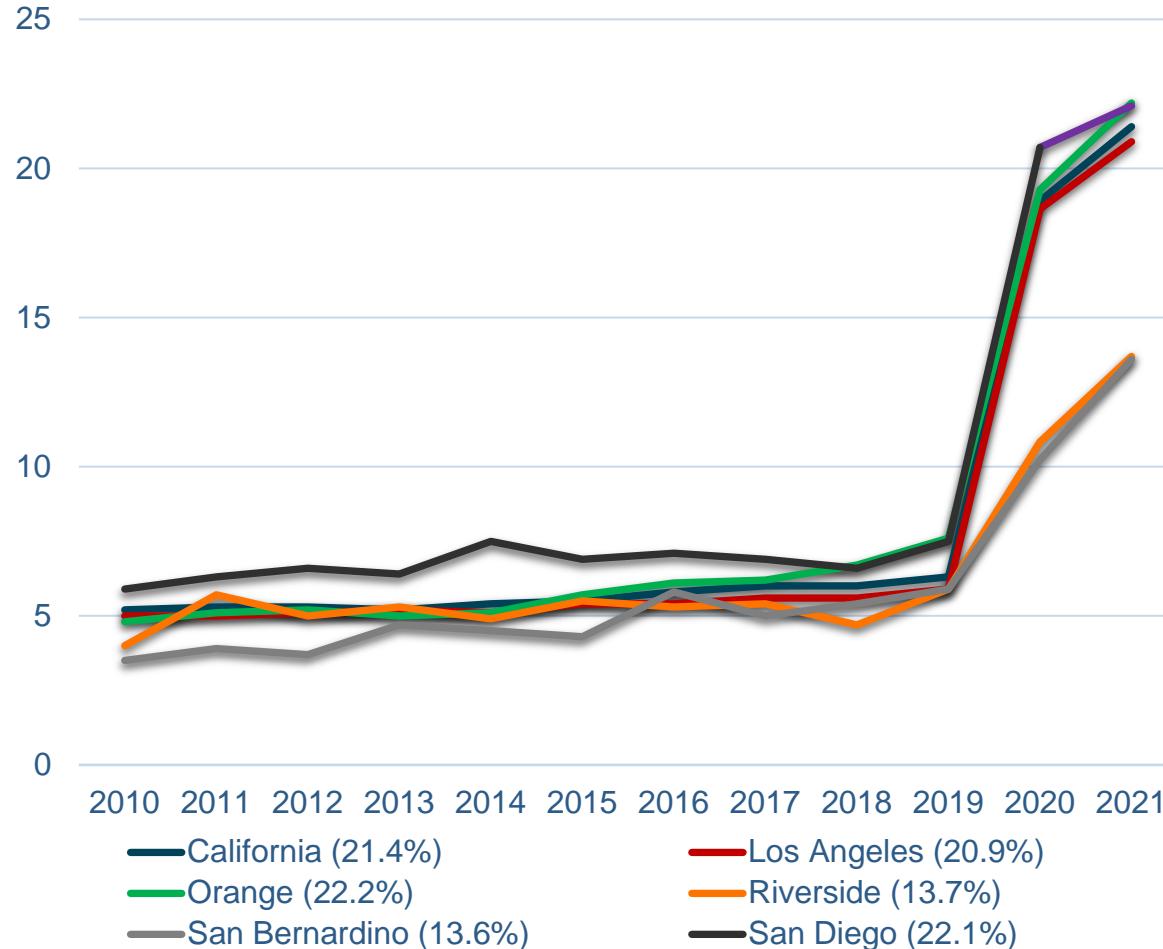
*YTD through Q3

Permit Type	2022* Permit Value (\$, Mil)	Abs. Change vs. 2021* (\$, Mil)
Hotel	14.5	14.5
Alterations	226.6	83.4
Commercial	30.4	-82.7
Retail	15.7	-48.8
Office	0.1	-29.7

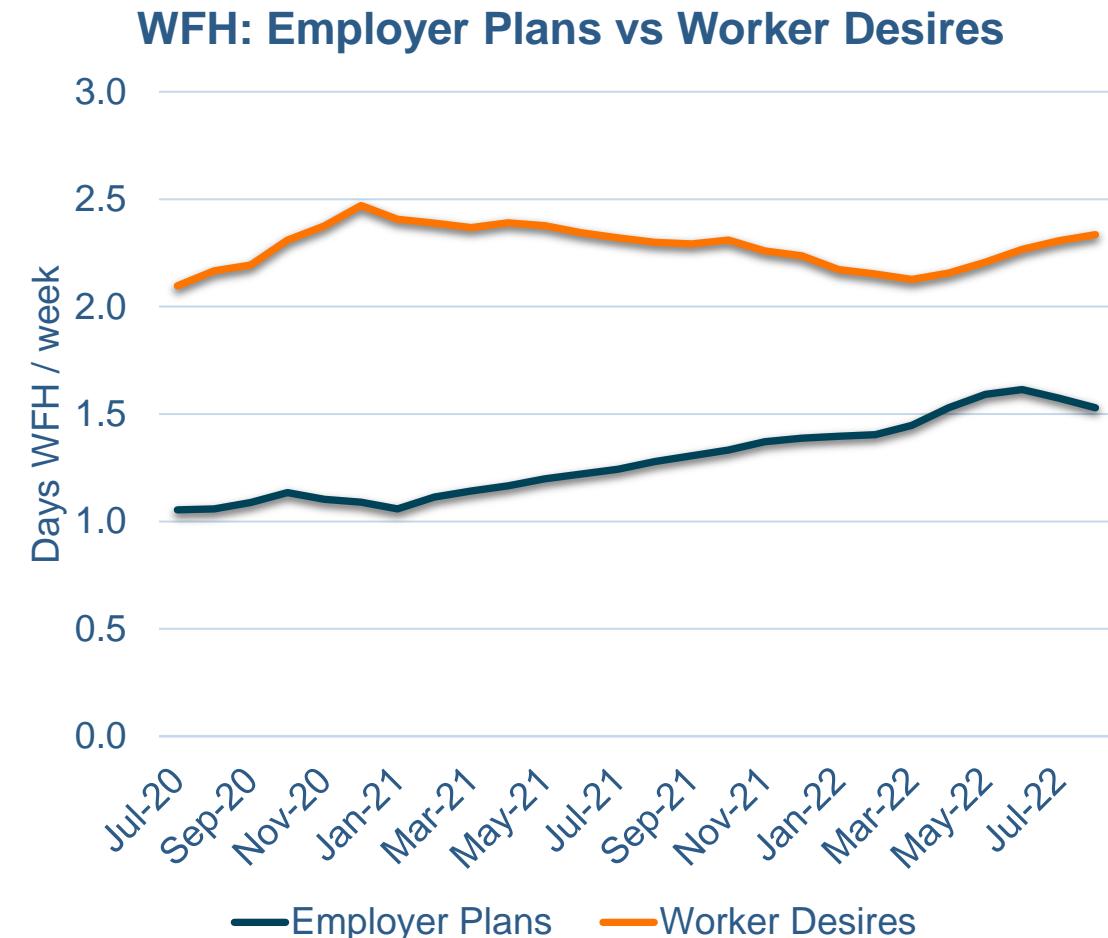
Office Space



Work-from-home Trends

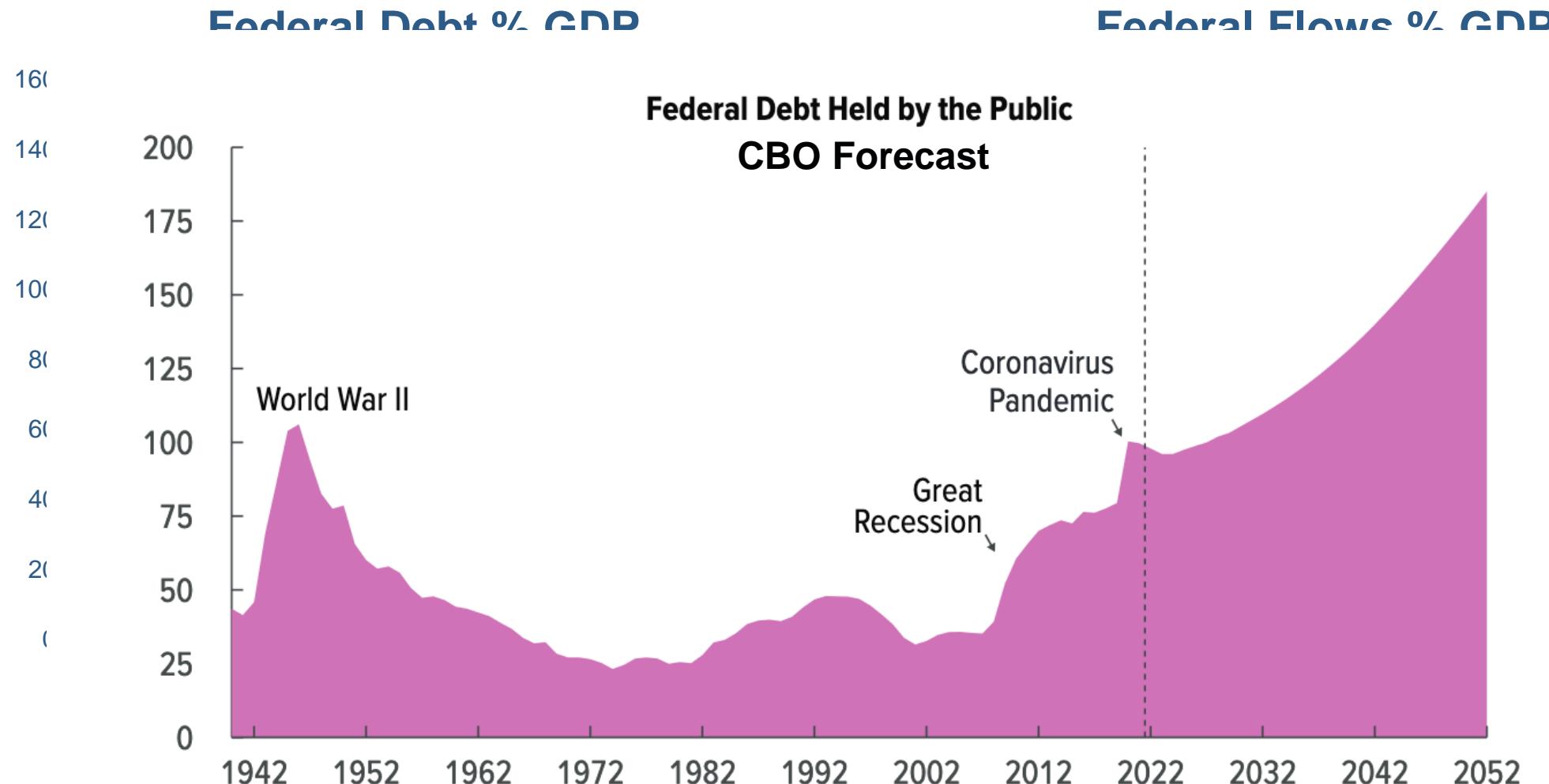


Source: ACS, SWAA, Barrero, Bloom, and Davis (2021)



Beacon Economics

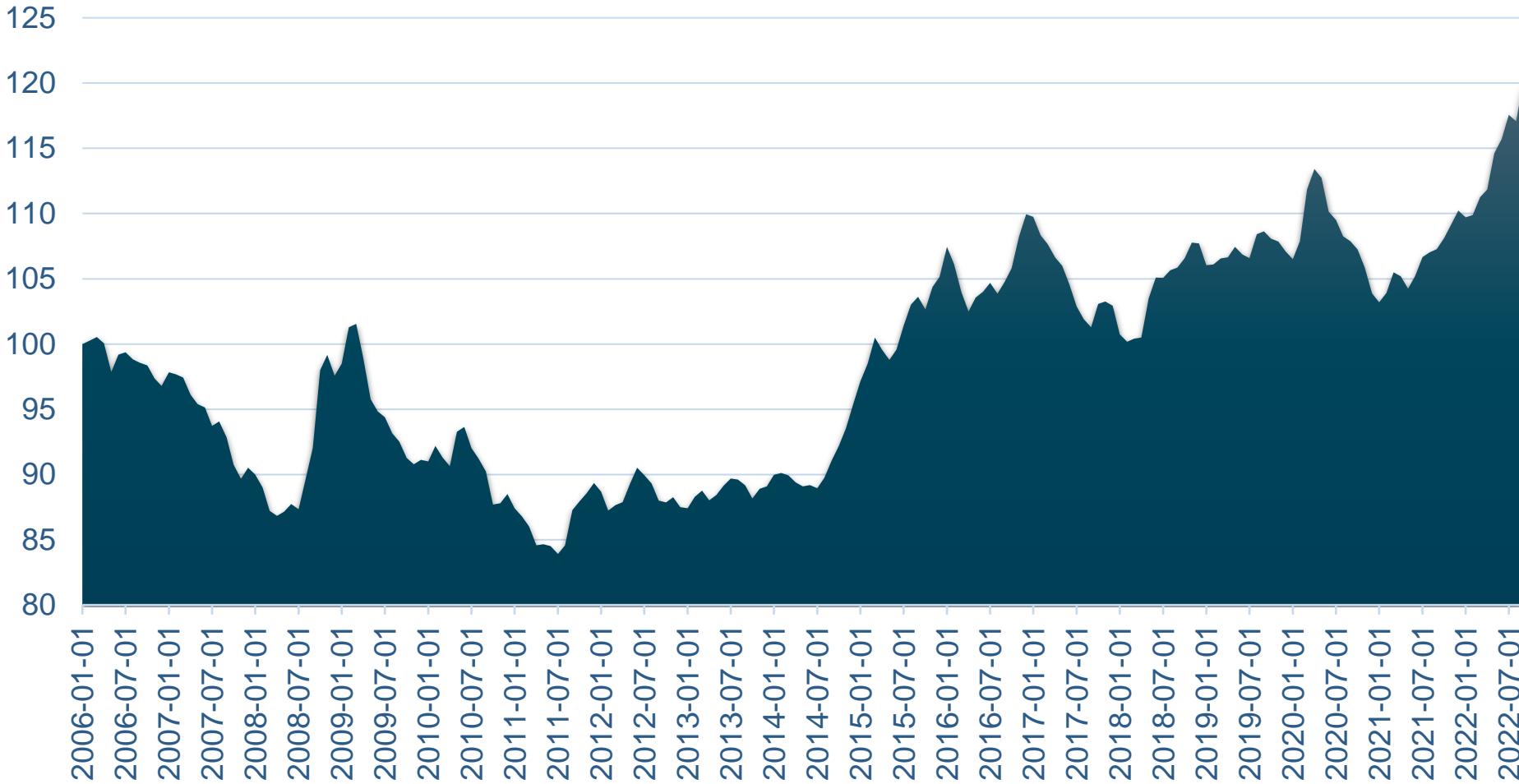
The Fiscal Situation



Are Global Bond Markets Afraid?



Real Value of \$US



Growing Pressures



Fed

News Alert

Jan. 19, 10:11 a.m. EST

Marketable Debt

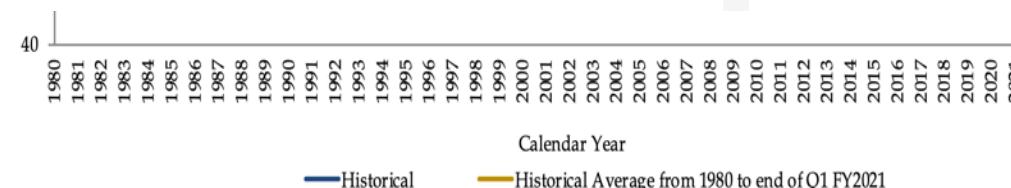
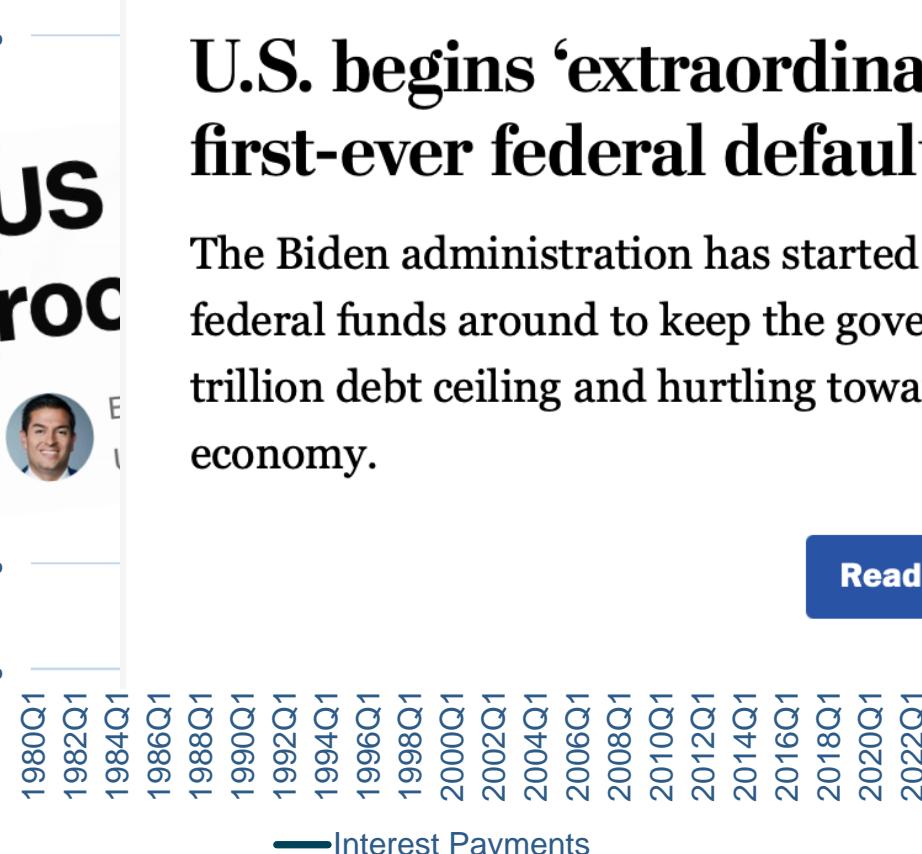
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1/2020
months

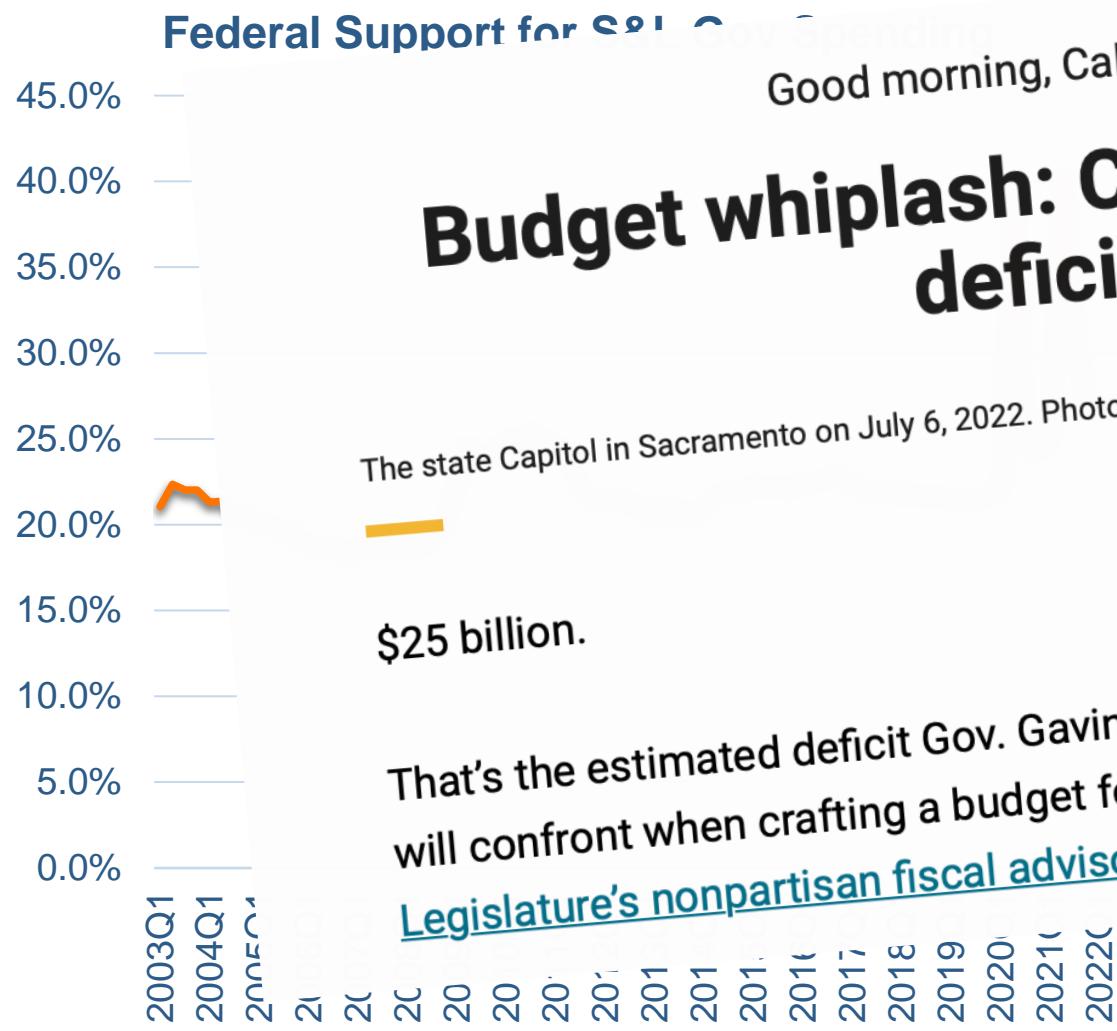
U.S. begins 'extraordinary' measures to avert first-ever federal default

The Biden administration has started using technical maneuvers to shift federal funds around to keep the government from breaching the \$31.4 trillion debt ceiling and hurtling toward a default that could devastate the economy.

[Read more](#)



The Local Risks



	State	Local
2003Q1	26.7%	3.4%
2004Q1	27.5%	
2005Q1	57.6%	58.6%
2006Q1	41.9%	37.6%
2007Q1	0.7%	27.0%
2008Q1	19.5%	6.7%
2009Q1	15.8%	1.8%
2010Q1	2.3%	0.4%
2011Q1	1.1%	0.1%
2012Q1	9.5%	15.9%
2013Q1	6.2%	5.1%

Current charges

Miscellaneous general revenue

A bumpy path ahead...



- Expansion
 - Asset values drying up
 - Construction
 - Inflation will
 - Wealth and consumer
 - Underlying strong
 - Economy can have



scenarios
e Fed do? Raise it til
t?
Long run fiscal
S terms of trade
tion: China is
en economic reality
narratives still
wide



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Thank You



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