



## 2018 PCBC Update: June 27

Our team is here live at PCBC where we have had the privilege to meet many of our contributors and colleagues in the industry.

This morning we had the pleasure of interviewing Steve Cameron of Foremost Companies, and Michael Maples and Greg Nelson of Trumark Homes. Here are some of their thoughts on where we stand in the building industry:

### **What is your take on the building industry and the building economy for 2018?**

*Said Michael Maples, "We're California focused and the markets are extremely strong right now and think 2018 is going to be a fantastic year for sales. We have 320 homes in backlog right now but the market is very strong in California."*

*Greg Nelson added, "We are well ahead of plans on sales this year and like Mike said it is reflective of the strength of the market. In the greater Bay area there is this incredible supply-demand imbalance and a huge amount of jobs being made."*

*Steve Cameron responded, "I think the economy's extremely strong right now. Anecdotally, for example, a friend of mine imports high-tech machines that would be used by Boeing and Space X and he said in 30 years he's never seen the business so good. Likewise, I think these tax cuts that they put through last year are really accelerating capital expenditures. The economy is so strong right now. For those of us in housing, obviously the biggest driver is job growth, and job growth is strong. And the employment to permit ratio is going to go high again because there's going to be more jobs created. There's going to be houses to be built. I just think it's a great time to be in the building business."*