

Construction Starts Forecast

For April 2020 Release

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U.S. oil imports, in barrels, have been on a declining trend for years. Through the first two months of this year, they were -4.0%. Shipments from Saudi Arabia were -27% and from all OPEC nations, -41%. Now there's a recession to worry about.



Highlights

- US construction starts fell 9.1% year-on-year in Q1 2020, largely before the worst of the coronavirus disruption was felt. Residential and non-residential building both decreased from a year earlier, only partially offset by a rise in new engineering projects.
- The economic fallout from the coronavirus will lead to the sharpest contraction in GDP since World War II. High frequency data on retail sales, hotel occupancy and road congestion suggest an especially large hit to Q2 GDP — we expect it to fall by more than 30% annualized before rebounding later in the year. Rapid increases in initial unemployment claims suggest that unemployment will rise to the highest level since the Great Depression. Overall, GDP is expected to shrink 4.1% in 2020.
- US construction is expected to see a historically large annual decline in 2020, larger than that seen during the global financial crisis. Non-residential building, most dependent on private investment spending, is expected to fare the worst this year. However, unlike the 2008-09 crisis, where a large debt overhang and tough financing conditions weighed on construction for several years, construction activity is well placed to rebound once stay-at-home orders are lifted and economic conditions improve.
- Canadian construction starts declined 33.4% year-on-year in Q1 2020, with similar declines in all three headline sectors of residential, non-residential and civil engineering construction. Only a handful of sectors posted annual growth, including office building and bridge construction, both of which were boosted by groundbreaking of megaprojects.
- Canadian construction starts are expected to fall 38.5% in 2020, with annual declines of more than 30% in all three sub-sectors. A slightly smaller decline in the non-residential building sector is likely the result of weakness in 2019. Residential construction, largely judged to be 'non-essential' activity, is expected to shrink 41.1% in 2020. Engineering construction is expected to fall 41.2%, a steeper decline than in the US in part related to a larger dependence on oil-related construction.

Overview

Construction begins 2020 on a weak footing

Total US construction starts began 2020 on a weak footing, shrinking 9.1% year-on-year in Q1. Both residential and non-residential building decreased from a year earlier, by 2.3% and 24.0% respectively, only partially offset by a 10.3% year-on-year rise in the construction of new engineering projects. Construction started on only one mega-project, defined as a project valued at over \$1 billion, an airport people mover at LAX classified in the miscellaneous civil category, driving 68% year-on-year growth in that category. Elsewhere in civil engineering, construction of dams, canals & marine structures grew 108% year-on-year, although this was the result of a low level of activity in the same period last year, rather than due to any particularly large project. Construction of bridges, water, sewage & treatment works, and power infrastructure were also all up from their level in early-2019, but road construction retreated slightly and new building at airports fell 42% year-on-year.

In the non-residential segment, there were widespread annual declines of more than 30% in several segments, including industrial, transportation terminals, nursing homes, hotels, retail, and sports & conference centers. Two \$600 million Google data centers, one in Virginia and one in Nebraska, limited the size of the decline in private office building, although this also fell 4.5% from a year earlier. There were, however, some strong rises (of over 50% year-on-year) in a few smaller segments, including laboratories, libraries & museums, and courthouses.

The decline in new homebuilding resulted from a 30.4% year-on-year fall in the multi-family segment. Construction of new single-family homes grew 11.9% year-on-year. However, this resulted from strong growth in January and especially in February (where it rose 33% on the month); new homebuilding growth slowed markedly in March.

Although Q1 construction has been relatively weak, the most significant impact from the coronavirus pandemic has yet to be seen in the most recent construction data. Widespread lockdowns were not

| Table 1: Summary forecasts | | | | | | | |
|---|------|-------|-------|------|------|------|------|
| (Annual percentage changes unless specified otherwise) | | | | | | | |
| | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| US | | | | | | | |
| Macro variables | | | | | | | |
| GDP | 2.9 | 2.3 | -4.1 | 7.7 | 1.6 | 1.6 | 1.7 |
| Population growth | 0.5 | 0.5 | 0.3 | 0.3 | 0.5 | 0.5 | 0.5 |
| Unemployment rate (%) | 3.9 | 3.7 | 9.8 | 5.8 | 4.4 | 4.2 | 4.2 |
| Real disposable income | 4.0 | 2.9 | -1.8 | 3.4 | 2.9 | 1.8 | 1.7 |
| Central bank rate (%) | 1.8 | 2.2 | 0.4 | 0.2 | 0.6 | 1.2 | 1.6 |
| 10-year government yield (%) | 2.9 | 2.1 | 1.0 | 1.4 | 1.8 | 2.1 | 2.3 |
| Construction starts (y/y % change of \$ volumes) | | | | | | | |
| Total starts | -2.4 | 6.5 | -27.4 | 20.8 | 8.7 | 6.1 | 5.2 |
| Residential | -6.7 | -0.8 | -28.6 | 25.0 | 9.9 | 6.2 | 5.9 |
| Non-res bldg | -3.3 | 8.9 | -31.9 | 18.6 | 8.6 | 6.7 | 5.2 |
| Civil engineering | 8.8 | 15.6 | -17.5 | 18.1 | 7.2 | 5.3 | 4.0 |
| Canada | | | | | | | |
| Macro variables | | | | | | | |
| GDP | 2.0 | 1.6 | -6.5 | 9.2 | 2.0 | 1.6 | 1.6 |
| Population growth | 1.4 | 1.4 | 0.9 | 1.1 | 1.1 | 1.1 | 1.0 |
| Unemployment rate (%) | 5.8 | 5.7 | 11.4 | 7.8 | 6.3 | 6.1 | 6.1 |
| Real disposable income | 1.8 | 2.5 | 1.3 | 0.6 | 4.0 | 2.0 | 1.9 |
| Central bank rate (%) | 1.4 | 1.8 | 0.6 | 0.3 | 0.5 | 0.8 | 1.0 |
| 10-year government yield (%) | 2.3 | 1.6 | 0.8 | 0.9 | 1.3 | 1.6 | 2.0 |
| Exchange rate C\$ per US\$ | 1.30 | 1.33 | 1.46 | 1.49 | 1.45 | 1.41 | 1.37 |
| Construction starts (y/y % change of \$ volumes) | | | | | | | |
| Total starts | 31.8 | -16.9 | -38.5 | 40.4 | 16.5 | 10.1 | 6.5 |
| Residential | -6.1 | -0.3 | -41.1 | 35.7 | 9.3 | 7.3 | 5.4 |
| Non-res bldg | 97.0 | -42.3 | -31.8 | 28.6 | 18.7 | 9.6 | 4.7 |
| Civil engineering | 20.7 | 2.0 | -41.2 | 54.3 | 20.3 | 12.2 | 8.5 |

largely in place until mid-to-late March, so only data towards the tail end of the quarter reflect the lockdowns.

Employment in the construction sector was solid in the first two months of the year, with 38,000 and 41,000 new jobs added in January and February respectively. However, the sector shed 29,000 jobs in March, based on data through the 12th. The sector is likely to see widespread job cuts in the coming months, as stay-at-home orders restrict building in some states, and demand for new construction projects dries up.

Coronavirus pandemic cuts macroeconomic outlook

US real GDP grew an annualized rate of 2.1% in Q4 2019. However, this performance

was somewhat of an illusion. Roughly 70% of the advance came from a massive slump in imports. Growth over the last three quarters represents the economy's worst performance since the sluggishness in 2016. Since then, the coronavirus outbreak has brought back high levels of uncertainty and disruption, constraining both business and consumer outlays.

The economic fallout from the coronavirus will not only mark the end of the longest US economic expansion on record, but it will also lead to the sharpest contraction in activity since World War II. We now expect real GDP will contract around 4.1% in 2020, assuming a 12-week lockdown starting in late March, followed by a very gradual relaxation of social distancing measures thereafter.

High frequency indicators show that spending on restaurants has come to a near

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full stop, hotel occupation is only about 20%, retail spending at brick and mortar stores is down over 80%, and road congestion across the nation is about 75% lower than last year. We estimate real GDP will shrink more than 30% annualized in Q2 — nearly 2.5 times larger than the output loss at the trough of the global financial crisis.

A decade-long streak of monthly employment gains ended abruptly in March as the initial effects of the coronavirus pandemic led to a sharp job loss of 701,000. But, while the report may have looked dark, it will pale in comparison to the expected 24 million job losses in April. We foresee the unemployment rate surging to 14% in April and 16% in May.

Unprecedented Fed stimulus and unparalleled fiscal support will provide an essential lifeline to the economy. But, even with \$2.5tn of stimulus — including a multi-trillion business lending capacity — the ‘new normal’ of fear will feature only a gradual relaxation of social distancing measures and a slow recovery until a medical solution to coronavirus ends the crisis.

Given the severity of the economic and labor market shock and the expectation for a gradual and uneven easing of lockdown measures in Q3, we forecast a U-shaped rebound with the structurally vulnerable states taking the longest to recover.

Steep plunge in construction in 2020

US construction, like much of the rest of the economy, is facing headwinds unknown in recent history. The forecast for total US construction starts this year is -27.4%. For reference, the annual decline in 2009, the trough of the financial crisis, was -18.1%. Stay-at-home orders have been issued across the country resulting in a huge collapse in demand.

Perhaps the one point of light to note is that the rebound in activity is forecast to be faster than what we experienced after the 2008-09 crisis. In that downturn, debt overhang, accelerated foreclosures and a long deleveraging process sapped the forces of a robust post-crisis recovery. The current economic situation facing the construction sector does not have those elements to the same extent. The current shock is as close to the textbook definition of ‘exogenous’ as can be imagined: it’s entirely from outside

| Table 2: Drivers of headline sectors | | |
|--------------------------------------|---|--|
| Sector | Short-term drivers | Long-term drivers |
| Residential | Unemployment rate; Household liabilities; Mortgage interest rates; House prices; Population trends | House prices; Incomes |
| Non-residential building | Output trends in relevant sector; Population trends; Capacity utilization; Borrowing costs; Employment in relevant sector; Disposable income | Output trends in relevant sector; Employment in relevant sector |
| Civil engineering | Federal/State/Provincial spending; Government borrowing costs; Employment in government sector; Output trends in relevant sector | Federal/State/Provincial spending; Output trends in relevant sector |

the economy and not caused by underlying structural faults within the system. This gives reason to think that recovery, once in place, will follow more of the ‘V’ shape, as opposed to the ‘U’, or even ‘L’ shape recovery following the last construction crash in 2008-09.

US construction also has the partial benefit of being viewed, in some cases, as an essential service. This is particularly the case in the civil engineering category where the completion of infrastructure projects can be vital to ensure connectivity and basic economic security. However, more discretionary construction projects such as homebuilding and some commercial construction activities find it harder to make this case. A full lockdown of all construction has only been ordered in Pennsylvania (except for hospital related construction), with 15 other states implementing partial lockdowns of construction work. The remaining 35 states have designated construction as an essential service and thus have not enforced shutdowns of the sector. That said, there are likely to be many non-essential projects that are voluntarily closed by firms that wish to protect their workforce or mitigate potential liability.

The residential sector is forecast to decline by 28.6% in 2020. With residential construction being seen as largely non-essential, many homebuilding projects have been suspended. There had been early positive signs in the residential sector at the beginning of 2020, marking a break from declining activity in 2018 and 2019.

This underlines the reasonably strong fundamentals in the residential sector pre-COVID-19: rising affordability, growing demand among millennial-generation first-time buyers and an easing of construction labor constraints. These points of strength remain in place and over the medium term, will drive construction activity in the US. Indeed, we forecast a sharp rebound of 25% in 2021, followed by 10% growth in 2022.

The non-residential building sector is set to witness the sharpest fall in activity this year. Investment for new commercial ventures has all but disappeared amid the outbreak of COVID-19. Amongst the worst hit parts of non-residential construction is the hotels and motels subsector. The near complete shutdown of the tourist industry with airline travel (both international and domestic) either curtailed or operating at skeleton levels, the demand for new hotel developments is highly limited. Other areas such as retail establishments, office space and entertainment venues are all seeing demand drop as stay-in-place orders are issued across most states.

The one positive area of non-residential building this year is in medical construction. The surge in demand for new capacity as the health system readies itself for a sharp intake of patients is the major construction growth area at present. A more positive outlook is also expected in the construction of government administration building. Though we still expect construction to decline in this area, it will be at a far slower

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rate than the rest of non-residential. The importance of government administration at both the federal and state level during the COVID-19 crisis will create a moderate level of construction demand in this area.

The manufacturing sector will witness very sharp declines in new building this year as demand for manufactured goods evaporates. Further out, however, the case for US manufacturing remains more robust. The trend towards re-shoring of industrial capacity to the US homeland will only see greater vigour in the coming years. Long supply-chains crossing multiple countries have emphasized the fragility of the US to surge produce critical goods during a time of international crisis. Political will to bolster critical American industries has undoubtedly increased as a consequence of this crisis and we expect this will be reflected in renewed construction demand from the manufacturing sector.

Civil engineering is less dependent on private investment than the non-residential sector, with many of its contracts being tied directly to long-term government spending plans. As such, the civil engineering sector is less impacted by the sharp decline in private investment. Furthermore, civil engineering projects are more likely to be classified as essential services. For instance, power infrastructure and water, sewage & treatment facilities must remain functional.

Across-the-board declines in Canadian construction

Total construction starts in Canada shrank 33.3% year-on-year in Q1 2020, with sharp declines in all three headline segments of residential building, non-residential building, and civil engineering construction. In the residential segment, an annual decline of more than 50% in new apartment building dragged down new residential construction by 29.3% year-on-year, only partially offset by a strong rise of 20.7% in single-family home building. Non-residential building declined 37.3% from Q1 2019, with steep declines posted in all sectors except hotels & motels, private offices, and industrial.

While a rise of over 700% in the hotels & motels segment appears strong, sector construction was at a historic low in Q1 2019 — the reading in Q1 2020 was weak in a his-

toric context and the outlook for the sector remains muted with hotel occupancy rates currently around 13%. By contrast, the 50% annual rise in private office building was boosted by groundbreaking on a C\$1 billion office block in Toronto. Construction in the engineering sector declined 33.4% year-on-year. All sub-sectors posted steep annual declines, except for new bridge construction, underpinned by a \$1.4 billion project in Surrey, BC. Like in the US, the steepest toll from the coronavirus pandemic on Canadian construction has not yet been felt. The peak impact from lockdowns and anemic economic activity is likely to feed through in Q2.

The Canadian economy was already teetering on recession prior to the coronavirus pandemic. GDP growth came to a virtual standstill in Q4 2019, edging up only 0.3% annualized. The spread of the virus in Canada has led to containment shutdowns that will result in a nearly 40% annualized decline in Q2 GDP. Early data from March suggest that it could be even worse. Consumer confidence collapsed 32 points in March, the largest monthly decline on record, and new claims for Employment Insurance skyrocketed to an unprecedented high. This points to huge job losses and a massive rise in unemployment that will cause a severe retrenchment in household spending.

We expect a strong bounce back in Q4, once lockdowns are lifted, boosted by extraordinary fiscal and monetary stimulus. The federal government's "first phase" fiscal response, upsized to C\$107bn (4.6% of GDP) is a start but much more is required. The Bank of Canada stands ready "to do what it takes". And, as widely expected, the BoC finally cut the policy rate to the 'zero' lower bound on March 27th. It also launched new programs to inject liquidity and begin acquiring Government of Canada securities. We expect Canadian GDP to contract by 6.5% in 2020.

Headline construction starts are forecast to decline by 38.5% in 2020. Both the residential and civil engineering sectors will fall by 41%, while the non-residential building sector is forecast to decline by 31.8%. Similar to the US, we expect a strong pickup in activity next year, with growth forecast at 40% in 2021 and then double-digit growth in 2022 and 2023. We expect total starts to exceed their 2019 level by 2022.

The non-residential building sector will see a slightly smaller decline relative to the rest of construction this year. This is in part due to base effects from 2019, as this category of construction fell sharply last year. Non-residential building starts were at a low level in 2019 and, as such, will not see sharp additional declines during the COVID-19 downturn. Hospital, clinics and other medical facilities will see declines in starts this year, largely as a Q1 story. Construction over the rest of the year will be healthier as new demand for medical services soars. Transportation terminal starts are forecast to decline by over 50% as travel demand largely dries up under lockdown orders. Likewise, amusement starts and office starts are forecast drop by 50.3% and 36.3% respectively as people cease leisure activities and increasingly work from home.

The residential sector is forecast to decline by 41.1% this year. The residential sector includes mostly non-essential activity and as such we can expect a broad suspension in the near-term. The multi-family segment is forecast to decline more precipitously than single-family, where underlying demand is more positive. Beyond the current crisis, residential growth will be underscored by single-family housing construction, as healthy population growth (once immigration is restored) and demand from the millennial generation looking to make home purchases bolsters Canadian homebuilding.

The civil engineering sector in Canada is forecast to decline by 41.2% in 2020. This is a steeper decline than in US civil engineering starts and reflects the fact that Canada's civil engineering sector is so dependent on extraction activities, particularly oil and gas (roughly half of all civil engineering starts in 2019 were in the All Other Civil category, which includes extraction projects, among other things). The oil and gas sector in Canada is suffering from a sharp drop in the price of oil brought about by the impact of the COVID-19 epidemic on demand and a global supply glut. Alberta Premier Jason Kenney has raised the prospect of mandatory production cuts to support the price and ensure the sector's long-run survival. It should be noted, however, that Canada's oil extraction sector has made efficiency gains since the last big drop in oil prices in late 2014, which should help it weather the current crisis.

Table 3: U.S. Type-of-Structure Forecasts

(\$ Billions USD)

| | Actuals | | Forecasts | | | | |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| Single-family | 202.426 | 198.825 | 154.528 | 185.478 | 202.311 | 215.599 | 228.113 |
| Multi-family | 94.207 | 95.313 | 55.460 | 77.020 | 86.282 | 90.757 | 96.421 |
| TOTAL RESIDENTIAL | 296.633 | 294.138 | 209.988 | 262.498 | 288.593 | 306.356 | 324.534 |
| (Yr/yr % change) | -6.7% | -0.8% | -28.6% | 25.0% | 9.9% | 6.2% | 5.9% |
| Hotels/Motels | 26.252 | 22.409 | 10.460 | 12.607 | 14.008 | 15.057 | 15.830 |
| Shopping/Retail | 18.307 | 16.289 | 12.585 | 14.110 | 15.254 | 16.471 | 17.628 |
| Parking Garages | 2.867 | 3.114 | 2.206 | 2.630 | 2.983 | 3.147 | 3.242 |
| Amusement | 8.552 | 7.456 | 5.766 | 6.726 | 7.674 | 8.023 | 8.370 |
| Private Offices | 29.887 | 35.708 | 23.026 | 28.142 | 29.570 | 31.144 | 32.896 |
| Governmental Offices | 11.016 | 11.454 | 10.940 | 11.847 | 12.245 | 12.868 | 13.213 |
| Laboratories (Schools & Industrial) | 2.908 | 2.108 | 3.254 | 3.092 | 3.199 | 3.309 | 3.421 |
| Warehouses | 21.746 | 21.420 | 18.086 | 19.308 | 21.011 | 22.643 | 23.763 |
| Sports Stadium/Convention Center | 7.028 | 9.458 | 6.087 | 7.173 | 8.273 | 9.044 | 9.753 |
| Transportation Terminals | 5.254 | 10.626 | 6.097 | 7.142 | 8.278 | 9.330 | 10.042 |
| TOTAL COMMERCIAL | 133.816 | 140.044 | 98.508 | 112.779 | 122.497 | 131.037 | 138.158 |
| (Yr/yr % change) | -6.7% | 4.7% | -29.7% | 14.5% | 8.6% | 7.0% | 5.4% |
| TOTAL INDUSTRIAL (manufacturing) | 35.799 | 53.150 | 10.150 | 20.819 | 26.788 | 32.254 | 36.167 |
| (Yr/yr % change) | -2.6% | 48.5% | -80.9% | 105.1% | 28.7% | 20.4% | 12.1% |
| Religious | 2.191 | 1.801 | 1.316 | 1.727 | 1.775 | 1.794 | 1.819 |
| Hospitals/Clinics | 16.888 | 19.706 | 22.287 | 21.557 | 22.114 | 22.632 | 23.642 |
| Nursing Homes/Assisted Living | 10.614 | 9.623 | 8.201 | 10.588 | 11.513 | 12.316 | 13.045 |
| Libraries/Museums | 2.748 | 3.804 | 3.515 | 4.047 | 4.264 | 4.385 | 4.454 |
| Courthouse | 1.928 | 1.570 | 1.490 | 2.064 | 2.179 | 2.253 | 2.342 |
| Police/Fire | 3.038 | 3.200 | 2.712 | 3.458 | 3.608 | 3.741 | 3.865 |
| Prisons | 3.147 | 2.192 | 1.489 | 1.887 | 1.997 | 2.105 | 2.190 |
| Military | 5.231 | 5.279 | 5.435 | 5.425 | 5.876 | 6.122 | 6.341 |
| Educational Facilities | 71.499 | 75.396 | 56.234 | 67.336 | 70.702 | 73.205 | 75.335 |
| MED misc | 11.249 | 9.189 | 9.468 | 10.425 | 11.257 | 11.739 | 12.130 |
| TOTAL INSTITUTIONAL | 128.531 | 131.760 | 112.147 | 128.514 | 135.285 | 140.292 | 145.163 |
| (Yr/yr % change) | 0.5% | 2.5% | -14.9% | 14.6% | 5.3% | 3.7% | 3.5% |
| Miscellaneous Non-Res Building | 7.207 | 7.482 | 5.621 | 6.525 | 7.162 | 7.565 | 7.807 |
| TOTAL NON-RES BLDG | 305.353 | 332.435 | 226.426 | 268.637 | 291.733 | 311.148 | 327.296 |
| (Yr/yr % change) | -3.3% | 8.9% | -31.9% | 18.6% | 8.6% | 6.7% | 5.2% |
| Airport | 7.269 | 7.288 | 5.701 | 5.987 | 6.949 | 7.683 | 8.343 |
| Roads | 63.257 | 65.244 | 51.916 | 66.247 | 69.994 | 73.881 | 76.890 |
| Bridges | 24.029 | 30.005 | 23.529 | 28.602 | 29.952 | 31.126 | 32.213 |
| Dams/Canal/Marine | 6.645 | 8.536 | 6.667 | 7.842 | 8.343 | 8.629 | 8.890 |
| Water & Sewage Treatment | 29.644 | 31.278 | 27.062 | 31.510 | 33.041 | 34.538 | 35.867 |
| Misc Civil (Power, etc.) | 32.139 | 46.068 | 40.589 | 43.427 | 48.499 | 51.368 | 53.382 |
| TOTAL ENGINEERING | 162.984 | 188.419 | 155.464 | 183.617 | 196.778 | 207.224 | 215.584 |
| (Yr/yr % change) | 8.8% | 15.6% | -17.5% | 18.1% | 7.2% | 5.3% | 4.0% |
| TOTAL NON-RESIDENTIAL | 468.337 | 520.854 | 381.890 | 452.253 | 488.510 | 518.372 | 542.880 |
| (Yr/yr % change) | 0.6% | 11.2% | -26.7% | 18.4% | 8.0% | 6.1% | 4.7% |
| GRAND TOTAL | 764.970 | 814.992 | 591.878 | 714.751 | 777.103 | 824.728 | 867.414 |
| (Yr/yr % change) | -2.4% | 6.5% | -27.4% | 20.8% | 8.7% | 6.1% | 5.2% |

EXPLANATION: Table 3 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 4 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

Table 4: U.S. Type-of-Structure Forecasts
Arranged to match the alphabetical category drop-down menus in INSIGHT (\$ Billions USD)

| | Actuals | | Forecasts | | | | |
|--------------------------------------|---------|---------|-----------|---------|---------|---------|---------|
| | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| Summary | | | | | | | |
| CIVIL | 162.984 | 188.419 | 155.464 | 183.617 | 196.778 | 207.224 | 215.584 |
| NON-RESIDENTIAL BUILDING | 305.353 | 332.435 | 226.426 | 268.637 | 291.733 | 311.148 | 327.296 |
| RESIDENTIAL | 296.633 | 294.138 | 209.988 | 262.498 | 288.593 | 306.356 | 324.534 |
| GRAND TOTAL | 764.970 | 814.992 | 591.878 | 714.751 | 777.103 | 824.728 | 867.414 |
| Verticals | | | | | | | |
| Airport | 7.269 | 7.288 | 5.701 | 5.987 | 6.949 | 7.683 | 8.343 |
| All Other Civil | 24.429 | 31.385 | 27.003 | 28.714 | 30.335 | 31.574 | 32.669 |
| Bridges | 24.029 | 30.005 | 23.529 | 28.602 | 29.952 | 31.126 | 32.213 |
| Dams / Canals / Marine Work | 6.645 | 8.536 | 6.667 | 7.842 | 8.343 | 8.629 | 8.890 |
| Power Infrastructure | 7.710 | 14.684 | 13.586 | 14.713 | 18.164 | 19.794 | 20.713 |
| Roads | 63.257 | 65.244 | 51.916 | 66.247 | 69.994 | 73.881 | 76.890 |
| Water and Sewage Treatment | 29.644 | 31.278 | 27.062 | 31.510 | 33.041 | 34.538 | 35.867 |
| CIVIL | 162.984 | 188.419 | 155.464 | 183.617 | 196.778 | 207.224 | 215.584 |
| (Yr/Yr % change) | 8.8% | 15.6% | -17.5% | 18.1% | 7.2% | 5.3% | 4.0% |
| Offices (private) | 29.887 | 35.708 | 23.026 | 28.142 | 29.570 | 31.144 | 32.896 |
| Parking Garages | 2.867 | 3.114 | 2.206 | 2.630 | 2.983 | 3.147 | 3.242 |
| Transportation Terminals | 5.254 | 10.626 | 6.097 | 7.142 | 8.278 | 9.330 | 10.042 |
| Commercial | 38.008 | 49.449 | 31.330 | 37.914 | 40.832 | 43.621 | 46.180 |
| (Yr/Yr % change) | 4.6% | 30.1% | -36.6% | 21.0% | 7.7% | 6.8% | 5.9% |
| Amusement | 8.552 | 7.456 | 5.766 | 6.726 | 7.674 | 8.023 | 8.370 |
| Libraries / Museums | 2.748 | 3.804 | 3.515 | 4.047 | 4.264 | 4.385 | 4.454 |
| Religious | 2.191 | 1.801 | 1.316 | 1.727 | 1.775 | 1.794 | 1.819 |
| Sports Arenas / Convention Centers | 7.028 | 9.458 | 6.087 | 7.173 | 8.273 | 9.044 | 9.753 |
| Community | 20.519 | 22.519 | 16.684 | 19.673 | 21.987 | 23.245 | 24.395 |
| (Yr/Yr % change) | -29.7% | 9.8% | -25.9% | 17.9% | 11.8% | 5.7% | 4.9% |
| College / University | 20.006 | 19.693 | 15.095 | 17.807 | 18.693 | 19.561 | 20.236 |
| Elementary / Pre School | 19.349 | 21.237 | 14.813 | 18.764 | 19.790 | 20.586 | 21.357 |
| Jr / Sr High School | 30.419 | 32.472 | 24.984 | 29.089 | 30.426 | 31.198 | 31.815 |
| Special / Vocational | 1.726 | 1.994 | 1.342 | 1.676 | 1.793 | 1.860 | 1.927 |
| Educational | 71.499 | 75.396 | 56.234 | 67.336 | 70.702 | 73.205 | 75.335 |
| (Yr/Yr % change) | 2.9% | 5.4% | -25.4% | 19.7% | 5.0% | 3.5% | 2.9% |
| Courthouses | 1.928 | 1.570 | 1.490 | 2.064 | 2.179 | 2.253 | 2.342 |
| Fire and Police Stations | 3.038 | 3.200 | 2.712 | 3.458 | 3.608 | 3.741 | 3.865 |
| Government Offices | 11.016 | 11.454 | 10.940 | 11.847 | 12.245 | 12.868 | 13.213 |
| Prisons | 3.147 | 2.192 | 1.489 | 1.887 | 1.997 | 2.105 | 2.190 |
| Government | 19.128 | 18.414 | 16.631 | 19.256 | 20.029 | 20.967 | 21.610 |
| (Yr/Yr % change) | 0.6% | -3.7% | -9.7% | 15.8% | 4.0% | 4.7% | 3.1% |
| Industrial Labs / Labs / School Labs | 2.908 | 2.108 | 3.254 | 3.092 | 3.199 | 3.309 | 3.421 |
| Manufacturing | 35.799 | 53.150 | 10.150 | 20.819 | 26.788 | 32.254 | 36.167 |
| Warehouses | 21.746 | 21.420 | 18.086 | 19.308 | 21.011 | 22.643 | 23.763 |
| Industrial | 60.453 | 76.678 | 31.490 | 43.219 | 50.998 | 58.206 | 63.351 |
| (Yr/Yr % change) | -1.4% | 26.8% | -58.9% | 37.2% | 18.0% | 14.1% | 8.8% |
| Hospitals / Clinics | 16.888 | 19.706 | 22.287 | 21.557 | 22.114 | 22.632 | 23.642 |
| Medical Misc. | 11.249 | 9.189 | 9.468 | 10.425 | 11.257 | 11.739 | 12.130 |
| Nursing Homes | 10.614 | 9.623 | 8.201 | 10.588 | 11.513 | 12.316 | 13.045 |
| Medical | 38.750 | 38.519 | 39.957 | 42.570 | 44.884 | 46.687 | 48.817 |
| (Yr/Yr % change) | -1.8% | -0.6% | 3.7% | 6.5% | 5.4% | 4.0% | 4.6% |
| Military | 5.231 | 5.279 | 5.435 | 5.425 | 5.876 | 6.122 | 6.341 |
| (Yr/Yr % change) | 9.5% | 0.9% | 3.0% | -0.2% | 8.3% | 4.2% | 3.6% |
| Hotels | 26.252 | 22.409 | 10.460 | 12.607 | 14.008 | 15.057 | 15.830 |
| Retail Misc. | 7.207 | 7.482 | 5.621 | 6.525 | 7.162 | 7.565 | 7.807 |
| Shopping | 18.307 | 16.289 | 12.585 | 14.110 | 15.254 | 16.471 | 17.628 |
| Retail | 51.766 | 46.181 | 28.666 | 33.243 | 36.424 | 39.094 | 41.265 |
| (Yr/Yr % change) | -8.1% | -10.8% | -37.9% | 16.0% | 9.6% | 7.3% | 5.6% |
| NON-RESIDENTIAL BUILDING | 305.353 | 332.435 | 226.426 | 268.637 | 291.733 | 311.148 | 327.296 |
| (Yr/Yr % change) | -3.3% | 8.9% | -31.9% | 18.6% | 8.6% | 6.7% | 5.2% |
| Multi-Family | 94.207 | 95.313 | 55.460 | 77.020 | 86.282 | 90.757 | 96.421 |
| Single-Family | 202.426 | 198.825 | 154.528 | 185.478 | 202.311 | 215.599 | 228.113 |
| RESIDENTIAL | 296.633 | 294.138 | 209.988 | 262.498 | 288.593 | 306.356 | 324.534 |
| (Yr/Yr % change) | -6.7% | -0.8% | -28.6% | 25.0% | 9.9% | 6.2% | 5.9% |
| GRAND TOTAL | 764.970 | 814.992 | 591.878 | 714.751 | 777.103 | 824.728 | 867.414 |
| (Yr/Yr % change) | -2.4% | 6.5% | -27.4% | 20.8% | 8.7% | 6.1% | 5.2% |

EXPLANATION: Table 3 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 4 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

Table 5: U.S. States, Total Construction Starts — ConstructConnect

| Actuals (Level in \$ Millions USD) | | Forecasts (Year versus previous year % change) | | | | |
|--|-----------|--|-------|-------|-------|------|
| States (alphabetical by 2-letter code) | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| Alaska - AK | \$1,594 | -15.0% | 21.2% | 8.9% | 4.7% | 4.7% |
| Alabama - AL | \$12,674 | -28.1% | 23.8% | 6.8% | 5.6% | 5.0% |
| Arkansas - AR | \$6,407 | -10.6% | -4.4% | 8.2% | 5.8% | 5.2% |
| Arizona - AZ | \$20,389 | -29.2% | 1.8% | 9.3% | 5.4% | 4.6% |
| California - CA* | \$65,032 | -12.2% | 10.5% | 10.1% | 5.8% | 5.6% |
| Colorado - CO | \$19,918 | -25.5% | 19.7% | 9.3% | 6.1% | 5.8% |
| Connecticut - CT | \$6,871 | -21.7% | 23.6% | 7.8% | 4.2% | 4.0% |
| District Of Columbia - DC | \$4,011 | -26.0% | 8.6% | 7.0% | 3.9% | 5.0% |
| Delaware - DE | \$2,637 | -23.2% | 5.6% | 6.8% | 4.8% | 4.4% |
| Florida - FL* | \$61,378 | -25.0% | 18.9% | 9.1% | 5.4% | 5.3% |
| Georgia - GA | \$30,520 | -36.8% | 23.0% | 10.3% | 6.6% | 5.8% |
| Hawaii - HI | \$3,018 | -38.9% | 69.5% | 8.5% | 4.3% | 4.8% |
| Iowa - IA | \$7,789 | -35.0% | 12.8% | 7.1% | 5.6% | 5.2% |
| Idaho - ID | \$5,375 | -34.5% | 16.4% | 8.6% | 5.1% | 5.1% |
| Illinois - IL | \$21,686 | -33.4% | 31.1% | 7.0% | 4.1% | 4.3% |
| Indiana - IN | \$13,550 | -19.5% | 16.9% | 9.7% | 6.7% | 5.5% |
| Kansas - KS | \$6,229 | -20.9% | 27.9% | 9.2% | 5.3% | 5.0% |
| Kentucky - KY | \$9,294 | -38.3% | 30.1% | 8.8% | 5.4% | 4.8% |
| Louisiana - LA | \$12,021 | -22.1% | 17.9% | 9.3% | 6.0% | 5.3% |
| Massachusetts - MA | \$17,189 | -39.3% | 38.6% | 8.0% | 4.2% | 4.6% |
| Maryland - MD | \$10,905 | -24.4% | 1.8% | 7.7% | 4.5% | 4.3% |
| Maine - ME | \$2,533 | -16.1% | 10.4% | 6.7% | 5.1% | 4.8% |
| Michigan - MI | \$17,624 | -27.8% | 31.0% | 8.9% | 5.6% | 4.8% |
| Minnesota - MN | \$18,014 | -36.2% | 27.3% | 9.1% | 5.8% | 5.2% |
| Missouri - MO | \$11,888 | -18.3% | -2.4% | 7.3% | 4.4% | 4.3% |
| Mississippi - MS | \$4,743 | -18.4% | -0.1% | 6.9% | 5.6% | 4.9% |
| Montana - MT | \$2,514 | -34.9% | 18.2% | 8.5% | 5.3% | 5.0% |
| North Carolina - NC | \$32,903 | -31.0% | 20.5% | 9.1% | 5.4% | 5.2% |
| North Dakota - ND | \$3,061 | -49.3% | 52.4% | 8.0% | 5.7% | 5.5% |
| Nebraska - NE | \$4,866 | -5.5% | -1.3% | 7.7% | 5.5% | 5.3% |
| New Hampshire - NH | \$2,636 | -30.8% | 32.6% | 8.4% | 4.7% | 4.8% |
| New Jersey - NJ | \$13,223 | -23.0% | 20.2% | 8.0% | 4.2% | 4.2% |
| New Mexico - NM | \$3,718 | -36.4% | 26.0% | 6.3% | 5.1% | 4.7% |
| Nevada - NV | \$10,043 | -33.4% | 33.6% | 9.9% | 5.2% | 5.1% |
| New York - NY* | \$37,427 | -36.6% | 56.8% | 5.3% | 17.2% | 4.9% |
| Ohio - OH | \$19,891 | -26.9% | 19.9% | 8.7% | 5.7% | 5.0% |
| Oklahoma - OK | \$8,677 | -18.7% | 19.4% | 8.1% | 5.5% | 5.1% |
| Oregon - OR | \$10,063 | -33.4% | 30.7% | 9.7% | 6.2% | 6.0% |
| Pennsylvania - PA | \$20,996 | -21.2% | 24.8% | 8.0% | 4.8% | 4.5% |
| Rhode Island - RI | \$1,116 | 0.0% | 17.7% | 8.3% | 4.7% | 5.0% |
| South Carolina - SC | \$14,574 | -26.9% | 17.6% | 7.6% | 5.4% | 5.0% |
| South Dakota - SD | \$3,477 | -49.9% | 32.6% | 7.8% | 5.3% | 5.2% |
| Tennessee - TN | \$18,502 | -16.1% | 5.9% | 8.0% | 5.2% | 4.9% |
| Texas - TX* | \$129,125 | -28.8% | 24.3% | 9.7% | 6.5% | 5.7% |
| Utah - UT | \$10,264 | -11.2% | 26.5% | 10.2% | 5.2% | 5.4% |
| Virginia - VA | \$22,948 | -25.0% | 13.9% | 7.1% | 4.2% | 4.5% |
| Vermont - VT | \$769 | -32.7% | 36.4% | 7.6% | 5.3% | 5.5% |
| Washington - WA | \$28,174 | -39.6% | 18.3% | 9.1% | 5.2% | 5.3% |
| Wisconsin - WI | \$14,749 | -33.6% | 17.6% | 8.7% | 5.4% | 4.9% |
| West Virginia - WV | \$2,312 | -4.8% | 19.8% | 7.6% | 4.8% | 4.2% |
| Wyoming - WY | \$5,675 | -61.0% | 27.2% | 8.7% | 4.7% | 4.9% |
| United States | \$814,992 | -27.4% | 20.8% | 8.7% | 6.1% | 5.2% |

*One in three Americans lives in one of the four shaded states, New York, Florida, Texas or California.
Sum of first column may not exactly equal total due to rounding.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect /
Table: ConstructConnect.

Table 6: U.S. Four Largest States: Type-of-Structure Forecasts
(\$ Billions USD)

| | | Actuals | | Forecasts | | | | |
|------------|------------------------------|---------|---------|-----------|---------|---------|---------|---------|
| | | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| New York | Residential | 9.855 | 10.282 | 4.892 | 9.190 | 9.888 | 11.480 | 12.154 |
| | Non-res Building | 17.575 | 19.365 | 10.462 | 14.598 | 15.166 | 17.744 | 18.673 |
| | Engineering/Civil | 10.720 | 7.780 | 8.384 | 13.423 | 14.140 | 16.711 | 17.364 |
| | Total | 38.151 | 37.427 | 23.739 | 37.211 | 39.193 | 45.935 | 48.190 |
| | (Yr vs previous yr % Change) | -23.9% | -1.9% | -36.6% | 56.8% | 5.3% | 17.2% | 4.9% |
| Florida | Residential | 26.700 | 28.682 | 21.209 | 26.031 | 28.704 | 30.342 | 32.218 |
| | Non-res Building | 18.729 | 18.606 | 15.846 | 17.572 | 18.957 | 19.889 | 20.842 |
| | Engineering/Civil | 10.126 | 14.089 | 8.961 | 11.087 | 12.009 | 12.650 | 13.156 |
| | Total | 55.555 | 61.378 | 46.016 | 54.691 | 59.670 | 62.881 | 66.216 |
| | (Yr vs previous yr % Change) | -5.0% | 10.5% | -25.0% | 18.9% | 9.1% | 5.4% | 5.3% |
| Texas | Residential | 41.983 | 44.006 | 38.628 | 50.034 | 55.244 | 59.121 | 63.182 |
| | Non-res Building | 34.028 | 61.190 | 30.261 | 38.987 | 43.343 | 46.846 | 49.286 |
| | Engineering/Civil | 20.142 | 23.929 | 23.042 | 25.254 | 26.816 | 27.554 | 28.681 |
| | Total | 96.153 | 129.125 | 91.932 | 114.275 | 125.403 | 133.521 | 141.150 |
| | (Yr vs previous yr % Change) | -5.7% | 34.3% | -28.8% | 24.3% | 9.7% | 6.5% | 5.7% |
| California | Residential | 27.328 | 24.055 | 16.841 | 19.151 | 21.599 | 23.094 | 24.753 |
| | Non-res Building | 26.682 | 25.536 | 24.199 | 27.321 | 29.693 | 31.092 | 32.684 |
| | Engineering/Civil | 17.007 | 15.442 | 16.080 | 16.649 | 18.191 | 19.338 | 20.197 |
| | Total | 71.016 | 65.032 | 57.120 | 63.122 | 69.483 | 73.524 | 77.634 |
| | (Yr vs previous yr % Change) | -9.5% | -8.4% | -12.2% | 10.5% | 10.1% | 5.8% | 5.6% |

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Table: ConstructConnect.

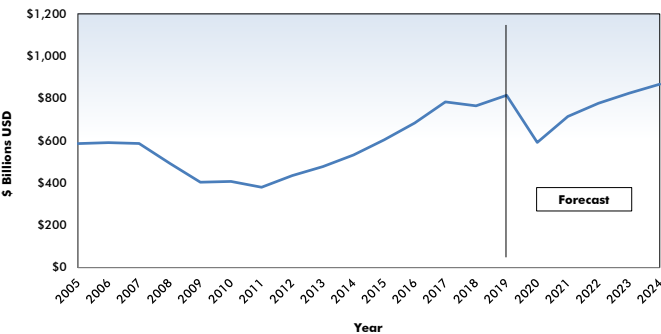
Tweeted by ConstructConnect:

@ConstructConnx

In March, the U.S. goods and services foreign trade deficit shrank by -12.2% m/m. Canada's merchandise trade deficit (i.e., for 'goods' alone) also retreated in the latest month, by more than a third versus February.

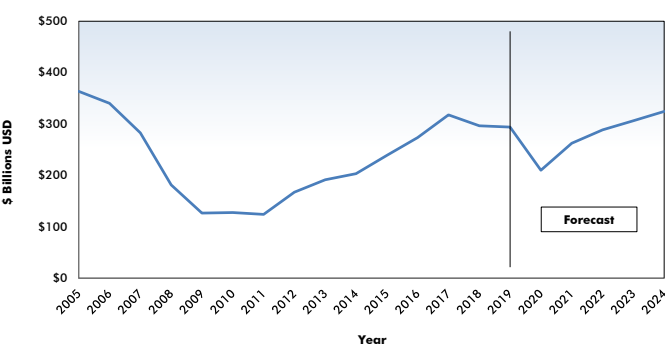


Graph 1: U.S. Grand Total Construction Starts — ConstructConnect



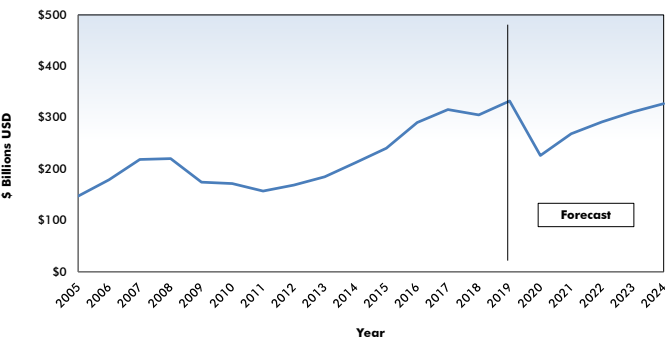
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 2: U.S. Total Residential Construction Starts — ConstructConnect



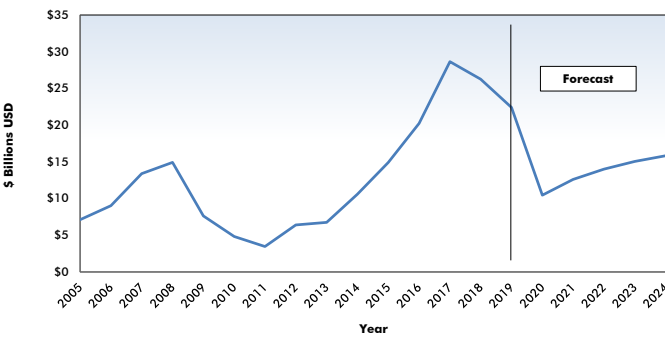
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 3: U.S. Total Non-Residential Building Starts — ConstructConnect



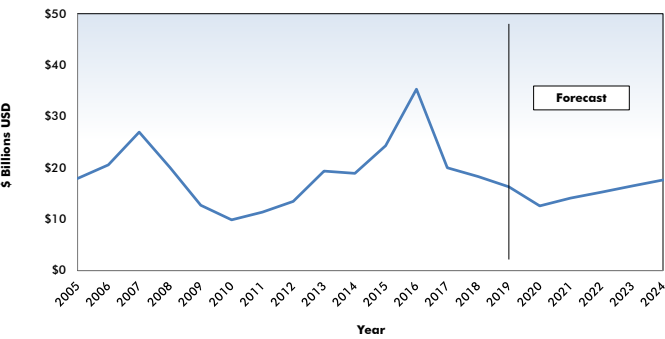
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 4: U.S. Hotel/Motel Construction Starts — ConstructConnect



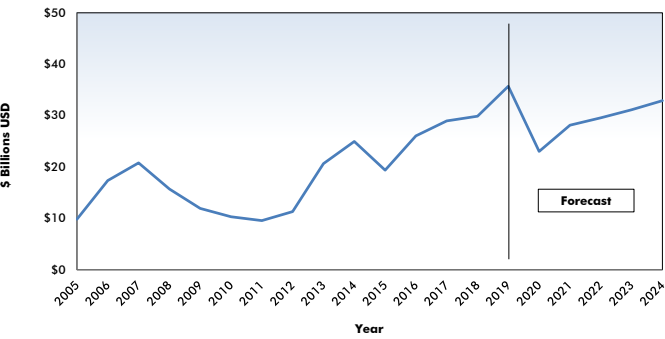
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 5: U.S. Shopping/Retail Construction Starts — ConstructConnect



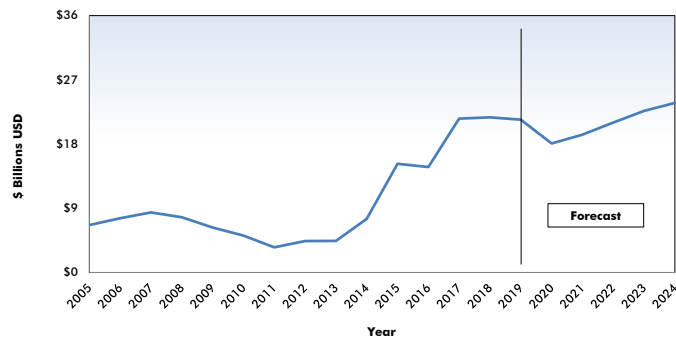
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 6: U.S. Private Office Building Construction Starts — ConstructConnect



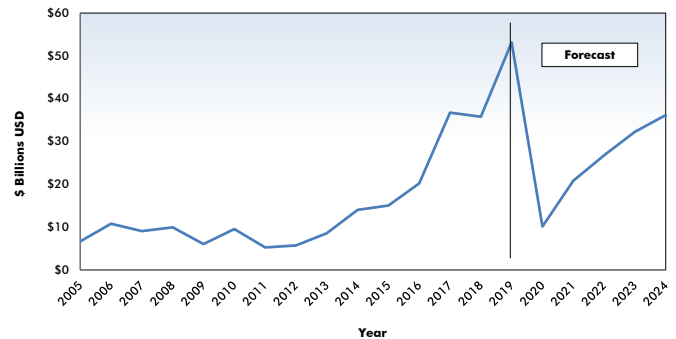
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 7: U.S. Warehouse Construction Starts — ConstructConnect



Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 8: U.S. Industrial/Manufacturing Construction Starts — ConstructConnect



Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 9: U.S. Hospital and Clinic Construction Starts — ConstructConnect



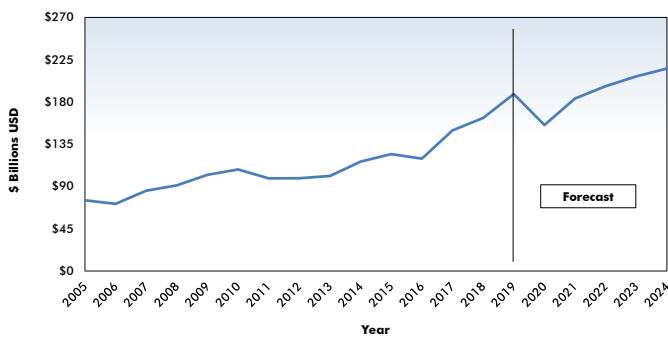
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 10: U.S. Total Educational Construction Starts — ConstructConnect



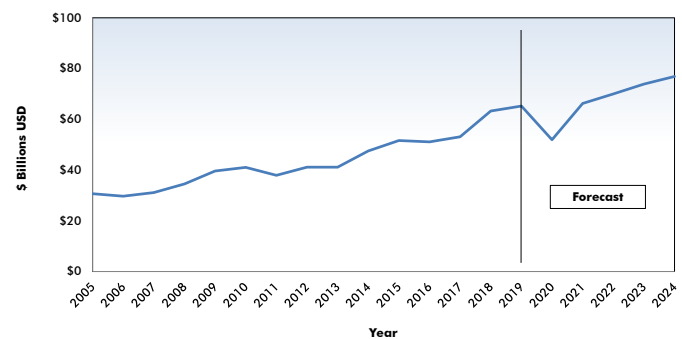
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 11: U.S. Total Heavy Engineering/Civil Construction Starts — ConstructConnect



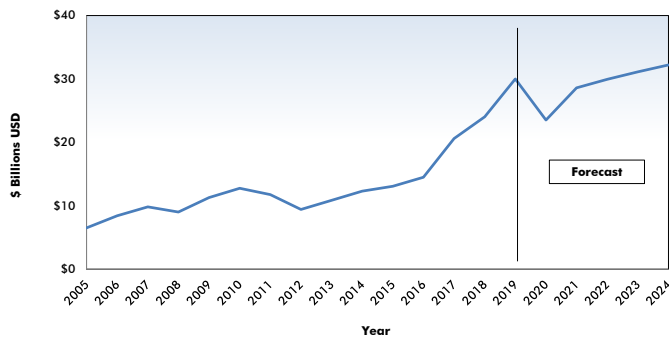
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 12: U.S. Roadwork Construction Starts — ConstructConnect



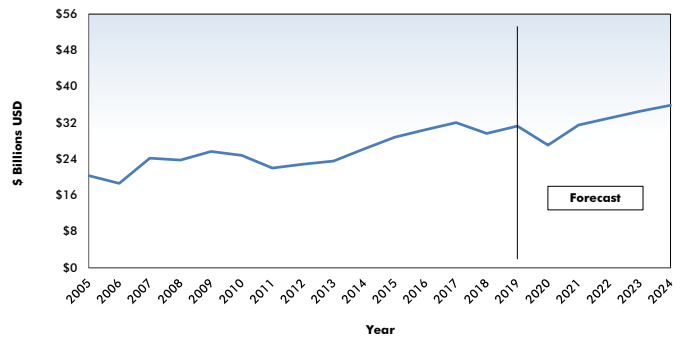
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 13: U.S. Bridge Construction Starts — ConstructConnect



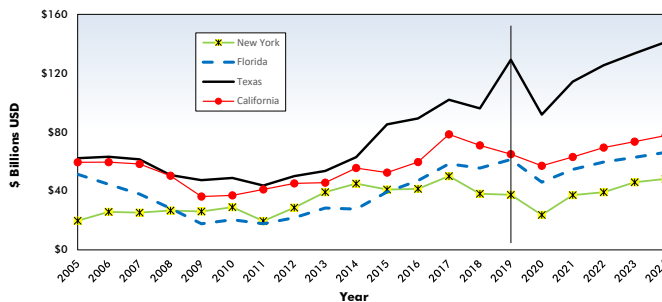
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 14: U.S. Water and Sewage Treatment Construction Starts — ConstructConnect



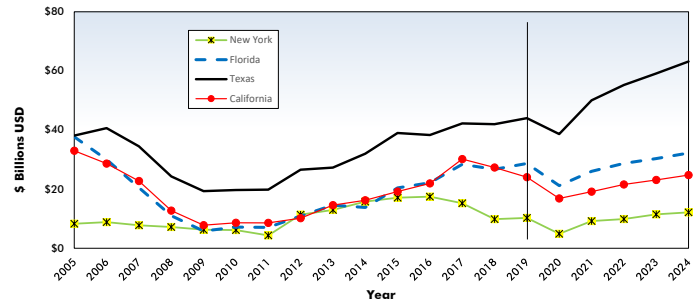
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 15: U.S. Four Largest States (by Population): Total Construction Starts — ConstructConnect



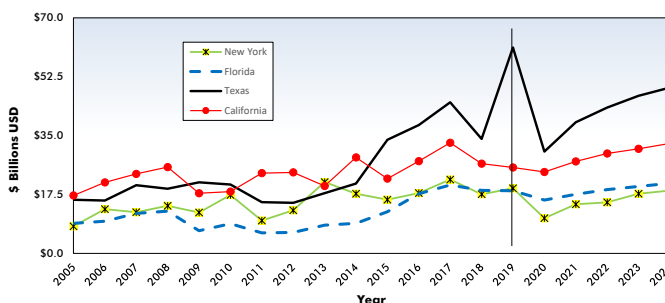
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 16: U.S. Four Largest States: Total Residential Construction Starts — ConstructConnect



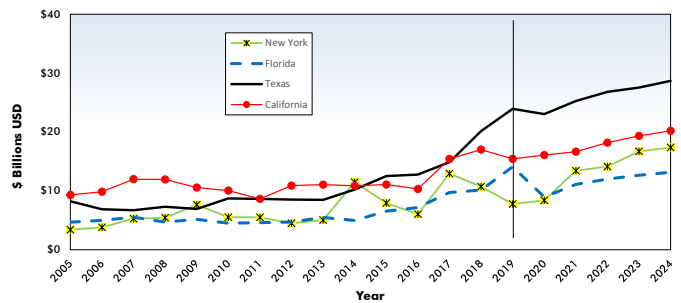
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 17: U.S. Four Largest States: Total Non-residential Building Starts — ConstructConnect



Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 18: U.S. Four Largest States: Total Engineering/Civil Construction Starts — ConstructConnect



Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Table 7: Canada Type-of-Structure Forecasts
(\$ Billions CAD)

| | Actuals | | Forecasts | | | | |
|---|----------------|---------------|---------------|---------------|---------------|----------------|----------------|
| | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| Single-family | 14.487 | 12.331 | 8.576 | 11.230 | 12.522 | 13.469 | 14.359 |
| Multi-family | 15.247 | 17.327 | 8.894 | 12.480 | 13.383 | 14.333 | 14.942 |
| TOTAL RESIDENTIAL | 29.733 | 29.657 | 17.470 | 23.710 | 25.905 | 27.802 | 29.301 |
| (Yr/yr % change) | -6.1% | -0.3% | -41.1% | 35.7% | 9.3% | 7.3% | 5.4% |
| Hotels/Motels | 0.406 | 0.624 | 0.502 | 0.506 | 0.611 | 0.681 | 0.734 |
| Private Offices | 1.970 | 3.717 | 2.368 | 3.095 | 3.207 | 3.162 | 3.032 |
| Governmental Offices | 1.541 | 3.056 | 1.849 | 2.112 | 2.290 | 2.389 | 2.458 |
| Shopping/Retail | 0.870 | 2.256 | 1.054 | 1.249 | 1.337 | 1.389 | 1.427 |
| Retail Miscellaneous | 0.184 | 0.232 | 0.119 | 0.194 | 0.218 | 0.237 | 0.252 |
| Parking Garages | 0.192 | 0.383 | 0.147 | 0.185 | 0.229 | 0.240 | 0.249 |
| Amusement | 2.400 | 1.834 | 0.911 | 1.368 | 1.563 | 1.654 | 1.733 |
| Warehouses | 1.865 | 1.245 | 0.677 | 0.952 | 1.242 | 1.401 | 1.484 |
| TOTAL COMMERCIAL | 9.428 | 13.347 | 7.627 | 9.661 | 10.697 | 11.154 | 11.370 |
| (Yr/yr % change) | 4.0% | 41.6% | -42.9% | 26.7% | 10.7% | 4.3% | 1.9% |
| TOTAL INDUSTRIAL (manufacturing) | 19.373 | 2.928 | 3.998 | 4.997 | 5.803 | 6.704 | 7.182 |
| (Yr/yr % change) | 441.1% | -84.9% | 36.5% | 25.0% | 16.1% | 15.5% | 7.1% |
| Religious | 0.153 | 0.050 | 0.044 | 0.068 | 0.072 | 0.075 | 0.077 |
| Hospitals/Clinics | 3.385 | 3.160 | 2.502 | 3.101 | 3.498 | 3.886 | 4.202 |
| MED misc | 0.282 | 0.273 | 0.268 | 0.401 | 0.473 | 0.501 | 0.529 |
| Transportation Terminals* | 6.991 | 1.152 | 0.572 | 0.897 | 2.175 | 2.905 | 3.172 |
| Police/Fire | 2.083 | 0.900 | 0.614 | 0.833 | 0.954 | 0.992 | 1.027 |
| Educational Facilities | 4.204 | 4.687 | 2.449 | 3.276 | 3.908 | 4.005 | 4.076 |
| TOTAL INSTITUTIONAL | 17.098 | 10.222 | 6.449 | 8.575 | 11.079 | 12.364 | 13.083 |
| (Yr/yr % change) | 60.5% | -40.2% | -36.9% | 33.0% | 29.2% | 11.6% | 5.8% |
| TOTAL NON-RES BUILDING | 45.899 | 26.497 | 18.073 | 23.234 | 27.580 | 30.222 | 31.635 |
| (Yr/yr % change) | 97.0% | -42.3% | -31.8% | 28.6% | 18.7% | 9.6% | 4.7% |
| Bridges | 6.703 | 2.117 | 2.400 | 3.357 | 3.753 | 3.975 | 4.106 |
| Dams/Canal/Marine | 0.927 | 0.651 | 0.535 | 0.805 | 0.895 | 0.968 | 1.025 |
| Water & Sewage Treatment | 6.122 | 3.684 | 2.285 | 3.619 | 4.185 | 4.650 | 4.958 |
| Roads | 10.006 | 8.854 | 5.470 | 7.983 | 9.372 | 10.137 | 10.712 |
| Power Infrastructure | 3.098 | 3.046 | 1.528 | 4.560 | 5.155 | 5.821 | 6.384 |
| All Other Civil (Oil & Gas etc.) | 8.284 | 17.501 | 8.859 | 12.205 | 15.772 | 18.374 | 20.474 |
| TOTAL ENGINEERING | 35.140 | 35.854 | 21.077 | 32.529 | 39.132 | 43.925 | 47.659 |
| (Yr/yr % change) | 20.7% | 2.0% | -41.2% | 54.3% | 20.3% | 12.2% | 8.5% |
| TOTAL NON-RESIDENTIAL | 81.039 | 62.351 | 39.151 | 55.762 | 66.712 | 74.147 | 79.294 |
| (Yr/yr % change) | 54.6% | -23.1% | -37.2% | 42.4% | 19.6% | 11.1% | 6.9% |
| GRAND TOTAL | 110.772 | 92.008 | 56.621 | 79.472 | 92.618 | 101.950 | 108.596 |
| (Yr/yr % change) | 31.8% | -16.9% | -38.5% | 40.4% | 16.5% | 10.1% | 6.5% |

* With respect to Tables 3 and 7, 'transportation terminals' is the one type-of-structure that is categorized differently in Canada (institutional) than in the U.S. (commercial), for reasons having to do with government statistics.

EXPLANATION: Table 7 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 8 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

The outsized percentage-changes in the Grand Total are due to a couple of mega projects (\$4 billion for the Gordie Howe bridge and \$10 billion for LNG work in NW B.C.) breaking ground in 2018.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Table: ConstructConnect.

Table 8: Canada Type-of-Structure Forecasts

Arranged to match the alphabetical category drop-down menus in INSIGHT (\$ Billions CAD)

| | Actuals | | Forecasts | | | | |
|-----------------------------|---------|--------|-----------|--------|--------|---------|---------|
| | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| Summary | | | | | | | |
| CIVIL | 35.140 | 35.854 | 21.077 | 32.529 | 39.132 | 43.925 | 47.659 |
| NON-RESIDENTIAL BUILDING | 45.899 | 26.497 | 18.073 | 23.234 | 27.580 | 30.222 | 31.635 |
| RESIDENTIAL | 29.733 | 29.657 | 17.470 | 23.710 | 25.905 | 27.802 | 29.301 |
| GRAND TOTAL | 110.772 | 92.008 | 56.621 | 79.472 | 92.618 | 101.950 | 108.596 |
| Verticals | | | | | | | |
| All Other Civil | 8.284 | 17.501 | 8.859 | 12.205 | 15.772 | 18.374 | 20.474 |
| Bridges | 6.703 | 2.117 | 2.400 | 3.357 | 3.753 | 3.975 | 4.106 |
| Dams / Canals / Marine Work | 0.927 | 0.651 | 0.535 | 0.805 | 0.895 | 0.968 | 1.025 |
| Power Infrastructure | 3.098 | 3.046 | 1.528 | 4.560 | 5.155 | 5.821 | 6.384 |
| Roads | 10.006 | 8.854 | 5.470 | 7.983 | 9.372 | 10.137 | 10.712 |
| Water and Sewage Treatment | 6.122 | 3.684 | 2.285 | 3.619 | 4.185 | 4.650 | 4.958 |
| CIVIL | 35.140 | 35.854 | 21.077 | 32.529 | 39.132 | 43.925 | 47.659 |
| (Yr/yr % change) | 20.7% | 2.0% | -41.2% | 54.3% | 20.3% | 12.2% | 8.5% |
| Offices (private) | 1.970 | 3.717 | 2.368 | 3.095 | 3.207 | 3.162 | 3.032 |
| Parking Garages | 0.192 | 0.383 | 0.147 | 0.185 | 0.229 | 0.240 | 0.249 |
| Transportation Terminals | 6.991 | 1.152 | 0.572 | 0.897 | 2.175 | 2.905 | 3.172 |
| Commercial | 9.153 | 5.252 | 3.087 | 4.177 | 5.612 | 6.308 | 6.453 |
| (Yr/yr % change) | 338.8% | -42.6% | -41.2% | 35.3% | 34.3% | 12.4% | 2.3% |
| Amusement | 2.400 | 1.834 | 0.911 | 1.368 | 1.563 | 1.654 | 1.733 |
| Religious | 0.153 | 0.050 | 0.044 | 0.068 | 0.072 | 0.075 | 0.077 |
| Community | 2.553 | 1.884 | 0.955 | 1.435 | 1.635 | 1.729 | 1.810 |
| (Yr/yr % change) | 6.6% | -26.2% | -49.3% | 50.3% | 13.9% | 5.7% | 4.7% |
| Educational | 4.204 | 4.687 | 2.449 | 3.276 | 3.908 | 4.005 | 4.076 |
| (Yr/yr % change) | 0.6% | 11.5% | -47.7% | 33.8% | 19.3% | 2.5% | 1.8% |
| Fire and Police Stations | 2.083 | 0.900 | 0.614 | 0.833 | 0.954 | 0.992 | 1.027 |
| Government Offices | 1.541 | 3.056 | 1.849 | 2.112 | 2.290 | 2.389 | 2.458 |
| Government | 3.624 | 3.956 | 2.464 | 2.945 | 3.244 | 3.381 | 3.485 |
| (Yr/yr % change) | 50.2% | 9.2% | -37.7% | 19.5% | 10.2% | 4.2% | 3.1% |
| Manufacturing | 19.373 | 2.928 | 3.998 | 4.997 | 5.803 | 6.704 | 7.182 |
| Warehouses | 1.865 | 1.245 | 0.677 | 0.952 | 1.242 | 1.401 | 1.484 |
| Industrial | 21.238 | 4.173 | 4.674 | 5.949 | 7.045 | 8.105 | 8.667 |
| (Yr/yr % change) | 324.4% | -80.4% | 12.0% | 27.3% | 18.4% | 15.1% | 6.9% |
| Hospitals / Clinics | 3.385 | 3.160 | 2.502 | 3.101 | 3.498 | 3.886 | 4.202 |
| Medical Misc. | 0.282 | 0.273 | 0.268 | 0.401 | 0.473 | 0.501 | 0.529 |
| Medical | 3.667 | 3.433 | 2.770 | 3.501 | 3.971 | 4.386 | 4.731 |
| (Yr/yr % change) | -24.1% | -6.4% | -19.3% | 26.4% | 13.4% | 10.5% | 7.9% |
| Hotels | 0.406 | 0.624 | 0.502 | 0.506 | 0.611 | 0.681 | 0.734 |
| Retail Misc. | 0.184 | 0.232 | 0.119 | 0.194 | 0.218 | 0.237 | 0.252 |
| Shopping | 0.870 | 2.256 | 1.054 | 1.249 | 1.337 | 1.389 | 1.427 |
| Retail | 1.460 | 3.112 | 1.675 | 1.950 | 2.166 | 2.307 | 2.414 |
| (Yr/yr % change) | -38.9% | 113.2% | -46.2% | 16.4% | 11.1% | 6.5% | 4.6% |
| NON-RESIDENTIAL BUILDING | 45.899 | 26.497 | 18.073 | 23.234 | 27.580 | 30.222 | 31.635 |
| (Yr/yr % change) | 97.0% | -42.3% | -31.8% | 28.6% | 18.7% | 9.6% | 4.7% |
| Multi-Family | 15.247 | 17.327 | 8.894 | 12.480 | 13.383 | 14.333 | 14.942 |
| Single-Family | 14.487 | 12.331 | 8.576 | 11.230 | 12.522 | 13.469 | 14.359 |
| RESIDENTIAL | 29.733 | 29.657 | 17.470 | 23.710 | 25.905 | 27.802 | 29.301 |
| (Yr/yr % change) | -6.1% | -0.3% | -41.1% | 35.7% | 9.3% | 7.3% | 5.4% |
| TOTAL NON-RESIDENTIAL | 81.039 | 62.351 | 39.151 | 55.762 | 66.712 | 74.147 | 79.294 |
| (Yr/yr % change) | 54.6% | -23.1% | -37.2% | 42.4% | 19.6% | 11.1% | 6.9% |
| GRAND TOTAL | 110.772 | 92.008 | 56.621 | 79.472 | 92.618 | 101.950 | 108.596 |
| (Yr/yr % change) | 31.8% | -16.9% | -38.5% | 40.4% | 16.5% | 10.1% | 6.5% |

EXPLANATION: Table 7 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 8 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

Table 9: Canadian Provinces, Total Construction Starts — ConstructConnect

| Regions/Provinces (East to West) | Actuals (Level in \$ Millions CAD) | Forecasts (Year versus previous year % change) | | | | |
|-------------------------------------|---------------------------------------|--|-------|-------|-------|------|
| | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| Atlantic region | \$3,552 | -32.9% | 65.4% | 19.1% | 7.5% | 4.9% |
| Quebec | \$19,621 | -57.0% | 64.8% | 18.5% | 9.9% | 6.2% |
| Ontario | \$28,135 | -32.8% | 27.2% | 13.6% | 8.2% | 5.7% |
| Manitoba | \$2,658 | -58.5% | 42.6% | 20.1% | 7.2% | 6.1% |
| Saskatchewan | \$1,640 | -35.1% | 40.9% | 14.2% | 19.0% | 6.8% |
| Alberta | \$17,956 | -34.8% | 49.7% | 18.2% | 11.0% | 6.5% |
| British Columbia | \$18,447 | -29.3% | 30.4% | 16.7% | 12.0% | 8.2% |
| Canada | \$92,008 | -38.5% | 40.4% | 16.5% | 10.1% | 6.5% |

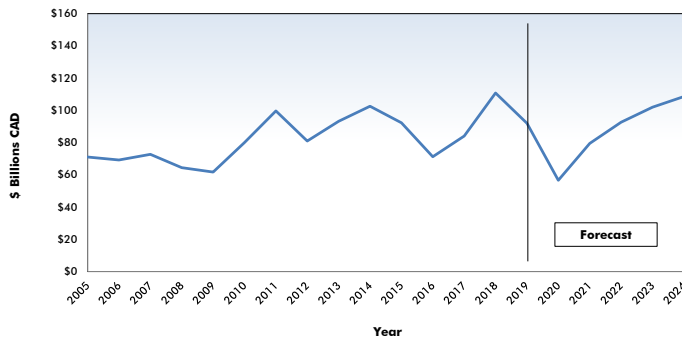
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Table: ConstructConnect.

Table 10: Canada Four Largest Provinces: Type-of-Structure Forecasts
(\$ Billions CAD)

| | | Actuals | | Forecasts | | | | |
|------------------|------------------------------|---------|--------|-----------|--------|--------|--------|--------|
| | | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| Quebec | Residential | 4.129 | 4.828 | 2.686 | 4.611 | 5.175 | 5.483 | 5.752 |
| | Non-res Building | 12.743 | 7.267 | 3.157 | 4.193 | 5.291 | 6.005 | 6.349 |
| | Engineering/Civil | 5.005 | 7.526 | 2.589 | 5.094 | 6.008 | 6.623 | 7.140 |
| | Total | 21.877 | 19.621 | 8.433 | 13.898 | 16.474 | 18.111 | 19.240 |
| | (Yr vs previous yr % Change) | 57.8% | -10.3% | -57.0% | 64.8% | 18.5% | 9.9% | 6.2% |
| Ontario | Residential | 13.738 | 12.611 | 8.018 | 10.219 | 11.020 | 11.683 | 12.281 |
| | Non-res Building | 9.296 | 8.805 | 6.768 | 6.781 | 7.973 | 8.715 | 9.108 |
| | Engineering/Civil | 12.393 | 6.719 | 4.112 | 7.045 | 8.314 | 9.137 | 9.827 |
| | Total | 35.427 | 28.135 | 18.898 | 24.044 | 27.307 | 29.534 | 31.216 |
| | (Yr vs previous yr % Change) | 35.2% | -20.6% | -32.8% | 27.2% | 13.6% | 8.2% | 5.7% |
| Alberta | Residential | 3.504 | 3.853 | 2.435 | 3.327 | 3.554 | 3.911 | 4.164 |
| | Non-res Building | 7.601 | 4.121 | 2.502 | 4.736 | 5.667 | 5.965 | 6.076 |
| | Engineering/Civil | 6.098 | 9.982 | 6.768 | 9.458 | 11.487 | 13.107 | 14.241 |
| | Total | 17.203 | 17.956 | 11.706 | 17.521 | 20.708 | 22.983 | 24.480 |
| | (Yr vs previous yr % Change) | -20.1% | 4.4% | -34.8% | 49.7% | 18.2% | 11.0% | 6.5% |
| British Columbia | Residential | 6.321 | 6.500 | 3.361 | 3.985 | 4.431 | 4.837 | 5.098 |
| | Non-res Building | 12.955 | 3.522 | 3.962 | 4.871 | 5.425 | 6.063 | 6.507 |
| | Engineering/Civil | 7.320 | 8.425 | 5.712 | 8.140 | 9.979 | 11.317 | 12.440 |
| | Total | 26.596 | 18.447 | 13.035 | 16.996 | 19.836 | 22.216 | 24.045 |
| | (Yr vs previous yr % Change) | 129.7% | -30.6% | -29.3% | 30.4% | 16.7% | 12.0% | 8.2% |

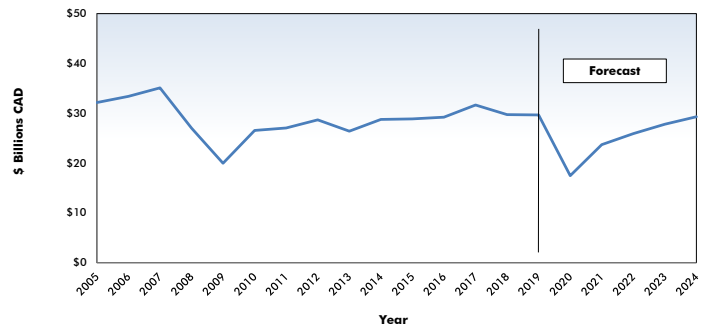
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Table: ConstructConnect.

Graph 19: Canadian Grand Total Construction Starts — ConstructConnect



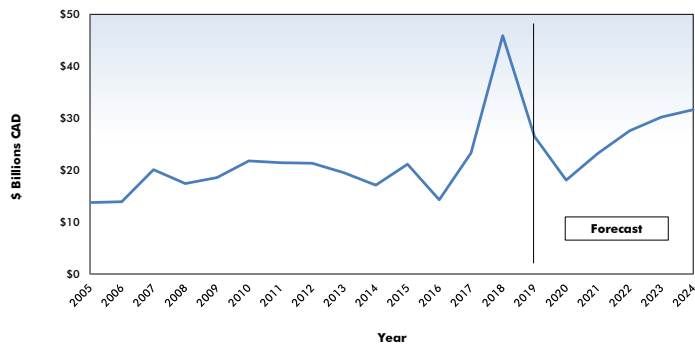
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 20: Canadian Residential Construction Starts — ConstructConnect



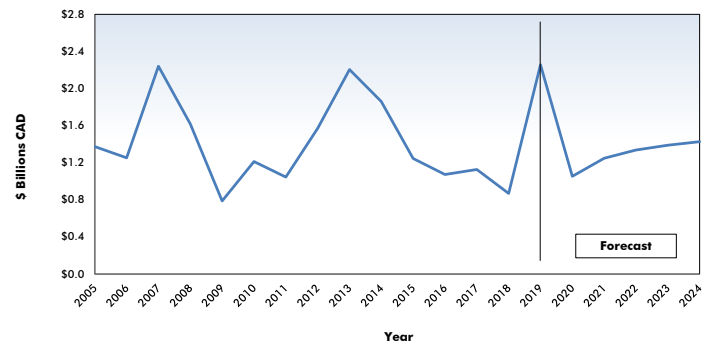
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 21: Canadian Non-Residential Building Starts — ConstructConnect



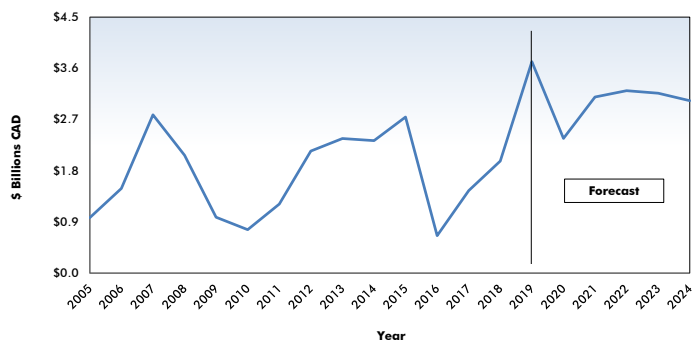
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 22: Canadian Shopping/Retail Construction Starts — ConstructConnect



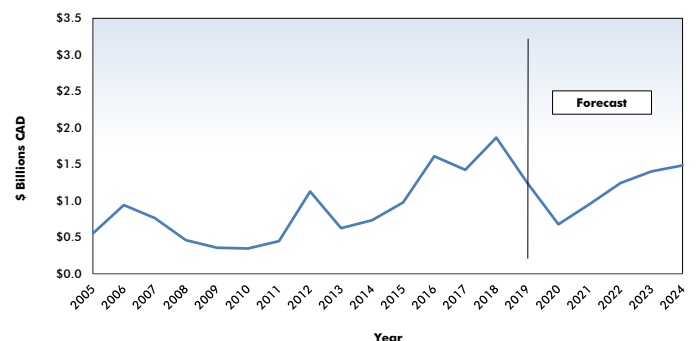
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 23: Canadian Private Offices Construction Starts — ConstructConnect



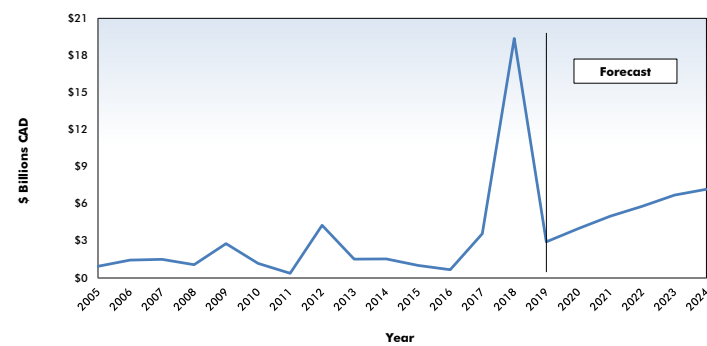
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 24: Canadian Warehouse Construction Starts — ConstructConnect



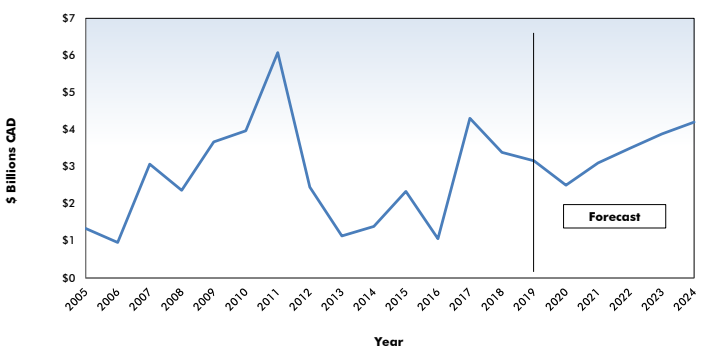
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 25: Canadian Industrial/Manufacturing Construction Starts — ConstructConnect



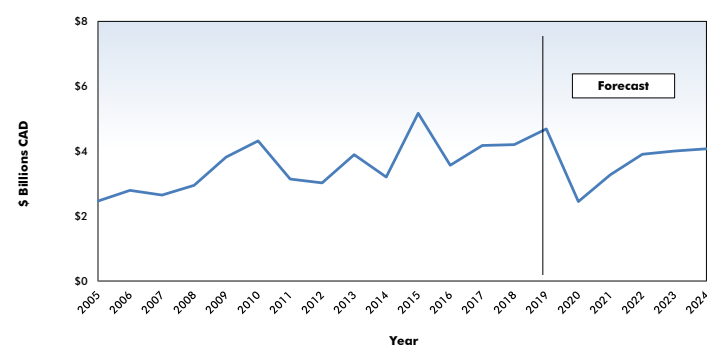
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 26: Canadian Hospital/Clinic Construction Starts — ConstructConnect



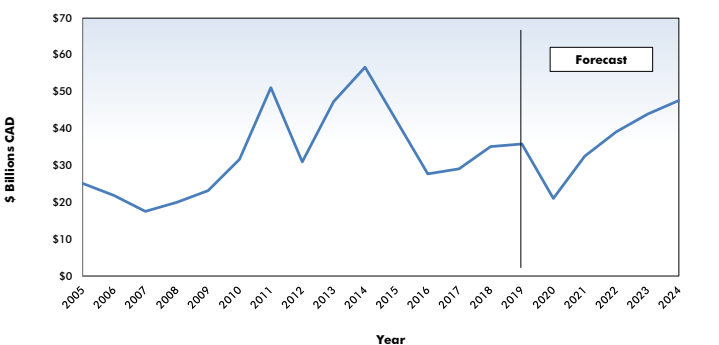
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 27: Canadian Education Construction Starts — ConstructConnect



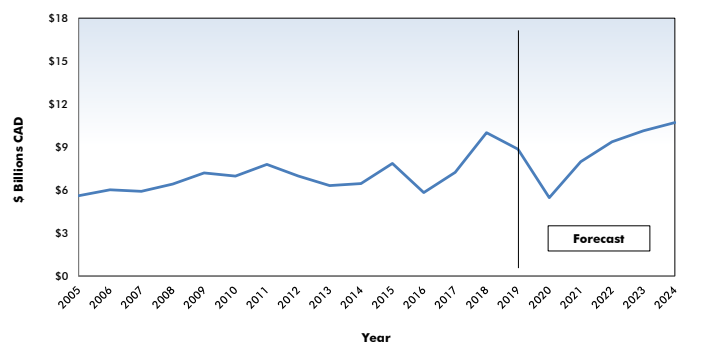
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 28: Canadian Engineering Construction Starts — ConstructConnect



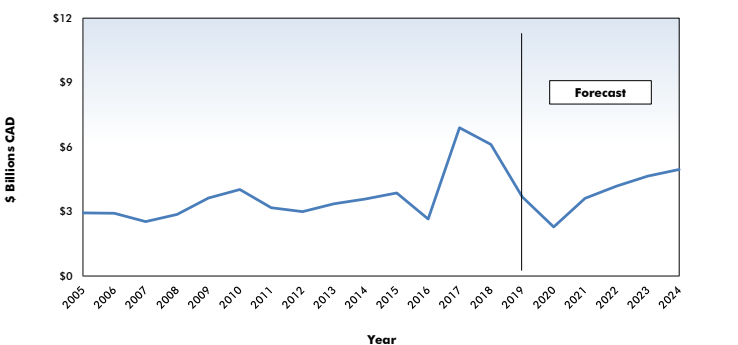
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 29: Canadian Roadwork Construction Starts — ConstructConnect



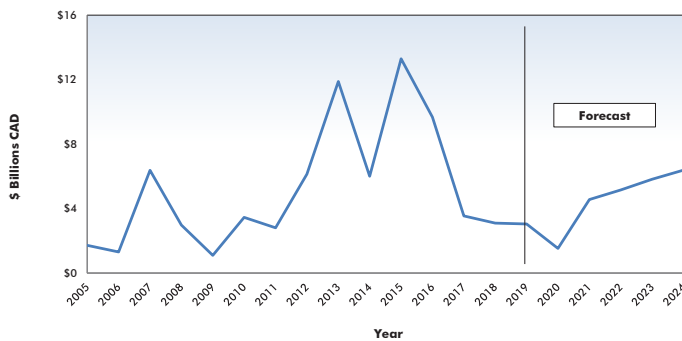
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 30: Canadian Water and Sewage Construction Starts — ConstructConnect



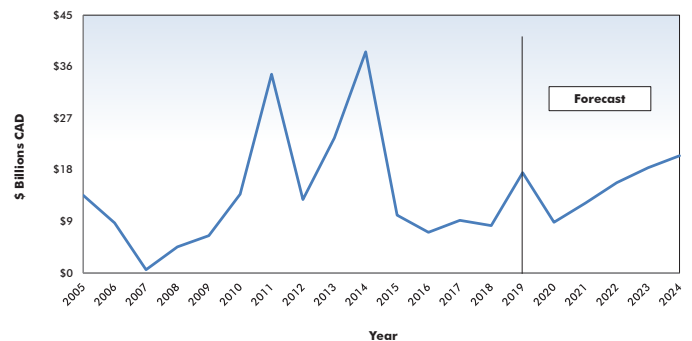
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 31: Canadian Power Infrastructure Construction Starts — ConstructConnect



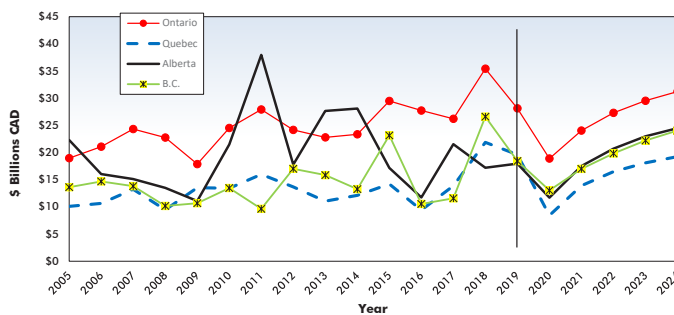
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 32: Canadian Oil Sands, Pipelines, Rapid Transit Construction Starts — ConstructConnect



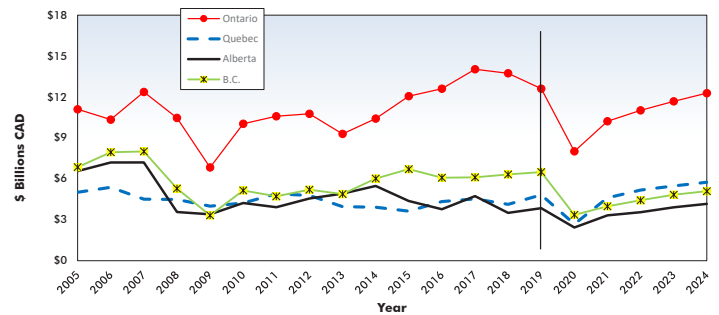
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 33: Canada Four Largest Provinces (by Population): Total Construction Starts — ConstructConnect



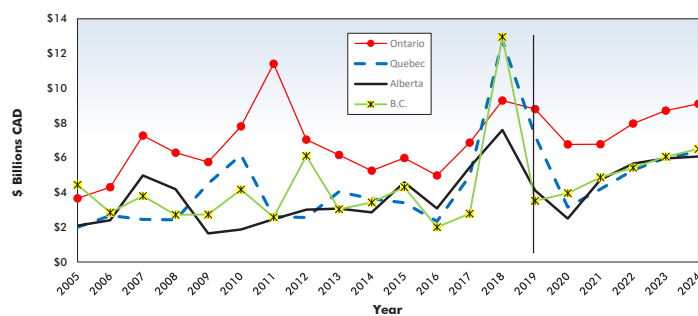
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 34: Canada Four Largest Provinces: Total Residential Construction Starts — ConstructConnect



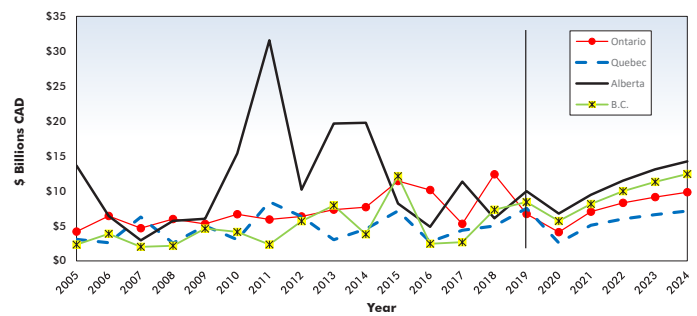
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 35: Canada Four Largest Provinces: Total Non-residential Building Starts — ConstructConnect



Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 36: Canada Four Largest Provinces: Total Engineering/Civil Construction Starts — ConstructConnect



Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Appendix A: Square Footage Forecasts

Table 11: U.S. Type-of-Structure Forecasts

(Square Feet Millions)

| | Actuals | | Forecasts | | | | |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| Single-family | 1,673.7 | 1,644.0 | 1,362.9 | 1,581.3 | 1,685.0 | 1,785.7 | 1,886.9 |
| Multi-family | 526.7 | 535.0 | 325.3 | 455.2 | 500.1 | 517.9 | 548.3 |
| TOTAL RESIDENTIAL | 2,200.5 | 2,179.0 | 1,688.1 | 2,036.6 | 2,185.1 | 2,303.6 | 2,435.2 |
| (Yr/yr % change) | -4.5% | -1.0% | -22.5% | 20.6% | 7.3% | 5.4% | 5.7% |
| Hotels/Motels | 109.9 | 100.4 | 50.6 | 58.4 | 62.0 | 66.0 | 69.2 |
| Shopping/Retail | 76.2 | 67.4 | 47.0 | 54.6 | 60.3 | 65.5 | 70.2 |
| Parking Garages | 28.3 | 34.0 | 25.9 | 29.7 | 32.7 | 34.3 | 35.3 |
| Amusement | 28.0 | 23.2 | 16.9 | 19.2 | 21.8 | 22.8 | 23.8 |
| Private Offices | 92.7 | 104.1 | 73.9 | 85.7 | 87.3 | 91.2 | 96.2 |
| Governmental Offices | 15.6 | 16.4 | 16.7 | 17.6 | 17.9 | 18.8 | 19.2 |
| Laboratories (Schools & Industrial) | 4.9 | 2.8 | 5.0 | 5.7 | 6.3 | 6.9 | 7.5 |
| Warehouses | 203.9 | 194.5 | 148.6 | 160.0 | 176.6 | 191.0 | 200.6 |
| Sports Stadium/Convention Center | 13.1 | 19.8 | 13.1 | 12.9 | 14.8 | 16.1 | 17.4 |
| Transportation Terminals | 6.2 | 9.1 | 6.1 | 8.4 | 10.6 | 12.9 | 15.1 |
| TOTAL COMMERCIAL | 578.8 | 571.8 | 403.8 | 452.3 | 490.3 | 525.5 | 554.5 |
| (Yr/yr % change) | -15.1% | -1.2% | -29.4% | 12.0% | 8.4% | 7.2% | 5.5% |
| TOTAL INDUSTRIAL (manufacturing) | 99.2 | 91.7 | 24.0 | 35.1 | 43.1 | 51.4 | 57.5 |
| (Yr/yr % change) | 7.5% | -7.5% | -73.9% | 46.4% | 22.9% | 19.2% | 11.9% |
| Religious | 6.2 | 4.9 | 2.8 | 3.9 | 4.1 | 4.1 | 4.2 |
| Hospitals/Clinics | 25.4 | 28.1 | 31.2 | 27.0 | 34.7 | 42.3 | 50.1 |
| Nursing Homes/Assisted Living | 45.5 | 40.5 | 32.9 | 43.7 | 47.9 | 51.3 | 54.4 |
| Libraries/Museums | 3.9 | 3.1 | 2.8 | 3.5 | 3.7 | 3.7 | 3.8 |
| Courthouse | 2.8 | 1.8 | 2.3 | 2.3 | 2.7 | 3.2 | 3.3 |
| Police/Fire | 7.7 | 7.5 | 6.5 | 8.0 | 8.3 | 8.6 | 8.9 |
| Prisons | 4.5 | 2.2 | 1.6 | 1.9 | 1.9 | 2.0 | 2.0 |
| Military | 10.8 | 13.2 | 16.2 | 14.6 | 14.5 | 14.9 | 15.4 |
| Educational Facilities | 156.3 | 166.2 | 127.4 | 149.2 | 155.3 | 160.4 | 164.9 |
| MED misc | 22.7 | 19.3 | 18.6 | 21.0 | 23.2 | 24.4 | 25.2 |
| TOTAL INSTITUTIONAL | 285.8 | 286.9 | 242.3 | 275.2 | 296.4 | 314.9 | 332.2 |
| (Yr/yr % change) | -6.8% | 0.4% | -15.6% | 13.6% | 7.7% | 6.3% | 5.5% |
| Miscellaneous Non-Res Building | 25.9 | 26.1 | 22.0 | 24.5 | 26.0 | 27.3 | 28.1 |
| TOTAL NON-RES BLDG | 989.7 | 976.5 | 692.0 | 787.1 | 855.8 | 919.1 | 972.3 |
| (Yr/yr % change) | -10.8% | -1.3% | -29.1% | 13.7% | 8.7% | 7.4% | 5.8% |
| RESIDENTIAL + NON-RES BLDG | 3,190.1 | 3,155.5 | 2,380.1 | 2,823.6 | 3,040.9 | 3,222.8 | 3,407.4 |
| (Yr/yr % change) | -6.6% | -1.1% | -24.6% | 18.6% | 7.7% | 6.0% | 5.7% |

EXPLANATION: Table 11 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 12 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

The square footage forecasts are largely determined by dividing the dollar value forecasts by an average dollar-per-square-foot value. The underlying dollar-per-square-foot calculation is based on the most relevant of current data. While the projected dollar values are generated through econometric modeling driven by key economic and demographic variables, both the dollar value and square footage forecasts also allow for discretionary overrides when warranted by extraordinary circumstances, such as unique mega project start-ups.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

Appendix A: Square Footage Forecasts

Table 12: U.S. Type-of-Structure Forecasts

Arranged to match the alphabetical category drop-down menus in INSIGHT (Square Feet Millions)

| | Actuals | | Forecasts | | | | |
|--|---------|---------|-----------|---------|---------|---------|---------|
| | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| Summary | | | | | | | |
| NON-RESIDENTIAL BUILDING | 989.7 | 976.5 | 692.0 | 787.1 | 855.8 | 919.1 | 972.3 |
| RESIDENTIAL | 2,200.5 | 2,179.0 | 1,688.1 | 2,036.6 | 2,185.1 | 2,303.6 | 2,435.2 |
| RESIDENTIAL + NON-RESIDENTIAL BUILDING | 3,190.1 | 3,155.5 | 2,380.1 | 2,823.6 | 3,040.9 | 3,222.8 | 3,407.4 |
| Verticals | | | | | | | |
| Offices (private) | 92.7 | 104.1 | 73.9 | 85.7 | 87.3 | 91.2 | 96.2 |
| Parking Garages | 28.3 | 34.0 | 25.9 | 29.7 | 32.7 | 34.3 | 35.3 |
| Transportation Terminals | 6.2 | 9.1 | 6.1 | 8.4 | 10.6 | 12.9 | 15.1 |
| Commercial | 127.2 | 147.3 | 105.9 | 123.9 | 130.6 | 138.5 | 146.6 |
| (Yr/yr % change) | -12.4% | 15.7% | -28.1% | 17.0% | 5.4% | 6.1% | 5.9% |
| Amusement | 28.0 | 23.2 | 16.9 | 19.2 | 21.8 | 22.8 | 23.8 |
| Libraries / Museums | 3.9 | 3.1 | 2.8 | 3.5 | 3.7 | 3.7 | 3.8 |
| Religious | 6.2 | 4.9 | 2.8 | 3.9 | 4.1 | 4.1 | 4.2 |
| Sports Arenas / Convention Centers | 13.1 | 19.8 | 13.1 | 12.9 | 14.8 | 16.1 | 17.4 |
| Community | 51.3 | 51.0 | 35.6 | 39.5 | 44.3 | 46.7 | 49.1 |
| (Yr/yr % change) | -20.1% | -0.5% | -30.2% | 11.0% | 12.2% | 5.5% | 5.0% |
| College / University | 40.0 | 37.8 | 30.3 | 34.8 | 35.7 | 37.1 | 38.3 |
| Elementary / Pre School | 43.2 | 48.6 | 35.4 | 43.4 | 45.2 | 46.9 | 48.6 |
| Jr / Sr High School | 69.0 | 73.7 | 57.9 | 66.3 | 69.3 | 71.0 | 72.4 |
| Special / Vocational | 4.1 | 6.1 | 3.8 | 4.7 | 5.1 | 5.4 | 5.6 |
| Educational | 156.3 | 166.2 | 127.4 | 149.2 | 155.3 | 160.4 | 164.9 |
| (Yr/yr % change) | -3.3% | 6.3% | -23.3% | 17.1% | 4.1% | 3.3% | 2.8% |
| Courthouses | 2.8 | 1.8 | 2.3 | 2.3 | 2.7 | 3.2 | 3.3 |
| Fire and Police Stations | 7.7 | 7.5 | 6.5 | 8.0 | 8.3 | 8.6 | 8.9 |
| Government Offices | 15.6 | 16.4 | 16.7 | 17.6 | 17.9 | 18.8 | 19.2 |
| Prisons | 4.5 | 2.2 | 1.6 | 1.9 | 1.9 | 2.0 | 2.0 |
| Government | 30.5 | 28.0 | 27.0 | 29.8 | 30.8 | 32.6 | 33.5 |
| (Yr/yr % change) | -1.5% | -8.1% | -3.5% | 10.1% | 3.6% | 5.6% | 2.8% |
| Industrial Labs / Labs / School Labs | 4.9 | 2.8 | 5.0 | 5.7 | 6.3 | 6.9 | 7.5 |
| Manufacturing | 99.2 | 91.7 | 24.0 | 35.1 | 43.1 | 51.4 | 57.5 |
| Warehouses | 203.9 | 194.5 | 148.6 | 160.0 | 176.6 | 191.0 | 200.6 |
| Industrial | 308.0 | 289.0 | 177.6 | 200.8 | 226.0 | 249.3 | 265.6 |
| (Yr/yr % change) | -1.5% | -6.2% | -38.6% | 13.1% | 12.6% | 10.3% | 6.5% |
| Hospitals / Clinics | 25.4 | 28.1 | 31.2 | 27.0 | 34.7 | 42.3 | 50.1 |
| Medical Misc. | 22.7 | 19.3 | 18.6 | 21.0 | 23.2 | 24.4 | 25.2 |
| Nursing Homes | 45.5 | 40.5 | 32.9 | 43.7 | 47.9 | 51.3 | 54.4 |
| Medical | 93.6 | 87.9 | 82.7 | 91.8 | 105.9 | 118.0 | 129.7 |
| (Yr/yr % change) | -11.2% | -6.0% | -5.9% | 10.9% | 15.4% | 11.5% | 9.9% |
| Military | 10.8 | 13.2 | 16.2 | 14.6 | 14.5 | 14.9 | 15.4 |
| (Yr/yr % change) | -15.1% | 21.5% | 22.9% | -9.5% | -0.6% | 2.3% | 3.1% |
| Hotels | 109.9 | 100.4 | 50.6 | 58.4 | 62.0 | 66.0 | 69.2 |
| Retail Misc. | 25.9 | 26.1 | 22.0 | 24.5 | 26.0 | 27.3 | 28.1 |
| Shopping | 76.2 | 67.4 | 47.0 | 54.6 | 60.3 | 65.5 | 70.2 |
| Retail | 212.0 | 193.9 | 119.6 | 137.5 | 148.4 | 158.7 | 167.5 |
| (Yr/yr % change) | -23.3% | -8.5% | -38.3% | 15.0% | 7.9% | 7.0% | 5.5% |
| NON-RESIDENTIAL BUILDING | 989.7 | 976.5 | 692.0 | 787.1 | 855.8 | 919.1 | 972.3 |
| (Yr/yr % change) | -10.8% | -1.3% | -29.1% | 13.7% | 8.7% | 7.4% | 5.8% |
| Multi-Family | 526.7 | 535.0 | 325.3 | 455.2 | 500.1 | 517.9 | 548.3 |
| Single-Family | 1,673.7 | 1,644.0 | 1,362.9 | 1,581.3 | 1,685.0 | 1,785.7 | 1,886.9 |
| RESIDENTIAL | 2,200.5 | 2,179.0 | 1,688.1 | 2,036.6 | 2,185.1 | 2,303.6 | 2,435.2 |
| (Yr/yr % change) | -4.5% | -1.0% | -22.5% | 20.6% | 7.3% | 5.4% | 5.7% |
| RESIDENTIAL + NON-RESIDENTIAL BUILDING | 3,190.1 | 3,155.5 | 2,380.1 | 2,823.6 | 3,040.9 | 3,222.8 | 3,407.4 |
| (Yr/yr % change) | -6.6% | -1.1% | -24.6% | 18.6% | 7.7% | 6.0% | 5.7% |

EXPLANATION: Table 11 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 12 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

Appendix A: Square Footage Forecasts

Table 13: Canada Type-of-Structure Forecasts

(Square Feet Millions)

| | Actuals | | Forecasts | | | | |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| Single-family | 124.8 | 106.4 | 82.2 | 101.3 | 109.2 | 116.4 | 123.9 |
| Multi-family | 80.9 | 87.3 | 45.9 | 63.7 | 67.9 | 72.6 | 75.7 |
| TOTAL RESIDENTIAL | 205.7 | 193.7 | 128.1 | 165.0 | 177.1 | 189.1 | 199.6 |
| (Yr/yr % change) | -8.8% | -5.8% | -33.9% | 28.9% | 7.3% | 6.8% | 5.6% |
| Hotels/Motels | 1.9 | 2.4 | 3.1 | 2.1 | 2.6 | 2.9 | 3.1 |
| Private Offices | 9.2 | 10.8 | 4.4 | 6.6 | 7.0 | 6.9 | 6.6 |
| Governmental Offices | 1.9 | 2.3 | 2.3 | 2.3 | 2.5 | 2.7 | 2.7 |
| Shopping/Retail | 6.5 | 9.4 | 6.5 | 8.1 | 8.8 | 9.2 | 9.4 |
| Retail Miscellaneous | 1.1 | 1.2 | 0.6 | 1.0 | 1.1 | 1.2 | 1.2 |
| Parking Garages | 0.2 | 1.4 | 0.5 | 0.6 | 0.7 | 0.7 | 0.7 |
| Amusement | 4.9 | 3.4 | 1.5 | 2.1 | 2.4 | 2.5 | 2.7 |
| Warehouses | 13.0 | 8.6 | 6.1 | 7.9 | 9.7 | 10.8 | 11.4 |
| TOTAL COMMERCIAL | 38.8 | 39.4 | 25.1 | 30.6 | 34.8 | 36.9 | 38.0 |
| (Yr/yr % change) | 0.3% | 1.6% | -36.3% | 21.9% | 13.6% | 6.1% | 3.0% |
| TOTAL INDUSTRIAL (manufacturing) | 7.9 | 5.9 | 4.5 | 5.6 | 6.6 | 7.6 | 8.5 |
| (Yr/yr % change) | 51.0% | -25.6% | -23.9% | 24.3% | 18.9% | 15.7% | 11.2% |
| Religious | 0.3 | 0.1 | 0.2 | 0.2 | 0.2 | 0.3 | 0.3 |
| Hospitals/Clinics | 9.7 | 8.1 | 8.0 | 8.5 | 9.0 | 9.5 | 10.0 |
| MED misc | 0.9 | 1.1 | 0.7 | 1.0 | 1.2 | 1.2 | 1.3 |
| Transportation Terminals* | 4.0 | 0.2 | 0.1 | 0.3 | 0.8 | 1.0 | 1.4 |
| Police/Fire | 1.9 | 1.3 | 0.3 | 0.5 | 0.7 | 0.7 | 0.8 |
| Educational Facilities | 11.9 | 10.8 | 5.3 | 6.9 | 8.1 | 8.3 | 8.5 |
| TOTAL INSTITUTIONAL | 28.7 | 21.7 | 14.5 | 17.5 | 20.0 | 21.1 | 22.2 |
| (Yr/yr % change) | 11.9% | -24.4% | -32.9% | 20.3% | 14.3% | 5.6% | 5.0% |
| TOTAL NON-RES BLDG | 75.4 | 67.0 | 44.1 | 53.7 | 61.4 | 65.6 | 68.7 |
| (Yr/yr % change) | 8.4% | -11.2% | -34.1% | 21.6% | 14.4% | 7.0% | 4.6% |
| RESIDENTIAL + NON-RES BLDG | 281.0 | 260.7 | 172.2 | 218.7 | 238.4 | 254.7 | 268.3 |
| (Yr/yr % change) | -4.7% | -7.2% | -34.0% | 27.0% | 9.0% | 6.8% | 5.3% |

* With respect to Tables 11 and 13, 'transportation terminals' is the one type-of-structure that is categorized differently in Canada (institutional) than in the U.S. (commercial), for reasons having to do with government statistics.

EXPLANATION: Table 13 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 14 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

Appendix A: Square Footage Forecasts

Table 14: Canada Type-of-Structure Forecasts

Arranged to match the alphabetical category drop-down menus in INSIGHT (Square Feet Millions)

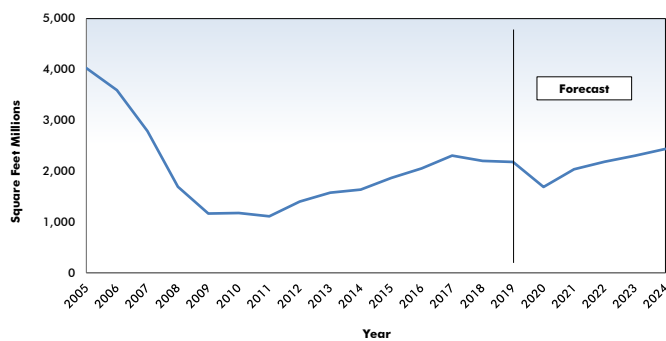
| | Actuals | | Forecasts | | | | |
|--|---------|--------|-----------|-------|-------|-------|-------|
| | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| Summary | | | | | | | |
| NON-RESIDENTIAL BUILDING | 75.4 | 67.0 | 44.1 | 53.7 | 61.4 | 65.6 | 68.7 |
| RESIDENTIAL | 205.7 | 193.7 | 128.1 | 165.0 | 177.1 | 189.1 | 199.6 |
| RESIDENTIAL + NON-RESIDENTIAL BUILDING | 281.0 | 260.7 | 172.2 | 218.7 | 238.4 | 254.7 | 268.3 |
| Verticals | | | | | | | |
| Offices (private) | 9.2 | 10.8 | 4.4 | 6.6 | 7.0 | 6.9 | 6.6 |
| Parking Garages | 0.2 | 1.4 | 0.5 | 0.6 | 0.7 | 0.7 | 0.7 |
| Transportation Terminals | 4.0 | 0.2 | 0.1 | 0.3 | 0.8 | 1.0 | 1.4 |
| Commercial | 13.5 | 12.4 | 5.0 | 7.5 | 8.4 | 8.7 | 8.8 |
| (Yr/Yr % change) | 74.8% | -8.4% | -59.7% | 49.1% | 13.0% | 3.1% | 1.2% |
| Amusement | 4.9 | 3.4 | 1.5 | 2.1 | 2.4 | 2.5 | 2.7 |
| Religious | 0.3 | 0.1 | 0.2 | 0.2 | 0.2 | 0.3 | 0.3 |
| Community | 5.2 | 3.5 | 1.7 | 2.3 | 2.6 | 2.8 | 2.9 |
| (Yr/Yr % change) | -14.6% | -32.7% | -51.5% | 35.7% | 14.3% | 5.9% | 4.6% |
| Educational | 11.9 | 10.8 | 5.3 | 6.9 | 8.1 | 8.3 | 8.5 |
| (Yr/Yr % change) | 20.7% | -8.9% | -50.9% | 30.2% | 17.7% | 2.2% | 1.7% |
| Fire and Police Stations | 1.9 | 1.3 | 0.3 | 0.5 | 0.7 | 0.7 | 0.8 |
| Government Offices | 1.9 | 2.3 | 2.3 | 2.3 | 2.5 | 2.7 | 2.7 |
| Government | 3.7 | 3.5 | 2.5 | 2.9 | 3.2 | 3.4 | 3.5 |
| (Yr/Yr % change) | -4.2% | -5.9% | -28.4% | 13.8% | 12.1% | 5.0% | 3.3% |
| Manufacturing | 7.9 | 5.9 | 4.5 | 5.6 | 6.6 | 7.6 | 8.5 |
| Warehouses | 13.0 | 8.6 | 6.1 | 7.9 | 9.7 | 10.8 | 11.4 |
| Industrial | 20.9 | 14.5 | 10.6 | 13.4 | 16.3 | 18.5 | 19.9 |
| (Yr/Yr % change) | 25.9% | -30.9% | -26.6% | 26.5% | 21.5% | 13.1% | 7.9% |
| Hospitals / Clinics | 9.7 | 8.1 | 8.0 | 8.5 | 9.0 | 9.5 | 10.0 |
| Medical Misc. | 0.9 | 1.1 | 0.7 | 1.0 | 1.2 | 1.2 | 1.3 |
| Medical | 10.5 | 9.2 | 8.7 | 9.5 | 10.2 | 10.8 | 11.3 |
| (Yr/Yr % change) | -14.8% | -12.7% | -5.8% | 9.4% | 7.1% | 5.9% | 4.9% |
| Hotels | 1.9 | 2.4 | 3.1 | 2.1 | 2.6 | 2.9 | 3.1 |
| Retail Misc. | 1.1 | 1.2 | 0.6 | 1.0 | 1.1 | 1.2 | 1.2 |
| Shopping | 6.5 | 9.4 | 6.5 | 8.1 | 8.8 | 9.2 | 9.4 |
| Retail | 9.5 | 13.0 | 10.3 | 11.2 | 12.5 | 13.2 | 13.8 |
| (Yr/Yr % change) | -26.3% | 36.7% | -21.1% | 8.8% | 11.4% | 6.2% | 4.2% |
| NON-RESIDENTIAL BUILDING | 75.4 | 67.0 | 44.1 | 53.7 | 61.4 | 65.6 | 68.7 |
| (Yr/Yr % change) | 8.4% | -11.2% | -34.1% | 21.6% | 14.4% | 7.0% | 4.6% |
| Multi-Family | 80.9 | 87.3 | 45.9 | 63.7 | 67.9 | 72.6 | 75.7 |
| Single-Family | 124.8 | 106.4 | 82.2 | 101.3 | 109.2 | 116.4 | 123.9 |
| RESIDENTIAL | 205.7 | 193.7 | 128.1 | 165.0 | 177.1 | 189.1 | 199.6 |
| (Yr/Yr % change) | -8.8% | -5.8% | -33.9% | 28.9% | 7.3% | 6.8% | 5.6% |
| RESIDENTIAL + NON-RESIDENTIAL BUILDING | 281.0 | 260.7 | 172.2 | 218.7 | 238.4 | 254.7 | 268.3 |
| (Yr/Yr % change) | -4.7% | -7.2% | -34.0% | 27.0% | 9.0% | 6.8% | 5.3% |

EXPLANATION: Table 13 conforms to the type-of-structure ordering adopted by many firms and organizations in the industry. Specifically, it breaks non-residential building into ICI work (i.e., industrial, commercial and institutional), since each has its own set of economic and demographic drivers.

Table 14 presents an alternative, perhaps more user-friendly and intuitive, type-of-structure ordering that matches how the data appears in ConstructConnect's on-line product 'Insight'.

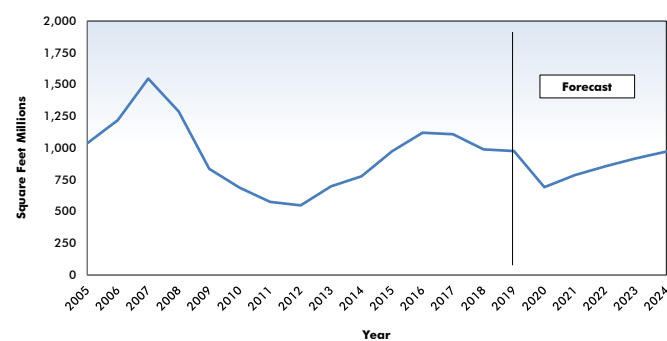
Source of actuals: ConstructConnect "Insight" / Forecasts: Oxford Economics and ConstructConnect / Table: ConstructConnect.

Graph 37: U.S. Residential Construction Starts — ConstructConnect



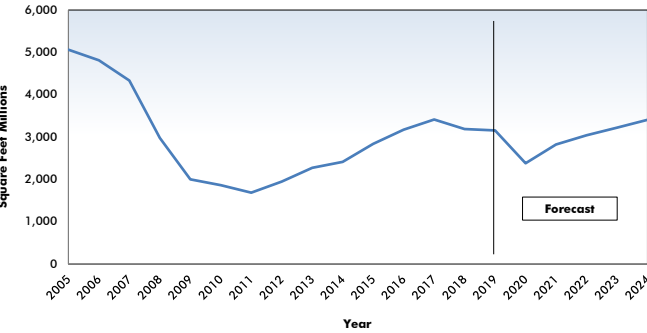
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 38: U.S. Non-Residential Building Construction Starts — ConstructConnect



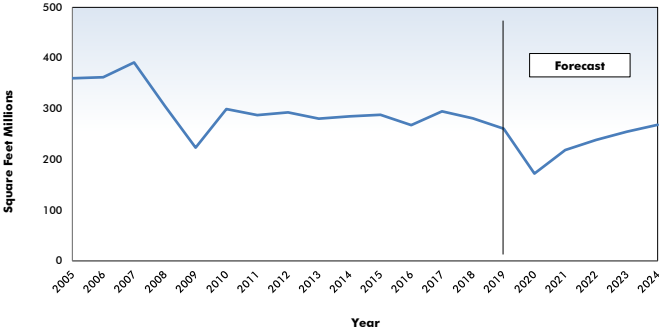
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 39: U.S. Residential + Non-Residential Building Construction Starts — ConstructConnect



Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 40: Canada Residential + Non-Residential Building Construction Starts — ConstructConnect



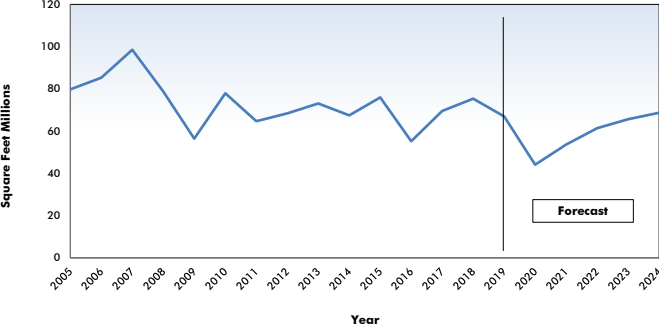
Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 41: Canada Residential Construction Starts — ConstructConnect



Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

Graph 42: Canada Non-Residential Building Construction Starts — ConstructConnect



Source of actuals: ConstructConnect “Insight” / Forecasts: Oxford Economics and ConstructConnect.
Chart: ConstructConnect.

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