

PRIVATE CAPITAL IS PART OF THE SOLUTION TO THE HOUSING CRISIS

- **America's housing crisis is a product of supply and demand imbalance.**
The nation faces a severe shortage of housing estimated at between 3-4 million units.
- **The country has failed to build sufficient houses for nearly two decades while the population has grown. At the same time, existing owners have stayed in their homes, reducing the number of houses on the market.** Before the Global Financial Crisis, single-family housing starts surpassed the long-term average of 1 million per year. After 2008, they dropped below 500k per year, and have only surpassed 1 million again once, in 2021.
- **Limited housing supply, along with higher mortgage rates and rising property taxes, insurance and maintenance costs, have put homeownership out of reach for many Americans.** John Burns Research and Consulting estimates that it is almost \$1000/month more expensive to own rather than rent a median home. Over the last 40 years, house prices have grown at a significantly faster rate than average income.
- **On top of the rising costs of homeownership, over one-third of all Americans have little to no access to a mortgage, increasing demand for rental homes.** Almost 100 million adults are "credit invisible," "unscorable," or subprime borrowers. Mortgage eligibility requirements have also gotten stricter: in 1999, 20% of mortgages went to borrowers with FICO scores 760+; today it's 66%.
- **For Americans who cannot currently afford to buy a house, renting can be a pathway to homeownership.** Renting enables working families to live in quality homes in safe neighborhoods with good schools, parks and other amenities, and access to employment hubs. On-time rent payments also enable residents to build credit scores that provide a building block for mortgage eligibility and future homeownership.
- **Private capital is part of the solution to the housing affordability crisis.** While institutional investors own less than four percent of the nation's single-family rental homes (631,000 of 91 million single-family homes total), private capital has helped expand the availability of quality, affordable rental housing for working families across the country. Our focus is on financing and purchasing portfolios of homes, many of which would not be built without our capital.
- **Institutional investors can help finance America's housing crisis recovery.** Banks have pulled back on construction lending to homebuilders by over 40% in the past 20 years, and private capital is stepping in to fill the void. Pretium has lent \$3 billion to homebuilders and developers since December 2024, supporting the construction of over 13,000 housing units. We have also acquired 10,000+ homes from U.S. homebuilders since 2021, providing more than \$3 billion in liquidity and enabling them to recycle capital to invest in the construction of more homes.

End Notes

Bullet 1:

- Shortage of housing estimation per Goldman Sachs, as of Oct 2025.

Bullet 2:

- Fannie Mae, MBA, NAHB, U.S. Census. Data as of June 2025. Forecasted series is based on a median of the Fannie Mae, MBA and NAHB housing starts forecasts and the U.S. Census population forecast.
- U.S. Census Annual Geographic Mobility by Tenure Chart.
- Freddie Mac, "Economic, Housing and Mortgage Market Outlook," Nov 2024; Chart Source: Federal Reserve Economic Data, data retrieved as of Sep 2025; Fannie Mae Housing Forecast, as of Dec 2025.

Bullet 3:

- BEA, BLS, CoreLogic, Zillow, data through Oct 2024 (Zillow); New owner affordability measures the share of income the median household would spend on a newly purchased home, including on the mortgage payment, homeowner's insurance, property taxes, and maintenance costs; new renter affordability measures the share of income the median household would spend to newly lease the typical rental (Zillow); Years-to-save measures the number of years it would take the median household to save for a 10% down payment on a home, assuming they are able to save 50% of their income into a savings account accruing no interest (Fannie Mae, Freddie Mac, MBA); Forecast represents average of Fannie Mae and MBA projections.
- John Burns Real Estate and Consulting, data retrieved as of Oct 2025.
- Census Bureau data through June 2025.

Bullet 4:

- Board of Governors of the Federal Reserve System. *Consumer & Community Context - October 2025: Alternative data: Expanding access to credit*. Federal Reserve, as of Oct 2025.
- Oliver Wyman, "Financial Inclusion & Access to Credit" based on Experian data, "Driving Growth with Greater Credit Access", and previous CFPB research as of 2019 (Experian) and 2010 (CFPB).
- Federal Reserve Bank of New York, as of Sep 2025.

Bullet 5:

- U.S. Census Bureau, U.S. Department of Commerce. "Tenure by Units in Structure." American Community Survey, ACS 1-Year Estimates Detailed Tables, Table B25032, 2023. Accessed on April 2025. Pretium HEX platform, SFR Portfolio App pull on March 26, 2025.
- Chetty, Raj, and Nathaniel Hendren. The Impacts of Neighborhoods on Intergenerational Mobility I: Childhood Exposure Effects. *Quarterly Journal of Economics*, vol. 133, no. 3, 2018. Opportunity Insights.
- Progress Residential data as of Dec 2024, "Progress Residential's Free Rent Reporting Program Helps 11,000 Residents Establish First-Time Credit Scores."

Bullet 6:

- US Census American Housing Survey, 2023.
- John Burns Real Estate Consulting, National Multifamily Housing Council, data retrieved as of Oct 2025.

Bullet 7:

- FDIC, data through June 2025.
- Based on Pretium's data averaging purchase price of homes within Pretium's existing operating presence in the Sun Belt and Mountain West, as of May 2026.