

CONSTRUCTION ELASTICITIES AND LAND  
AVAILABILITY

A Two Stage Least Squares Model of Housing Supply Using the Variable  
Elasticity Approach

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## ABSTRACT

This paper uses data at English local authority district level to construct a simultaneous equation model of housing construction that compares elasticities of supply between two cross-sectional periods: 1988 (boom) and 1992 (slump) using the variable elasticity approach. Econometric issues raised by earlier supply studies are discussed and tested for. The paper also discusses the rationale for, and tests the existence of, a backward-bending supply relationship, and finds that supply is concave in both periods, and “bends backwards” during the boom. Evidence of a structural break between boom and bust is found, producing average price elasticities of supply<sup>ii</sup> noticeably smaller in the boom (0.58) than in the slump (1.03), with considerable variation across districts. Land supply elasticities are found to be more stable over time, and marginally greater in the boom (0.75) than in the slump (0.71). The paper also calculates second partial derivatives based on the whole demand / supply system to obtain estimates of the impact of land release on new house prices.

## 1. INTRODUCTION

One of the most under-researched aspects of the UK housing system is the analysis of housing supply and its responsiveness to changes in prices and inputs. Certainly the modest volume of research does not reflect its importance in the economic system. In particular, the responsiveness of supply to price changes will be a key factor in influencing the effect of demand shifts on price. A rise in price following a shift of demand should provoke a positive response from suppliers, resulting in a subsequent fall in price. The extent of this price adjustment will depend on the magnitude of the price elasticity of supply, which in turn depends (inter alia) upon the price and availability of inputs, factor substitutability, future expectations of housing demand, construction lags, ease of entry and exit, and the size and structure of the building industry. If the elasticity of supply over the relevant range of the supply curve is high, then prices will return to previous values over a relatively short time frame. If supply is inelastic, this adjustment period may be so long that supply never responds adequately within the given policy and cyclical time-frame, and the result is that prices are largely demand driven and highly cyclical. This has implications for the macro-economy via the impact of house price booms and equity withdrawal on the consumption function (see Carruth and Henley, 1990).

Estimates of new housing construction supply elasticities that have been computed for the UK (Whitehead 1974, Mayes 1979, Meen 1996) have tended to be considerably

lower than the estimates from US studies (Muth 1969, Follain 1979). One commonly suggested explanation is that housing supply in the UK is particularly constrained by land availability problems, and this is due in part to a sluggish planning system.

This paper aims to consider some of the econometric issues raised by earlier supply studies, and to use the unique data set compiled by Bramley (1993a, b) to construct an alternative, more parsimonious model which produces more rigorous estimates of construction elasticities, and to simulate the effect of changes in the quantity of land supply on prices using the outstanding planning permissions variable. In particular, the problem of simultaneity and how it has been handled in models of housing supply is examined, along with the issue of over-identification, which occurs when a large numbers of exogenous variables are used in a simultaneous equation system. The paper is also the first attempt in the UK context to test for the existence of backward bending supply in the market for new houses using a variable elasticity (VE) estimation approach. Department of the Environment data on private house starts is used to construct a housing supply system with endogenous prices, estimated by two stage least squares on cross sectional samples for 1988 and 1992. Evidence is found to support the view that supply was backward bending during the boom, and concave in prices both in 1988 and 1992, and in the pooled regression model. Land availability is found to be the most statistically significant explanatory variable throughout. The paper also calculates variable elasticities of supply for both years.

The remainder of the paper is structured as follows. Section 2 considers the theoretical rationale for backward bending supply. Section 3 discusses the problems associated with simultaneity and evaluates the methods that have been adopted in the housing supply literature. Other problems surrounding specification of housing supply functions are discussed in Section 4 including: the use of input prices, pros and cons of cross sectional analysis, and heteroscedasticity issues. Section 5 describes the data set, and section 6 outlines the econometric methods used, along with in the procedure for calculating elasticities. The main regression results are presented in section 7, and alternative regressions for the purpose of comparing OLS and 2SLS, and the effect of including construction costs, are discussed in section 8. Section 9 concludes.

## **2. BACKWARD BENDING SUPPLY**

Mayo and Sheppard (1991) provide theoretical justification for the feasibility of a backward bending supply curve. They show that stochastic “development control” (i.e. planning restrictions) can cause large increases in demand to “generate large increases in price but with very little change in the quantity of housing constructed.

The apparent low elasticity of supply will, however, not give a reliable prediction of the response of the market to a more modest increase in demand” (*ibid* p.16).

The rationale for this phenomena is based upon an extension of Titman’s (1985) model which showed that vacant land can be viewed as an option to buy one of a range of housing units in the future. Holding land vacant is valuable because it permits the developer to wait until some of the uncertainty regarding future states of the world is resolved, and this is particularly valuable in the construction industry where, once a firm has committed itself to a programme of development, it is very difficult to reverse direction. Development controls increase the uncertainty surrounding future courses of action, and so reinforces the value of holding land vacant, to the extent that it may actually exceed the value of developed land. This has the important corollary that ‘housing will not be supplied if the value of the land exceeds the value if developed’ (Mayo and Sheppard *op cit*, p. 6). Thus, “an increase in the variance of planning delay, holding the expected duration of delay constant, will increase the value of vacant land and decrease the supply of housing in the current period.” (*ibid* p.12).

Moreover, a rise in the price of housing,  $P$ , increases both the profit from immediate development  $\pi_0$  and the value of vacant land  $V_0$ . Given that housing is only supplied when  $\pi_0 > V_0$ , if the increase in  $V_0$  from the house price rise is greater than the increase in  $\pi_0$  (i.e.  $\partial V_0 / \partial P > \partial \pi_0 / \partial P$ ) to the point where  $\pi_0 < V_0$ , then no housing is supplied, resulting in a backward bending supply curve for the industry. The greater the level of uncertainty due to factors such as development controls, the lower the cut off price at which supply becomes backward bending.

Uncertainty about future events may produce a negative relationship between price and output through a more straightforward mechanism, if price and output decisions are seen in a time-series context. Assume suppliers base their beliefs about future prices on (local) past price behaviour, and that past (local) prices have followed a strong cyclical pattern. Assume also that there is a delay  $\delta$  between the start and completion of a house structure, then it is conceivable that there will be some cut off price  $P_t^*$  beyond which future prices will be expected to fall. So the number of starts may become negatively related to current prices during a boom because output decisions will be based on prices expected in period  $t + \delta$ . This is essentially Evans’ point (*op cit*) when he says that, “Housebuilders, even if allocated more land to build on, would be likely to hold back if they could foresee that the prices of land and of housing were likely to fall” (p.583). If expectations are unbiased, so that on average firms correctly predict  $P_{t+\delta}$  then starts will be negatively correlated with price towards the peak of the boom and during most of the downswing<sup>iii</sup>, and positively related towards the bottom of the slump and most of the upswing; but completions will be positively related to price throughout. If, however, there is a prolonged boom, as during the 1980s, then construction firms may find that they have been unnecessarily

pessimistic at  $P^*_t$ , resulting in completions falling at time  $t + \delta$  while prices still rising.

A third rationale for supply failing to follow its traditional neoclassical upward-sloping pattern arises from the Sraffian critique of Marshallian supply analysis<sup>iv</sup>. Neoclassical theory usually assumes that commodities can be identified either as outputs or inputs, or as intermediate goods, defined as “partly finished goods that form inputs to the production process of another firm or industry” (Ozanne 1996, p. 749). If, however, an intermediate product constitutes an input to the production process of the *same* firm or industry (i.e. a “produced input”), then it has been shown that perverse supply responses to price increases may result (see Ozanne *op cit*). Although the empirical relevance of this anomaly has been confirmed by Ozanne *op cit* in the context of the agricultural sector<sup>v</sup>, it is not so obvious how the result may hold in the housing construction context. One possibility is that factory produced components produced by construction firms, such as windows and doors, are sold as finished products to consumers, as well as constituting important inputs to the construction industry. A rise in the price of the *produced inputs* - windows and doors - may adversely effect the supply of the compound output - housing. A similar effect may result over a longer time period with respect to use of premises by construction firms, although this is likely to be a less marked effect given the low “business-premises-intensity” of property construction. Also, the durable nature of real estate gives rise to large second-hand markets in commercial premises.

It is beyond the scope of this paper and the data available to construct a complete econometric model along the lines of Mayo and Sheppard’s theory of supply under planning uncertainty, or to develop a time series system to analyse whether local starts lead local prices during the peak of a boom, or indeed to develop a Sraffian model of produced inputs along the lines of Ozanne *op cit*. Nevertheless, the necessary conditions for the existence of a backward bending supply curve can be tested simply by including a squared term for price in the regressions and making a simple application of calculus. Assuming price is plotted on the horizontal axis, a zero coefficient on the squared term implies that the supply curve is a straight line; a negative coefficient indicates that the supply curve is concave (a necessary condition for backward bending supply); and a positive coefficient points to a convex curvature. If the curve is indeed concave, then the turning point of the curve can be identified where the first partial derivative with respect to price is zero. And so supply becomes backward bending if the local maximum occurs within the sample range of price values. (For 1988 the maximum price in the sample was 128.3, and for 1992, 84.49. Thus if the price at which  $\partial Q / \partial P = 0$  is less than 128.3 for the 1988 OLS regression, then supply is backward bending; similarly for 1992.)

As well as being a means for testing the backward bending hypothesis, concavity of the output-price relationship may also be an important specification issue. If the relationship between new construction and price is indeed non-linear, then previous

supply models have effectively fitted linear regressions to a concave relationship, producing results that are potentially spurious. There is no apparent rationale for supply being convex in prices, and so regressions which indicate this result are also likely to be misspecified.

### 3. DEALING WITH SIMULTANEITY

One of the innovations of Bramley's (1993a,b) work was to develop a 'lagged response model' in an attempt to provide an alternative way of overcoming the econometric problems related to the simultaneous determination of price and quantity. Bramley *op cit* notes that,

"the preferred 'lagged response' model ... is one where current demand factors along with current output determine price [equation B1] ..., while output is determined by lagged values of price, land availability, construction costs and so on [equation B3]... The assumption of lags on the supply side is both plausible and convenient, since it avoids recourse to the special econometric procedures associated with simultaneous equation systems (e.g. instrumental variables). The simultaneous equation approach has also been explored, demand-side models for quantity work much less well than demand side models for price"(p. 13).

However, this approach may be open to criticism because simply lagging the price effect only pushes the simultaneity problem back to the previous period, and so does not genuinely deal with the simultaneity problem. The basic version of his supply equation is as follows:

$$Q = b_0 + b_1P_{t-1} - b_1C_{t-1} + b_2L_{St-1} + b_3L_{Ct-1} + b_4L_{Pt-1} + \varepsilon_S$$

[B3]<sup>vi</sup>

where variable definitions are given in Table 1 and Appendix 1. (Note that, in using price net of costs in the supply function, this approach implicitly assumes that the coefficient on price is the exact negative of the coefficient on costs, which is a restriction which should be tested for.) In order for the lagged response model to bypass the simultaneity problem one has to effectively assume  $P_{t-1}$  to be exogenous, which is an unrealistic assumption, particularly if price is modelled as a demand relationship of the form:

$$P = a_0 + a_1Q + a_2D_S + a_3D_L + \varepsilon_D$$

[B1]

(again, variable definitions are given in Table 1 and Appendix 1). Even substituting for the lagged endogenous variable once, reveals substantial underlying problems.

Substituting [B1] in [B3] yields:

$$Q = b_0 + b_1(a_0 + a_1Q_{t-1} + a_2D_{St-1} + a_3D_{Lt-1} + \varepsilon_{Dt-1}) - b_1C_{t-1} + b_2L_{St-1} + b_3L_{Ct-1} +$$

$$\begin{aligned}
& b_4L_{Pt-1} + \varepsilon_S \\
& = b_0 + b_1a_0 + b_1a_1Q_{t-1} + b_1a_2D_{St-1} + b_1a_3D_{Lt-1} - b_1C_{t-1} + b_2L_{St-1} + b_3L_{Ct-1} + b_4L_{Pt-1} \\
& + v_1
\end{aligned}$$

where,

$$v_1 = \varepsilon_S + b_1\varepsilon_{Dt-1}$$

Thus the error term in the reduced form equation for  $Q$  contains  $b_1$  and so the error term is not independent of the explanatory variables. This leads to OLS providing inconsistent estimates of the structural parameters. One could quite legitimately substitute for  $Q_{t-1}$  last periods supply function, to yield:

$$\begin{aligned}
Q & = b_0 + b_1a_0 + b_1a_1(b_0 + b_1P_{t-2} - b_1C_{t-2} + b_2L_{St-2} + b_3L_{Ct-2} + b_4L_{Pt-2} + \varepsilon_{St-1}) \\
& \quad + b_1a_2D_{St-1} + b_1a_3D_{Lt-1} - b_1C_{t-1} + b_2L_{St-1} + b_3L_{Ct-1} + b_4L_{Pt-1} + v_1 \\
& = b_0 + b_1a_0 + b_1a_1b_0 + b_1a_1b_1P_{t-2} - b_1a_1b_1C_{t-2} + b_1a_1b_2L_{St-2} + b_1a_1b_3L_{Ct-2} + \\
& \quad b_1a_1b_4L_{Pt-2} + b_1a_2D_{St-1} + b_1a_3D_{Lt-1} - b_1C_{t-1} + b_2L_{St-1} + b_3L_{Ct-1} + b_4L_{Pt-1} \\
& \quad + v_2
\end{aligned}$$

$$v_2 = \varepsilon_S + b_1a_1\varepsilon_{St-1} + b_1\varepsilon_{Dt-1}$$

which further compounds the simultaneity problem. Thus the endogeneity of output and price is not removed when a lagged response is introduced, but merely results in a domino effect originating in the infinite past. To assume that this process had its definitive start in the recent past, such as 1986/7, would be a rather heroic assumption. Supply estimates based on this approach are likely to be inconsistent due to simultaneity (see Maddala, 1992, Chapter 9, and Greene, 1993, Chapter 20).

### 3.1 Identification Problems

Even if assumptions regarding the exogeneity of lagged endogenous variables holds, the construction of complex systems of equations is vulnerable to over-identification problems. An example of this is given in Appendix 1, where a system of seven simultaneous equations with lagged endogenous variables<sup>vii</sup> is shown to suffer from considerable over-identification in each equation. Over-identification implies that it is possible to arrive at multiple estimates of the same parameter from the estimated system of equations, and there is no assurance that these will be the same; neither is there any method of determining which estimate is the most accurate. Consequently, one of the aims of the modelling strategy adopted below is to ensure that the equation of most interest (in this case the supply function) is exactly identified, even if periphery equations are over-identified (such as the demand function).<sup>viii</sup>

### 3.2 Indirect Least Squares Vs Two Stage Least Squares

The most common method of dealing with the simultaneous determination of housing supply / demand and price in the housing supply literature has been to use indirect

least squares (ILS). Authors such as Follain (1979) have constructed simultaneous equation models of demand and supply and then employed previously computed estimates of the elasticity of demand to derive supply elasticities from the estimated reduced form parameters. ILS has a number of drawbacks however. First, it soon becomes very cumbersome if there are more than a few regressors; and second, it implies strict limitations on the values of coefficients.

A more flexible and less cumbersome approach is to use two stage least squares, not often applied in the housing supply elasticity literature (a UK exception is Whitehead 1974), but the dominant method in the non-housing supply econometric literature for dealing with simultaneity. This effectively takes the best possible combination of available instruments by regressing all right hand side endogenous variables on all exogenous variables in the system; the predicted values of which are used to replace the endogenous variable in the original structural equation, which is then estimated by OLS. It has been shown that the error term is not correlated with the compost instrument, and so the two stage least squares estimator is consistent.<sup>ix</sup>

## **4. OTHER THEORETICAL AND SPECIFICATION ISSUES**


### **4.1 Construction Costs and Misspecification**

A criticism that has been levelled at a number of housing supply studies (studies such as DeLeeuw and Ekanem 1971; Follain 1979; Bramley 1993a, b; Mayo & Sheppard 1996) is the common practice of including input costs in the supply equation. It is argued that factor price terms should not be included in the estimated supply equation on the basis that the same exogenous factors which drive demand shifts will also influence factor prices, producing simultaneity bias. Employing a rather different argument, but arriving at what is essentially the same conclusion, Olsen (1987, pp. 1018) notes that, because long run supply price will equal minimum long run average costs, “a properly specified relationship explaining long-run supply price will contain either the quantity of the good, or input prices, but not both.” Indeed if the function relating input prices and supply price is specified correctly, Olsen reasons that “the coefficient of quantity in their relationship is zero regardless of whether the long-run supply curve is upward sloping or completely elastic. Therefore, the estimated coefficient of the quantity of housing service tells us nothing about the elasticity of the long-run supply curve for this good” (*ibid*). Consequently, construction costs are omitted from the main regression equations listed below (regressions 1 through 6), and misspecification from including costs is tested for by comparing these results with equations with costs included (regressions 16 through 27). Introduction of an instrument for costs did not alleviate the problems encountered.



## 4.2 Cross-Sectional Ambiguities

Most empirical estimates of supply functions have concentrated on long-run functions, because “there are infinitely many short-runs and there is no reason to believe that any two markets (or the same market at two points in time) have the same short-run supply curve” (Olsen *op cit*). Thus, researchers using cross sectional methods, such as De Leeuw and Ekanem (1971), have argued that data from cross sections of residential areas yield the required long run supply elasticity since “studying differences among cities amounts to studying how housing markets behave in the long run, in the sense of having had ample time to adjust to basic market forces. The reason is that differences among cities in size, costs, tax rates, real income and so on tend to persist for years or even decades”. They adopt the ILS approach to obtain supply elasticities ranging from 0.3 to 0.7, which is considerably lower than other ranges estimated in the US using time-series methods. Bartlett (1989, p.39) argues that the inelastic supply estimates may be due to the cross section method failing to capture “long-run” values of the variables: “it is rather implausible that all agents are operating at along run equilibrium values, and so the estimated equation is likely to be a hybrid measure of an unknown combination of short and long run effects.”

Assuming the elasticity of supply in response to a (positive) demand shock is monotonically increasing over time, however,  that there are no exogenous supply shocks, then one would expect the elasticity of supply at a particular point in time to be greater the longer the time-interval since the shock occurred. Elasticities at the peak of a boom are thus likely to be smaller than during a downswing, *ceterus paribus*, with recession estimates offering a more “long run” picture of supply elasticities. Indeed, in practice it is ambiguous what the true long run elasticity is, since it may never be reached within a given cyclical or policy time-frame, and so long run estimates may have of no practicable purpose. Thus it could be argued that estimates of intermediate elasticities would be more relevant to policy makers if the above assumptions are realistic. If it is assumed further that at the given level of disaggregation, each observational unit experiences similar major shocks contemporaneously<sup>x</sup>, then cross-sectional estimates are interesting if comparisons can be made between years, as they reveal how quickly each region is responding to the shock. Nevertheless, cross sectional estimates based on averages in one year should be treated with caution given the heterogeneity between regions and the ignorance of the adjustment time-frame, and the current position of a region within it.

A particular advantage of the cross sectional approach is that it allows the researcher to test one of the predictions of the Muth (1964) model that elasticities of supply will vary across locations, a hypothesis tested in detail in Bradbury, K. et al (1977). Elasticities in this paper are thus interpreted as being a weighted average of long and short run elasticities, which are still of interest if one is examining differences between regions, although ideally a time series or panel model should be constructed

to distinguish between long and short run effects.<sup>xi</sup>

### 4.3 Heteroskedasticity Issues

A problem associated with most cross section research is that the Gauss-Markov assumption that variance is constant across the sample may not hold (“heteroskedasticity”). Although this in itself does not result in biased or inconsistent estimates, White (1980) has shown that heteroskedasticity can cause inefficient estimates of the standard errors producing unreliable *t*-statistics. Most cross section studies in the housing-supply field have not tested or corrected for heteroscedasticity, but still use *t*-statistics to guide model construction choices. Housing supply models constructed in this fashion may thus be misspecified and liable to produce biased parameter estimates. It should be noted that in almost all the regressions run on data used in this paper, we found heteroskedasticity to be a problem.

## 5. DATA

The available data is at English LA district level pre-reorganisation (sample of 162 out of 366 English Local Authority Districts) for the years 1987, 1988, 1991, and 1992, most of which was collected and compiled by Glen Bramley from a variety of sources including *inter alia*: County Planning Department Questionnaire Survey results on land availability and planning variables; Department of the Environment Local Housing Statistics for information on private housing starts; Building Cost Information Service data on construction costs; and Census data on social economic groups and economic activity. Only data for 1988 and before were used in the Bramley, 1993a,b, and so we take advantage of the more recent acquisitions to compare two years when the housing market (and macro economy) were at opposite phases of the business cycle: 1988 (boom) and 1992 (bust). For most regressions, the sample reduces to 130 due to missing values. All prices are in 1987 values.

### 5.1 Land Availability and Planning Restrictions

The model developed below follows Bramley *op cit* in using a measure of total land available for development based on local authority land stock with outstanding planning permissions for private/general housing. However, even though this is probably as good a measure as is available for the UK, it is acknowledged that the true relationship between land supply and construction is likely to be as much influenced by the quality and location of site, as it is the total stock of available land. The quality of location will be determined by a host of factors (such as infrastructure, environment, and access to schools, shopping centres and work), requiring the construction of a hedonic price variable for land, which is beyond the scope of the

data available. Moreover, as we discuss below, inclusion of land prices in supply regressions would lead to misspecification and unreliable estimates. Consequently, the econometric model in this paper uses only land stock with outstanding planning permissions for private housing, as obtained by Bramley *op cit*. However, Evans' (1996) argues that the use of the "structure plan provision" variable as the measure of land supply in Bramley's simulations "damps down changes in output following an increase in the supply of land available for development" (*ibid* p. 583). A more substantial relationship between housing output and land supply is recognised to exist if the supply of land is measured using "land with outstanding planning permission" rather than structure plan provision (see also Bramley 1996). This is because much of the land provided under planned provision never receives actual planning permissions, due to what Bramley calls the "implementation gap". Consequently, it is argued that from a policy point of view, land with outstanding planning permissions is a more appropriate variable to use in simulations.

We also diverge from Bramley's analysis by not using completions as a measure of housing output, because it could be argued that this is not the best measure of output to use when examining the link between construction and land supply. An increase in land supply will not have any direct effect on current completions, which are more likely to be influenced by current demand. (It is a well known strategy of construction companies to hold the construction of a housing unit at unfinished stage until known buyers become available. This avoids holding large stocks of completed housing which are susceptible to vandalism and squatting. Concentrated stocks of vacant property may also give a negative signal to potential buyers regarding the desirability of the location.) Lagging completions to proxy starts<sup>xiii</sup> is an unnecessarily cumbersome way of linking output to land supply. Consequently, private starts data from LHS are used below as the dependent variable. A complete list of the variables used in the reported regressions is given in Table 1, and descriptive statistics of those variables is given in Table 2.

## 6. ECONOMETRIC METHODS

### 6.1 Basic Model and Expected Signs

The basic structure of the demand and supply equations focused on below are as follows:

$$Q^S = \alpha_1 + \alpha_2 P + \alpha_3 P^2 + \alpha_4 L + \alpha_5 D + \alpha_6 U + \alpha_7 U^2 + \varepsilon_S$$

$$Q^D = \beta_1 + \beta_2 P + \beta_3 U + \beta_4 Z + \varepsilon_D$$

where  $Q_s$  and  $Q_d$  are quantity supplied and quantity demanded respectively. It can be seen that both the demand and supply equations are *identified* (rank condition), with the supply equation being exactly identified, and the demand equation over-identified

(order condition). However, solving the system for either price or quantity shows that  $\text{Cov}[P, \varepsilon_S] = f(\beta_2, \alpha_2)$  and  $\text{Cov}[P, \varepsilon_D] = g(\beta_2 - \alpha_2)$ , indicating that in both structural equations the error term is not independent of the endogenous variables. Consequently, least squares estimates of the parameters of all equations with endogenous variables on the right-hand side (i.e. both the demand equation and the supply equation) will be inconsistent.

One of the aims of the paper is to distinguish between a negative coefficient on  $P^2$  due to misspecification (notably simultaneity), and a negative coefficient due to some genuine backward bending supply process. We attempt to do this below by comparing the results of equations with and without the squared term, for both OLS and 2SLS. It would be rational to assume that the price elasticity of supply, if different between the two periods, would be greater in the slump than in the first period since factor constraints during the heat of the boom are likely to make new construction less responsive to prices.

The unemployment rate for each local authority is included as an explanatory supply variable in order to give some measure of labour availability. Although we would expect the effect of labour availability to be stronger during a boom, this may not be reflected in the unemployment variable because this measure does not necessarily give any indication of construction-labour spare capacity. Thus some locations may have high unemployment but low quantities of construction workers, and *visa versa*. There is therefore a degree of ambiguity surrounding the *a priori* expected sign of the coefficient because  $U$  does not indicate levels of unemployed construction-labour, but unemployment as a whole. However, in areas of very high unemployment, it is likely that this will also imply a supply of unemployed construction labour. It is expected either that the coefficient on  $U$  will be positive, or that the coefficient will be negative but have a convex shape (positive coefficient on the squared term).

Land supply is expected to have a positive effect on output, not only because it removes the direct constraint in areas where there are no spare sites on which to build, but also because the more land available for construction, the greater the choice of sites. If for a given land supply, construction firms choose the optimum (i.e. maximum marginal profit) sites first, then as output increases, less and less profitable sites have to be employed until it is no longer optimal at the margin to produce another unit. So the injection of new land not only increases the amount of room actually available, but expands the set of profitable sites. The brownfield land variable,  $D$ , gives some measure of the overall quality of land available in an area.

Unemployment was used in the demand regression as a proxy for income. The  $Z$  variable was also included as a determinant of housing demand, as a measure of the proportion of people in an area likely to have employment status conducive to obtaining and repaying a long term loan, and hence a measure of accessibility to owner occupancy. Inclusion of a wider range of explanatory variables in the demand

equation was precluded by the need to keep the supply equation exactly identified.

## 6.2 New Construction Elasticities

This section outlines variable elasticity (VE) approach used in the calculations of elasticities of new construction, the results of which are presented in section 7.2 below. The VE approach is used because the more common log-log approach imposes rather stringent restrictions on the functional form of the supply equation - namely that elasticities are constant across the sample (only true if all areas experience the same demand shocks and have identical adjustment mechanisms); that the supply curve passes through the origin (unlikely given fixed costs and the indivisible nature of housing construction), and that supply is monotonic - i.e. never bends backwards (a restriction not necessarily consistent with recent theory, as discussed above).

Using the VE approach thus allows us test for the existence of backward bending supply. Elasticities are calculated by taking the first partial derivative with respect to the relevant argument and then substituting the sample values from each observation. Elasticities can therefore be computed for each LA district, which also permits comparison of regional disparities in supply response.

## 6.3 Elasticity of Price with Respect to Land Release

One of the most surprising aspects of Bramley's results was the simulated response of price to land supply increases, which he found to peak at 11-12% after three or four years in response to a 75% increase in land supply. The precise technique used to derive these results from the estimated parameters was not made explicit, however. If the method used makes simulations by perturbing the land supply variable assuming parameters constant at the estimated levels, then the results may be open to criticism given that the estimated coefficients in this paper were found to vary over time. Also the lag structure he adopts is exogenously constructed, and so the simulated adjustment timescale is in effect imposed on the model *ex ante*. Just as legitimate (and considerably more explicit), would be to compute the instantaneous adjustment using differential calculus on the whole simultaneous equation system and then apply anticipated lags *ex post* if desired.<sup>xiii</sup> This offers the added advantage that elasticities can be calculated on each year's data, and also allows for the use of techniques such as 2SLS to properly deal with the simultaneity problem. Details of the implicit partial differential of price with respect to land supply for the complete equation system are given below.

The elasticity of price with respect to land was constructed as follows.

$$Q^S = \alpha_1 + \alpha_2 P + \alpha_3 P^2 + \alpha_4 L + \alpha_5 D + \alpha_6 U + \alpha_7 U^2 + \varepsilon_S \quad [1]$$

$$Q^D = \beta_1 + \beta_2 P + \beta_3 U + \beta_4 Z + \varepsilon_D \quad [2]$$

Assuming  $Q^S = Q^D$ , and subtracting [2] from [1] yields,

$$\alpha_1 - \beta_1 + (\alpha_2 - \beta_2)P + \alpha_3 P^2 + \alpha_4 L + \alpha_5 D + (\alpha_6 - \beta_3)U + \alpha_7 U^2 - \beta_4 Z + \varepsilon_S - \varepsilon_D = 0$$

Differentiating price implicitly with respect to  $L$  yields

$$\frac{\partial P}{\partial L} = -((\partial F/\partial L)/(\partial F/\partial P)) = \alpha_4/(\beta_2 - \alpha_2 - 2\alpha_3 P)$$

The elasticity of price with respect to land supply,  $\eta_{P:L}$ , is then given by:

$$\eta_{P:L} = \alpha_4 L / (\beta_2 P - \alpha_2 P - 2\alpha_3 P^2)$$

Although it is possible to calculate  $\beta_2$  from estimating the demand equation (i.e. equation [2]), there are a number of reasons why it would be preferable to import a value from elsewhere. First, in order to maintain exact identification of the supply function, the demand equation is very parsimonious and inevitably suffers from omitted variables. In particular, there is no measure of the price and availability of substitutes such as rented housing, social housing, and housing in contiguous regions. As such the estimate of  $\beta_2$  from [2] does not control for local demand effects and so could not be used to give an accurate estimate of national demand elasticity<sup>xiv</sup>. Second, in order to capture as many aspects of supply as possible, the demand function was allowed to be overidentified. This means that an estimate of demand elasticity can be obtained from [2], but this estimate will not be unique, and there is no way of knowing which is the most appropriate estimate. Consequently, elasticities of price with respect to land release were calculated on a range of values for the national elasticity of demand, two sets of which (those based on -0.7 and -2.5) are reported in Table 5.

For similar reasons to the above, Bramley (1993, p.9) assumes a price elasticity of demand of -0.7, which in the above notation implies that,

$$(\partial Q / \partial P)(P/Q) = -0.7$$

$$\Rightarrow \beta_2 = \partial Q / \partial P = -0.7 Q / P$$

More generally, if the price elasticity of demand is denoted by  $\eta_{QD:P}$ , then,

$$\beta_2 = \partial Q / \partial P = \eta_{QD:P} Q / P$$

$$\Rightarrow \eta_{P:L} = \alpha_4 L / (\eta_{QD:P} Q - \alpha_2 P - 2\alpha_3 P^2).$$

## 7. RESULTS

### 7.1 Preferred Regressions

Regressions were run on 1988 and 1992 allowing us to compare boom and bust. Appropriately corrected  $t$ -tests were used to determine whether exogenous variables should be lagged, logged or squared, resulting in the final equations as already described. Results are listed below in Table 3. In all six regressions, all coefficients had expected signs. The Breusch Pagan statistics show that there is evidence of

heteroskedasticity in all of the equations. Although heteroskedasticity does not affect the unbiasedness or consistency of the parameter estimates, it does affect efficiency, and so the  $t$ -values reported are based on White's standard errors. 2SLS calculations of the predicted values for price were based on regressions of  $P$  on all the exogenous variables in the system, the results for which are listed in Table 4.

It can be seen that in the 1988 regressions, there is clear evidence of concavity and supply being backward bending in price for the sample range [sample maximum for  $\tilde{P}_t$  is 93.19, compared with a turning point of 67.94 in regression (2)]. Moreover, in regression (1)  $\tilde{P}_t$  has an insignificant  $t$  value, which is clearly due to misspecification of the price variable as a linear relationship because when the quadratic term is included in regression (2), both  $P_t$  and  $\tilde{P}_t$  have significant  $t$  values.

There is less evidence, however, of supply being concave in prices in the slump period because even though the coefficient on  $\tilde{P}_t$  in regression (4) is negative, it is forty times smaller than the 1988 coefficient, and has a  $t$  value suggesting that it is not possible to reject the null of  $\alpha_3 = 0$ . The coefficients on  $D$  and  $U^2$  tended to be more negative in the slump.

The differences in parameter values between boom and slump were tested for using Chow's ANOVA test<sup>xv</sup> computed from running a pooled regression on both years and applying an  $F$ -test to compare with regressions run on each year. Both in the linear (5) and quadratic (6) cases, the null of homogenous coefficients was rejected at the 99% confidence level, confirming the structural break over time. This explains the low adjusted  $R^2$  in regressions (5) and (6). The preferred regressions are therefore regressions (2) and (3).

## 7.2 Elasticities

Table 5 lists summary statistics for the variable elasticities calculated for all six two stage least squares regressions. As the dispersion statistics show, there is considerable variation across districts of the elasticity of supply with respect to most of the arguments, and this supports the use of the variable elasticity approach (rather than the traditional constant elasticity log-log formulation). The VE approach also makes it possible identify the elasticities of particular districts, which points the way to further research into the causes of such geographical variation. Overall, price elasticity of supply was low, but higher in 1992 (average = 1.03) than in 1988 (average = 0.58), which confirms our expectations, but is the reverse of Bramley and Watkins' (1996, p.38) results. Note, however, that estimated price elasticities are of a similar order of magnitude (if a little smaller) to Bramley's (1993a) results for 1988 (average = 0.99). Land supply elasticities remained fairly constant over time, marginally higher in the boom (0.75) than in the slump (0.71), and again appear to be

of a similar size to Bramley & Watkins *op cit*. It is also worth noting that the negative elasticities with respect to the proportion of former urban land (D) are more significant in the regressions reported here than in the Bramley studies.

Table 5 also gives the results of land elasticities of price (denoted by  $E_{P,L}$ ) for two values of  $\eta_{QD,P}$ . As the figures show, the responsiveness of prices to changes in land supply are dependent upon the price elasticity of demand. Assuming that  $\eta_{QD,P} = -0.7$  as assumed by Bramley, it can be seen that, although not elastic, the responsiveness of prices to land is considerably greater than predicted by Bramley. A 75% increase in land supply would result in a fall in prices of 32.4% even for the lowest estimate of average  $\eta_{P,L}$  (-0.432), compared with a fall of 11-12% estimated by Bramley *op cit* (p. 25). Demand would have to be several times more price elastic to produce such a low land elasticity of price as this, since as the table shows, even with a price elasticity of demand of -2.5, a 75% increase in land still results in a fall in prices of 15%. Conversely, lower price elasticities of demand would produce higher land elasticities of price.

## 8. OLS VS 2SLS AND THE EXCLUSION OF COSTS

Even without the construction cost and “constraints” variables used by Bramley, it can be seen that the single year regressions have adjusted  $R^2$  results in the 0.45 to 0.53 range. Comparison of  $R^2$  figures with Bramley *op cit* thus shows that the more parsimonious specification presented here does not seriously reduce the explanatory power of the regressions, with the added advantage that over identification and simultaneity problems have been avoided.

But does OLS and the inclusion of costs actually result in misspecification? Parallel regression to (1) - (6) were run using OLS (Table 6), 2SLS with costs (Table 7) and OLS with costs (Table 8). To test for OLS misspecification due to simultaneity we tested the hypothesis that,

$H_0$ :  $P$  and  $\varepsilon_S$  are independent.

against,

$H_1$ :  $P$  and  $\varepsilon_S$  are not independent.

Hausman's (1978) test was used based on comparing  $\hat{\alpha}_2$  with  $\tilde{\alpha}_2$ , where  $\hat{\alpha}_2$  and  $\tilde{\alpha}_2$  are the OLS and 2SLS estimators respectively. Under  $H_0$ , both  $\hat{\alpha}_2$  and  $\tilde{\alpha}_2$  are consistent, but only  $\hat{\alpha}_2$  is efficient. Under  $H_1$ ,  $\tilde{\alpha}_2$  is consistent, but  $\hat{\alpha}_2$  is not. The test statistic  $m \sim \chi^2_{[k]}$  was constructed for all OLS regressions, indicated that there is indeed a simultaneity problem associated with OLS estimates of the structural supply equations. It was found that in eight out of twelve OLS regressions, the Hausman



test rejected the null of no misspecification at the 99% level of confidence; and in a further two regressions [(13) and (25)] it rejected the null at the 90% level of confidence. Thus in only two OLS regressions [(10) and (22)] could the null not be rejected with confidence. Other evidence suggested misspecification under OLS. Parameter estimates were generally less stable across years and variations, with some estimates having incorrect sign [coefficient on  $P$  in regression (12), and coefficients on  $P$  and  $P^2$  in regression (13)]. Some elasticity estimates also had incorrect signs or were implausibly large [regressions (11), (12) and (13)].

Regressions including construction costs that were run also showed signs of misspecification (incorrect signs, unstable parameter estimates), and these problems persisted even when an instrument for costs was introduced at various stages in the model construction process, which would appear to confirm the Olsen *op cit* critique. In nine out of twelve of these regressions [(16), (17), (20), (21), (22), (23), (25), (26) and (27)] supply was predicted to be positively related to costs, which seems implausible. In six of the regressions [(18), (19), (24), (25), (26), (27)], the cost coefficient was not significantly different from zero. The inclusion of costs also tended to have an adverse effect on the on the sign and significance of the price coefficients [(16), (19), (20), (22), (24), (25)].

We recognise that the model presented here has drawbacks of its own, however. In particular, limitations on the complexity of the demand function imposed by identification constraints resulted in a failure to consider the impact on demand of substitutes to new construction (such as conversions, private renting, public renting, housing supply in contiguous regions). Also, we were largely constrained to using the data collated and kindly donated by Bramley, and so the models were cross sectional rather than time series or (preferably) panel.

## 9. CONCLUSION

This paper has attempted to construct a more parsimonious model using similar data to Bramley *op cit*, with the aim of overcoming some of the econometric problems associated with previous studies. Structural equations are specified in such a way as to ensure an exactly identified supply equation, and the two stage least squares procedure was implemented to overcome simultaneity problems. Following Olsen's *op cit* recommendations in avoiding misspecification problems, factor prices were omitted from the supply function. This appeared to be supported by diagnostic tests on regressions which included factor prices (construction costs). The paper also discussed the rationale for, and tested the existence of, a backward-bending supply relationship, and found that supply was concave in both periods, and "bent backwards" during the boom. Evidence of a structural break between boom and bust was found, producing average price elasticities of supply<sup>xvi</sup> noticeably smaller in the boom (0.58) than in the slump (1.03) - the opposite of Bramley and Watkins (1996) -

with considerable variation across districts. Land supply elasticities were found to be more stable over time, and marginally greater in the boom (0.75) than in the slump (0.71). Both sets of elasticity estimates were of a similar order of magnitude to Bramley's, whereas the brownfield land variable proved considerably more significant in the results presented here.

The paper calculated second partial derivatives based on the whole demand / supply system to obtain estimates of the impact of land release on new house prices. As expected, estimates were considerably larger than results previously reported by Bramley (1993a, b) since we used the "land with outstanding planning permissions" variable, rather than "structure plan provision". Bramley (1993b, p.1045) concluded that "Output effects [of large scale land release] would be larger than price effects, but still on average, would be only a fifth of the size of the nominal release of land capacity". In contrast, the results presented here predict that output effects would be around four fifths, and price effects around a half of the size of nominal land release.

These results are particularly pertinent given the forecasts from the Department of the Environment, Transport and the Regions that 4.4 million new houses will need to be built by the year 2016 due to the anticipated rise in the number of households (DETR, 1998). In response to pressure from countryside campaigners, the government has committed itself to using tax and regulatory measures to divert the bulk of new building towards brownfield sites. The danger of such restrictions, however, is that they will make the target of 4.4 million new houses all the more unattainable unless they are accompanied by substantial public works. If the results presented in this paper are correct, increasing the proportion of total residential development that occurs on urban land may actually cause a fall in private housing construction. Moreover, private sector new construction is sufficiently sensitive to the overall amount of land available for construction (and sufficiently insensitive to prices, particularly in boom years) that any significant increase in the number of new houses is likely to require a substantial release of greenfield land.

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## Appendix 1

### Bramley's (1993) System of Simultaneous Equations

#### with Lagged Endogenous Variables

Bramley's (1993) model can be represented as a series of seven simultaneous equations with lagged endogenous variables:

$$\begin{aligned}
 P_{t-1} &= P_{t-1}(Q_{t-1}, D_{St-1}, D_{Lt-1}) && \text{[B1]} \\
 D_{St-1} &= D_{St-1}(Y_{t-1}, G_{t-1}, Z_{t-1}) && \text{[B1.1]} \\
 D_{Lt-1} &= D_{Lt-1}(H_{t-1}, E_{t-1}, Q_{At-1}, T_{Lt-1}) && \text{[B1.2]} \\
 Q &= Q(P_{t-1}, C_{t-1}, L_{St-1}, L_{Ct-1}, L_{Pt-1}) && \text{[B3]} \\
 C_{t-1} &= C_{t-1}(W_{t-1}, U_{t-1}, E_{t-1}, NA_{t-1}) && \text{[B3.1]} \\
 L_{Ft-1} &= L_{Ft-1}(L_{Ct-1}, L_{Pt-1}, L_{St-1}, P_{t-1}, P_{t-2}) && \text{[B4]} \\
 L_{St-1} &= L_{St-2} + L_{Ft-1} - Q_{t-2} && \text{[B5]}
 \end{aligned}$$

where  $D_S$  is structural demand;  $D_L$  is locally variable demand;  $Y$  is average household income;  $G$  is geographical and locational attributes;  $Z$  is vector of social characteristics;  $H$  is demographic variables;  $E$  is employment variables;  $Q_A$  is social rented housing supply;  $T_L$  is local tax bills;  $L_S$  is stock of land with outstanding planning permission;  $L_C$  is constraints on future land supply;  $L_P$  is planning policy for land release for private housing;  $W$  is wage rates relevant to construction;  $NA$  is density of population; and  $L_F$  is planning permissions flow.

Note that some of the equations have been included in the form of the previous period. For example, the price effect on supply is lagged in Bramley, and so the equation for price [B1] has been written in terms of determining  $P_{t-1}$  rather than  $P_t$ . Thus for the equations listed above to relate to Bramley's empirical results it may be necessary in some instances to assume that the parameters are constant over-time, which appears to be the assumption employed by Bramley in the production of simulation results anyway. As discussed above, these equations should not be estimated directly, but an estimation procedure able to deal with the problems of simultaneity should be employed (indirect or two stage least squares for example).

As Table 9 shows, every equation in Bramley's (1993a) paper is over-identified, implying that the estimated parameters are only one of a range of values theoretically possible given the equations listed.

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**Table 1 Data Definitions and Sources**

<i>Variable Name</i>	<i>Definition/Source</i>
<i>P</i>	Real House Prices for a standard new house, £'000, at 1987 values (NHBC)
<i>Q</i>	Private house starts (LHS)
<i>L</i>	land stock with outstanding planning permissions (for private/general housing)
<i>Z</i>	Economically active in social classes I&II, % (Census)
<i>U</i>	Rates of unemployment % of resident economic active population, total (NOMIS)
<i>D</i>	Proportion of residential development on land in former urban uses, % (predicted by Bramley)
<i>C</i>	Estimated cost of rebuilding standard house (Bramley <i>op cit</i> )

**Table 2 Descriptive Statistics**

<i>Variable</i>	<i>Mean</i>	<i>Std. Dev.</i>	<i>Minimum</i>	<i>Maximum</i>	<i>Cases</i>
<i>Z</i>	39.895	8.4878	20.11	60.98	130
<i>D</i>	50.611	18.846	17.50	93.75	130
<i>t = 1988</i>					
<i>P<sub>t</sub></i>	56.863	19.640	27.64	128.3	130
$\tilde{P}_t$	56.863	14.397	32.16	93.19	130
<i>L<sub>t</sub></i>	1909.5	1168.8	227.2	5786.	130
<i>U<sub>t-1</sub></i>	7.0362	3.1544	2.300	16.30	130
<i>C<sub>t-1</sub></i>	41.249	6.1972	31.07	56.35	130
<i>t = 1992</i>					
<i>P<sub>t</sub></i>	42.605	10.159	26.40	84.49	130
$\tilde{P}_t$	42.605	7.2523	27.45	63.52	130
<i>L<sub>t</sub></i>	2233.1	1480.8	139.5	9334.	130
<i>U<sub>t-1</sub></i>	6.9264	2.0654	3.668	14.25	130
<i>C<sub>t-1</sub></i>	39.133	5.8252	31.03	53.52	130



**Table 3 2SLS Private Starts Regressions: Dependent Variable = QS**

<i>Variable</i>	(1) 1988 2SLS	(2) 1988 2SLS-BB	(3) 1992 2SLS	(4) 1992 2SLS-BB	(5) Pooled 2SLS	(6) Pooled 2SLS-BB
Constant	519.21 (1.555)	-246.51 (-0.546)	315.34 (1.606)	306.16 (0.962)	638.52 (2.305)	520.40 (1.420)
$\tilde{P}$	1.0094 (0.216)	26.727 (2.314)	3.8961 (1.518)	4.3261 (0.331)	0.025129 (0.006)	4.4687 (0.406)
$\tilde{P}^2$	-	-0.19670 (-2.427)	-	-0.00480 (-0.034)	-	-0.040 (-0.428)
$L_{t-1}$	0.17298 (8.505)	0.17312 (8.842)	0.068351 (9.004)	0.06836 (8.928)	0.094255 (6.456)	0.094854 (6.517)
$D$	-1.4463 (-0.592)	-2.0896 (-0.859)	-2.6769 (-2.438)	-2.6750 (-2.424)	-1.6354 (-0.923)	-1.6774 (-0.948)
$U_{t-1}$	-72.356 (-2.104)	-77.956 (-2.201)	-72.943 (-1.522)	-73.014 (-1.512)	-85.662 (-2.703)	-85.474 (-2.683)
$U^2_{t-1}$	3.4168 (2.152)	4.2875 (2.646)	5.1752 (1.586)	5.1792 (1.579)	4.2904 (3.095)	4.3070 (3.043)
<i>Chow's Analysis of Variance Test for Structural Breaks</i>	-	-	-	-	26.610	23.879
Adj R <sup>2</sup>	0.512	0.529	0.451	0.447	0.306	0.304
F[k-1, n-k]	27.469 (0.000)	24.622 (0.73E-18)	22.191 (0.44E- 15)	18.344 (0.39E- 14)	25.943 0.56E-15	21.587 0.86E-20
B-P $\sim \chi^2_{[k-1]}$	19.969 (5)	21.515 (6)	50.402 (5)	53.143 (6)	52.9538 (5)	55.0843 (6)
$P^*$	-	67.939*	-	450.635	-	55.859*
$U^*$	10.588*	9.091*	7.047*	7.049*	9.983*	9.923*

Figures in brackets under the coefficients are t-values based on White's standard errors.  
 Figures in brackets under the F values are the probabilities. If 0.000 is returned then the probability is smaller than 0.1E-20 which is the accuracy threshold of the statistical package used.  
 B-P denotes the Breusch Pagan test statistic for heteroskedasticity. Critical  $\chi^2$  values at 95% and 99% are respectively 7.81 and 11.30 for three variables; 9.49 and 13.3 for four variables; 11.10 and 15.1 for five variables, 12.6 and 16.8 for six, and 14.1 and 18.5 for seven, 15.5 and 20.1 for eight.  
 $P^*$  and  $U^*$  give the turning points for price and unemployment respectively given the regression coefficients, calculated from setting the first partial derivative with respect to price equal to zero. Where the data is also starred, the turning point lies within the sample range of values for the associated variable.



**Table 4 Construction of the Instrument for Price in Regressions (1) to (6)**

<i>Variable</i>	(7) 1988	(8) 1992	(9) <i>Pooled</i>
Constant	33.690 (1.781)	-4.3574 (-0.344)	38.555 (3.584)
<i>Z</i>	0.61949 (2.591)	0.74252 (5.719)	0.47211 (3.015)
<i>L</i> <sub><i>t-1</i></sub>	-0.0004 (-0.379)	-0.0007 (-1.850)	-0.0011 (-2.021)
<i>D</i>	0.39498 (4.663)	0.16739 (4.830)	0.34345 (6.053)
<i>U</i> <sub><i>t-1</i></sub>	-3.4535 (-1.583)	2.5781 (1.249)	-4.2267 (-3.652)
<i>U</i> <sub><i>t-1</i></sub> <sup>2</sup>	0.59693E- 01 (0.519)	-0.14293 (-1.320)	0.12676 (2.504)
Adj R <sup>2</sup>	0.5186859 E	0.4898	0.400125 5
F[ <i>k-1, n-k</i> ]	28.803 (0.000)	25.769 (0.67E- 15)	39.287 (0.000)
B-P[ <i>k-1</i> ]	47.9740 (5)	23.5318 (5)	63.1357 (5)

*See notes for Table 3*

**Table 5 Summary Statistics of Variable Elasticities of Housing Supply**

<i>Elasticity Estimated (Regression Number in Parentheses)</i>	<i>Average Elasticity Across Districts</i>	<i>Standard Deviation of Elasticity Across Districts</i>	<i>Minimum Elasticity Across Districts</i>	<i>Maximum Elasticity Across Districts</i>
E_P(1)	0.17572	0.24728	0.03313	2.242
E_L(1)	0.75112	0.73082	0.2194	7.276
E_D(1)	-0.23671	0.37930	-3.444	-0.02416
E_U(1)	-0.34258	0.77065	-6.373	1.985
E_P_L(1) $\eta_{QD:P} = -0.7$	-0.82589	0.48849	-3.760	-0.2134
E_P_L(1) $\eta_{QD:P} = -2.5$	-0.27119	0.19263	-1.534	-0.07757
E_P(2)	0.58232	1.9500	-4.079	18.61
E_L(2)	0.75169	0.73138	0.2195	7.282
E_D(2)	-0.34199	0.54800	-4.975	-0.03490
E_U(2)	-0.13636	0.69775	-2.984	3.468
E_P_L(2) $\eta_{QD:P} = -0.7$	-0.42590	1.1181	-4.348	8.776
E_P_L(2) $\eta_{QD:P} = -2.5$	-0.24087	0.31501	-1.953	2.034
E_P(3)	1.0284	1.2773	0.1425	13.09
E_L(3)	0.70854	0.56436	0.1462	3.805
E_D(3)	-0.89863	1.3427	-13.45	-0.09222
E_U(3)	0.24110	1.2056	-1.149	8.217
E_P_L(3) $\eta_{QD:P} = -0.7$	-0.43214	0.23065	-1.283	-0.03786
E_P_L(3) $\eta_{QD:P} = -2.5$	-0.19566	0.11032	-0.6314	-0.02677
E_P(4)	1.0281	1.2626	0.1458	12.90
E_L(4)	0.70863	0.56443	0.1463	3.805
E_D(4)	-0.89801	1.3418	-13.44	-0.09215
E_U(4)	0.24065	1.2062	-1.151	8.222
E_P_L(4) $\eta_{QD:P} = -0.7$	-0.43061	0.22825	-1.276	-0.03862
E_P_L(4) $\eta_{QD:P} = -2.5$	-0.19537	0.10963	-0.6299	-0.02715
E_P(5)	0.0077	0.03074	0.69E-03	0.5038
E_L(5)	0.79298	1.6362	0.1156	25.83
E_D(5)	-0.60808	3.1681	-52.49	-0.02731
E_U(5)	-0.14142	7.2817	-10.44	120.4
E_P_L(5) $\eta_{QD:P} = -0.7$	-1.0632	1.5229	-21.45	-0.1645
E_P_L(5) $\eta_{QD:P} = -2.5$	-0.30985	0.56067	-8.598	-0.04617
E_P(6)	2.7265	11.371	0.2001	186.6
E_L(6)	0.79802	1.6466	0.1163	25.99
E_D(6)	-0.62372	3.2496	-53.84	-0.02802
E_U(6)	-0.11638	7.4400	-10.22	123.1
E_P_L(6) $\eta_{QD:P} = -0.7$	-1.2011	6.7671	-104.8	26.10
E_P_L(6) $\eta_{QD:P} = -2.5$	-0.25638	0.42764	-3.258	5.277

**Table 6 OLS Results - Without Costs**

<i>Variable</i>	(10)	(11)	(12)	(13)	(14)	(15)
	1988	1988	1992	1992	Pooled	Pooled
	OLS	OLS-BB	OLS	OLS-BB	OLS	OLS-BB
Constant	556.72 (3.290)	79.020 (0.327)	530.28 (2.745)	726.02 (2.619)	299.00 (2.432)	-114.34 (-0.799)
$P$	0.44722 (0.344)	13.850 (2.824)	-0.76698 (-0.579)	-8.1111 (-1.208)	5.2447 (4.856)	18.441 (5.953)
$P^2$	-	-0.0986 (-3.136)	-	0.0745 (1.263)	-	-0.10396 (-4.928)
$L_{t-1}$	0.17295 (8.505)	0.16954 (8.342)	0.65380E-01 (8.871)	0.06588 (8.844)	0.099445 (7.311)	0.10019 (7.698)
$D$	-1.1872 (-1.049)	-0.83308 (-0.750)	-1.3409 (-1.700)	-1.2615 (-1.548)	-3.6817 (-4.698)	-3.6417 (-4.707)
$U_{t-1}$	-75.547 (-2.834)	-64.229 (-2.523)	-84.753 (-1.690)	-91.643 (-1.779)	-53.906 (-2.724)	-47.067 (-2.560)
$U^2_{t-1}$	3.4815 (2.194)	3.1630 (2.098)	5.2625 (1.555)	5.5840 (1.621)	3.3868 (3.164)	3.2564 (3.217)
Adj R <sup>2</sup>	0.513	0.541	0.444	0.444	0.3739	0.4037
F[ $k-1, n-k$ ]	27.504 (0.000)	25.772 (0.16E-18)	21.586 (0.22E-14)	18.185 (0.50E-14)	34.80528 (0.56E-15)	32.9327 (0.71E-29)
B-P $\sim \chi^2_{[k-1]}$	19.5497 (5)	23.9332 (6)	48.8009 (5)	51.3298 (6)	61.0899 (5)	55.2356 (6)
$E_P$	0.084435	-1.1374	-0.20469	-0.29534	0.90894	5.6368
$E_L$	0.74938	0.73458	0.67774	0.68297	0.43180	0.43504
$E_{P_L}$	-0.92705	-0.69073	-6.9344	2.4748	-0.29435	-0.24644
<b>Hausman</b>						
<b>Test:</b>	0.218	<b>8.005</b>	<b>12.903</b>	3.572	<b>16.264</b>	<b>14.806</b>
$m \sim \chi^2_{[k]}$						

Figures in brackets under the coefficients are t-values based on White's standard errors

Figures in brackets under the F values are the probabilities. If 0.000 is returned then the probability is smaller than 0.1E-20 which is the accuracy threshold of the statistical package used.

B-P denotes the Breusch Pagan test statistic for heteroskedasticity. See note under Table 3 for critical values.

$E_P$  and  $E_L$  are the elasticities of supply with respect to price and land.

$E_{P_L}$  is the elasticity of price with respect to land (assuming a price elasticity of demand of -0.7).

The Hausman Test statistic has a  $\chi^2_1$  distribution, with critical values of 3.84 and 6.63 at 95% and 99% respectively.

**Table 7 2SLS Results - with Costs Included**

<i>Variable</i>	(16)	(17)	(18)	(19)	(20)	(21)
	1988	1988	1992	1992	Pooled	Pooled
	2SLS	2SLS-BB	2SLS	2SLS -BB	2SLS	2SLS -BB
Constant	59.944 (0.170)	-1054.8 (-2.271)	360.47 (1.677)	398.66 (1.189)	505.79 (1.734)	157.05 (0.400)
$\tilde{P}$	-1.7139 (-0.367)	31.752 (2.966)	4.7262 (1.768)	3.0151 (0.233)	-5.6449 (-1.256)	6.6967 (0.621)
$\tilde{P}^2$	-	-0.26052 (-3.358)	-	0.19357E- 01 (0.136)	-	-0.11451 (-1.262)
$L_{t-1}$	0.16487 (8.013)	0.16327 (8.324)	0.69386E- 01 (8.955)	0.69379E- 01 (8.925)	0.85718E- 01 (6.121)	0.86872E- 01 (6.257)
$D$	-2.6765 (-1.186)	-3.7978 (-1.714)	-2.5132 (-2.177)	-2.5164 (-2.174)	-1.8068 (-0.989)	-1.9626 (-1.063)
$U_{t-1}$	-52.567 (-1.494)	-55.652 (-1.552)	-75.583 (-1.554)	-75.364 (-1.543)	-95.805 (-2.953)	-95.814 (-2.882)
$U^2_{t-1}$	2.6783 (1.663)	3.6698 (2.300)	5.2785 (1.606)	5.2650 (1.598)	4.7055 (3.492)	4.7820 (3.387)
$C_{t-1}$	14.460 (3.800)	17.626 (4.302)	-1.9984 (-0.798)	-2.0514 (-0.816)	12.150 (4.236)	12.973 (4.354)
Adj $R^2$	0.542	0.574	0.448976	0.4445	0.341	0.3423
F[ $k-1, n-k$ ]	25.88174 (0.14E-18)	25.2779 (0.000)	18.5183 (0.30E-14)	15.7469 (0.14E-13)	25.3885 (0.56E-23)	22.041 (0.89E-15)
B-P $\sim \chi^2_{[k-1]}$	22.4141 (6)	22.4706 (7)	50.4231 (6)	52.8569 (7)	63.1680 (6)	67.1108 (7)
$E_P$	-0.29837	0.13637	1.2475	1.2549	-0.87816	2.9279
$E_L$	0.71437	0.70743	0.71927	0.71920	0.37220	0.37721
$E_{P_L}$	-1.4968	-0.80695	-0.39693	-0.40180	-0.20418	0.74625

Figures in brackets under the coefficients are t-values based on White's standard errors

Figures in brackets under the F values are the probabilities. If 0.000 is returned then the probability is smaller than 0.1E-20 which is the accuracy threshold of the statistical package used.

B-P denotes the Breusch Pagan test statistic for heteroskedasticity. See note under Table 3 for critical values.

$E_P$  and  $E_L$  are the elasticities of supply with respect to price and land (assuming a price elasticity of demand of -0.7).

$E_{P_L}$  is the elasticity of price with respect to land.

**Table 8 OLS Results - Costs Included**

<i>Variable</i>	(22)	(23)	(24)	(25)	(26)	(27)
	1988	1988	1992	1992	Pooled	Pooled
	OLS	OLS-BB	OLS	OLS-BB	OLS	OLS-BB
Constant	-58.733 (-0.275)	-277.04 (-1.154)	530.44 (2.417)	716.42 (2.478)	154.96 (1.015)	-152.71 (-0.963)
$P$	-1.7553 (-1.334)	8.4759 (1.557)	-0.76620 (-0.602)	-8.3254 (-1.245)	4.4823 (3.777)	17.708 (5.213)
$P^2$		-0.72E-01 (-2.120)		0.76E-01 (1.293)		-0.10038 (-4.491)
$L_{t-1}$	0.16329 (8.060)	0.16284 (8.050)	0.65382E-01 (8.852)	0.65754E-01 (8.793)	0.97555E-01 (7.265)	0.99476E-01 (7.626)
$D$	-3.1521 (-2.943)	-2.4797 (-2.256)	-1.3402 (-1.428)	-1.3214 (-1.396)	-4.3340 (-4.616)	-3.8812 (-4.128)
$U_{t-1}$	-46.162 (-1.749)	-44.112 (-1.713)	-84.763 (-1.669)	-91.004 (-1.752)	-49.120 (-2.476)	-45.555 (-2.424)
$U^2_{t-1}$	2.4900 (1.594)	2.4670 (1.634)	5.2628 (1.551)	5.5682 (1.613)	3.3045 (3.130)	3.2309 (3.194)
$C_{t-1}$	17.231 (3.986)	13.597 (2.888)	-0.48889E-02 (-0.002)	0.39625 (0.171)	4.7091 (1.472)	1.7195 (0.554)
Adj $R^2$	0.5473436	0.5592875	0.4392	0.43978	0.376	0.402
F[ $k-1, n-k$ ]	26.39281	23.84296	17.434	15.6668	29.5291	28.913
B-P $\sim \chi^2_{[k-1]}$	22.9382 (6)	25.6788 (7)	48.8338 (6)	51.6111 (7)	63.3727 (6)	58.1567 (7)
$E_P$	-0.33139	-1.1340	-0.20449	-0.31404	0.77681	5.4258
$E_L$	0.70751	0.70555	0.67776	0.68162	0.42359	0.43194
$E_{P L}$	-4.4835	-1.1288	-5.1584	-0.93535	-0.30889	-0.25160
<b>Hausman</b>						
<b>Test:</b>	0.001	<b>21.231</b>	<b>19.364</b>	2.992	<b>50.704</b>	<b>7.319</b>
$m \sim \chi^2_{[k]}$						

Figures in brackets under the coefficients are  $t$ -values based on White's standard errors

B-P denotes the Breusch Pagan test statistic for heteroskedasticity. See note under Table 3 for critical values.

$E_P$  and  $E_L$  are the elasticities of supply with respect to price and land.

$E_{P L}$  is the elasticity of price with respect to land (assuming a price elasticity of demand of -0.7).

The Hausman Test statistic has a  $\chi^2_1$  distribution, with critical values of 3.84 and 6.63 at 95% and 99% respectively.

**Table 9 Over-identification of Structural Parameters**

Equation	Var no.	B1	B1.1	B1.2	B3	B3.1	B4	B5	Endog. Vars.
$Q$	1	0	0	0	1	0	0	0	*
$Q_{t-1}$	2	1	0	0	0	0	0	0	
$Q_{t-2}$	3	0	0	0	0	0	0	1	
$P_{t-1}$	4	1	0	0	1	0	1	0	*
$P_{t-2}$	5	0	0	0	0	0	1	0	
$C_{t-1}$	6	0	0	0	1	1	0	0	*
$DS_{t-1}$	7	1	1	0	0	0	0	0	*
$DL_{t-1}$	8	1	0	1	0	0	0	0	*
$LF_{t-1}$	9	0	0	0	0	0	1	1	*
$LS_{t-1}$	10	0	0	0	1	0	1	1	*
$LS_{t-2}$	11	0	0	0	0	0	0	1	
$LP_{t-1}$	12	0	0	0	1	0	1	0	
$LC_{t-1}$	13	0	0	0	1	0	1	0	
$Y_{t-1}$	14	0	1	0	0	0	0	0	
$G_{t-1}$	15	0	1	0	0	0	0	0	
$Z_{t-1}$	16	0	1	0	0	0	0	0	
$H_{t-1}$	17	0	0	1	0	0	0	0	
$E_{t-1}$	18	0	0	1	0	1	0	0	
$QA_{t-1}$	19	0	0	1	0	0	0	0	
$TL_{t-1}$	20	0	0	1	0	0	0	0	
$W_{t-1}$	21	0	0	0	0	1	0	0	
$U_{t-1}$	22	0	0	0	0	1	0	0	
$NA_{t-1}$	23	0	0	0	0	1	0	0	
$g-l$	-	6	6	6	6	6	6	6	
$K$	-	4	4	5	6	5	6	4	
$k = 23 - K$	-	19	19	18	17	18	17	19	
Order Condition	-	over	over	over	over	over	over	over	
Rank Condition	-	identifi	identifi	identifi	identifi	identifi	identifi	identifi	
		ed	ed	ed	ed	ed	ed	ed	

$g = \text{number of exogenous variables in the system} = 7$

$k = 23 - K$ , where 22 is the total number of variables in the system and  $K$  is the number of variables in the equation.

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<sup>i</sup> I would like to acknowledge the generosity of Glen Bramley in supplying much of the data used in the analysis. I would also like to thank Glen Bramley and Geoff Meen for useful comments. The usual disclaimer applies.

<sup>ii</sup> i.e. in the preferred regressions.

<sup>iii</sup> depending on the frequency of the cycle compared with  $\delta$ .

<sup>iv</sup> Additional explanations are surveyed in Shea (1993).

<sup>v</sup> A number of agricultural commodities can be clearly identified as inputs to the same producer, such as seed, feedgrain, and breeding livestock.

<sup>vi</sup> The label “[B3]” denotes equation 3 in Bramley (1993a). Similarly for “[B1]”.

<sup>vii</sup> Based on Bramley (1993a)

<sup>viii</sup> Alternatively, full information methods could have been used, such as three-stage least squares or maximum likelihood.

<sup>ix</sup> See Greene (1993, p. 603-604) and Schmidt (1976, pp. 150-151) for explanation and proof.

<sup>x</sup> This may be less plausible if there is a “ripple” effect in demand and price fluctuations, as has been suggested in the UK, where the epicentre of the shock is said to start in the South East, radiating outwards with time lags increasing as distance from London increases.

<sup>xi</sup> At present this is not possible at a disaggregated level given current data limitations regarding land supply.

<sup>xii</sup> As is the procedure adopted in Bramley *op cit*

<sup>xiii</sup> Lags assumed in this model, such as the lag on LS, were based on statistical tests comparing lagged versus contemporaneous versions of each variable.

<sup>xiv</sup> This point was noted by Bramley in his comments on an earlier draft of the paper.

<sup>xv</sup> Often called “Chow’s First Test” from Chow (1960), although the test had previously been described in Rao (1952).

<sup>xvi</sup> i.e. in the preferred regressions.