



KEEPING CURRENT MATTERS

August 2022



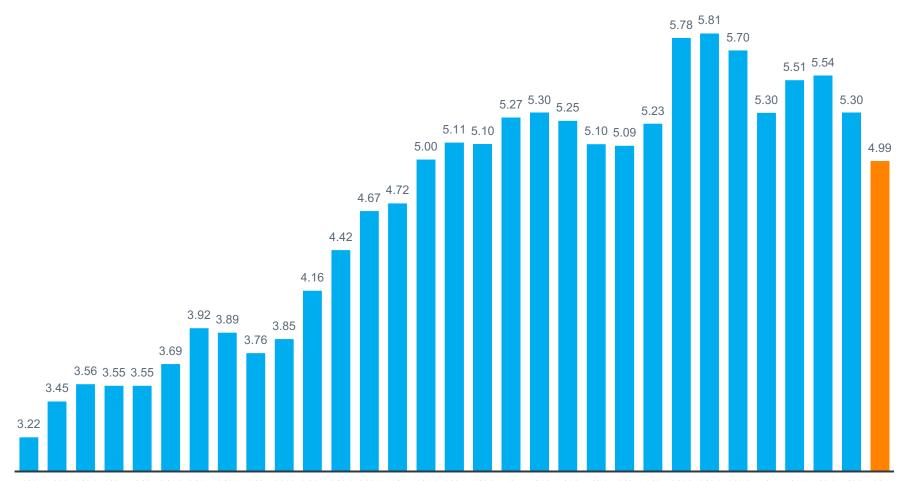
What's Happening in the Current Housing Market?





Weekly Mortgage Rates Continue To Fluctuate

Freddie Mac 30-Year Fixed Rate, January 2022–Today



1/6 1/13 1/20 1/27 2/3 2/10 2/17 2/24 3/3 3/10 3/17 3/24 3/31 4/7 4/14 4/21 4/28 5/5 5/12 5/19 5/26 6/2 6/9 6/16 6/23 6/30 7/7 7/14 7/21 7/28 8/4

Source: Freddie Mac

What Is a Recession?

The National Bureau of Economic Research (NBER) defines a recession as:

"... a significant decline in economic activity spread across the economy, lasting more than a few months, normally visible in real GDP, real income, employment, industrial production, and wholesale-retail sales."

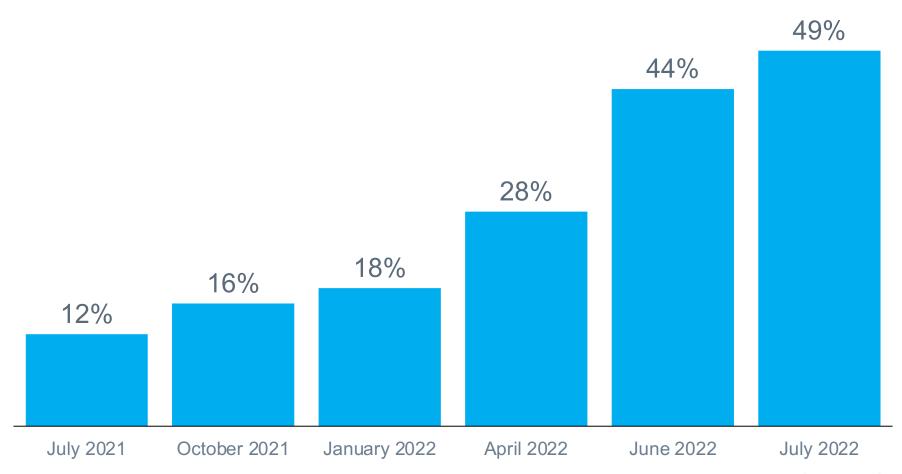
Is a Recession 2 Consecutive Quarters of Negative Growth? (1949–2022)

Real GDP: Number of Consecutive Negative Quarters	Start Quarter	End Quarter	Recession
2	Q1 1949	Q2 1949	Yes
3	Q3 1953	Q1 1954	Yes
2	Q4 1957	Q1 1958	Yes
2	Q4 1969	Q1 1970	Yes
3	Q3 1974	Q1 1975	Yes
2	Q2 1980	Q3 1980	Yes
2	Q4 1981	Q1 1982	Yes
2	Q4 1990	Q1 1991	Yes
4	Q3 2008	Q2 2009	Yes
2	Q1 2020	Q2 2020	Yes
2	Q1 2022	Q2 2022	?

Source: Compound

Is There a Recession Around the Corner?

Percentage of Economists Surveyed Who Believe We Will See a Recession in the Next 12 Months



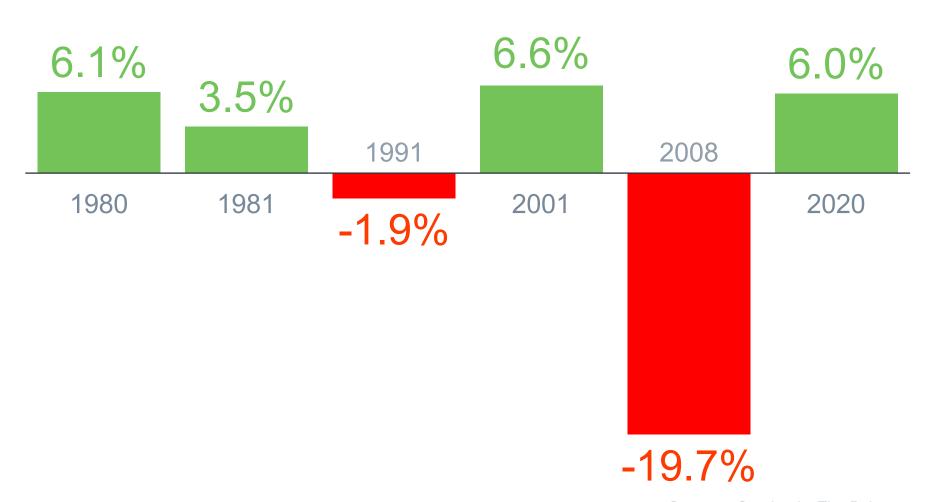
Source: WSJ



How Would Housing Be Impacted by a Recession?

A Recession Does Not Mean Falling Prices

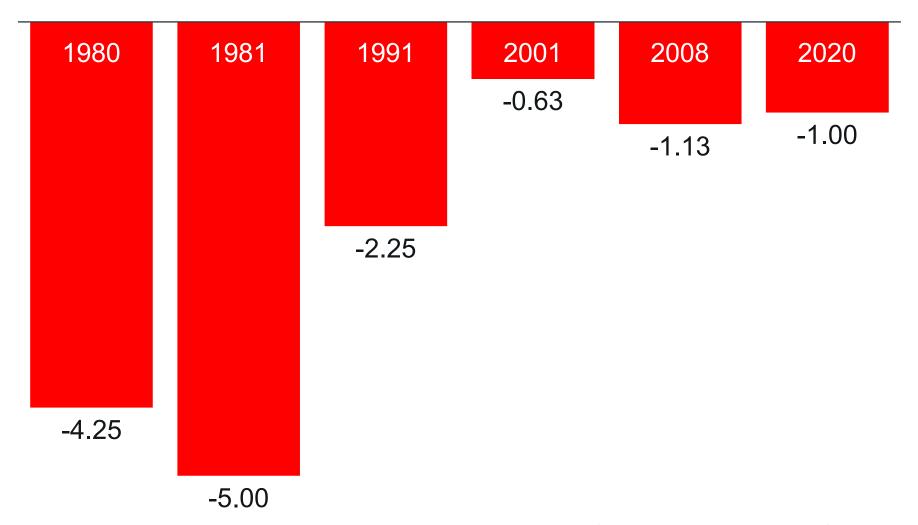
Home Price Change During Last 6 Recessions



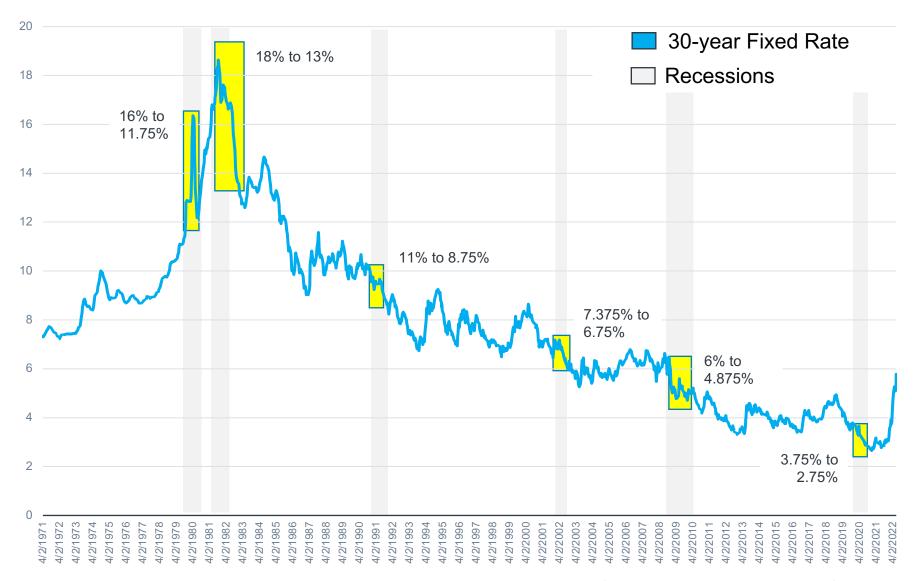
Sources: CoreLogic, The Balance

A Recession Means Falling Mortgage Rates

Mortgage Rates in the Last 6 Recessions from Peak to Trough



Mortgage Rates & Recessions





Over the past five recessions, mortgage rates have fallen an average of 1.8 percentage points from the peak seen during the recession to the trough. And in many cases, they continued to fall after the fact as it takes some time to turn things around even when the recession is technically over.

- Fortune

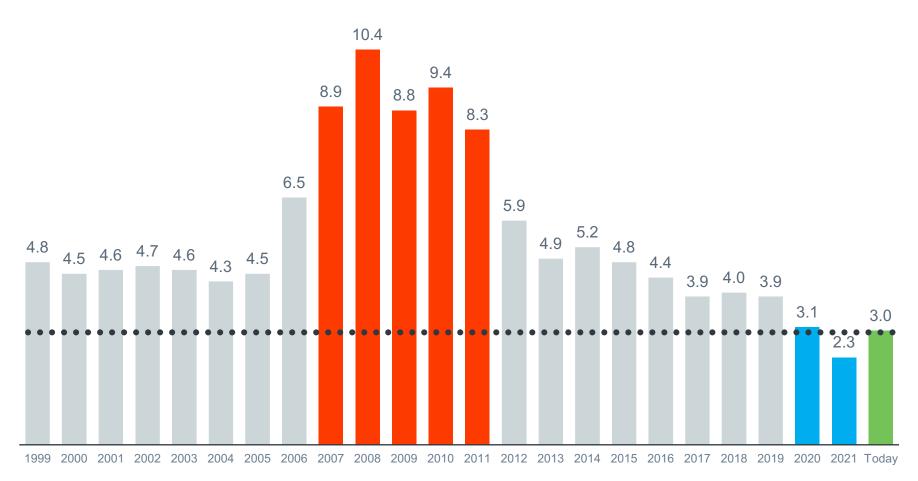
Why the Housing Market Won't Crash





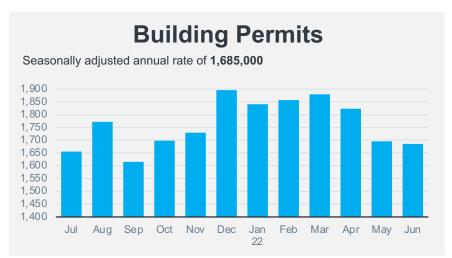
Not Enough Homes for Sale

Total housing inventory registered at the end of June was 1,260,000 units. Unsold inventory sits at a 3.0-month supply at the current sales pace.



Monthly New Residential Construction

June 2022, in Thousands of Units



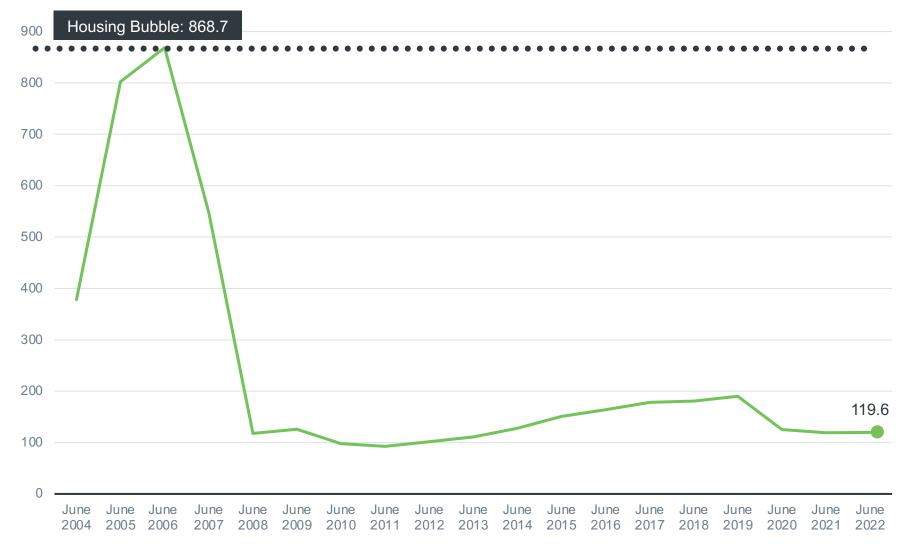






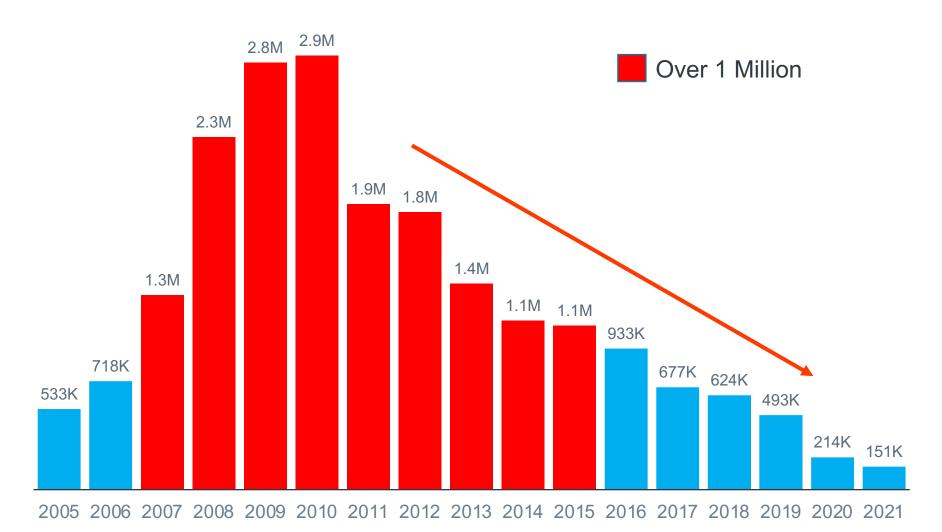
Lending Standards Still Under Control

Historical Data for the Mortgage Credit Availability Index (MCAI)



Foreclosure Activity by Year

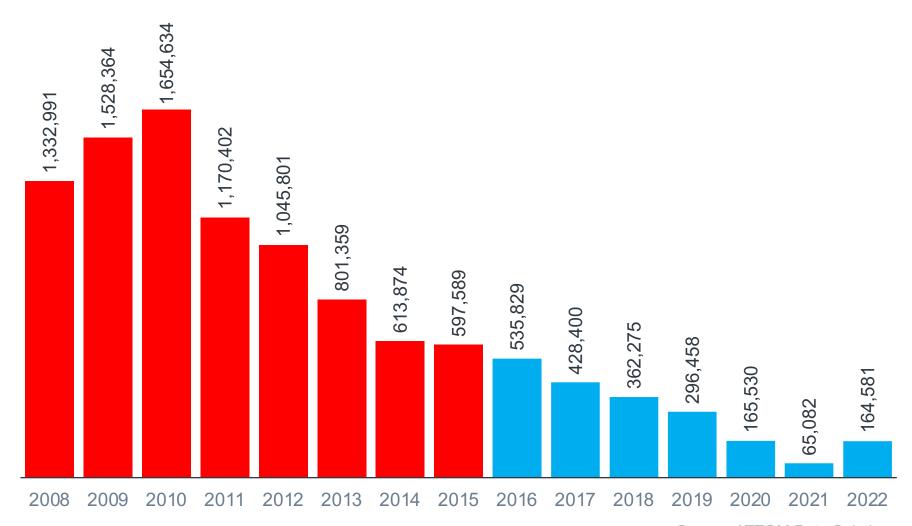
U.S. Properties with Foreclosure Filings: ATTOM 2021 Year-End Report



Source: ATTOM Data Solutions

First-Half Foreclosure Activity by Year

U.S. Properties with Foreclosure Filings: January-June



Source: ATTOM Data Solutions

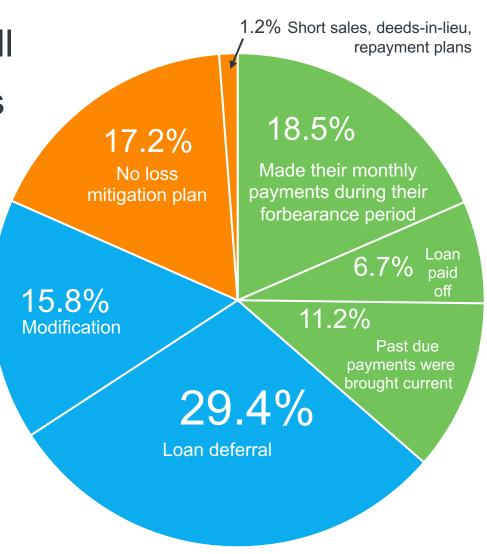
Loans upon Exiting Forbearance Program

36.4% were paid in full

45.2% were work outs or repayment plans

18.4% were still in trouble

Cumulative forbearance exits for the period from June 1, 2020 **through June 30, 2022**

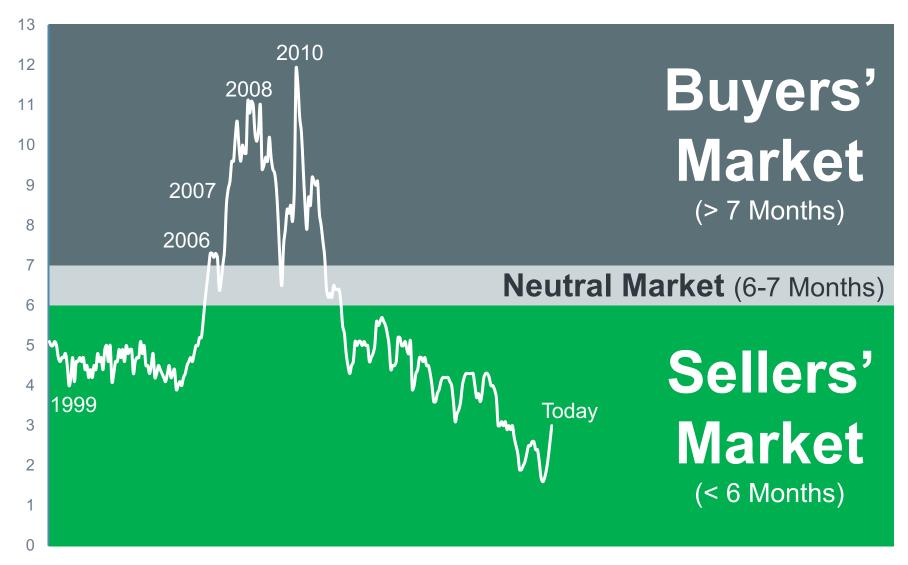




Foreclosure activity across the United States continued its slow, steady climb back to pre-pandemic levels in the first half of 2022. . . . While overall foreclosure activity is still running significantly below historic averages, the dramatic increase in foreclosure starts suggests that we may be back to normal levels by sometime in early 2023.

- Rick Sharga, Executive VP of Market Intelligence, ATTOM

Months' Inventory of Homes for Sale



What's Ahead for the Rest of 2022?





Mortgage Rate Projections

July 2022

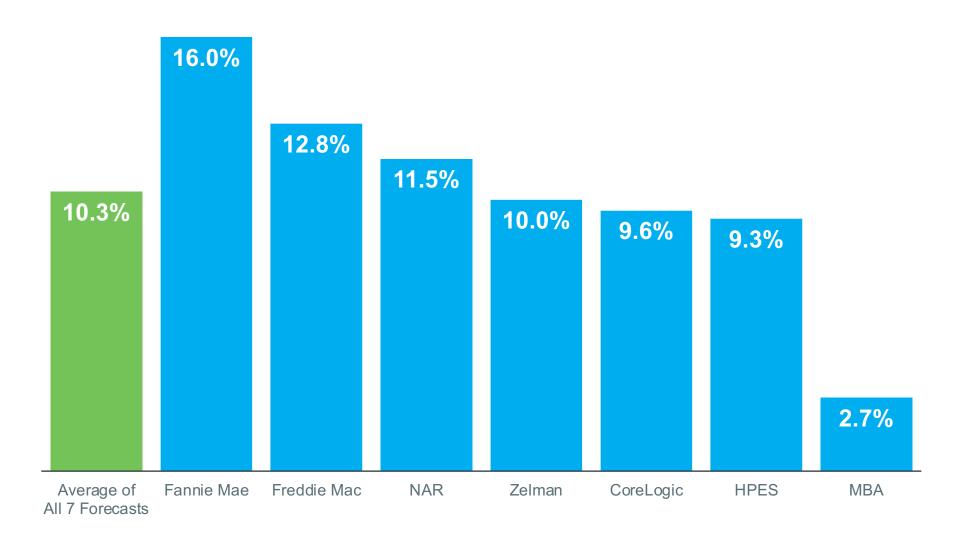
Quarter	Freddie Mac	Fannie Mae	MBA	NAR	Average of All Four
2022 4Q	5.4	5.4	5.2	5.3	5.33%
2023 1Q	5.2	5.3	5.0	5.3	5.20%
2023 2Q	5.2	5.1	5.0	5.4	5.18%
2023 3Q	5.0	5.0	4.9	-	4.97%



There could be "a potential silver lining" for the market, he added, as stabilizing mortgage rates and rising inventory "may bring some buyers back to the market during the second half of the year."

- CNBC, Quoting Joel Kan, Economist, MBA

Home Price Forecasts for 2022



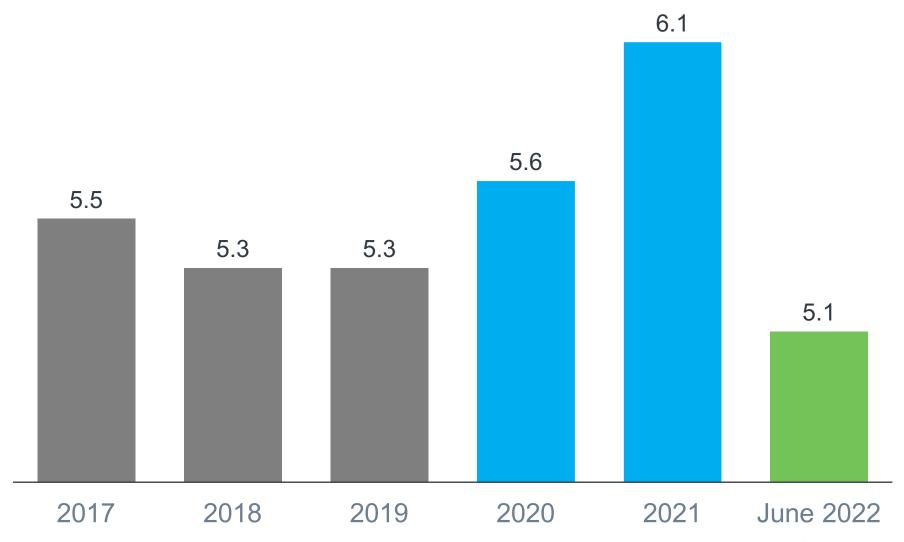


I don't think national housing prices will decline in a meaningful way, . . . but there will be some price declines across the country.

- Mark Zandi, Chief Economist, Moody's Analytics

Existing Home Sales

Seasonally Adjusted Annual Rate, in Millions



Source: NAR

Total Home Sales Forecast

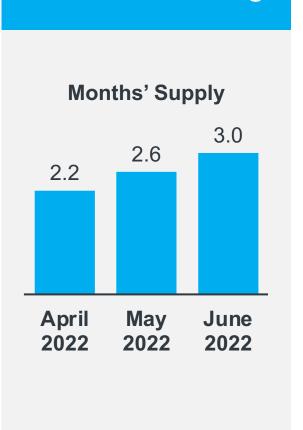
In Millions



3 Reasons To Buy a Home Today







Supply of Homes

for Sale Is Growing

Infographic



Reasons To Buy a Home in Today's **Shifting Market**



The housing market is moving away from the frenzy of the past year and it's opening doors for you if you're thinking of buying a home.

As buyer demand moderates, you may see the intensity of bidding wars ease.

Fewer Multiple-Offer Scenarios

April 2022: average of 5.5 offers

May 2022: average of 4.2 offers

June 2022: average of 3.4 offers

Fewer buyers are bidding over asking price, but it's still a competitive market. Not as Many Homes Selling **Above Asking Price**

April 2022

sold over asking

May 2022

sold over asking

June 2022

for your home search.

Supply of Homes for Sale Is Growing

Months' Supply



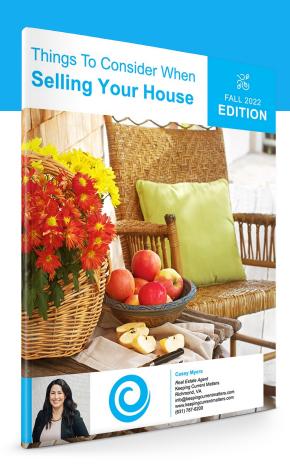
April 2022 May 2022

If you're ready to buy a home, now may be the moment you've been waiting for. Partner with a real estate professional to start the homebuying process today.

Fall Buyer & Seller Guides: September 2, 2022







Slide(s)	Description	Link(s)
3	Mortgage Rate Graph	http://www.freddiemac.com/pmms/ https://freddiemac.gcs-web.com/node/25666/pdf
4	What Is a Recession?	https://www.forbes.com/advisor/investing/what-is-a-recession/#:~:text=NBER%20has%20its%20own%20definition,and%20wholesale%2Dretail%20sales.%E2%80%9D
5	Recession & GDP Table	https://twitter.com/charliebilello/status/15526997756188958 73
6	Recession Survey	https://www.wsj.com/articles/economic-forecasting-survey- archive-11617814998 (subscription required)
8	Recession & Pricing Graph	https://www.corelogic.com/blog/2019/03/housing-recessions-and-recoveries.aspx https://www.thebalance.com/the-history-of-recessions-in-the-united-states-3306011 https://www.corelogic.com/intelligence/find-stories/corelogic-hpi-posted-record-year-over-year-growth-in-2021/
9, 10	Recession & Rates	http://www.freddiemac.com/pmms/ https://mtg-specialists.com/2022/05/11/recession-interest- rates-and-real-estate/

Slide(s)	Description	Link(s)
11	Fortune Quote	https://fortune.com/2019/06/19/next-recession-assets- mortgage-rates/
13	Inventory Graph	https://www.nar.realtor/research-and-statistics/housing-statistics/existing-home-sales
14	New Construction Graphs	https://www.census.gov/construction/nrc/pdf/newresconst.pdf
15	Lending Standards Graph	https://www.mba.org/news-research-and-resources/newsroom https://www.mba.org/news-and-research/newsroom/news/2022/07/12/mortgage-credit-availability-decreased-in-june
16	Foreclosure Activity Graph	https://www.attomdata.com/news/market- trends/foreclosures/attom-year-end-2021-u-s-foreclosure- market-report/
17	First-Half Foreclosure Activity Graph	https://www.attomdata.com/news/market- trends/foreclosures/attom-midyear-2022-u-s-foreclosure- market-report/
18	Loans Upon Exiting Forbearance	https://www.mba.org/news-and- research/newsroom/news/2022/07/18/share-of-mortgage- loans-in-forbearance-decreases-to-081-in-june

Slide(s)	Description	Link(s)
19	Sharga Quote	https://www.attomdata.com/news/market- trends/foreclosures/attom-midyear-2022-u-s-foreclosure- market-report/
20	Buyers' vs. Sellers' Market Graph	nar.realtor https://www.nar.realtor/topics/existing-home-sales
22	Mortgage Rate Projections	https://www.freddiemac.com/research/forecast/20220720-quarterly-forecast-market-slowdown-will-continue-high-rates-and-prices-exacerbate https://www.fanniemae.com/media/44131/display https://www.mba.org/docs/default-source/research-and-forecasts/forecasts/mortgage-finance-forecast-july-2022.pdf https://cdn.nar.realtor/sites/default/files/documents/forecast-q2-2022-us-economic-outlook-04-27-2022.pdf
23	CNBC/Kan Quote	https://www.cnbc.com/2022/07/27/mortgage-demand-declines-further-even-as-interest-rates-drop-a-bit.html

Slide(s)	Description	Link(s)
24	Home Price Forecasts	https://www.fanniemae.com/media/44131/display https://www.freddiemac.com/research/forecast/20220720- quarterly-forecast-market-slowdown-will-continue-high- rates-and-prices-exacerbate https://cdn.nar.realtor/sites/default/files/documents/forecast- q3-2022-us-economic-outlook-07-27-2022.pdf https://www.corelogic.com/intelligence/find- stories/corelogic-hpi-posted-record-year-over-year-growth- in-2021/ https://pulsenomics.com/surveys/#home-price-expectations https://www.zelmanassociates.com/ (subscription required) https://www.mba.org/docs/default-source/research-and- forecasts/forecasts/mortgage-finance-forecast-july-2022.pdf
25	Zandi Quote	https://www.housingwire.com/articles/the-nations-housing-market-is-on-a-correction-course/
26	Existing Home Sales Graph	https://www.nar.realtor/research-and-statistics/housing-statistics/existing-home-sales https://cdn.nar.realtor/sites/default/files/documents/ehs-05-2022-overview-2022-06-21.pdf

Slide(s)	Description	Link(s)
27	Home Sales Forecast	https://www.freddiemac.com/research/forecast?page=0 https://www.fanniemae.com/research-and- insights/forecast/forecast-monthly-archive https://www.mba.org/news-and-research/forecasts-and- commentary/mortgage-finance-forecast-archives
28	Reasons To Buy	https://cdn.nar.realtor/sites/default/files/documents/2022-05-realtors-confidence-index-06-21-2022.pdf https://cdn.nar.realtor/sites/default/files/documents/2022-06-realtors-confidence-index-report-07-20-2022.pdf https://www.nar.realtor/topics/existing-home-sales https://www.nar.realtor/newsroom/existing-home-sales-slid-5-4-in-June https://www.globenewswire.com/news-release/2022/05/19/2447085/0/en/Existing-Home-Sales-Retract-2-4-in-April.html
29	Infographic	https://www.mykcm.com/2022/07/29/three-reasons-to-buy-a-home-in-todays-shifting-market-infographic/



Updates

Resources

Slide(s)	Description	Link(s)
40	Confidence Index	https://www.nar.realtor/research-and-statistics/research- reports/realtors-confidence-index
41-43, 51, 53, 54, 61-65	Existing Home Sales	https://www.nar.realtor/topics/existing-home-sales
45-47	New Home Sales	http://www.census.gov/construction/nrs/pdf/newressales.pdf http://www.census.gov/newhomesales
48	Total Home Sales	http://www.census.gov/construction/nrs/pdf/newressales.pdf https://www.nar.realtor/topics/existing-home-sales
49, 50	Pending Home Sales	https://www.nar.realtor/research-and-statistics/housing- statistics/pending-home-sales
55-57	Case Shiller	https://www.spglobal.com/spdji/en/indices/indicators/sp- corelogic-case-shiller-20-city-composite-home-price-nsa- index/#news-research
58	CoreLogic Price Forecast	https://www.corelogic.com/intelligence/u-s-home-price-insights/
61-67	Inventory	https://www.nar.realtor/topics/existing-home-sales http://www.census.gov/construction/nrs/pdf/newressales.pdf

Resources

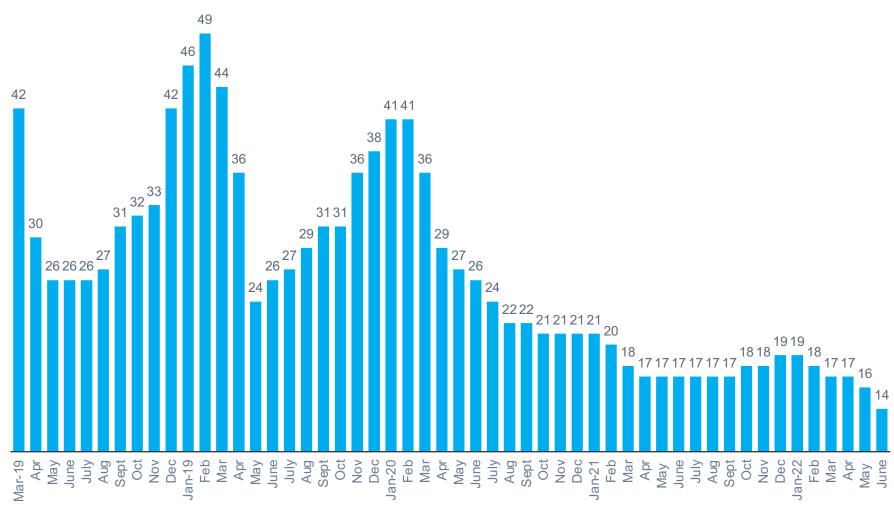
Slide(s)	Description	Link(s)
69	Showing Activity	https://www.showingtime.com/blog/june-2022-showing-index-results/
71, 72, 74, 75	Mortgage Rates	http://www.freddiemac.com/pmms/pmms_archives.html http://www.freddiemac.com/research/forecast/
73	Mortgage Rate Projections	http://www.freddiemac.com/research/forecast/ http://www.fanniemae.com/portal/research- insights/forecast.html https://www.mba.org/news-research-and- resources/research-and-economics/forecasts-and- commentary https://www.nar.realtor/research-and-statistics
77, 78	Mortgage Credit Availability	https://www.mba.org/news-research-and- resources/newsroom https://www.mba.org/news-research-and- resources/research-and-economics/single-family- research/mortgage-credit-availability-index



Home Sales

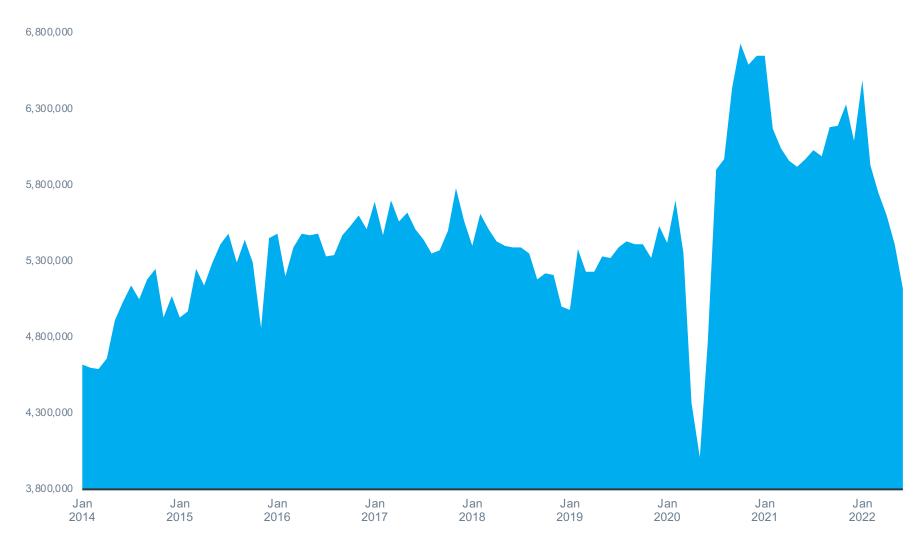
Average Days on the Market

June 2022



Existing Home Sales

Since January 2014



Source: NAR

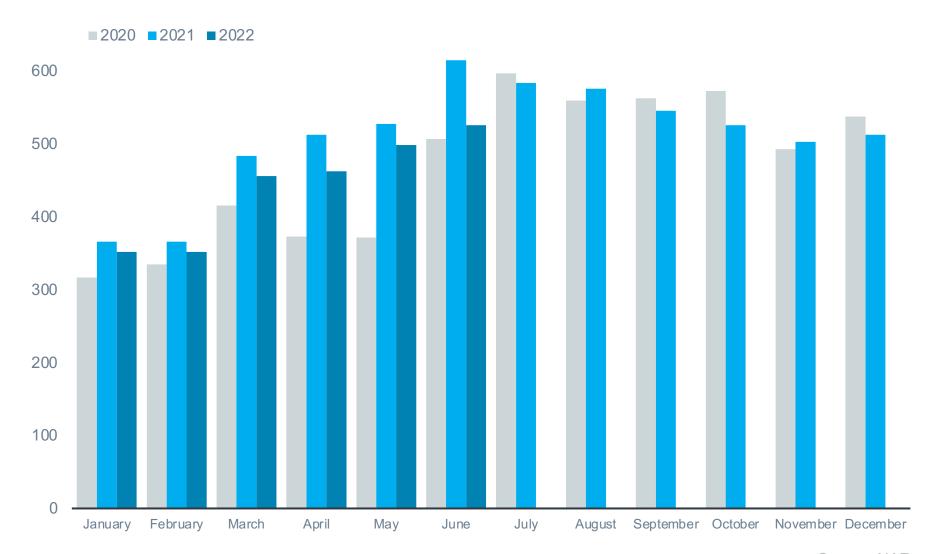
Existing Home Sales

Year-Over-Year, by Region



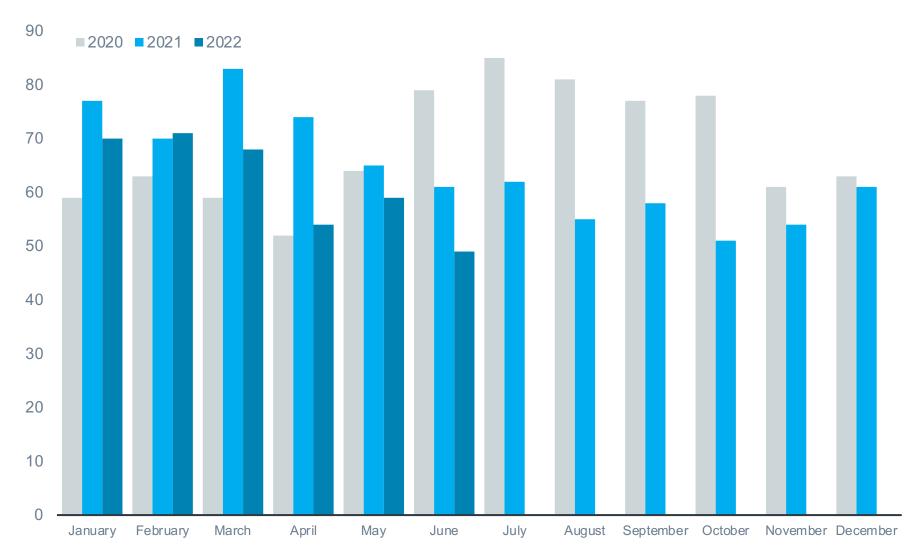
Existing Home Sales

In Thousands



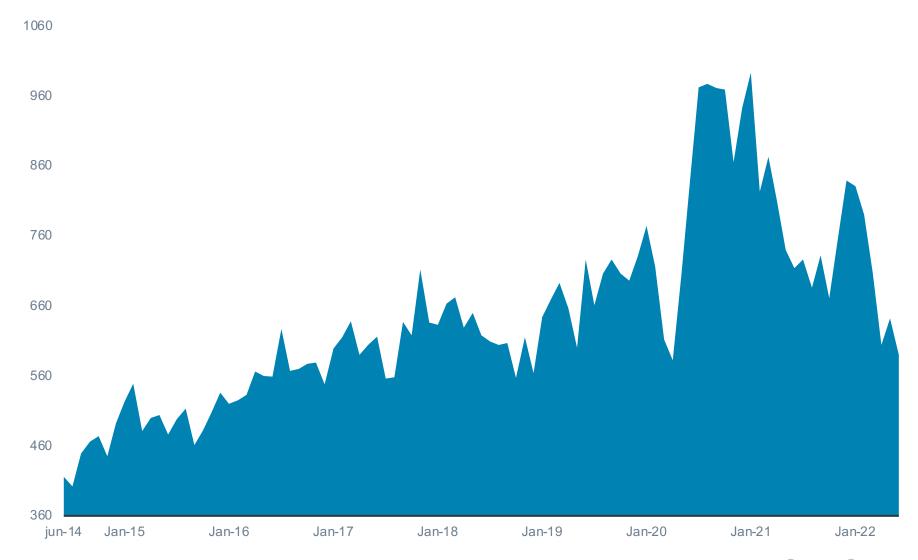
New Home Sales

In Thousands



New Home Sales

Annualized in Thousands

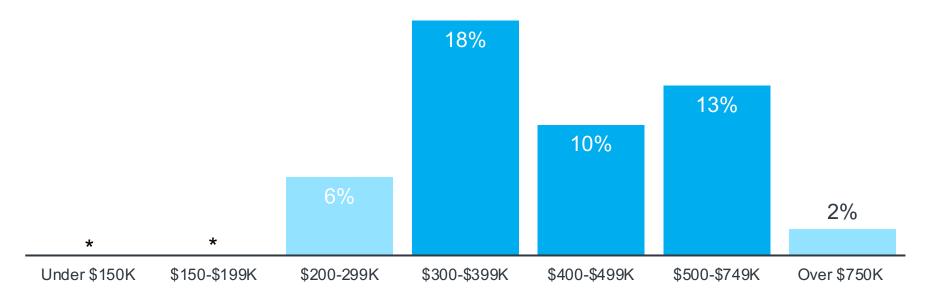


Source: Census

New Home Sales

Percent of Distribution by Price Range

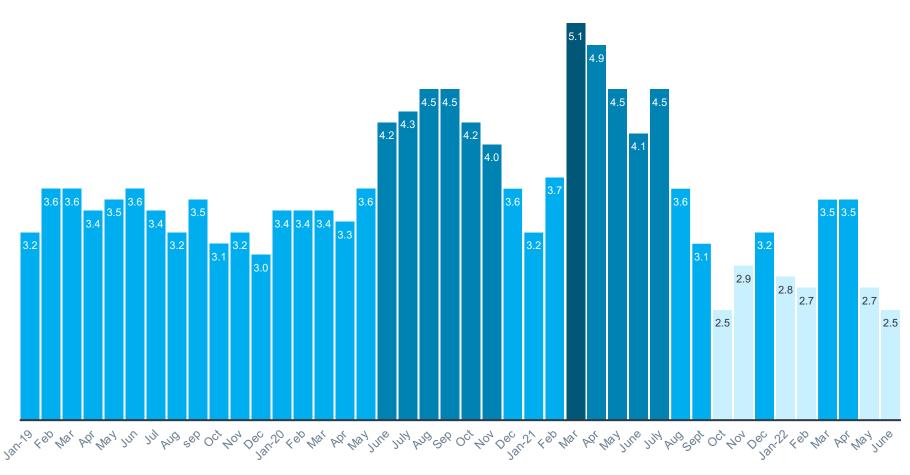
* Less Than 500 Units or Less Than 0.5 Percent



Source: Census

New Homes Selling Fast

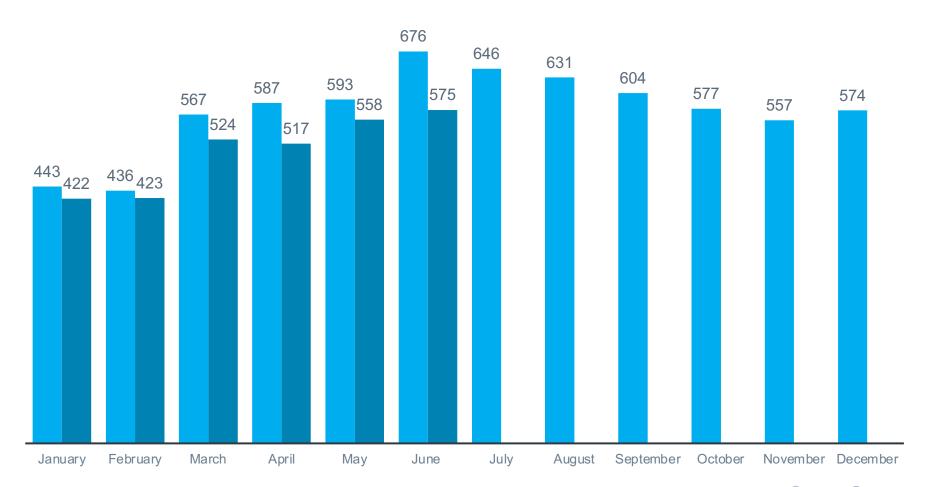
Median Months from Completion to Sold



Total Home Sales

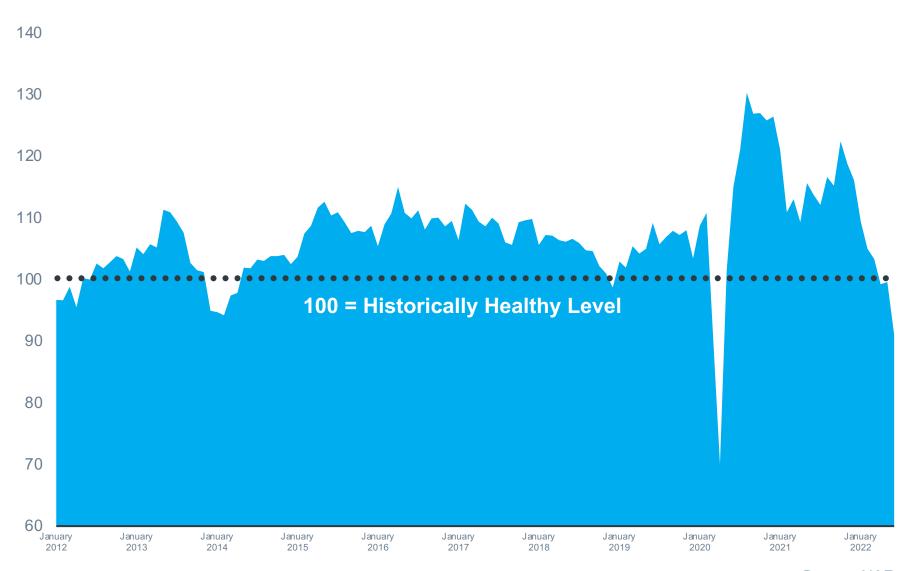
In Thousands

■2021 ■2022



Source: Census

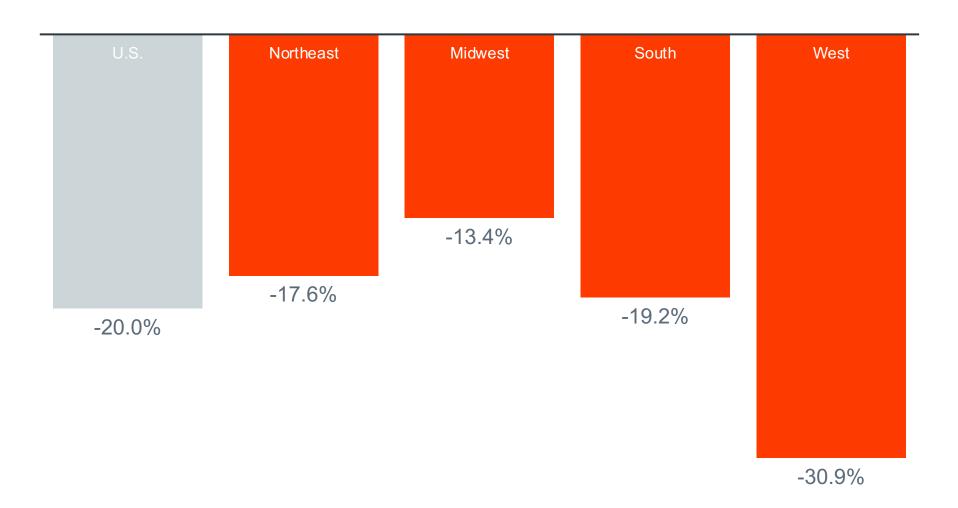
Pending Home Sales



Source: NAR

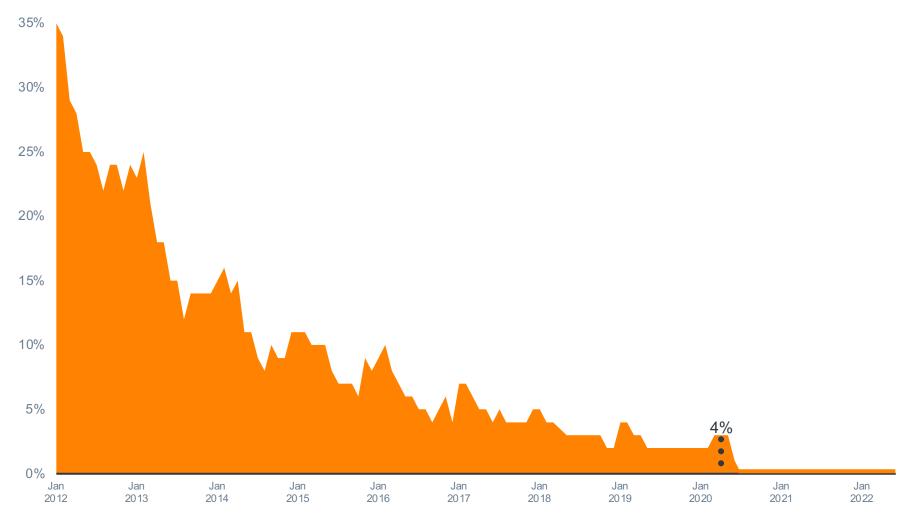
Pending Home Sales

Year-Over-Year by Region



Percentage of Distressed Property Sales

Distressed Sales (*Foreclosures and Short Sales*) represented Less Than 1% of Sales in June.



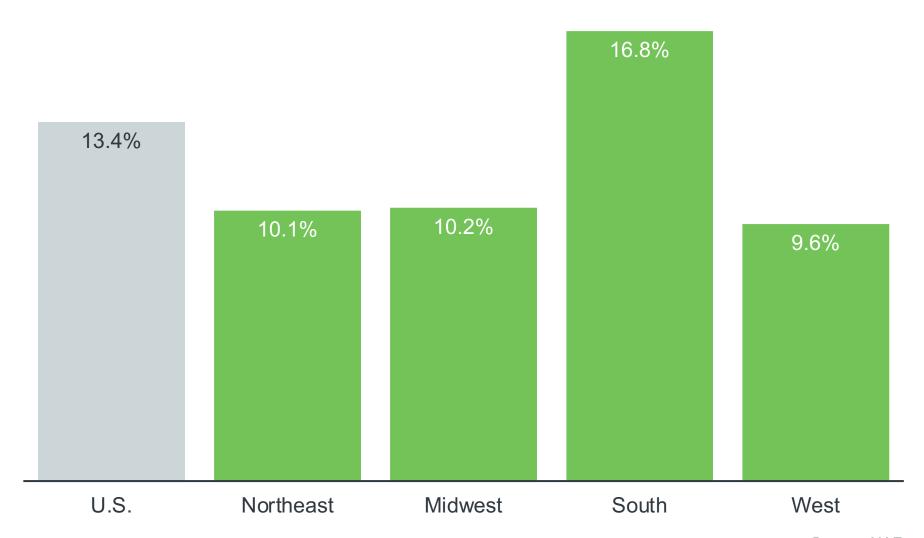
Source: NAR



Home Prices

Sales Price of Existing Homes

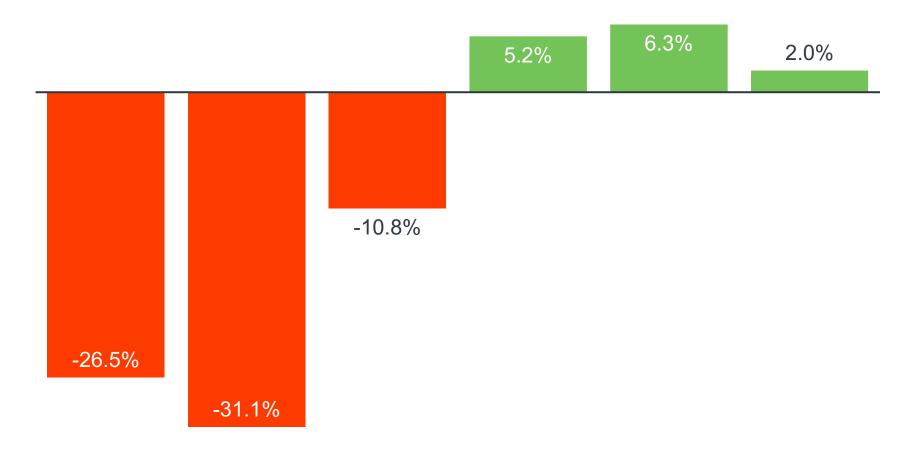
Year-Over-Year, by Region



Source: NAR

% Change in Sales

Year-Over-Year, by Price Range

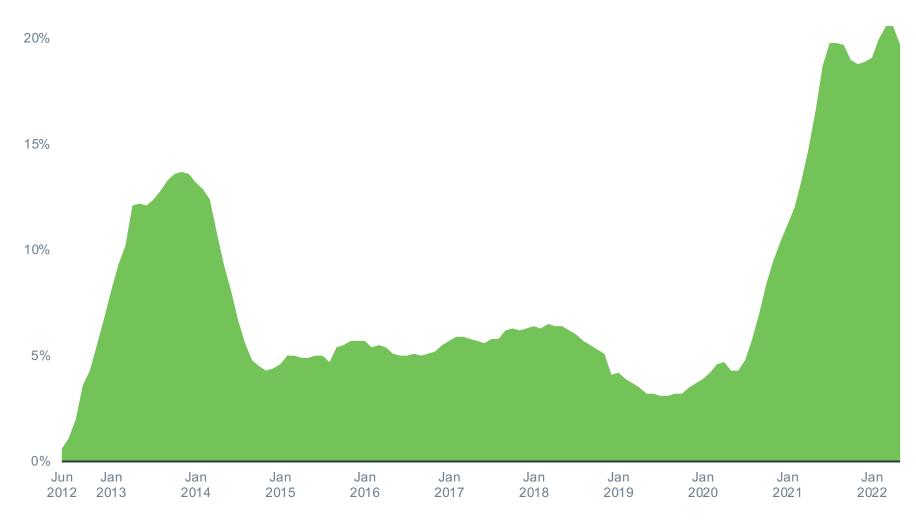


	\$0-100K	\$100-250K	\$250-500K	\$500-750K	\$750K-1M	\$1M+
%	-26.5%	-31.1%	-10.8%	5.2%	6.3%	2.0%

Source: NAR

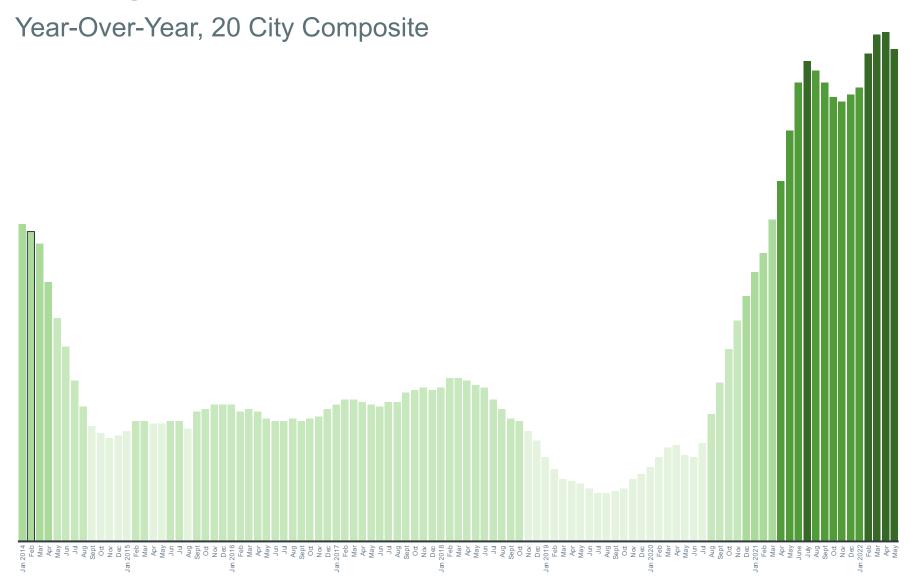
Change in Home Prices

Year-Over-Year



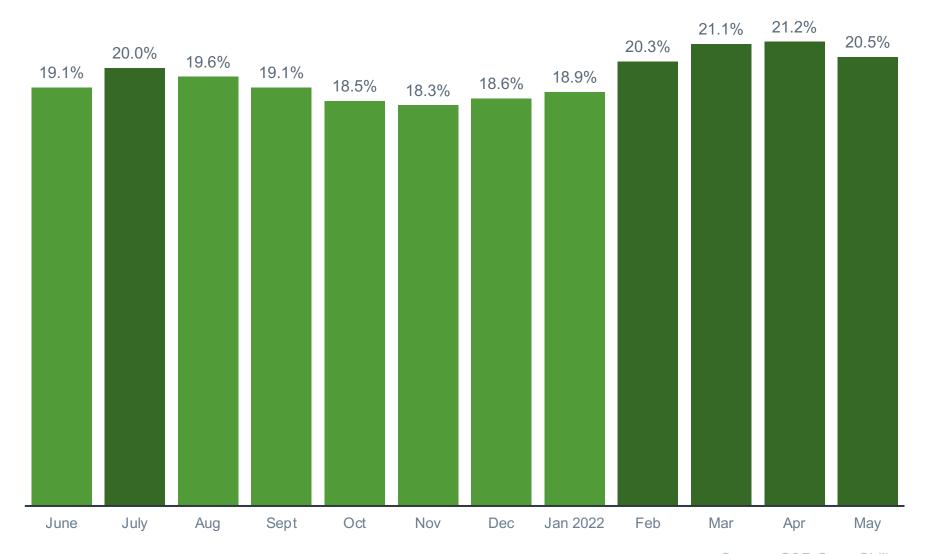
Source: S&P Case-Shiller

Change in Home Prices



Change in Home Prices

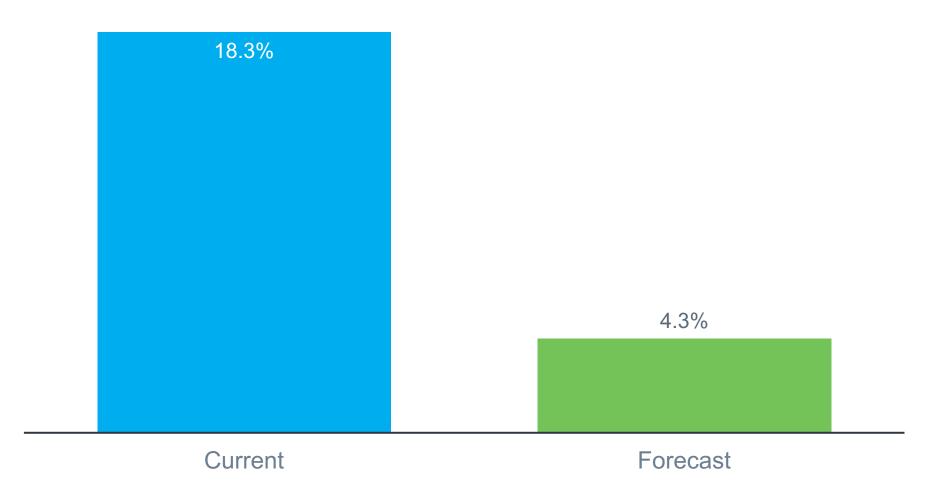
Year-Over-Year, 20 City Composite



Source: S&P Case-Shiller

Year-Over-Year % Change in Price

June 2022



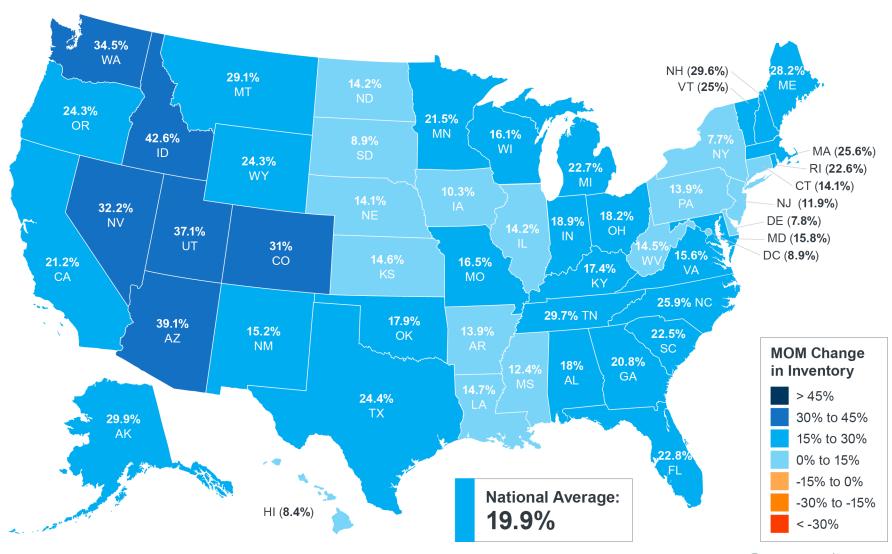
Source: CoreLogic



Housing Inventory

Change in Inventory

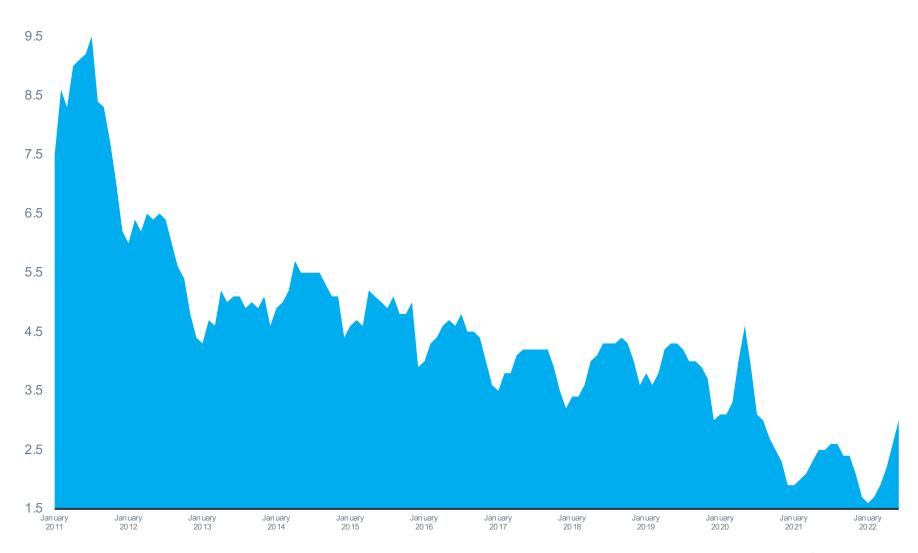
Month-Over-Month, June 2022



Source: realtor.com

Months Inventory of Homes for Sale

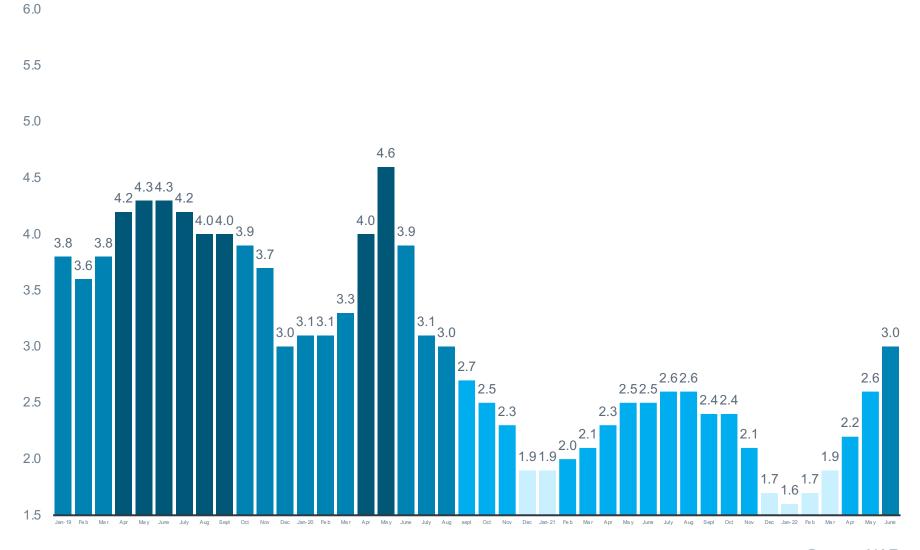
2011 - Today



Source: NAR

Months Inventory of Homes for Sale

Since 2019



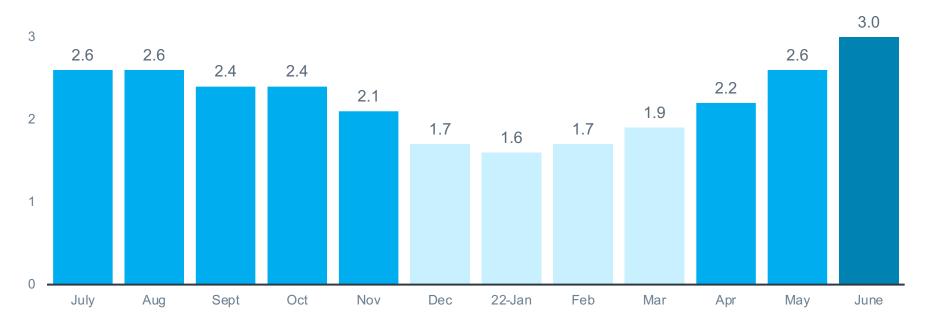
Months Inventory of Homes for Sale

Last 12 Months

6

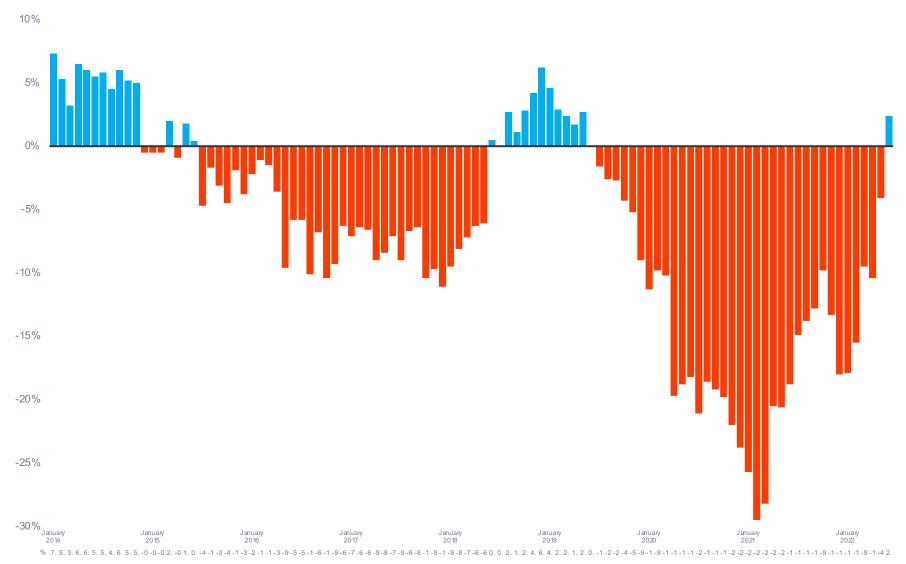
5

4



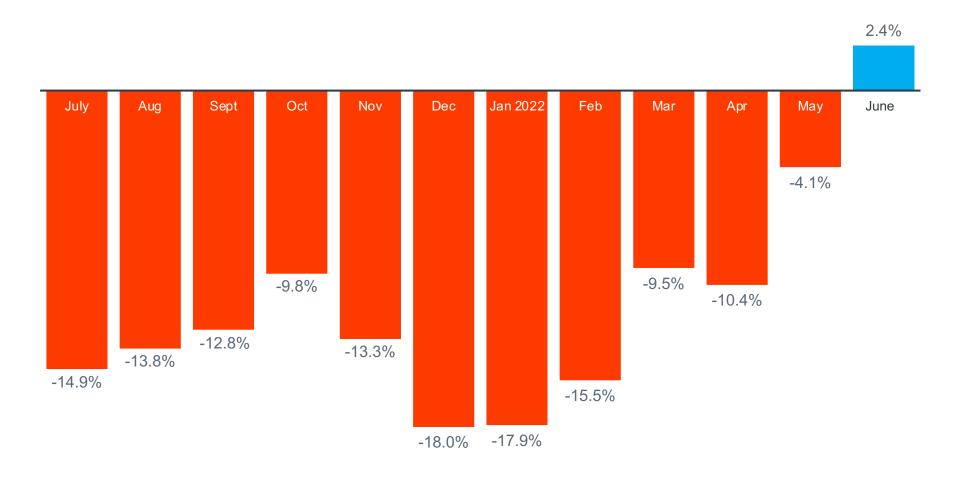
Source: NAR

Year-Over-Year Inventory Levels



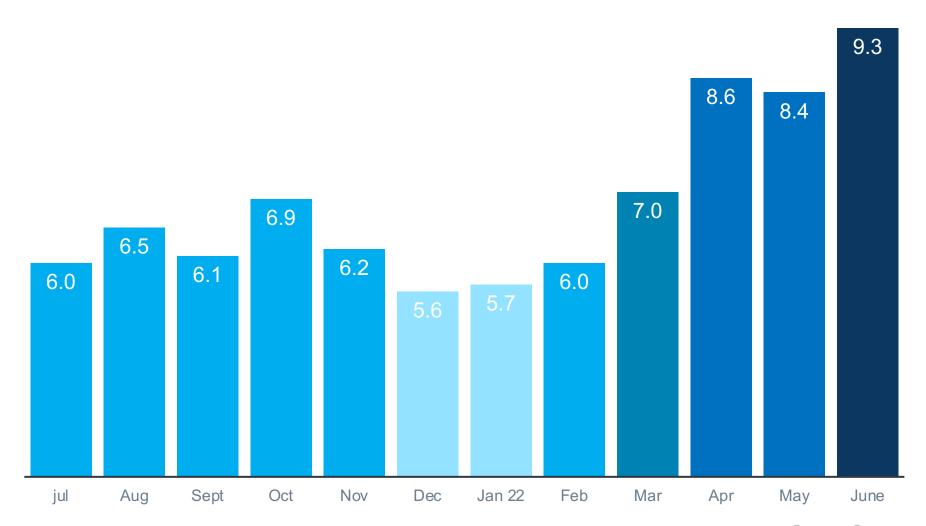
Year-Over-Year Inventory Levels

Last 12 Months



New Home Monthly Inventory

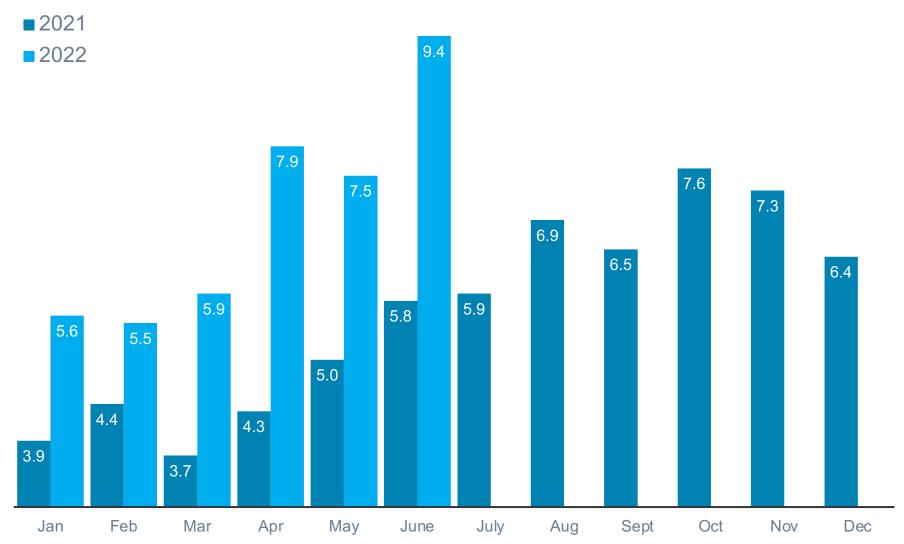
Seasonally Adjusted, Last 12 Months



Source: Census

New Home Monthly Inventory

Non-Seasonally Adjusted



Source: Census



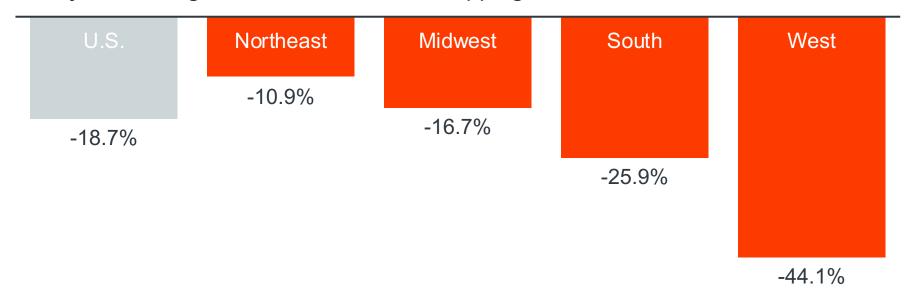
Buyer Demand

Buyer Demand Cools as Showings Decline from Record-Breaking Highs

Year-Over-Year Increase in Showing Activity, June 2022

Michael Lane, Vice President & General Manager, Showing Time

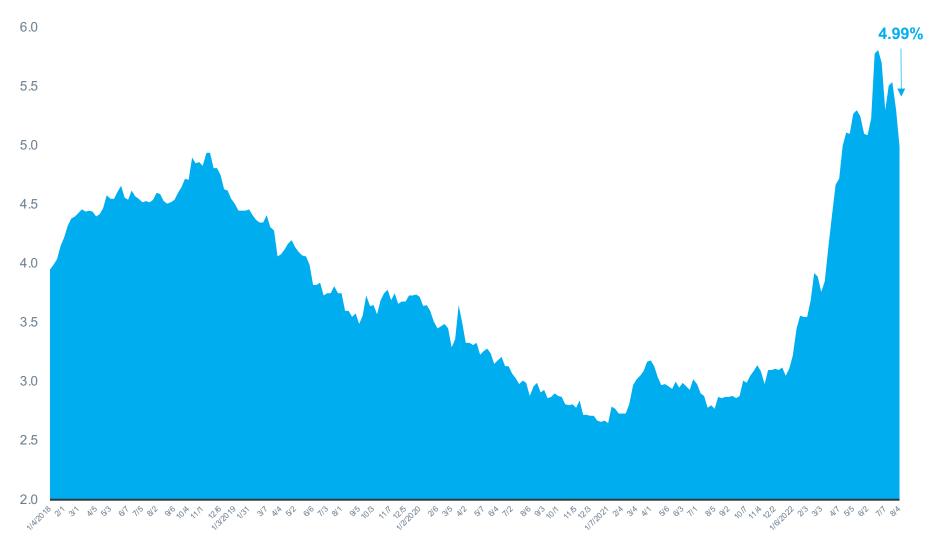
"Most markets are experiencing a slowdown in buyer activity, especially compared to the historically high traffic seen last year... While summer is a slower time of year for real estate compared to spring, the dip we're seeing compared to last June suggests this slowing is more about a re-balancing of an overheated market than just marking the end of the home shopping season."



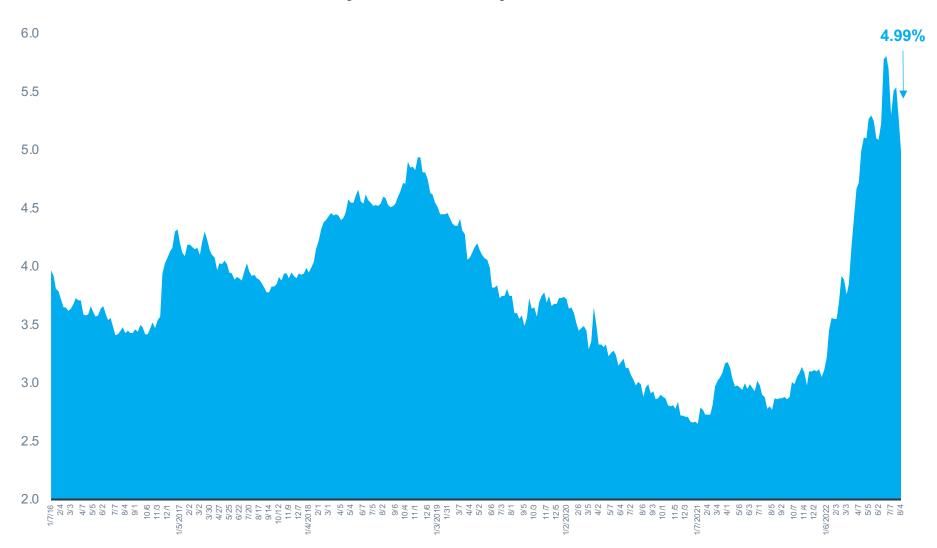
Source: ShowingTime



30-Year Fixed Rate, January 2018–Today



30-Year Fixed Rate, January 2016-Today

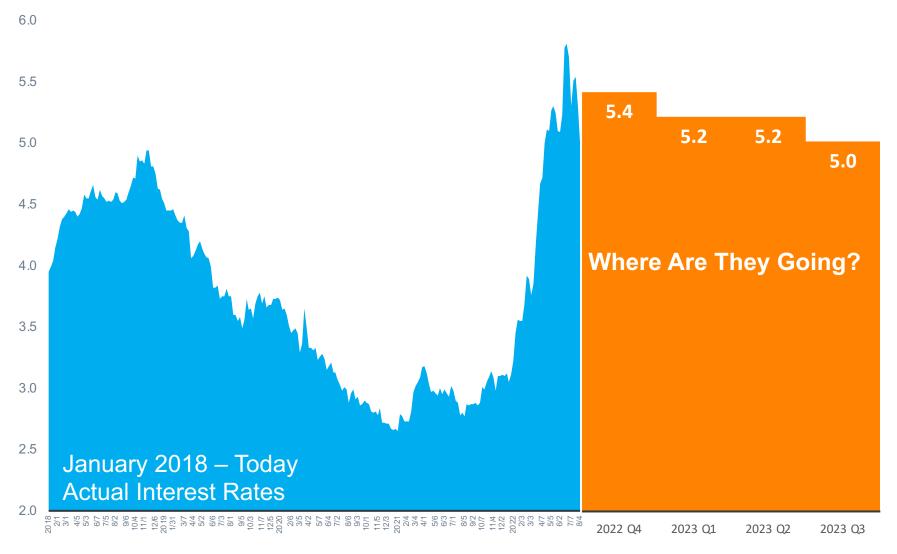


Mortgage Rate Projections

July 2022

Quarter	Freddie Mac	Fannie Mae	MBA	NAR	Average of All Four
2022 4Q	5.4	5.4	5.2	6.0	5.50%
2023 1Q	5.2	5.3	5.0	6.0	5.38%
2023 2Q	5.2	5.1	5.0	6.0	5.33%
2023 3Q	5.0	5.0	4.9	-	4.97%

30-Year Fixed Rate





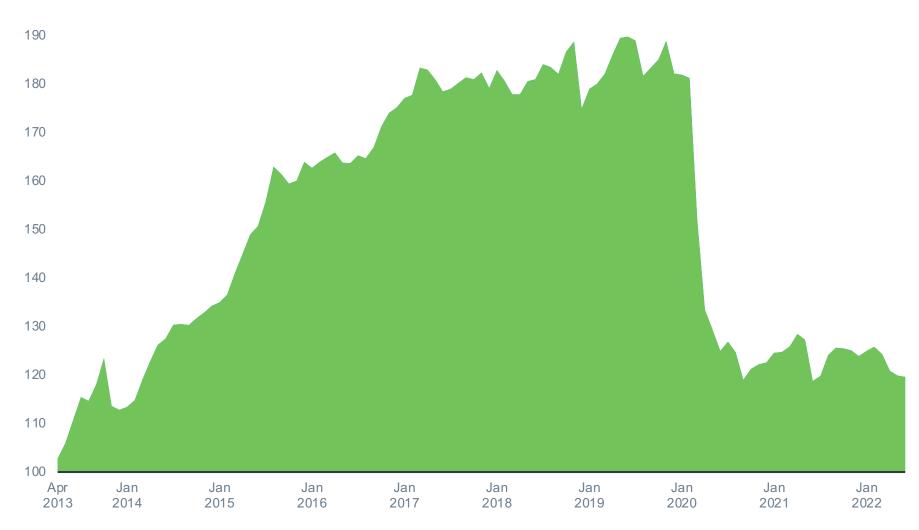
Rate 3.7 3.6 3.5 3.8 4.2 4.0 3.9 3.9 4.3 4.5 4.6 4.8 4.4 4 3.7 3.7 3.5 3.2 3.0 2.8 2.9 3.0 2.9 3.1 3.8 5.3 5.5 5.4 5.2 5.2 5.0 5.0



Mortgage Credit Availability

Mortgage Credit Availability Index (MCAI)

June 2022



Source: MBA

Lending Standards Still Under Control

Historic Data for the Mortgage Credit Availability Index (MCAI)

