

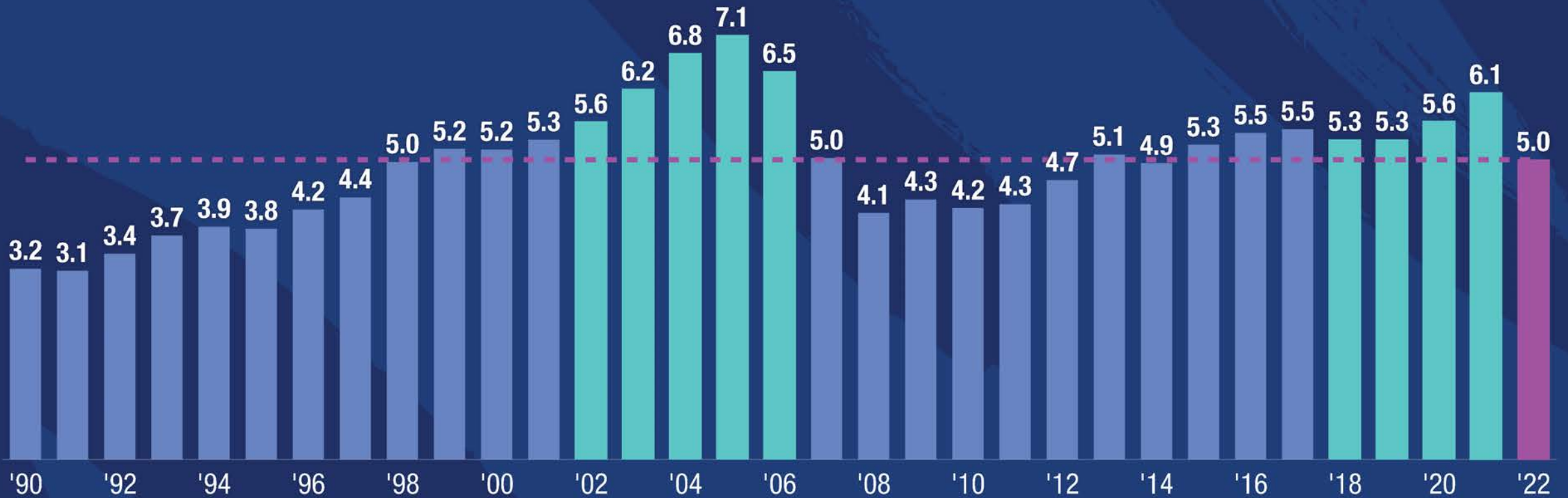
*“We are moving from a  
speed based market to a  
skill based market.”*

Gary Keller

# 1. Home Sales - Annual

Total Sales  
32.2M

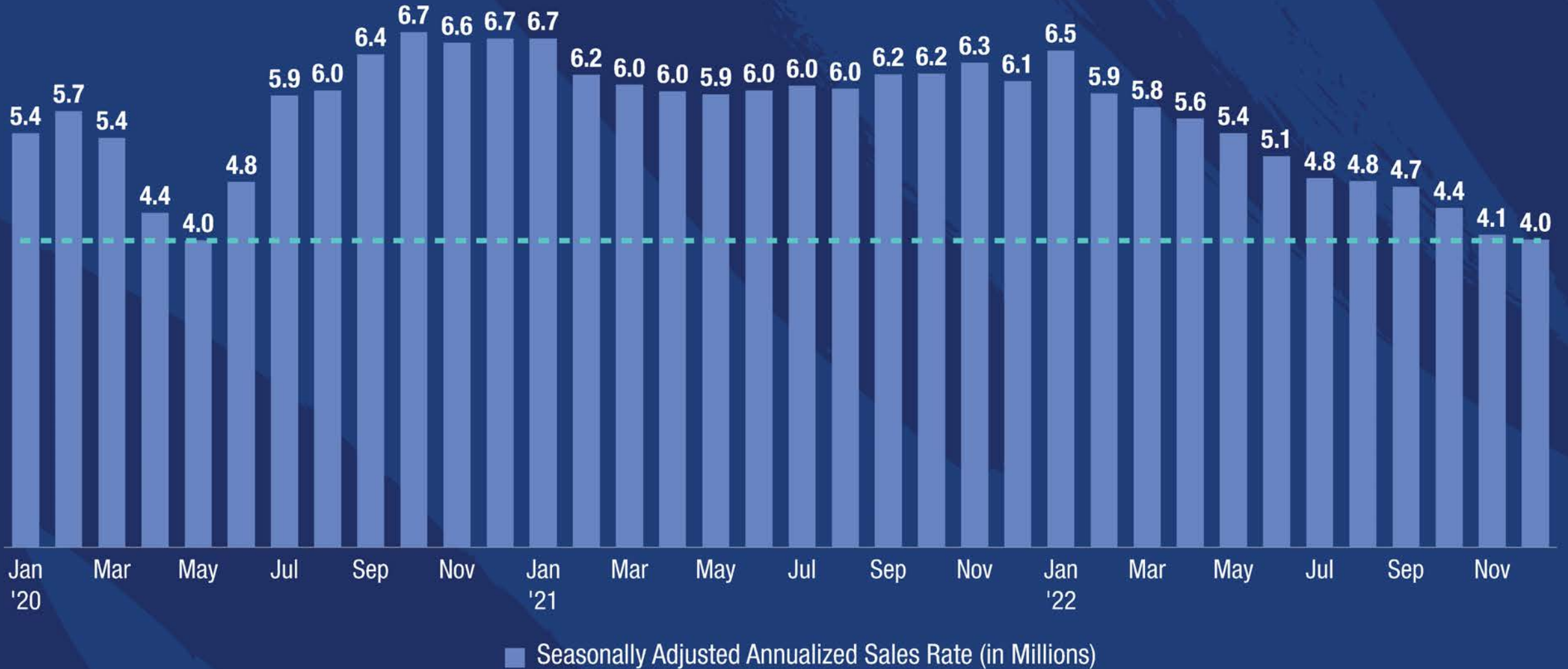
Total Sales  
27.3M



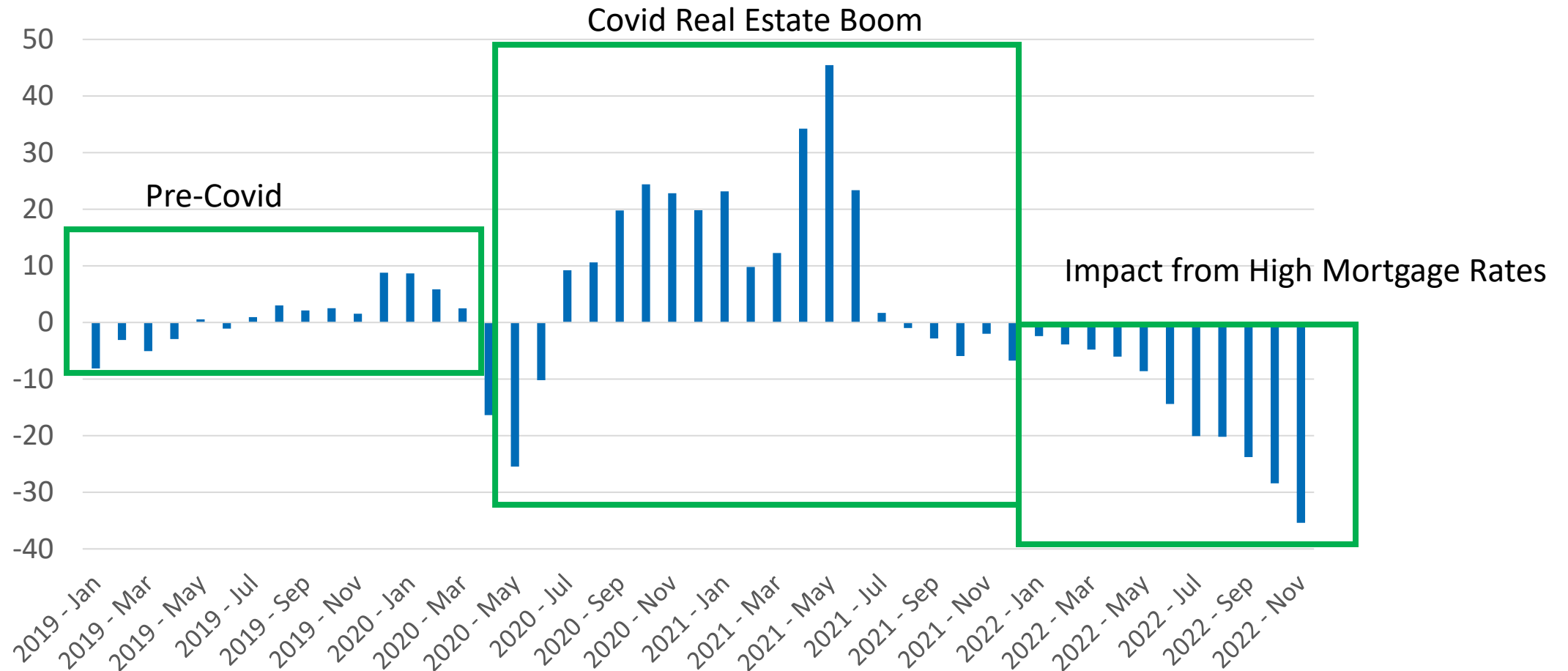
-- 2022 Sales

■ Total Annual Single-Family Home Sales (in Millions)

# 1. Home Sales - Monthly (Seasonally Adjusted)



# Existing Home Sales % change from a year ago



Source: NAR

# Annual Forecast

Year	Unit Sales	Home Price	Dollar Volume
2019	0.0%	+4.9%	+5%
2020	+5.6%	+9.1%	+15%
2021	+8.5%	+16.9%	+25%
2022	-18%	+10%	-8%
2023 forecast	-7%	+0%	-7%
2024 forecast	+10%	+5%	+15%

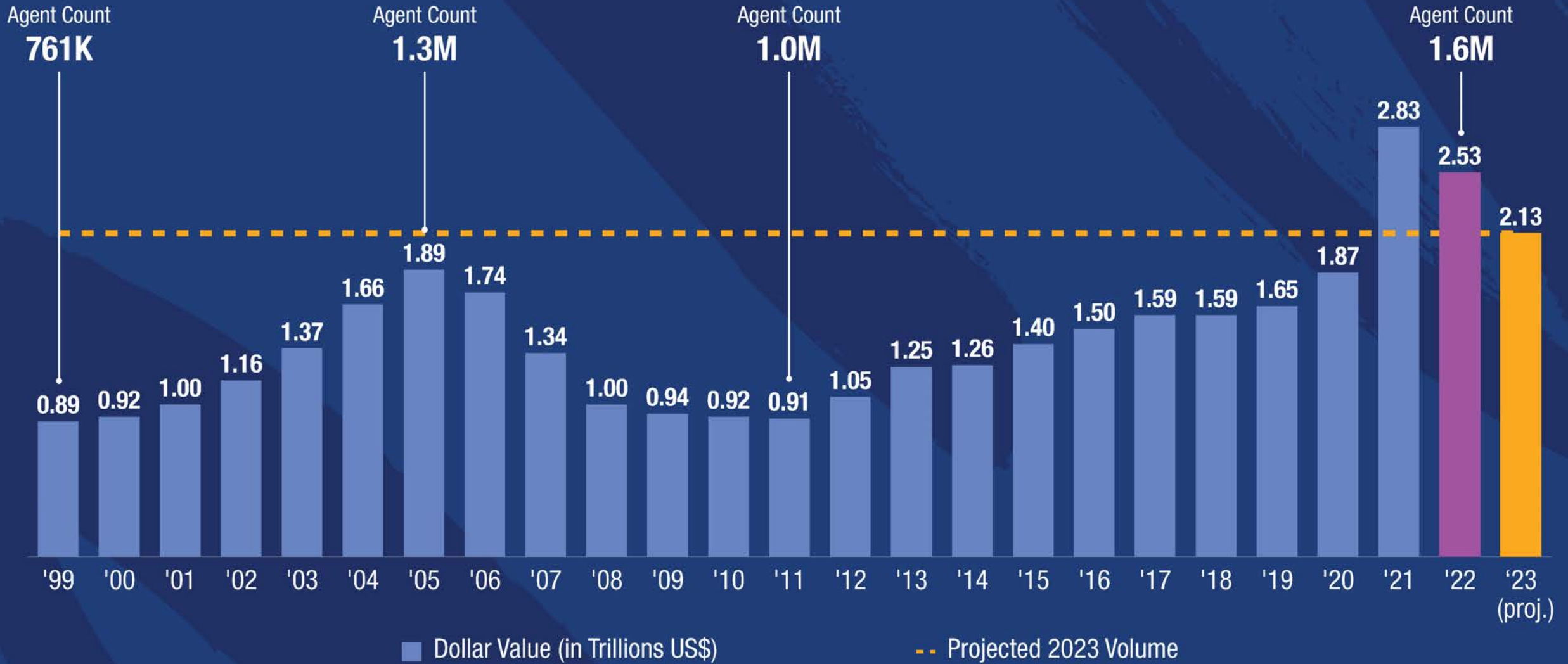
Source: NAR

# 1. Sides Per Agent





# 3. Total Market Volume



# 2. Volume Per Agent

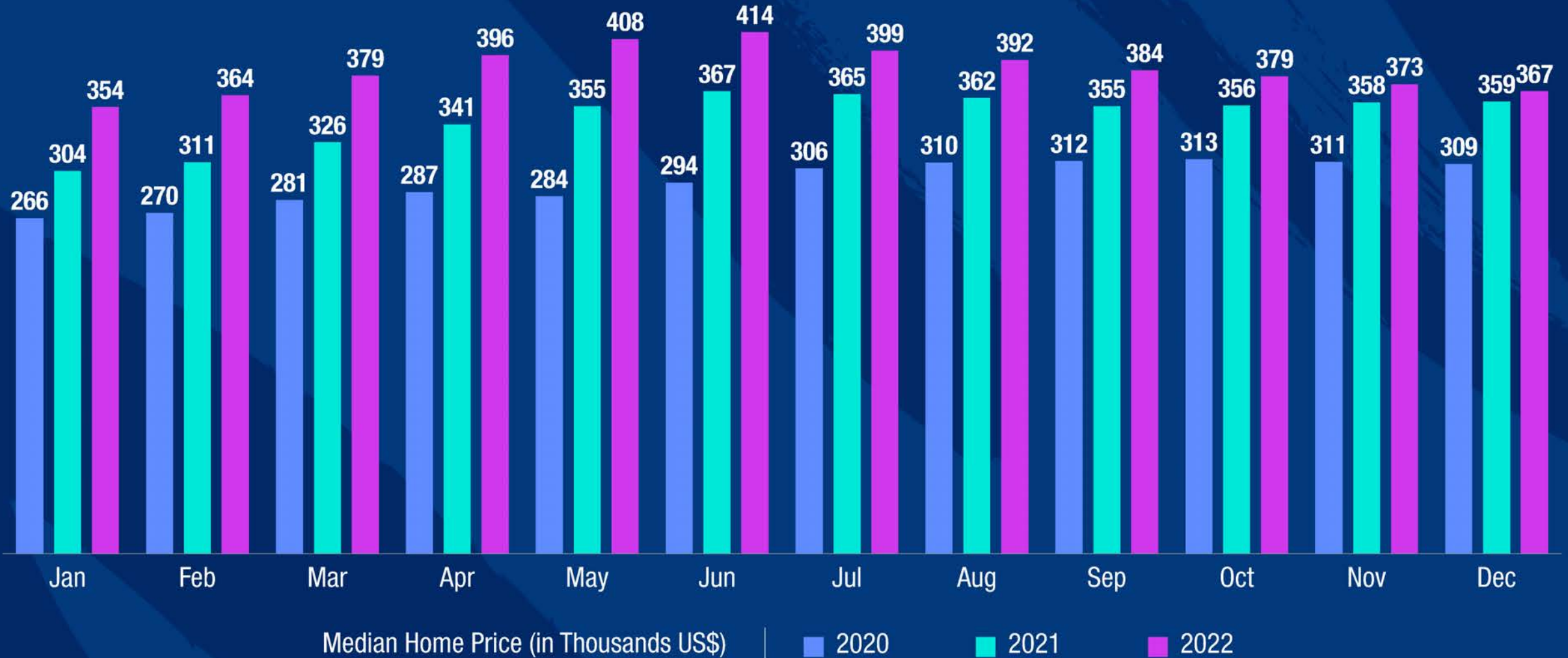




# 2. Home Prices - Annual



# 2. Home Prices - Monthly



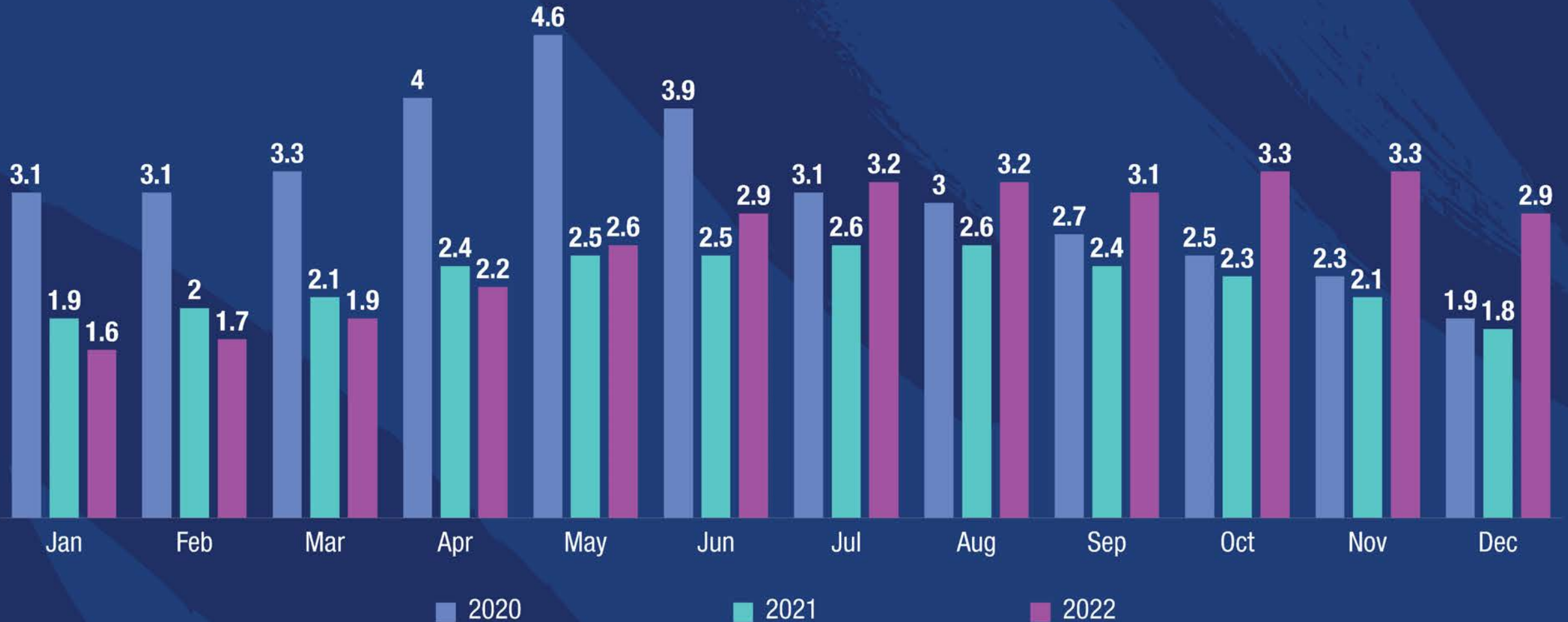
Median Home Price (in Thousands US\$)

2020

2021

2022

# 4. Inventory - Monthly



*“This is an irrational market.  
Not everything will make sense.”*

Gary Keller

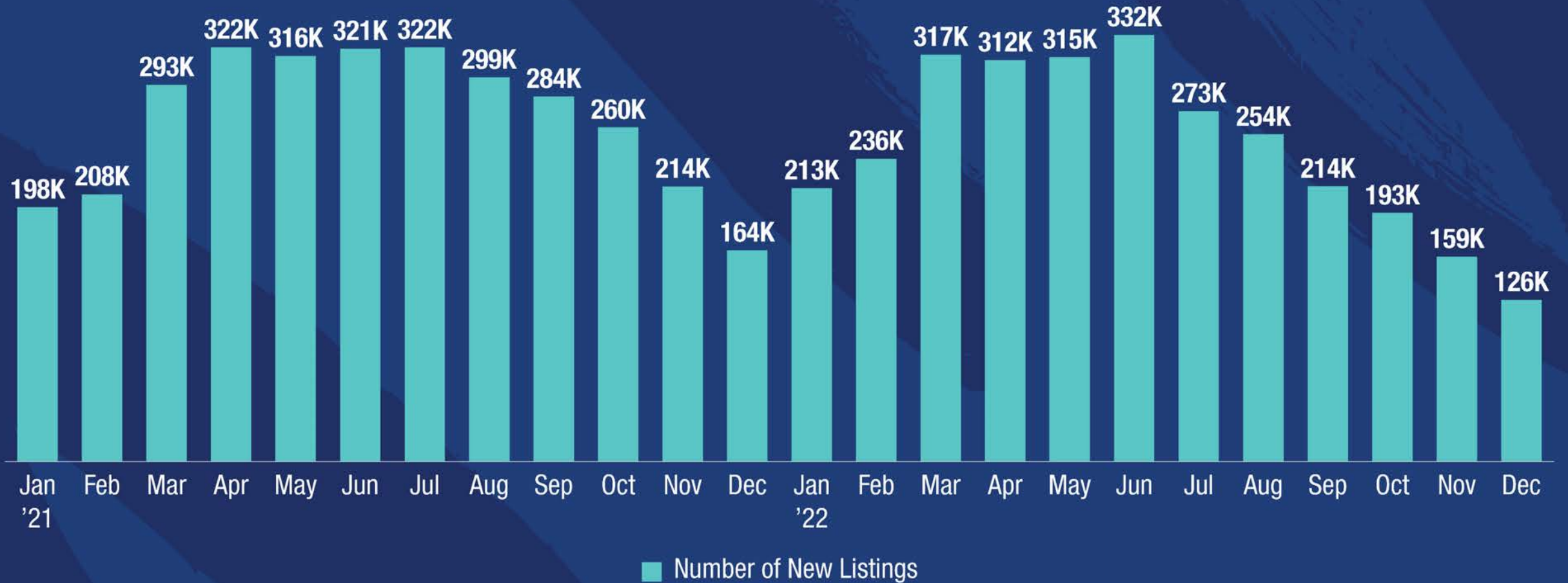


# 3. Listings with Price Drops - Percentage

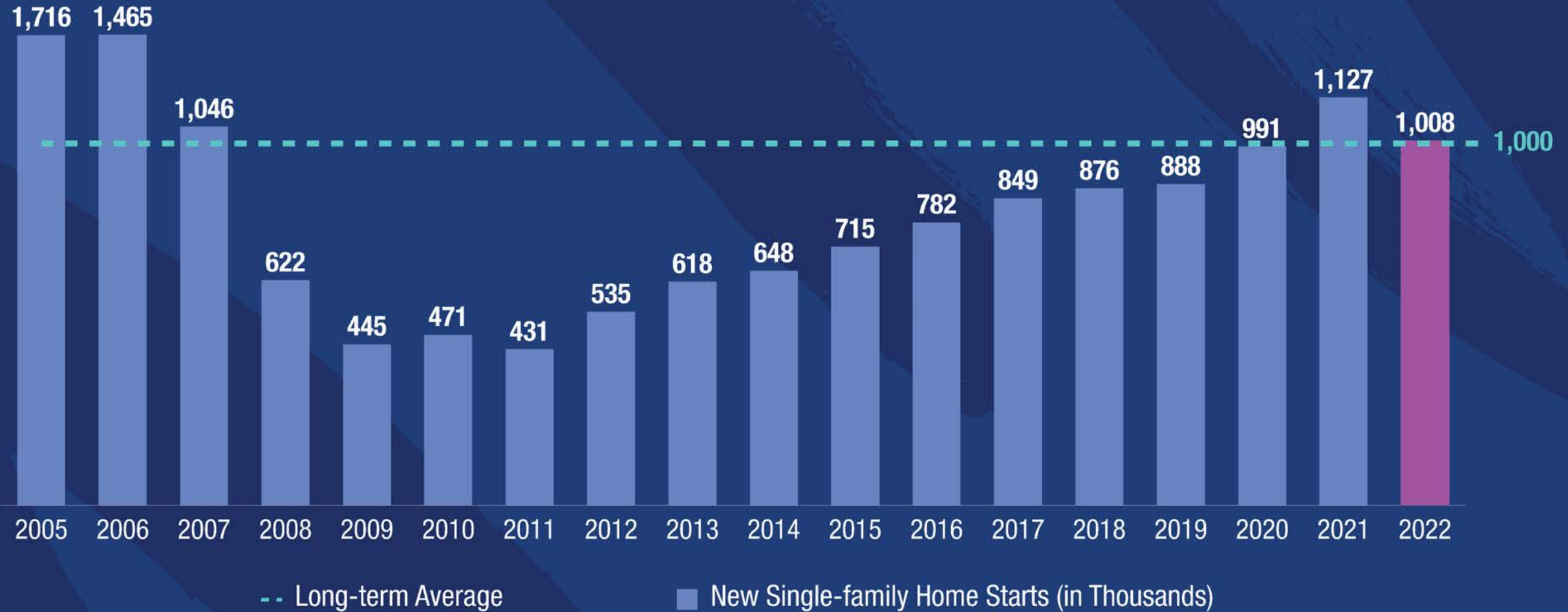




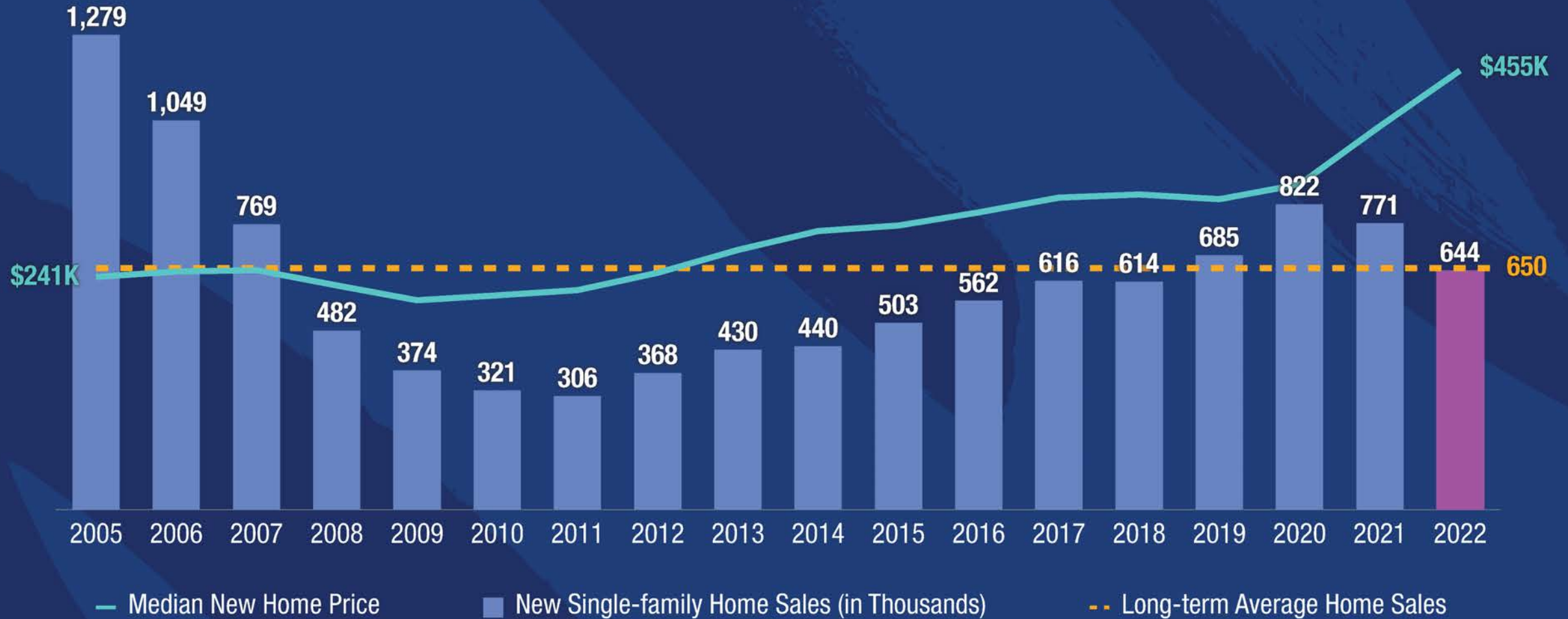
# 4. New Listings



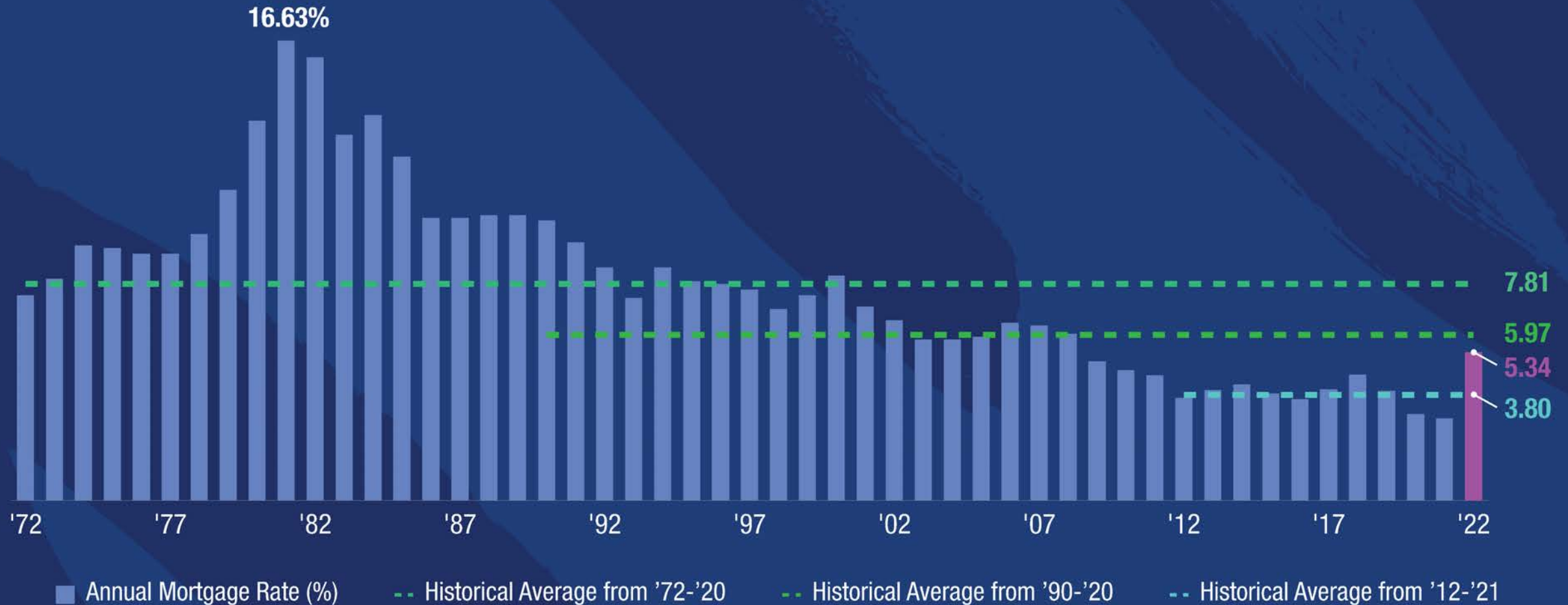
# 7.1. New Home Starts



# 7.2. New Home Sales

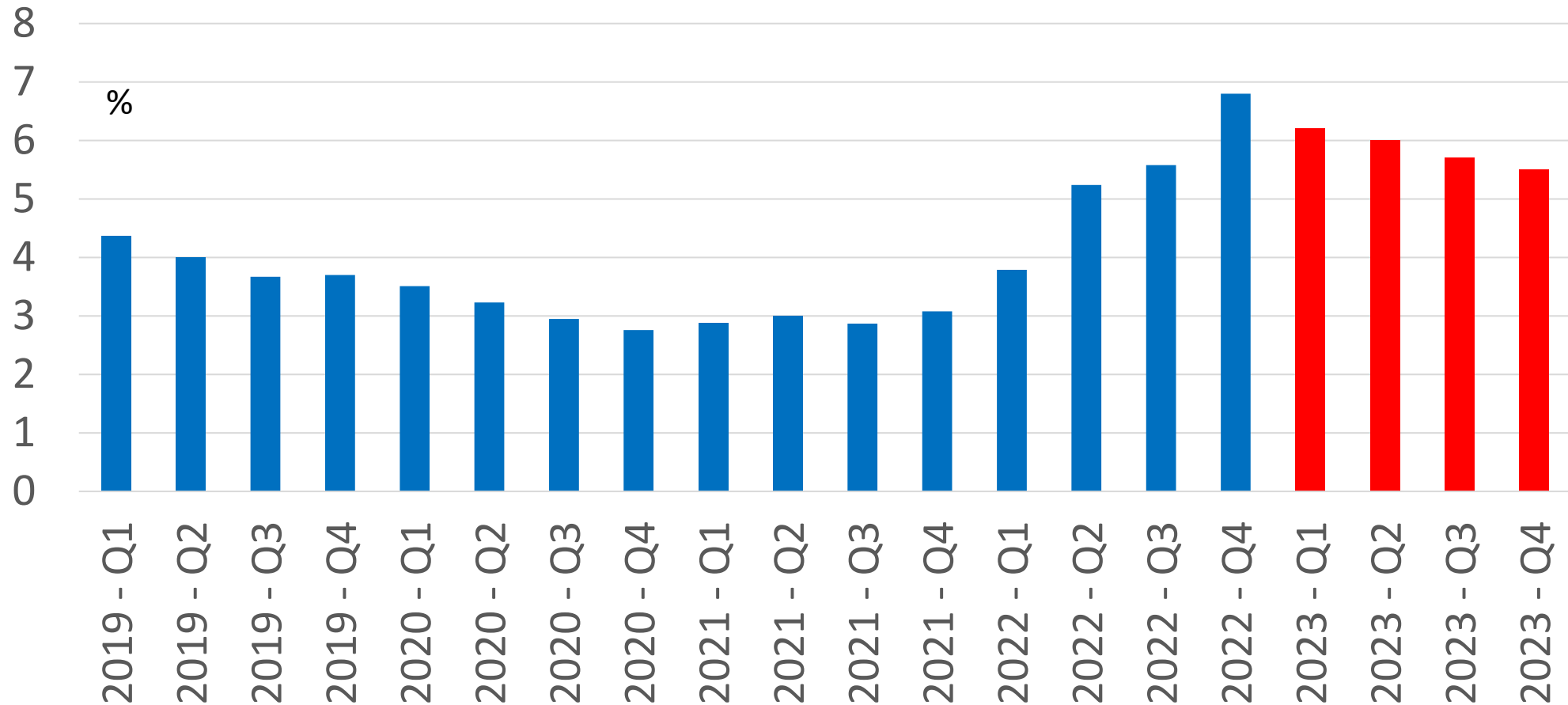


# 5. Mortgage Rates - Annual





# Mortgage Rate Forecast



Source: NAR Analysis of BLS, MBA, NAR data



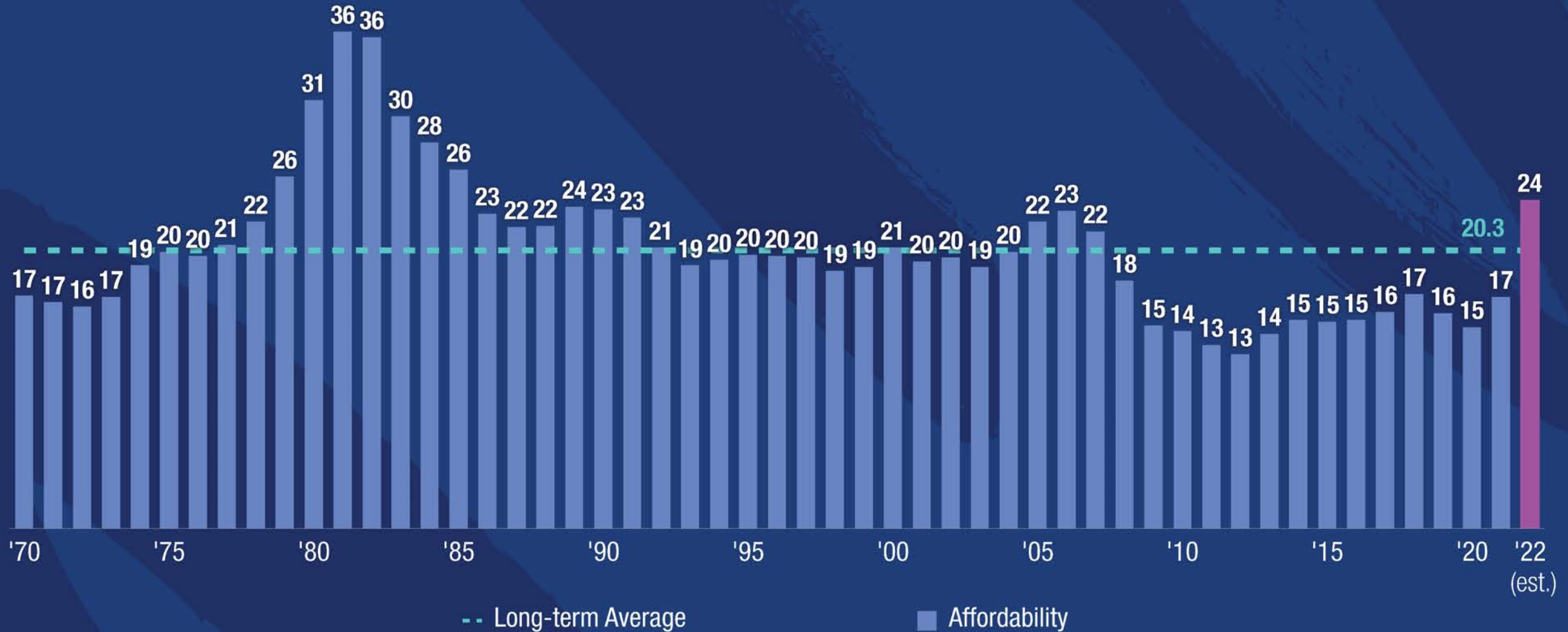
# What a Difference a Mortgage Point Can Make

Here's a breakdown of the mortgage payment on the median priced home as of September 2022 (\$384,000) at different rates, assuming either a 20% or a 10% down payment.

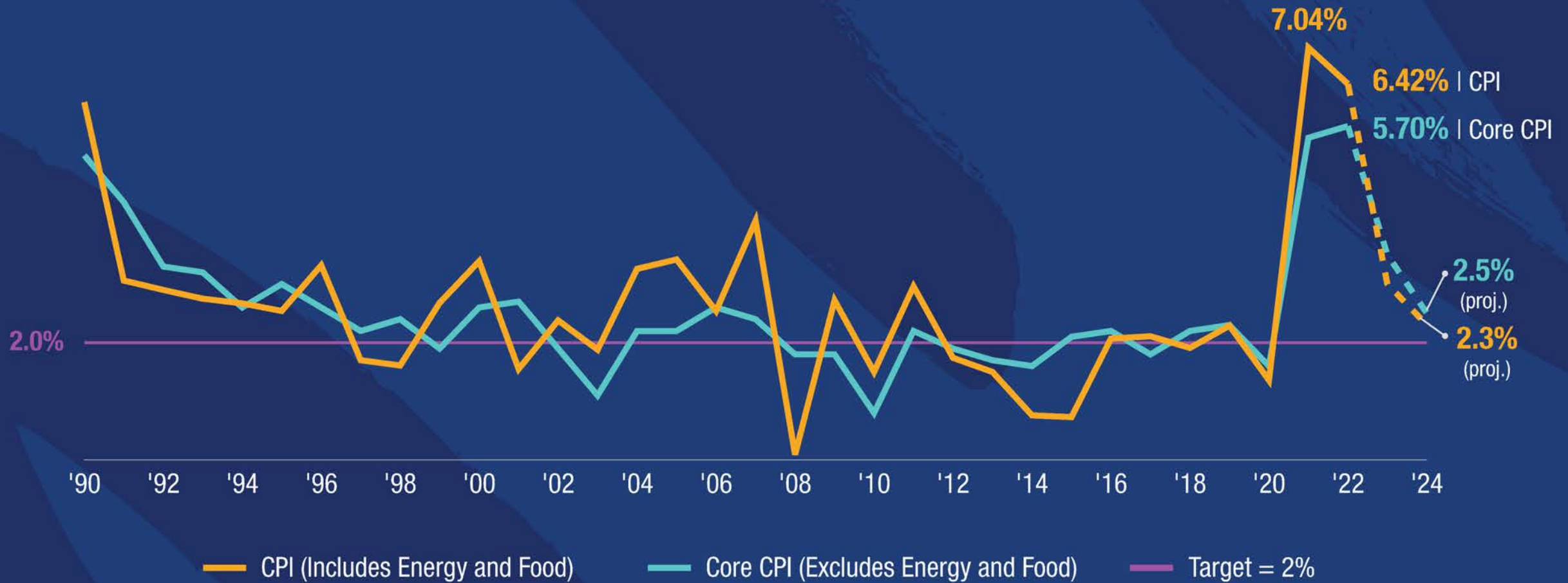
30-Year Fixed Mortgage Rate	Monthly Payment 20% Down	Monthly Payment 10% Down
3%	\$1,320	\$1,480
4%	\$1,490	\$1,680
5%	\$1,680	\$1,890
6%	\$1,880	\$2,110
7%	\$2,080	\$2,340
8%	\$2,300	\$2,580
9%	\$2,520	\$2,830

Source: NAR

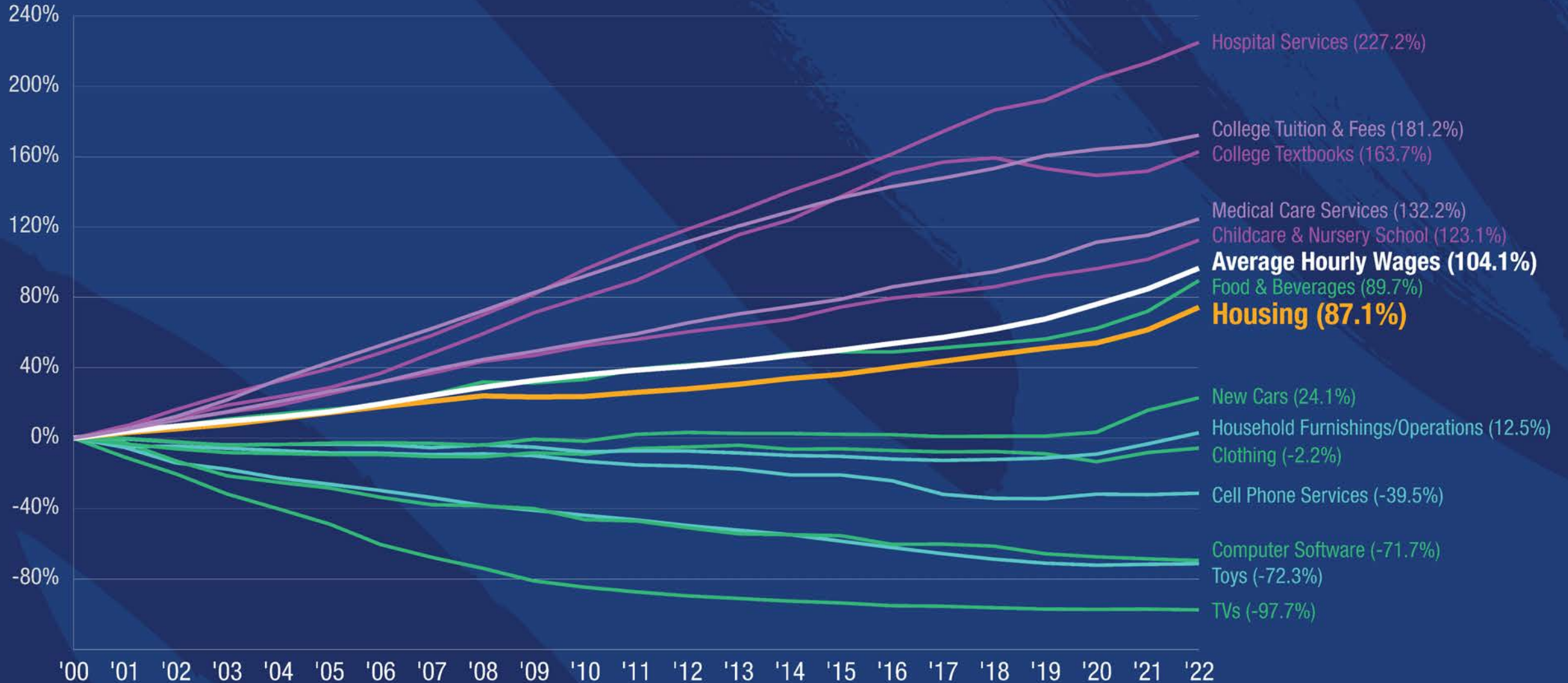
# 7. Affordability



# 4. Inflation - Annual

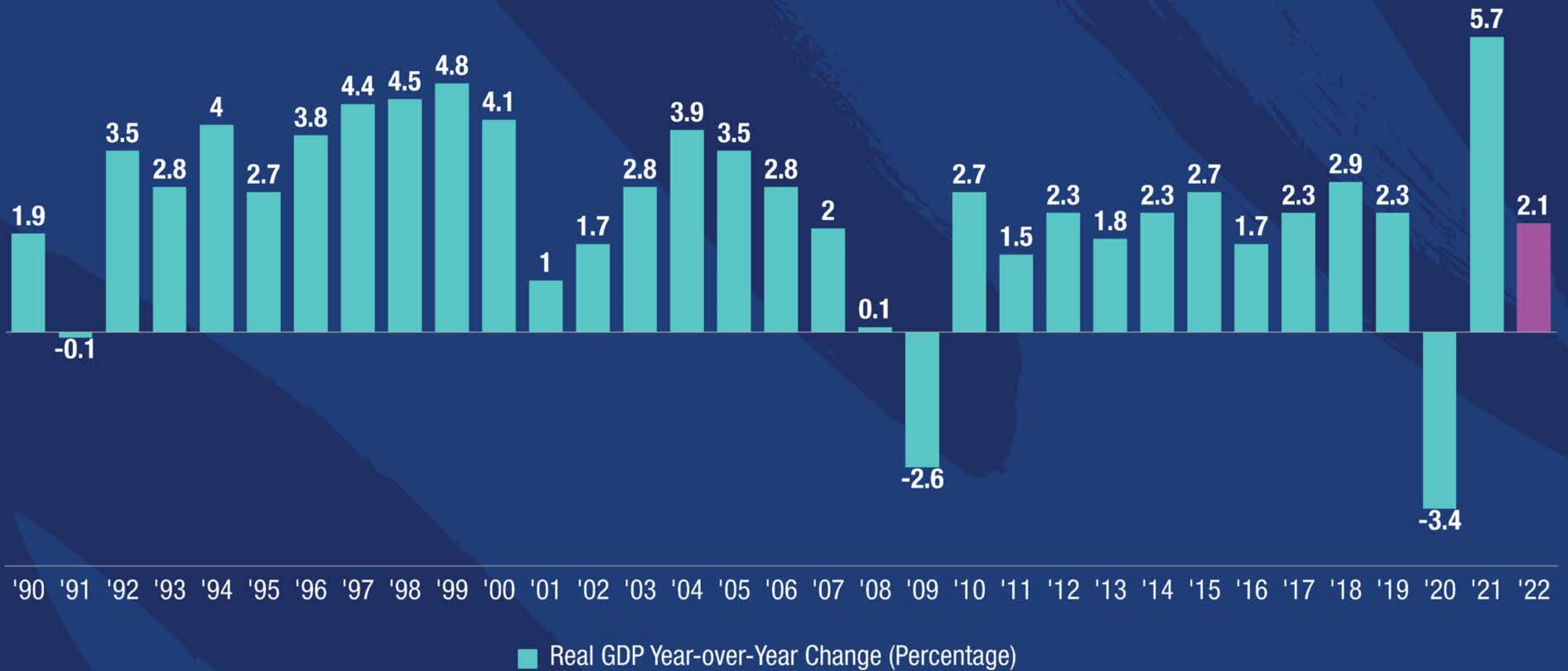


# 4. Inflation - Affordability in Perspective





# 1. Gross Domestic Product - Annual





# 2. Unemployment - Annual

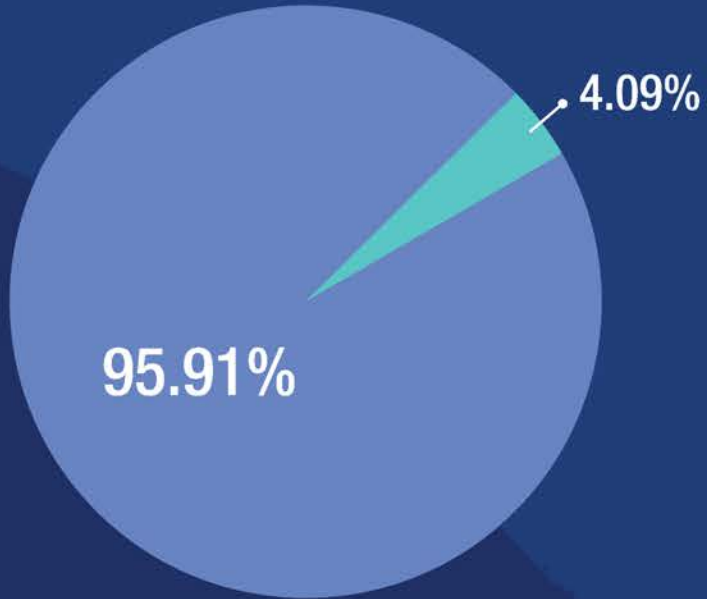


# 2. Unemployment - Monthly

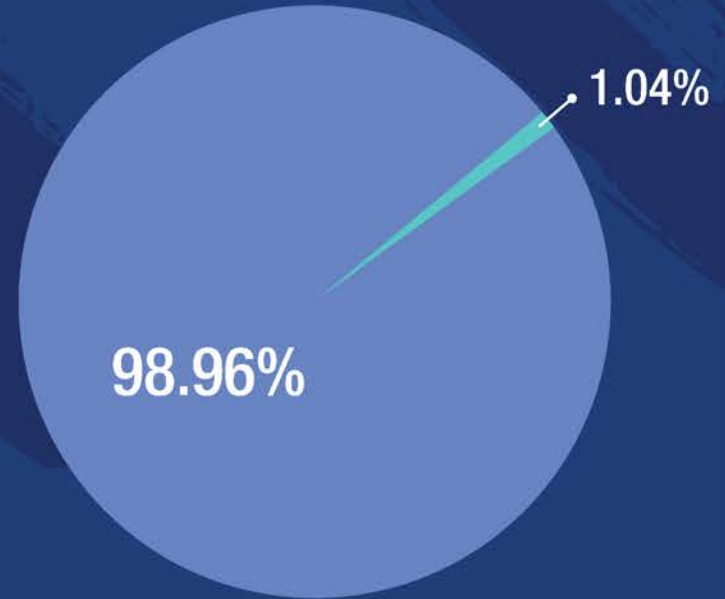


# 2. Unemployment - Layoffs

Nasdaq as a percentage of total employment

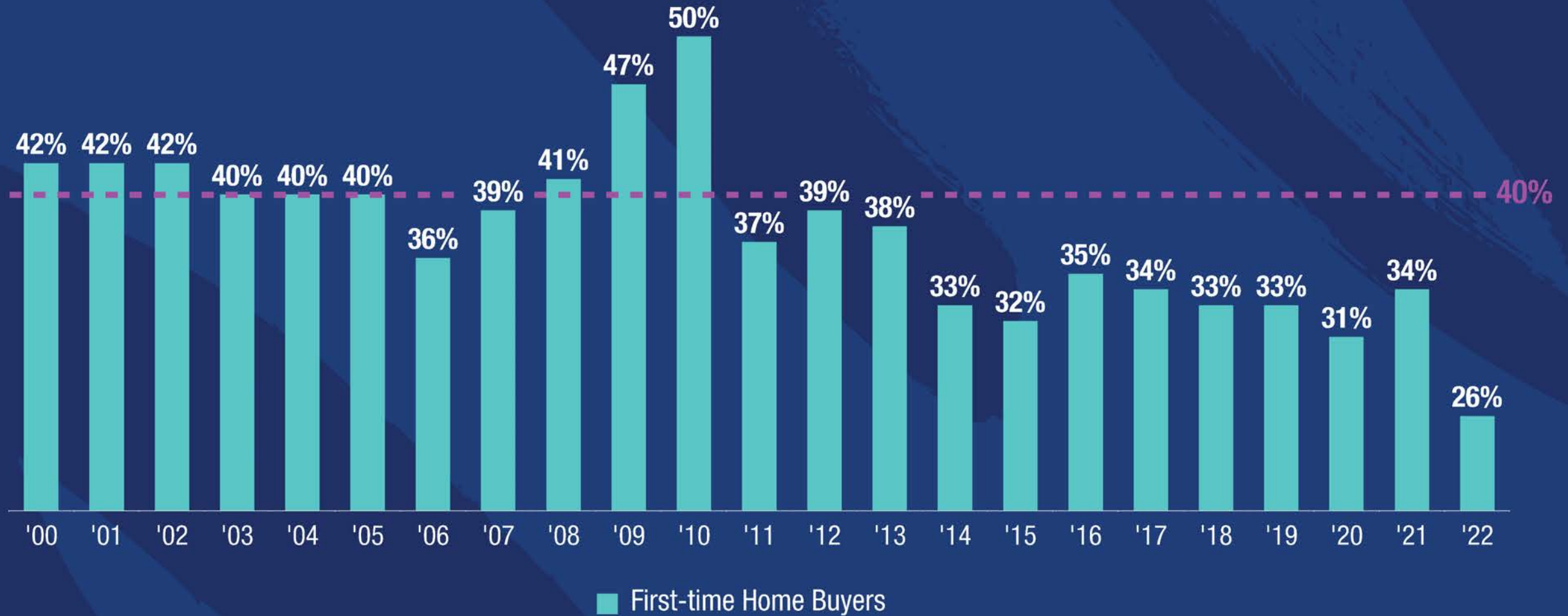


Layoffs as a percentage of Nasdaq



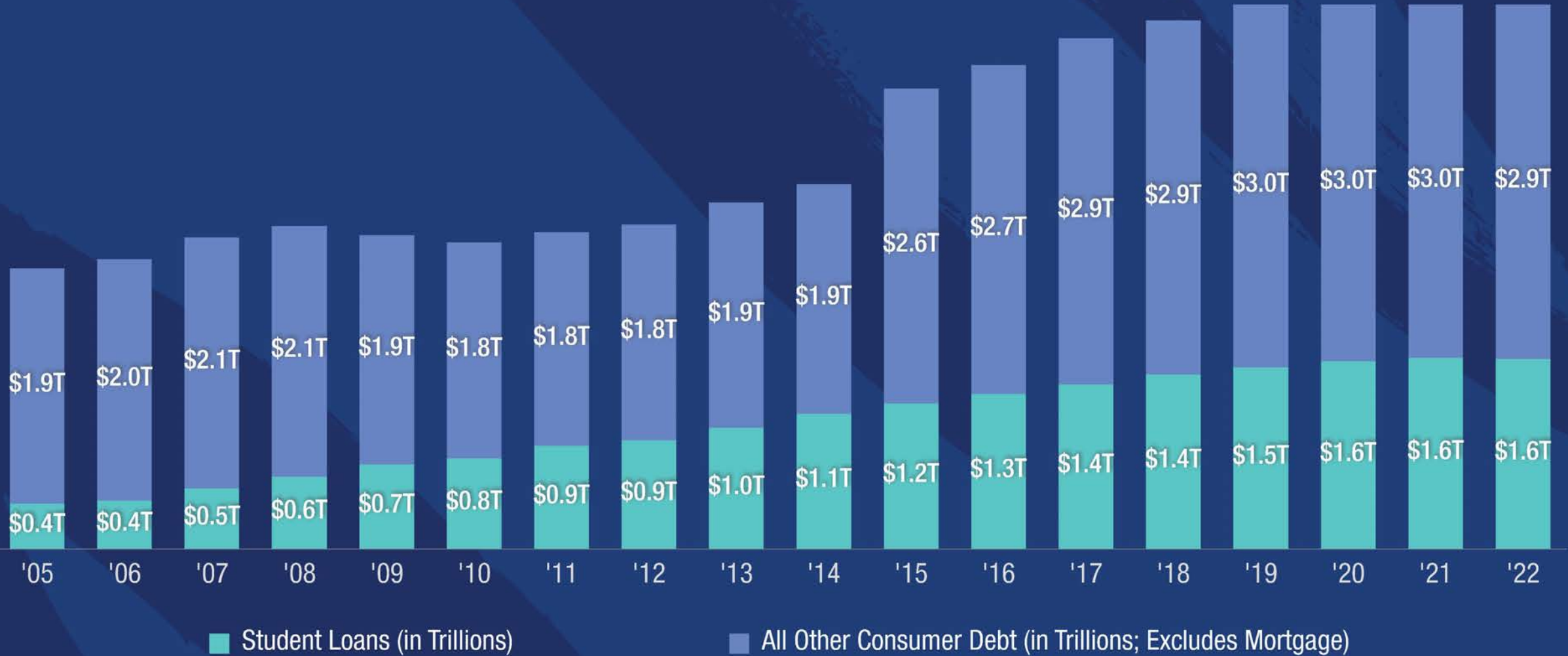
– Layoffs as a percentage of total employment: 0.04%

# First-Time Home Buyers



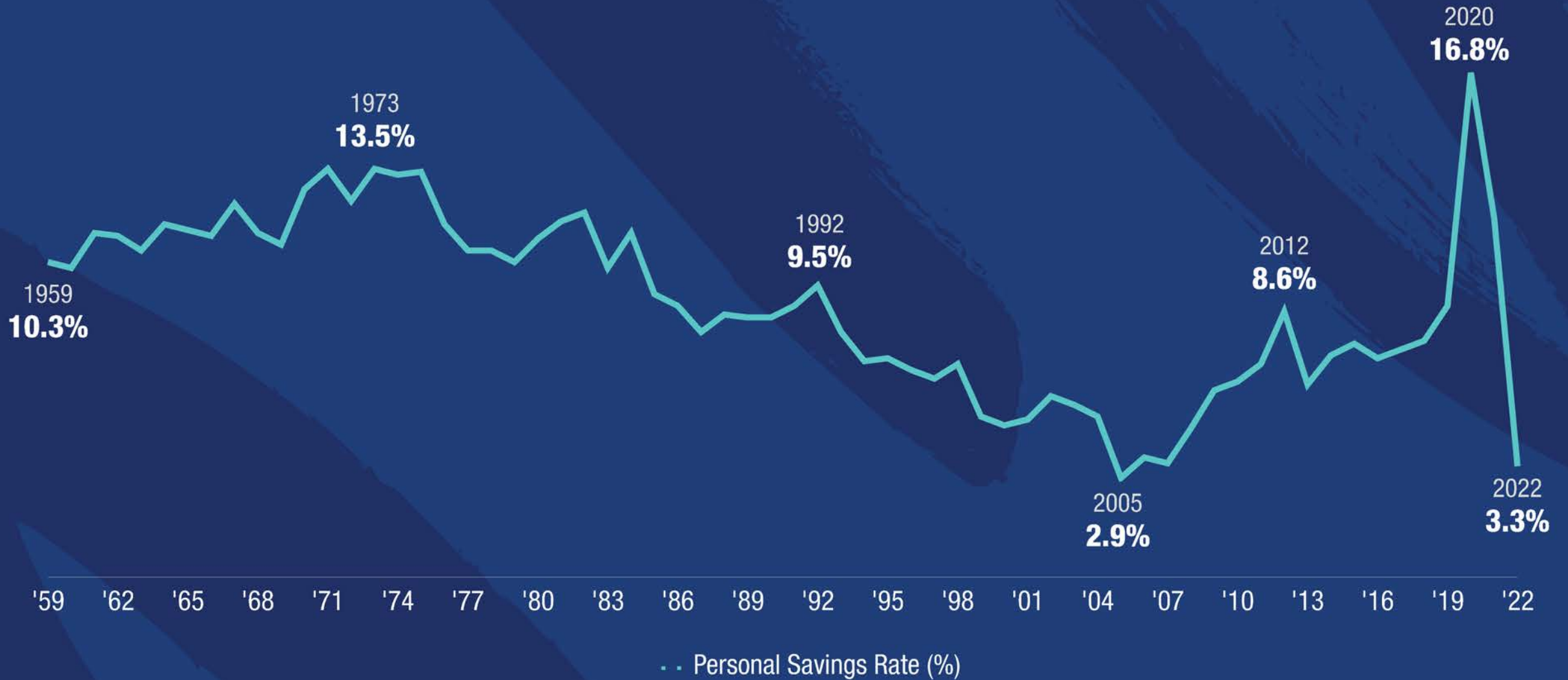


# 8. Student Loan Debt

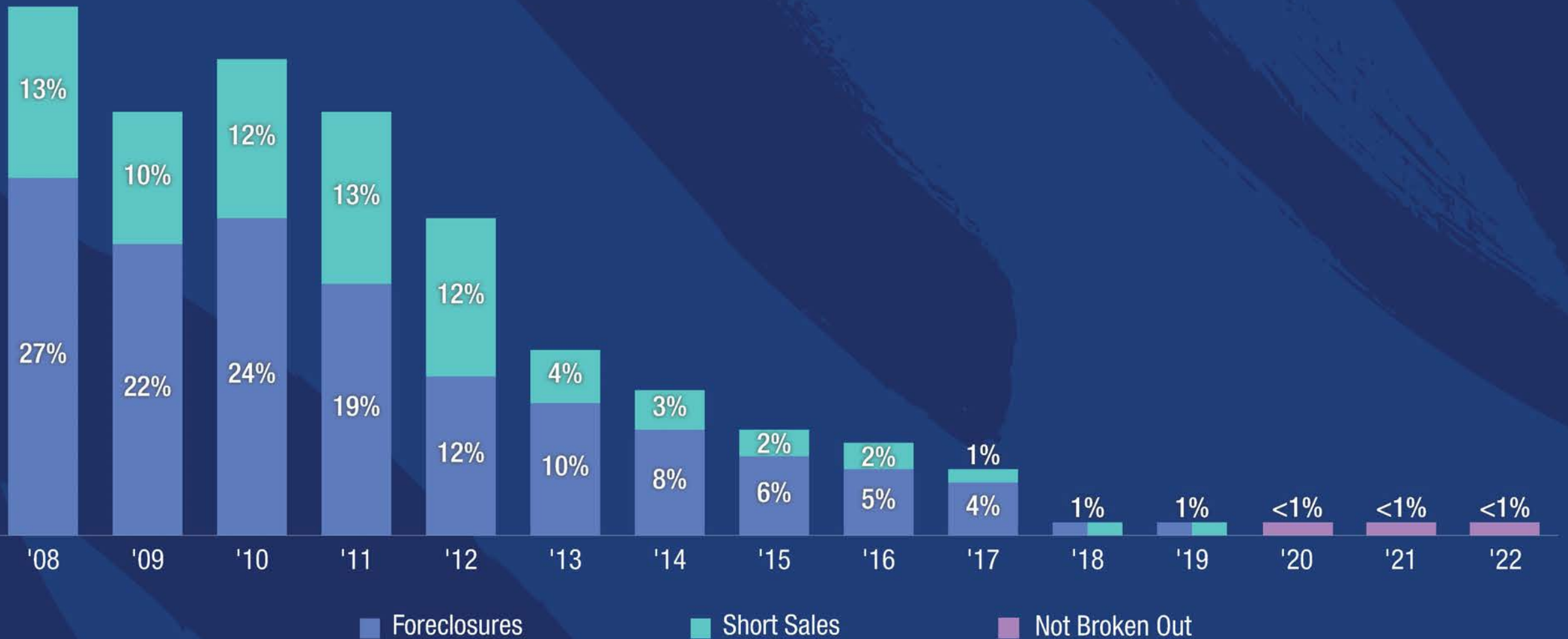




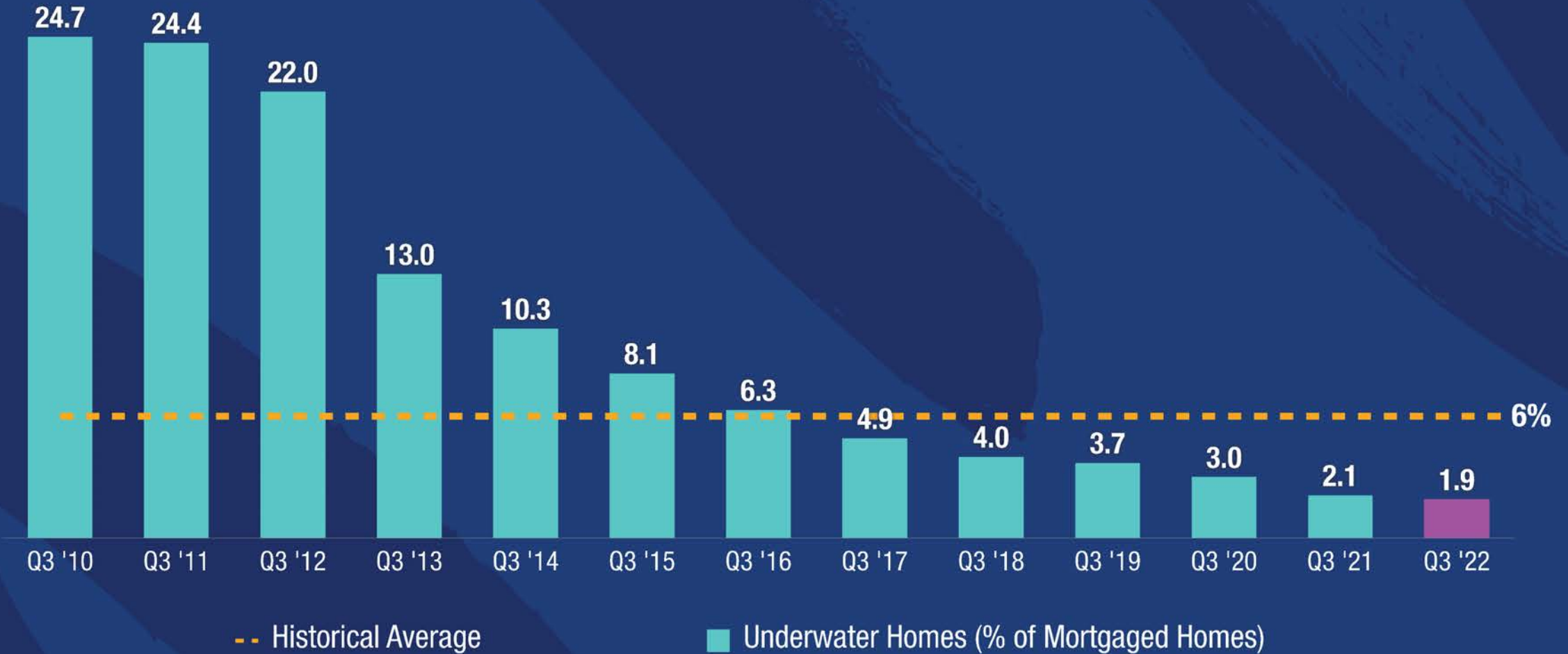
# 3. Personal Savings Rate



# 5.1. Distressed Sales



# 5.2. Underwater Homes



# Home Price Crashing Coming?

Key Variables	Last Housing Cycle	Current Housing Cycle
Job Cuts (net of gains and losses)	8 million	none
Total Payroll Jobs (W-2 salary jobs)	130 million	153 million
Total Jobs (Household survey)	138 million	158 million
Subprime Loans	Prevalent	Virtually none
5-year cumulative to new home construction before crash	7.65 million	4.6 million
Inventory on Market	3.8 to 4 million	1 to 1.2 million
Mortgage Delinquency	10.1%	3.6%
Homes in Foreclosure	4.6%	0.6%

Source: NAR Analysis of BLS, MBA, NAR data



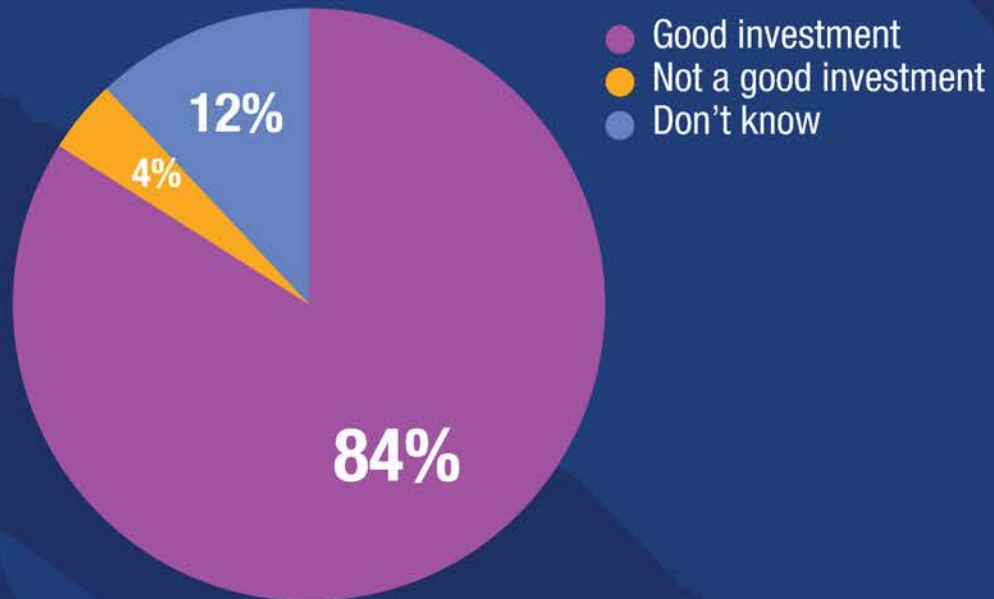
# 10. Rent vs. Own

	Year	Owning	Renting and Investing	Renting and 10% Investing
1	2012	\$9,980	\$26,472	\$22,700
2	2013	\$28,969	\$36,631	\$29,652
3	2014	\$42,784	\$42,787	\$33,228
4	2015	\$60,006	\$44,137	\$33,151
5	2016	\$74,154	\$50,186	\$36,498
6	2017	\$90,027	\$61,998	\$43,792
7	2018	\$105,560	\$59,737	\$41,221
8	2019	\$121,419	\$79,268	\$53,353
9	2020	\$149,263	\$95,113	\$62,324
10	2021	\$206,676	\$124,000	\$79,414
11	2022	\$234,124.00	\$106,229	\$66,418

# Home as a Financial Investment

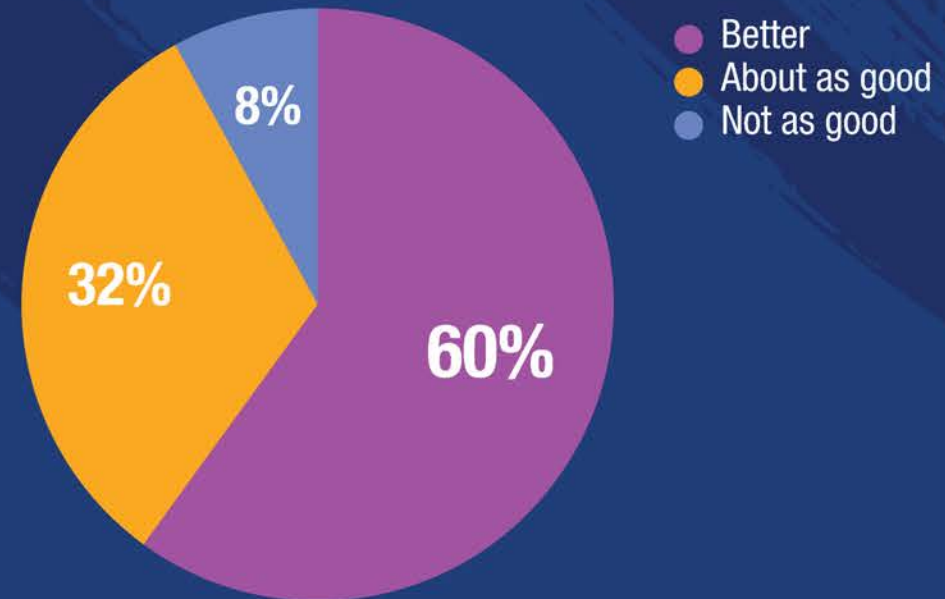
Is real estate a good financial investment?

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Is real estate a better investment than stocks?

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# Economic Risks in 2022

## 1. Russian Invasion of Ukraine

- a) Global impact on energy markets
- b) Global impact on financial and equities markets

## 2. Federal Reserve Policy

- a) Fed is set to raise rates three times in 2022 but may get more aggressive based on data.
- b) It takes several months for Fed policy impacts to be realized; if Fed moves too quickly, it could cause growth to stall.

# Economic Risks

1. Federal Reserve over-tightens
2. Global spillover from slowing Chinese economy
3. Escalation of global conflict and trade barriers



# 9. Economic Risks in 2023

1. Further Escalation in Ukraine
2. A Resurgence in Inflation
3. Debt Ceiling Brinkmanship
4. Political Tensions with China
5. Continuing Environmental Concerns