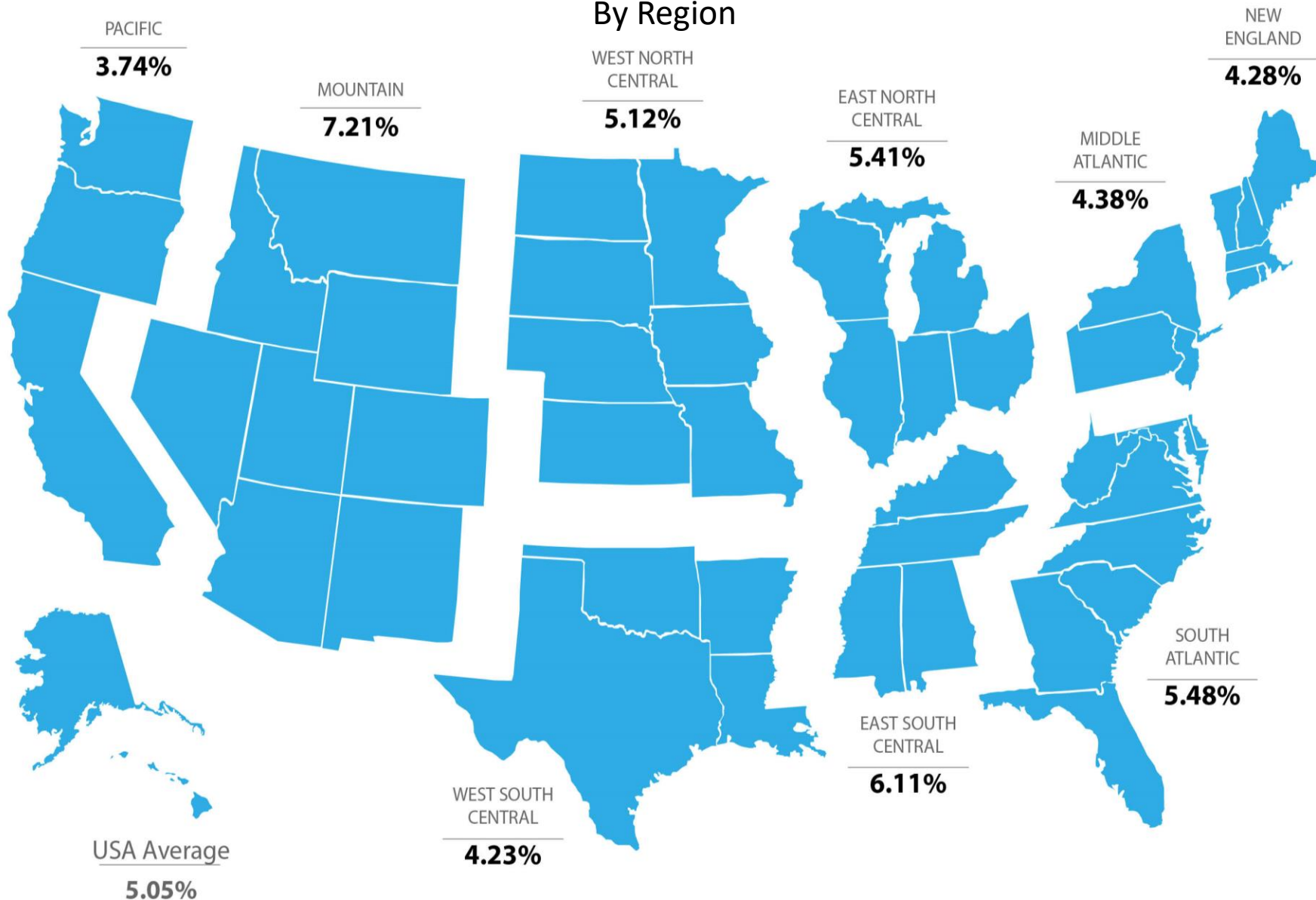


# NEWS

10.2	▲ 0.28	19.44	0.5	▼ -5.22%	▼ -1.56	1.24
10.8	▲ 0.62	24.87	2.1	▲ 6.13%	▲ +12.33	1.78
26.1	▲ 0.36	19.42	0.6	▲ 1.46%	▲ +0.73	5.26
12.8	▲ 0.46	26.17	0.2	▲ 0.44%	▲ +0.43	7.22
96.3	▲ 0.23	16.11	1.7	▲ 4.12%	▲ +0.14	6.44
14.7	▲ 0.77	38.19	4.1	▼ -1.78%	▼ -1.22	7.88
11.2	▲ 0.32	56.12	1.1	▲ 2.36%	▲ +2.1	1.94
32.9	▲ 0.67	21.96	0.9	▲ 1.98%	▲ +2.31	1.53
12.1	▲ 0.87	17.55	7.1	▲ 2.36%	▲ +7.1	2.43

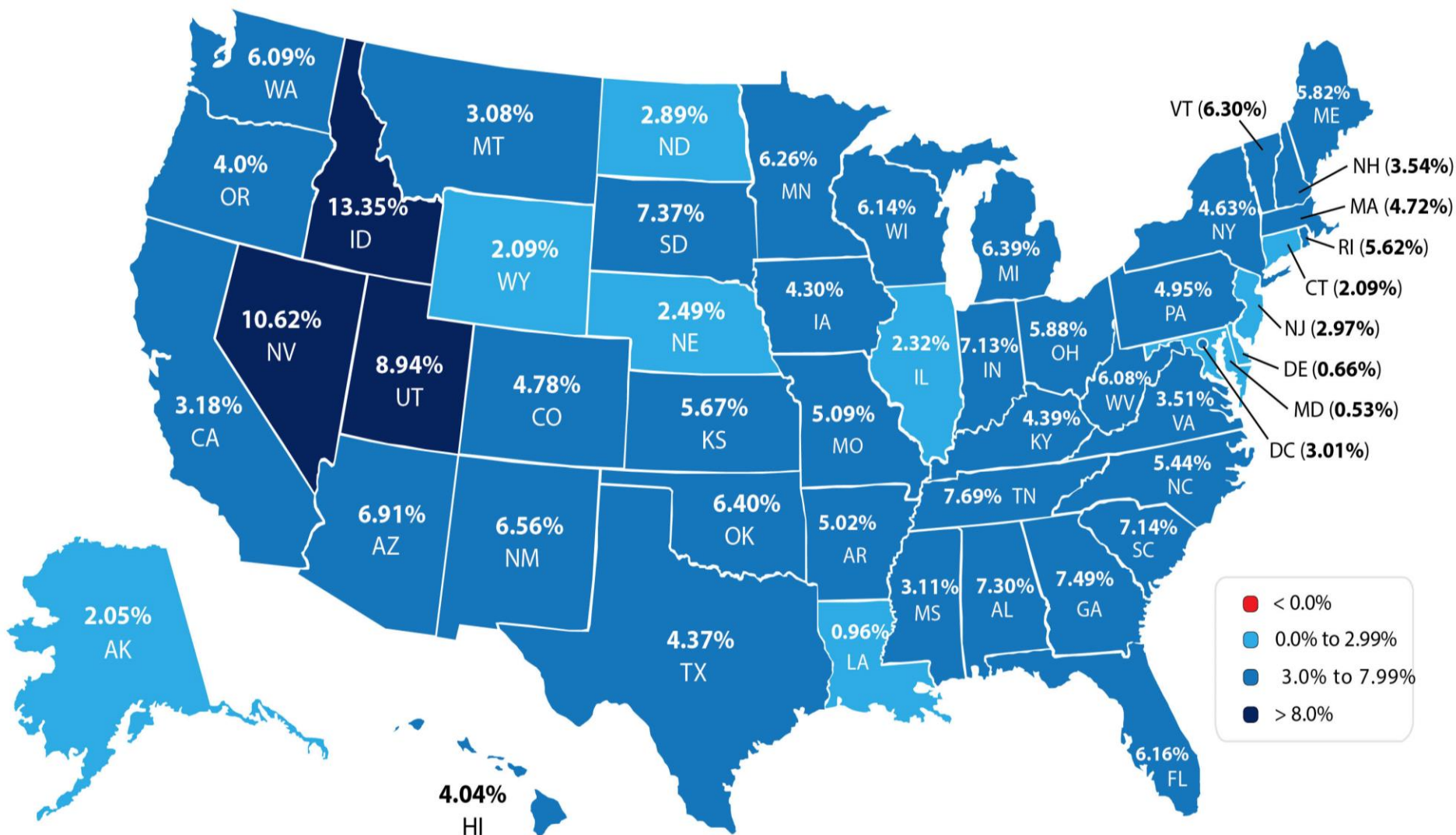
# Actual Year-Over-Year % Change in Price

## By Region



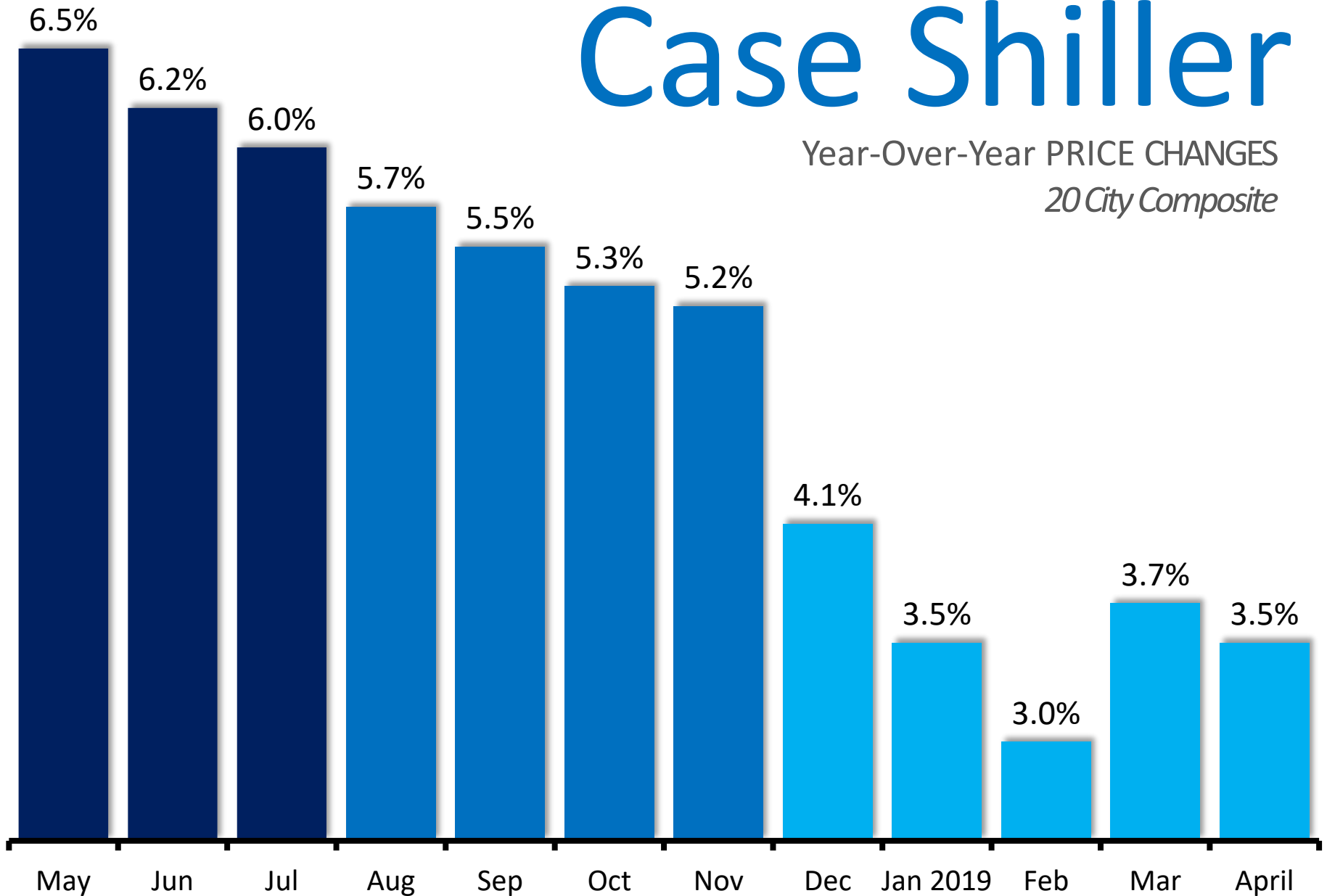


# Actual Year-Over-Year % Change in Price

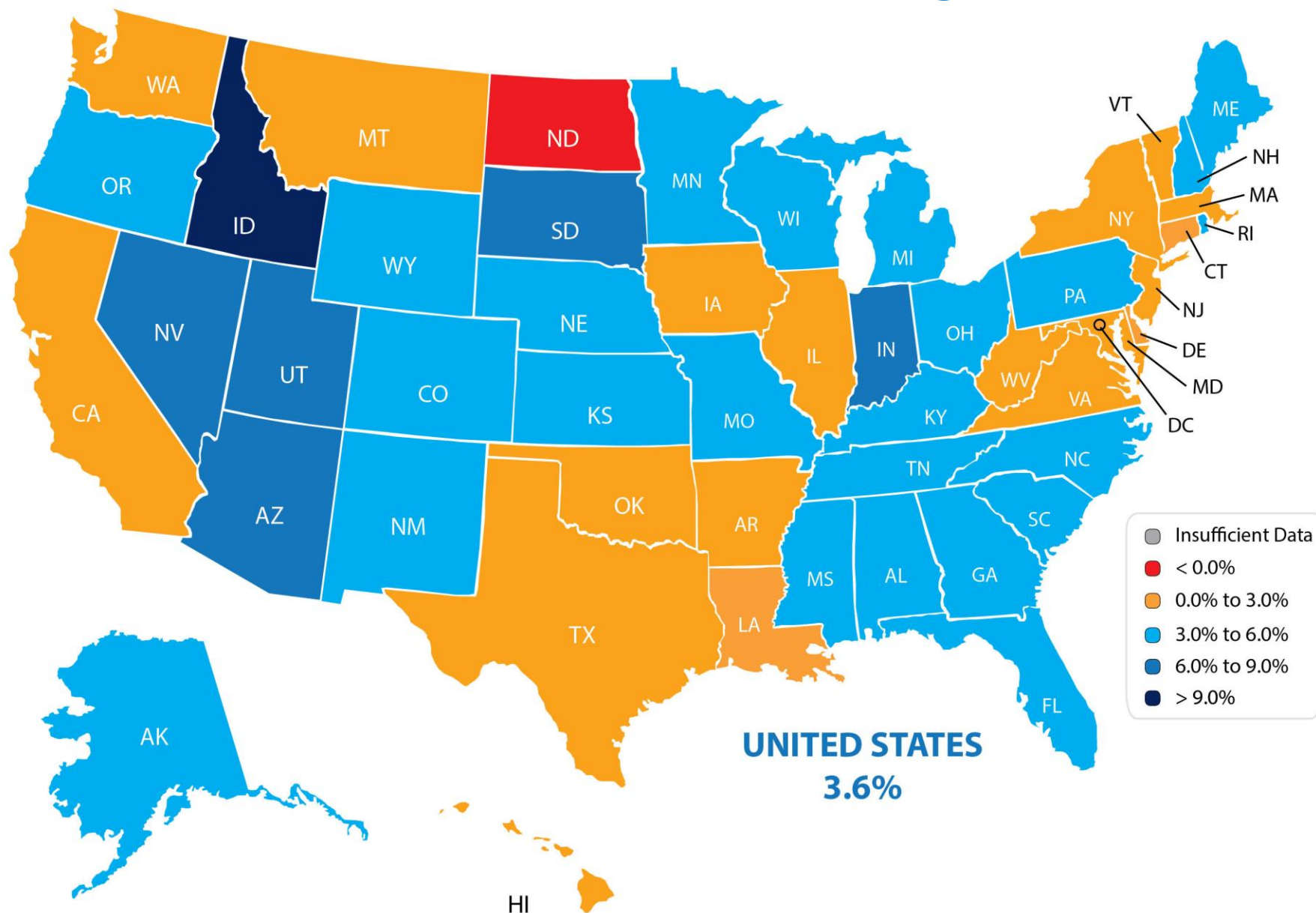


# Case Shiller

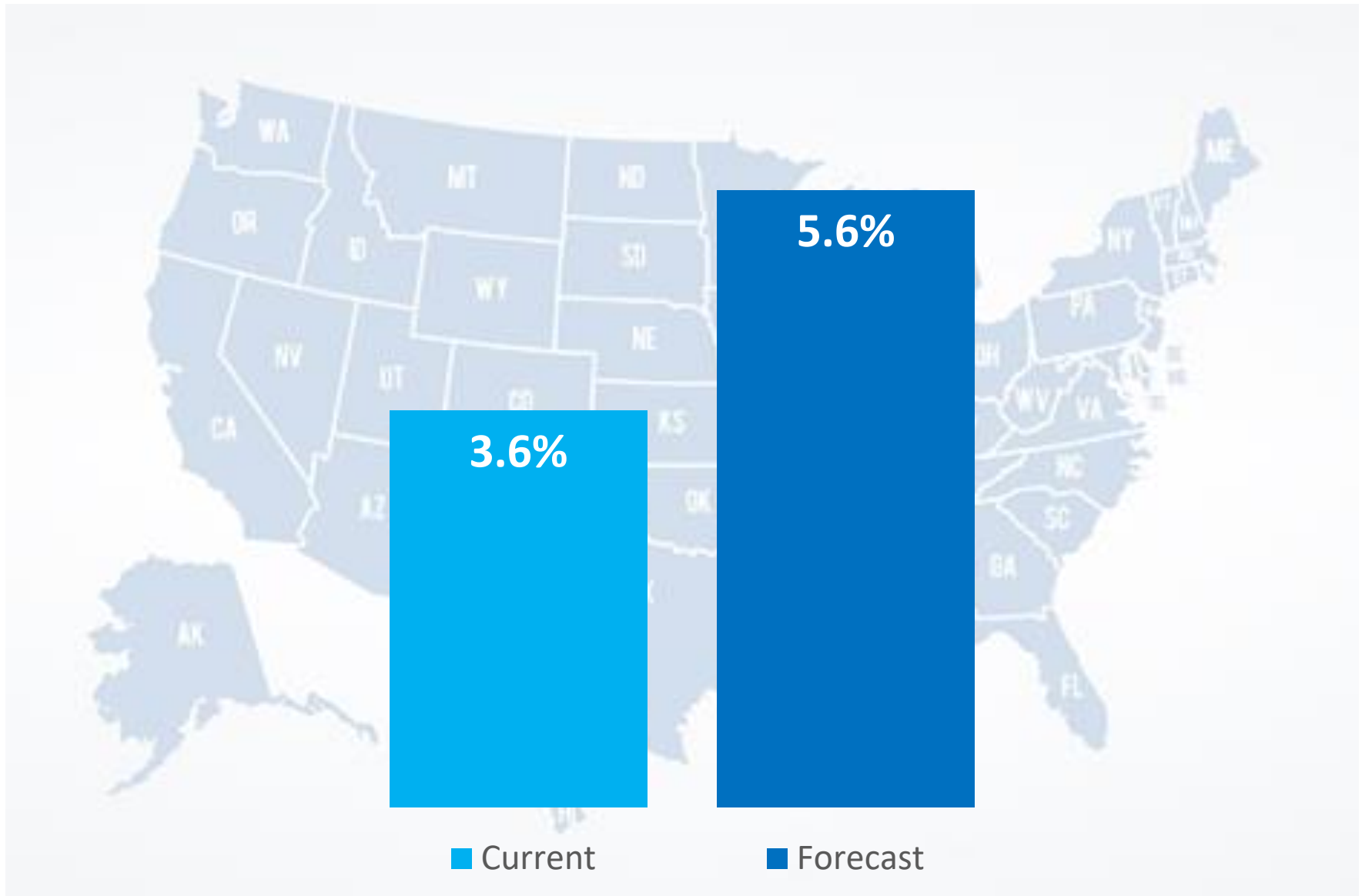
Year-Over-Year PRICE CHANGES  
*20 City Composite*



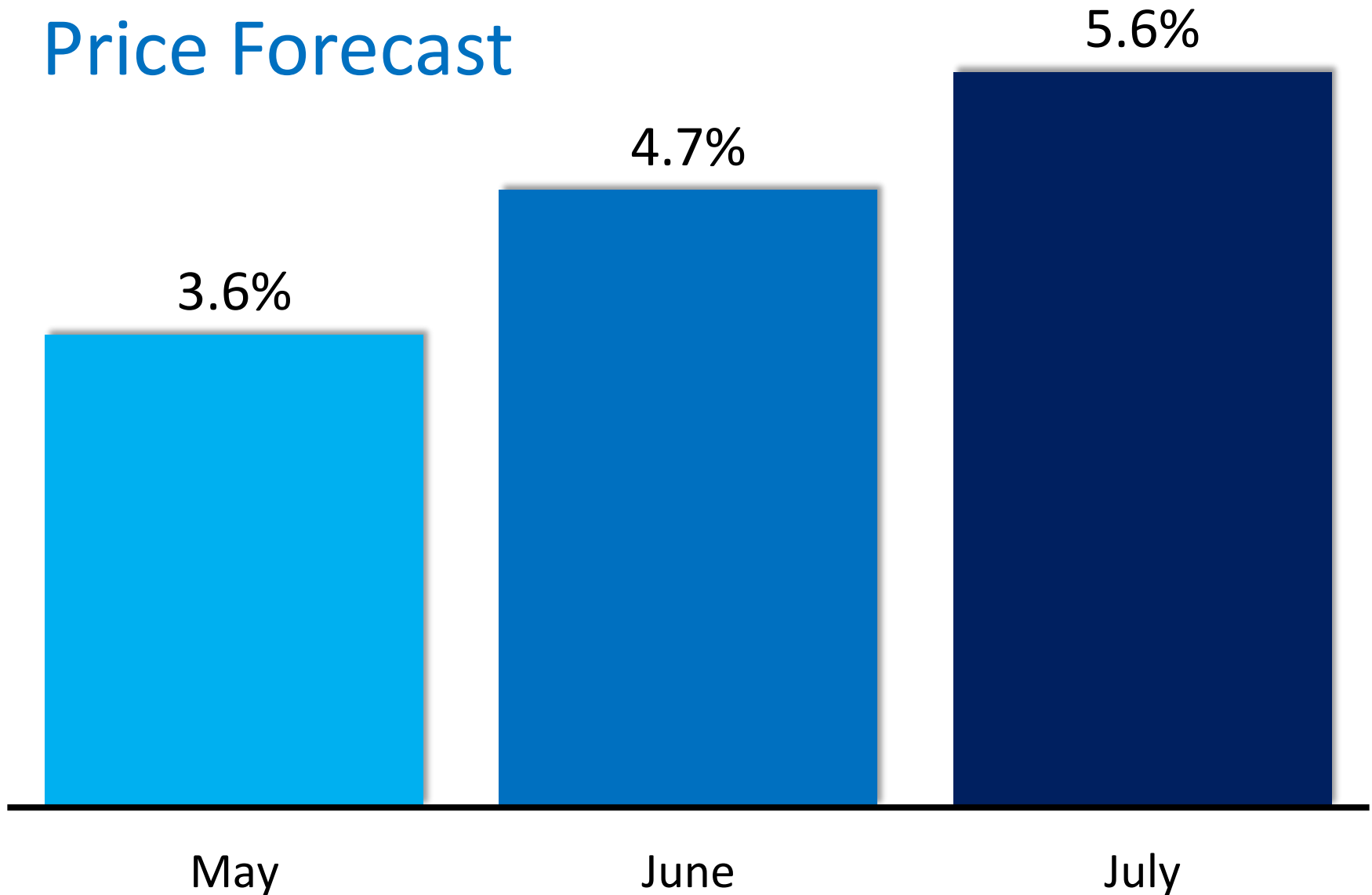
# Actual Year-Over-Year % Change in Price



# Year-Over-Year % Change in Price



# CoreLogic's 12 Month Price Forecast





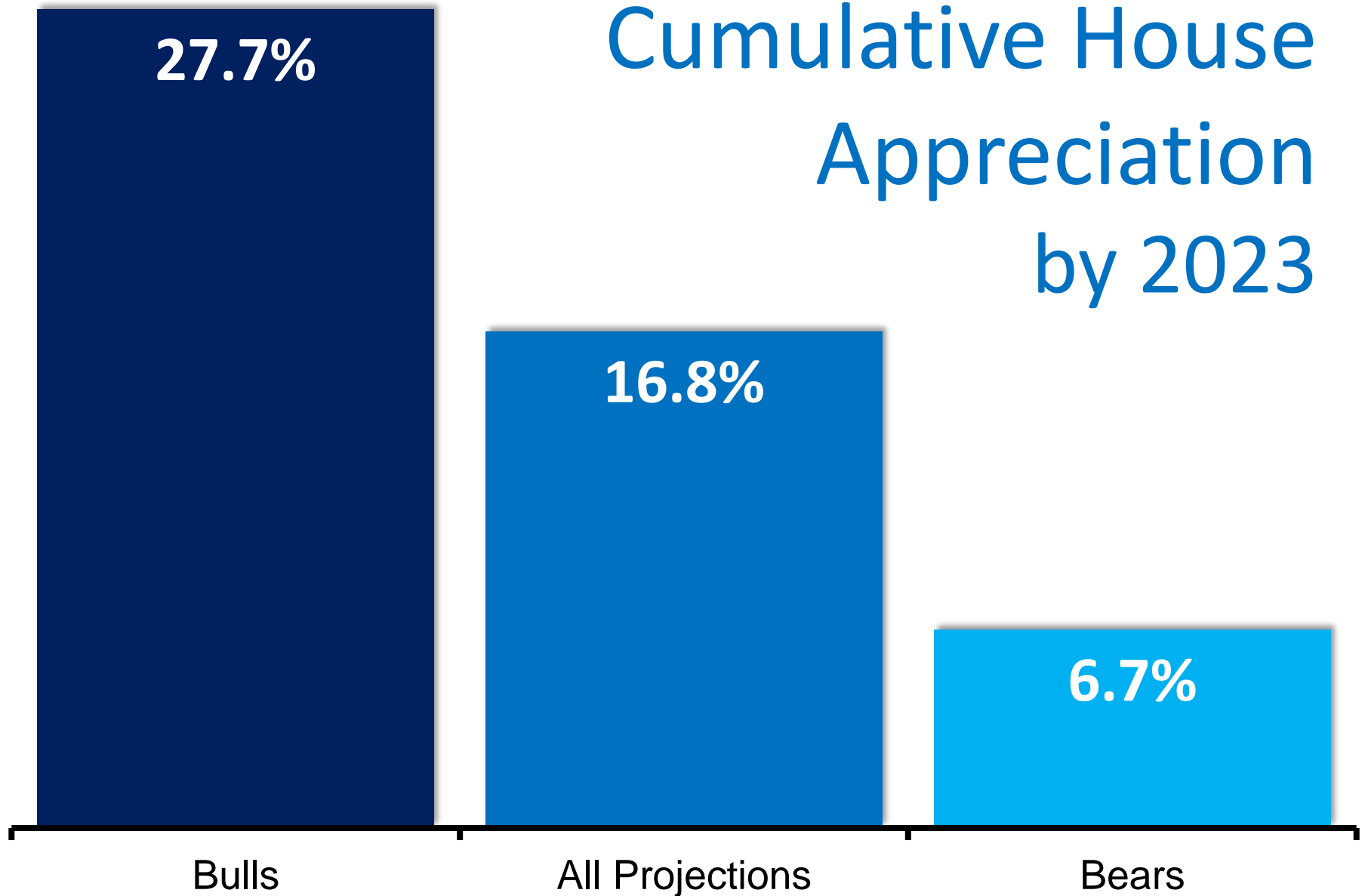
# Home Price Expectation Survey



A nationwide panel of  
over one hundred  
*economists, real estate  
experts and investment  
& market strategists.*

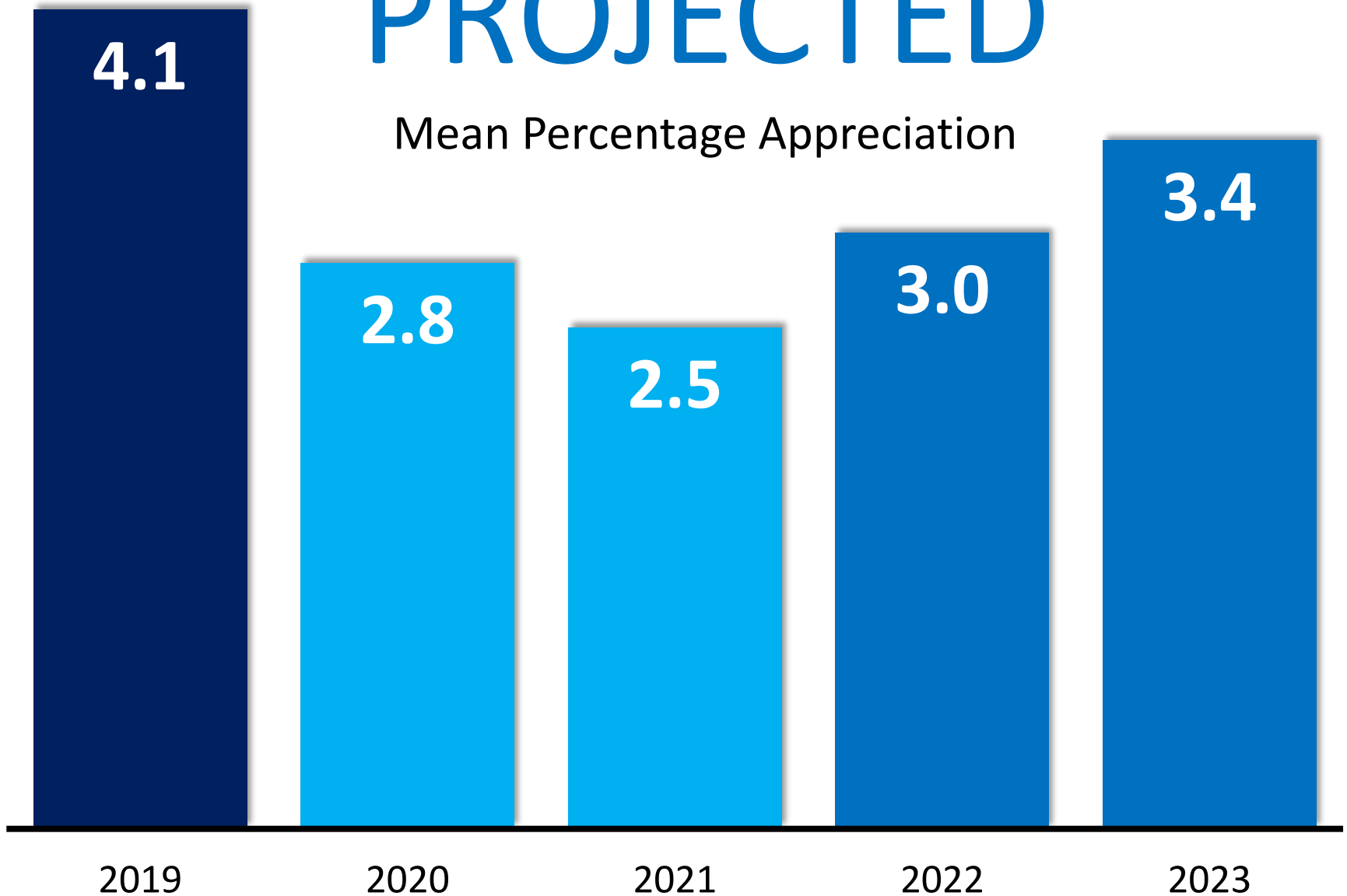


# Cumulative House Appreciation by 2023



# PROJECTED

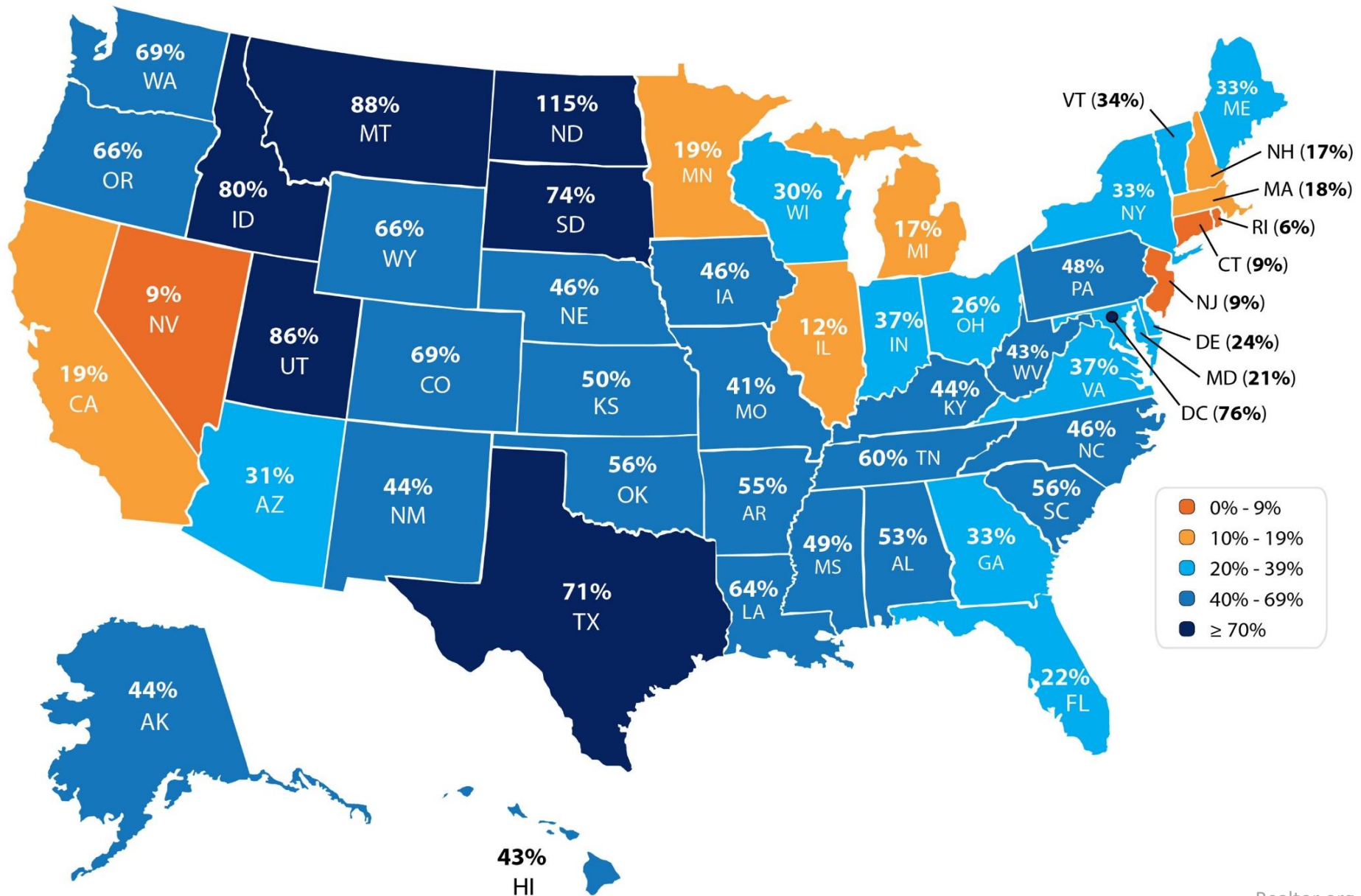
Mean Percentage Appreciation



# Projected Home Price % Appreciation Going Forward

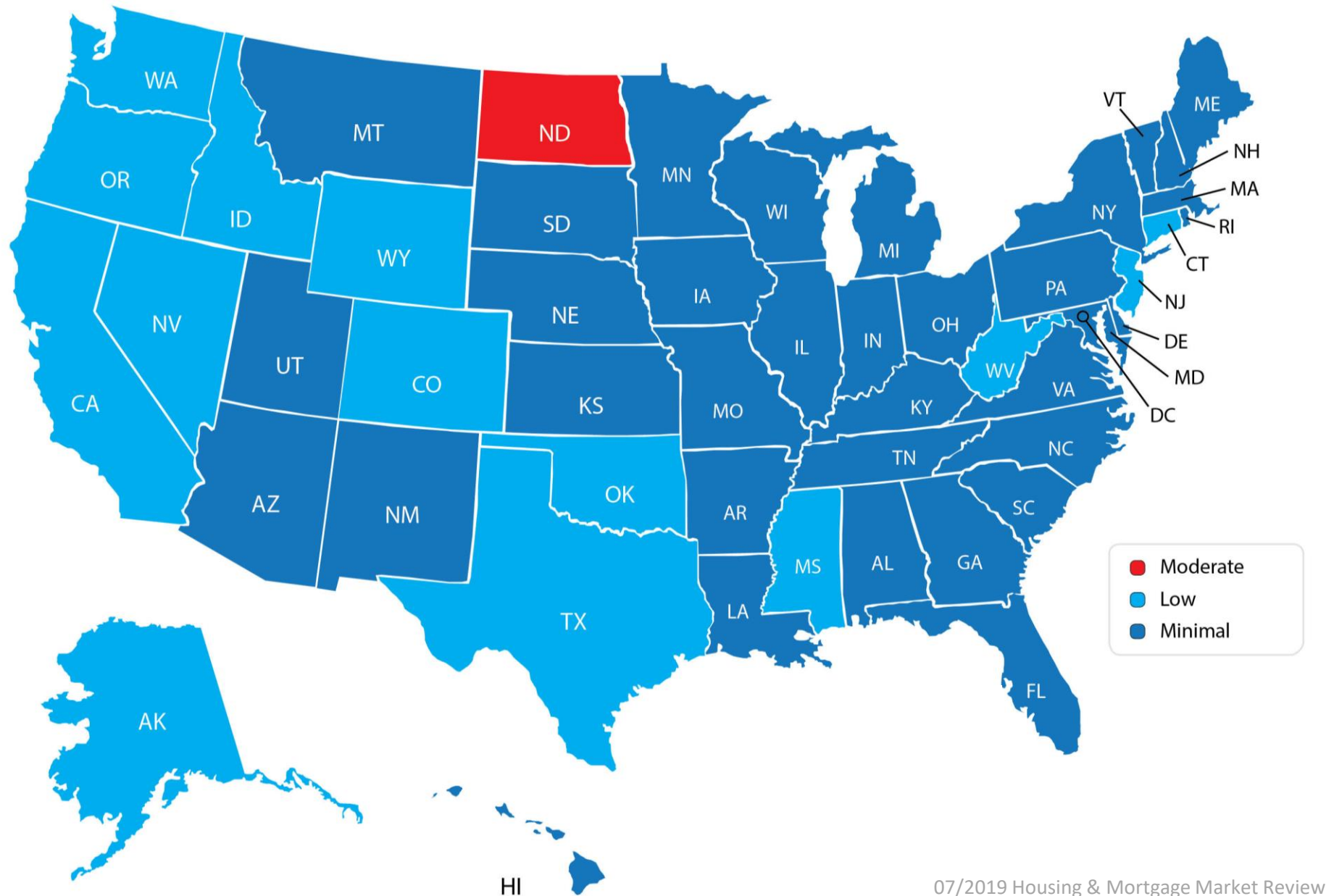
Source	2019	2020	2021	2022
Home Price Expectation Survey	+4.1	+2.8	+2.5	+3.0
Mortgage Bankers Association	+4.7	+3.5	+2.6	N/A
Zelman & Assoc.	+3.5	+3.2	N/A	N/A
Freddie Mac	+3.6	+2.7	N/A	N/A
National Association of Realtors	+2.8	+3.2	N/A	N/A
Fannie Mae	+4.6	+2.9	N/A	N/A

# Increase in Home Values 2005-2018





# The Probability of Home Prices Being Lower in 2 Years

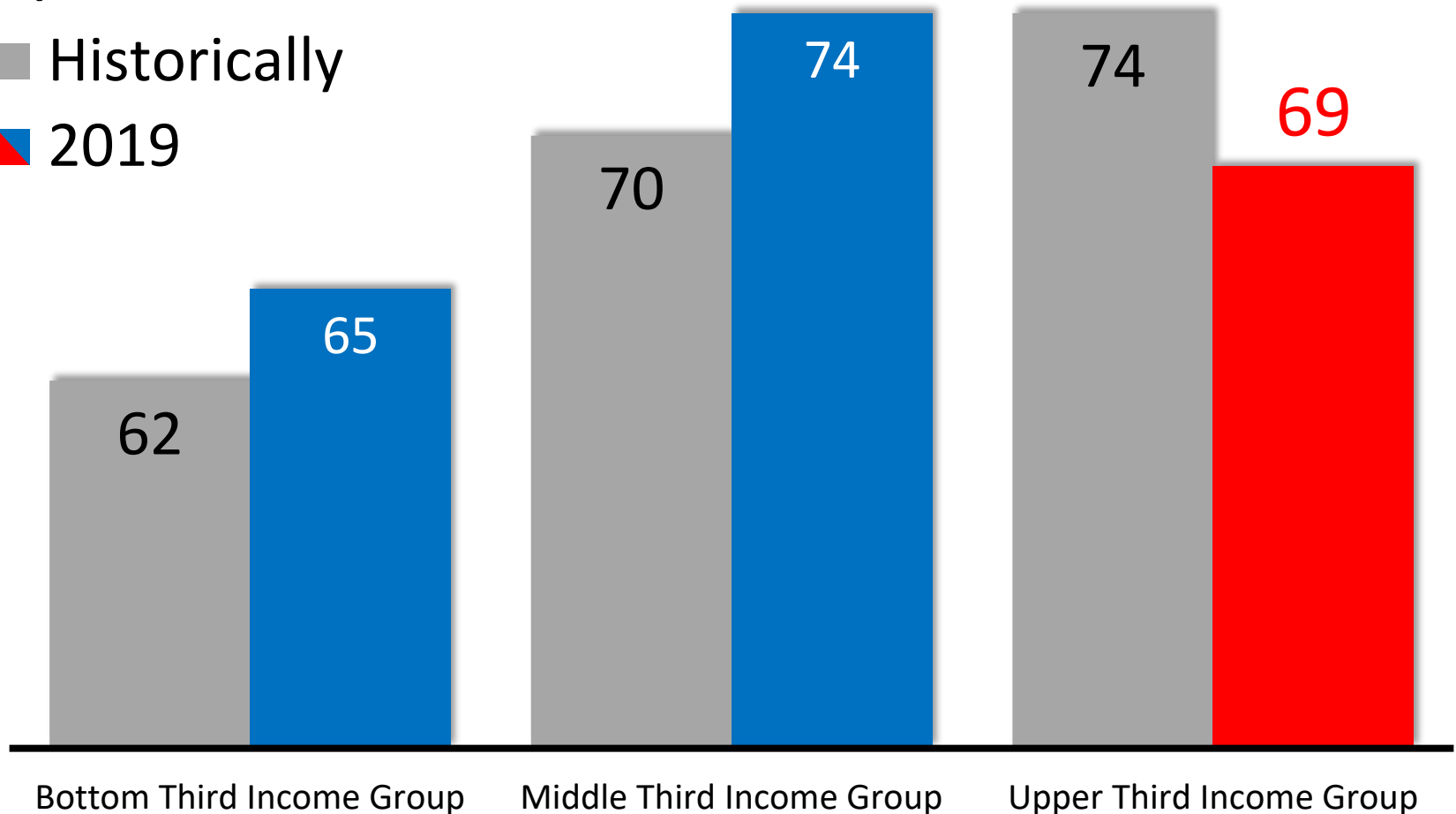


# How Optimistic are Americans regarding FUTURE PRICE APPRECIATION?

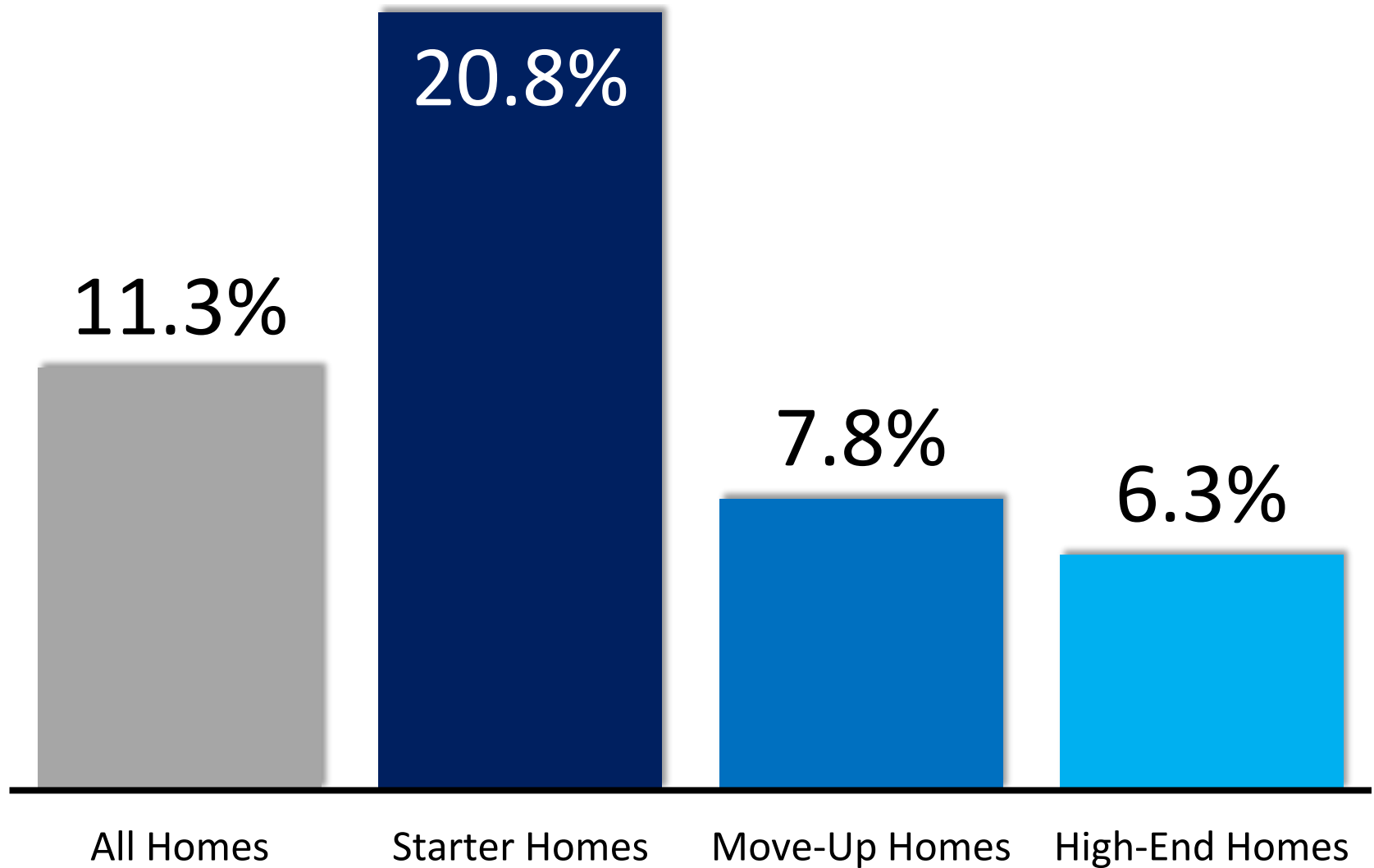
## *Optimism Index*

■ Historically

■ 2019



# Percentage Share of INVESTOR Purchases



“Investor buying activity in the U.S. is at record highs. And our records go back confidently, about 20 years... What’s going on and why? Well, it turns out, it’s not the big institutional guys that are leading the increase in home buying. It’s actually the smaller guys. It’s those that have bought between one and ten properties over this 20 year period, they’re the ones that are really leading the increase in investor home buying.”

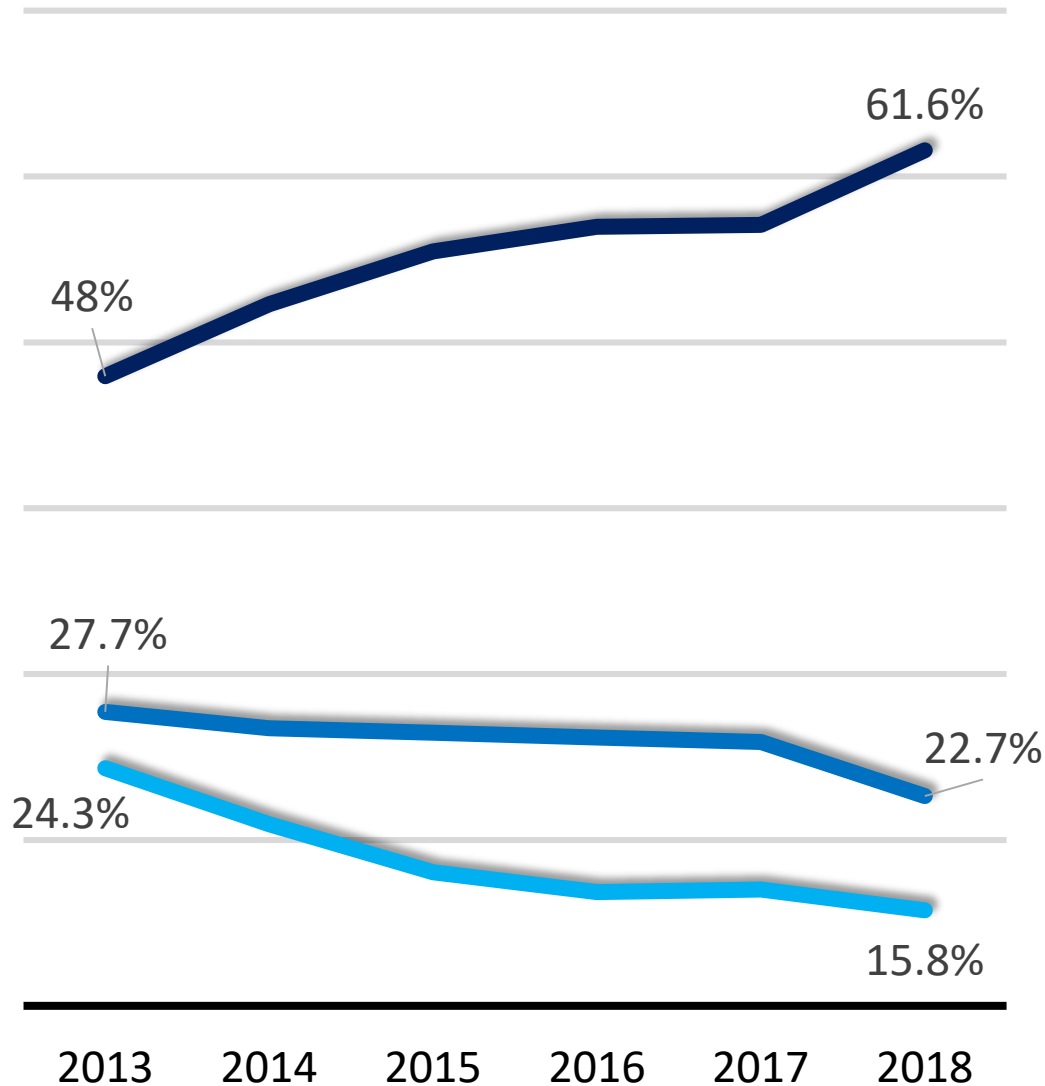
**Ralph McLaughlin**

Deputy Chief Economist at CoreLogic





# Investor Purchases by Type of Investor



# of Purchases  
over last 20 Years

— "Mom & Pop"  
(1-10)

— Professional  
(11-100)

— Institutional  
(>100)

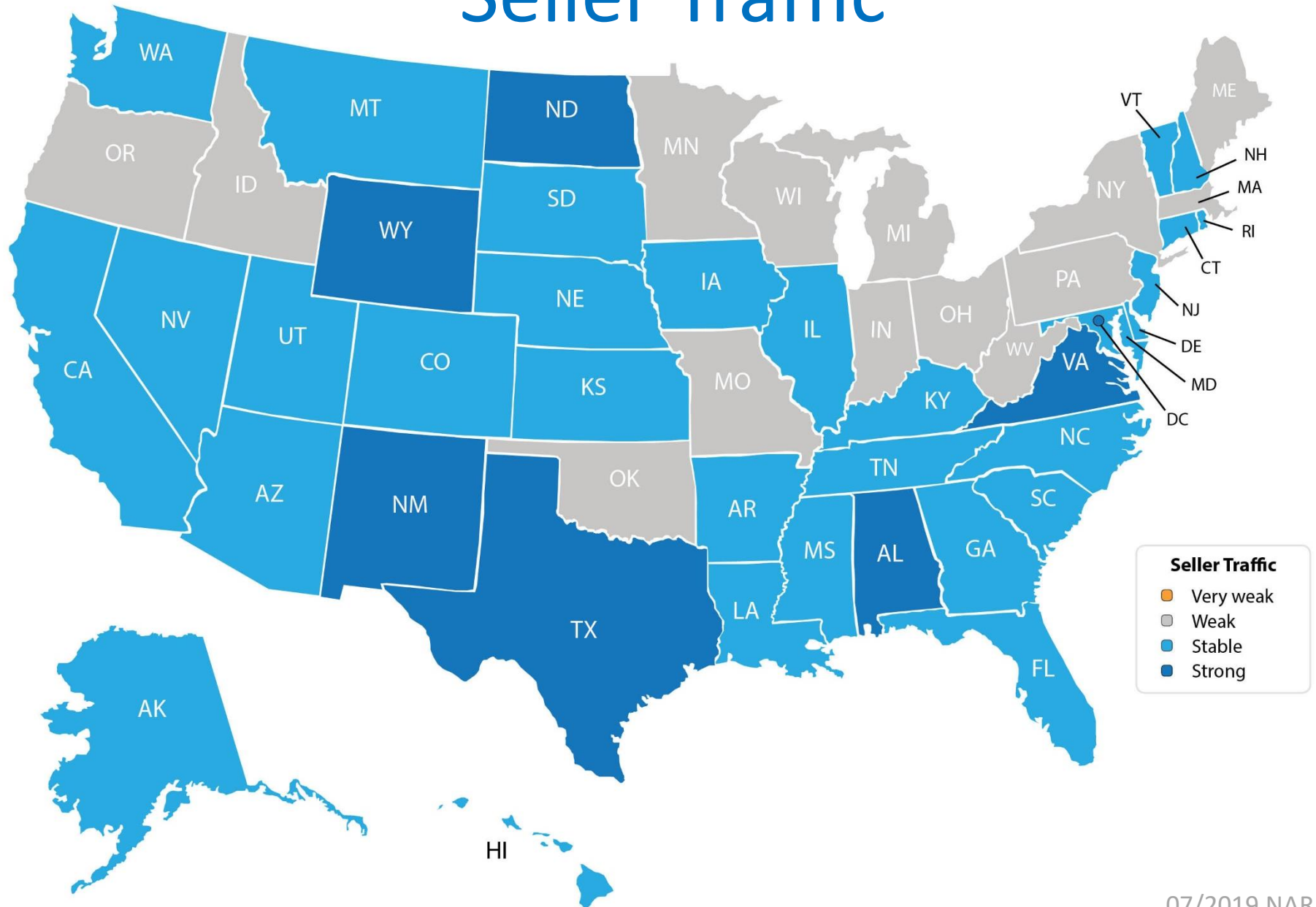
“Title agents & real estate professionals indicate home buyers encouraged by unexpectedly lower mortgage rates in 2019 – a tailwind helping to boost demand and inspire existing homeowners to sell their homes.”

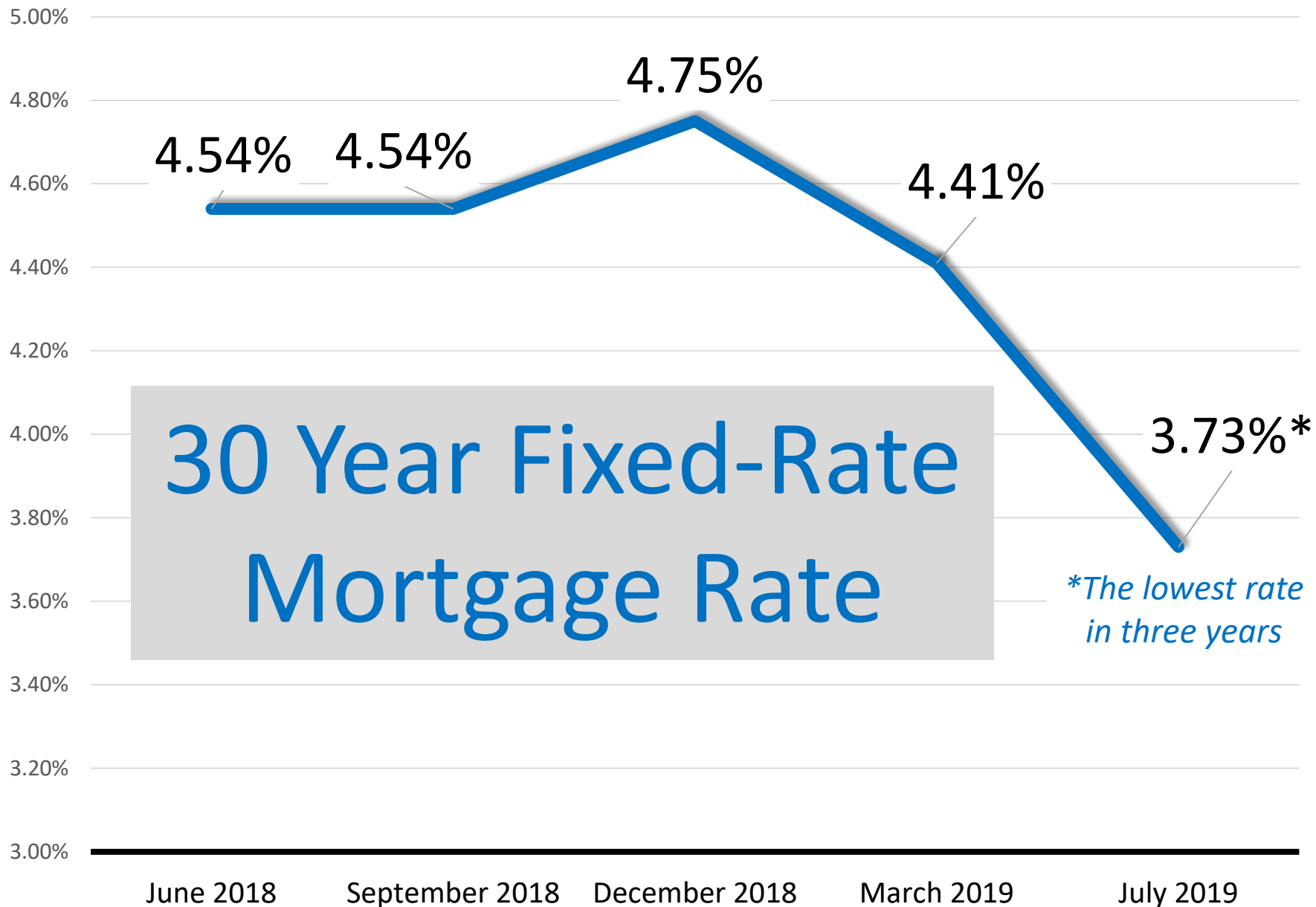
**Mark Fleming**

Chief Economist at First American



# Seller Traffic







# Resources

Slide	Slide Title	Link
3, 4	FHFA % Change in Price	<a href="https://www.fhfa.gov/DataTools/Tools/Pages/House-Price-Index-(HPI).aspx">https://www.fhfa.gov/DataTools/Tools/Pages/House-Price-Index-(HPI).aspx</a>
5	Case Shiller Y-O-Y Price Changes 20 City Composite	<a href="http://us.spindices.com/indices/real-estate/sp-case-shiller-20-city-composite-home-price-index">http://us.spindices.com/indices/real-estate/sp-case-shiller-20-city-composite-home-price-index</a>
6-8	CoreLogic % Change in Price	<a href="https://www.corelogic.com/insights-download/home-price-index.aspx">https://www.corelogic.com/insights-download/home-price-index.aspx</a>
9-11	Home Price Expectation Survey	<a href="https://pulsenomics.com/surveys/#home-price-expectations">https://pulsenomics.com/surveys/#home-price-expectations</a>
12	Projected Home Price % Appreciation Going Forward	<a href="http://www.freddiemac.com">www.freddiemac.com</a> ; <a href="http://www.fanniemae.com">www.fanniemae.com</a> ; <a href="http://www.nar.realtor/">www.nar.realtor/</a> , <a href="http://www.pulsenomics.com">www.pulsenomics.com</a> ; <a href="http://www.mba.org">www.mba.org</a> ; <a href="http://www.zelmanassociates.com">www.zelmanassociates.com</a> (subscription required); <a href="http://www.wsj.com">www.wsj.com</a> (subscription required)
13	Increase in Home Values 2005-2018	<a href="https://www.nar.realtor/economists-outlook/property-values-by-state-from-2005-2018">https://www.nar.realtor/economists-outlook/property-values-by-state-from-2005-2018</a>
14	The Probability of Home Prices Being Lower in 2 Years	<a href="https://mi.archcapgroup.com/hammr">https://mi.archcapgroup.com/hammr</a>
15, 26	Future Price Appreciation	<a href="http://www.zelmanassociates.com">www.zelmanassociates.com</a> (subscription required)
16, 18	% Share of Investors, Type of Investor	<a href="https://www.corelogic.com/blog/2019/06/special-report-investor-home-buying.aspx">https://www.corelogic.com/blog/2019/06/special-report-investor-home-buying.aspx</a>
17	Ralph McLaughlin Quote	At NAREE Conference
19	Mark Fleming Quote	<a href="https://blog.firstam.com/economics/the-unexpected-surprise-boosting-demand-and-supply-in-2019">https://blog.firstam.com/economics/the-unexpected-surprise-boosting-demand-and-supply-in-2019</a>
20	Seller Traffic	<a href="https://www.nar.realtor/reports/realtors-confidence-index">https://www.nar.realtor/reports/realtors-confidence-index</a>
21	30 Year Fixed Mortgage Rate	<a href="http://www.freddiemac.com">www.freddiemac.com</a>
23	Danielle Hale Quote	<a href="https://news.move.com/2019-06-06-Homes-Becoming-More-Affordable-Despite-Rising-Prices">https://news.move.com/2019-06-06-Homes-Becoming-More-Affordable-Despite-Rising-Prices</a>
24	Ralph McLaughlin Quote	<a href="https://themortgagereports.com/50482/home-price-growth-is-slowing-but-maybe-not-for-long">https://themortgagereports.com/50482/home-price-growth-is-slowing-but-maybe-not-for-long</a>
25	Sam Khater Quote	<a href="https://freddiemac.gcs-web.com/node/17016/pdf">https://freddiemac.gcs-web.com/node/17016/pdf</a>

“Lower mortgage rates, higher wages and more homes for sale have helped counteract rising home prices, and ultimately, made it so that buyers are able to afford more than last year.”

Danielle Hale

realtor.com's Chief Economist



“With mortgage rates flat and inventory picking up, we expect more buyers to take advantage of easing housing market headwinds.”

Ralph McLaughlin

Deputy Chief Economist at CoreLogic



“The drop in mortgage rates over the last two months is already being felt in the housing market...In the near-term, we expect the housing market to continue to improve from both a sales and price perspective.”

Sam Khater

Chief Economist at Freddie Mac



“Key metrics tracking existing home sales demand have been on an upward trajectory so far in 2019...This portends positively for our forecast for existing home closings to increase 1% in 2019, despite a 3% decline through the first five months of the year. Our outlook implies 4% growth for the remaining months of the year, predicated on...more supply than last year, the decline in mortgage rates, moderating home price appreciation and improving affordability.”

‘Z’ Report





UPDATE

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1

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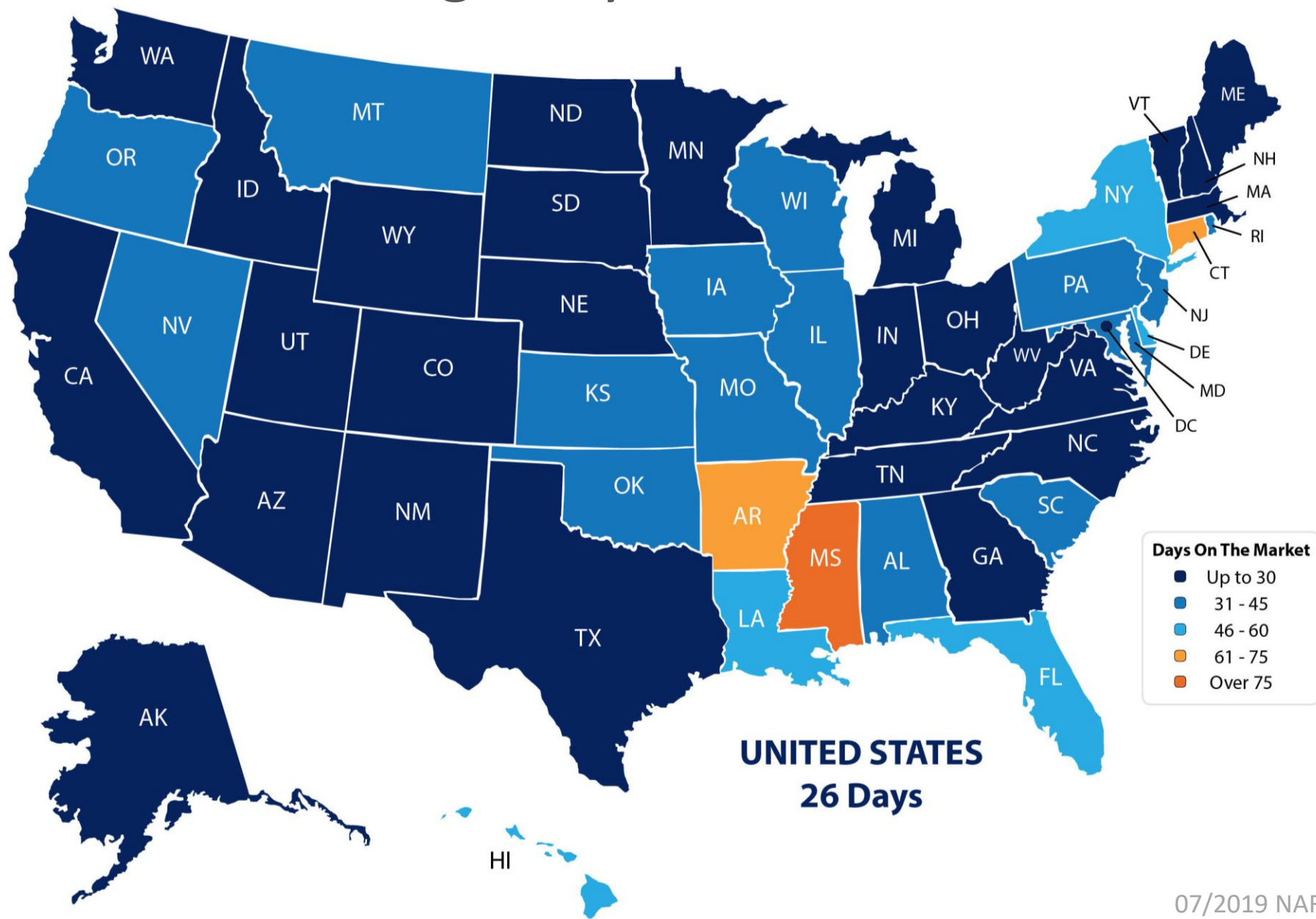
4

# Resources

Slide	Slide Title	Link
30, 51, 64	Days on the Market, Seller Traffic, Buyer Traffic	<a href="https://www.nar.realtor/reports/realtors-confidence-index">https://www.nar.realtor/reports/realtors-confidence-index</a>
33 -38, 41, 58, 59	Home Sales (Existing, Pending, New, Total, Distressed Property, Inventory, Supply)	<a href="http://www.census.gov/construction/nrs/pdf/newressales.pdf">http://www.census.gov/construction/nrs/pdf/newressales.pdf</a> <a href="http://www.census.gov/newhomesales">http://www.census.gov/newhomesales</a> <a href="http://www.census.gov/construction/nrs/pdf/newressales.pdf">http://www.census.gov/construction/nrs/pdf/newressales.pdf</a>
31 -33, 44, 52, 53 - 57	Existing Home Sales, YOY Sales, % Change in Sales, Inventory, YOY Inventory, Supply	<a href="https://www.nar.realtor/topics/existing-home-sales">https://www.nar.realtor/topics/existing-home-sales</a>
39, 40	Pending Home Sales, YOY Sales,	<a href="https://www.nar.realtor/research-and-statistics/housing-statistics/pending-home-sales">https://www.nar.realtor/research-and-statistics/housing-statistics/pending-home-sales</a>
43, 44	Existing Home Prices, % Change by Price Range	<a href="https://www.nar.realtor/topics/existing-home-sales">https://www.nar.realtor/topics/existing-home-sales</a>
45 - 47	Case Shiller Home Price Index	<a href="http://us.spindices.com/indices/real-estate/sp-case-shiller-20-city-composite-home-price-index">http://us.spindices.com/indices/real-estate/sp-case-shiller-20-city-composite-home-price-index</a>
48	CoreLogic Home Price Insights	<a href="http://www.corelogic.com/about-us/researchtrends/corelogic-home-price-insights.aspx">http://www.corelogic.com/about-us/researchtrends/corelogic-home-price-insights.aspx</a>
49	Appraiser Home Value Opinions	<a href="https://www.quickenloans.com/press-room/2019/05/14/average-appraisal-values-make-largest-monthly-jump-in-more-than-four-years-according-to-quicken-loans-study/">https://www.quickenloans.com/press-room/2019/05/14/average-appraisal-values-make-largest-monthly-jump-in-more-than-four-years-according-to-quicken-loans-study/</a>
61-63	Foot Traffic	<a href="http://nar.realtor/infographics/foot-traffic">http://nar.realtor/infographics/foot-traffic</a>
66, 67, 69	Mortgage Rates	<a href="http://www.freddiemac.com/pmms">http://www.freddiemac.com/pmms</a> <a href="http://www.freddiemac.com/research/forecast/20190515_steady_growth.page">http://www.freddiemac.com/research/forecast/20190515_steady_growth.page</a> <a href="https://www.nar.realtor/sites/default/files/documents/forecast-05-2019-us-economic-outlook-04-30-2019.pdf">https://www.nar.realtor/sites/default/files/documents/forecast-05-2019-us-economic-outlook-04-30-2019.pdf</a>
72, 73	Mortgage Credit Availability Index	<a href="https://www.mba.org/news-research-and-resources/newsroom">https://www.mba.org/news-research-and-resources/newsroom</a>
74-78	FICO Scores, Days to Close, Average DTI	<a href="http://www.elliemae.com/resources/origination-insight-reports">http://www.elliemae.com/resources/origination-insight-reports</a>

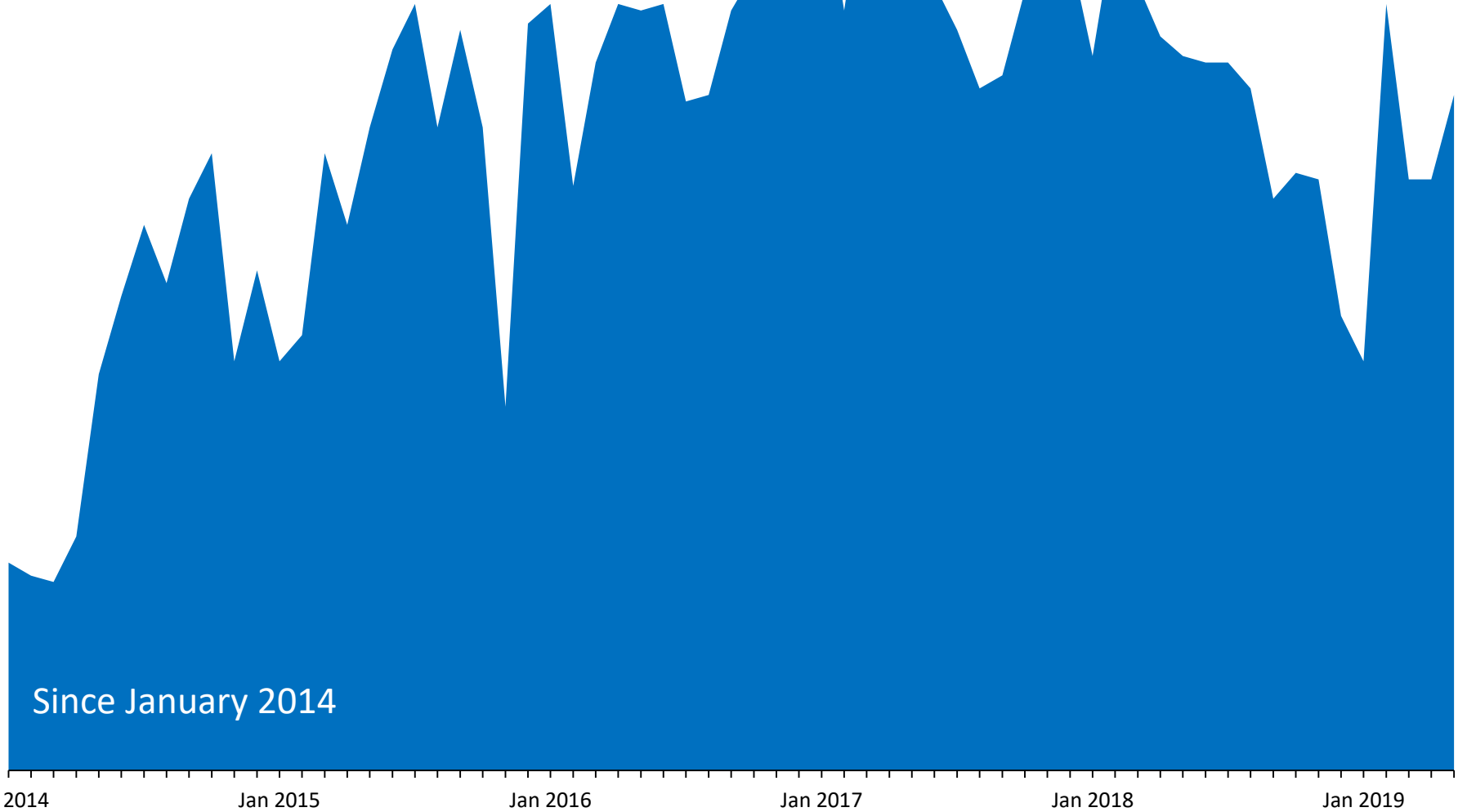


# Average Days on the Market

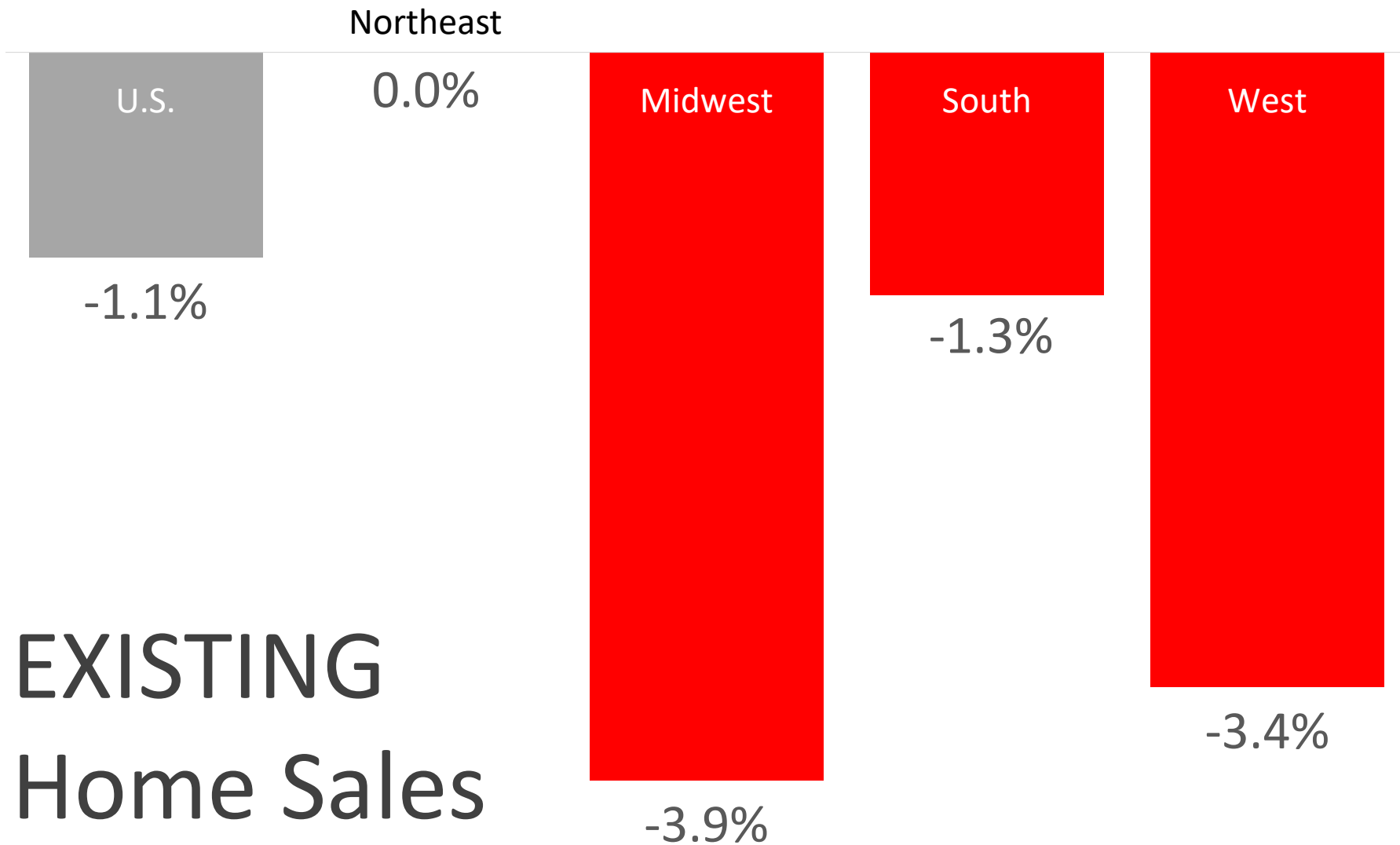


# EXISTING

## Home Sales







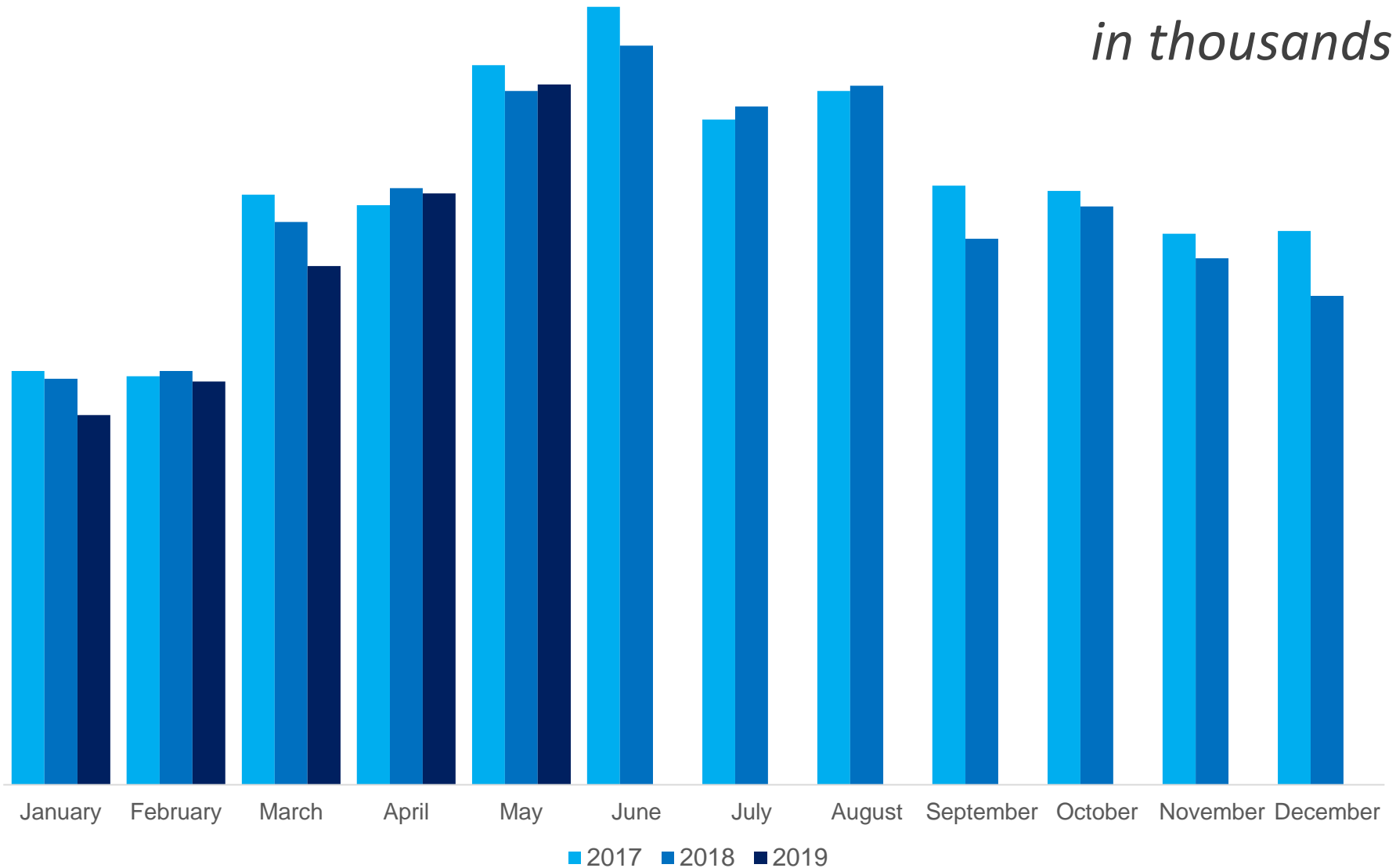
# EXISTING Home Sales

Y-O-Y by Region

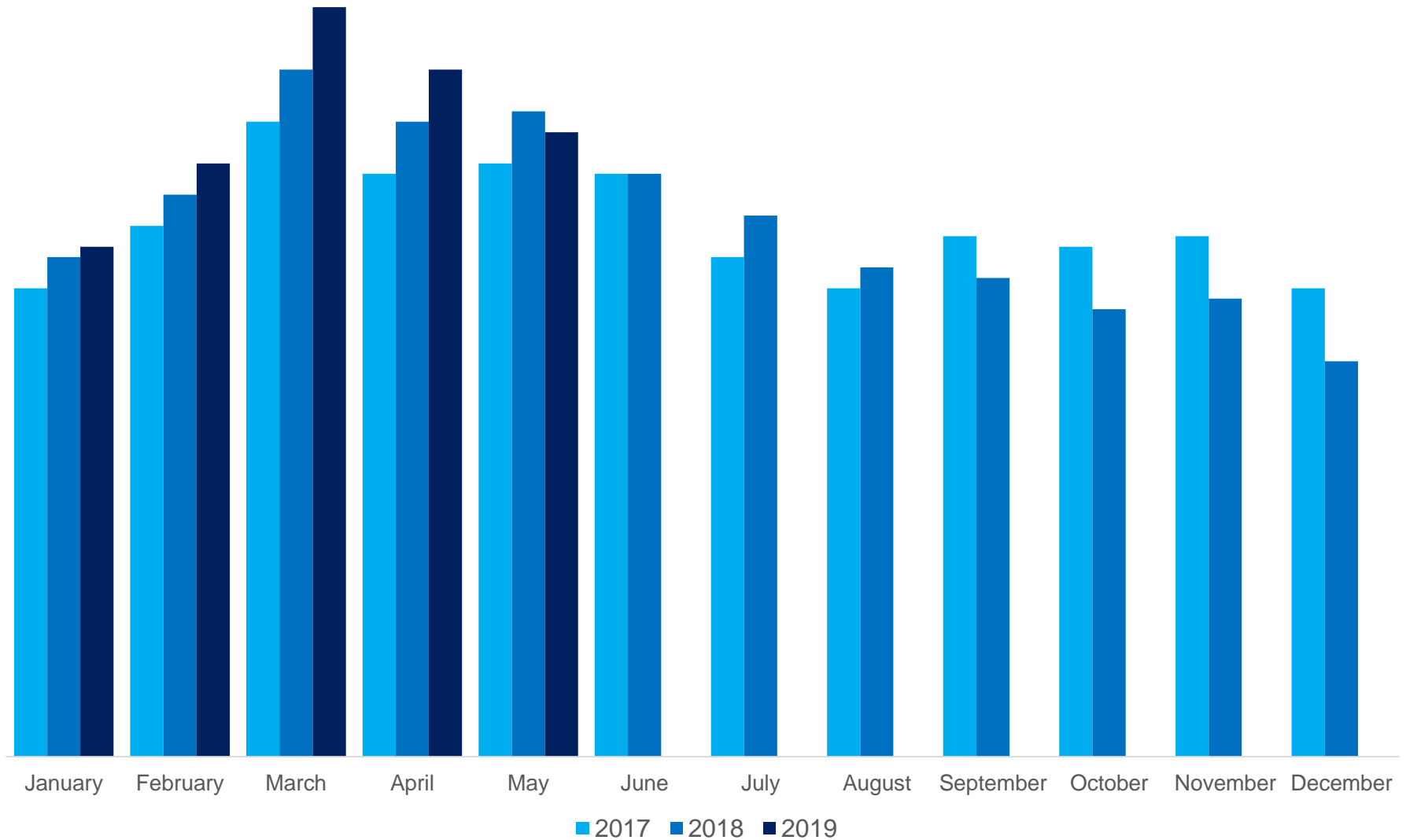


# Existing Home Sales

*in thousands*

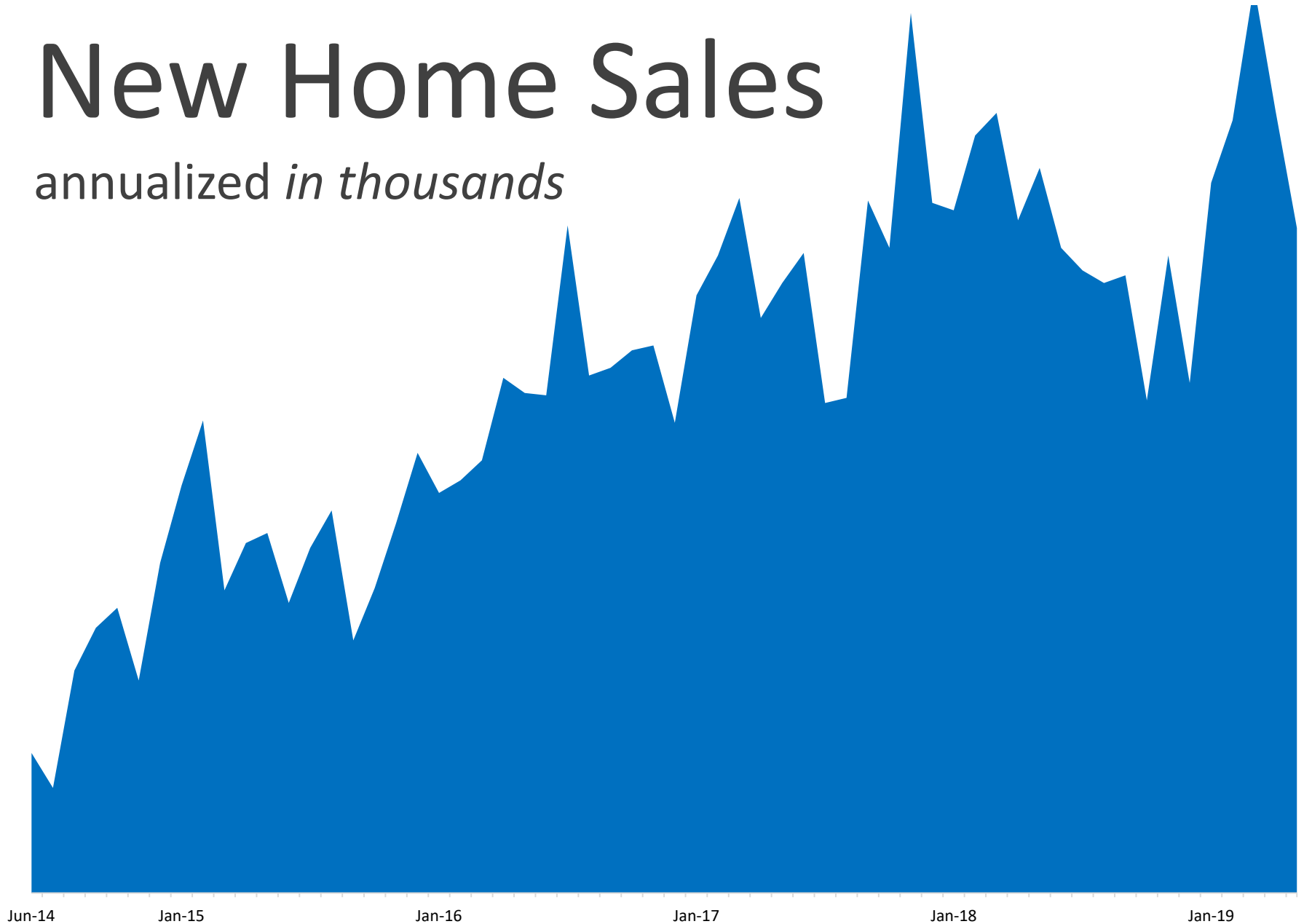


# New Home Sales *in thousands*



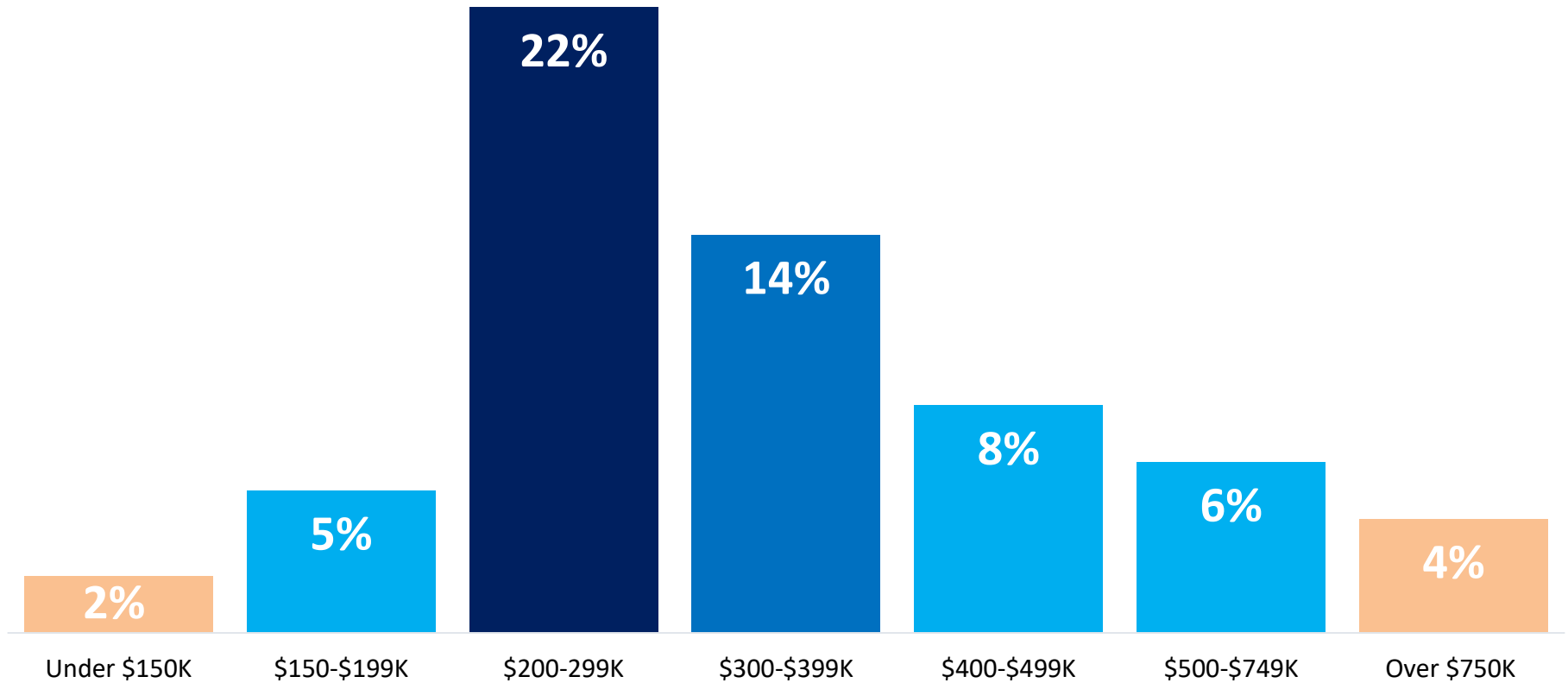
# New Home Sales

annualized *in thousands*



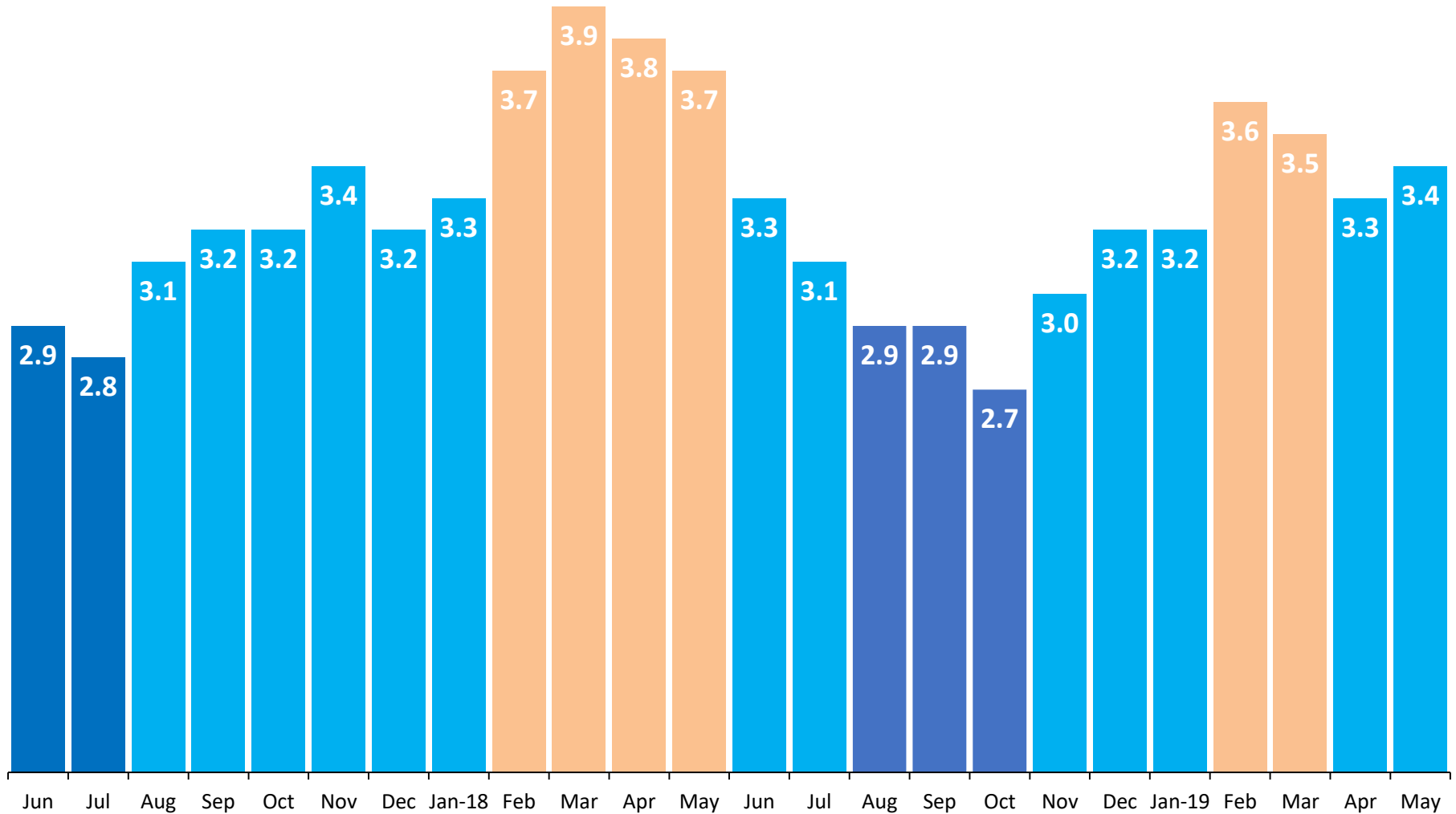
# New Home Sales

*% of sales by price range*

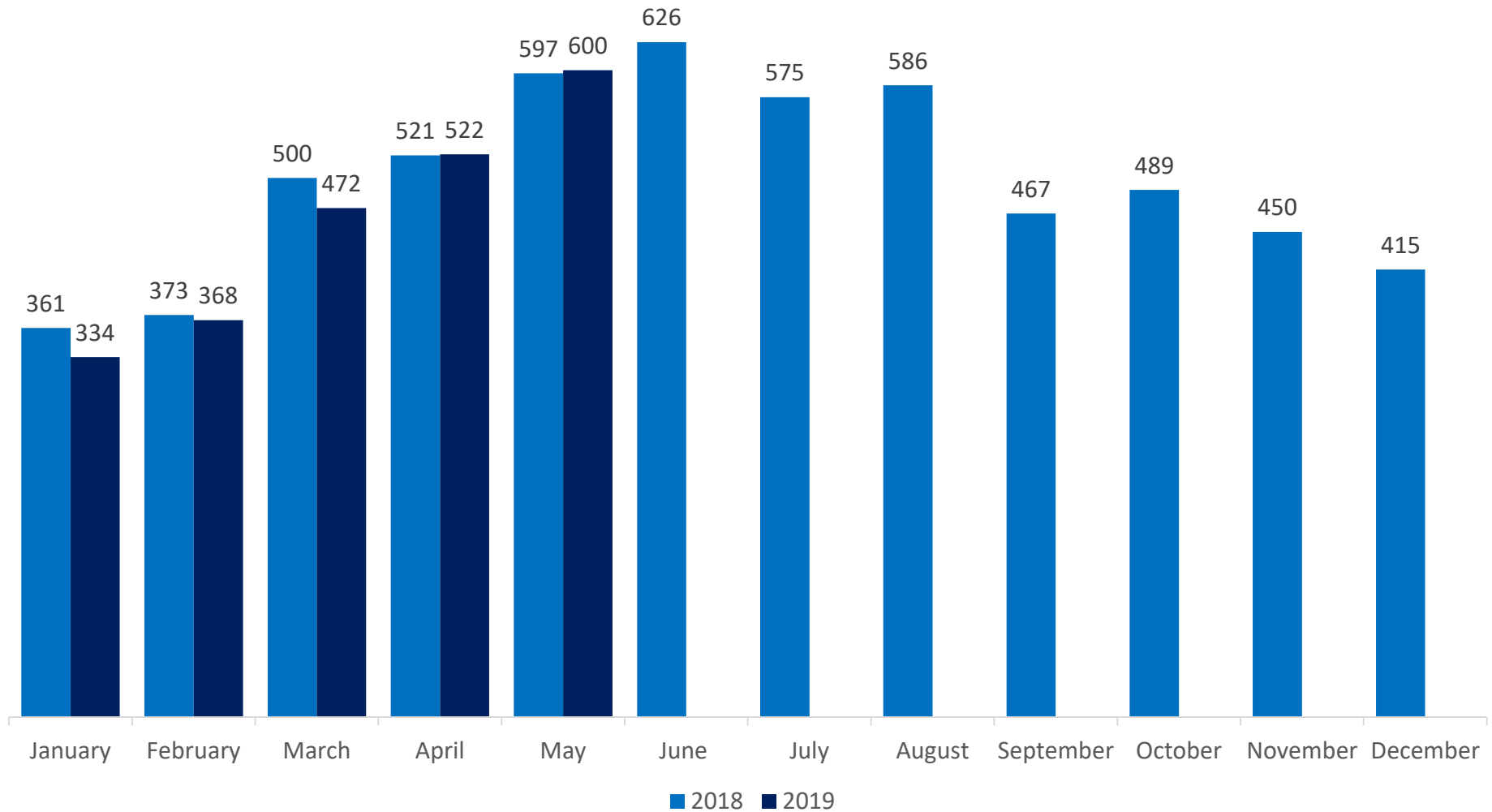


# New Homes Selling Fast

*(median months from completion to sold)*



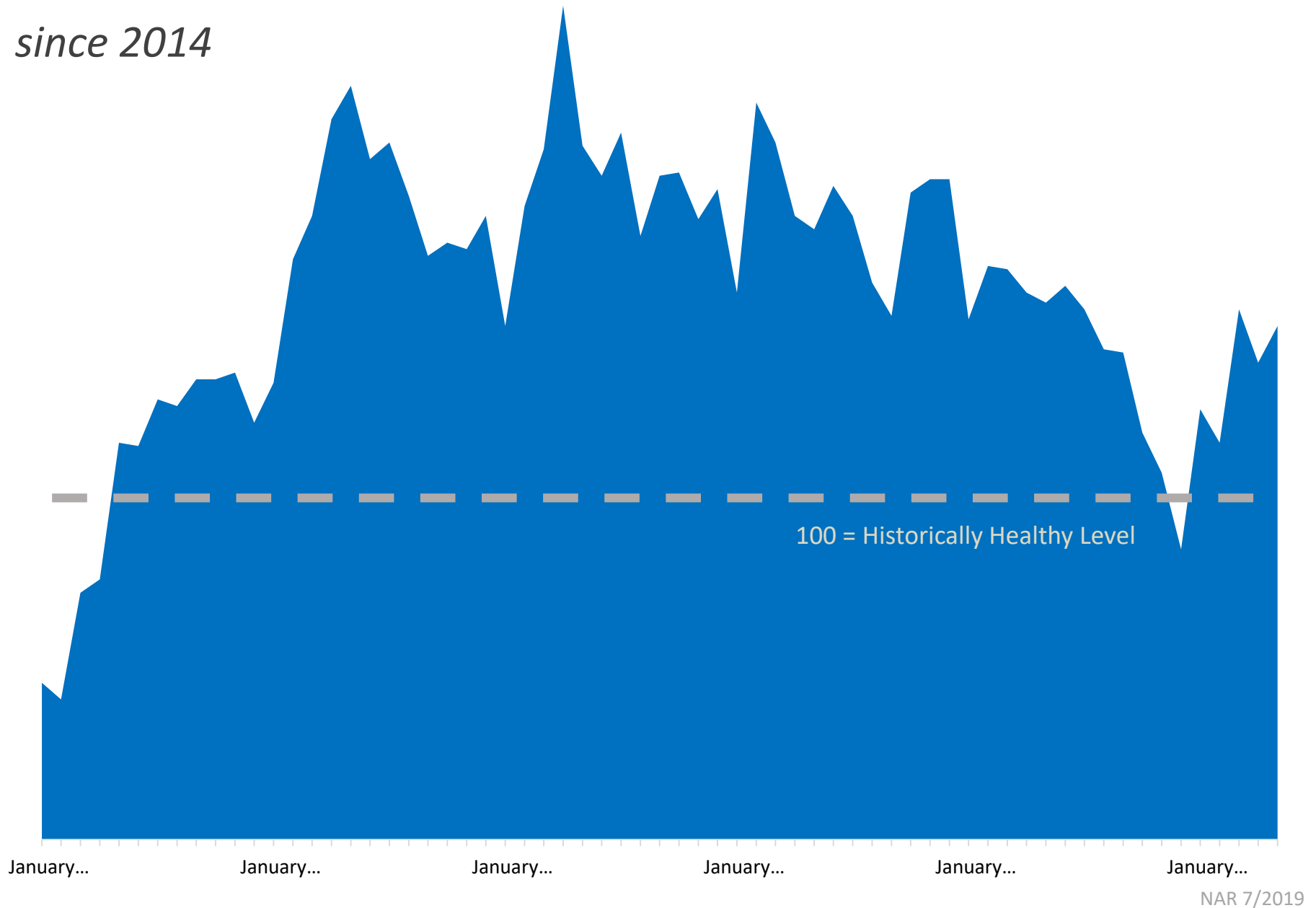
# Total Home Sales *in thousands*





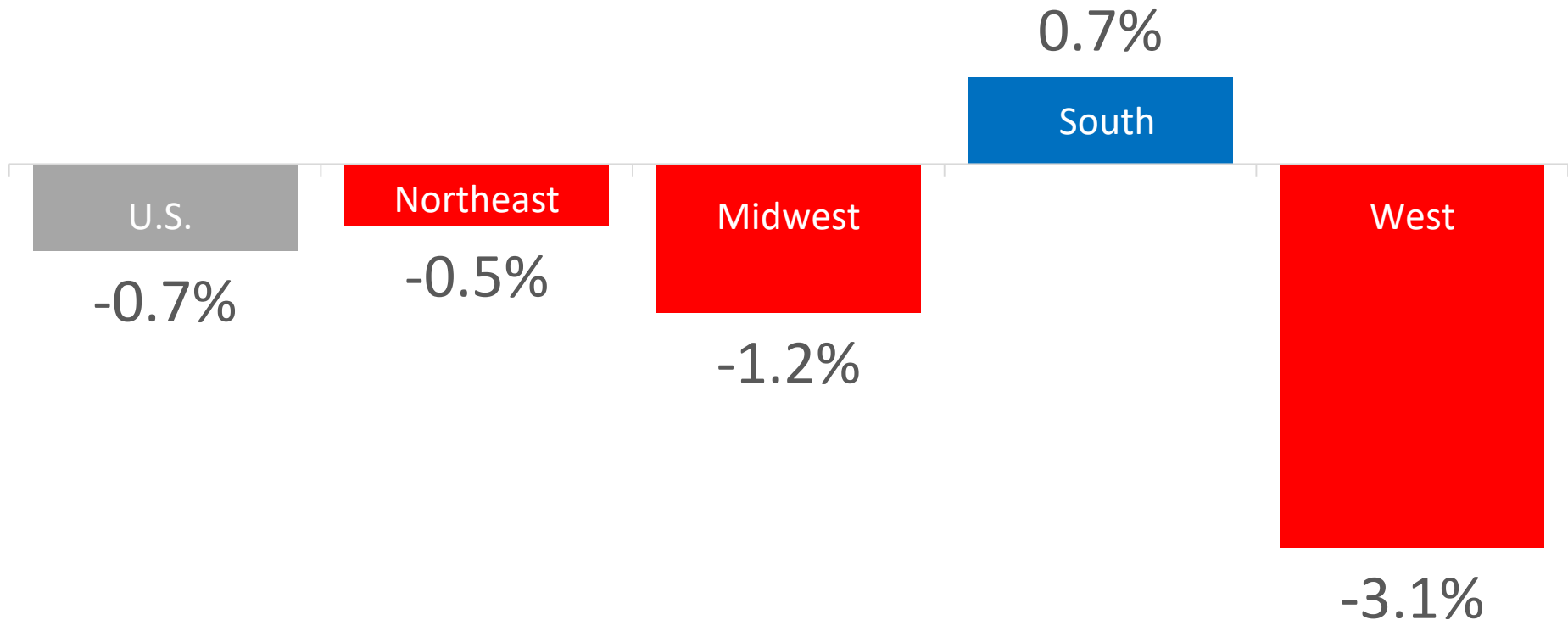
# PENDING Home Sales

*since 2014*



# Pending Home Sales

*Year-Over-Year By Region*



35%

# Percentage of Distressed Property Sales

January 2012 - Today

4%

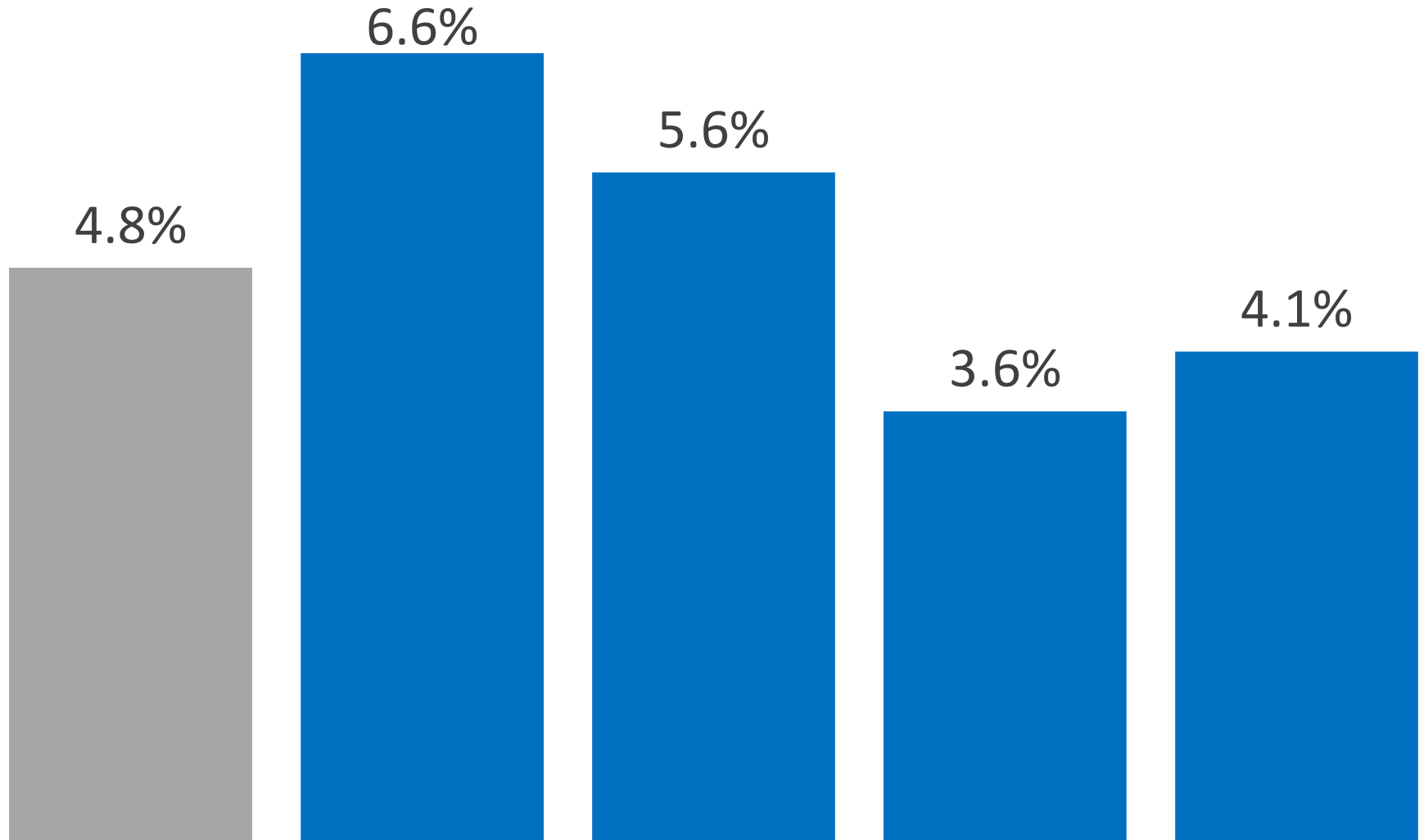
2%

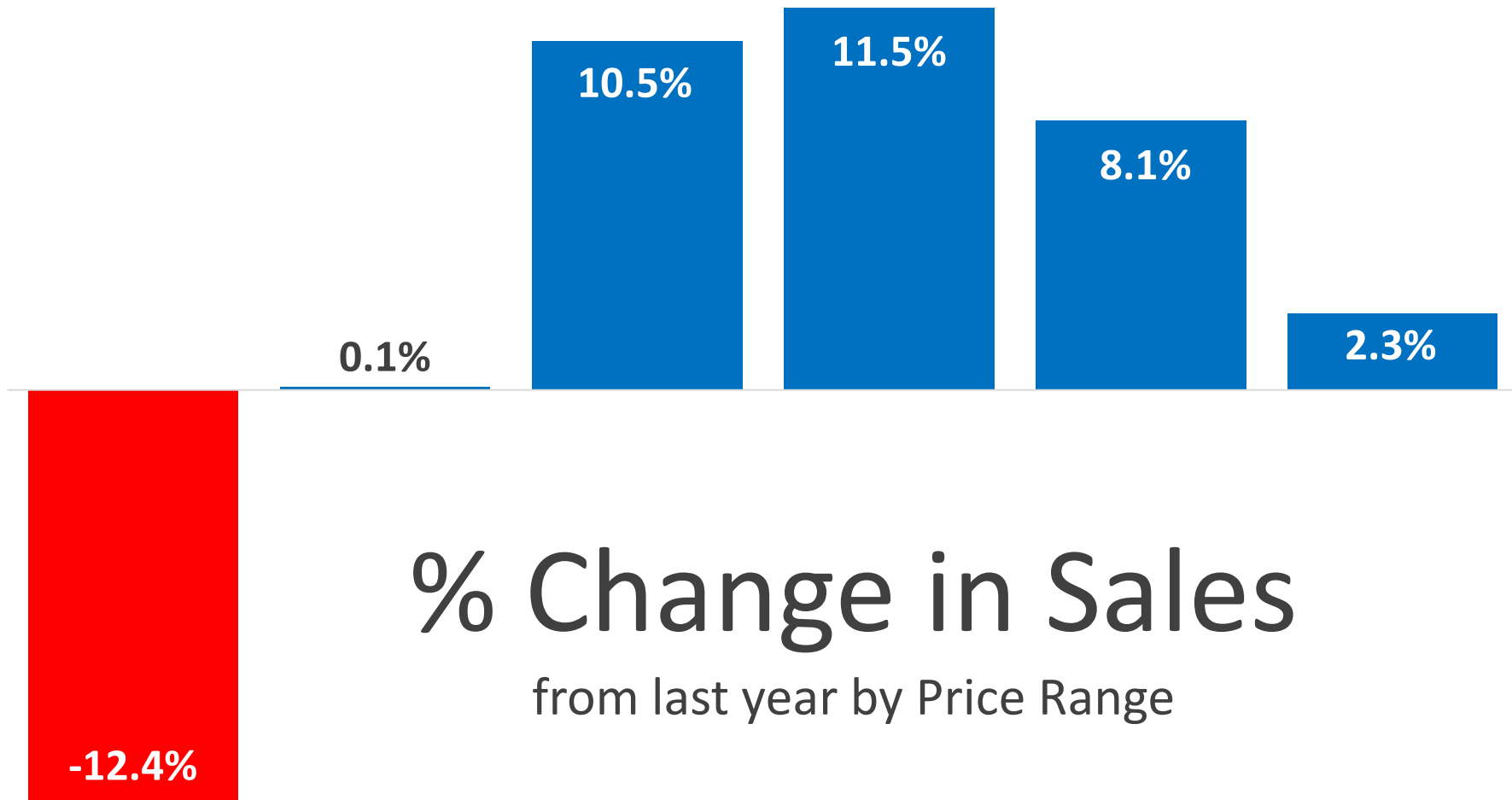
A black and white image of a US dollar bill, specifically the portrait of George Washington, which is composed of interlocking puzzle pieces. Two red puzzle pieces are missing from the left side of the bill, one near the top and one near the bottom. The background is black.

# Home Prices

# EXISTING Home Prices

Y-O-Y by Region





■ %

\$0-100K

-12.4%

\$100-250K

0.1%

\$250-500K

10.5%

\$500-750K

11.5%

\$750K-1M

8.1%

\$1M+

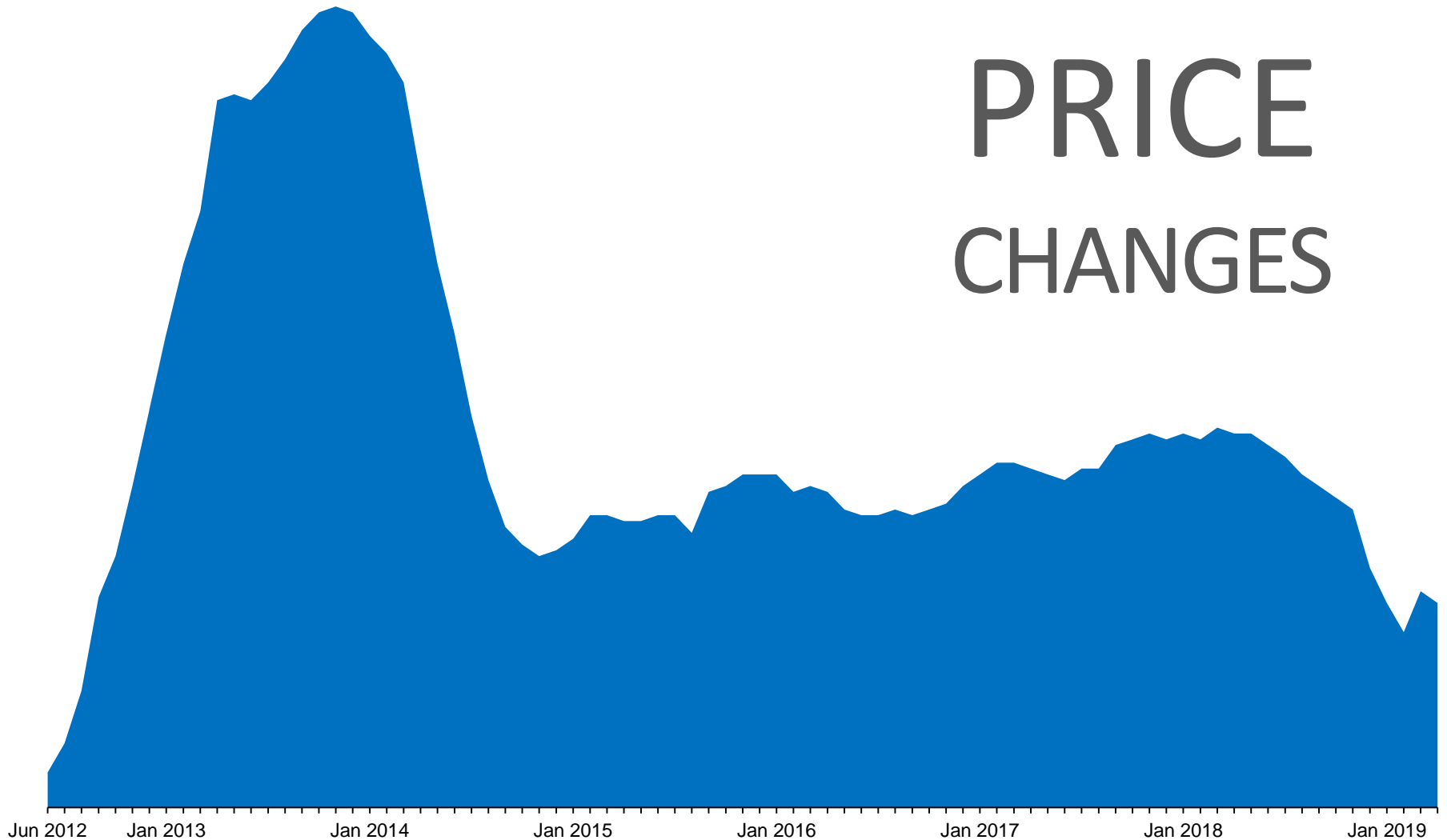
2.3%



# Case Shiller

Year-Over-Year

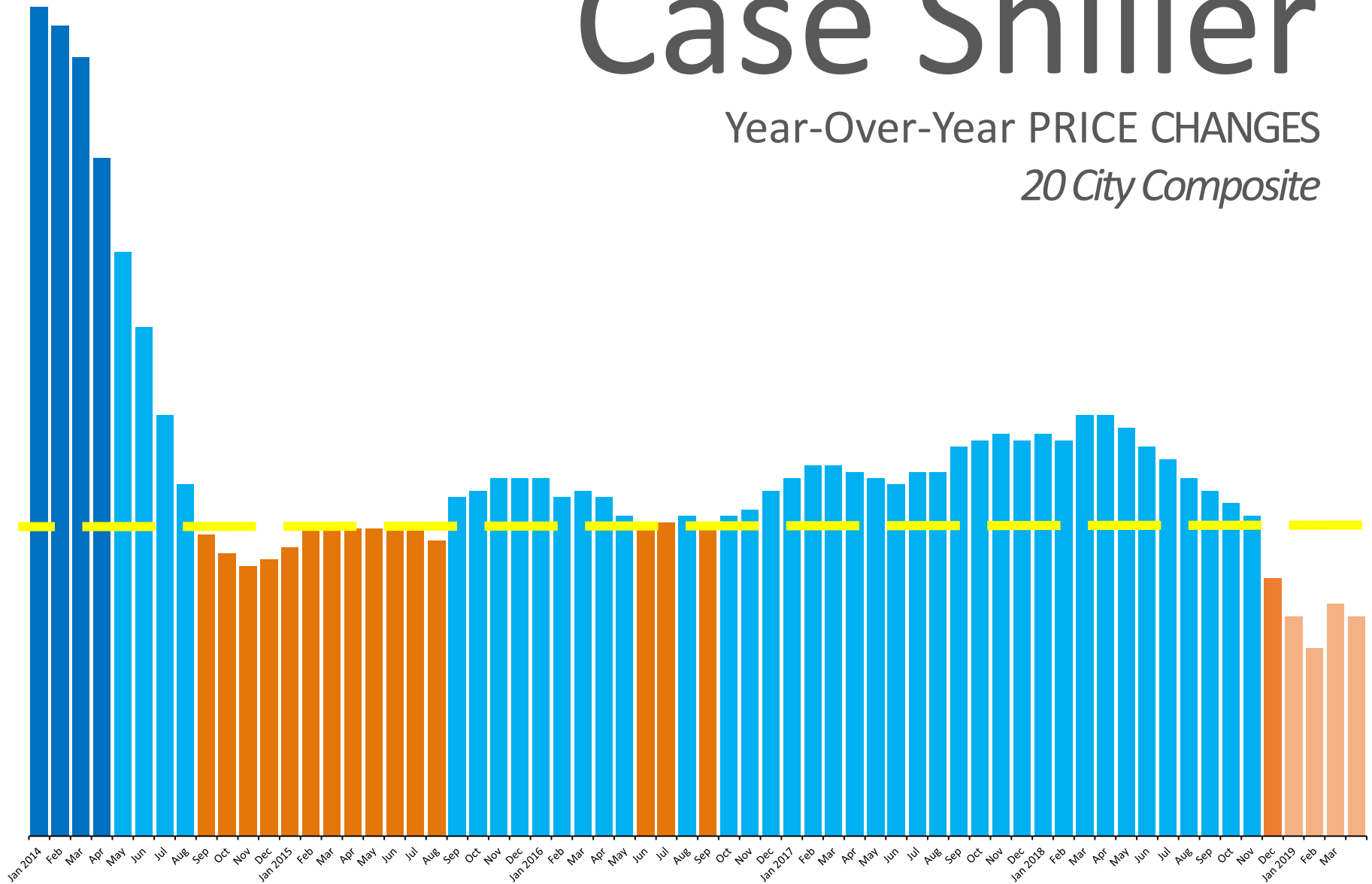
PRICE  
CHANGES



# Case Shiller

Year-Over-Year PRICE CHANGES

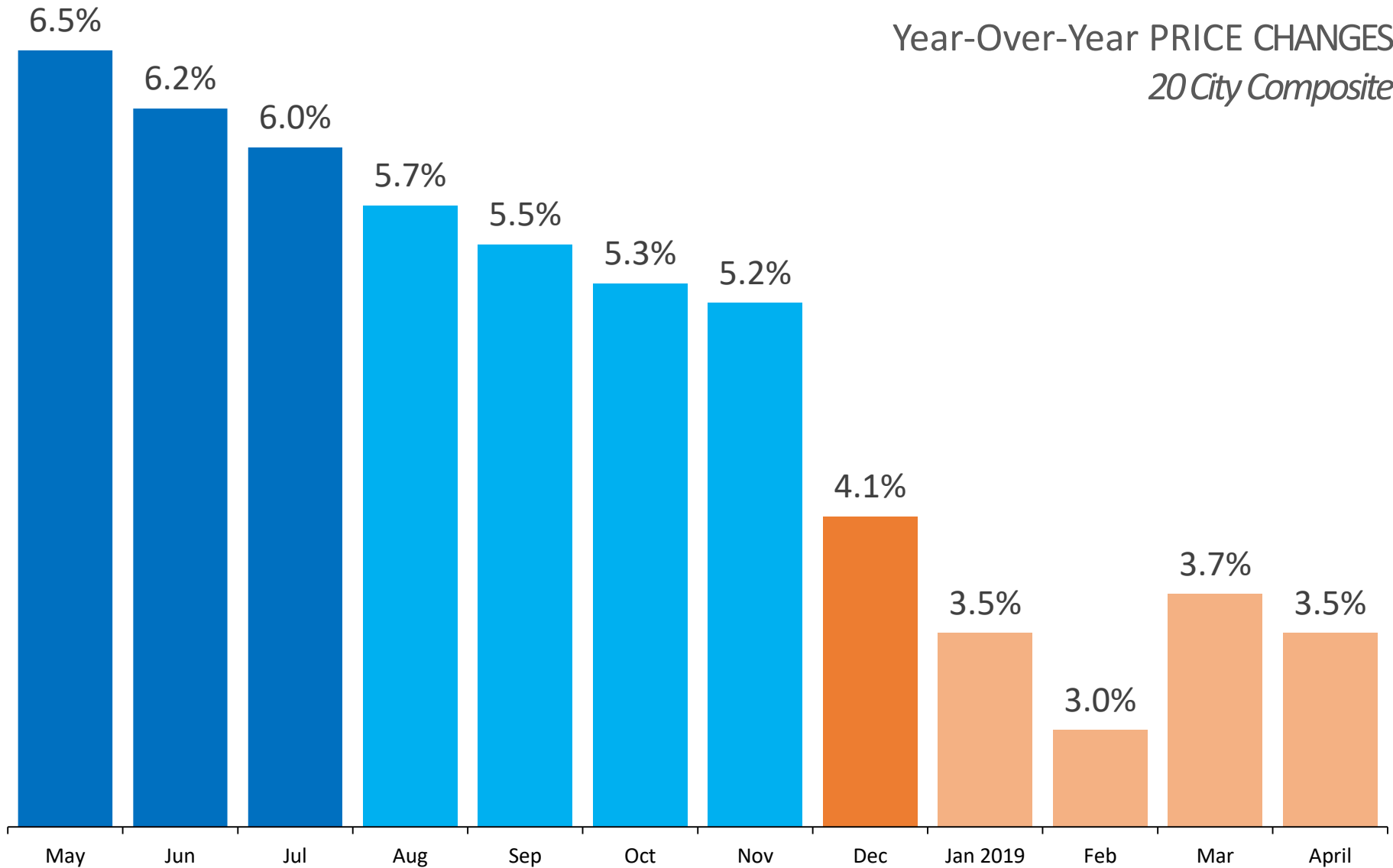
*20 City Composite*



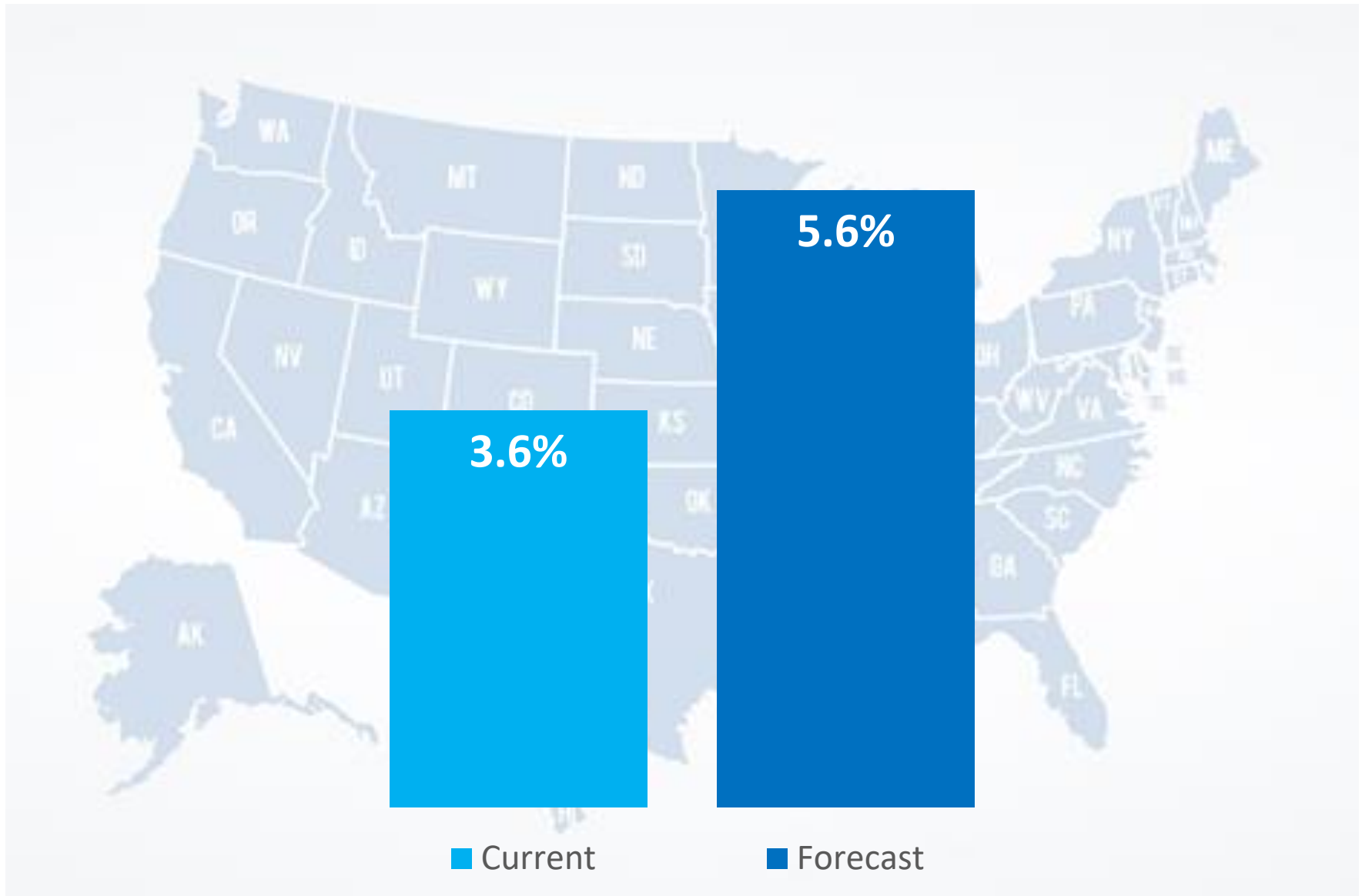
# Case Shiller

Year-Over-Year PRICE CHANGES

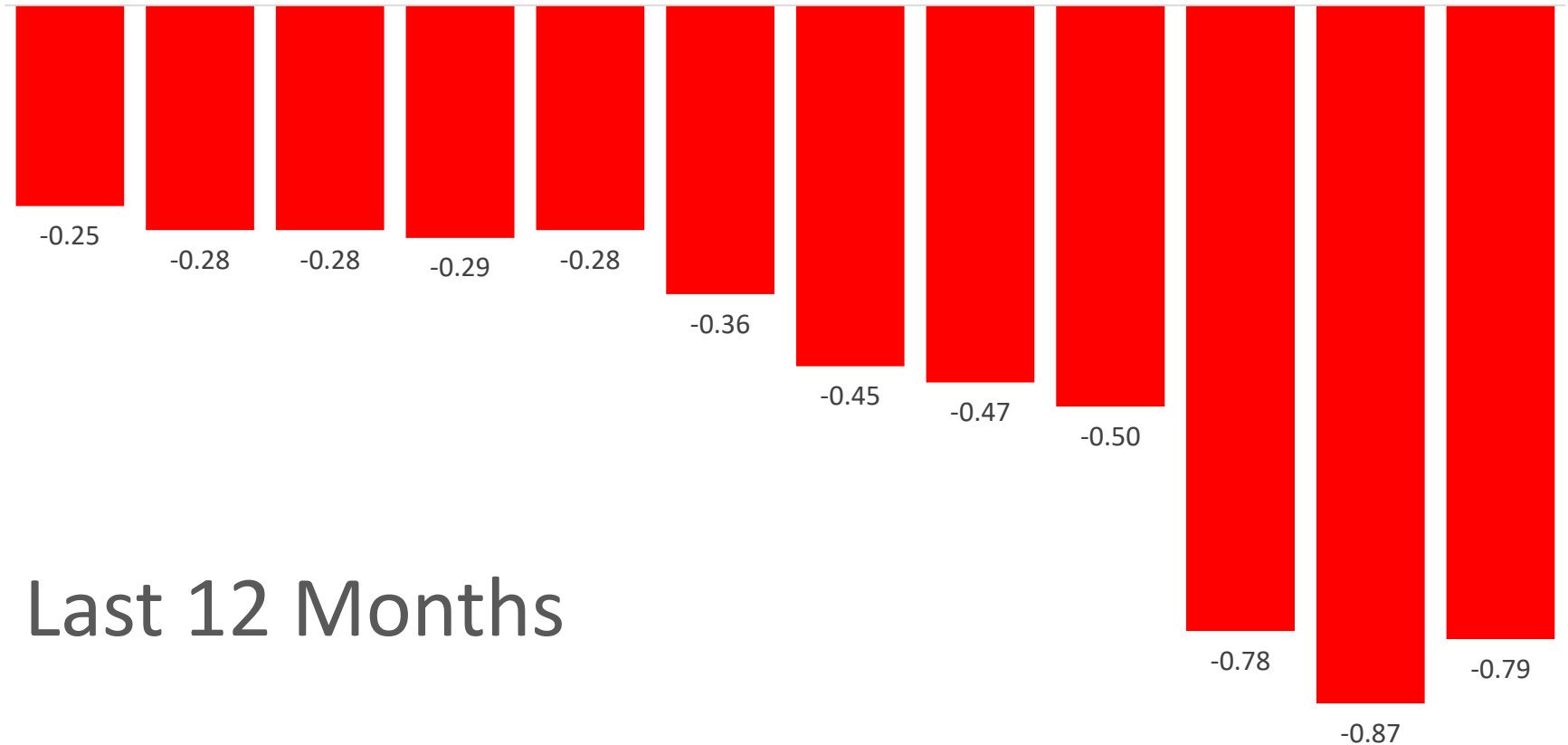
*20 City Composite*



# Year-Over-Year % Change in Price



# Appraiser Home Value Opinions Compared to Homeowner Estimates



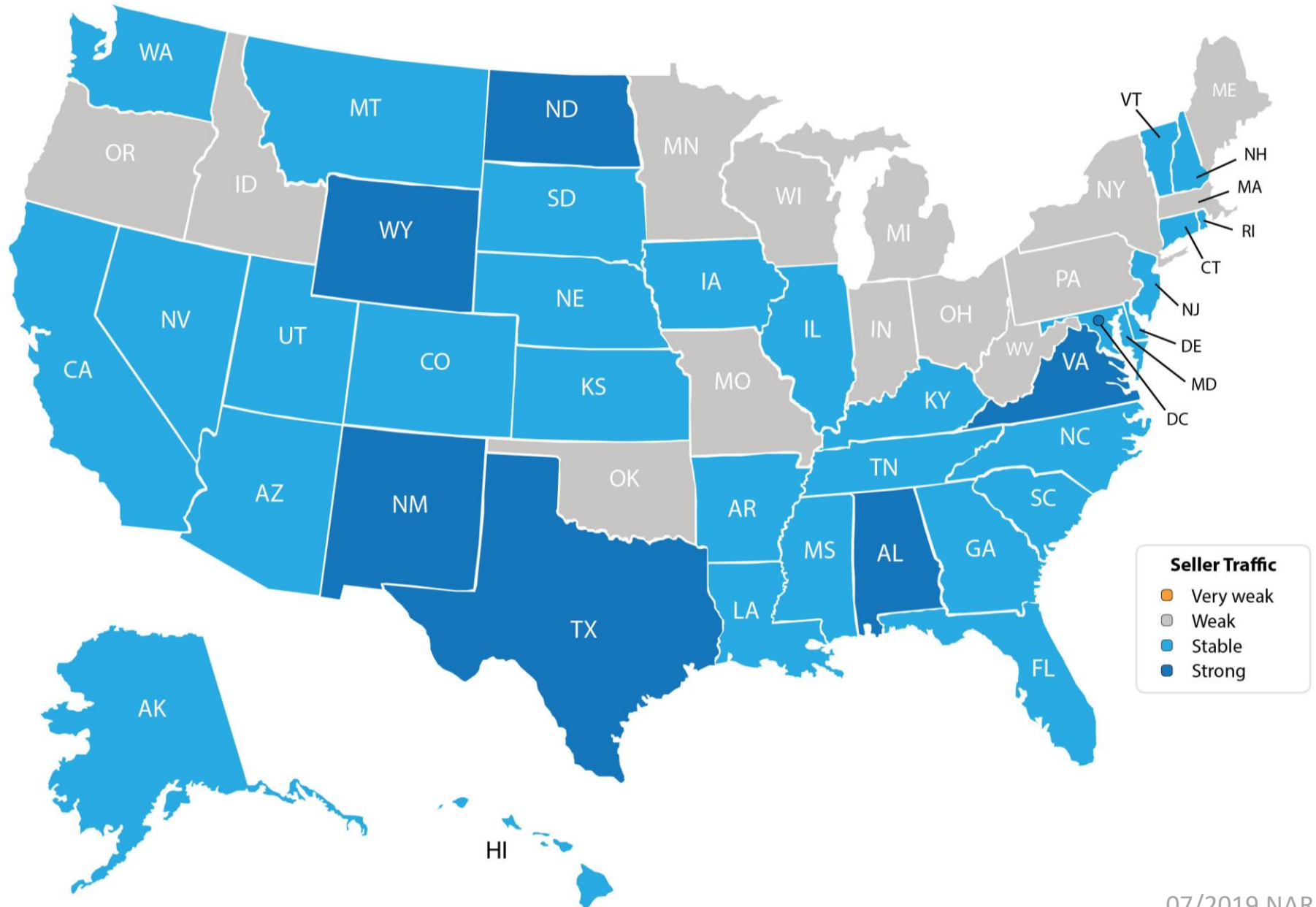
Last 12 Months

	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
%	-0.25	-0.28	-0.28	-0.29	-0.28	-0.36	-0.45	-0.47	-0.5	-0.78	-0.87	-0.79

# HOUSING INVENTORY



# Seller Traffic



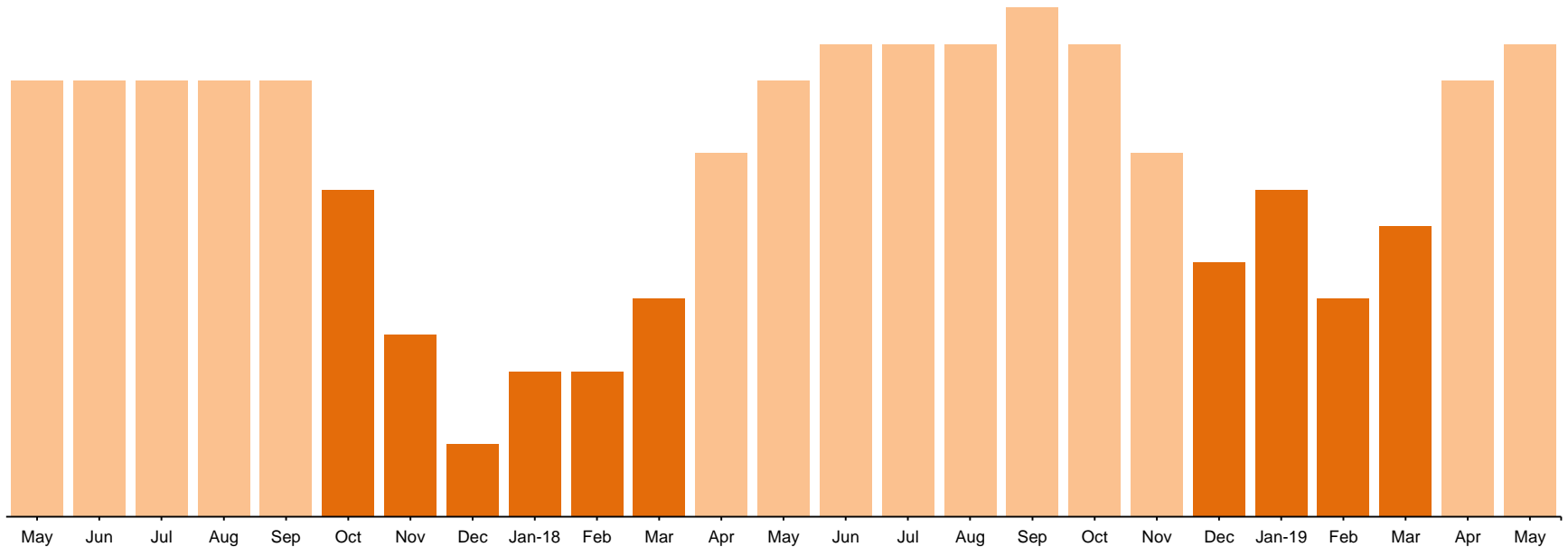


# Months Inventory of **HOMES FOR SALE** 2011 - Today



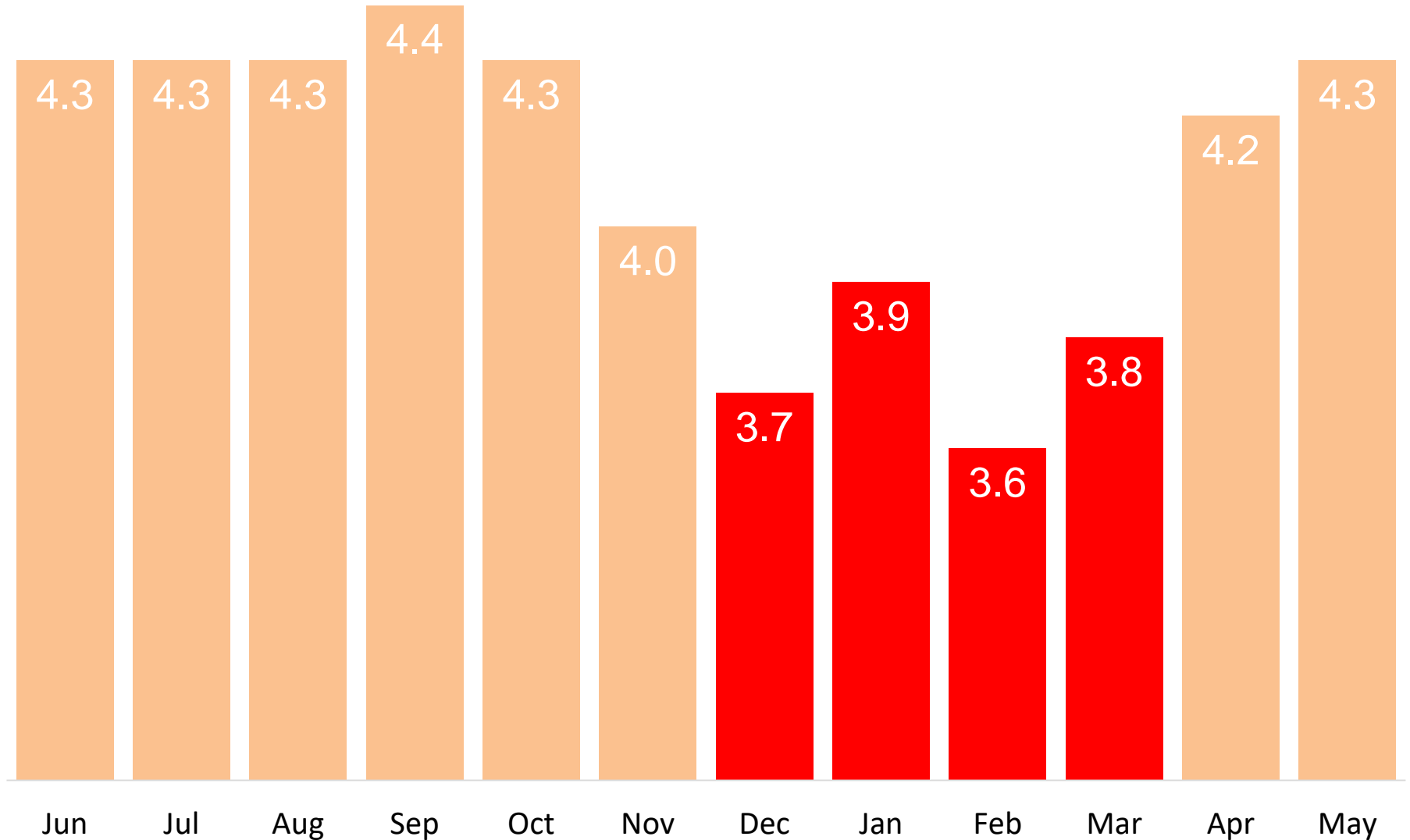
# Months Inventory of HOMES FOR SALE

*last 2 years*

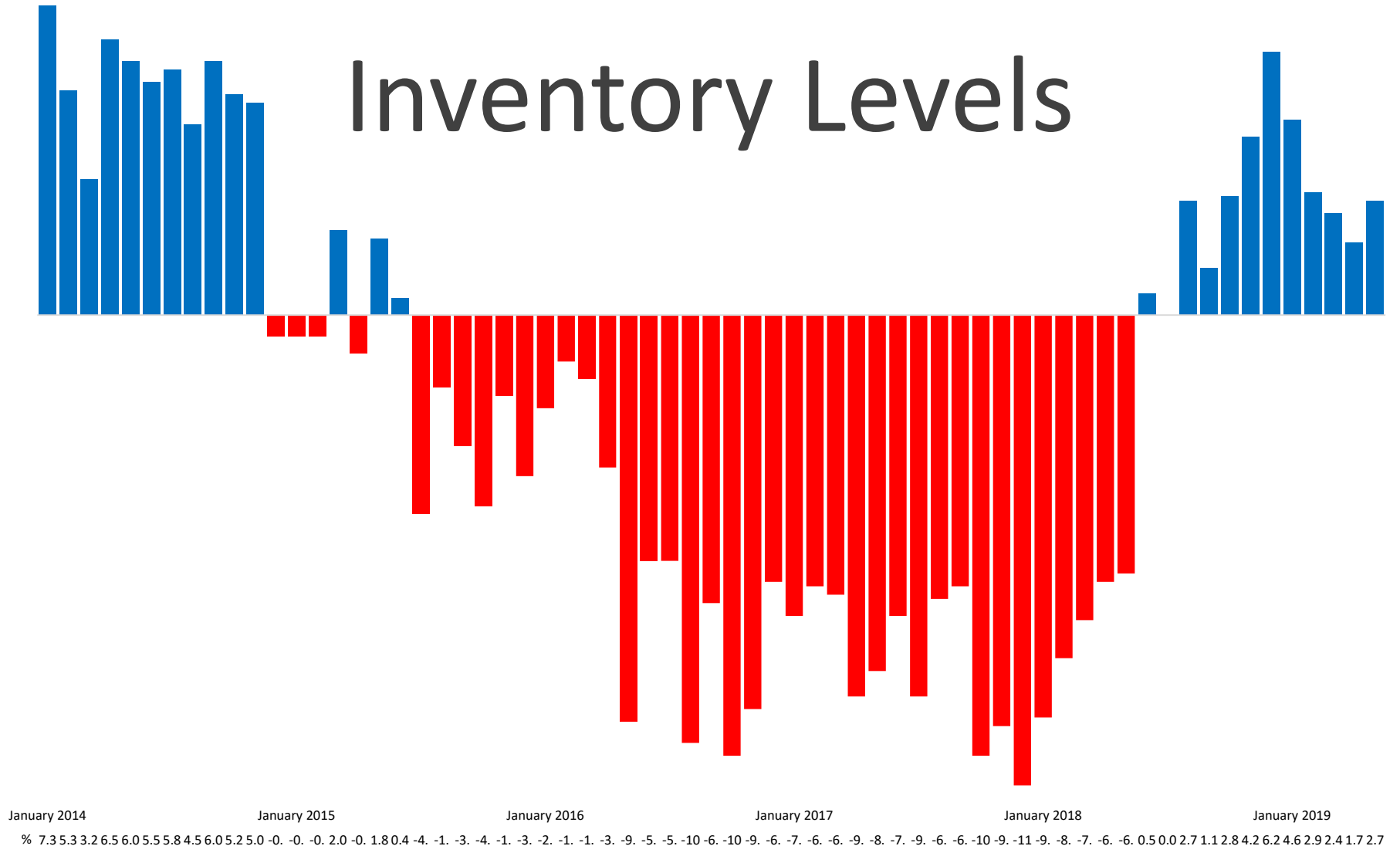


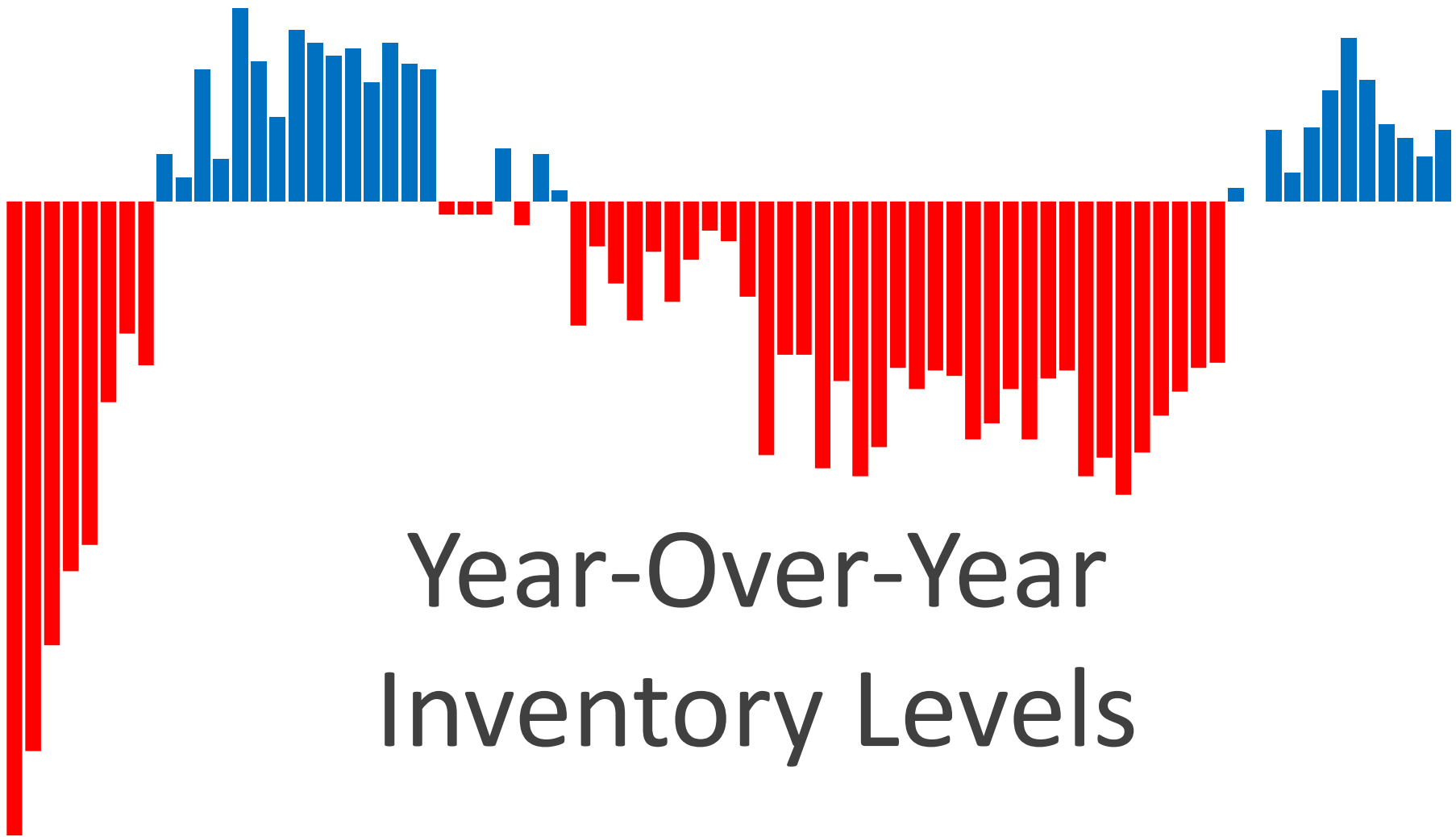
# Months Inventory of HOMES FOR SALE

*Last 12 Months*



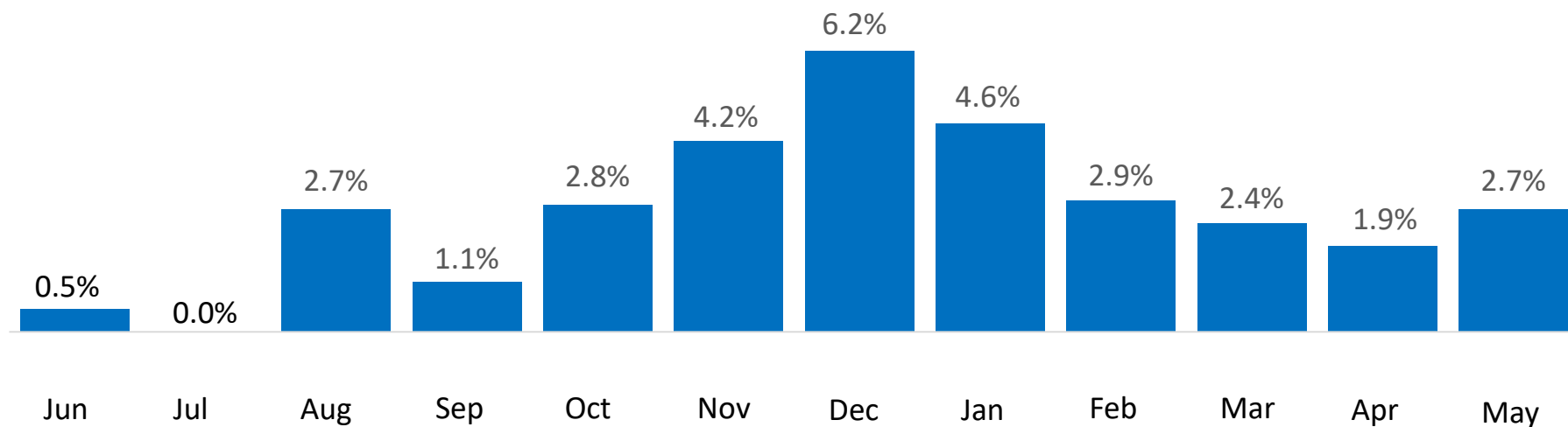
# Year-Over-Year Inventory Levels





# HOUSING SUPPLY

## Year-Over-Year

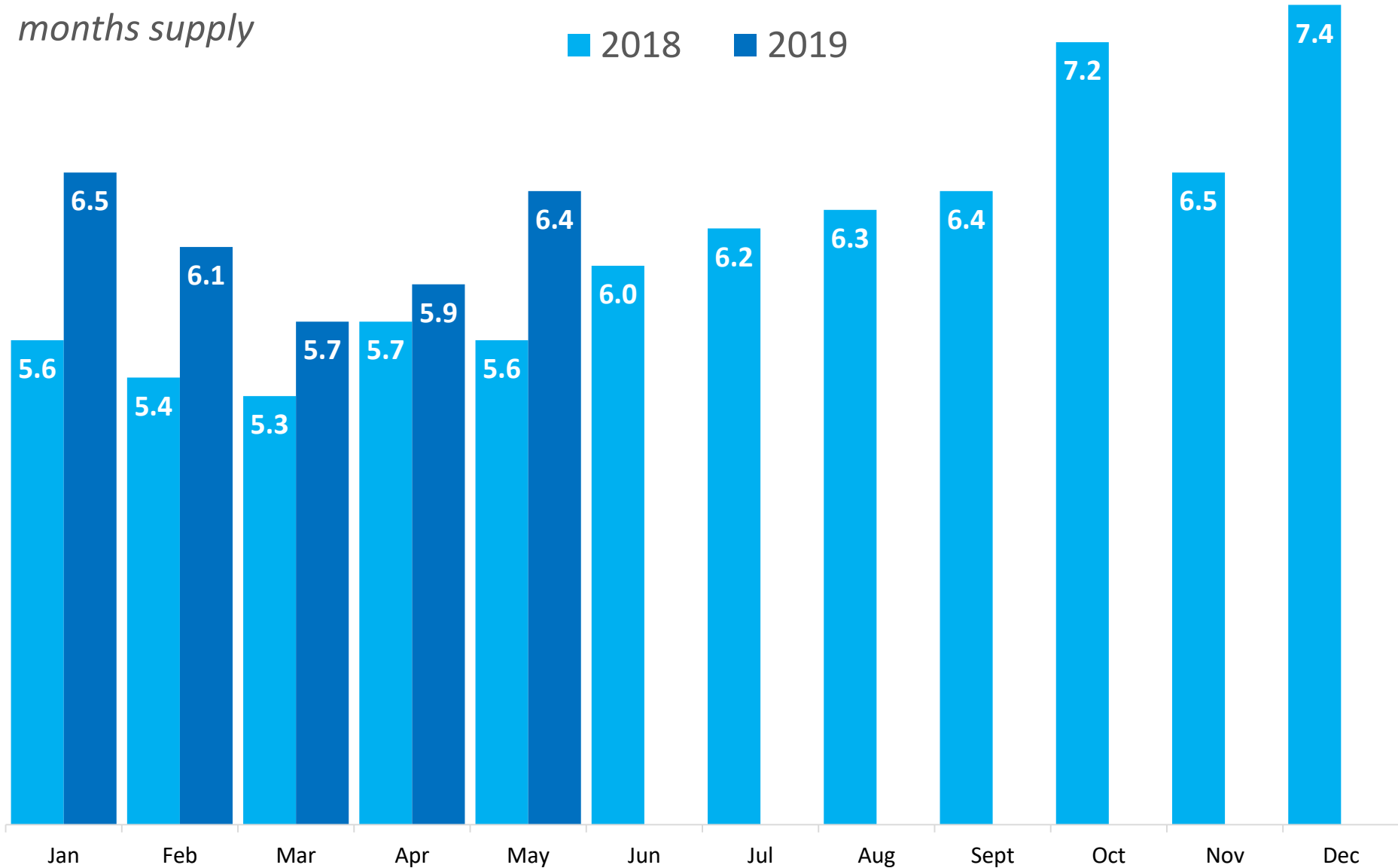


*Last 12 Months*

# New Home Inventory

*months supply*

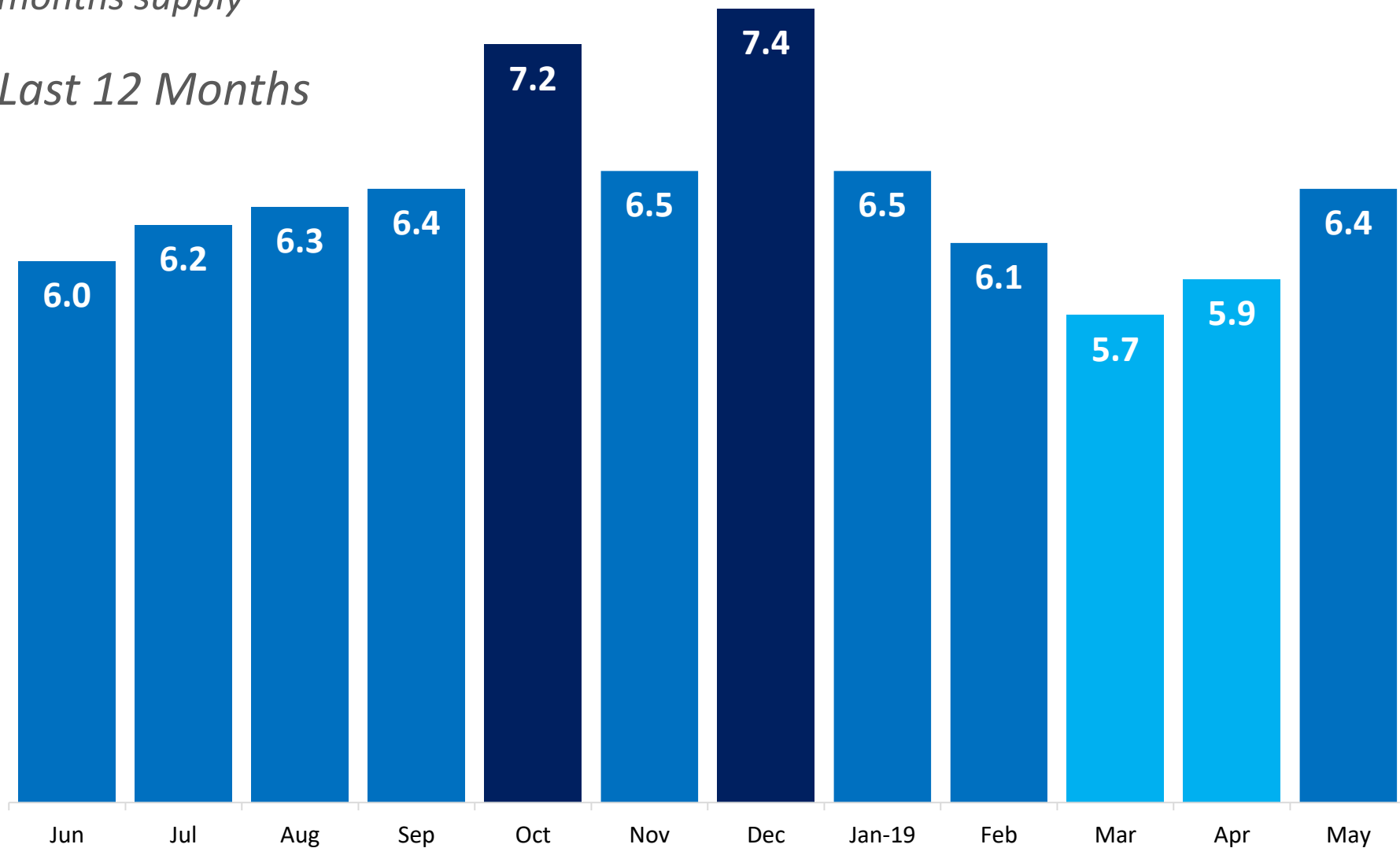
■ 2018 ■ 2019



# New Home Inventory

*months supply*

*Last 12 Months*



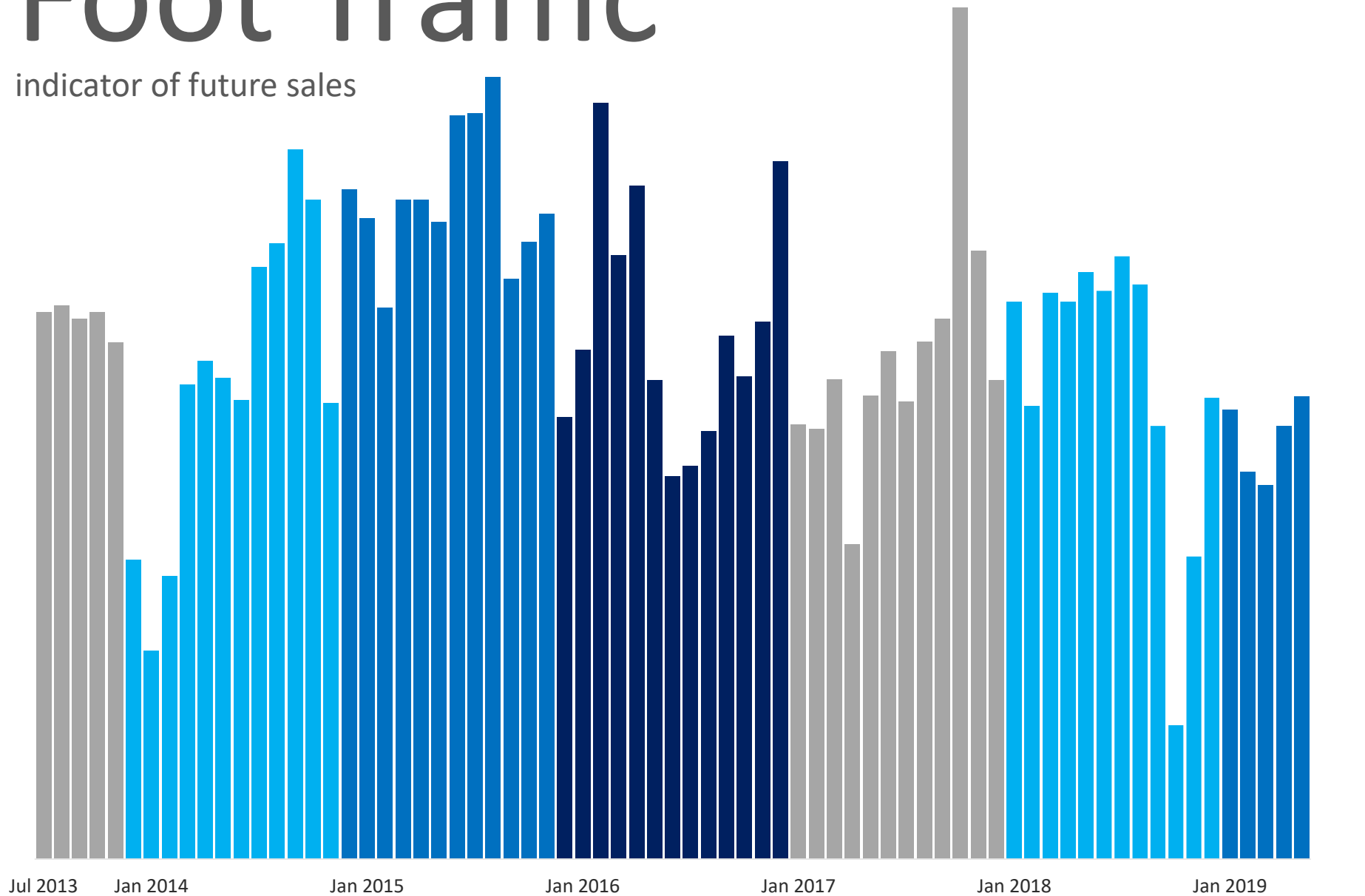


# BUYER DEMAND



# Foot Traffic

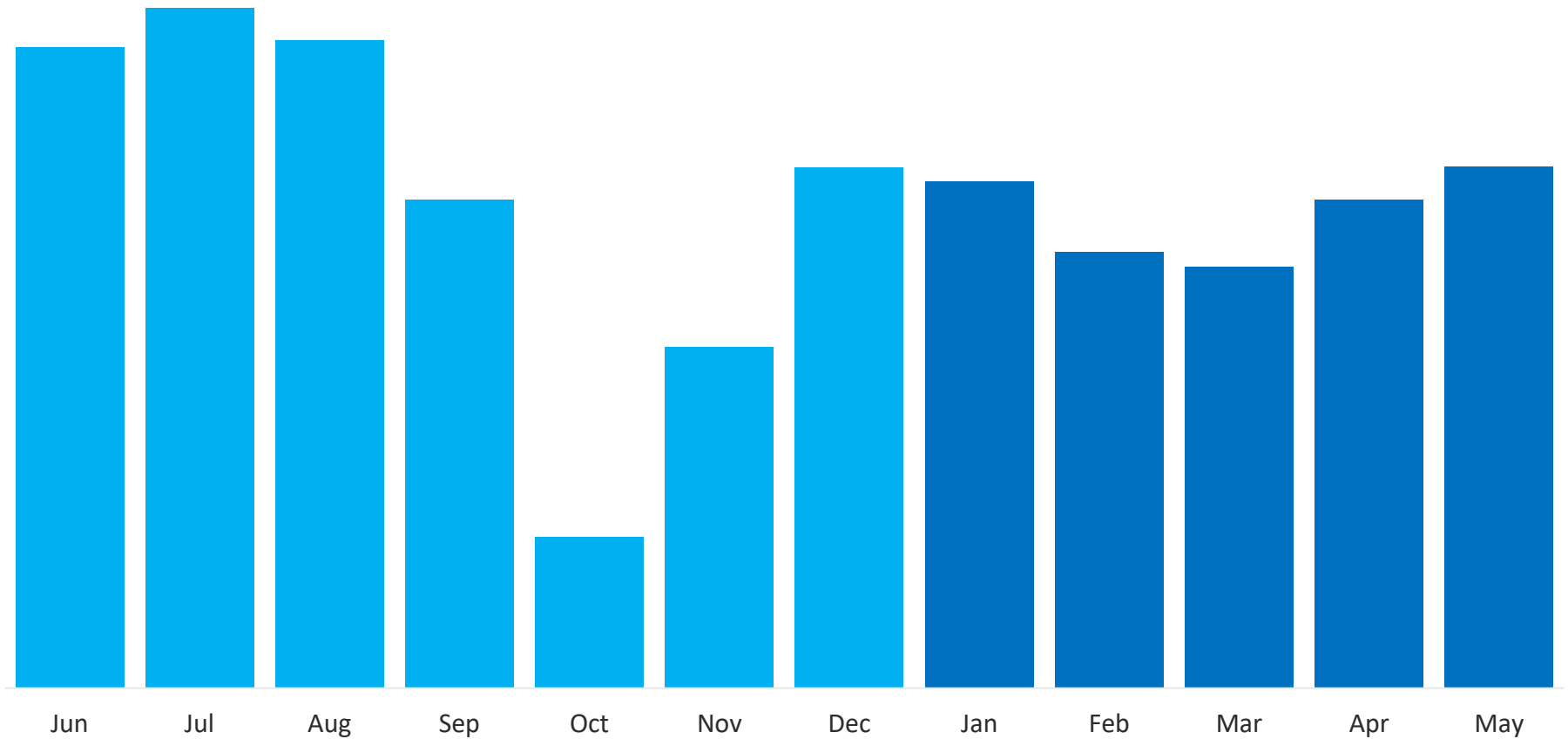
indicator of future sales



# Foot Traffic

## Last 12 Months

indicator of future sales

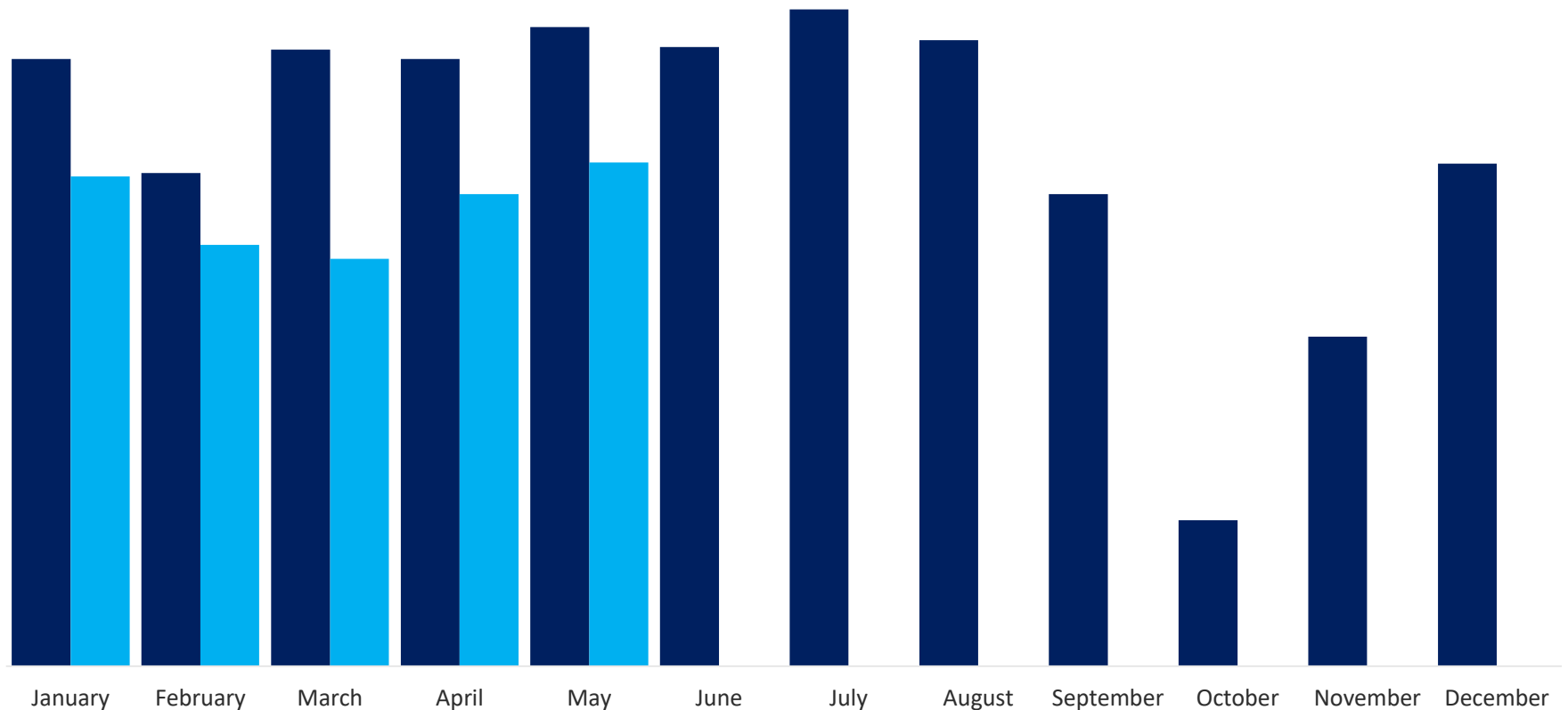


# Foot Traffic

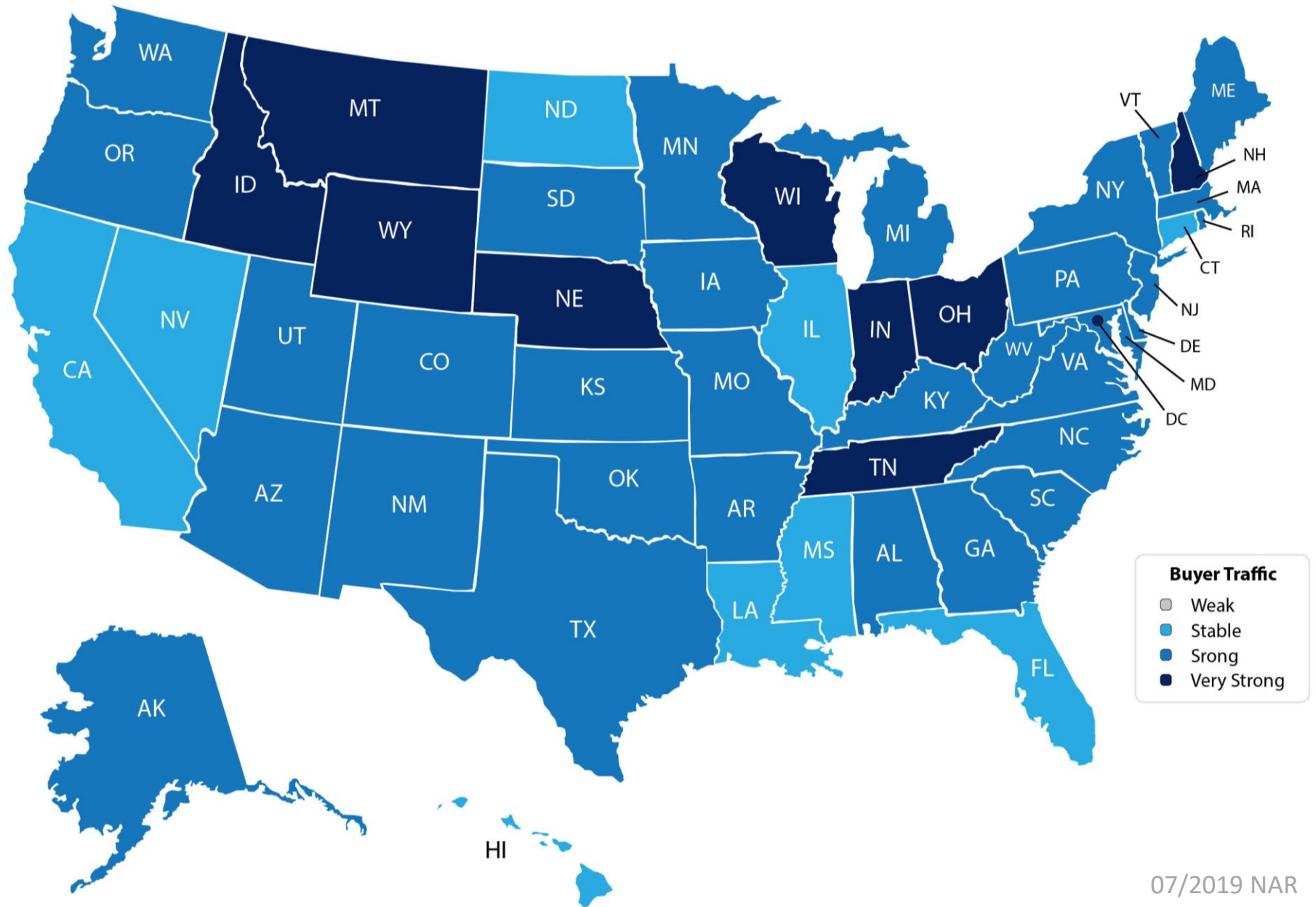
indicator of future sales

■ 2018

■ 2019



# Buyer Traffic

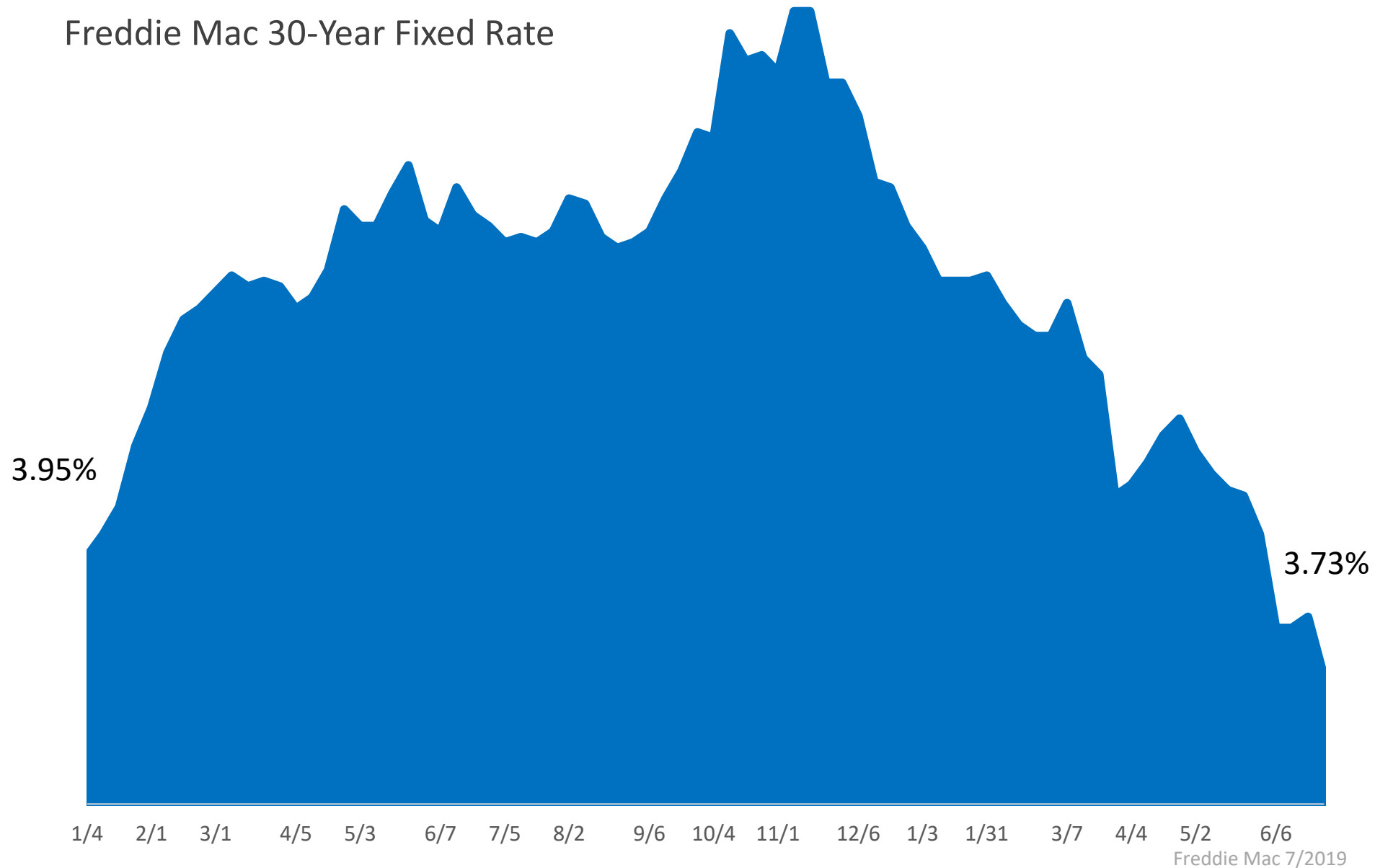


# INTEREST RATES



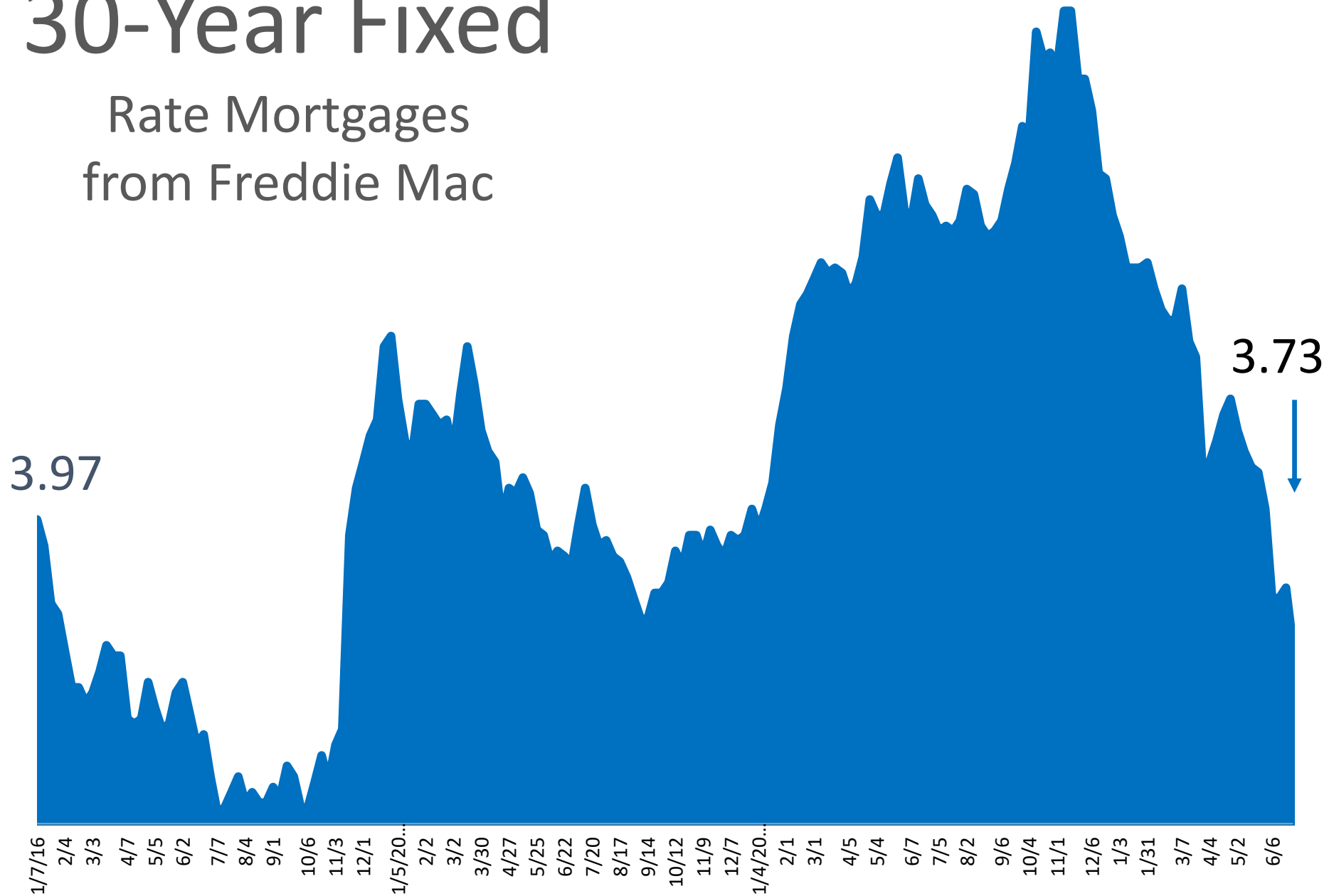
# Mortgage Rates

Freddie Mac 30-Year Fixed Rate



# 30-Year Fixed

Rate Mortgages  
from Freddie Mac





# Mortgage Rate Projections

Quarter	Freddie Mac	Fannie Mae	MBA	NAR	Average of All Four
2019 3Q	4.0	3.9	3.9	3.9	3.92%
2019 4Q	4.0	3.9	4.0	3.9	3.95%
2020 1Q	4.1	3.8	4.0	4.0	3.97%
2020 2Q	4.1	3.8	4.0	4.1	4.0%

# Mortgage Rates

## Freddie Mac

30-Year Fixed Rate

- Actual  
- Projected



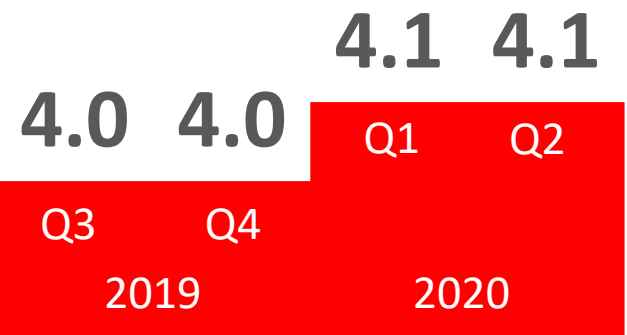
# Mortgage Rates

Freddie Mac

30-Year Fixed Rate

Where Are They  
Going?

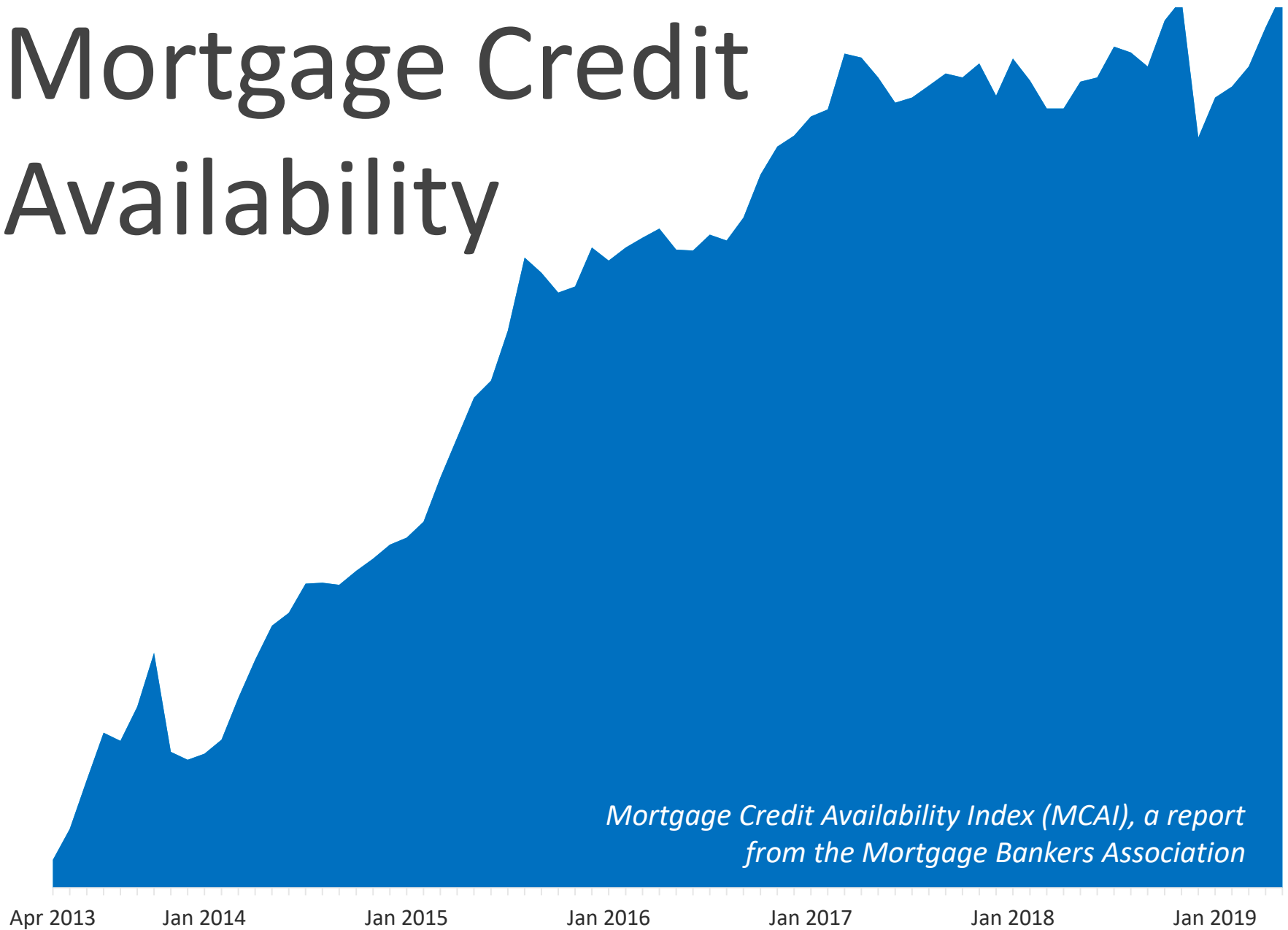
January 2018 – Today  
Actual Interest Rates



# Mortgage Credit Availability



# Mortgage Credit Availability



*Mortgage Credit Availability Index (MCAI), a report  
from the Mortgage Bankers Association*

Apr 2013

Jan 2014

Jan 2015

Jan 2016

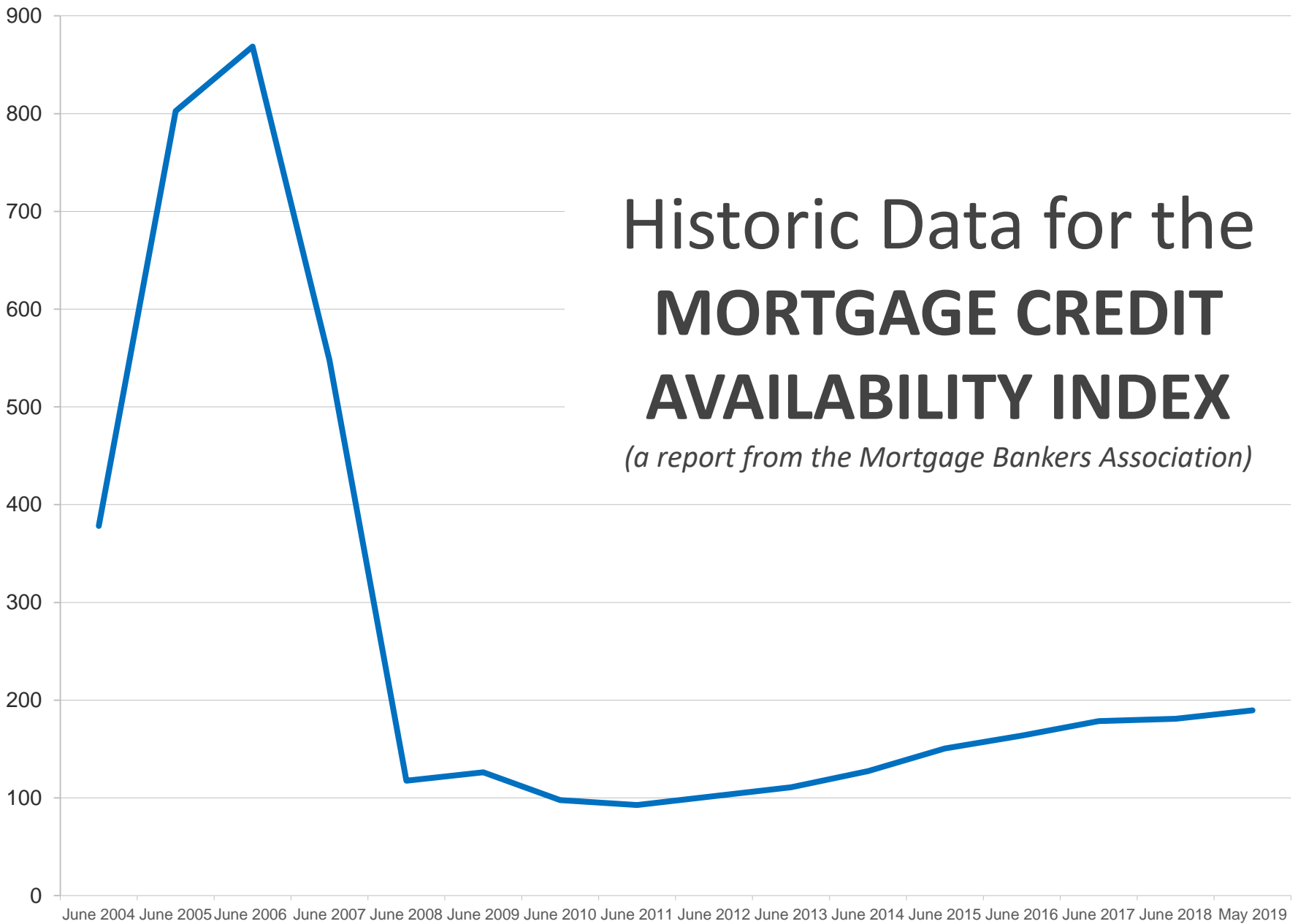
Jan 2017

Jan 2018

Jan 2019

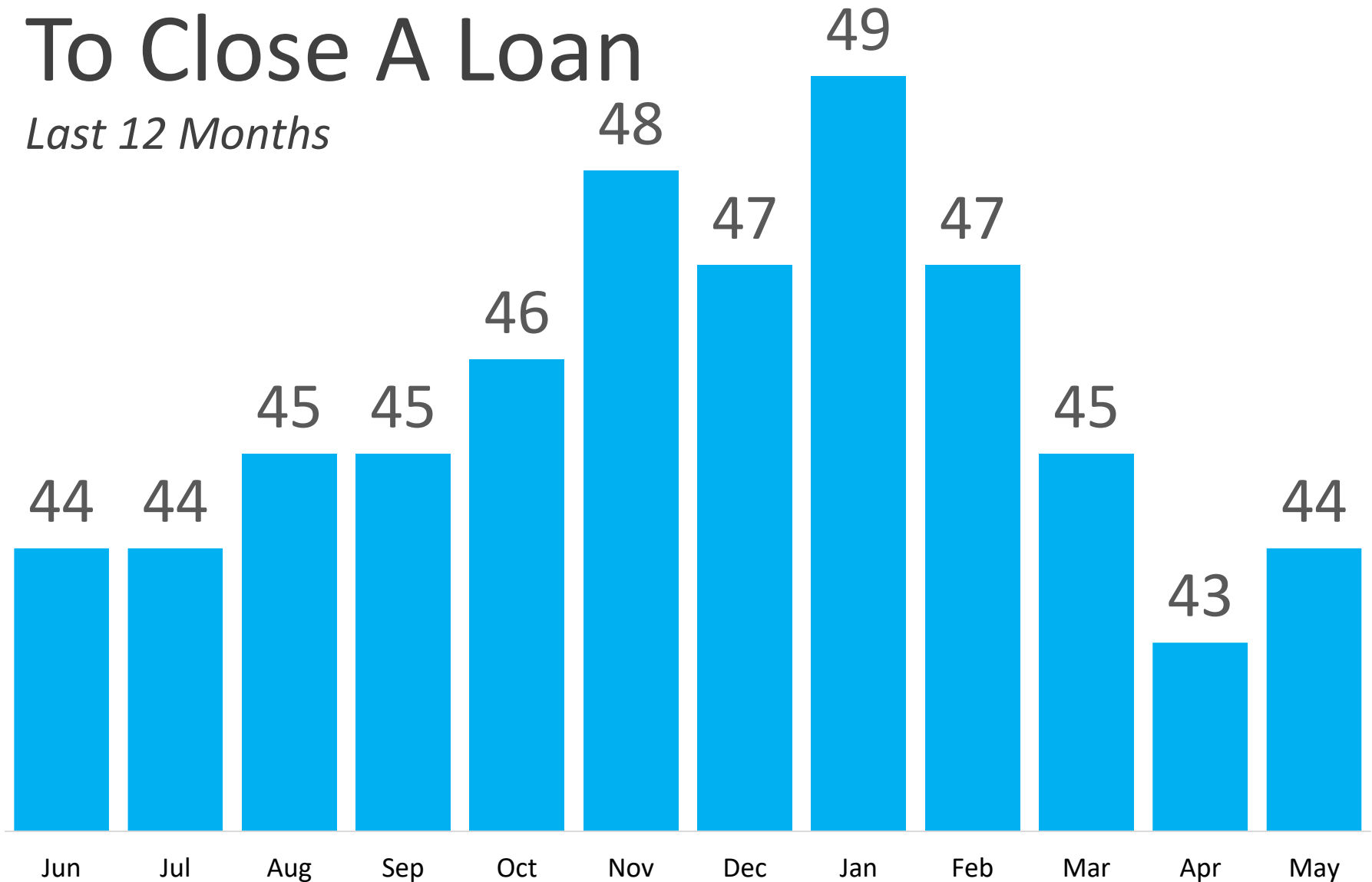
# Historic Data for the **MORTGAGE CREDIT AVAILABILITY INDEX**

*(a report from the Mortgage Bankers Association)*



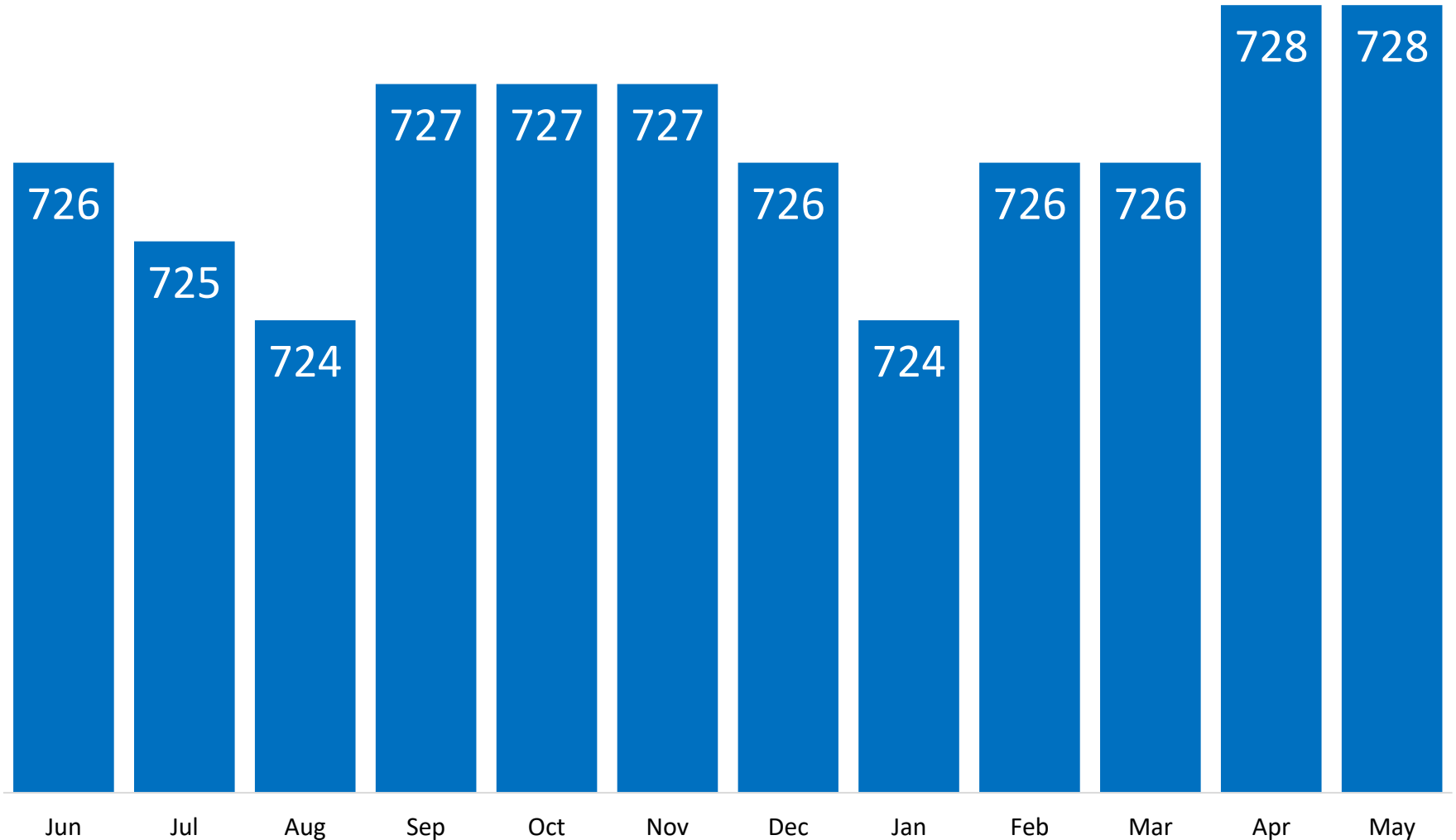
# Average Days To Close A Loan

*Last 12 Months*



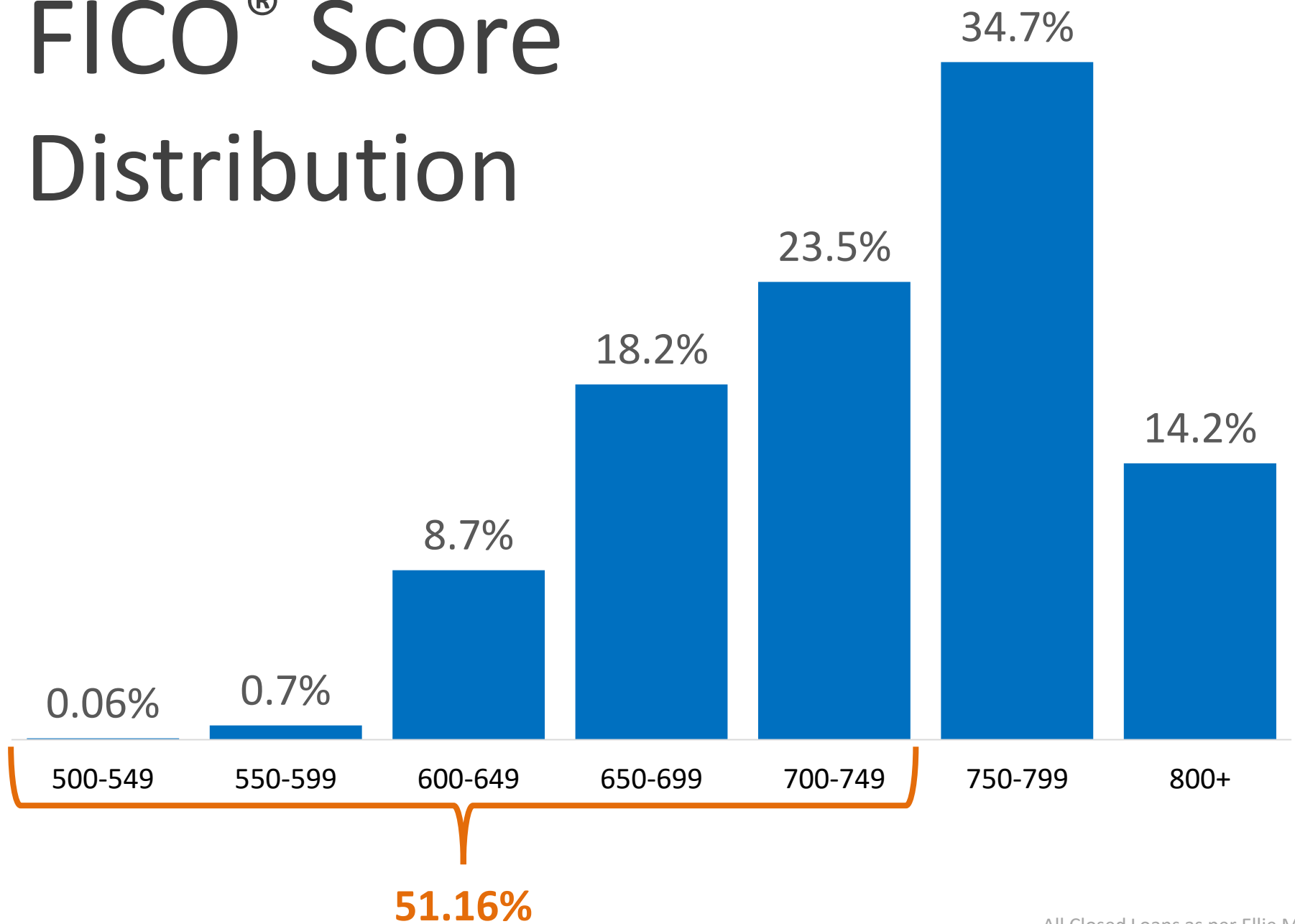
# FICO<sup>®</sup> Score Requirements

*Last 12 Months*



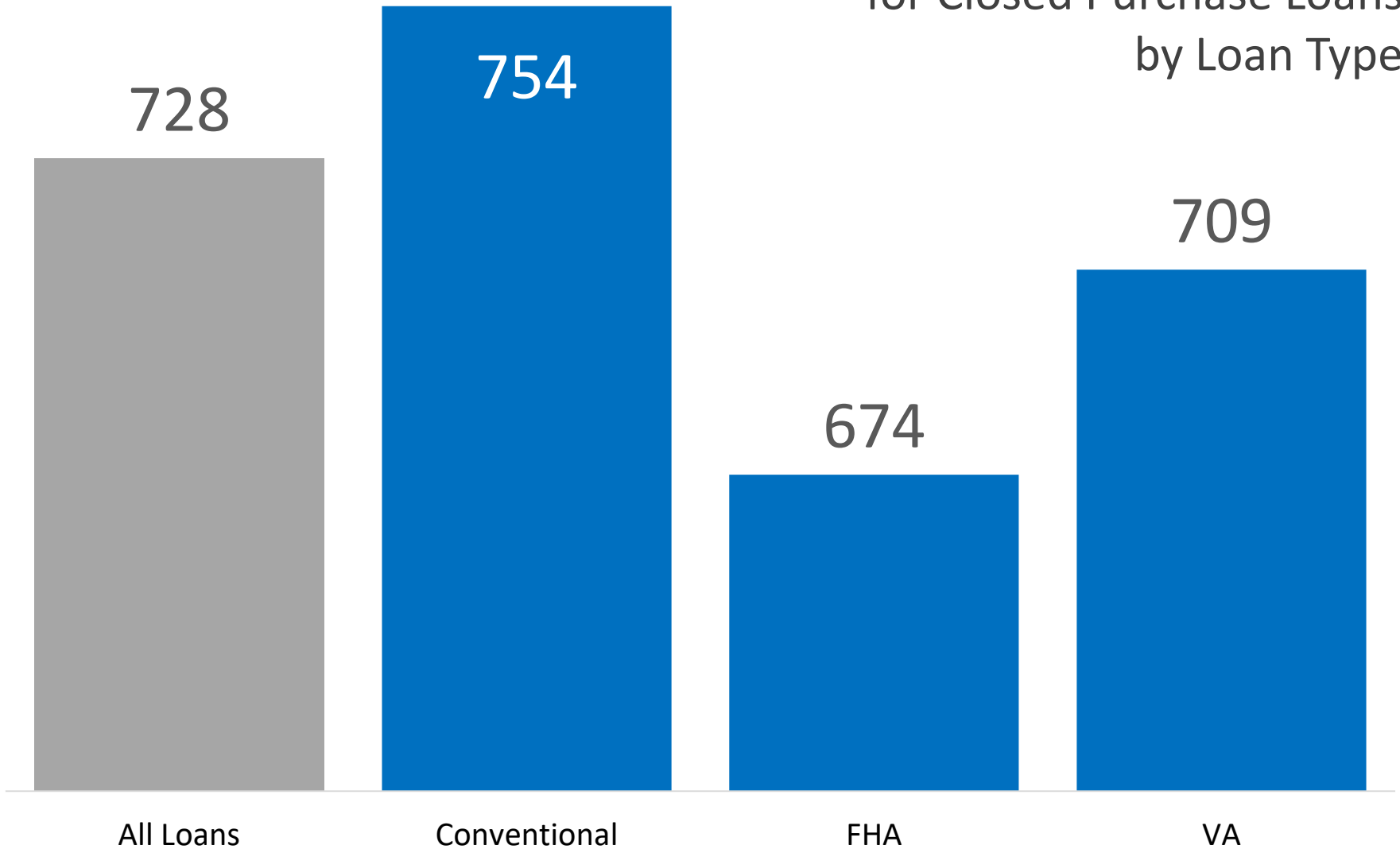


# FICO<sup>®</sup> Score Distribution



# Average FICO<sup>®</sup> Score

for Closed Purchase Loans  
by Loan Type



# Average Back-End DTI

for Closed Purchase Loans by Loan Type

