



# KEEPING CURRENT MATTERS

May 2024



Most agents **know**  
what's happening.

Good agents **understand**  
what's happening.

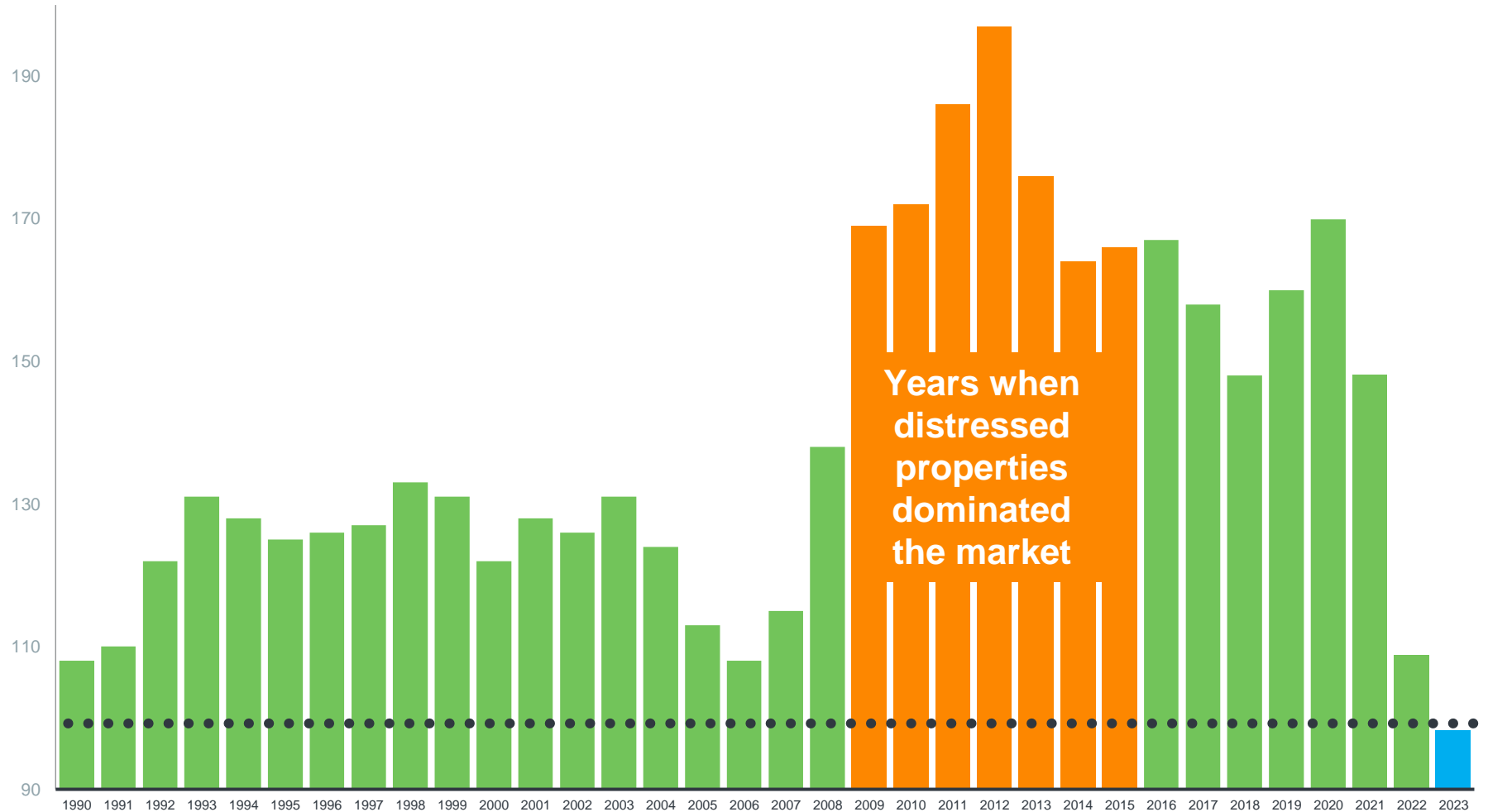
Great agents can **explain**  
what's happening.

# Affordability & Smaller Homes



# Affordability at a Historic Low

Housing Affordability Index, 1990–2023



Source: NAR

# Builders Are Building Smaller Homes



More than a third (38%) of builders say they built smaller homes in 2023, **and more than a quarter (26%) plan to construct even smaller this year.**

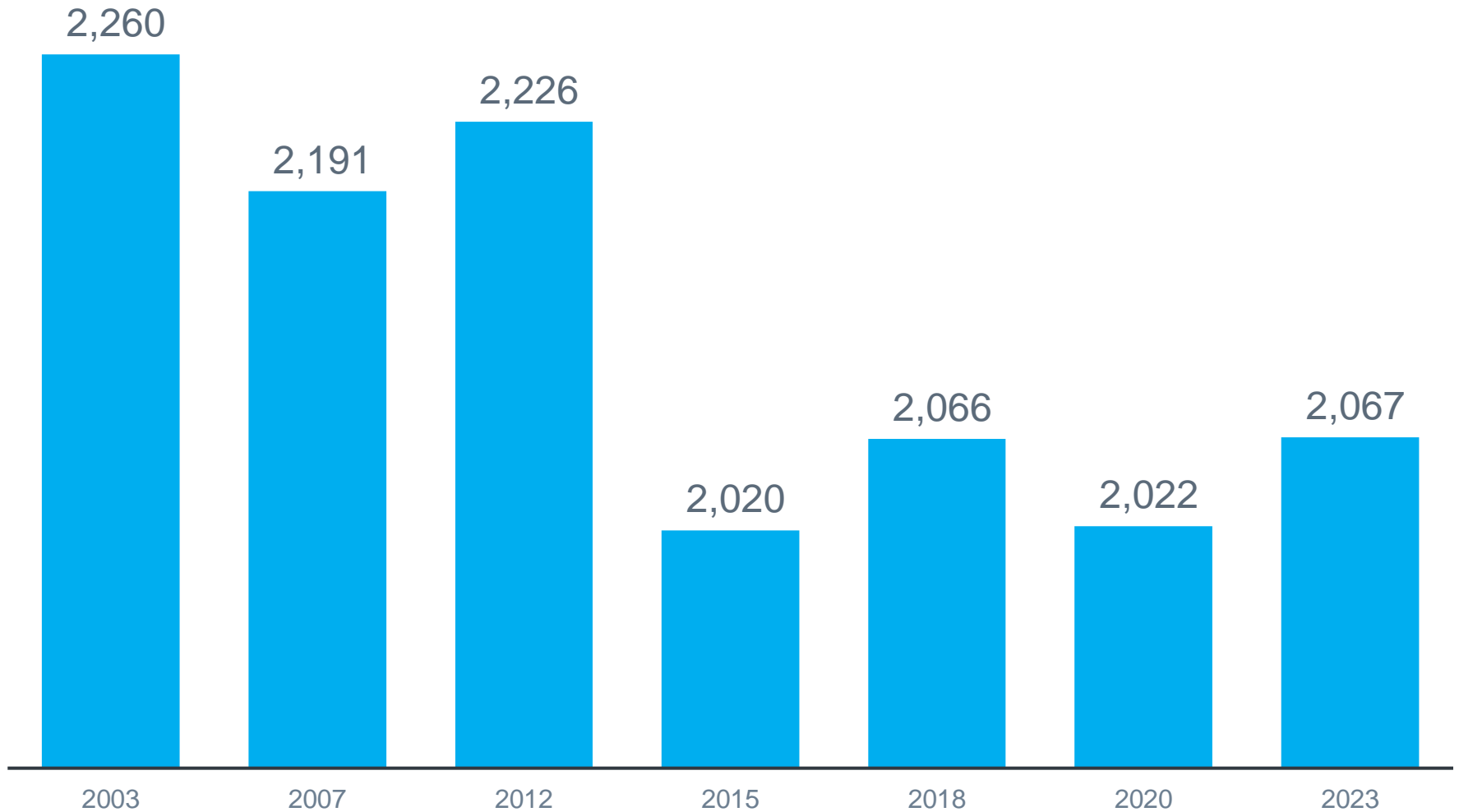


It's related to two factors that are linked. First, we've seen changes in home buyer preferences. Second, housing affordability has worsened in recent years.

- **Rose Quint**, AVP of Survey Research, NAHB

# Homebuyers Want Smaller Homes

Median Square Footage of Finished Area Buyers Want



Source: NAHB



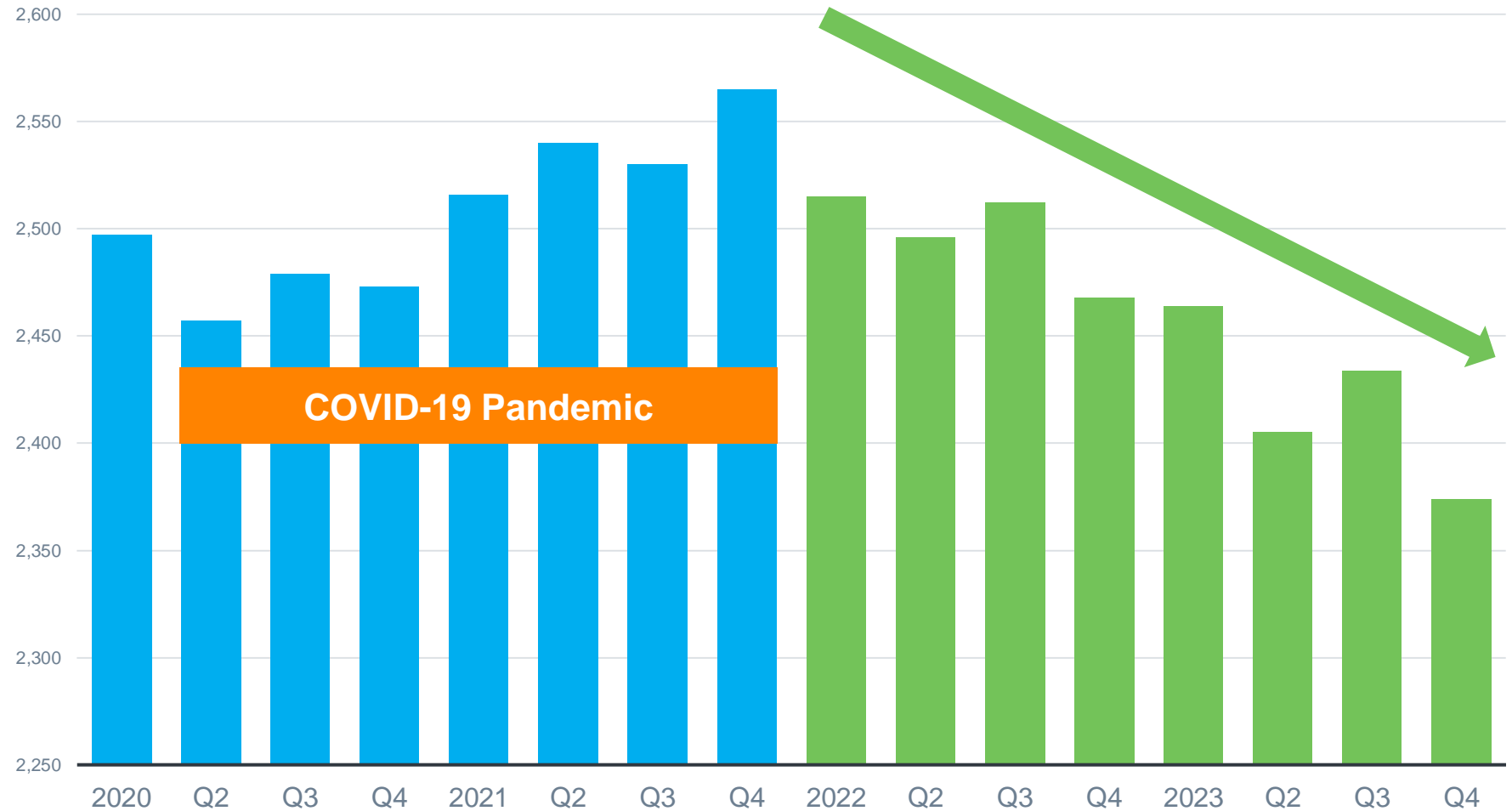
After a brief increase during the post-covid building boom, **home size is trending lower and will likely continue to do so as housing affordability remains constrained.**

- National Association of Home Builders



# New Single-Family Homes Are Getting Smaller

Average Square Footage



Source: Census

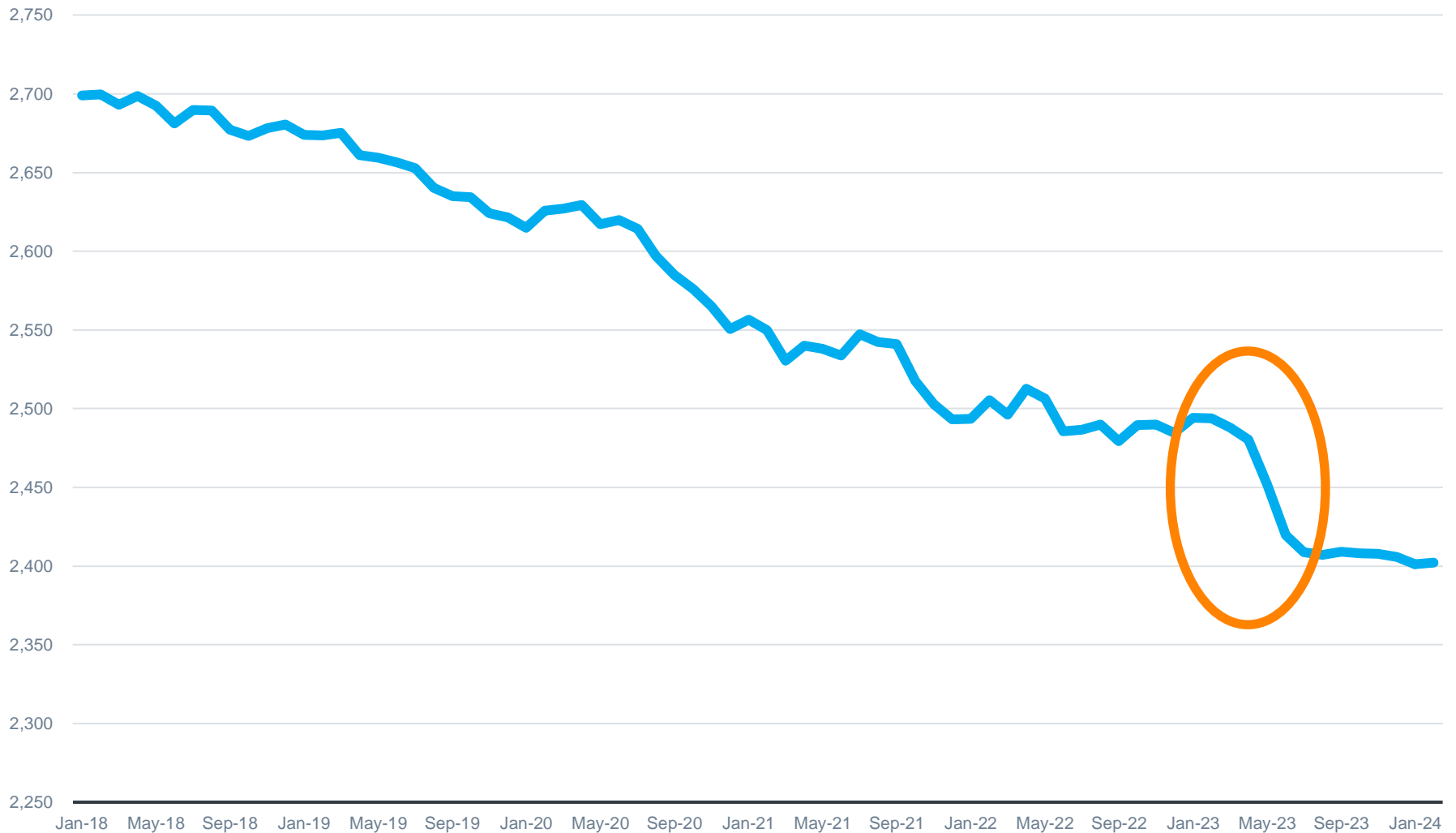


The downsizing accelerated last year, when the interest rate on a 30-year fixed rate mortgage reached a two-decade high, just shy of 8 percent.

**- New York Times**

# Newly Built Homes Are Getting Smaller

Average Size Today of 2,402 Square Feet Is Down 10.3% Since 2018





Homebuilders are adapting to the lowest affordability on record by **building smaller homes and offering more incentives/price cuts.**

- **Charlie Bilello**, Chief Market Strategist, Creative Planning



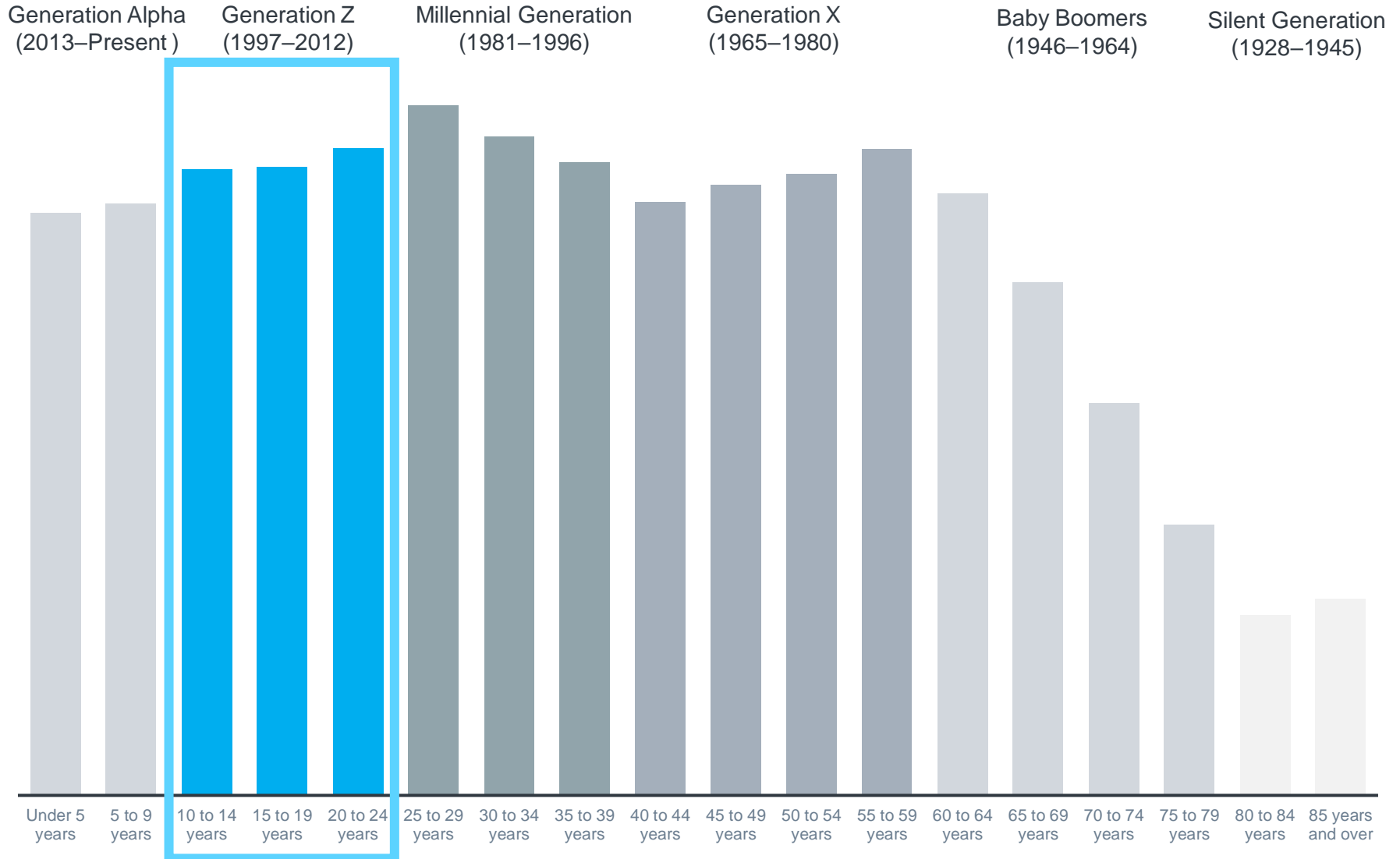
It's not solving the affordability crisis, but it is creating opportunities for people to be able to afford an entry-level home in an area. . . . And if you get that size down, that automatically will make it a more affordable home.

- **Mikaela Arroyo**, VP and Chief of Staff, JBREC

# Gen Z: Will I Be Able To Buy a Home



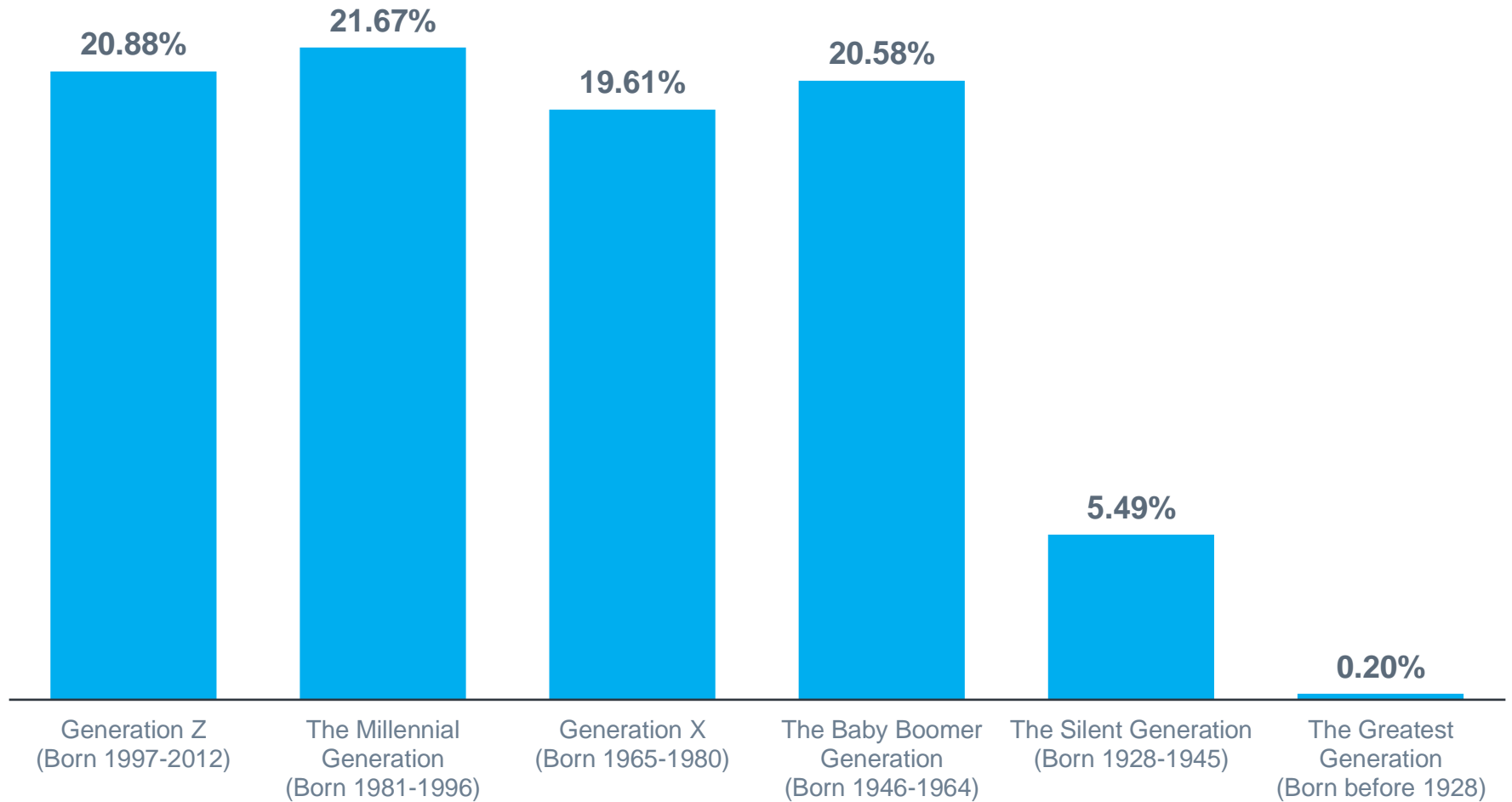
# U.S. Population by Generation



Source: Census

# United States Population Distribution

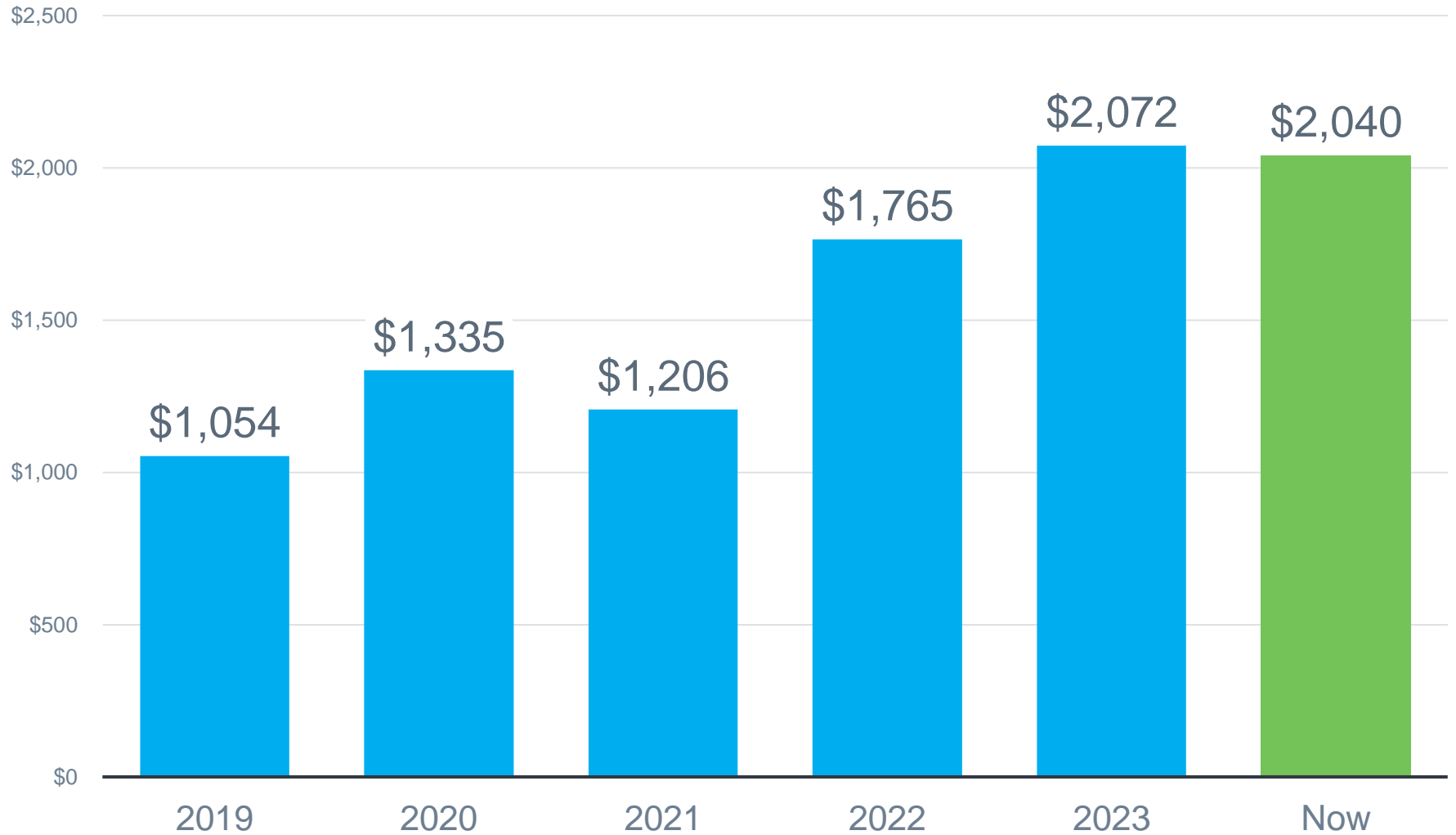
In 2022, by Generation





# Annual Monthly Payment

## Principal and Interest



Source: NAR



The turbulent economy of the last few years has left more than a few people wondering, “**Will Gen Z be able to afford houses?**” The short answer (and good news) is probably yes — despite some potential trepidations surrounding homeownership, first-time homebuyers who were born between 1997 and 2012 may have cause for optimism.

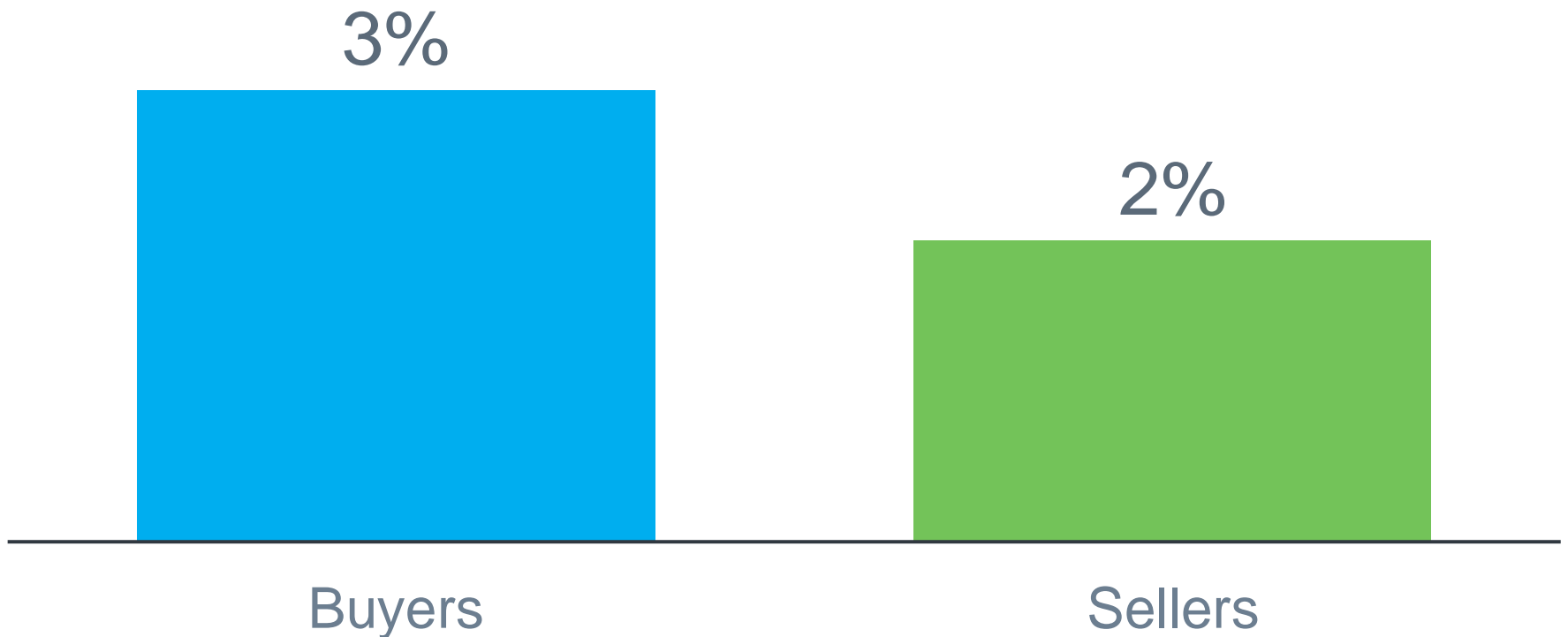
- Chase



The path to Gen Z homeownership may have its own share of challenges, but that's not stopping Gen Z, nicknamed "Zoomers," from buying homes. In fact, some Gen Z real estate trends are pointing in an optimistic direction. **According to a recent study from a major real estate brokerage about 30% of 25-year-olds owned their own homes in 2022, 2-3% ahead of both millennials and Gen X at the same age.**

- Chase

# 2023 Share of All Buyers and Sellers Who Were Gen Z



# Tips for Gen Z Homebuyers



## Up Your Financial Literacy

While most people could benefit from a little extra financial know-how, first-time homebuyers, and young people earning their first paychecks may want to hunker down and figure out their money situations.



## Try To Start Saving

It's almost never too early to start saving. Having a robust savings account and emergency fund could help when it's time to come up with a down payment, or if something goes wrong with your new home.



## Keep an Open Mind

An open-minded approach to house-hunting may be one way for Gen Z homebuyers to maintain some edge. This could mean buying in areas that are less expensive. Differentiating needs vs. wants may help in this area as well.



## Do Your Research

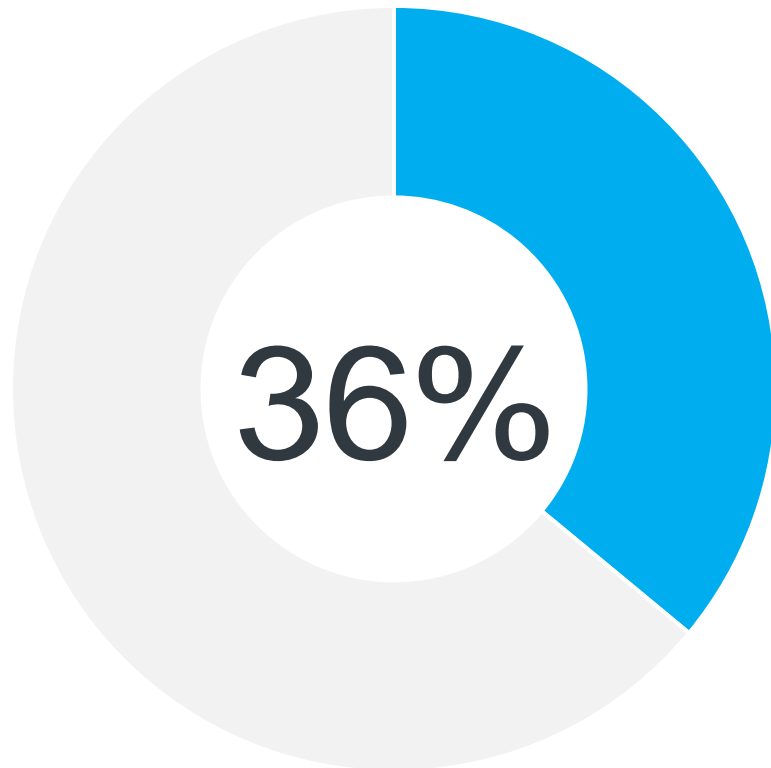
Understanding mortgage options, interest rates and the power of negotiation may prove valuable when it comes to Gen Z home ownership.



The path to homeownership may not be a straightforward one for Gen Z, but it's undoubtedly within reach. **By adopting the right strategies, like exploring down payment assistance programs and sharing living costs with relatives, you can bring your dream of owning a home closer to reality.** Don't forget to engage a reliable mortgage expert to guide you through this exciting journey. Your dream home is closer than you think!

- **Directors Mortgage**

# Some Gen Zers Expect To Receive a Cash Gift



More than one-third (36%) of Gen Zers and millennials who plan to buy a home soon expect to receive a cash gift from family to help fund their down payment.

# Down Payment Assistance Programs

Down payment assistance programs can be a valuable resource for prospective homebuyers, helping to make homeownership more attainable. [By understanding how these programs work, you can increase your chances of successfully accessing assistance and achieving your goal of owning a home.](#) With careful planning and diligence, the path to homeownership can become a reality.

Available Programs

**2,000+**



From down payment assistance to affordable 1st mortgages, there are **over 2,000 homeownership programs** available across the country.

Repeat Buyers

**39%**



You don't have to be a first-time buyer. **Over 39% of all programs are for repeat homebuyers** who have owned a home in the last 3 years.

Down Payment Assistance

**75%**



Down payment programs make up **75% of all available programs**. They **provide down payment and closing cost assistance** to new homebuyers.





At their core, Gen Z still aspires to homeownership. That will happen later for them because housing affordability is a big challenge.

- **Chris Porter**, Chief Demographer, John Burns

# What's the Latest on Mortgage Rates?





The biggest thing when we're looking at mortgage rates right now is **volatility.**

- Nicole Bachaud, Senior Economist, Zillow

# Daily Mortgage Rate

Since October 2023



Source: Mortgage News Daily



Every month brings a new set of inflation and labor data that can influence the direction of mortgage rates. **Ongoing inflation deceleration, a slowing economy and even geopolitical uncertainty can contribute to lower mortgage rates.** On the other hand, data that signals upside risk to inflation may result in higher rates.

- **Odetta Kushi**, Deputy Chief Economist, First American



Mortgage rates are influenced by many elements, including the **inflation rate**, the pace of **job creation**, and whether the **economy** is growing or shrinking. The **Federal Reserve's monetary policy** is a factor, too, and is set by the Federal Open Market Committee.



Mortgage rates are indirectly influenced by the Federal Reserve's monetary policy. When the central bank raises the federal funds target rate, as it did throughout 2022 and 2023, that has a knock-on effect by causing short-term interest rates to go up.

- Forbes

# The Latest Fed Decision

May 1, 2024



The committee decided to **maintain** the target range for the federal funds rate at 5 ¼ to 5 ½ percent





The Committee's assessments will take into account a wide range of information, including readings on **labor market conditions, inflation pressures and inflation expectations, and financial and international developments.**

- **Federal Reserve, FOMC Statement**



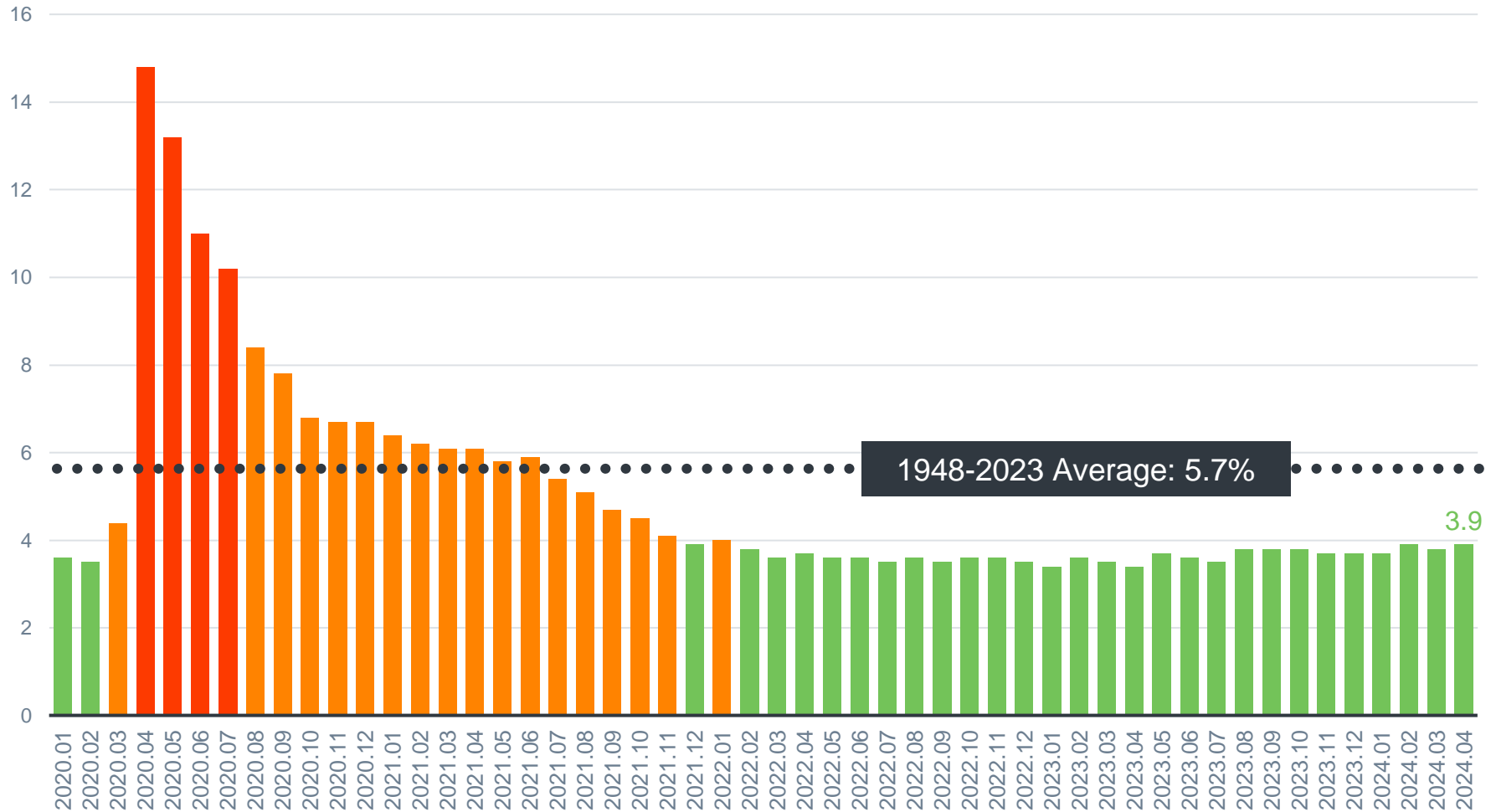
The U.S. economy added fewer jobs than expected in April while the unemployment rate rose, **lifting hopes that the Federal Reserve will be able to cut interest rates in the coming months.**

Nonfarm payrolls increased by 175,000 on the month, below the 240,000 estimate from the Dow Jones consensus . . . **The unemployment rate ticked higher to 3.9% against expectations it would hold steady at 3.8%.**

- CNBC

# Unemployment Rate Changed Little in April

The Unemployment Rate Has Remained in a Narrow Range of 3.7% to 3.9% Since August 2023 (Seasonally Adjusted)



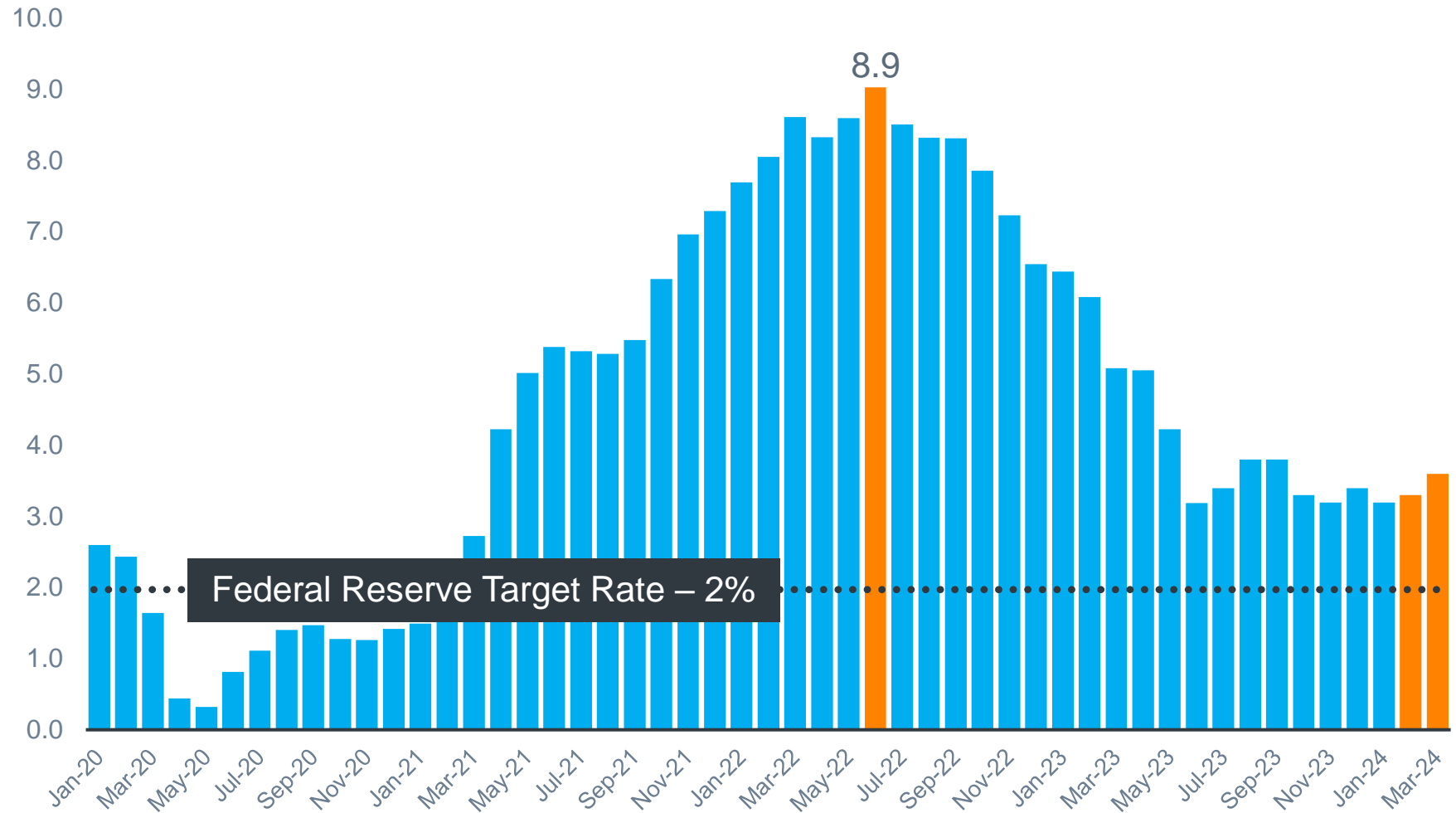


Today's cooler labor market data is a sign that mortgage rate relief could be on the horizon, but that will be dependent on inflation . . . **we may see an unseasonably active summer and fall if inflation improves and mortgage rates drop . . .**

- **Danielle Hale**, Chief Economist, Realtor.com

# Inflation Continues To Exceed Target Rate

Consumer Price Index: All Urban Consumers  
(Percent Change Year-Over-Year, Seasonally Adjusted)



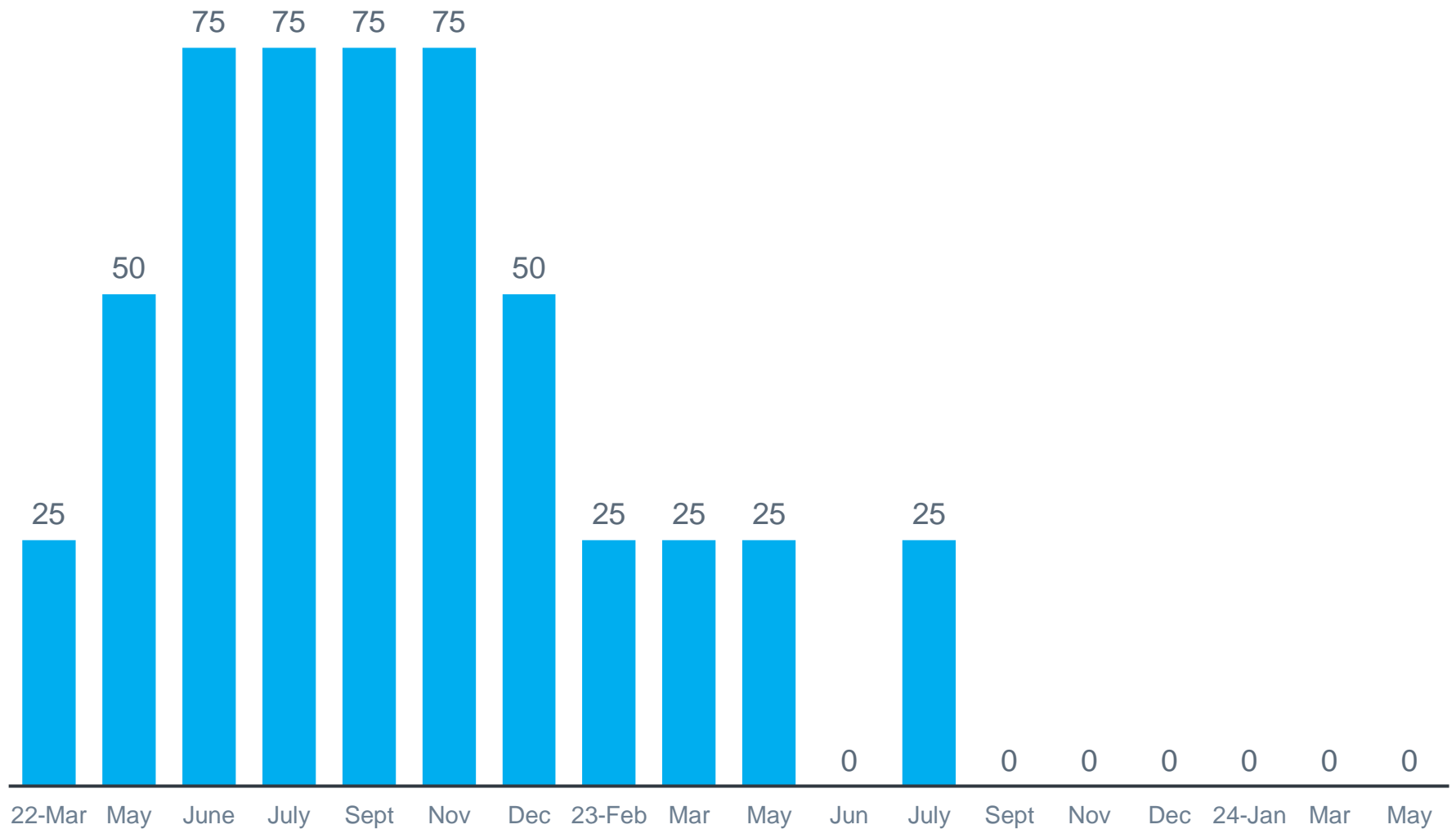


The FOMC did not change the federal funds target at its May meeting, as incoming data regarding the strength of the economy and stubbornly high inflation have resulted in a shift in the timing of a first rate cut. We expect mortgage rates to drop later this year, but not as far or as fast as we previously had predicted.

- **Mike Fratantoni**, Chief Economist, Mortgage Bankers Association

# Federal Funds Rate Increases

March 2022–Present, Rate Change in Basis Points



Source: The Fed



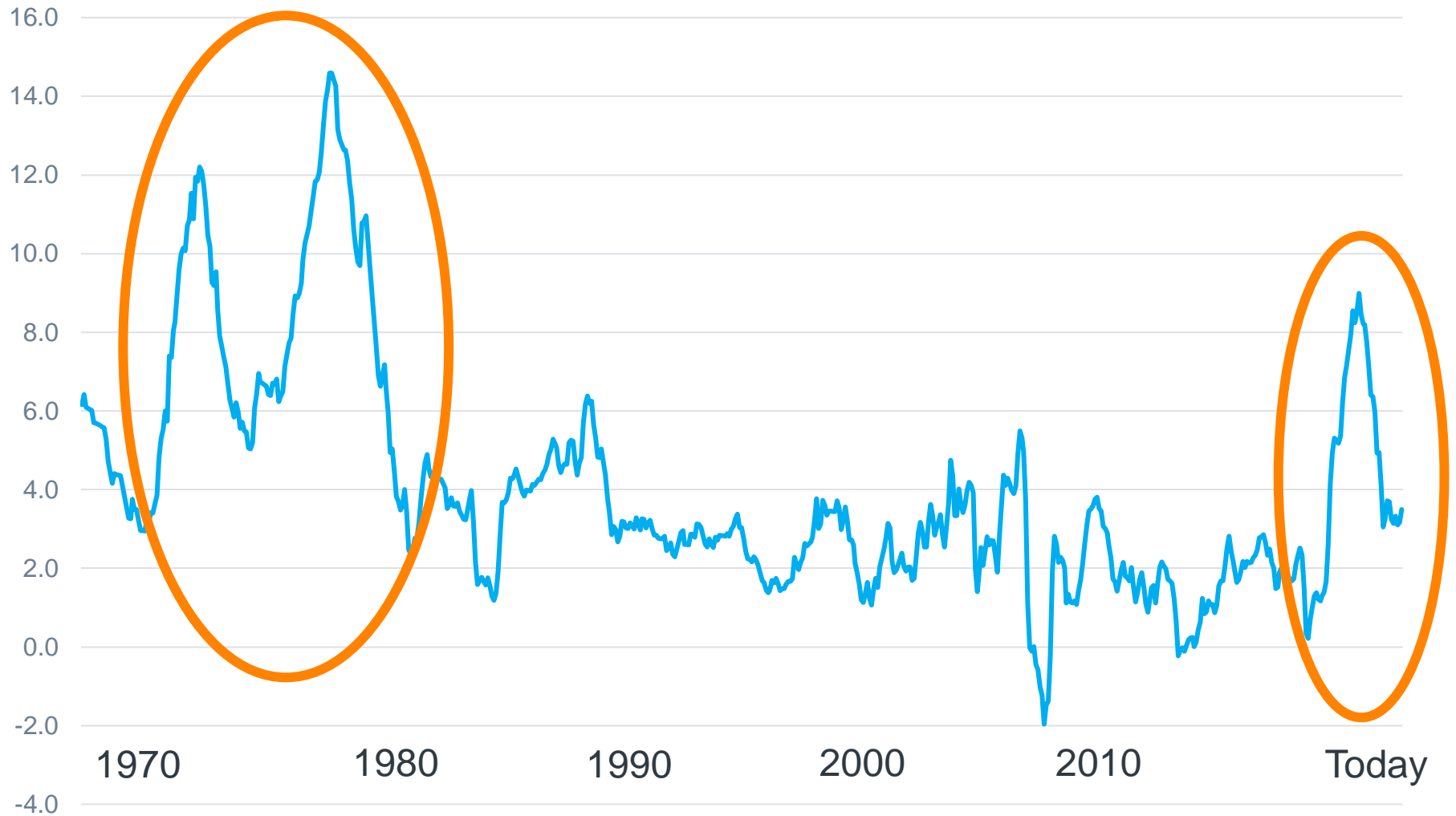
Reducing policy restraint too soon or too much could result in a reversal of progress we have seen in inflation and ultimately require even tighter policy to get inflation back to two percent.

- **Jerome Powell**, Chairman, Federal Reserve



# CPI History Pausing Rate Cuts

Core Price Index Challenges in the Late 1970s Informing Decisions Today



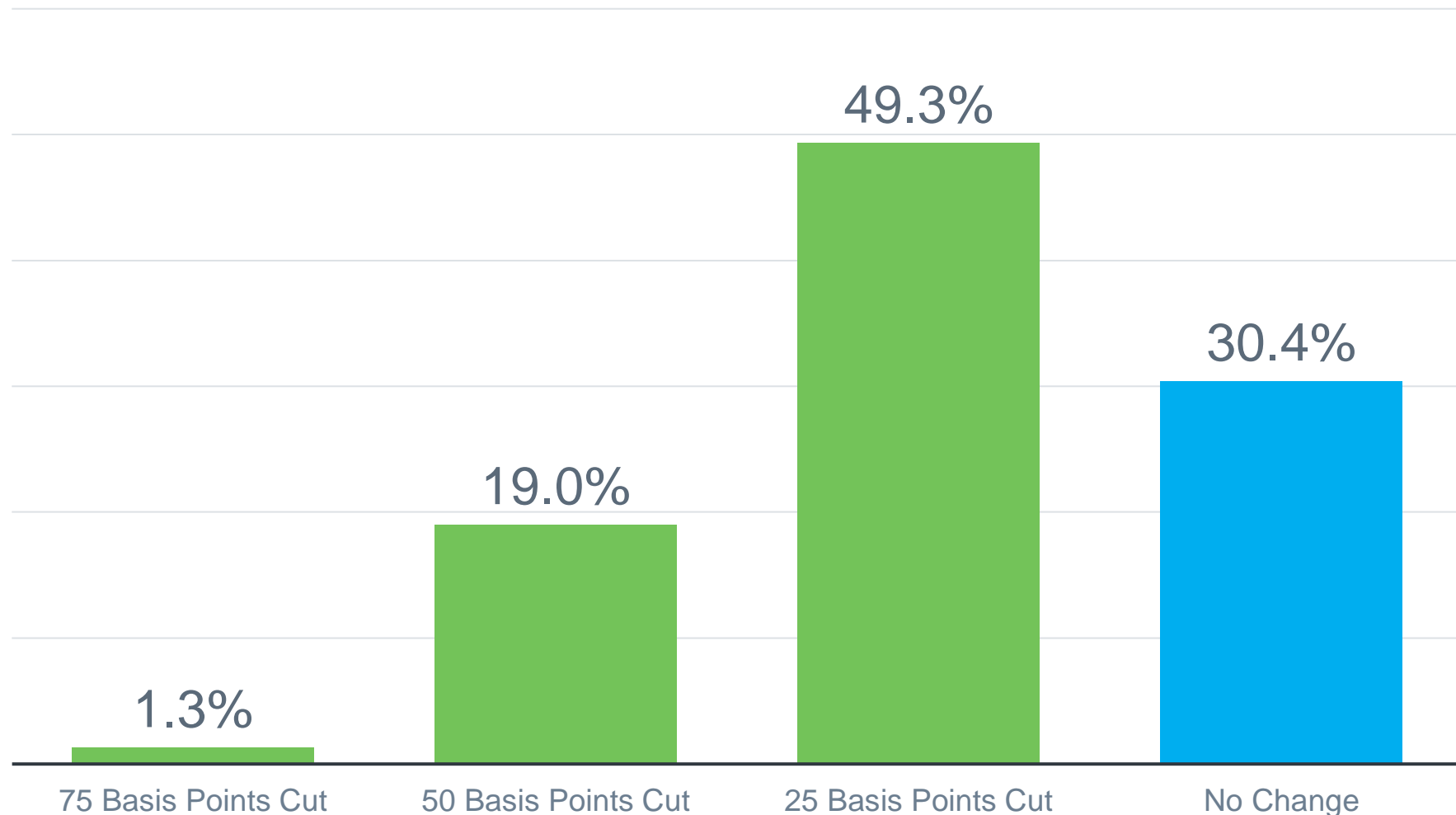


My personal forecast is that we will begin to see further progress on inflation this year. I don't know that it will be sufficient; I don't know that it won't. I think we're going to have to let the data lead us on that.

- **Jerome Powell**, Chairman, Federal Reserve

# 69.6% Chance Fed Cuts at Sept. Meeting

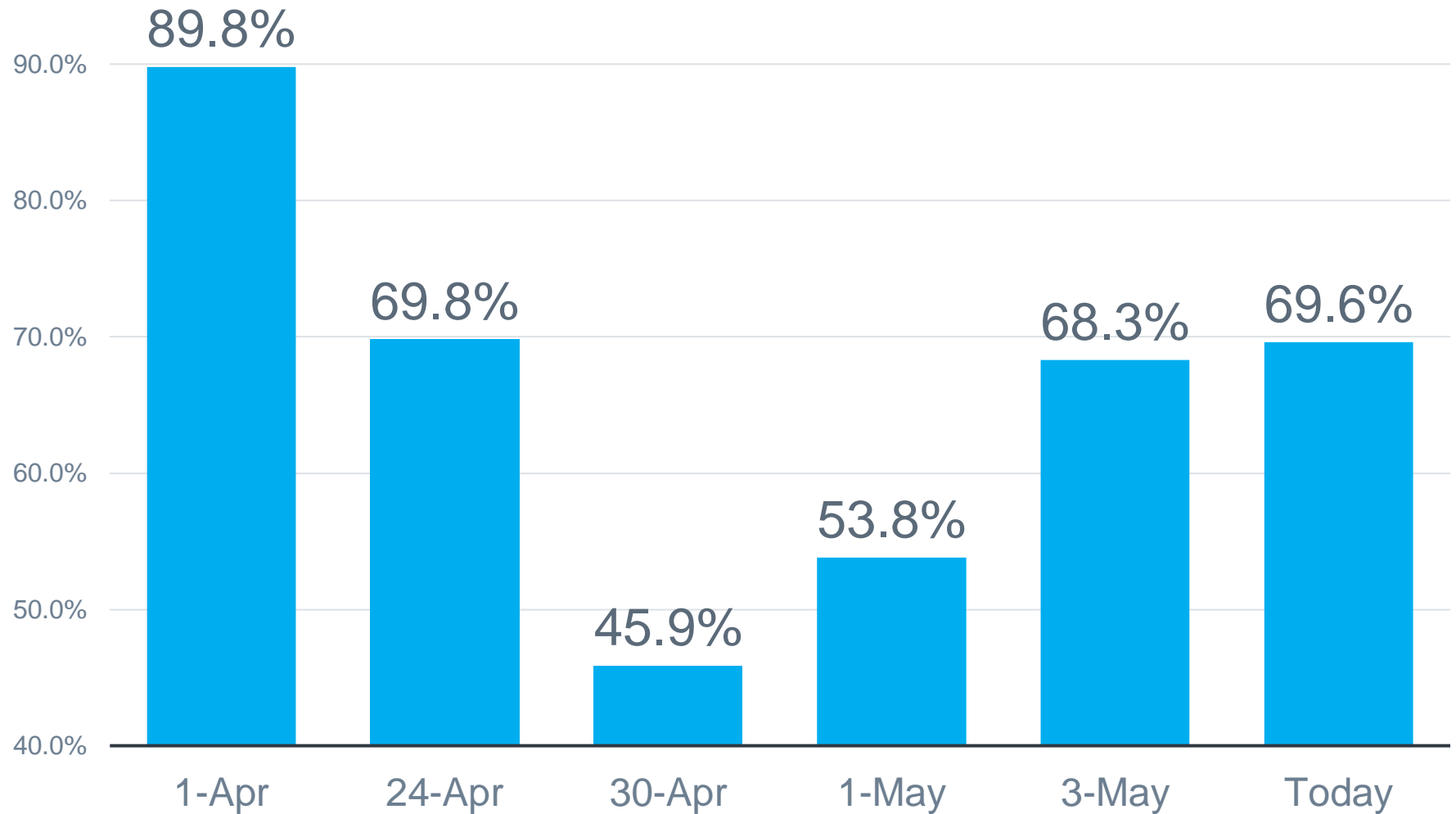
Target Fed Funds Rate Probabilities for Sept. '24 Fed Meeting (as of 5/6)



Source: CME Group

# Odds of a September Cut Are Changing

Probability the Fed Will Cut the Fed Funds Rate at the September Meeting



Source: CME Group



I think it's unlikely that the next policy rate move will be a hike.

- **Jerome Powell**, Chairman, Federal Reserve

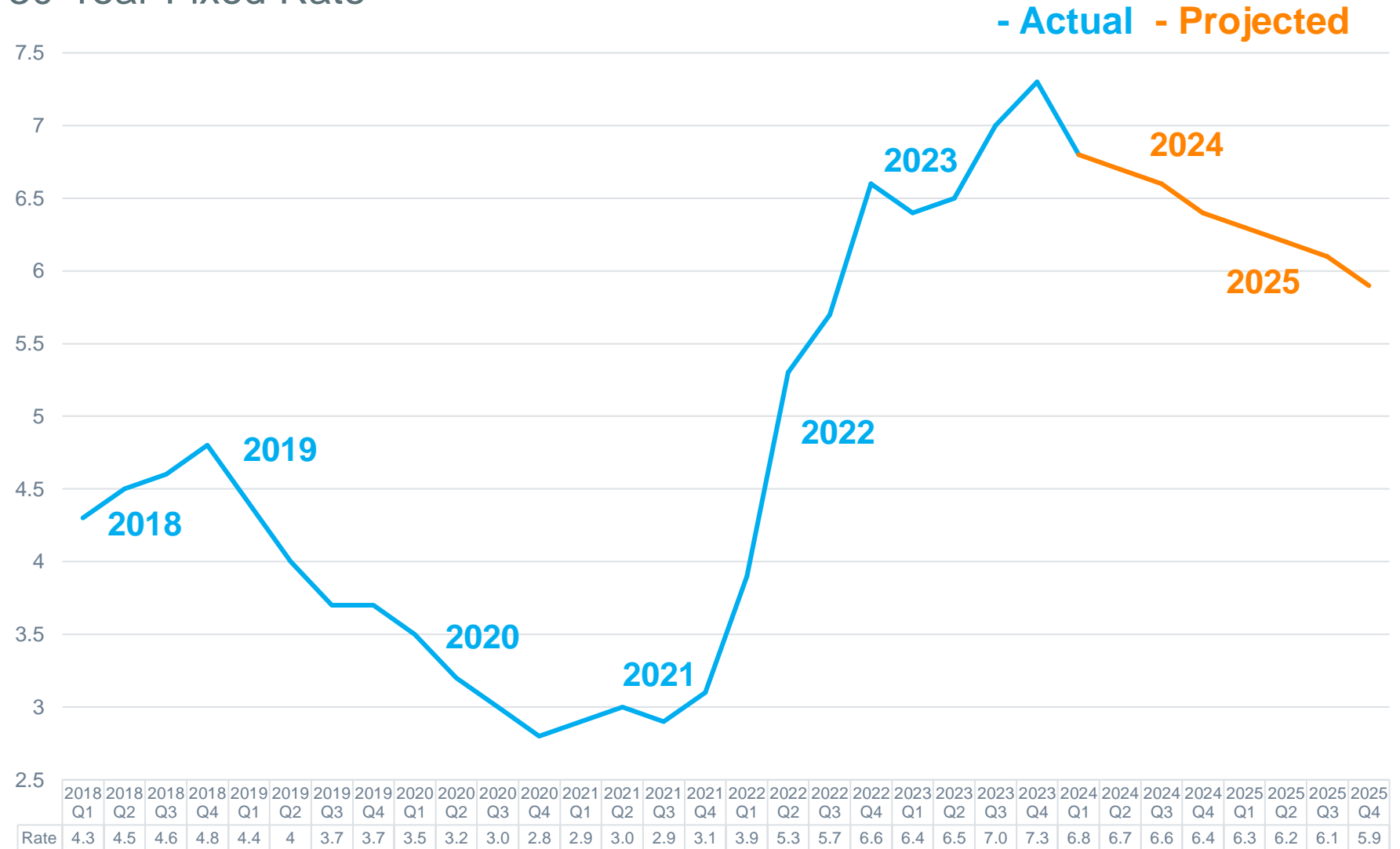
# 2024 Mortgage Rate Projections

April 2024

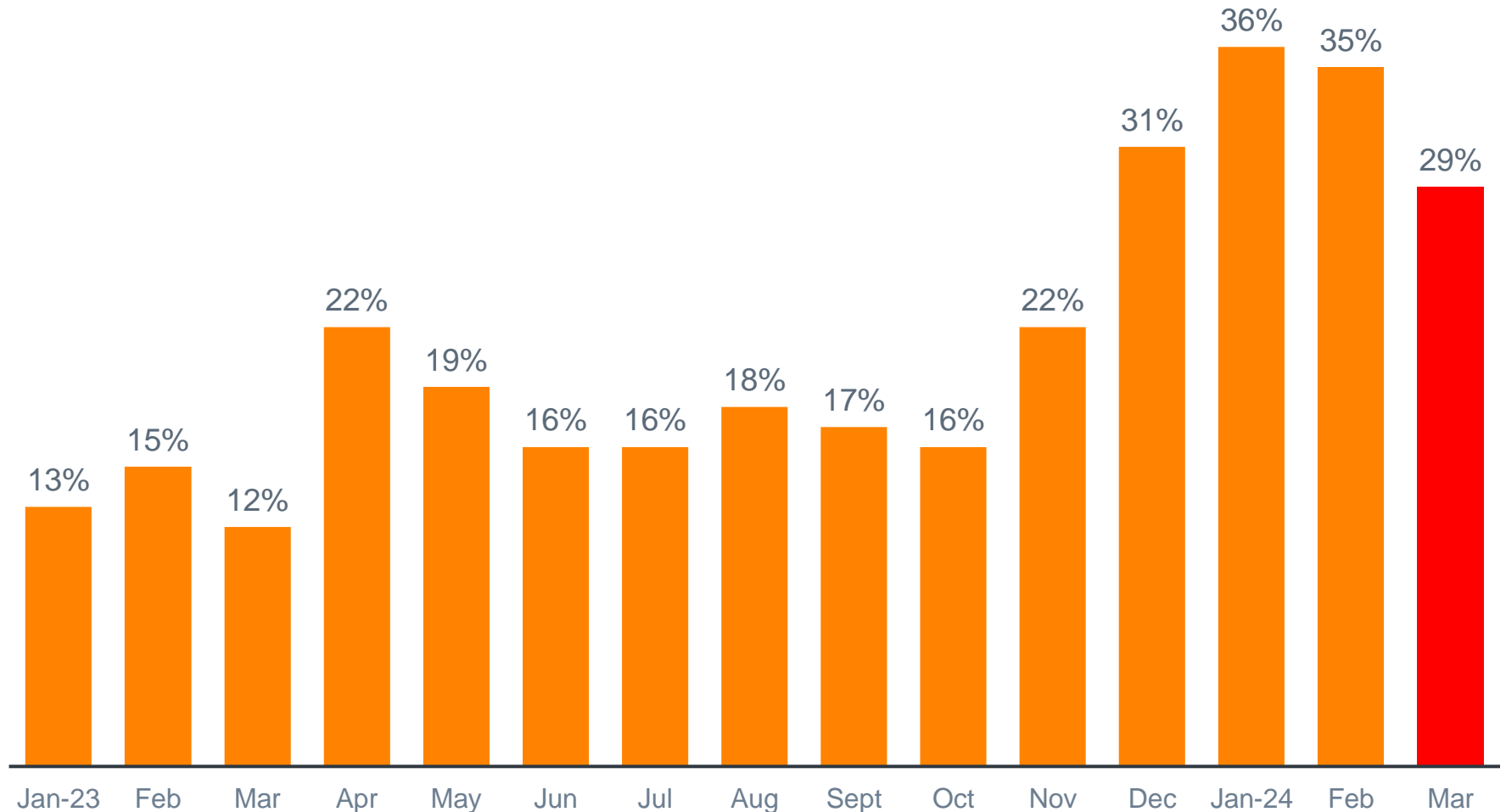
Quarter	Fannie Mae	MBA	NAR	Average of All Three
<b>2024 Q2</b>	6.70%	6.70%	7.10%	<b>6.83%</b>
<b>2024 Q3</b>	6.60%	6.60%	6.70%	<b>6.63%</b>
<b>2024 Q4</b>	6.40%	6.40%	6.50%	<b>6.43%</b>
<b>2025 Q1</b>	6.20%	6.30%	6.30%	<b>6.27%</b>
<b>2025 Q2</b>	6.10%	6.20%	6.20%	<b>6.17%</b>

# Mortgage Rates & Projections

## 30-Year Fixed Rate



# Percent of Respondents: Mortgage Rates Will Go Down in the Next 12 Months



Source: Fannie Mae





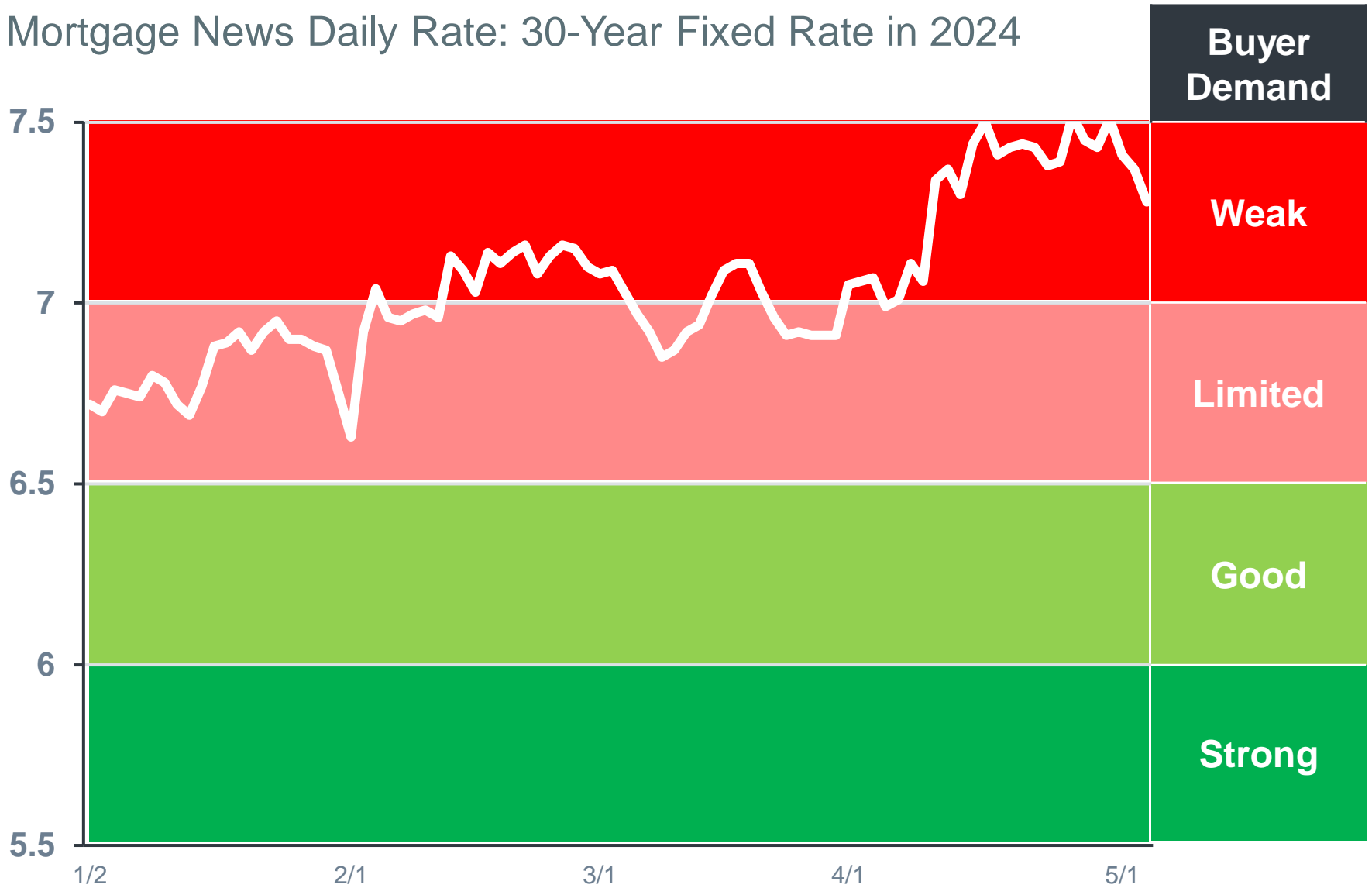
**Expect rates to come down in the second half of 2024 but remain above 6% this year.**

Even a modest drop in rates will bring both more buyers and more sellers into the market.

**- Bright MLS**

# Demand Based on Rate Environment

Mortgage News Daily Rate: 30-Year Fixed Rate in 2024



Source: KCM Analysis, Mortgage News Daily

Most agents **know**  
what's happening.

Good agents **understand**  
what's happening.

Great agents can **explain**  
what's happening.

# Resources

Slide(s)	Description	Link(s)
4	Affordability Graph	<a href="https://cdn.nar.realtor/sites/default/files/documents/hai-12-2023-housing-affordability-index-2024-02-08.pdf">https://cdn.nar.realtor/sites/default/files/documents/hai-12-2023-housing-affordability-index-2024-02-08.pdf</a>
5	Building Smaller Homes Statement	<a href="https://www.nahb.org/news-and-economics/press-releases/2024/04/home-buyer-preferences-shift-as-affordability-challenges-remain">https://www.nahb.org/news-and-economics/press-releases/2024/04/home-buyer-preferences-shift-as-affordability-challenges-remain</a>
6	Quint Quote	<a href="https://www.nahb.org/news-and-economics/press-releases/2024/02/top-design-trends-for-2024">https://www.nahb.org/news-and-economics/press-releases/2024/02/top-design-trends-for-2024</a>
7	Buyers Want Smaller Homes Graph	<a href="https://eyeonhousing.org/2024/03/nahb-releases-what-home-buyers-really-want-study-shows-buyers-want-smaller-homes/">https://eyeonhousing.org/2024/03/nahb-releases-what-home-buyers-really-want-study-shows-buyers-want-smaller-homes/</a>
8	NAHB Quote	<a href="https://eyeonhousing.org/2024/02/new-single-family-home-size-moves-lower/">https://eyeonhousing.org/2024/02/new-single-family-home-size-moves-lower/</a>
9	New Homes Getting Smaller Census Graph	<a href="https://www.census.gov/construction/nrc/quarterly.html">https://www.census.gov/construction/nrc/quarterly.html</a>
10	New York Times Quote	<a href="https://www.nytimes.com/2024/02/17/business/economy/the-great-compression.html">https://www.nytimes.com/2024/02/17/business/economy/the-great-compression.html</a>
11	Newly Built Homes Are Smaller Wolf Graph	<a href="https://twitter.com/AliWolfEcon">https://twitter.com/AliWolfEcon</a>

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12	Bilello Quote	<a href="https://twitter.com/charliebilello/status/1772309207569584355">https://twitter.com/charliebilello/status/1772309207569584355</a>
13	Arroyo Quote	<a href="https://www.marketwatch.com/story/the-shrinking-american-home-as-demand-rises-builders-go-smaller-ed2a327c">https://www.marketwatch.com/story/the-shrinking-american-home-as-demand-rises-builders-go-smaller-ed2a327c</a>
15	Population by Generation Graph	<a href="https://data.census.gov/cedsci/table?q=United%20States&amp;t=Populations%20and%20People&amp;g=0100000US&amp;tid=ACSST5Y2020.S0101">https://data.census.gov/cedsci/table?q=United%20States&amp;t=Populations%20and%20People&amp;g=0100000US&amp;tid=ACSST5Y2020.S0101</a>
16	U.S. Population Distribution Graph	<a href="https://www.statista.com/statistics/296974/us-population-share-by-generation/">https://www.statista.com/statistics/296974/us-population-share-by-generation/</a>
17	Annual Monthly Payment Graph	<a href="https://www.nar.realtor/research-and-statistics/housing-statistics/housing-affordability-index">https://www.nar.realtor/research-and-statistics/housing-statistics/housing-affordability-index</a> <a href="https://cdn.nar.realtor/sites/default/files/documents/hai-02-2024-housing-affordability-index-2024-04-12.pdf">https://cdn.nar.realtor/sites/default/files/documents/hai-02-2024-housing-affordability-index-2024-04-12.pdf</a>
18, 19	Chase Quotes	<a href="https://www.chase.com/personal/mortgage/education/owning-a-home/will-gen-z-be-able-to-afford-houses">https://www.chase.com/personal/mortgage/education/owning-a-home/will-gen-z-be-able-to-afford-houses</a>
20	Gen Z Buyers and Sellers Graph	<a href="https://cdn.nar.realtor/sites/default/files/documents/2024-home-buyers-and-sellers-generational-trends-04-03-2024.pdf">https://cdn.nar.realtor/sites/default/files/documents/2024-home-buyers-and-sellers-generational-trends-04-03-2024.pdf</a>

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21	Gen Z Homebuying Tips	<a href="https://www.chase.com/personal/mortgage/education/owning-a-home/will-gen-z-be-able-to-afford-houses">https://www.chase.com/personal/mortgage/education/owning-a-home/will-gen-z-be-able-to-afford-houses</a>
22	Directors Mortgage Quote	<a href="https://www.directorsmortgage.com/blog/gen-z-homeownership-top-affordable-strategies-for-aspiring-homeowners/">https://www.directorsmortgage.com/blog/gen-z-homeownership-top-affordable-strategies-for-aspiring-homeowners/</a>
23	Gen Z Cash Gift Pie Chart	<a href="https://www.redfin.com/news/gen-z-millennial-down-payment-family-help/">https://www.redfin.com/news/gen-z-millennial-down-payment-family-help/</a>
24	Down Payment Assistance Programs	<a href="https://downpaymentresource.com/homebuyer-resource/navigating-down-payment-assistance-programs-a-homebuyers-guide/">https://downpaymentresource.com/homebuyer-resource/navigating-down-payment-assistance-programs-a-homebuyers-guide/</a> <a href="https://downpaymentresource.com/">https://downpaymentresource.com/</a>
25	Porter Quote	<a href="https://www.realtor.com/news/trends/generation-z-must-haves-when-buying-homes/">https://www.realtor.com/news/trends/generation-z-must-haves-when-buying-homes/</a>
27	Bachaud Quote	<a href="https://www.nbcnewyork.com/news/business/money-report/as-home-sellers-buyers-wait-on-a-fed-cut-heres-how-mortgage-rates-have-impacted-the-spring-housing-market/5364826/">https://www.nbcnewyork.com/news/business/money-report/as-home-sellers-buyers-wait-on-a-fed-cut-heres-how-mortgage-rates-have-impacted-the-spring-housing-market/5364826/</a>
28	Daily Mortgage Rate Graph	<a href="https://www.mortgagenewsdaily.com/mortgage-rates">https://www.mortgagenewsdaily.com/mortgage-rates</a>

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29	Kushi Quote	<a href="https://www.cnet.com/personal-finance/mortgages/mortgage-rates-increase-for-prospective-buyers-todays-mortgage-rates-for-may-3-2024/#will-mortgage-rates-fall-in-">https://www.cnet.com/personal-finance/mortgages/mortgage-rates-increase-for-prospective-buyers-todays-mortgage-rates-for-may-3-2024/#will-mortgage-rates-fall-in-</a>
30	NerdWallet Quote	<a href="https://www.nerdwallet.com/article/mortgages/fed-mortgage-rates">https://www.nerdwallet.com/article/mortgages/fed-mortgage-rates</a>
31	Forbes Quote	<a href="https://www.forbes.com/advisor/mortgages/mortgage-rates/">https://www.forbes.com/advisor/mortgages/mortgage-rates/</a>
32	Fed Decision	<a href="https://www.federalreserve.gov/newsevents/pressreleases/monetary20240501a.htm">https://www.federalreserve.gov/newsevents/pressreleases/monetary20240501a.htm</a>
33	Federal Reserve Quote	<a href="https://www.federalreserve.gov/newsevents/pressreleases/monetary20240501a.htm">https://www.federalreserve.gov/newsevents/pressreleases/monetary20240501a.htm</a>
34	CNBC Quote	<a href="https://www.cNBC.com/2024/05/03/jobs-report-april-2024-us-job-growth-totaled-175000-in-april.html">https://www.cNBC.com/2024/05/03/jobs-report-april-2024-us-job-growth-totaled-175000-in-april.html</a>
35	Unemployment Rate Graph	<a href="https://www.bls.gov/news.release/empsit.nr0.htm">https://www.bls.gov/news.release/empsit.nr0.htm</a> <a href="https://data.bls.gov/pdq/SurveyOutputServlet">https://data.bls.gov/pdq/SurveyOutputServlet</a>
36	Hale Quote	<a href="https://www.realtor.com/research/may-2024-employment-report">https://www.realtor.com/research/may-2024-employment-report</a>

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37	Inflation Exceeds Target Rate Graph	<a href="https://www.bls.gov/news.release/cpi.nr0.htm">https://www.bls.gov/news.release/cpi.nr0.htm</a>
38	Fratantoni Quote	<a href="https://themortgagereports.com/112576/fed-skips-rate-hike-may-2024">https://themortgagereports.com/112576/fed-skips-rate-hike-may-2024</a>
39	Federal Funds Rate Graph	<a href="https://www.federalreserve.gov/monetarypolicy/fomccalendars.htm">https://www.federalreserve.gov/monetarypolicy/fomccalendars.htm</a>
40	Powell Quote	<a href="https://www.cnbc.com/2024/04/10/heres-why-the-federal-reserve-is-in-no-rush-to-cut-rates-in-2024.html">https://www.cnbc.com/2024/04/10/heres-why-the-federal-reserve-is-in-no-rush-to-cut-rates-in-2024.html</a>
41	CPI History Graph	<a href="https://fred.stlouisfed.org/graph/?g=rocU#0">https://fred.stlouisfed.org/graph/?g=rocU#0</a> <a href="https://www.bls.gov/cpi/">https://www.bls.gov/cpi/</a>
42	Powell Quote	<a href="https://twitter.com/YahooFinance/status/1785757331395051620">https://twitter.com/YahooFinance/status/1785757331395051620</a>
43, 44	Chance of Rates Cut Graphs	<a href="https://www.cmegroup.com/markets/interest-rates/cme-fedwatch-tool.html">https://www.cmegroup.com/markets/interest-rates/cme-fedwatch-tool.html</a>
45	Powell Quote	<a href="https://www.investopedia.com/us-economy-news-today-may-1-8641676">https://www.investopedia.com/us-economy-news-today-may-1-8641676</a>



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46, 47	Mortgage Rate Projections	<a href="https://www.fanniemae.com/media/50986/display">https://www.fanniemae.com/media/50986/display</a> <a href="https://img03.en25.com/Web/MortgageBankersAssociation/%7B3a3cfd7-a920-4329-8953-167a89666546%7D_Mortgage_Finance_Forecast_Apr_2024.pdf">https://img03.en25.com/Web/MortgageBankersAssociation/%7B3a3cfd7-a920-4329-8953-167a89666546%7D_Mortgage_Finance_Forecast_Apr_2024.pdf</a> <a href="https://cdn.nar.realtor/sites/default/files/documents/forecast-q2-2024-us-economic-outlook-04-25-2024.pdf">https://cdn.nar.realtor/sites/default/files/documents/forecast-q2-2024-us-economic-outlook-04-25-2024.pdf</a>
48	Percent Saying Mortgage Rates Will Go Down Graph	<a href="https://www.fanniemae.com/research-and-insights/surveys-indices/national-housing-survey">https://www.fanniemae.com/research-and-insights/surveys-indices/national-housing-survey</a>
49	Bright MLS Quote	<a href="https://www.prnewswire.com/news-releases/bright-mls-march-2024-housing-report-mid-atlantic-inventory-increases-for-the-second-month-in-a-row-302113312.html#:~:text=Mortgage%20rates%20will%20stay%20higher,more%20sellers%20into%20the%20market.">https://www.prnewswire.com/news-releases/bright-mls-march-2024-housing-report-mid-atlantic-inventory-increases-for-the-second-month-in-a-row-302113312.html#:~:text=Mortgage%20rates%20will%20stay%20higher,more%20sellers%20into%20the%20market.</a>
50	Demand Based on Rate Environment Graph	<a href="https://www.mortgagenewsdaily.com/mortgage-rates">https://www.mortgagenewsdaily.com/mortgage-rates</a>



# Updates

# Resources

Slide(s)	Description	Link(s)
62	Confidence Index	<a href="https://www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index">https://www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index</a>
63-65, 72, 74, 75, 82-85	Existing Home Sales	<a href="https://www.nar.realtor/topics/existing-home-sales">https://www.nar.realtor/topics/existing-home-sales</a>
66-68	New Home Sales	<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>
69	Total Home Sales	<a href="http://www.census.gov/construction/nrs/pdf/newressales.pdf">http://www.census.gov/construction/nrs/pdf/newressales.pdf</a> <a href="https://www.nar.realtor/topics/existing-home-sales">https://www.nar.realtor/topics/existing-home-sales</a>
70-71	Pending Home 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>
76-78	Case Shiller	<a href="https://www.spglobal.com/spdji/en/indices/indicators/sp-corelogic-case-shiller-20-city-composite-home-price-nsa-index/#news-research">https://www.spglobal.com/spdji/en/indices/indicators/sp-corelogic-case-shiller-20-city-composite-home-price-nsa-index/#news-research</a>
79	CoreLogic Price Forecast	<a href="https://www.corelogic.com/intelligence/u-s-home-price-insights/">https://www.corelogic.com/intelligence/u-s-home-price-insights/</a>

# Resources

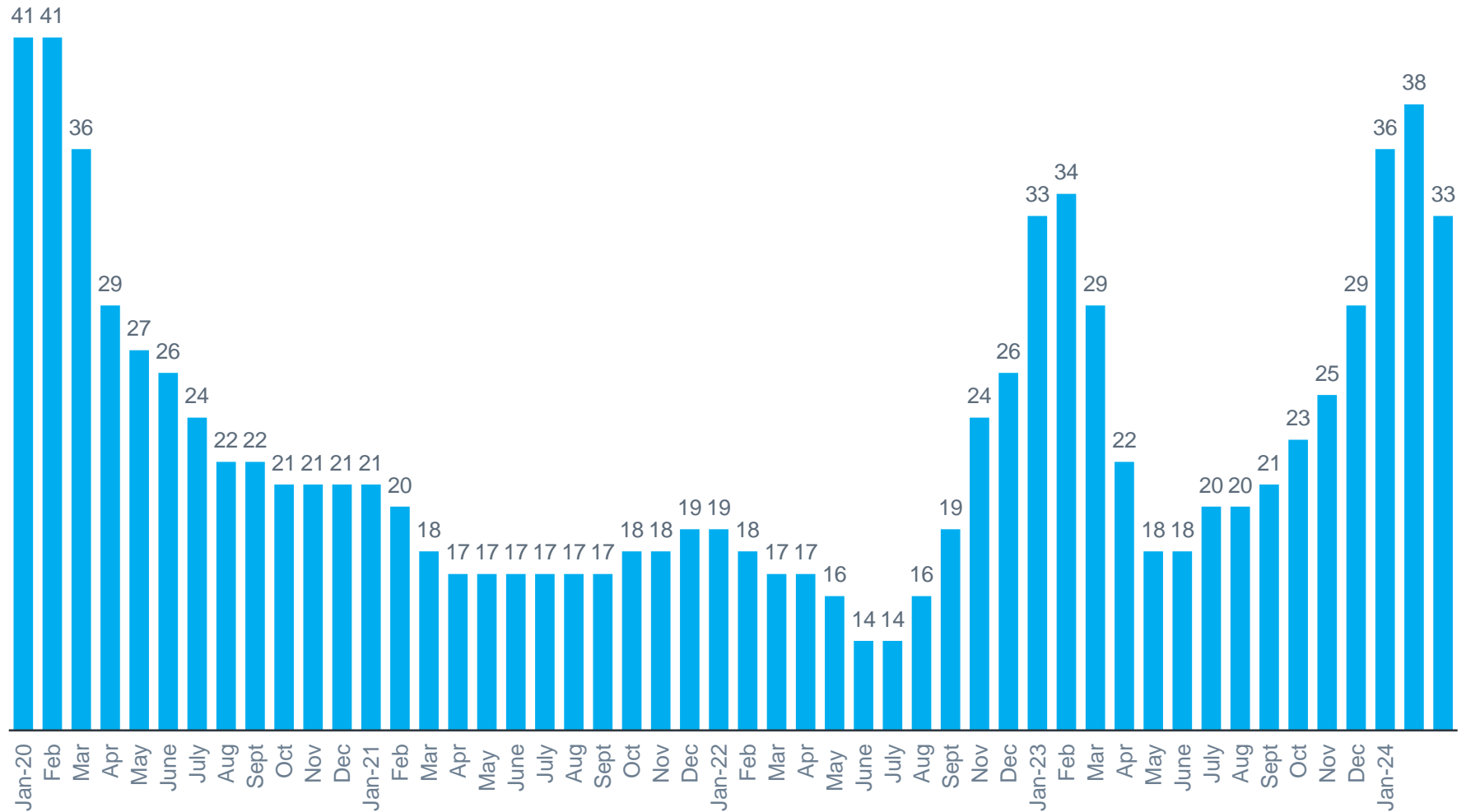
Slide(s)	Description	Link(s)
81-87	Inventory	<a href="https://www.nar.realtor/topics/existing-home-sales">https://www.nar.realtor/topics/existing-home-sales</a> <a href="http://www.census.gov/construction/nrs/pdf/newressales.pdf">http://www.census.gov/construction/nrs/pdf/newressales.pdf</a> <a href="https://www.realtor.com/research/data/">https://www.realtor.com/research/data/</a>
89	Showing Activity	<a href="https://www.showingtime.com/blog/">https://www.showingtime.com/blog/</a>
91, 92, 94, 95	Mortgage Rates	<a href="http://www.freddiemac.com/pmms/pmms_archives.html">http://www.freddiemac.com/pmms/pmms_archives.html</a> <a href="http://www.freddiemac.com/research/forecast/">http://www.freddiemac.com/research/forecast/</a> <a href="https://www.mba.org/news-research-and-resources/research-and-economics/forecasts-and-commentary">https://www.mba.org/news-research-and-resources/research-and-economics/forecasts-and-commentary</a>
93	Mortgage Rate Projections	<a href="http://www.fanniemae.com/portal/research-insights/forecast.html">http://www.fanniemae.com/portal/research-insights/forecast.html</a> <a href="https://www.mba.org/news-research-and-resources/research-and-economics/forecasts-and-commentary">https://www.mba.org/news-research-and-resources/research-and-economics/forecasts-and-commentary</a> <a href="https://www.nar.realtor/research-and-statistics">https://www.nar.realtor/research-and-statistics</a>
97, 98	Mortgage Credit Availability	<a href="https://www.mba.org/news-research-and-resources/newsroom">https://www.mba.org/news-research-and-resources/newsroom</a> <a href="https://www.mba.org/news-research-and-resources/research-and-economics/single-family-research/mortgage-credit-availability-index">https://www.mba.org/news-research-and-resources/research-and-economics/single-family-research/mortgage-credit-availability-index</a>



# Home Sales

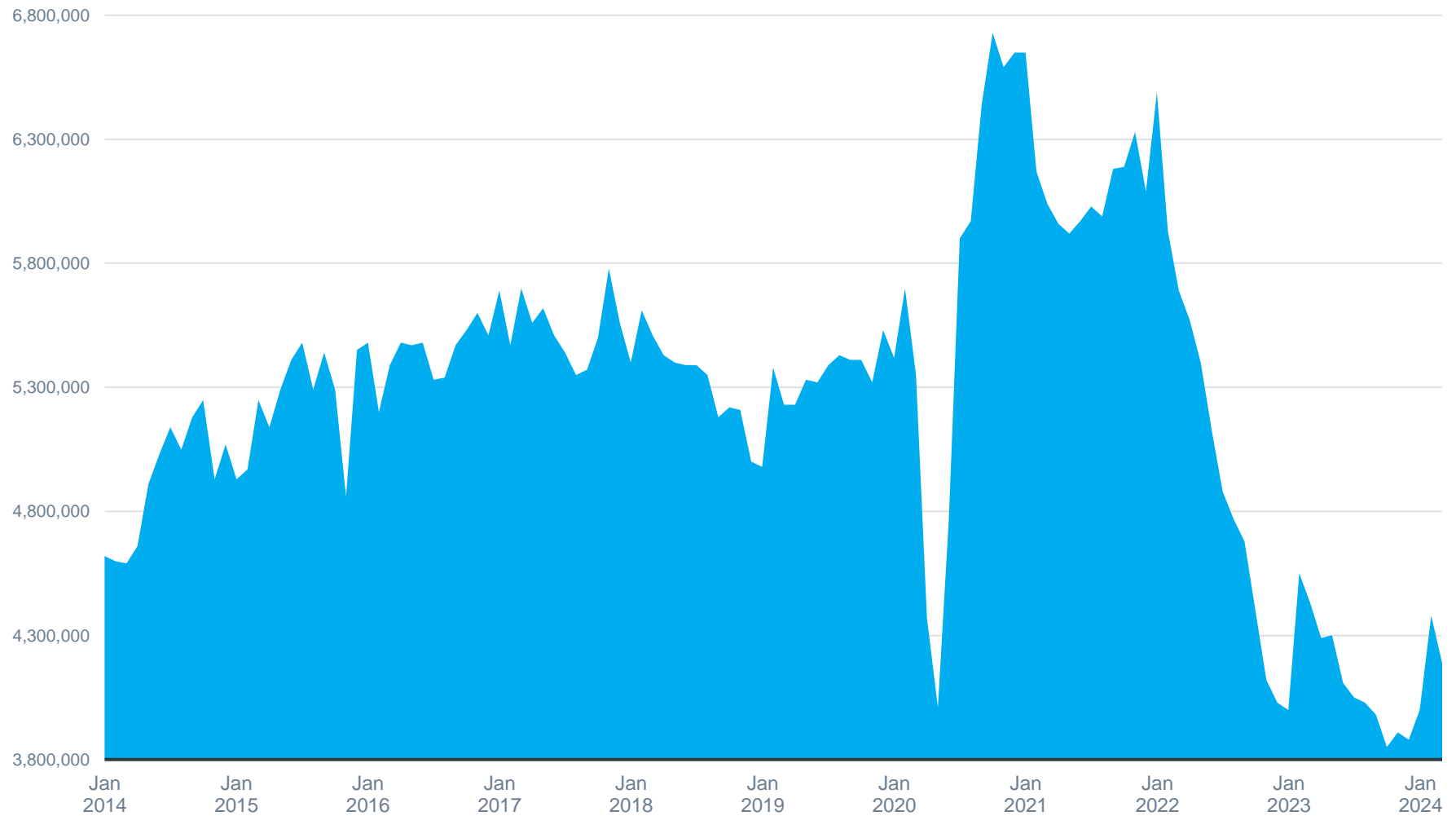
# Average Days on the Market

March 2024



# Existing Home Sales

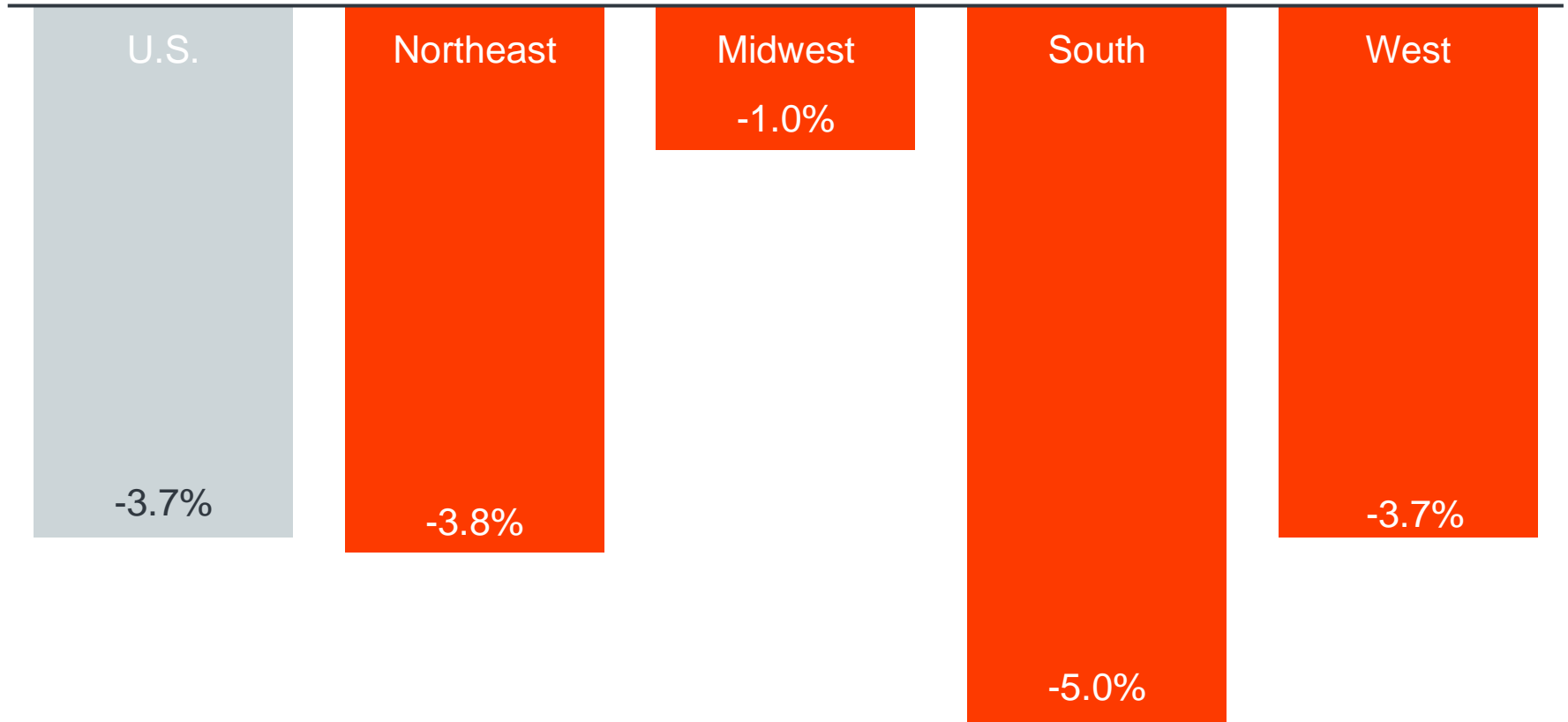
Since January 2014



Source: NAR

# Existing Home Sales

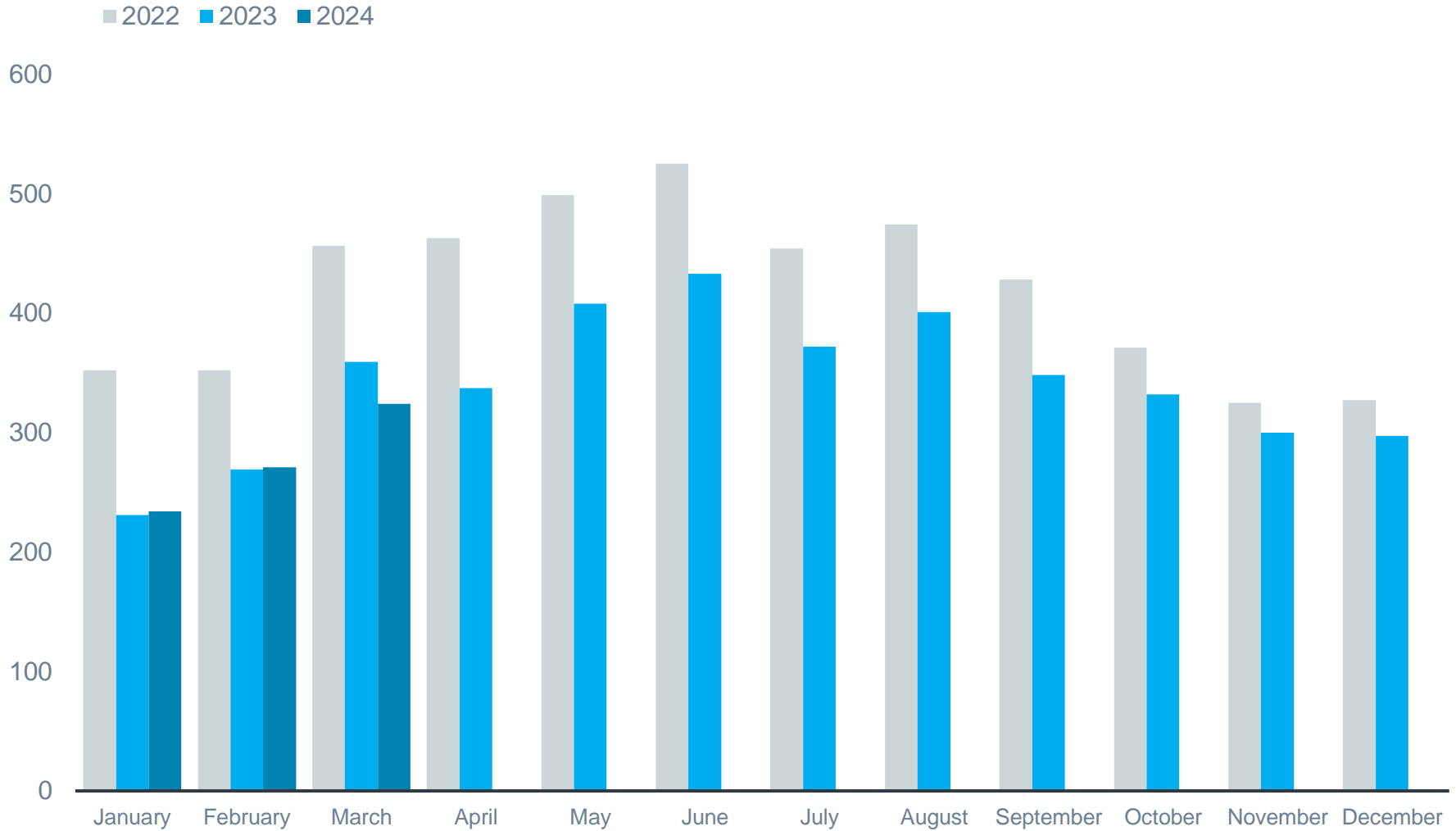
Year-Over-Year, by Region





# Existing Home Sales

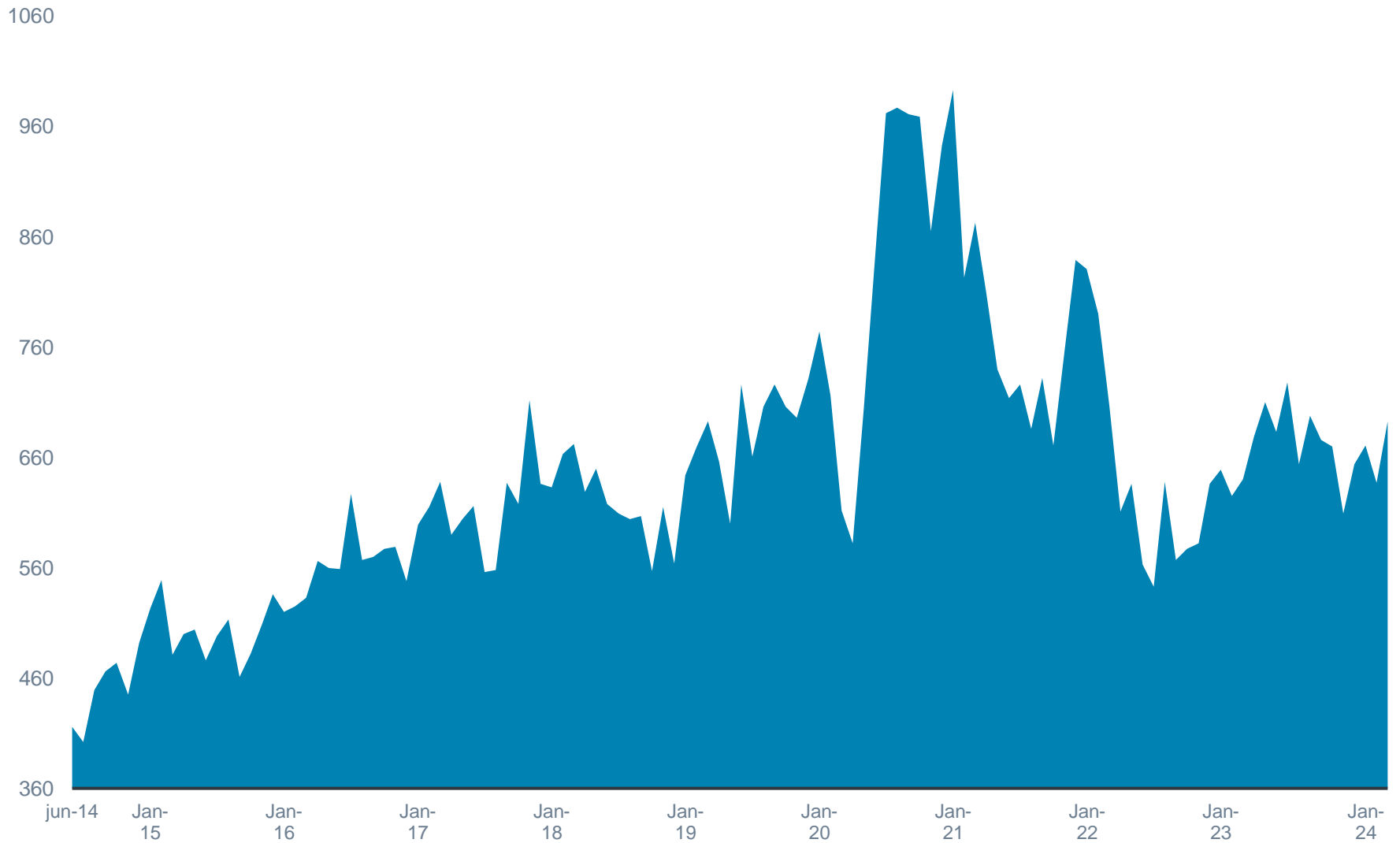
In Thousands



Source: NAR

# New Home Sales

Annualized in Thousands

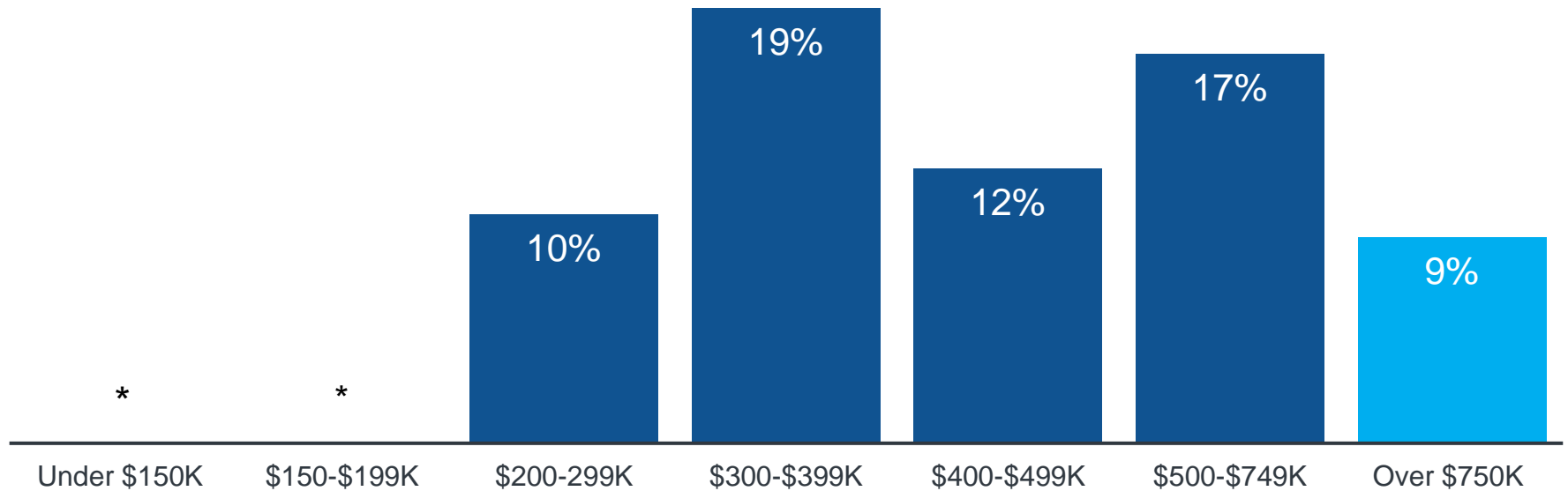


Source: Census

# New Home Sales

## Percent of Distribution by Price Range

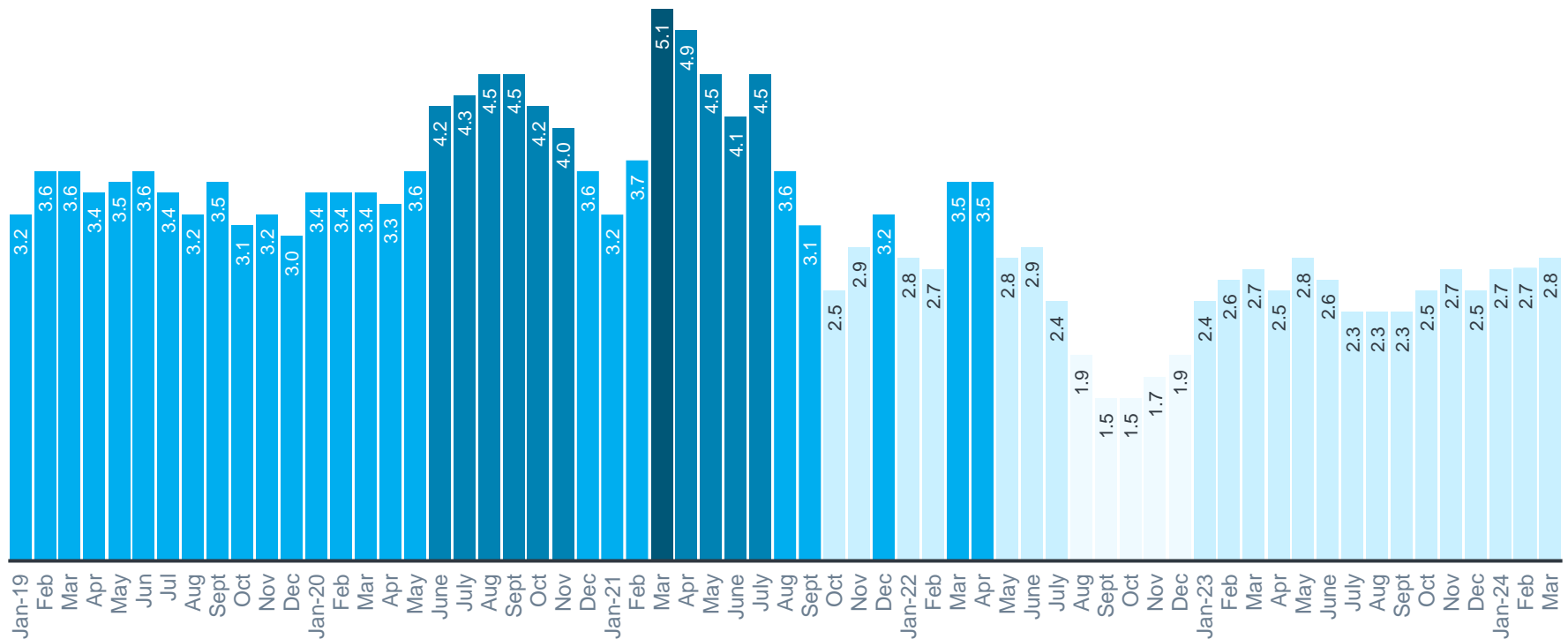
\* Less Than 500 Units or Less Than 0.5 Percent



Source: Census

# New Homes Selling Fast

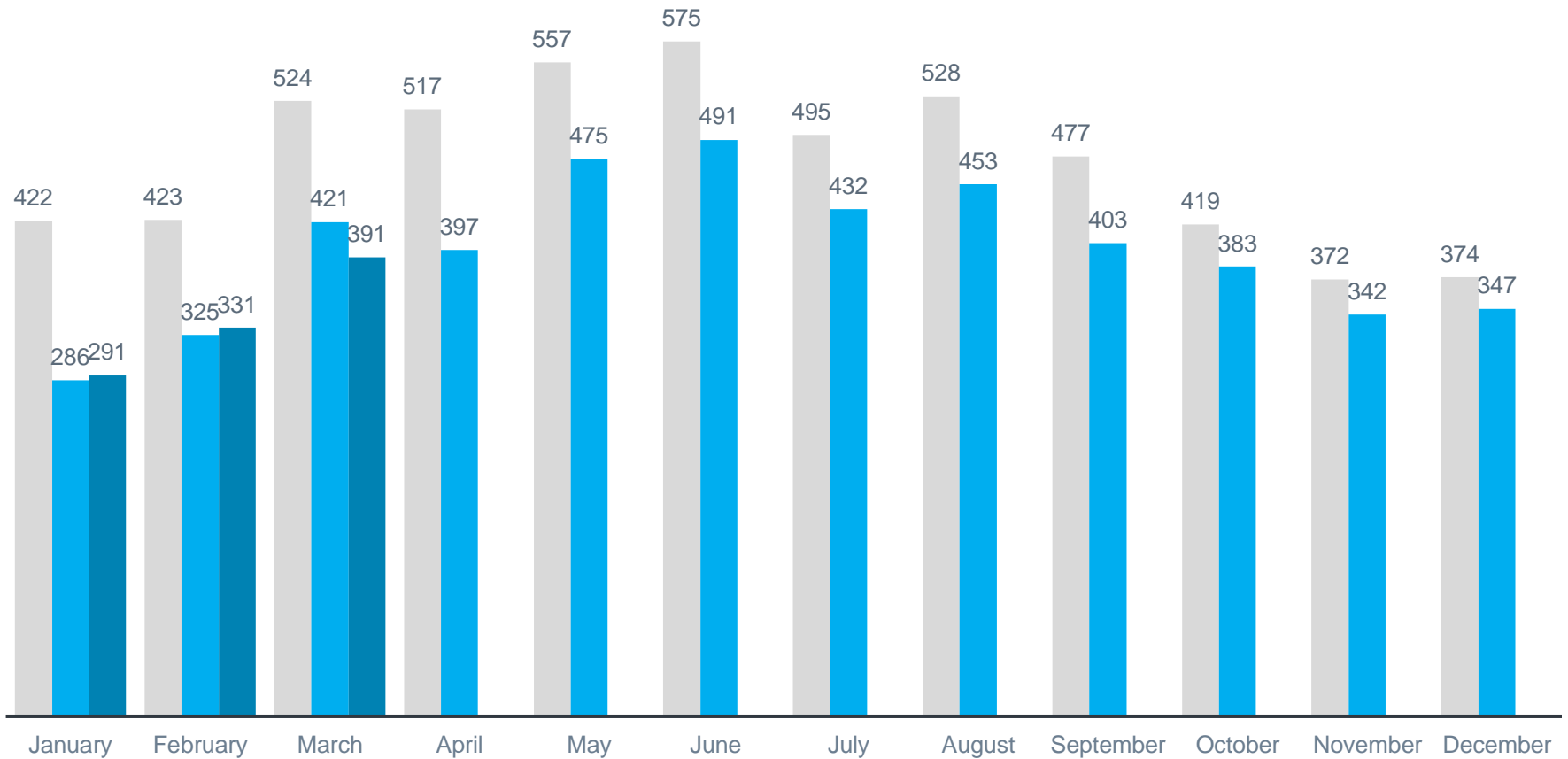
Median Months from Completion to Sold



# Total Home Sales

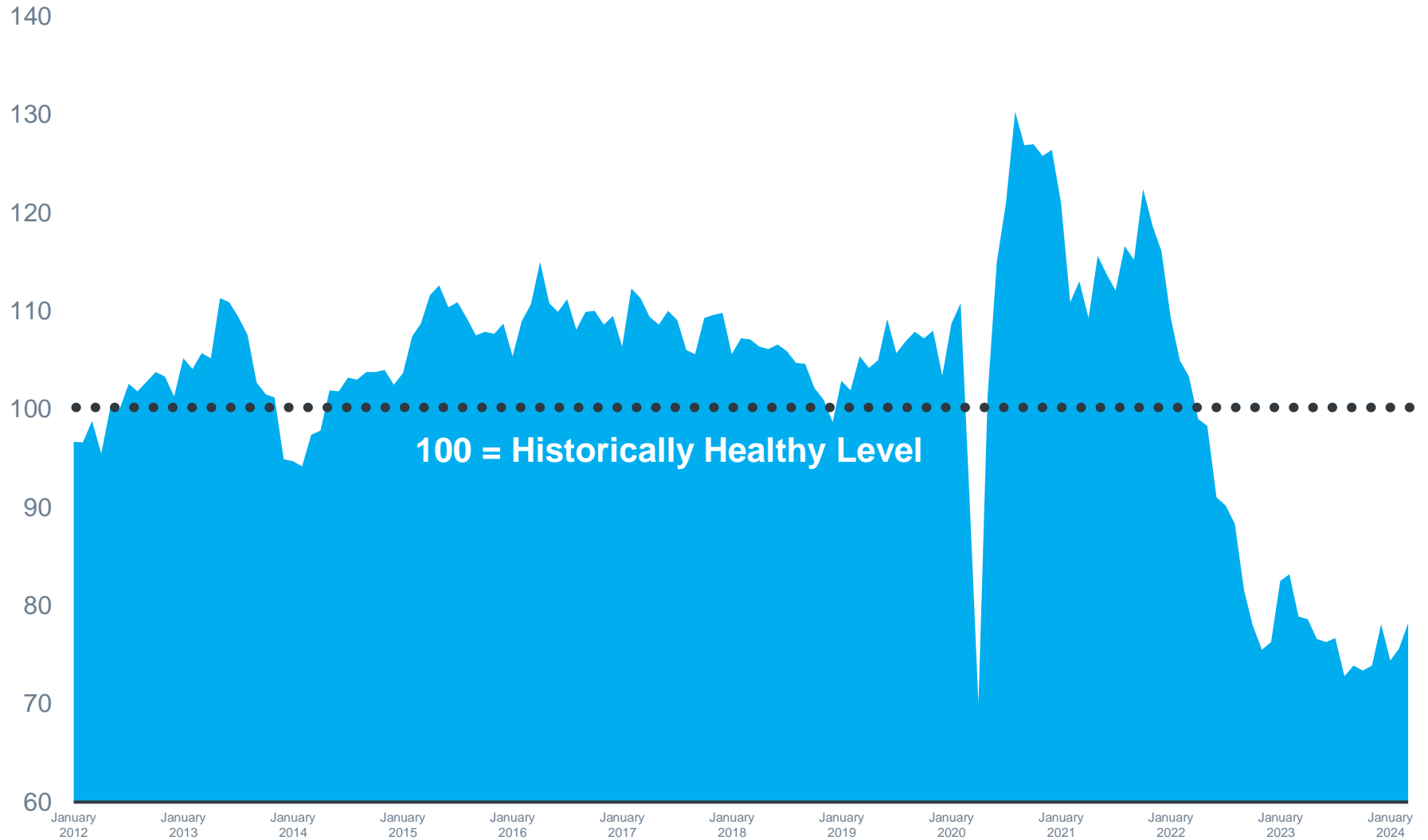
In Thousands

■ 2022 ■ 2023 ■ 2024



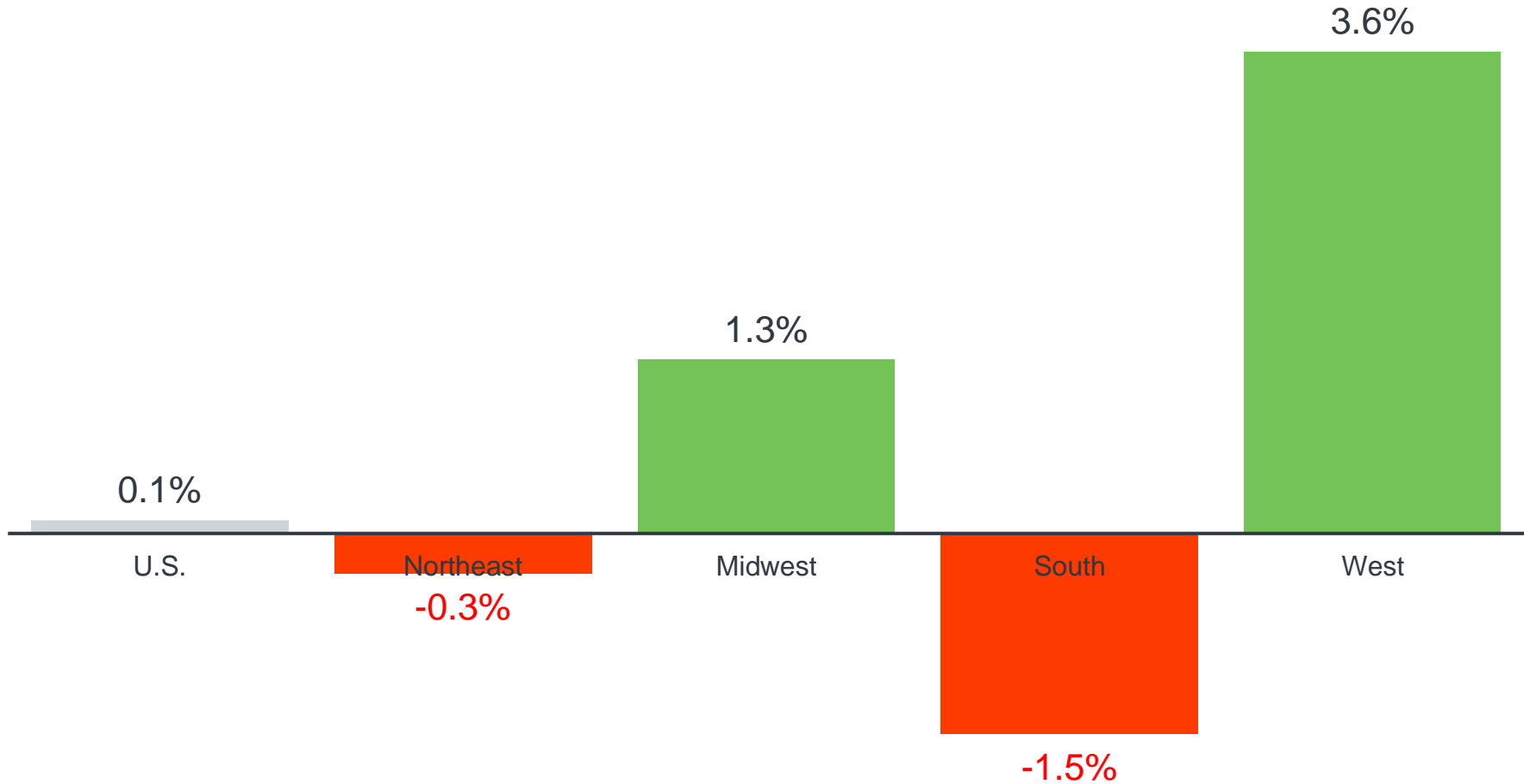
Source: Census

# Pending Home Sales



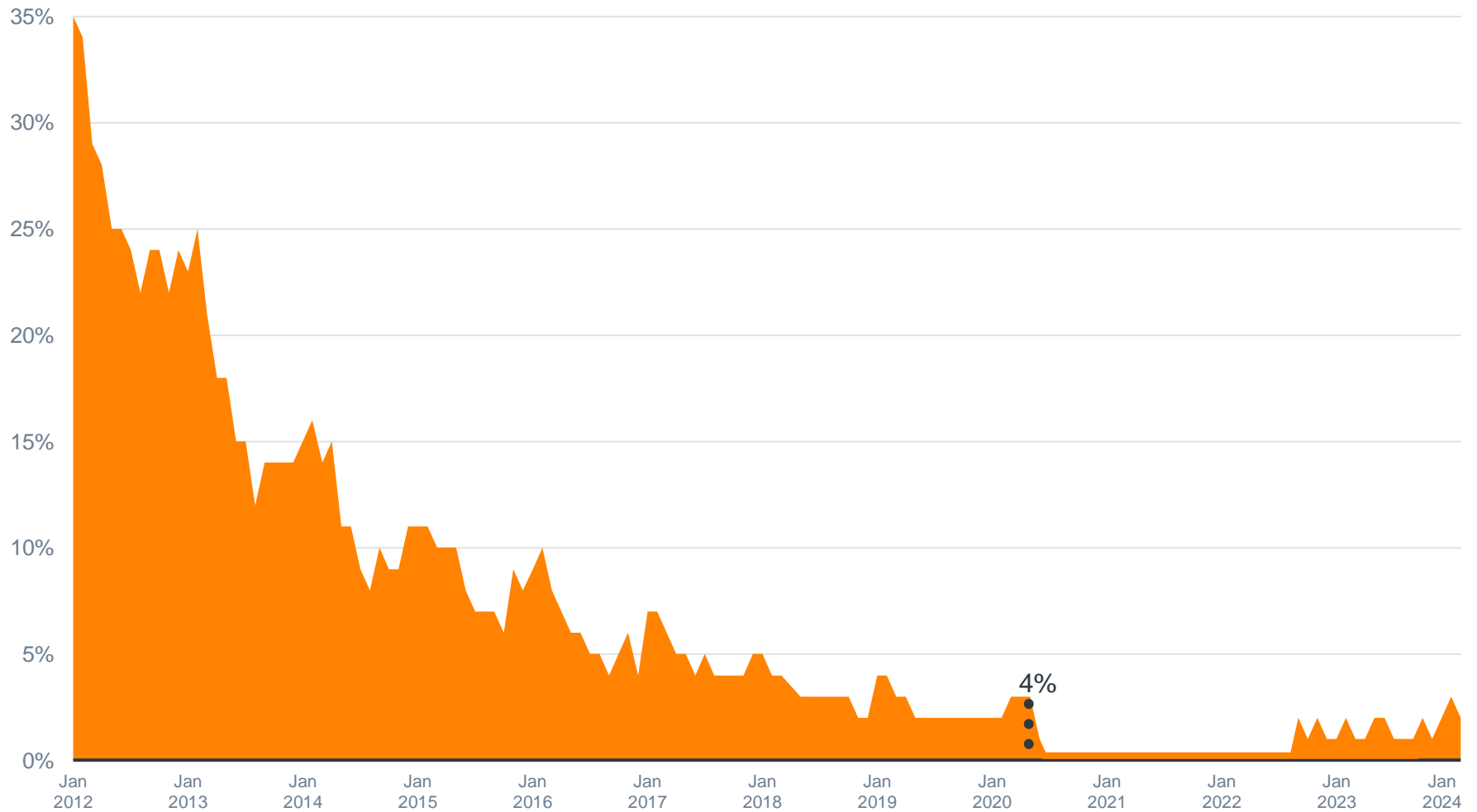
# Pending Home Sales

Year-Over-Year by Region



# Percentage of Distressed Property Sales

Distressed Sales (Foreclosures and Short Sales) Represented 2% of sales in February.



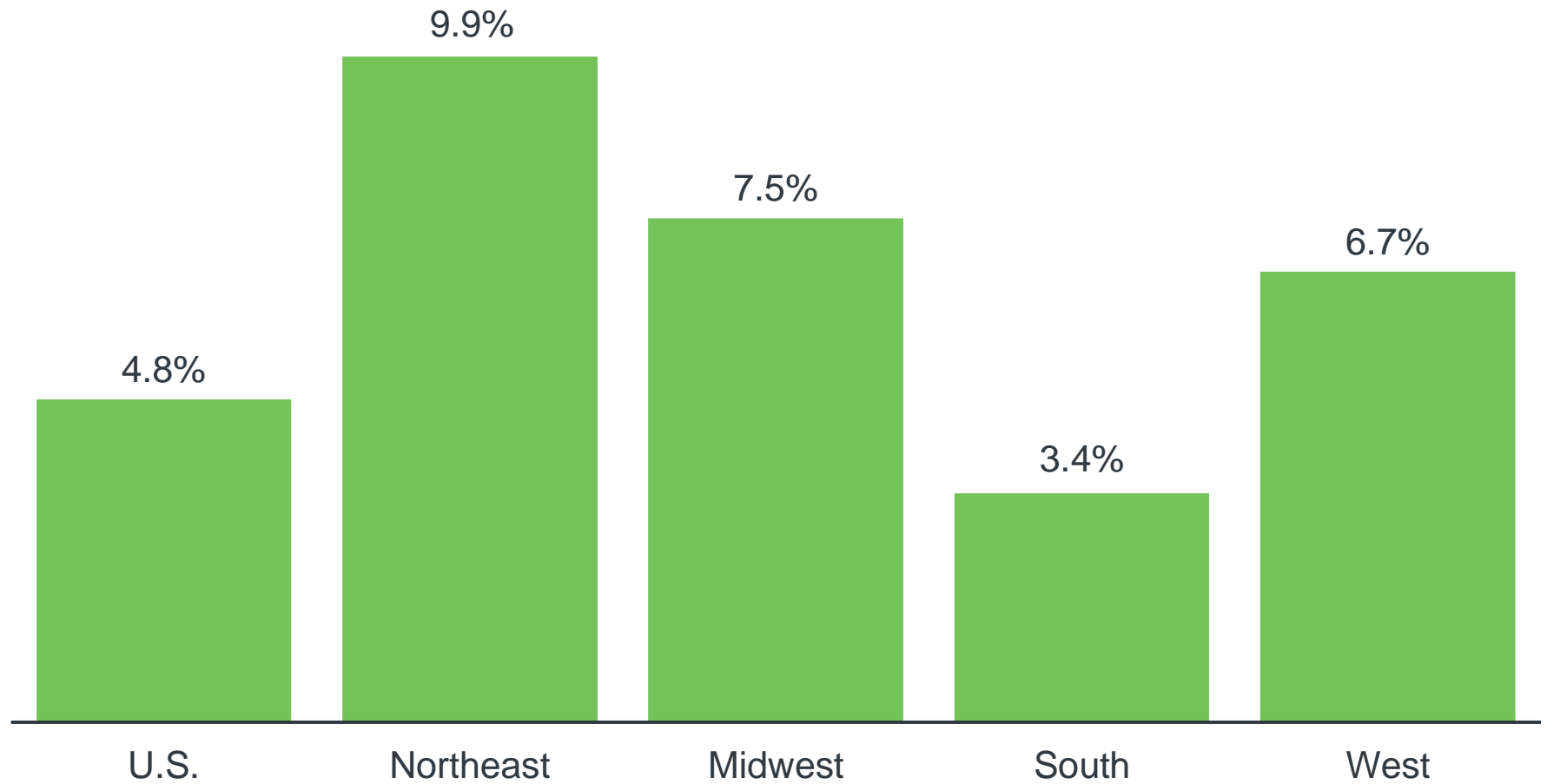




# Home Prices

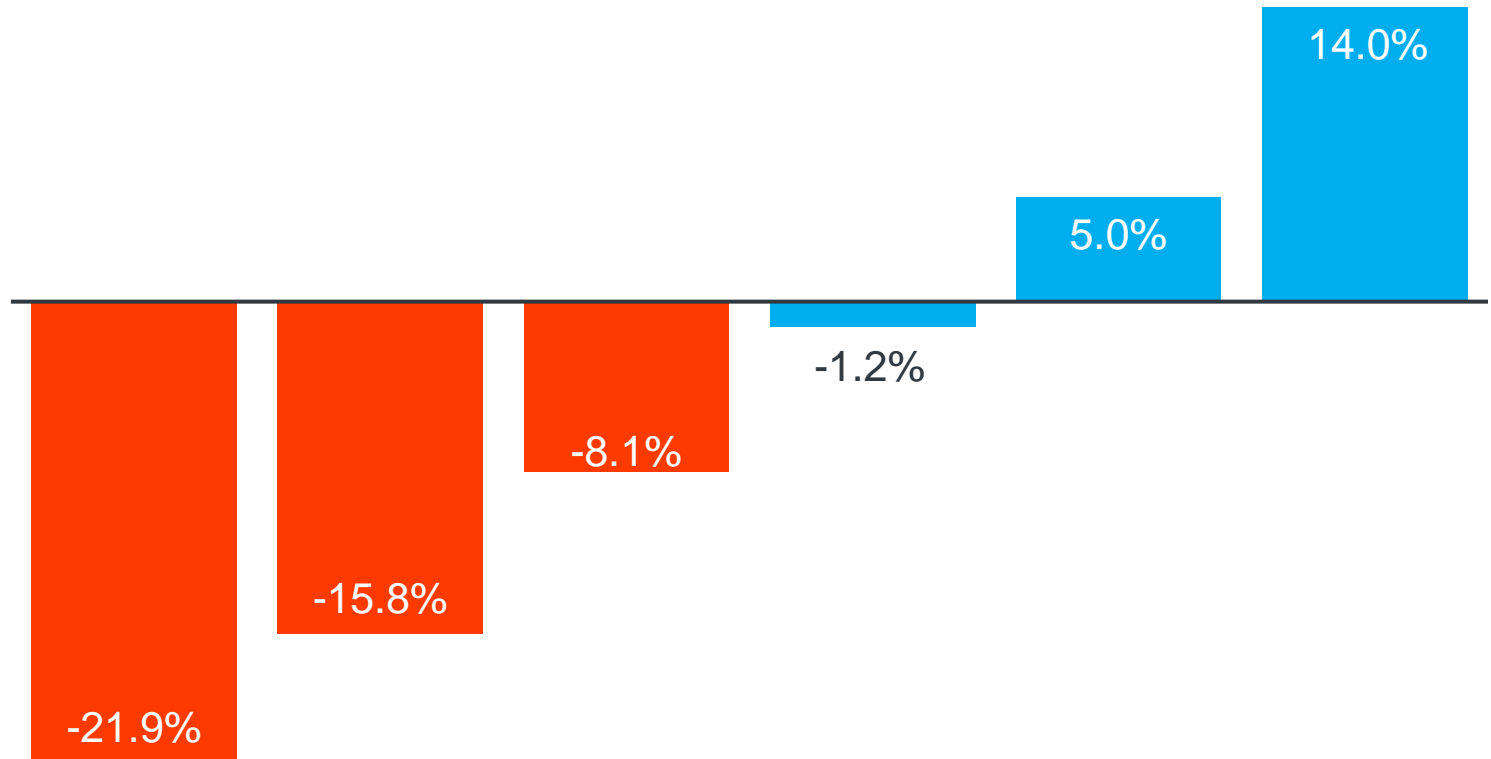
# Sales Price of Existing Homes

Year-Over-Year, by Region



# % Change in Sales

Year-Over-Year, by Price Range



	\$0-100K	\$100-250K	\$250-500K	\$500-750K	\$750K-1M	\$1M+
% change in sales	-21.9%	-15.8%	-8.1%	-1.2%	5.0%	14.0%

# Change in Home Prices

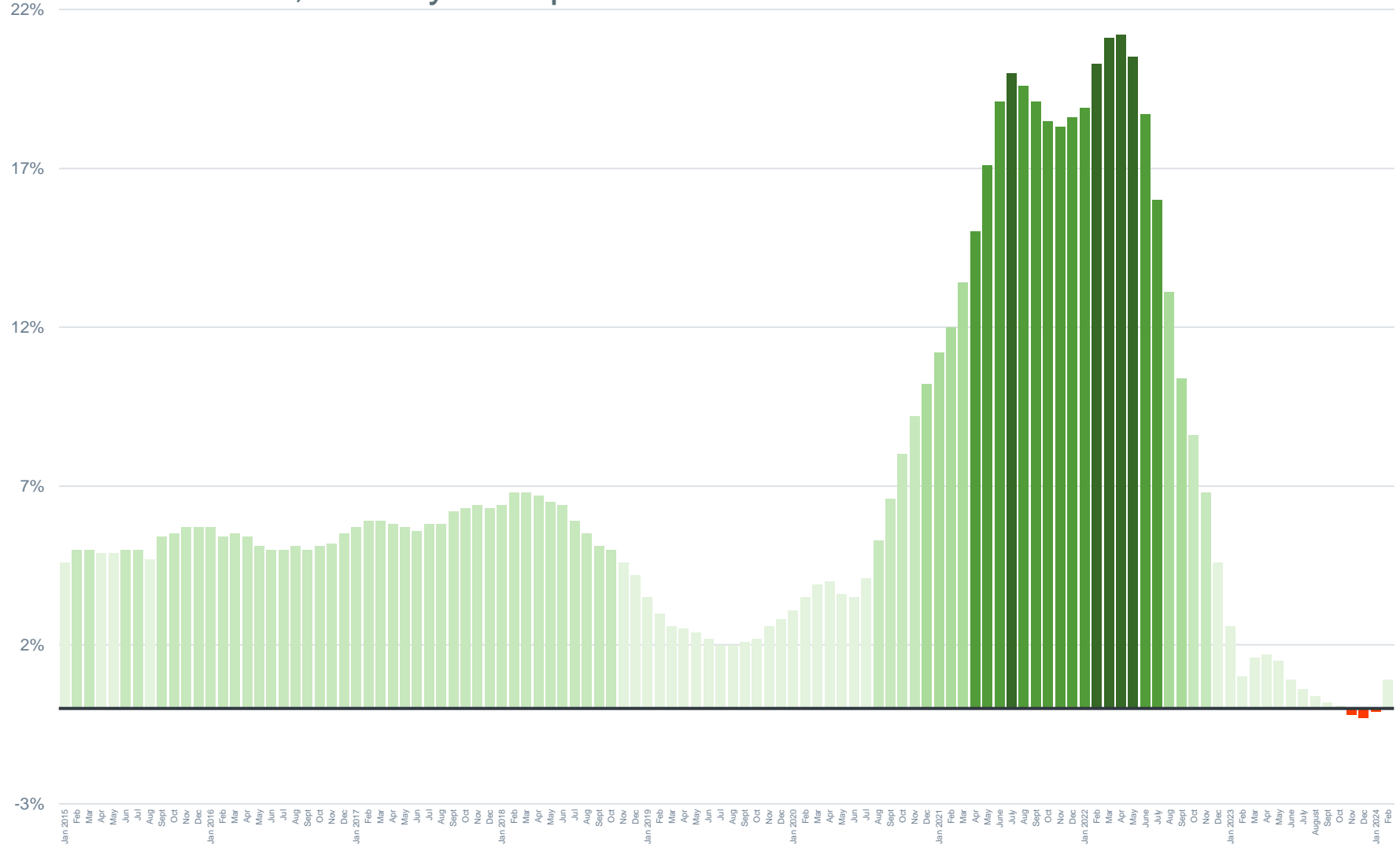
Year-Over-Year



Source: S&P Case-Shiller

# Change in Home Prices

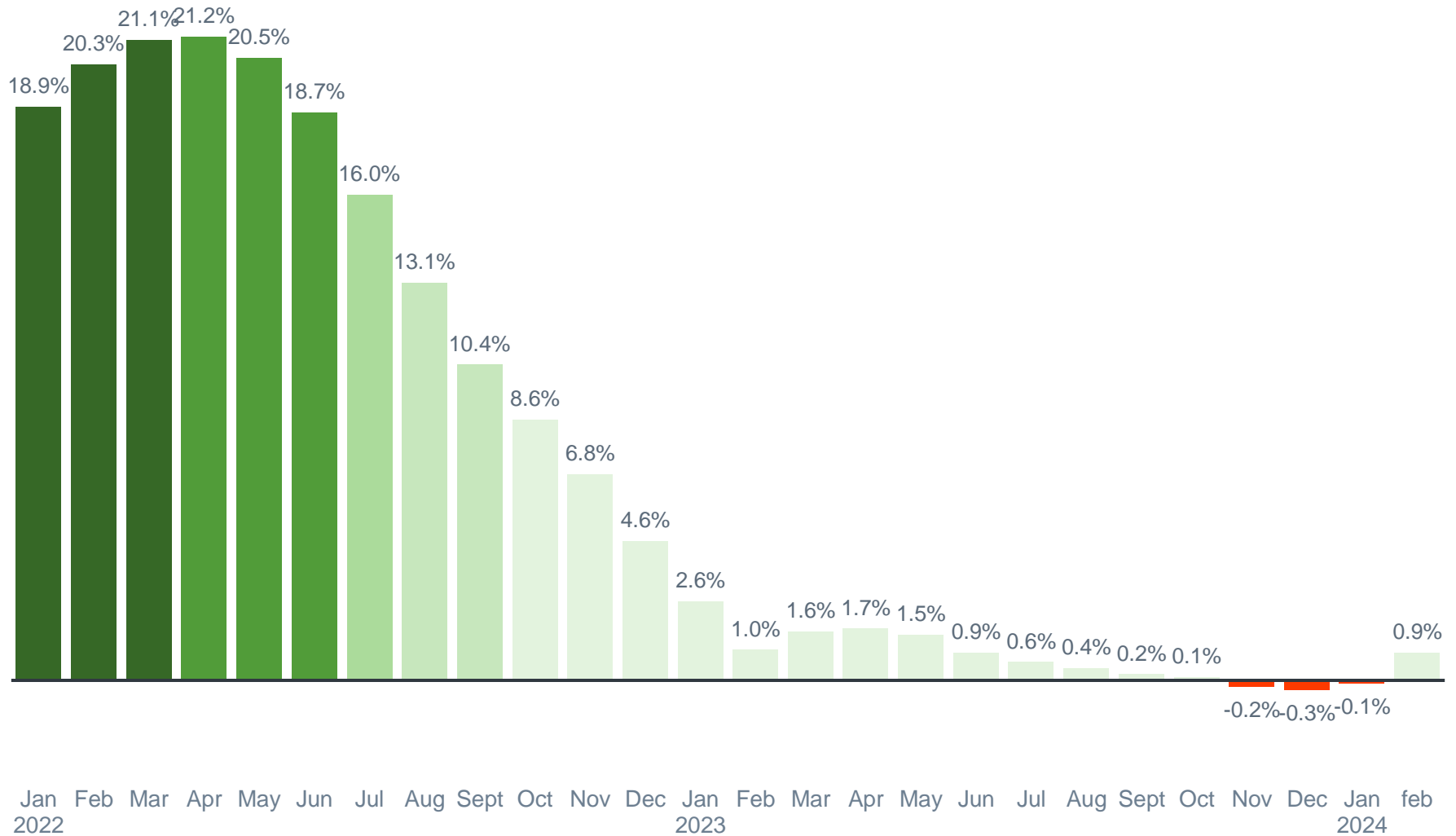
Year-Over-Year, 20 City Composite



Source: S&P Case-Shiller

# Change in Home Prices

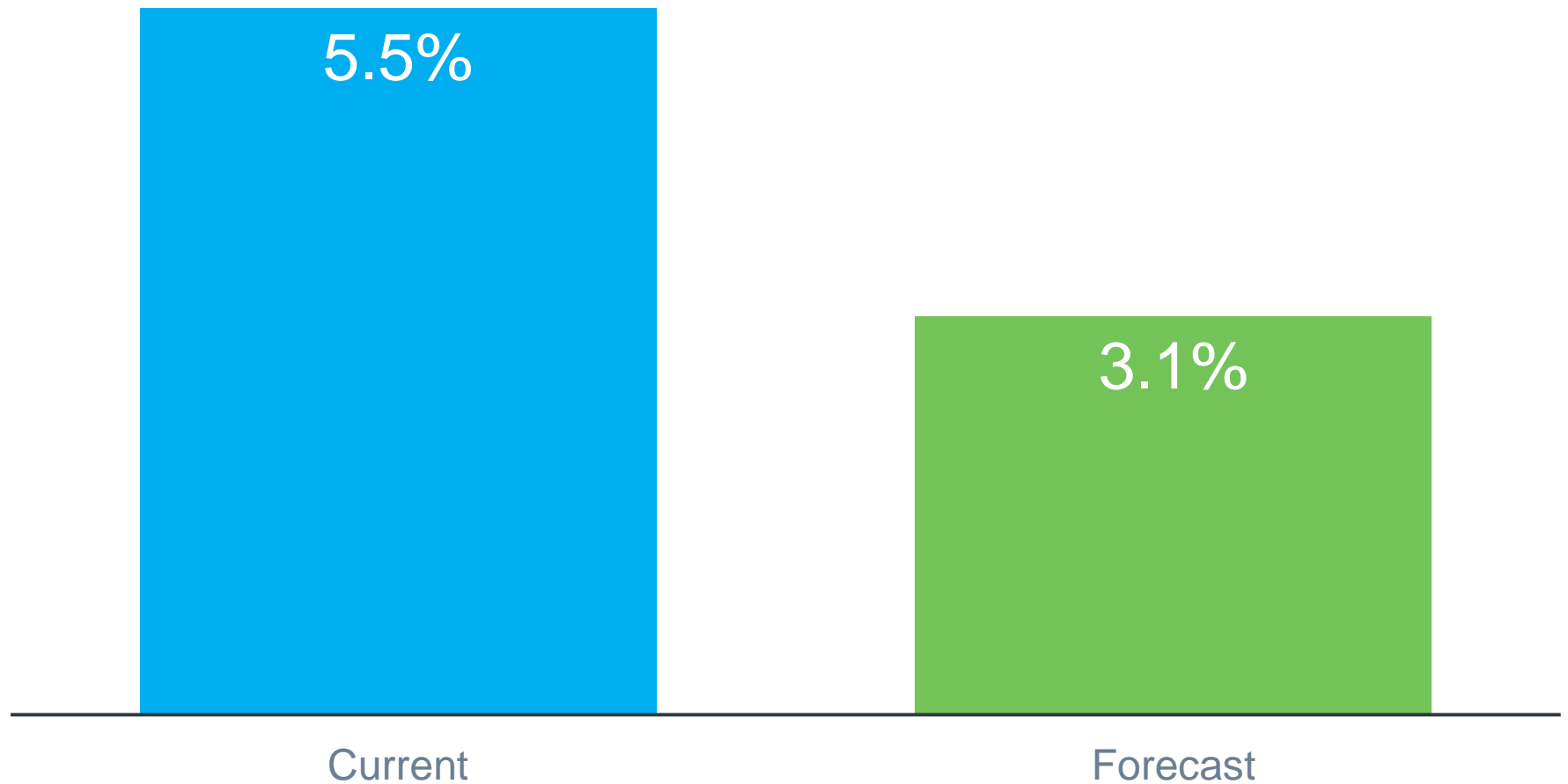
Year-Over-Year, 20 City Composite



Source: S&P Case-Shiller

# Year-Over-Year % Change in Price

US Home Price Insights – February 2024



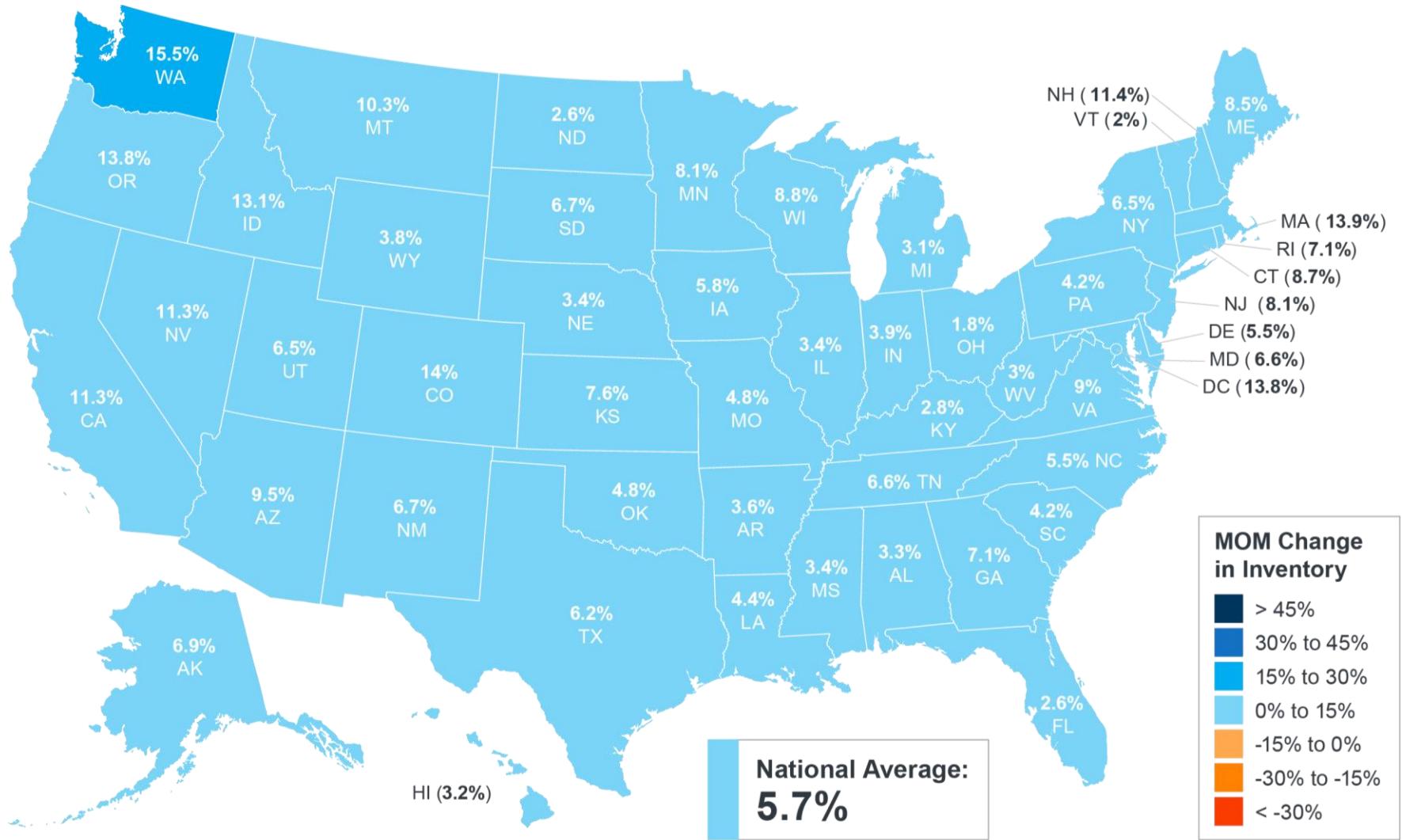


# Housing Inventory



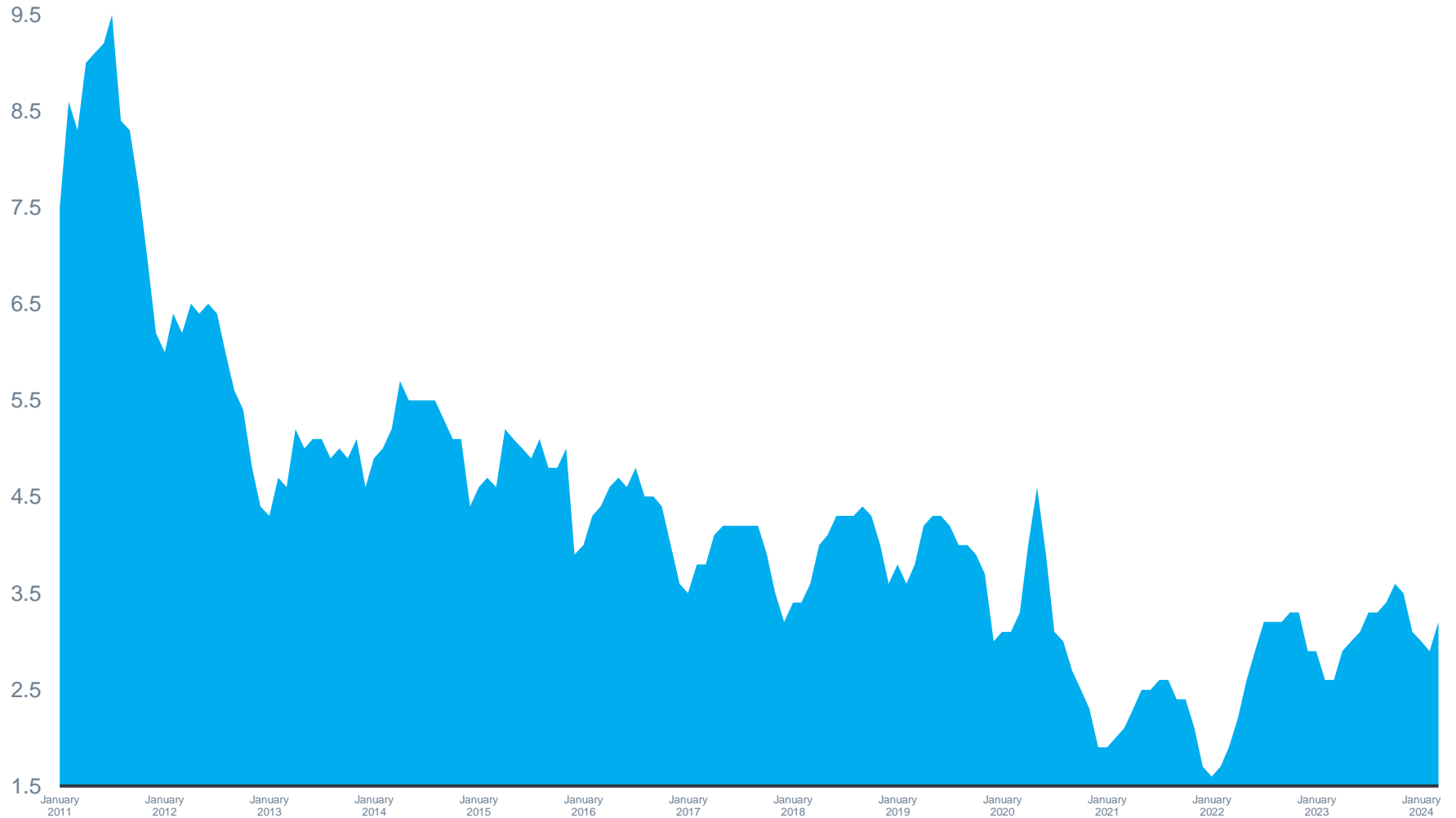
# Change in Inventory

Month-Over-Month, April 2024



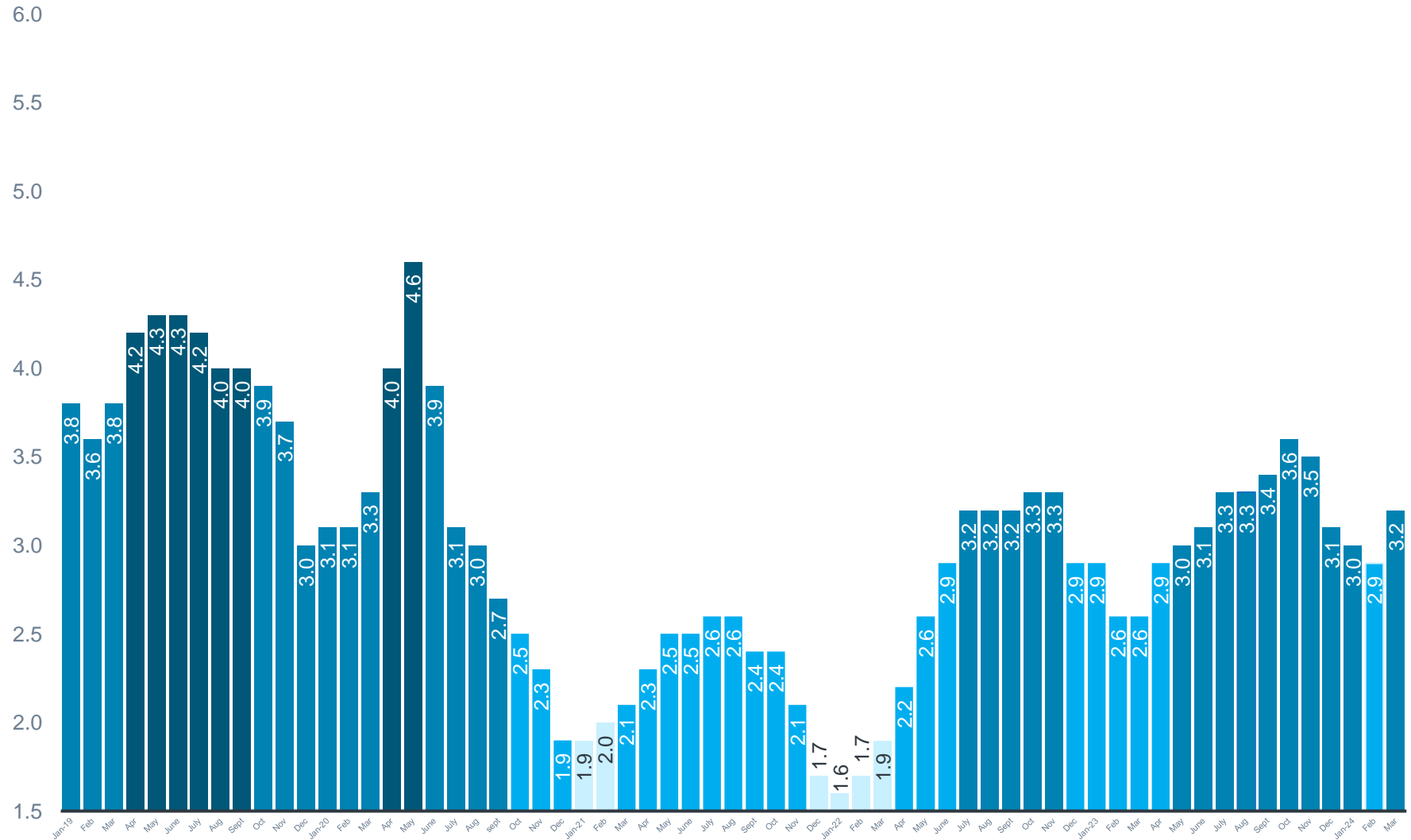
# Months Inventory of Homes for Sale

2011 - Today



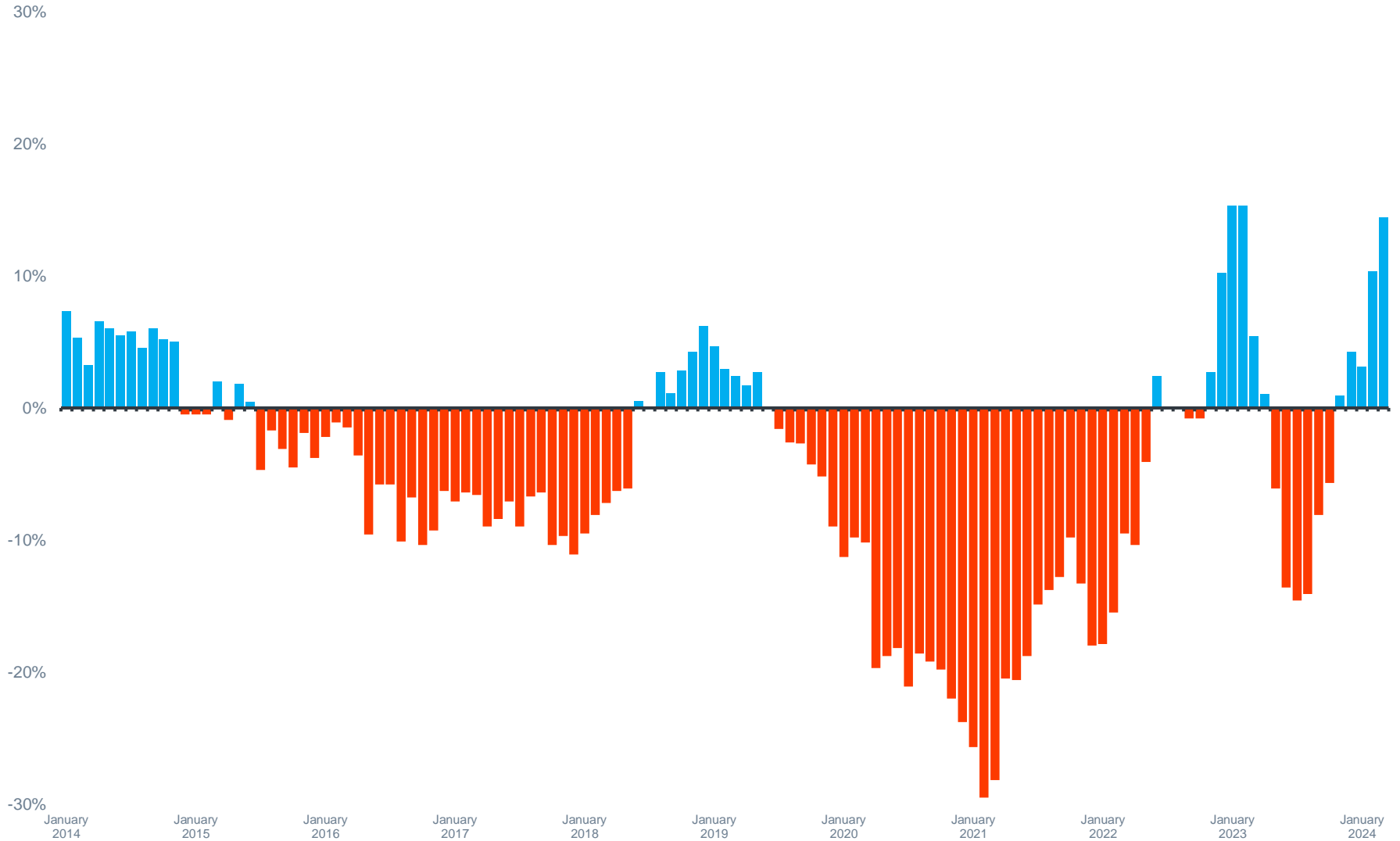
# Months Inventory of Homes for Sale

Since 2019



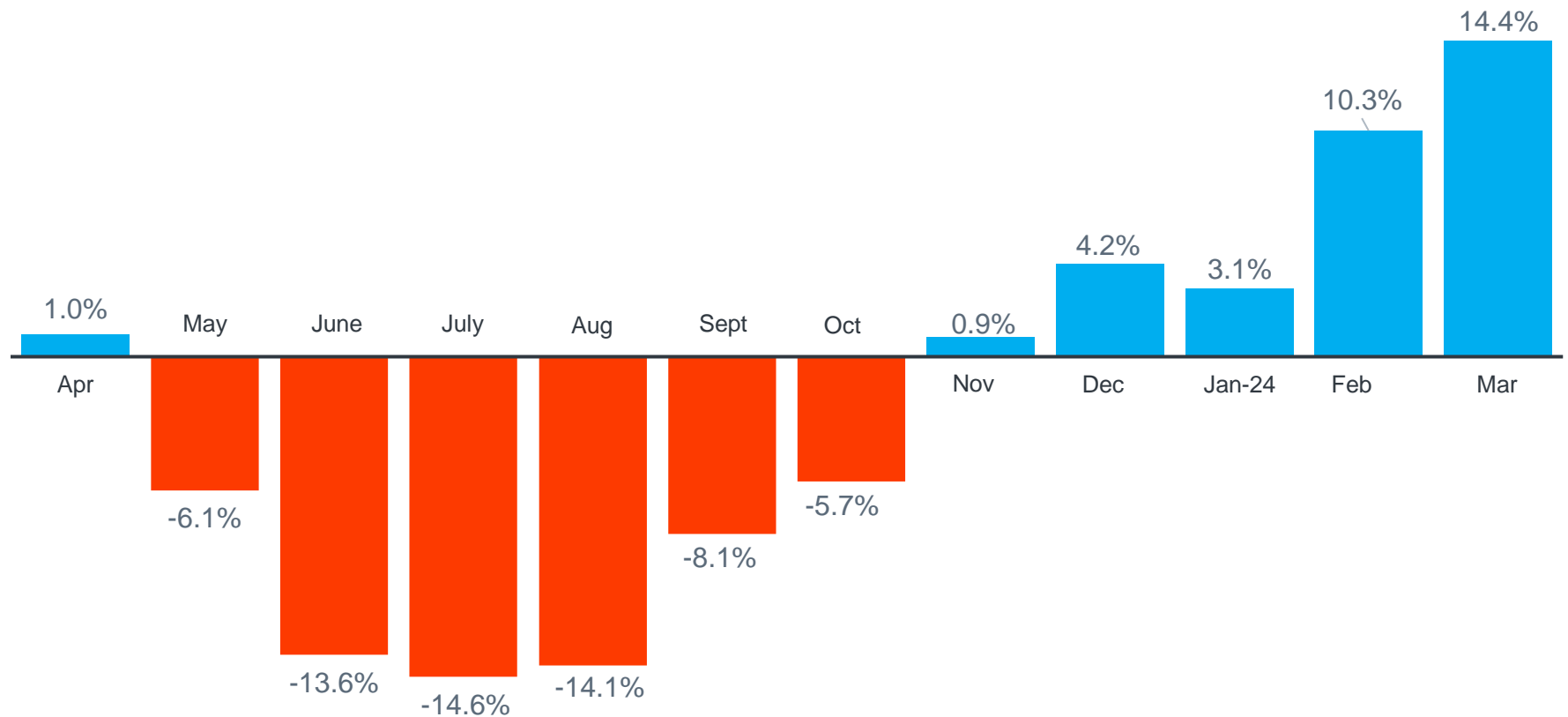
Source: NAR

# Year-Over-Year Inventory Levels



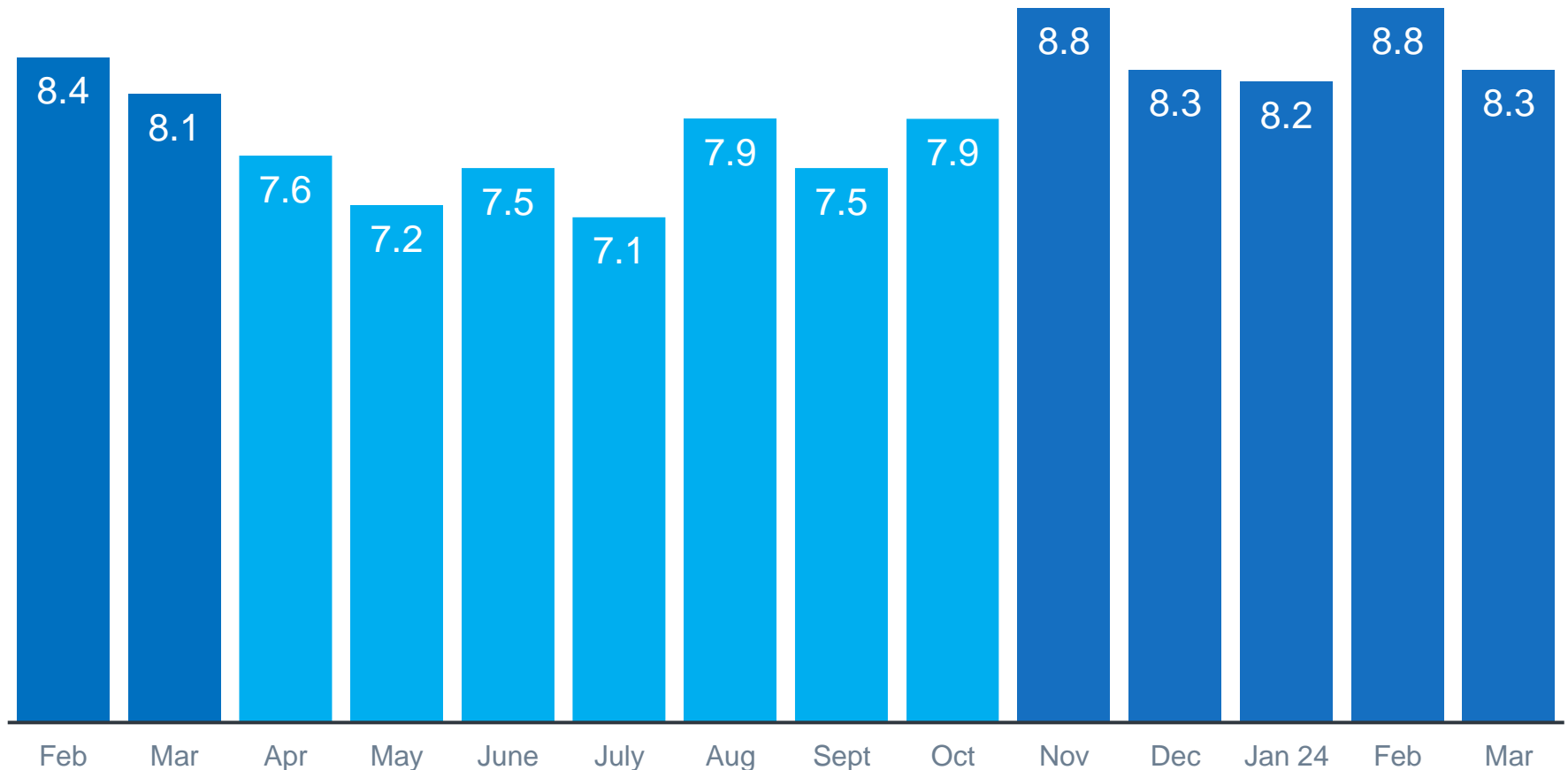
# Year-Over-Year Inventory Levels

Last 12 Months



# New Home Monthly Inventory

Seasonally Adjusted, Last 13 Months

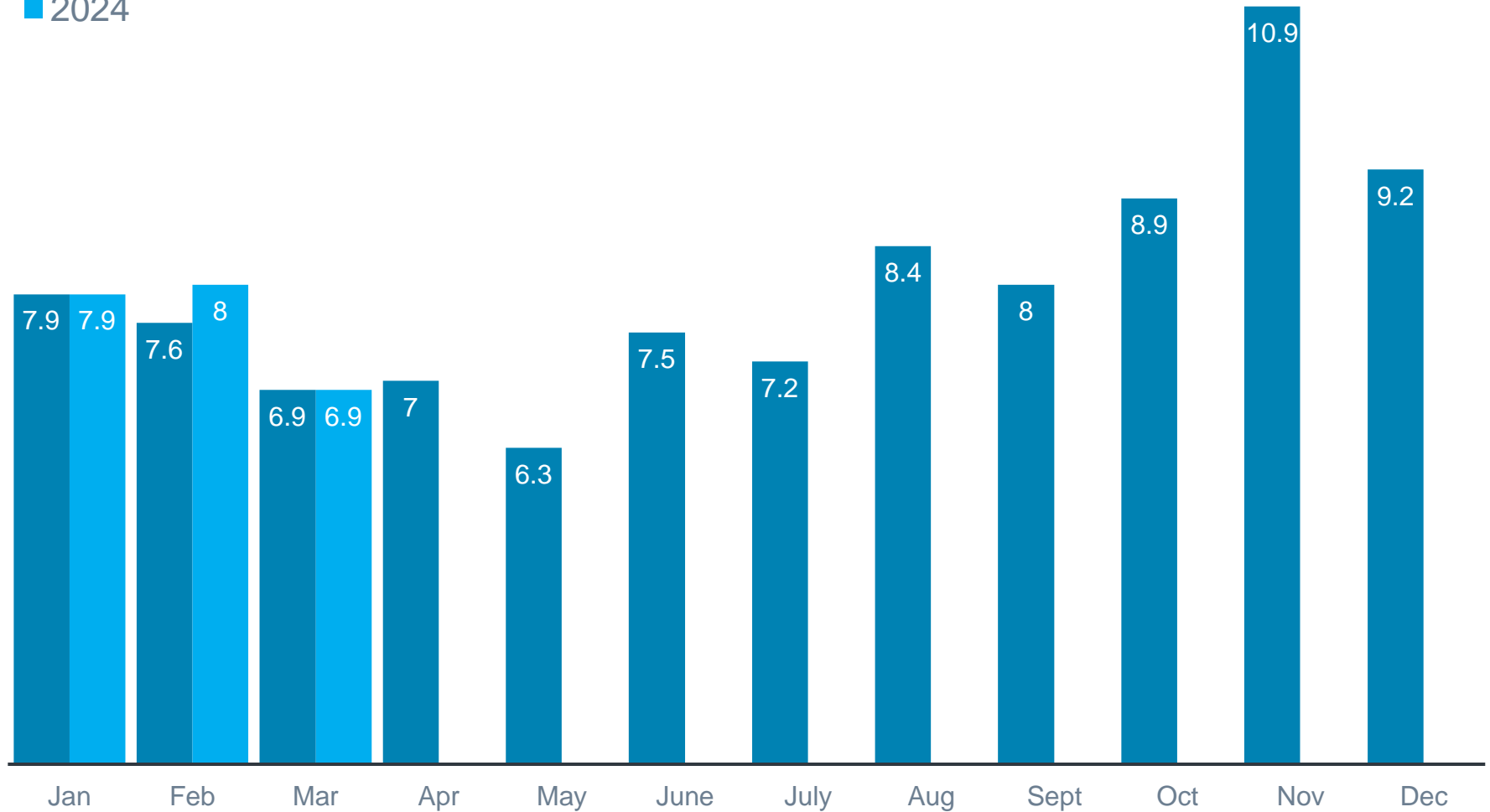


# New Home Monthly Inventory

Non-Seasonally Adjusted

■ 2023

■ 2024



Source: Census

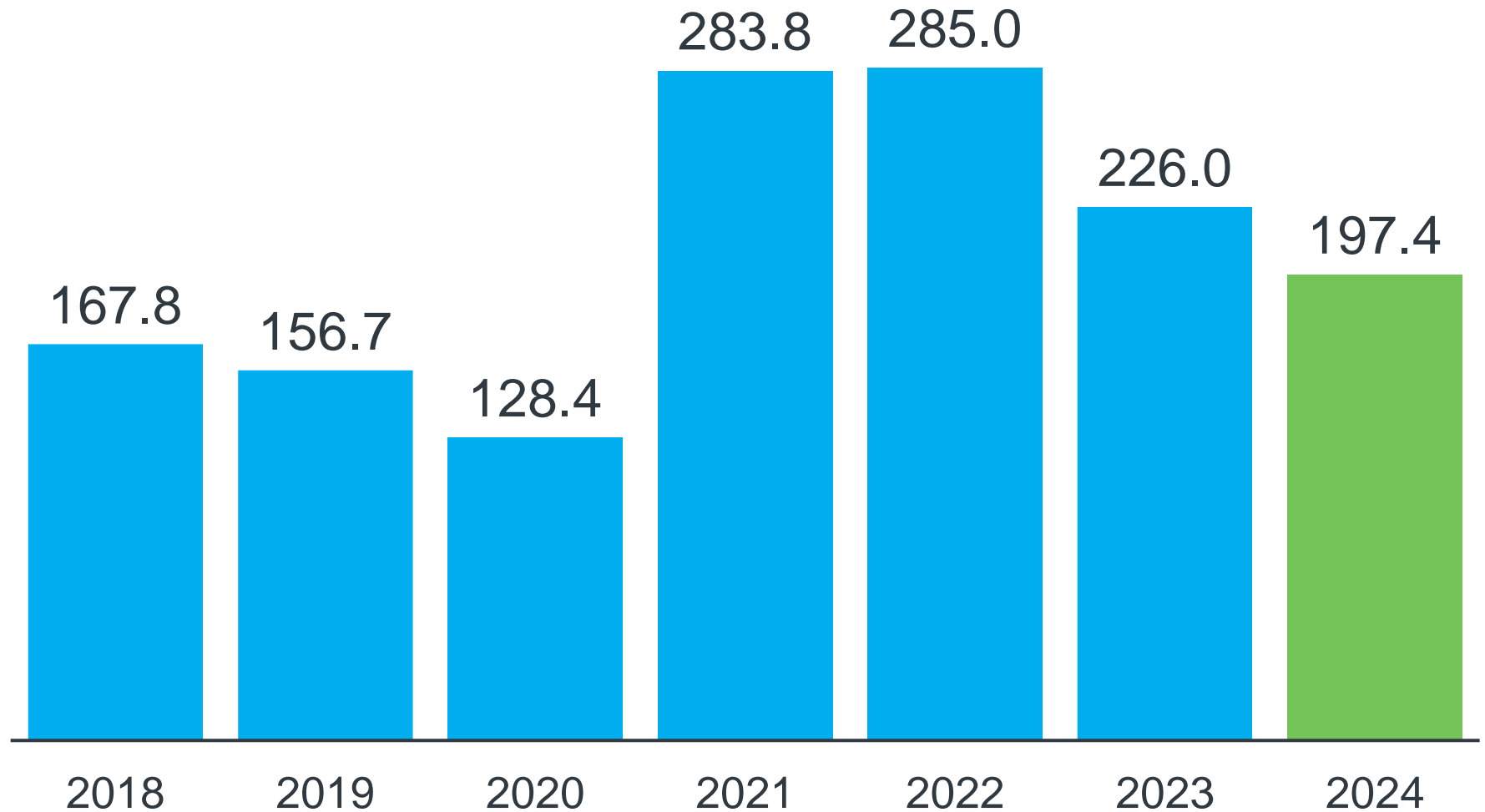


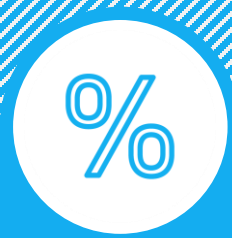
# Buyer Demand



# Showing Index Still Remain Above Pre-pandemic Levels

Showing Index over Last 7 Marchs

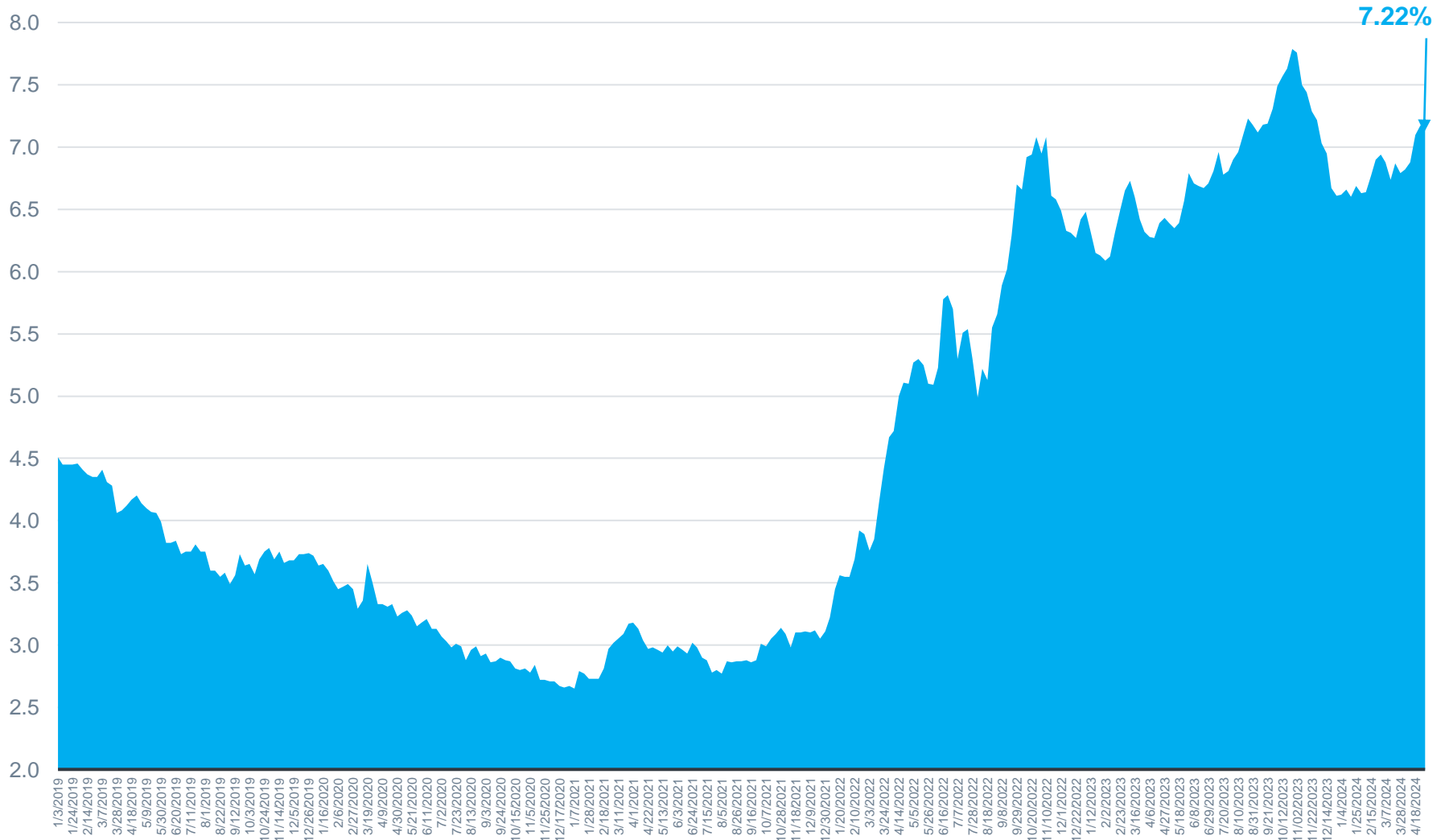




# Mortgage Rates

# Mortgage Rates

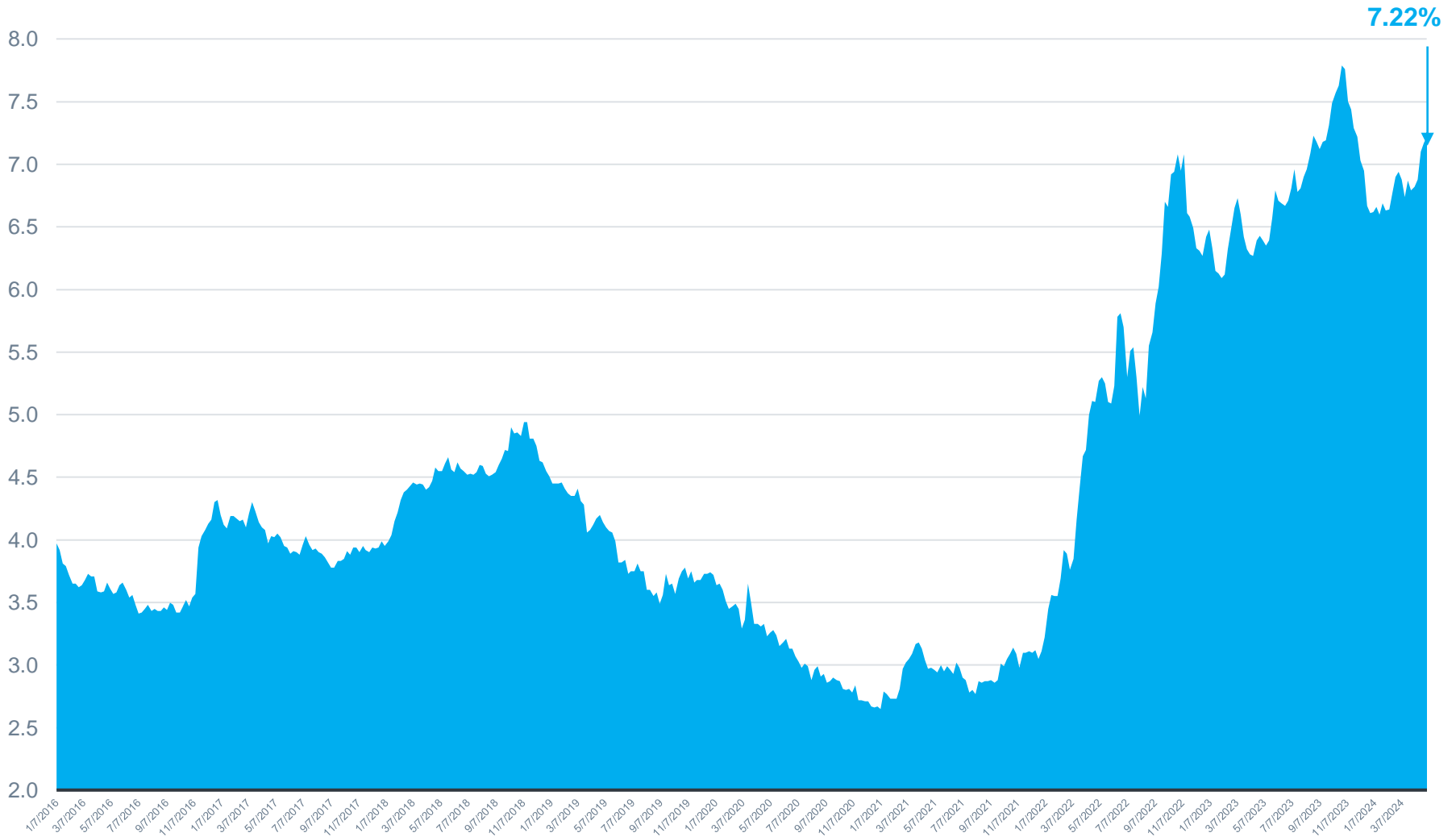
30-Year Fixed Rate, January 2018–Today



Source: Freddie Mac

# Mortgage Rates

30-Year Fixed Rate, January 2016–Today



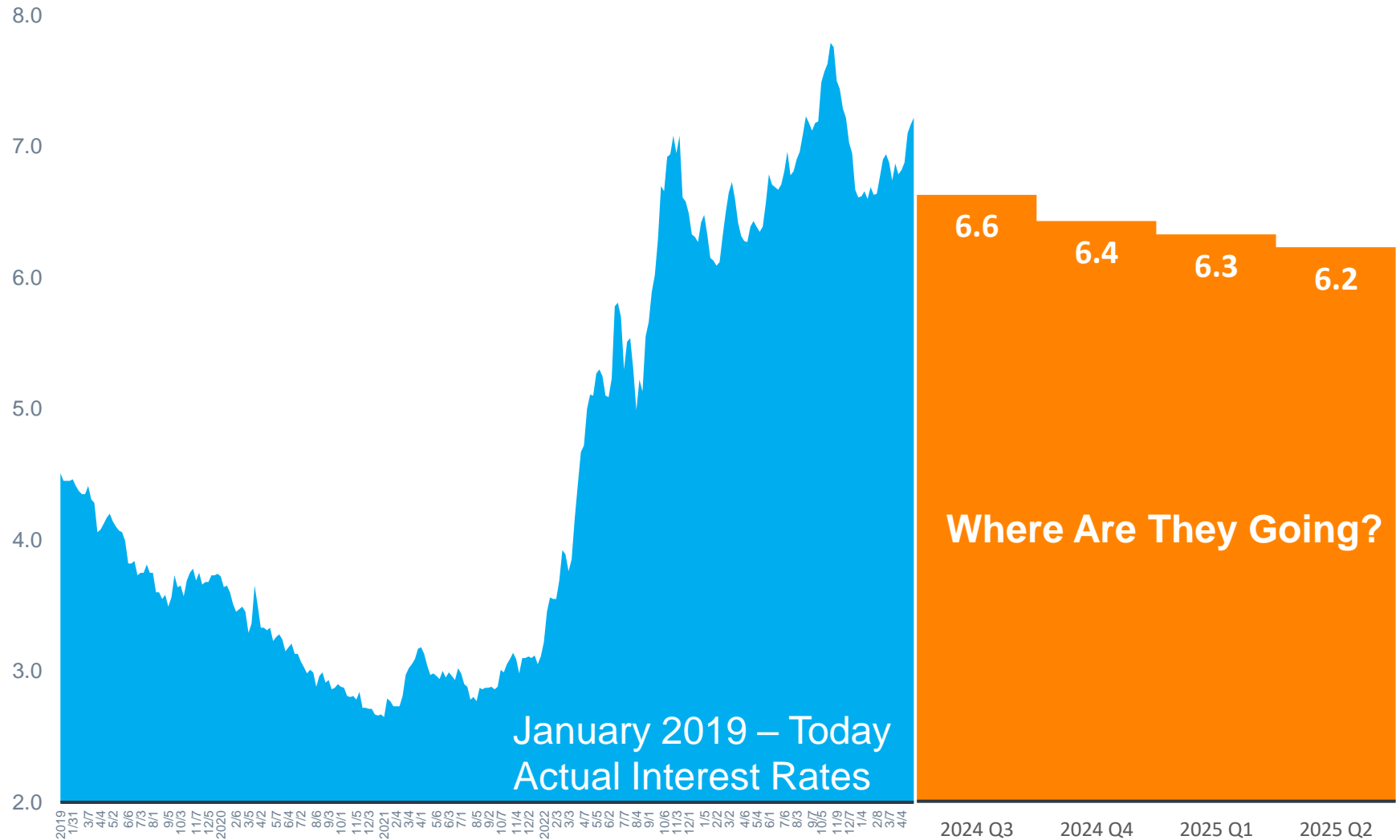
# Mortgage Rate Projections

May 2024

Quarter	Fannie Mae	MBA	NAR	Average of All Three
<b>2024 Q3</b>	6.60%	6.60%	6.70%	<b>6.63%</b>
<b>2024 Q4</b>	6.40%	6.40%	6.50%	<b>6.43%</b>
<b>2025 Q1</b>	6.20%	6.30%	6.30%	<b>6.26%</b>
<b>2025 Q2</b>	6.10%	6.20%	6.20%	<b>6.16%</b>

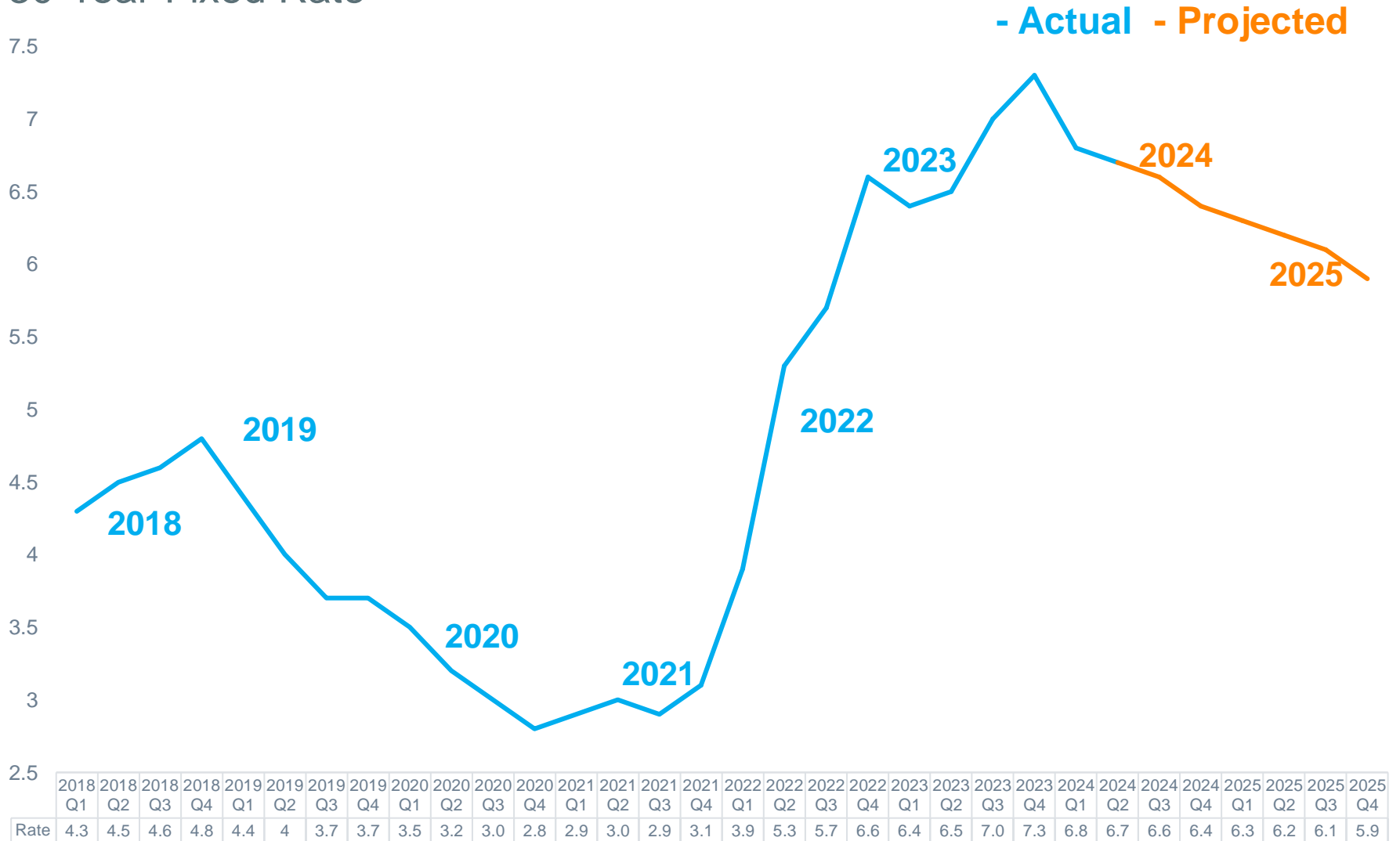
# Mortgage Rates

## 30-Year Fixed Rate



# Mortgage Rates

## 30-Year Fixed Rate



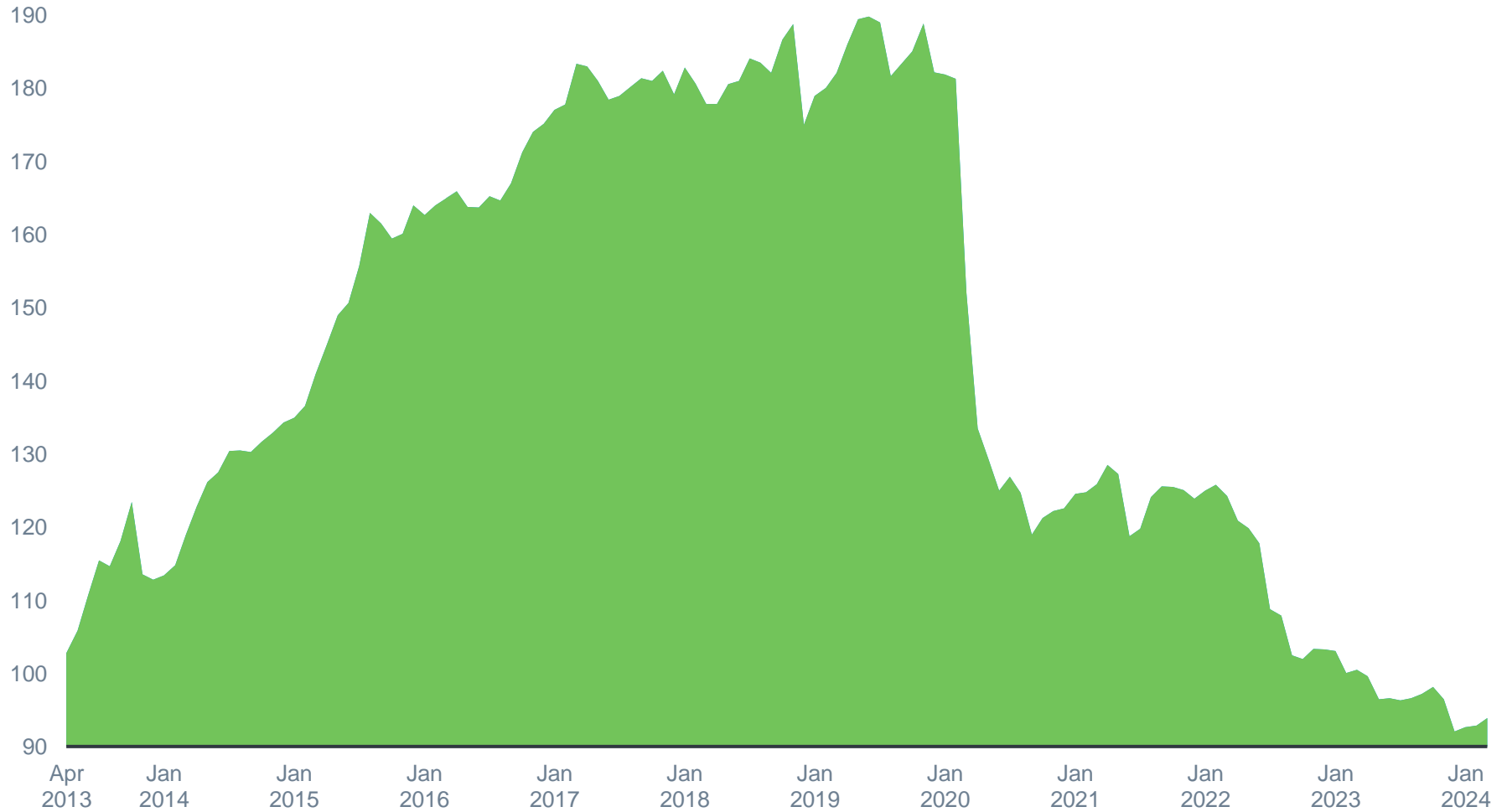


# Mortgage Credit Availability



# Mortgage Credit Availability Index (MCAI)

March 2024



Source: MBA

# Lending Standards Still Under Control

Historic Data for the Mortgage Credit Availability Index (MCAI)

