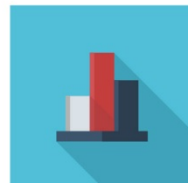
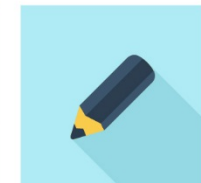
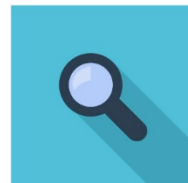
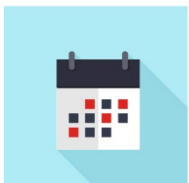
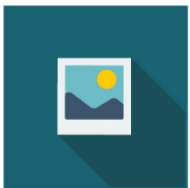
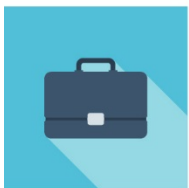
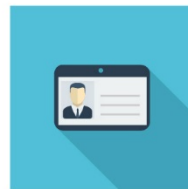
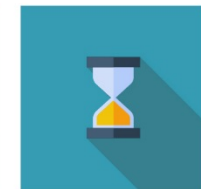
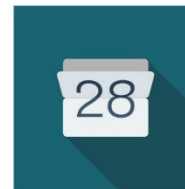
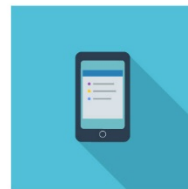
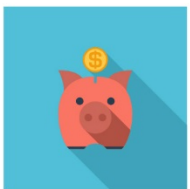
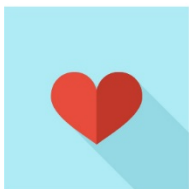
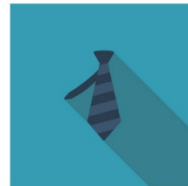
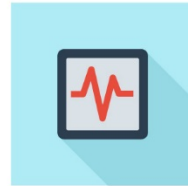
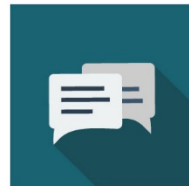
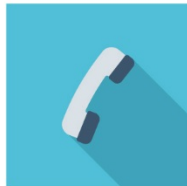
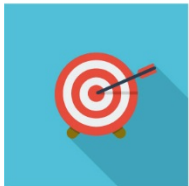
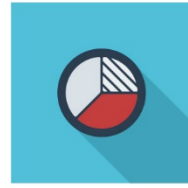
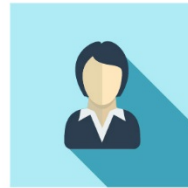
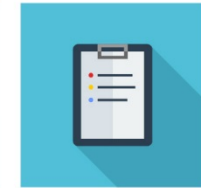
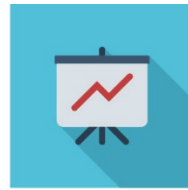
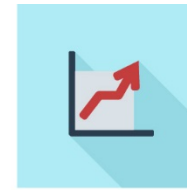
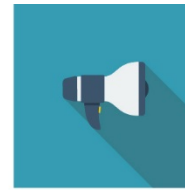


KEEPING CURRENT MATTERS

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MAY 2015

EXISTING Home Sales



EXISTING

Home Sales

annualized

4,820,000

4,890,000

5,190,000

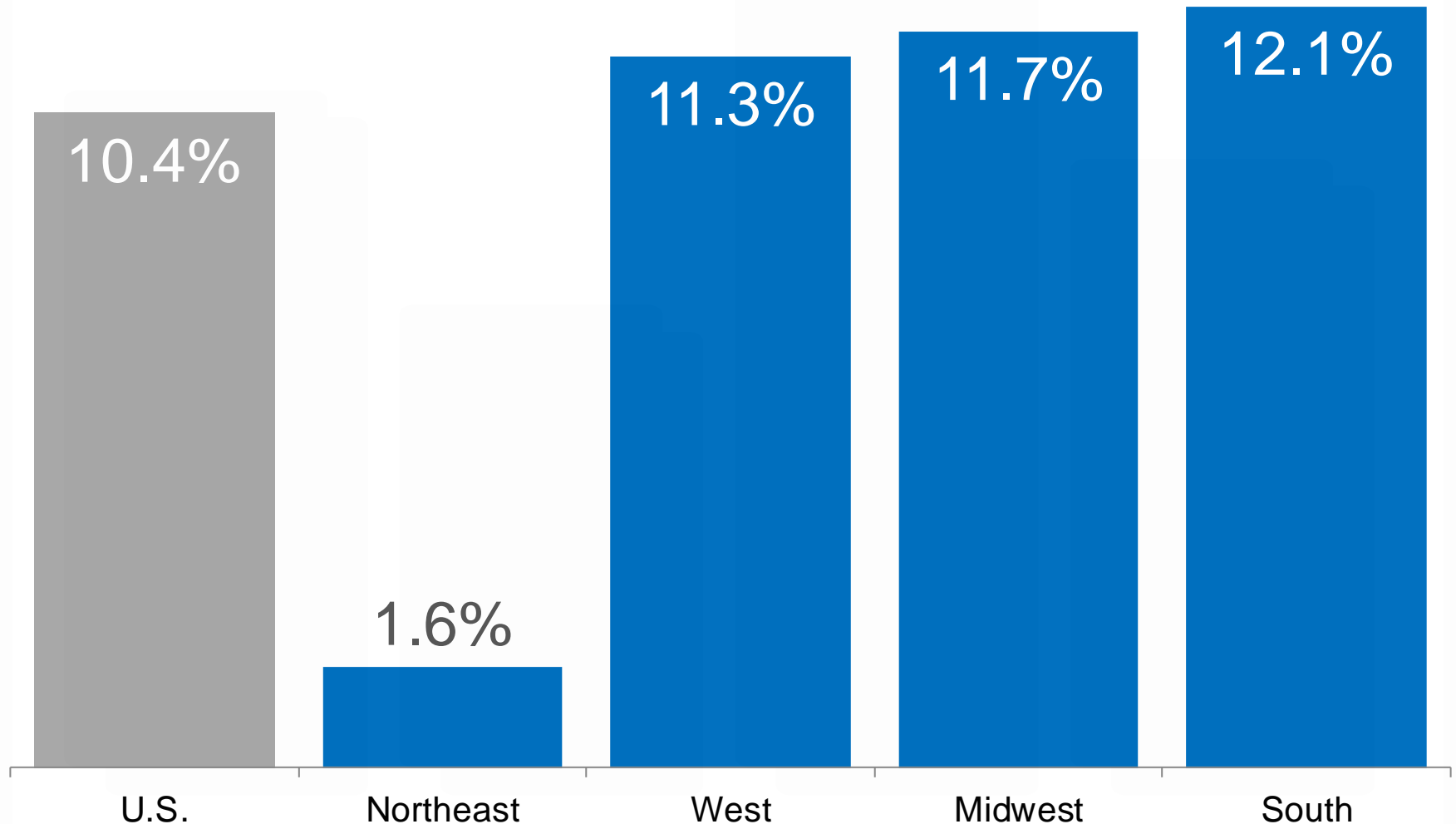
January

February

March

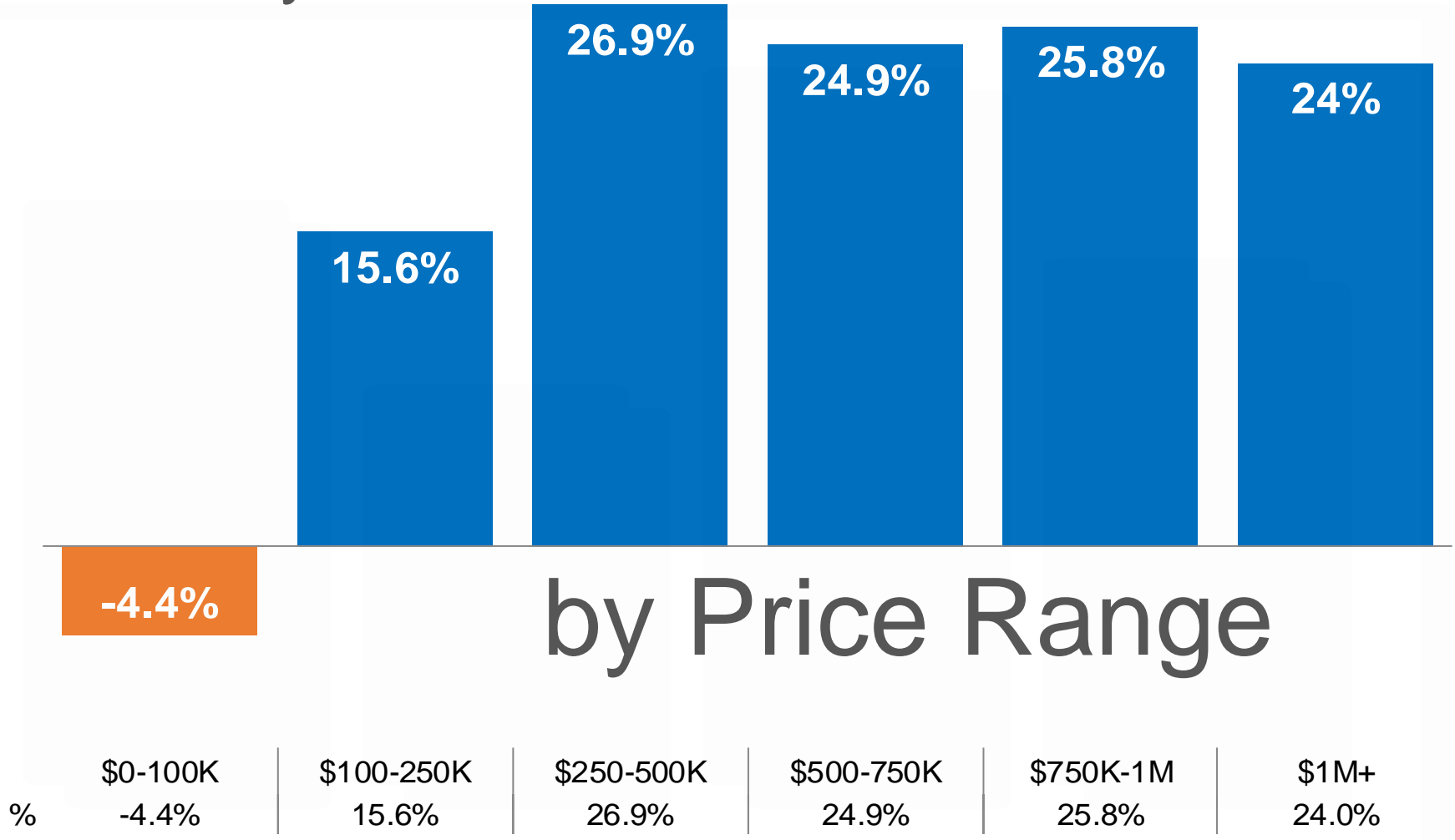
EXISTING Home Sales

by region

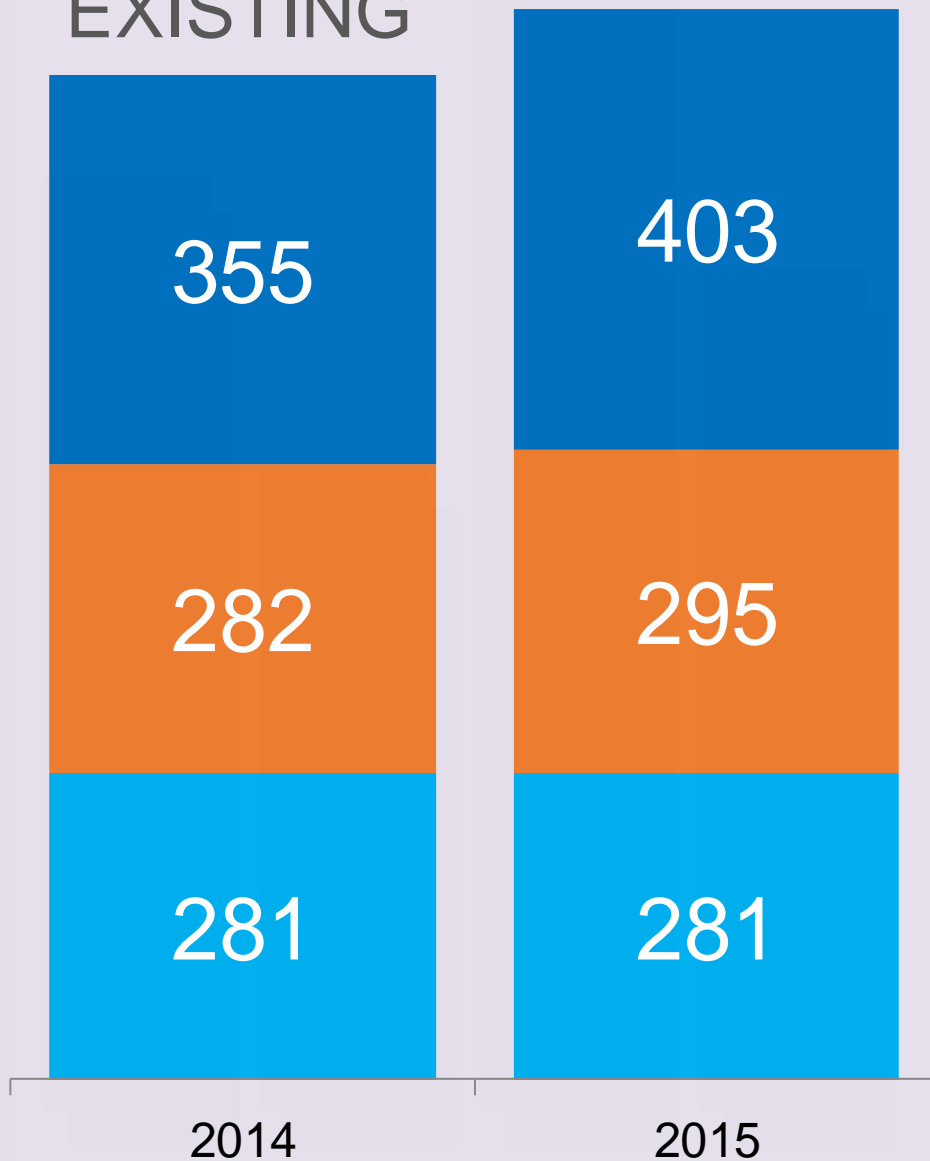


% Change in Sales

from last year



EXISTING

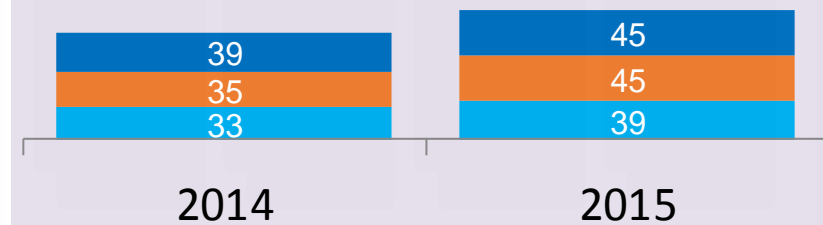


HOME SALES

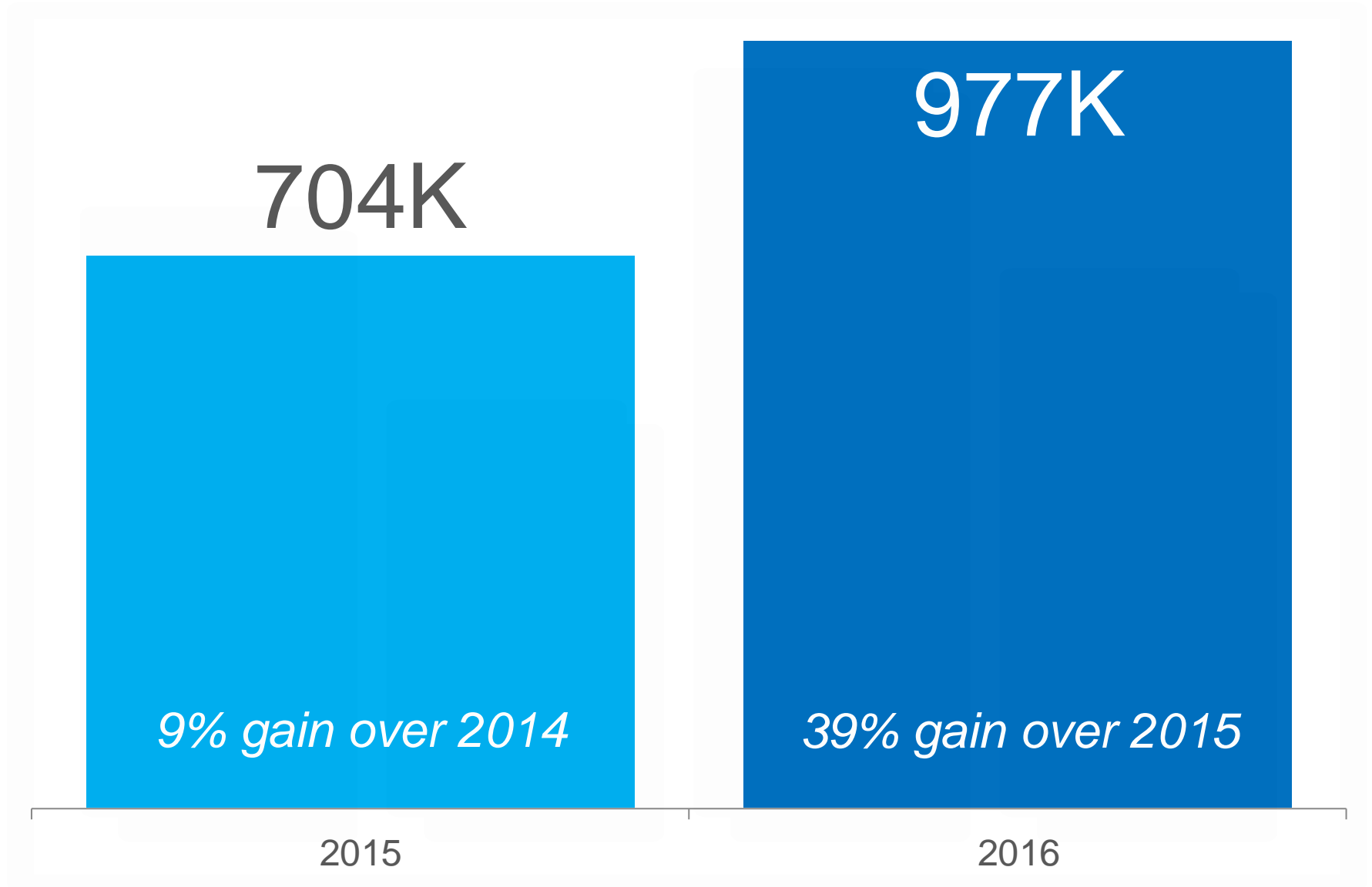
in thousands

■ Jan ■ Feb ■ March

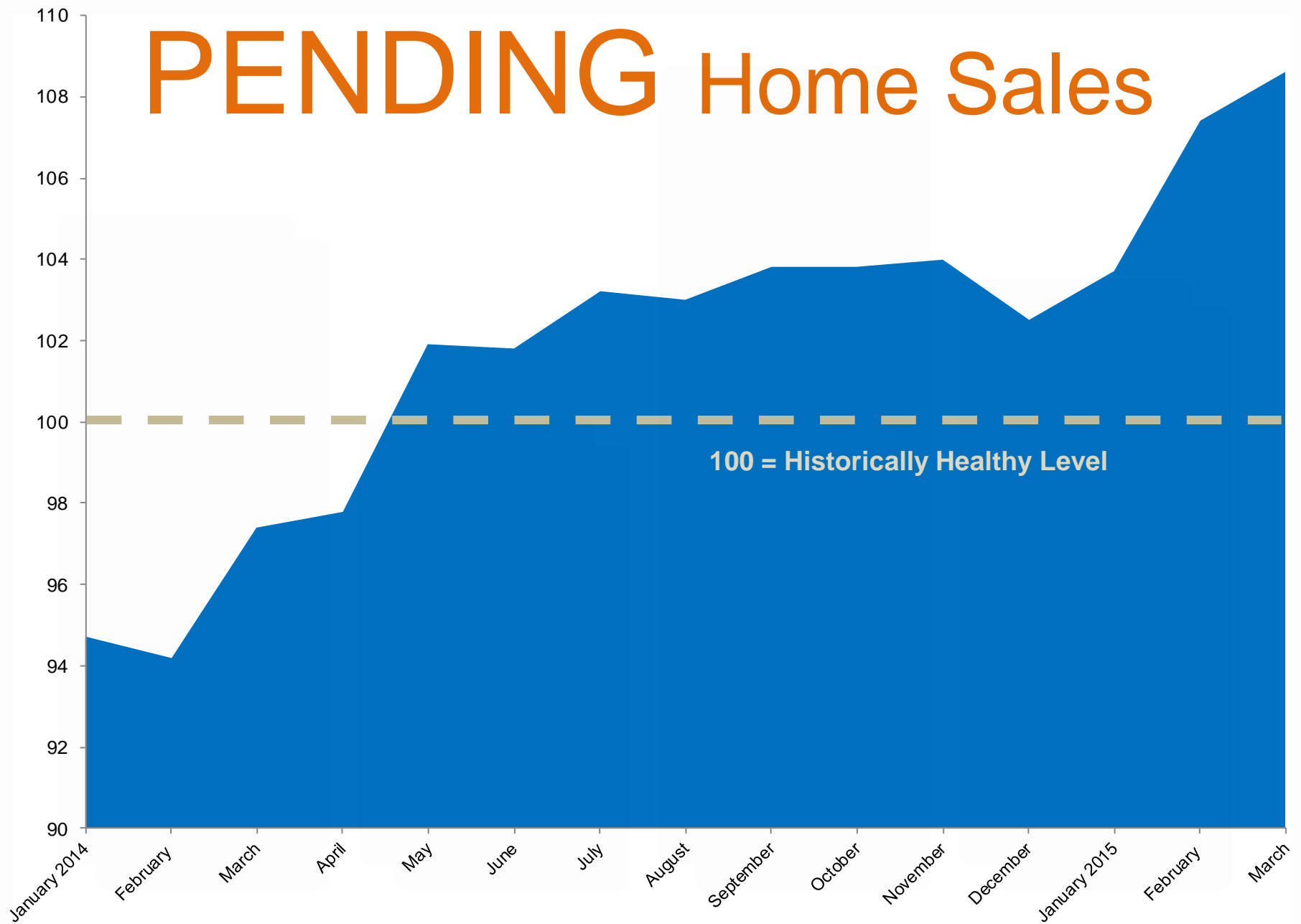
NEW



New Single-Family Home Sales Projections

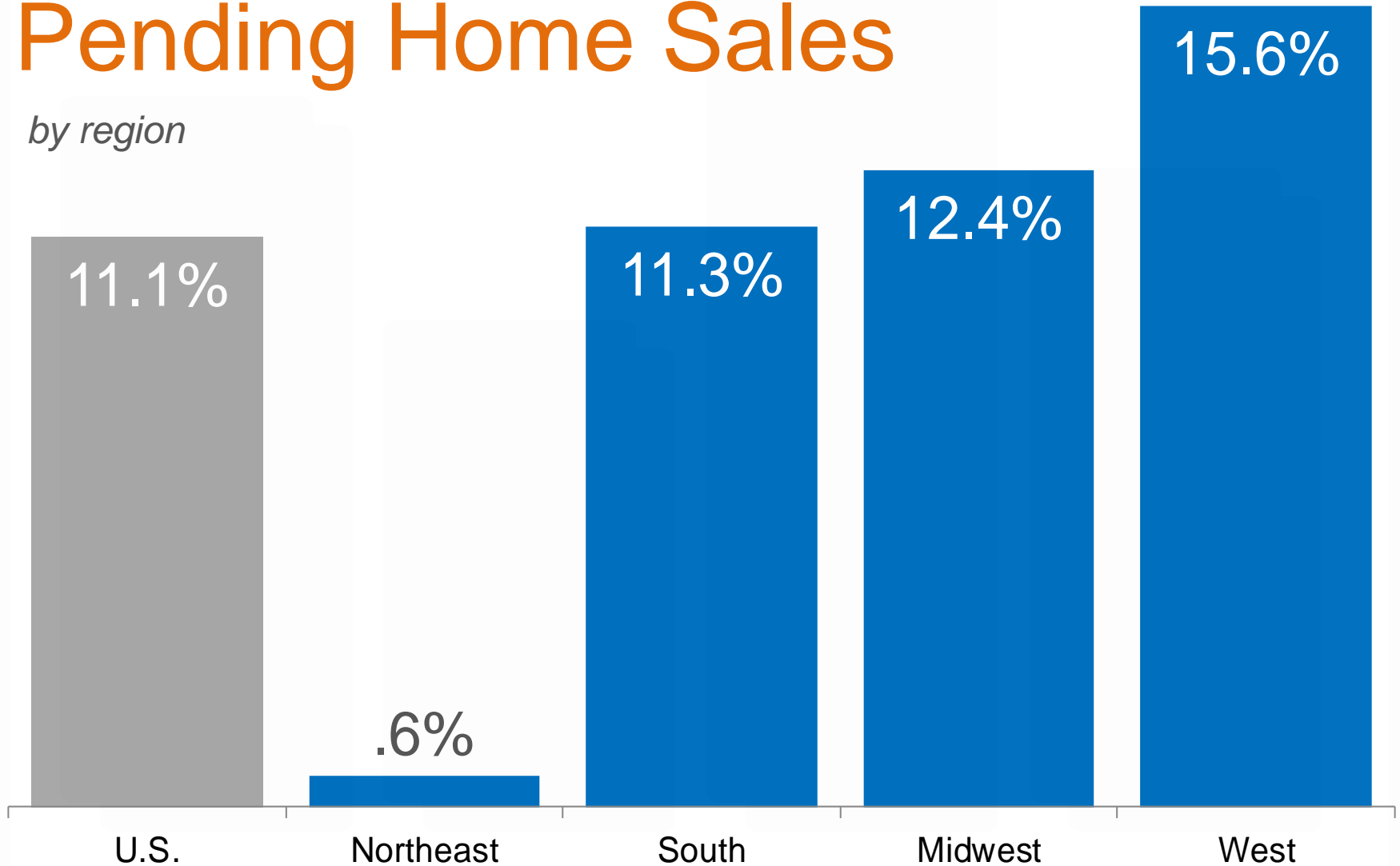


PENDING Home Sales



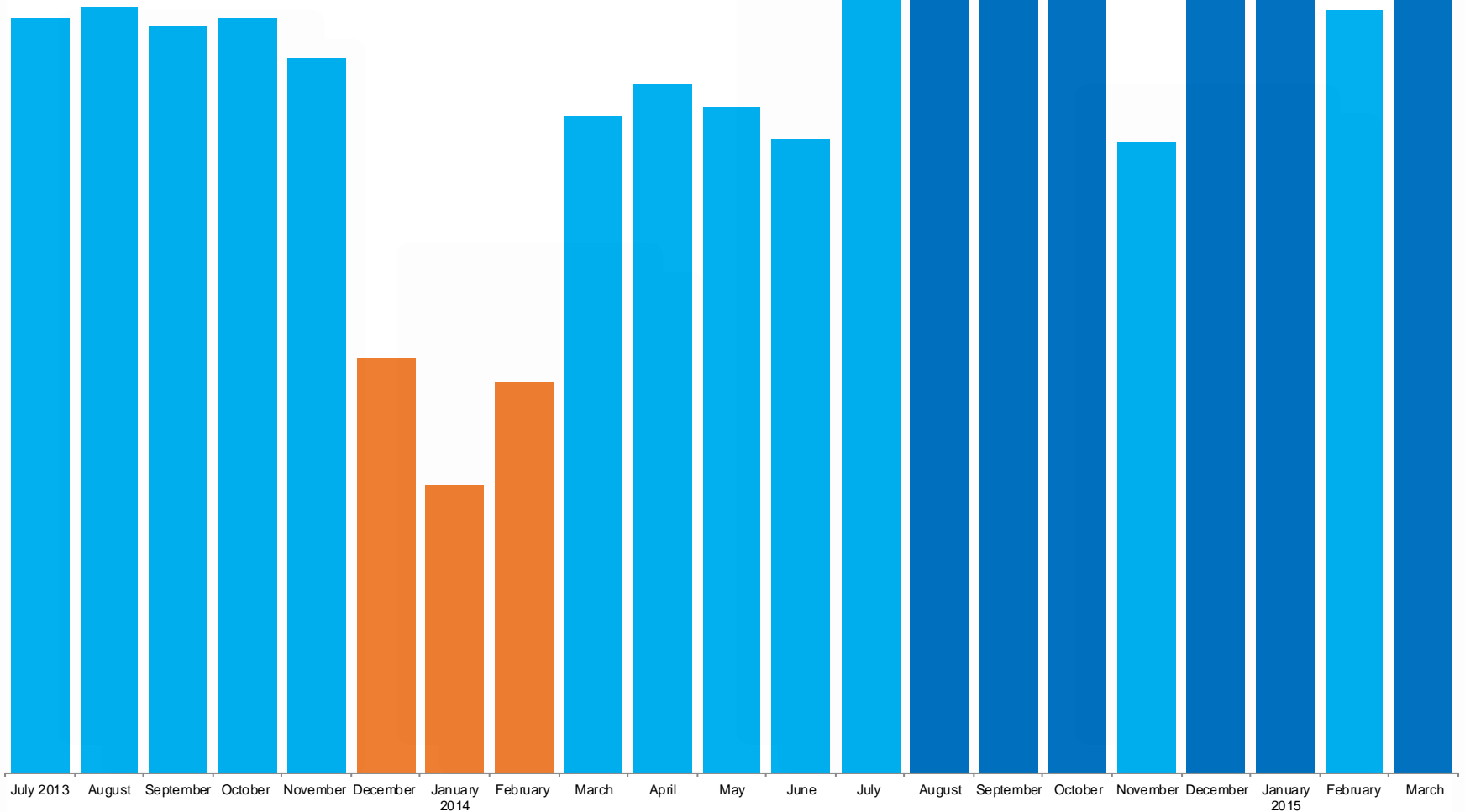
Year-over-Year Pending Home Sales

by region

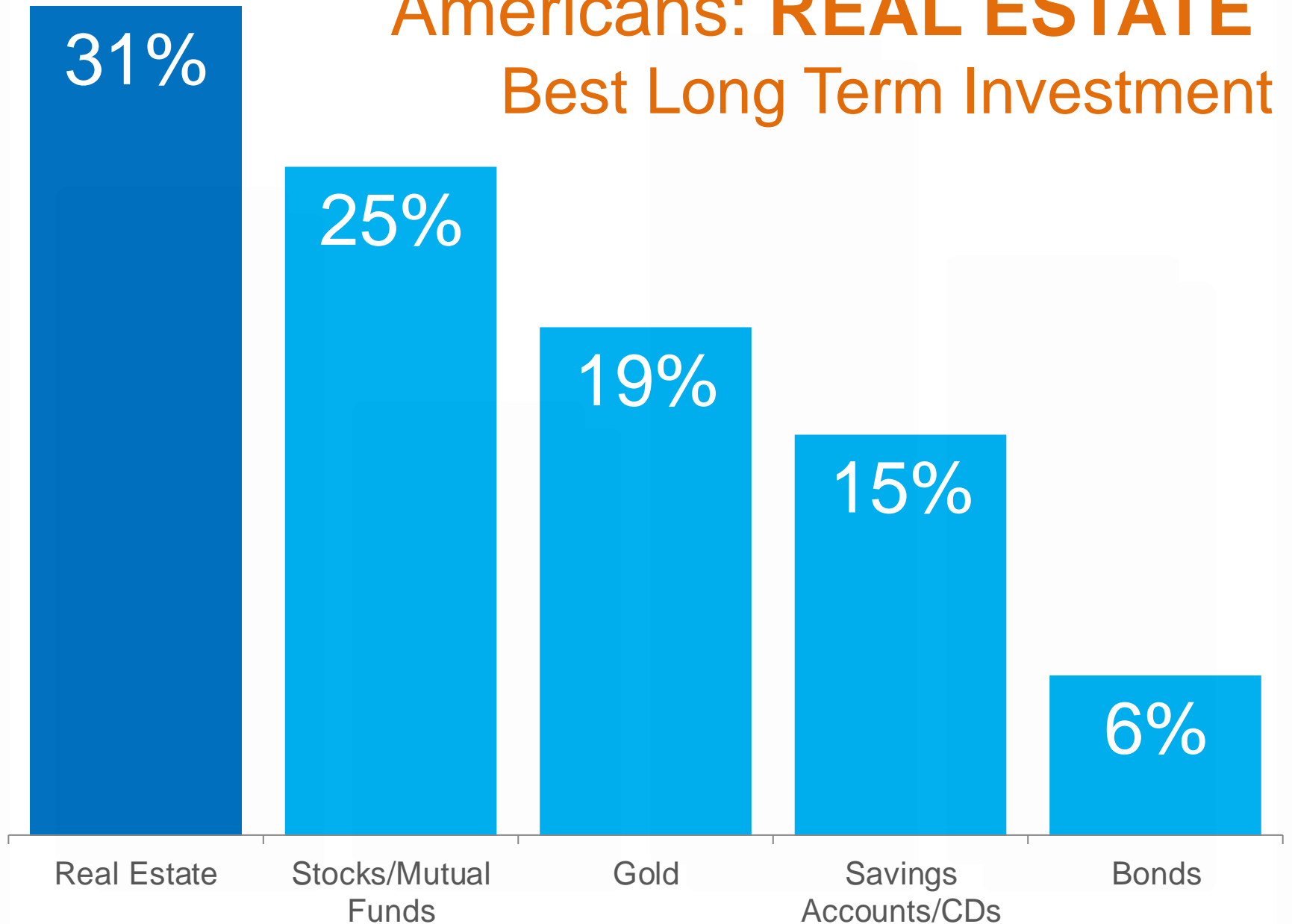


Foot Traffic

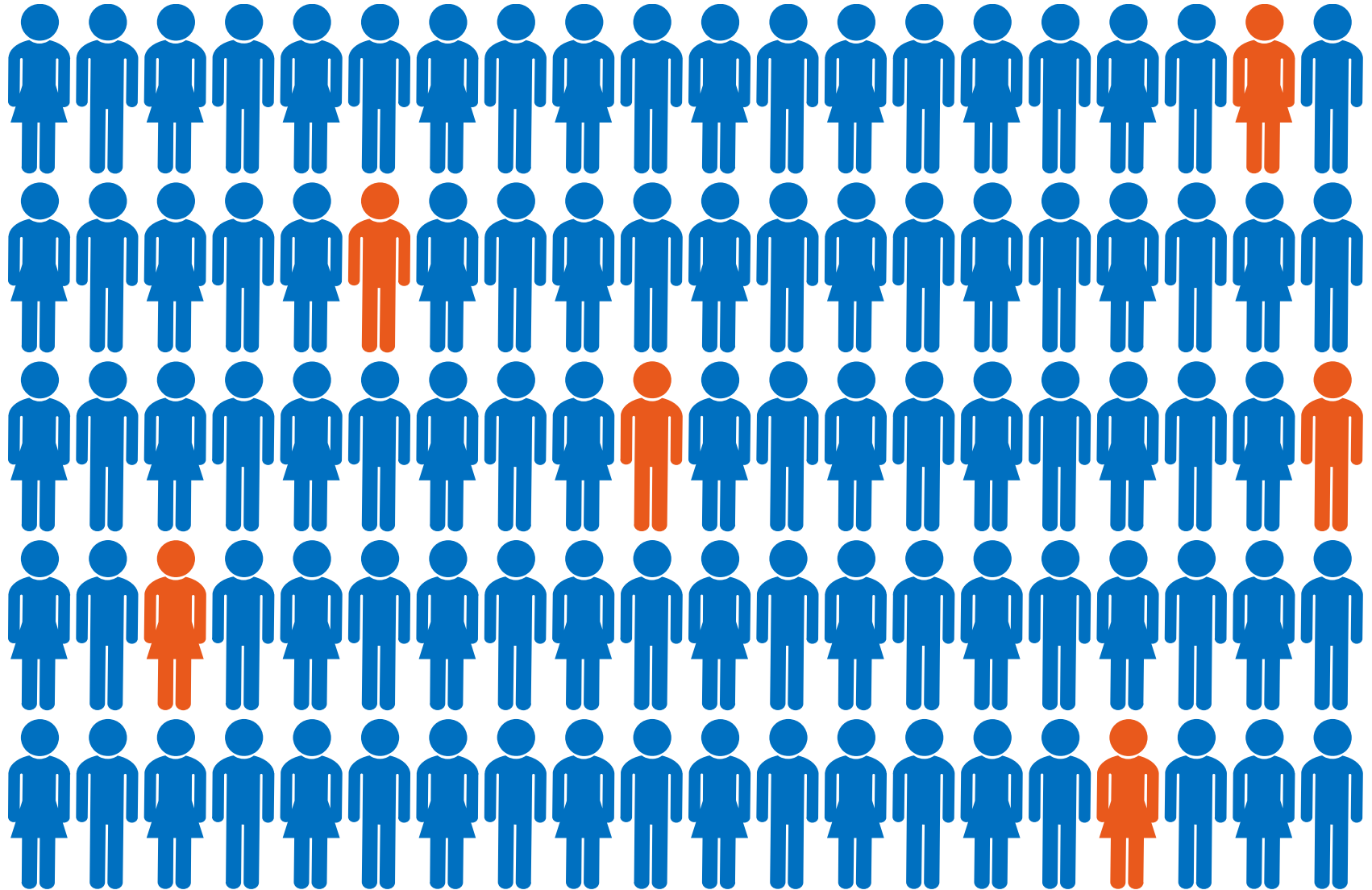
(indicator of future sales)



Americans: **REAL ESTATE** Best Long Term Investment



94% of Homeowners and Prospective Buyers say Home Ownership is Important to their Long-Term Financial Planning.



51%

of All Buyers Were
First Time Buyers
in February

...according to the **First-Time Buyer Mortgage Share Index** by AEI's International Center on Housing Risk

Number of primary
owner-occupied,
first-time buyer
purchase mortgages

585K

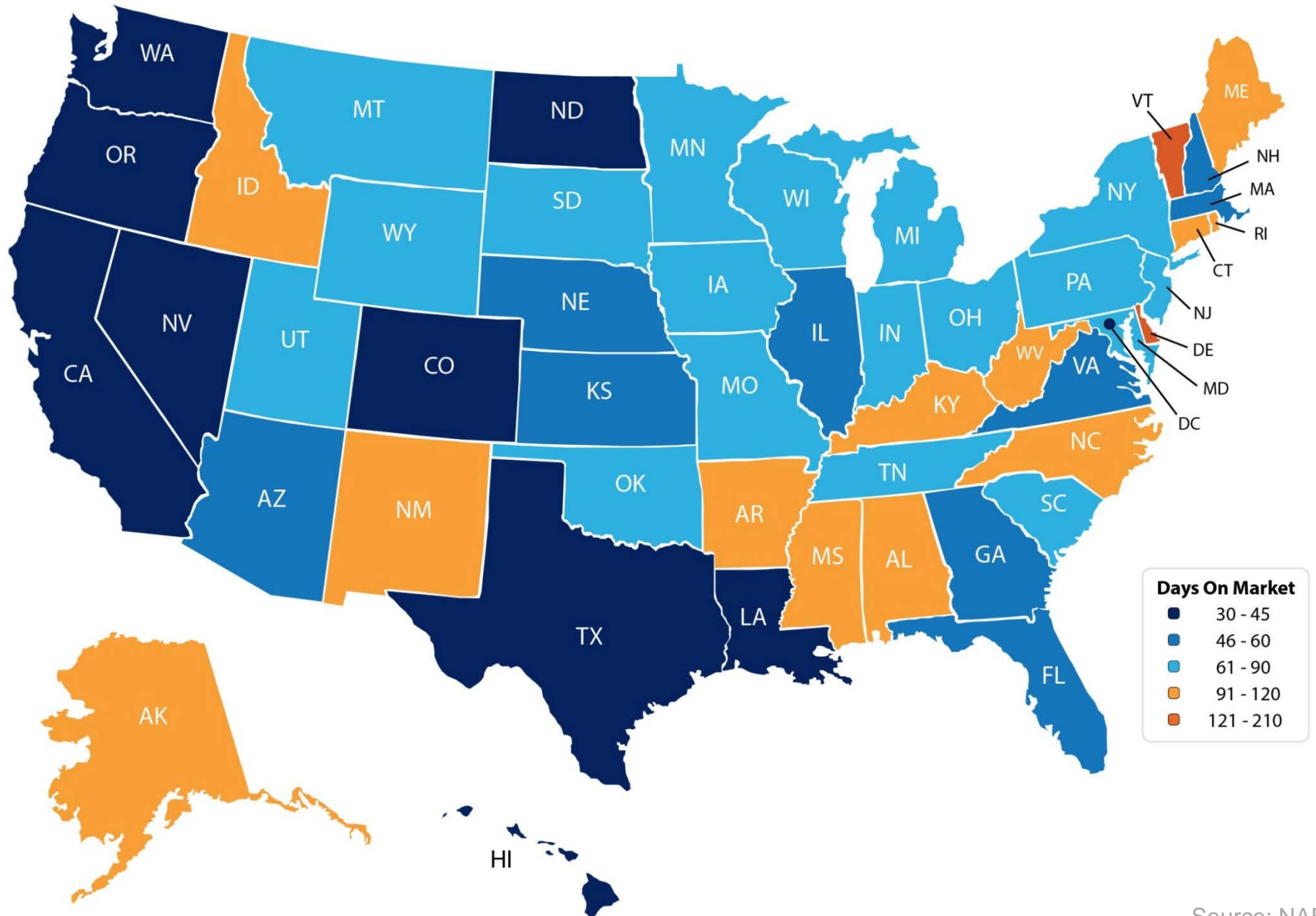
October 2013-March 2014

611K

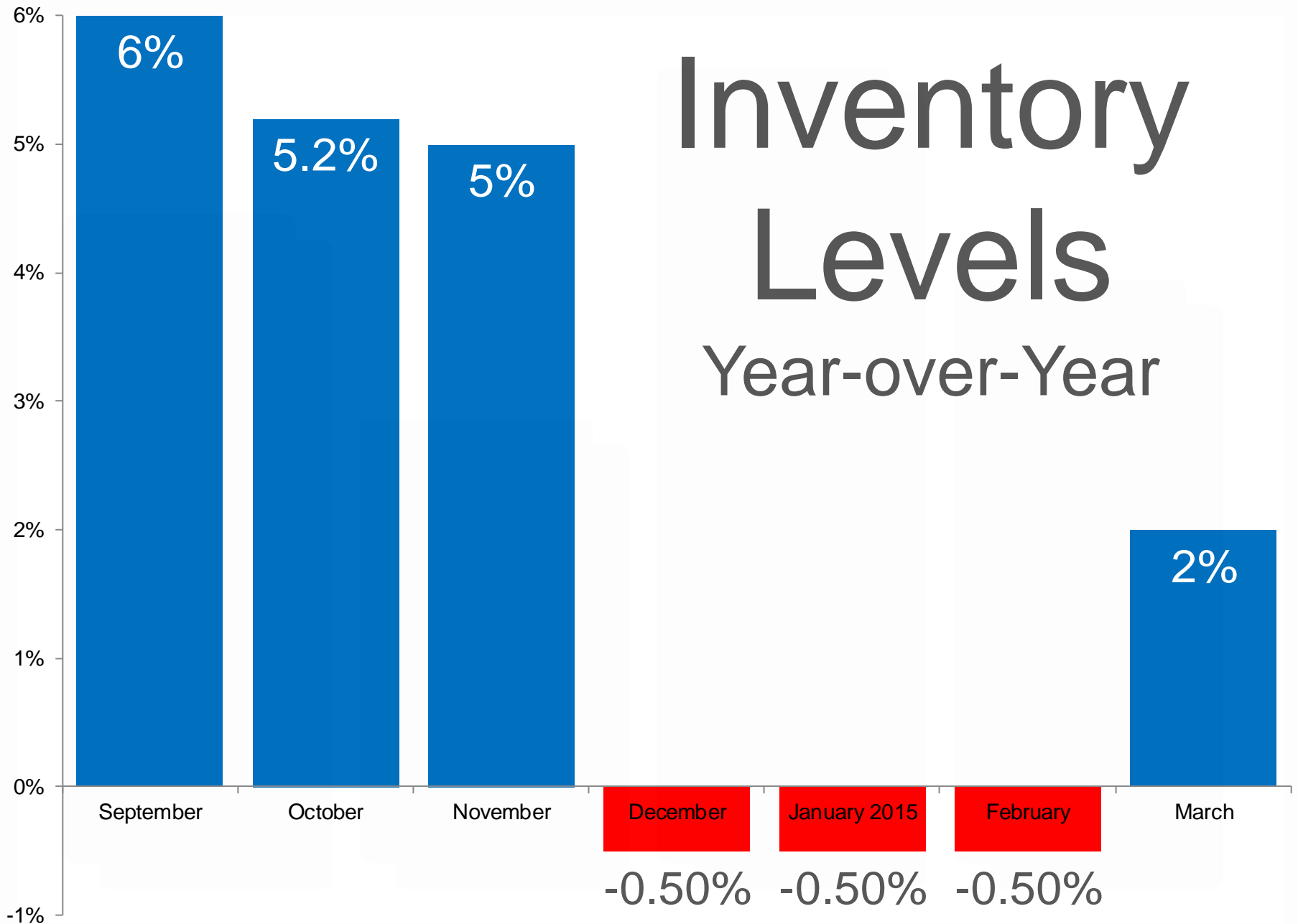
4.5% *increase*

October 2014-March 2015

Average Days on the Market

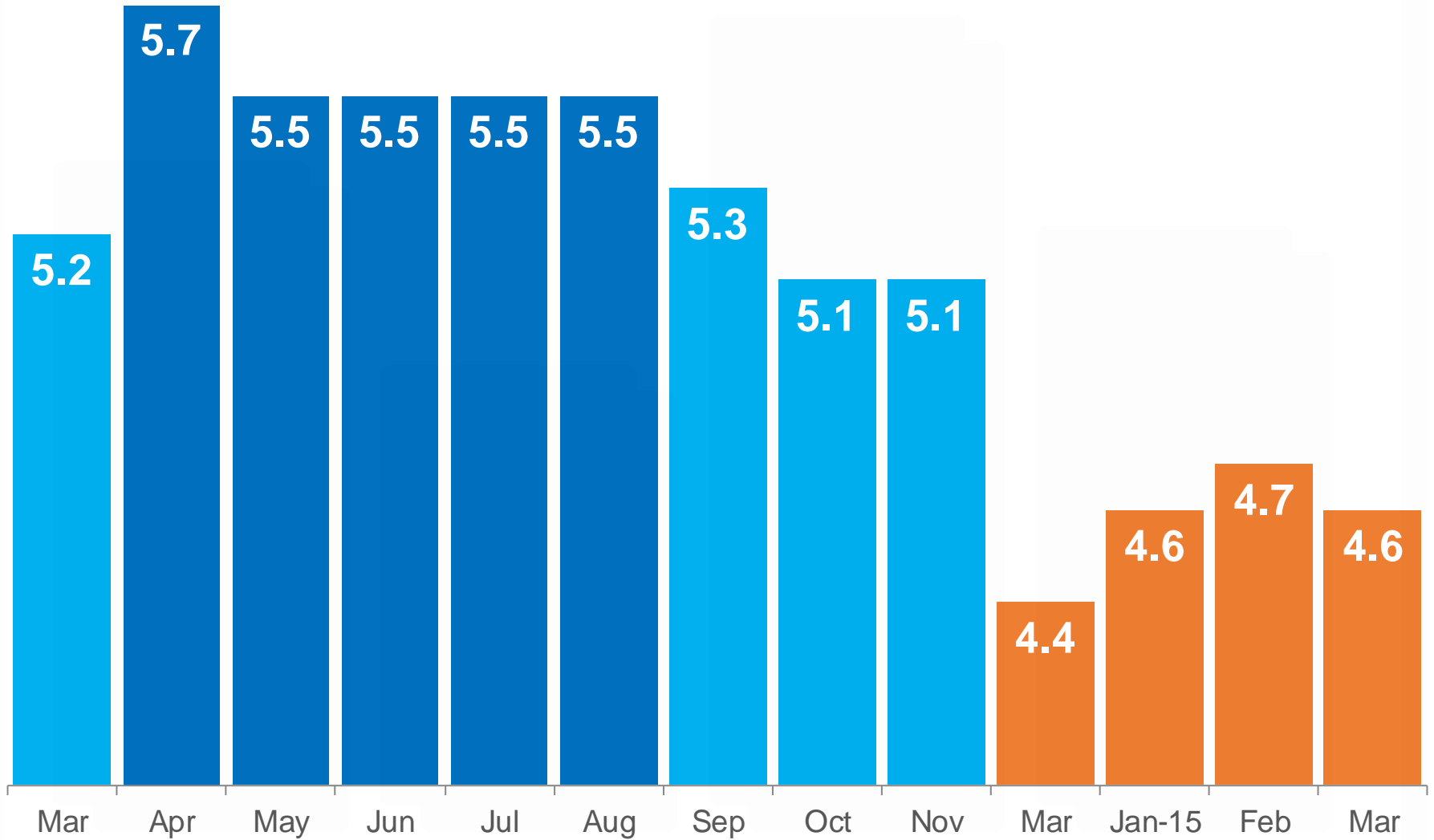


Inventory Levels Year-over-Year



Months Inventory of HOMES FOR SALE

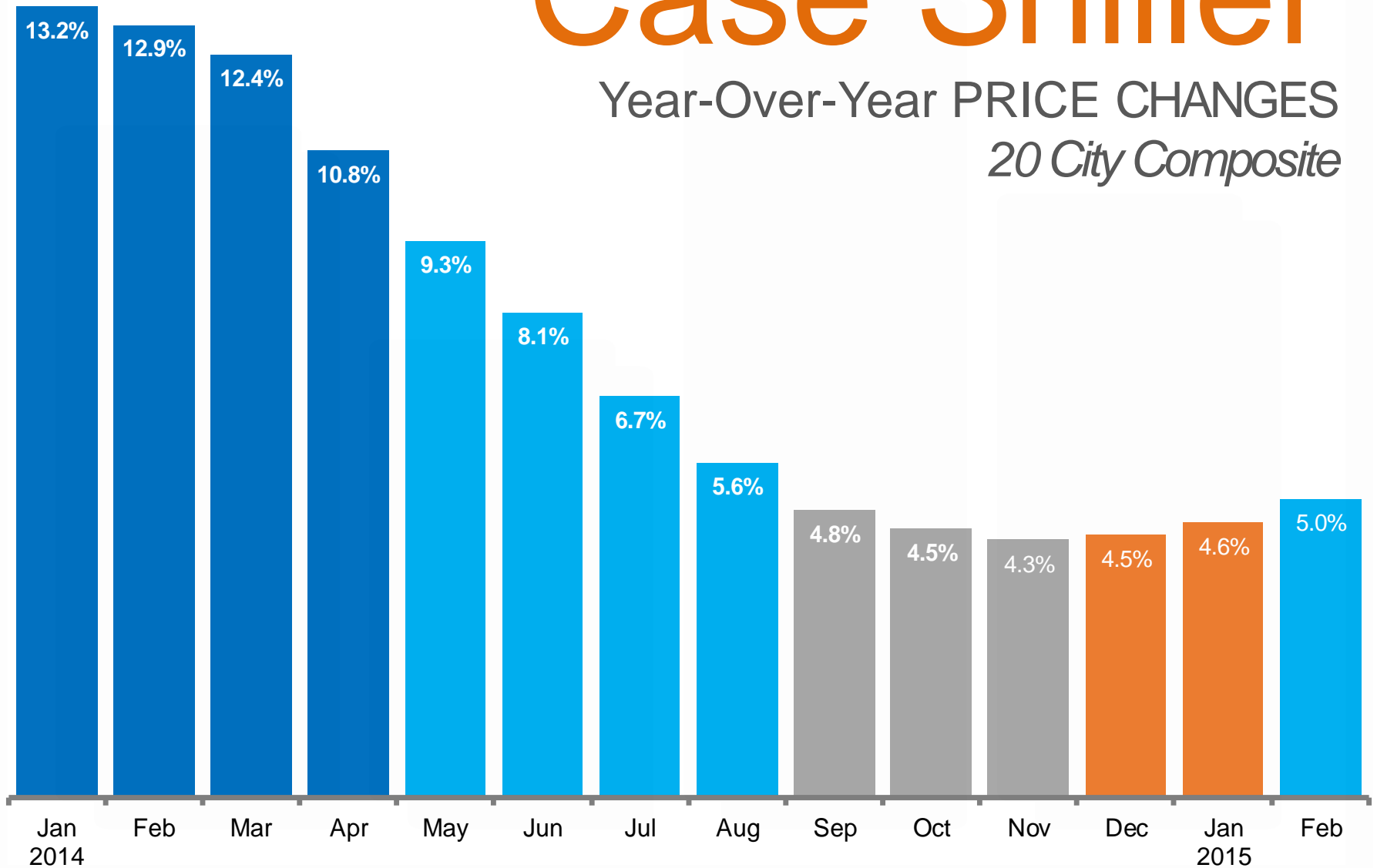
last 12 months



Case Shiller

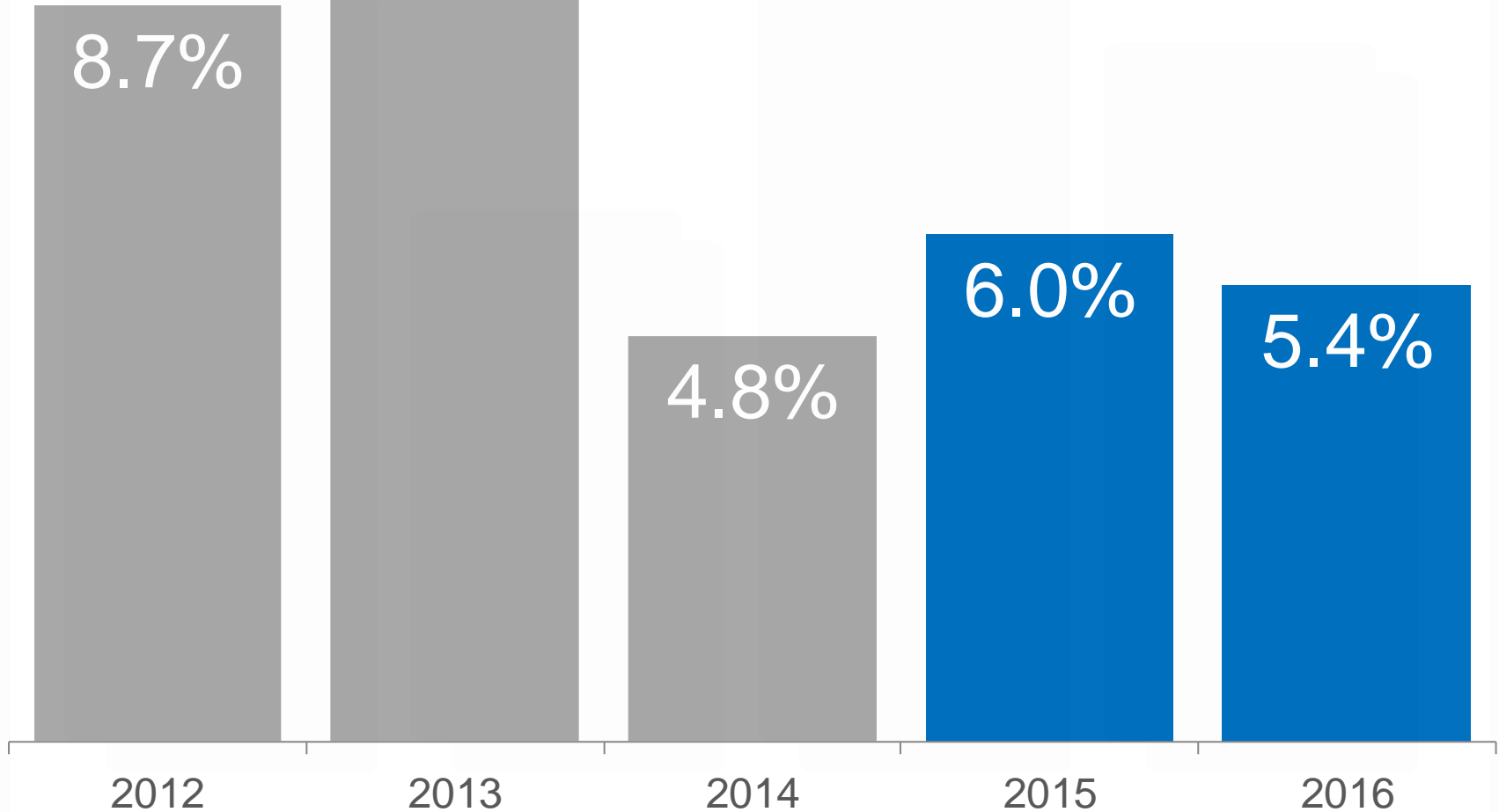
Year-Over-Year PRICE CHANGES

20 City Composite



Percentage Change in U.S. HOME PRICE APPRECIATION

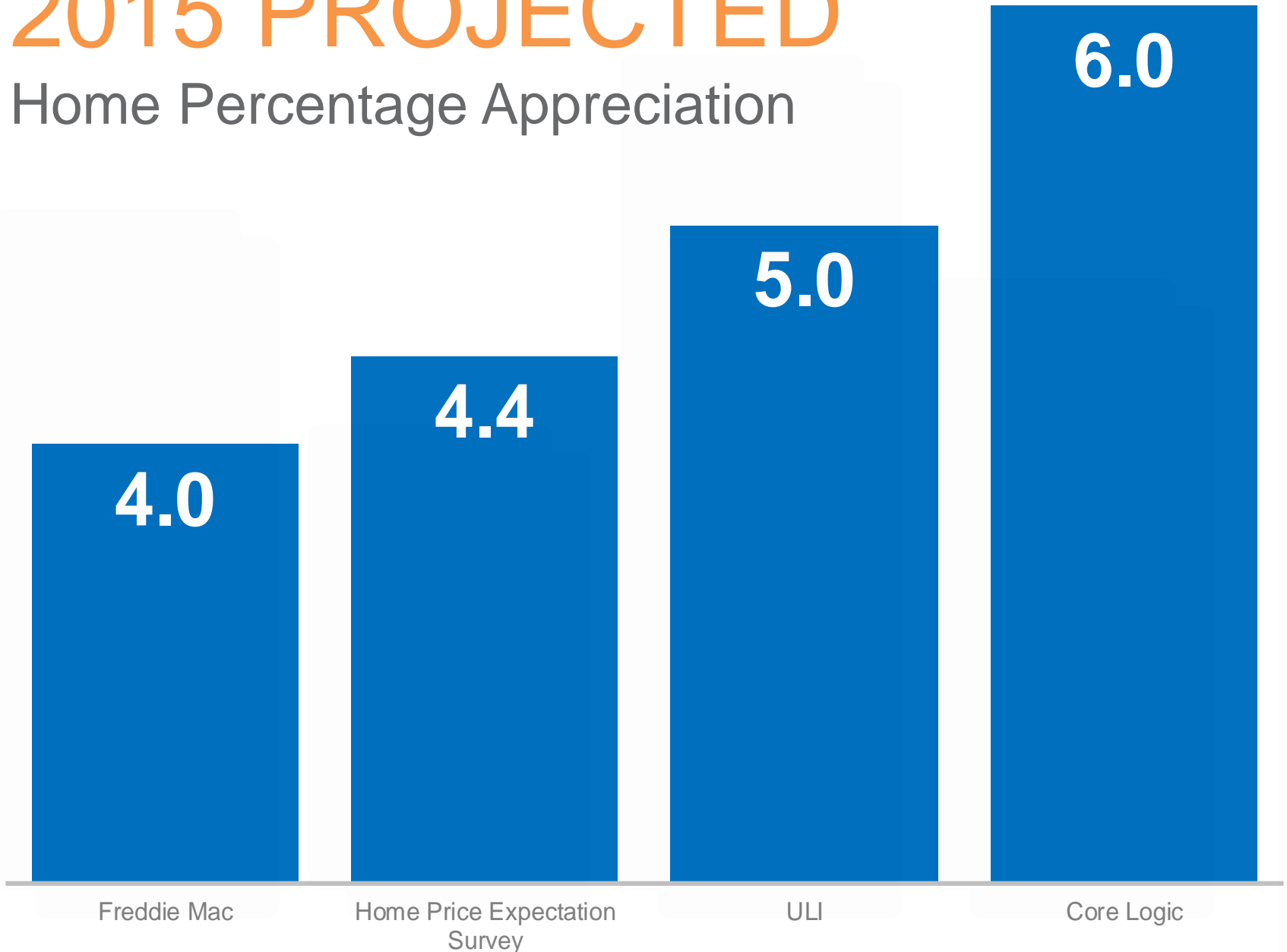
December-to-December



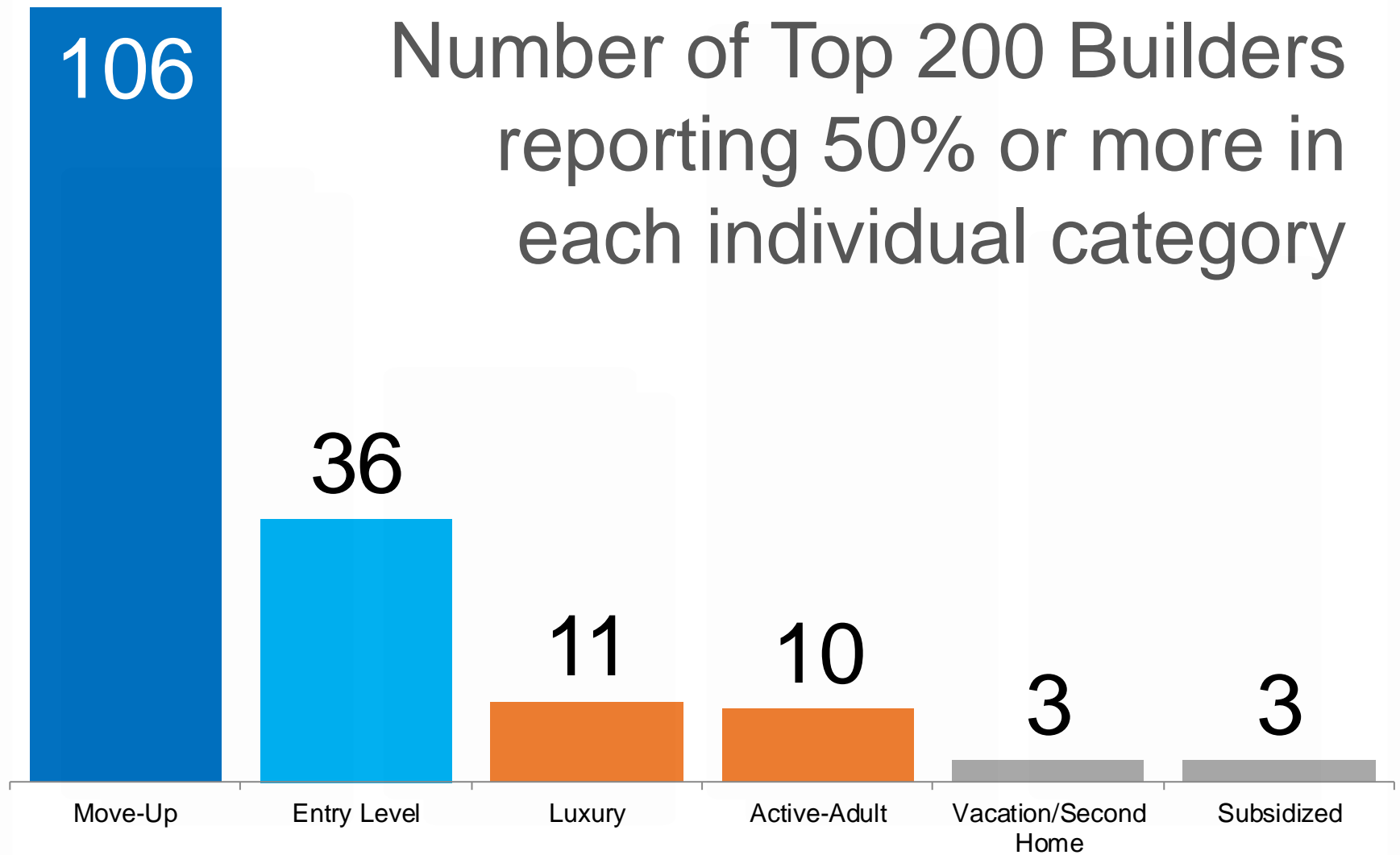
PROJECTED

2015 PROJECTED

Home Percentage Appreciation



2014 Total Product for Sale

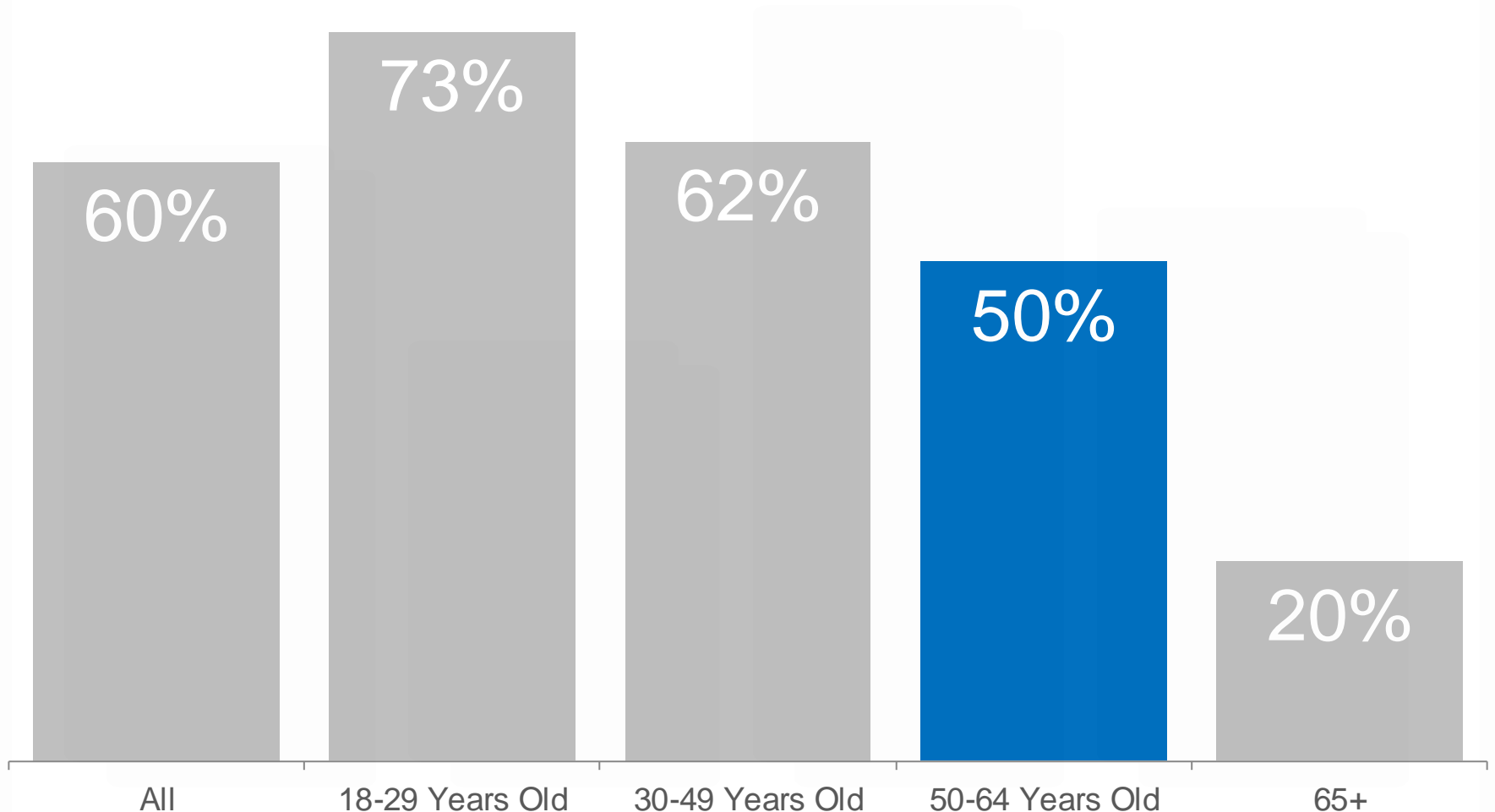


“Last year's impressive increase in vacation home purchases reflects long-term growth in the number of baby boomers moving closer to retirement and buying second homes to convert into their primary home in a few years.”

Lawrence Yun, Chief Economist for NAR



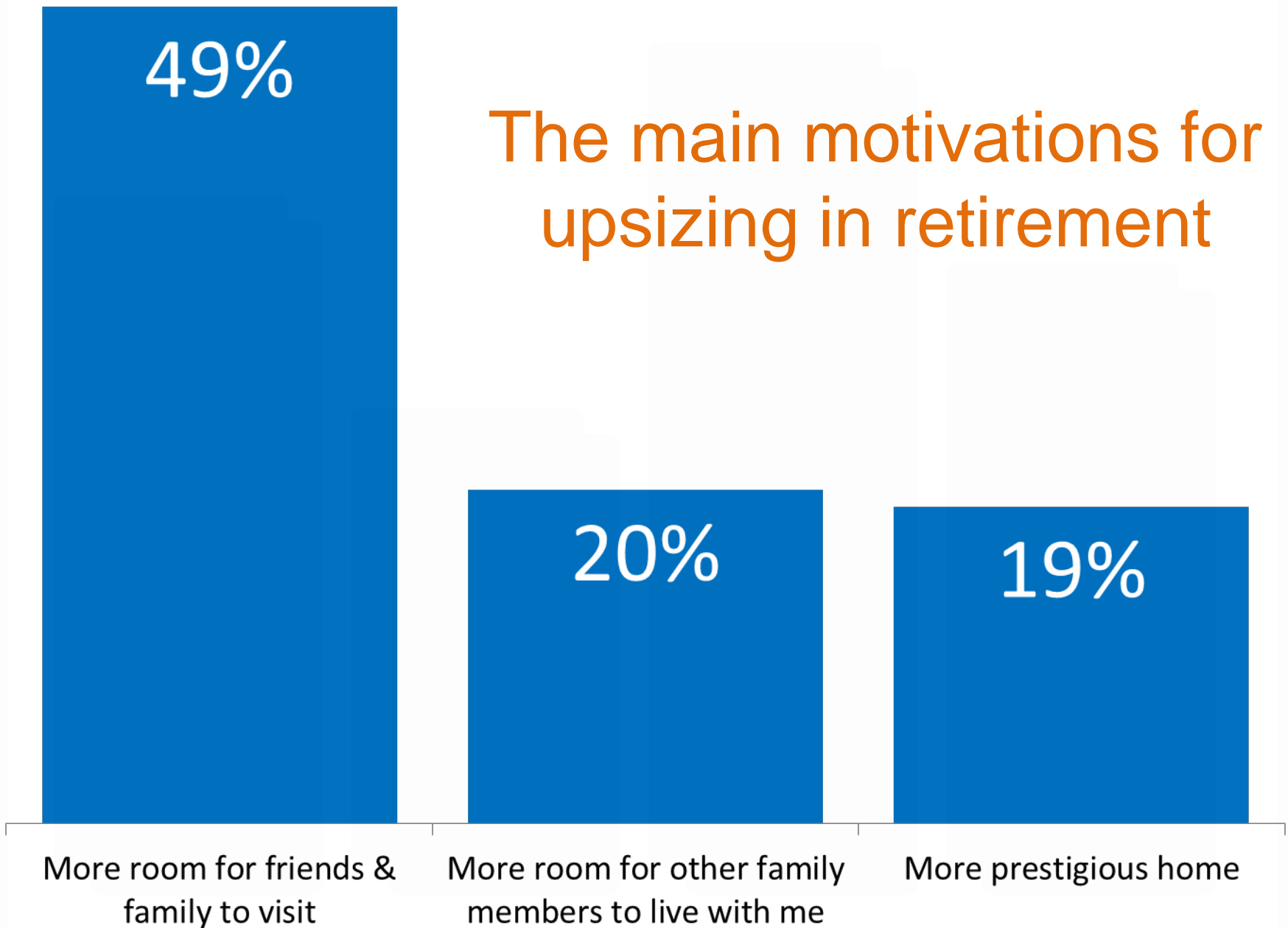
Percentage who want to spend their golden years in another city or state

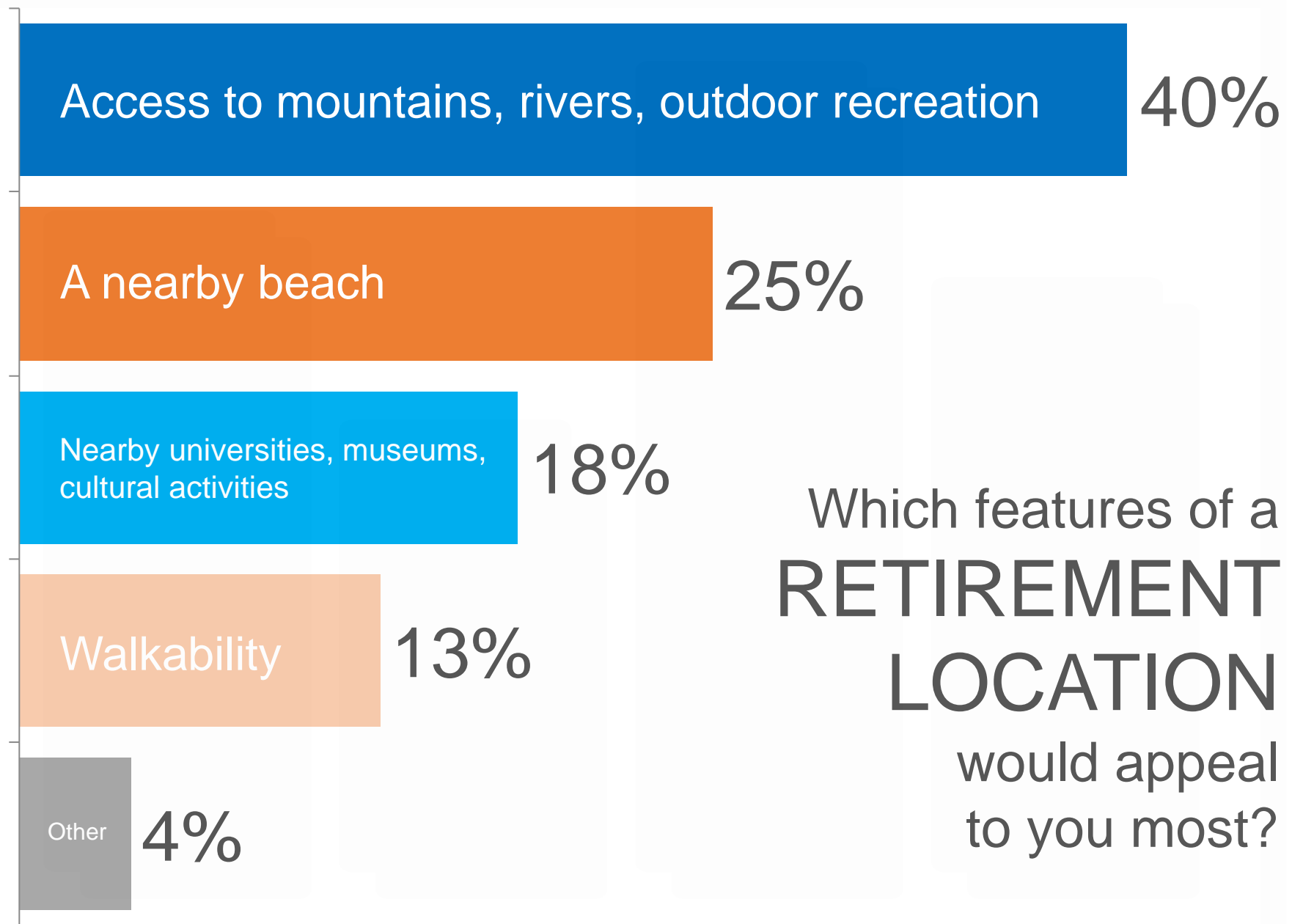


30% of all retirees over 50 have
moved to a **LARGER HOME**

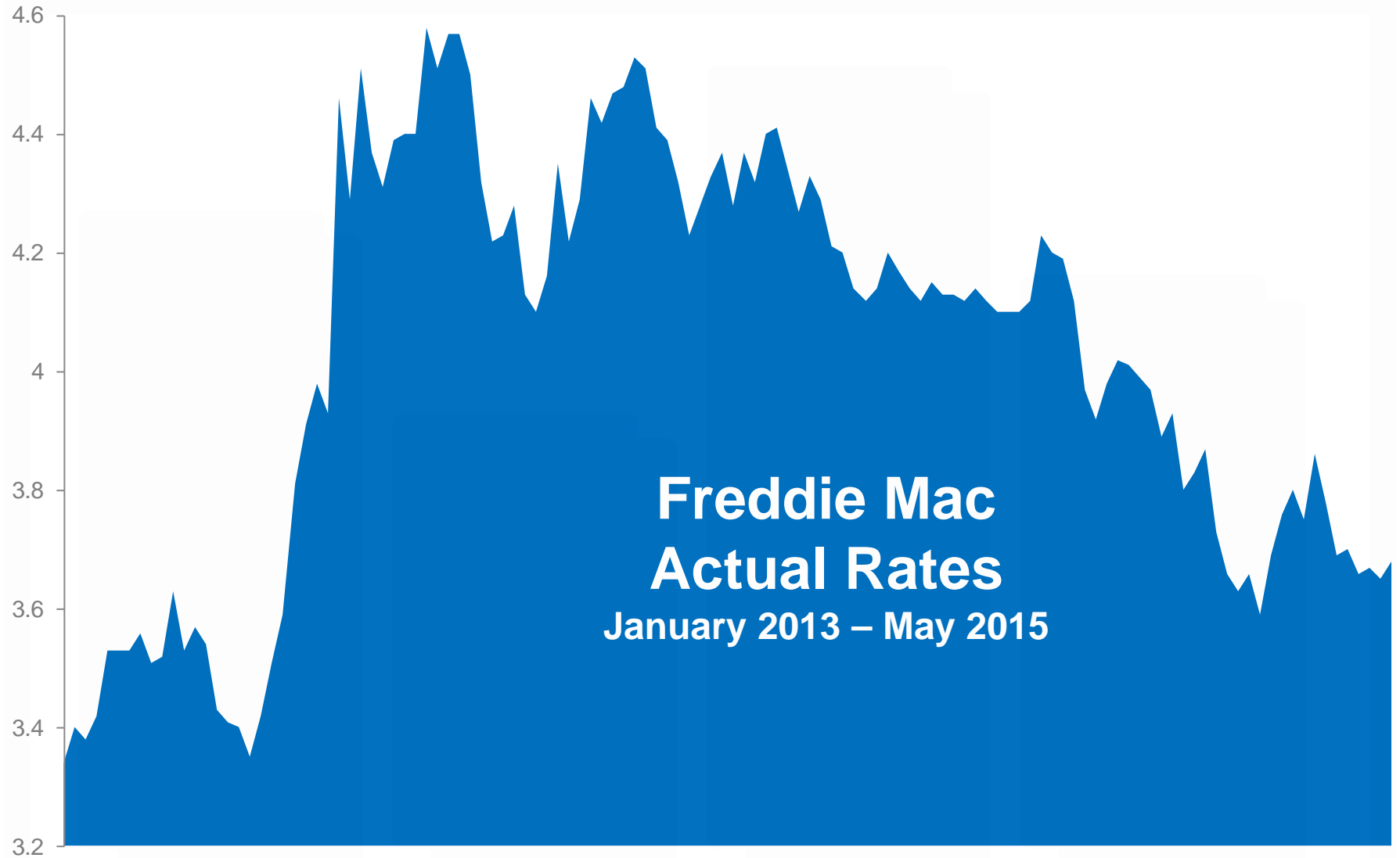


The main motivations for upsizing in retirement





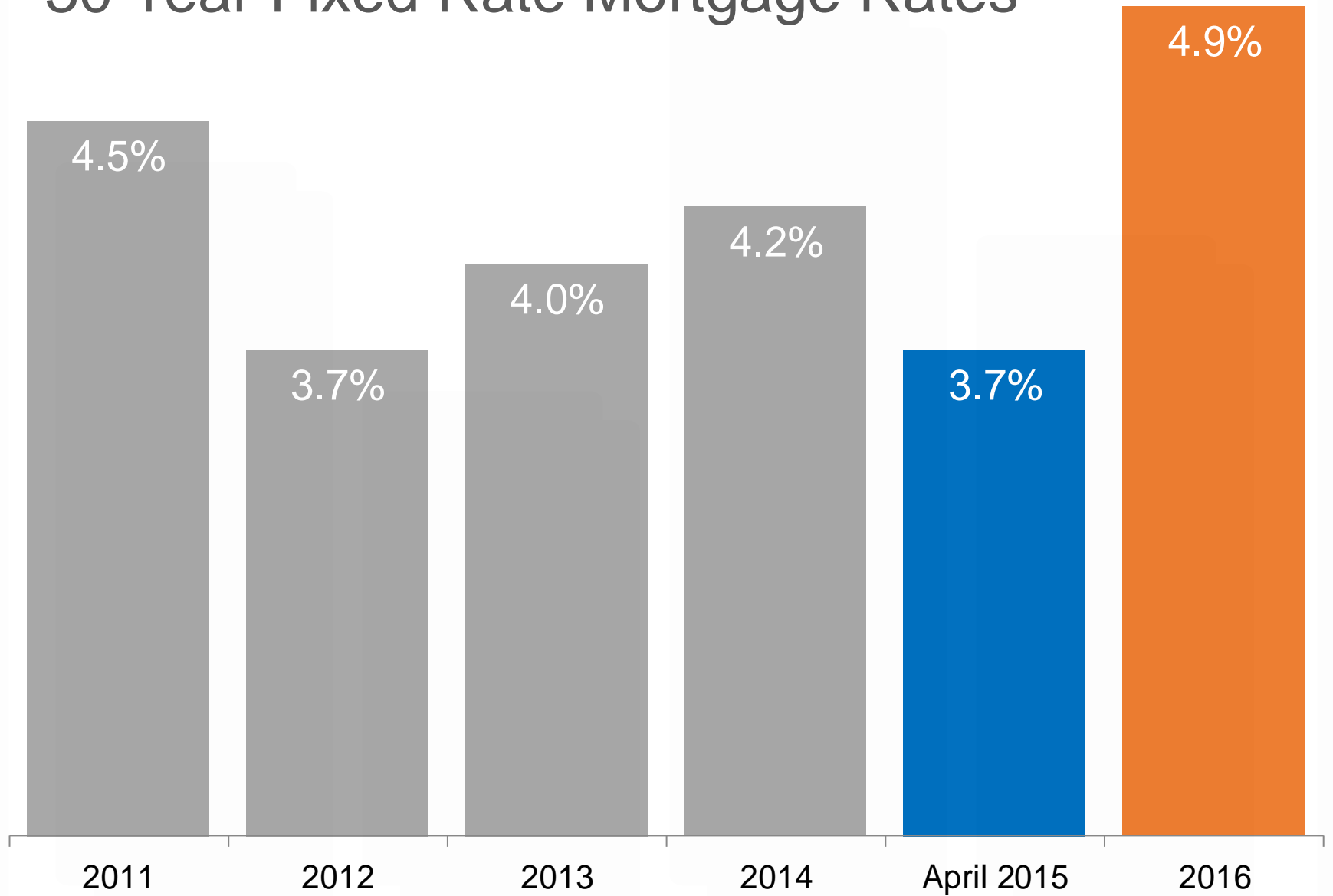
30 Year Fixed Rate Mortgages



Historic Mortgage Rates by Decade

Decade	Average Rate
1970s	8.86%
1980s	12.7%
1990s	8.12%
2000s	6.29%

30 Year Fixed Rate Mortgage Rates



A Look Back at the Impact of Mortgage Rates



Record	Date	Average 30 year fixed rate mortgage	Approximate Payment on a \$200K Mortgage*
All-Time LOW	11/21/12	3.31%	\$877
All Time HIGH	10/9/81	18.63%	\$3,177

*Monthly mortgage payments are principal and interest only, based on a \$200,000 fully amortizing mortgage.

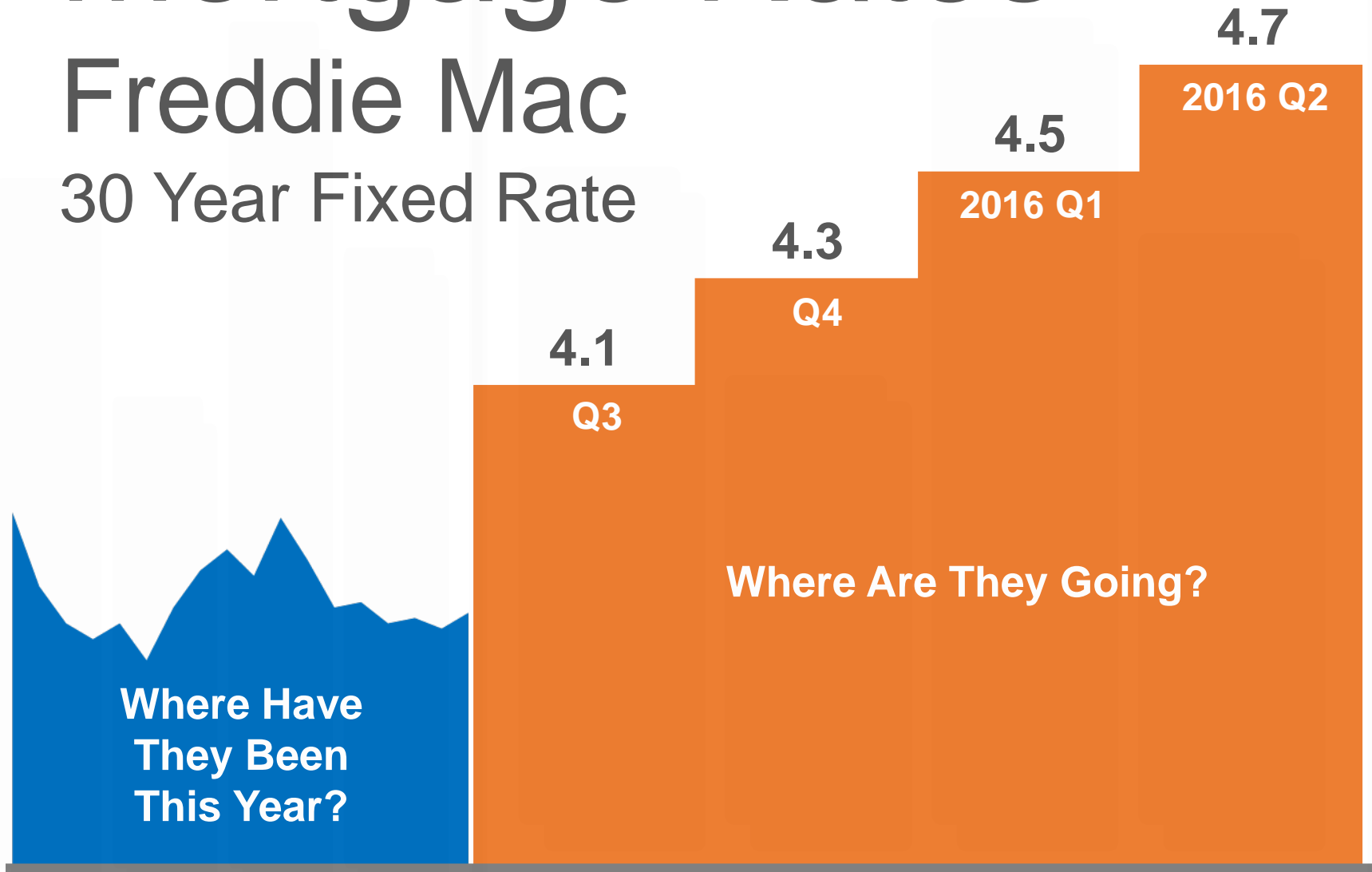
Mortgage Rate Projections



Quarter	Fannie Mae	Freddie Mac	MBA	NAR	Average of all four
2015 3Q	3.8	4.1	4.1	4.0	4%
2015 4Q	3.9	4.3	4.4	4.3	4.2%
2016 1Q	4.0	4.5	4.6	4.6	4.4%
2016 2Q	4.0	4.7	4.8	5.0	4.6%

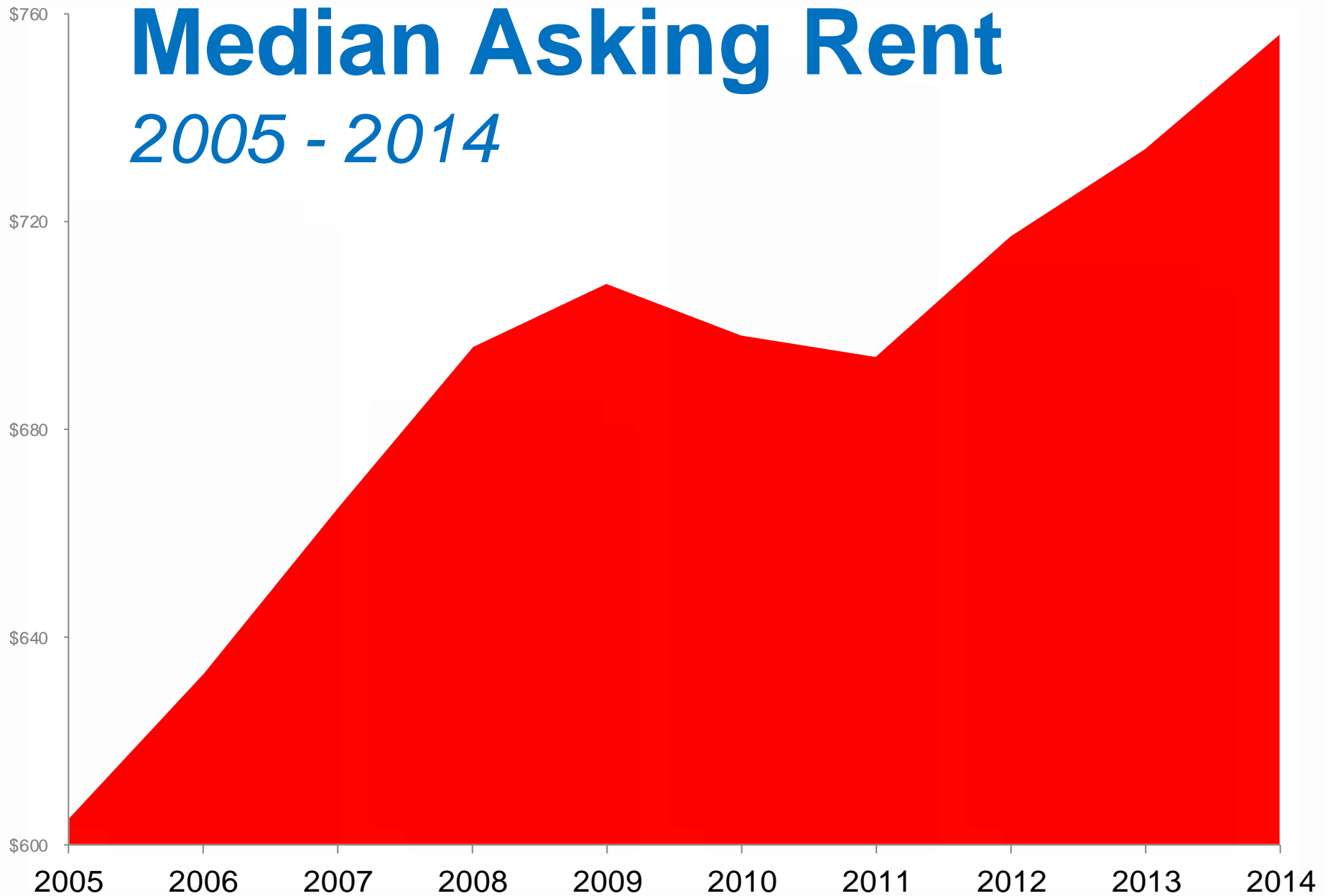
Mortgage Rates

Freddie Mac
30 Year Fixed Rate



Median Asking Rent

2005 - 2014

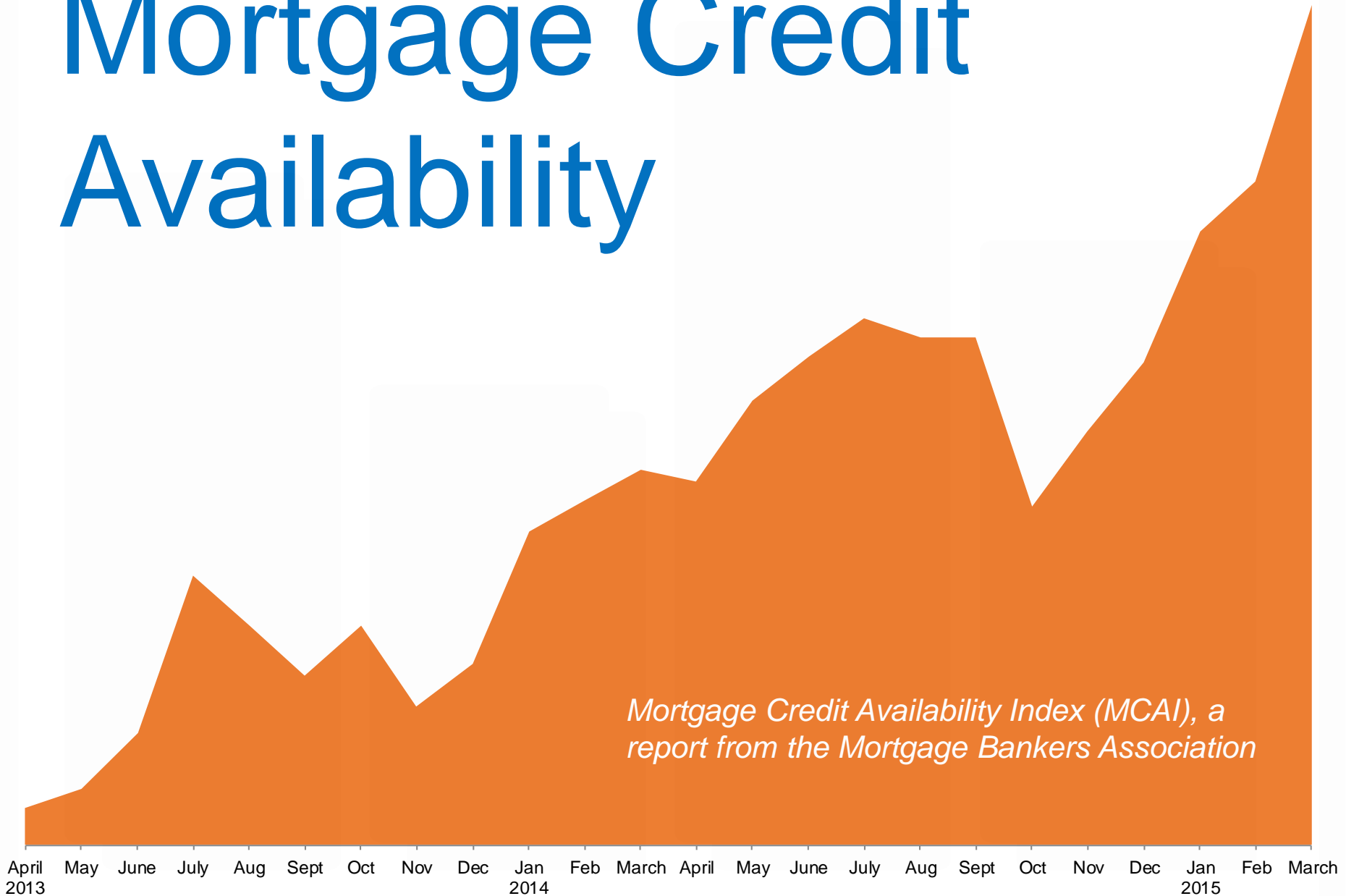


“I wish I had a better story to tell renters these days, but I think they’re in for some rent increases for the foreseeable future.”

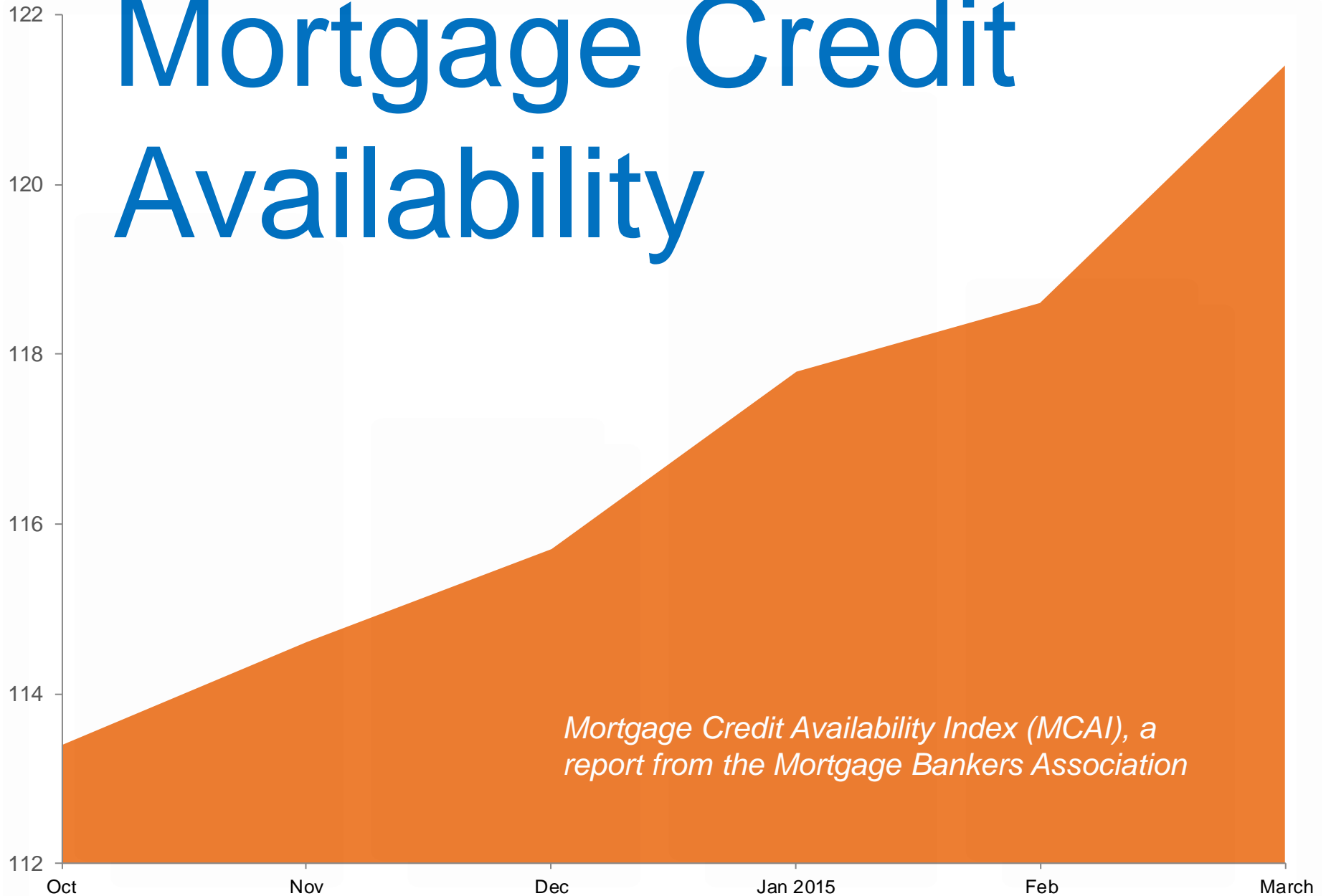


Ryan Severino
Senior Economist at Reis

Mortgage Credit Availability



Mortgage Credit Availability



"A number of factors contributed to a loosening of credit in March: Freddie Mac's introduction of their 97 LTV program (Fannie Mae's was implemented in Dec) [and the] loosening of parameters on jumbo loan programs ...



Although credit remains tight by historical standards, this increase in availability, coupled with low rates and job market strength, should lead to stronger home purchase activity this spring."

Mike Fratantoni
MBA's Chief Economist

UPDATE

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1

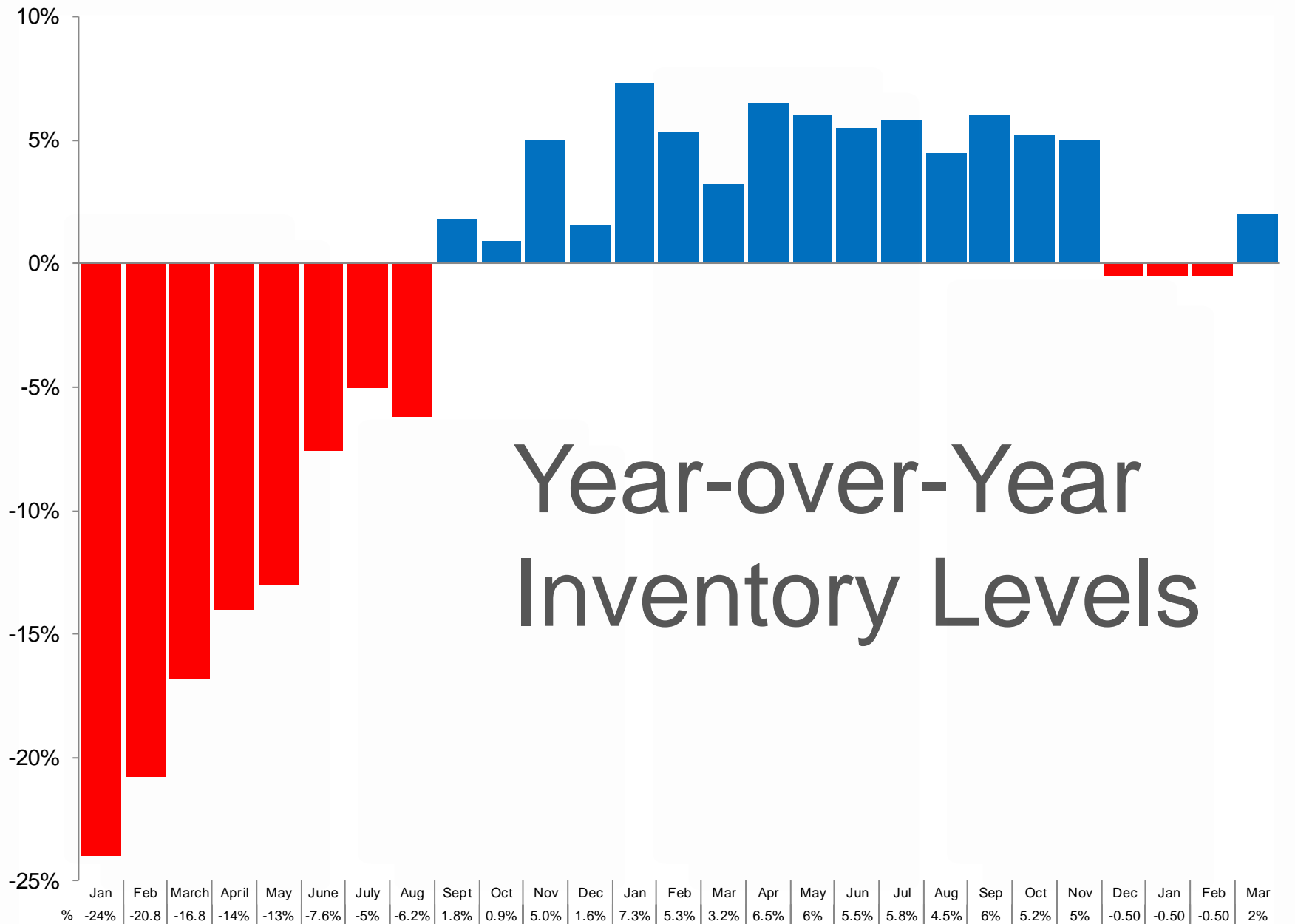
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4

Case Shiller



Year-over-Year Inventory Levels

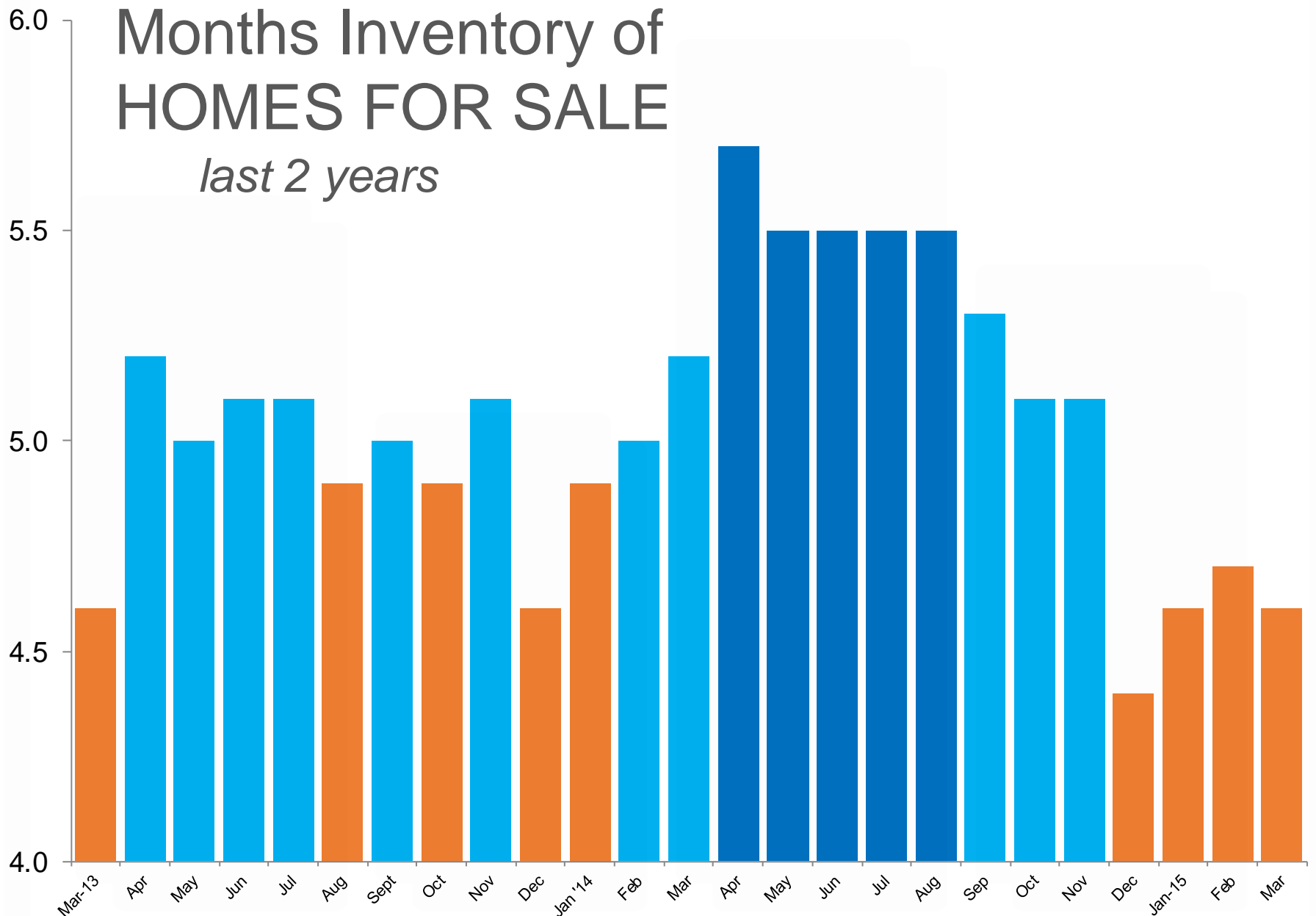


Months Inventory of **HOMES FOR SALE** *2011 - Today*



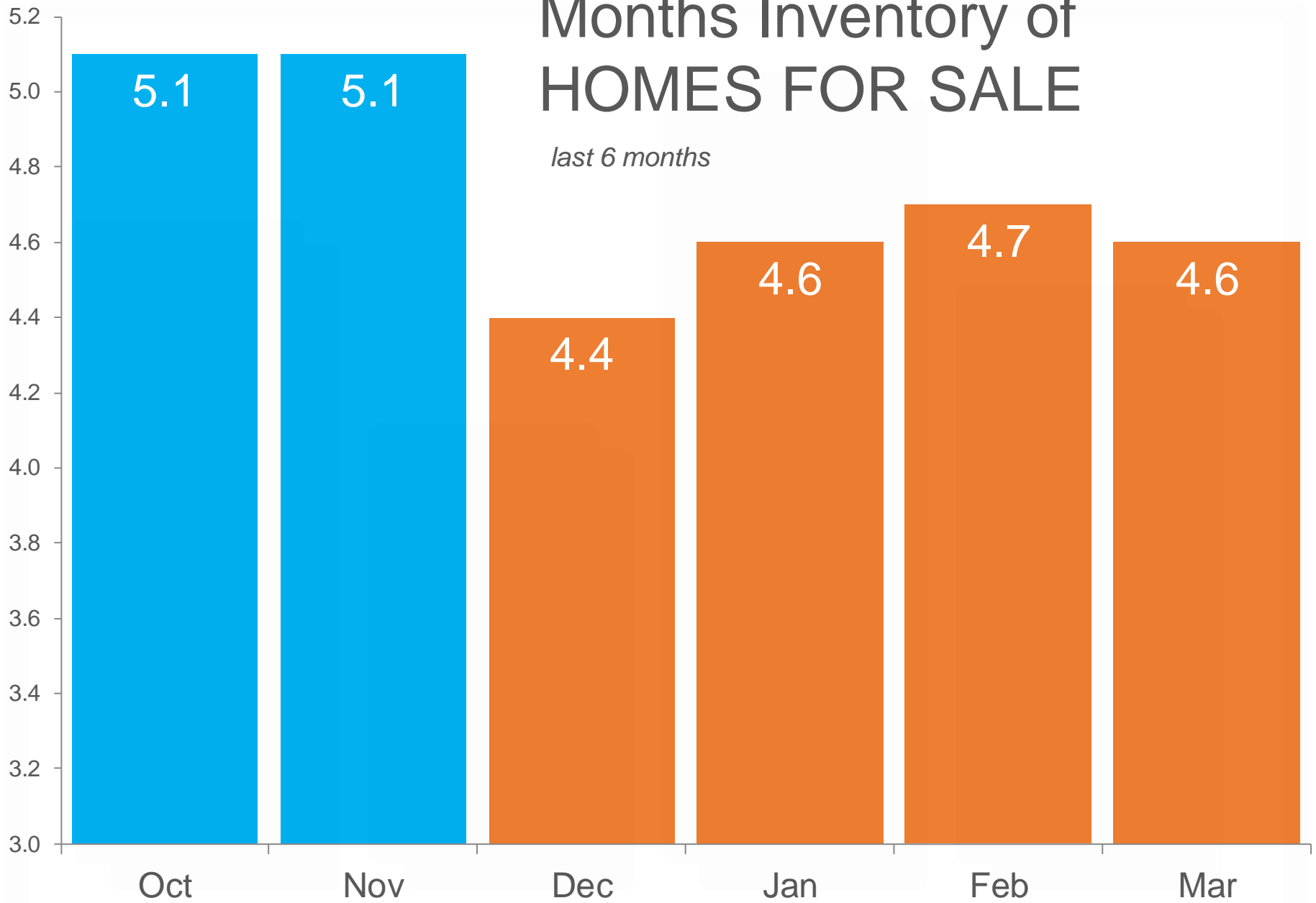
Months Inventory of HOMES FOR SALE

last 2 years



Months Inventory of HOMES FOR SALE

last 6 months



EXISTING Home Sales

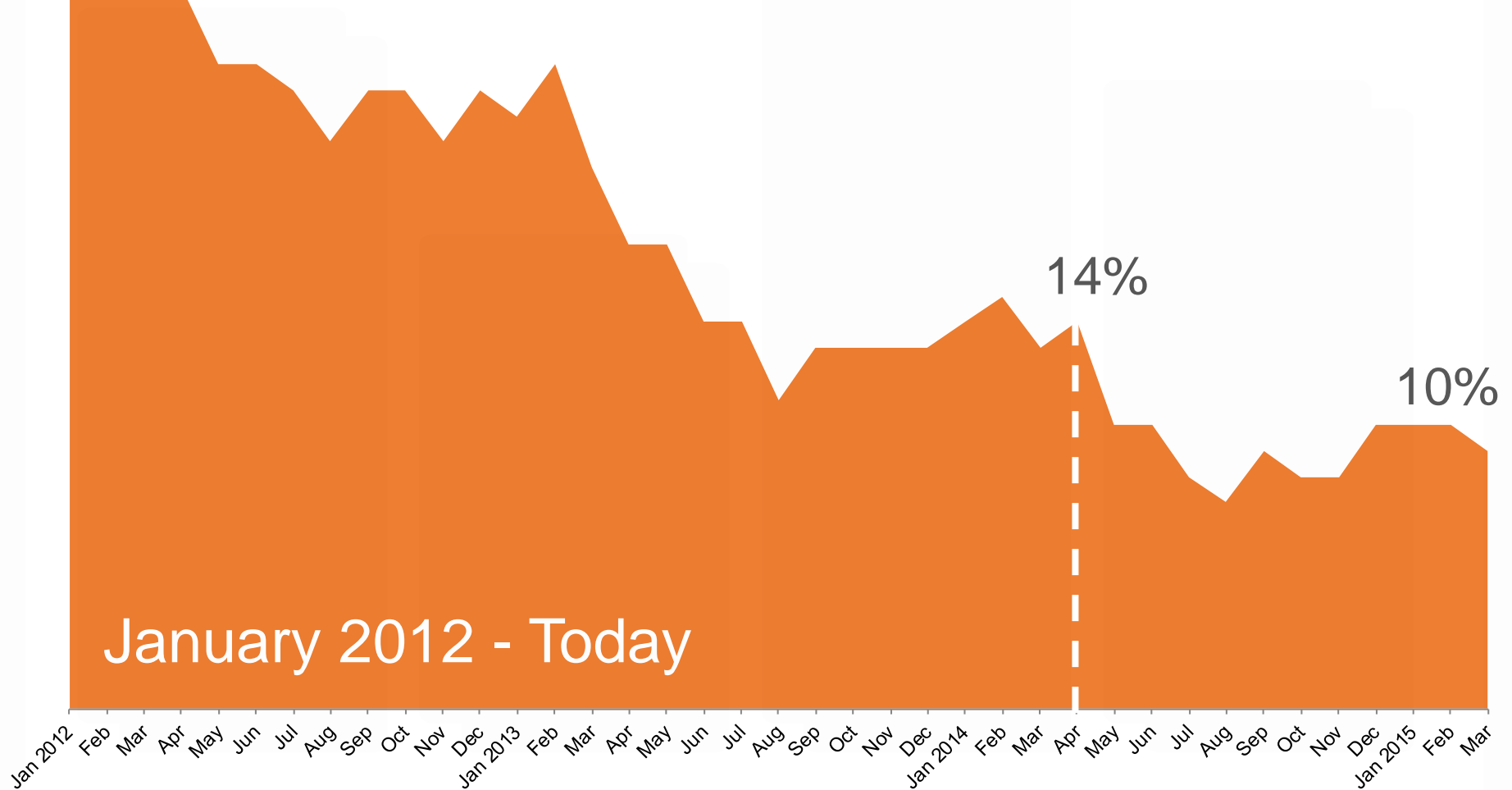


PENDING Home Sales



35%

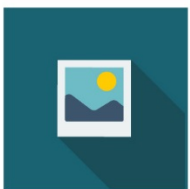
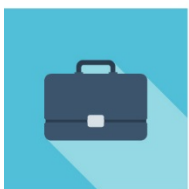
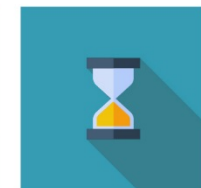
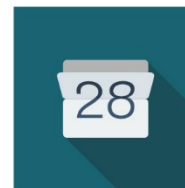
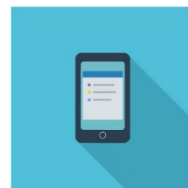
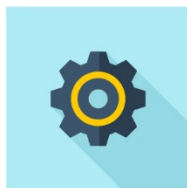
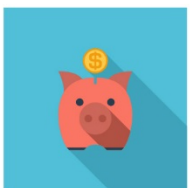
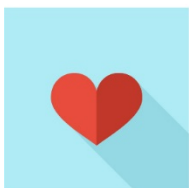
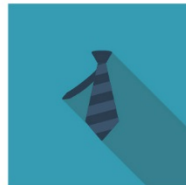
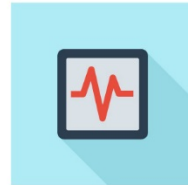
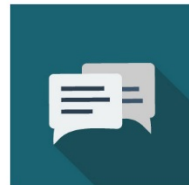
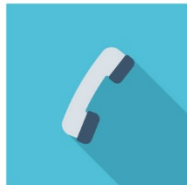
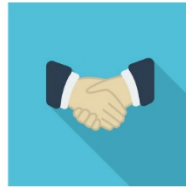
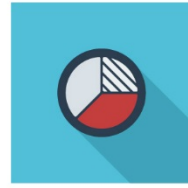
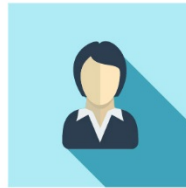
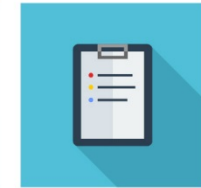
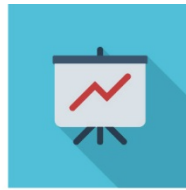
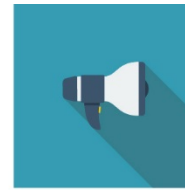
Percentage of Distressed Property Sales



January 2012 - Today

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MAY 2015

