

# 2023



## March

# *Housing Market Update*

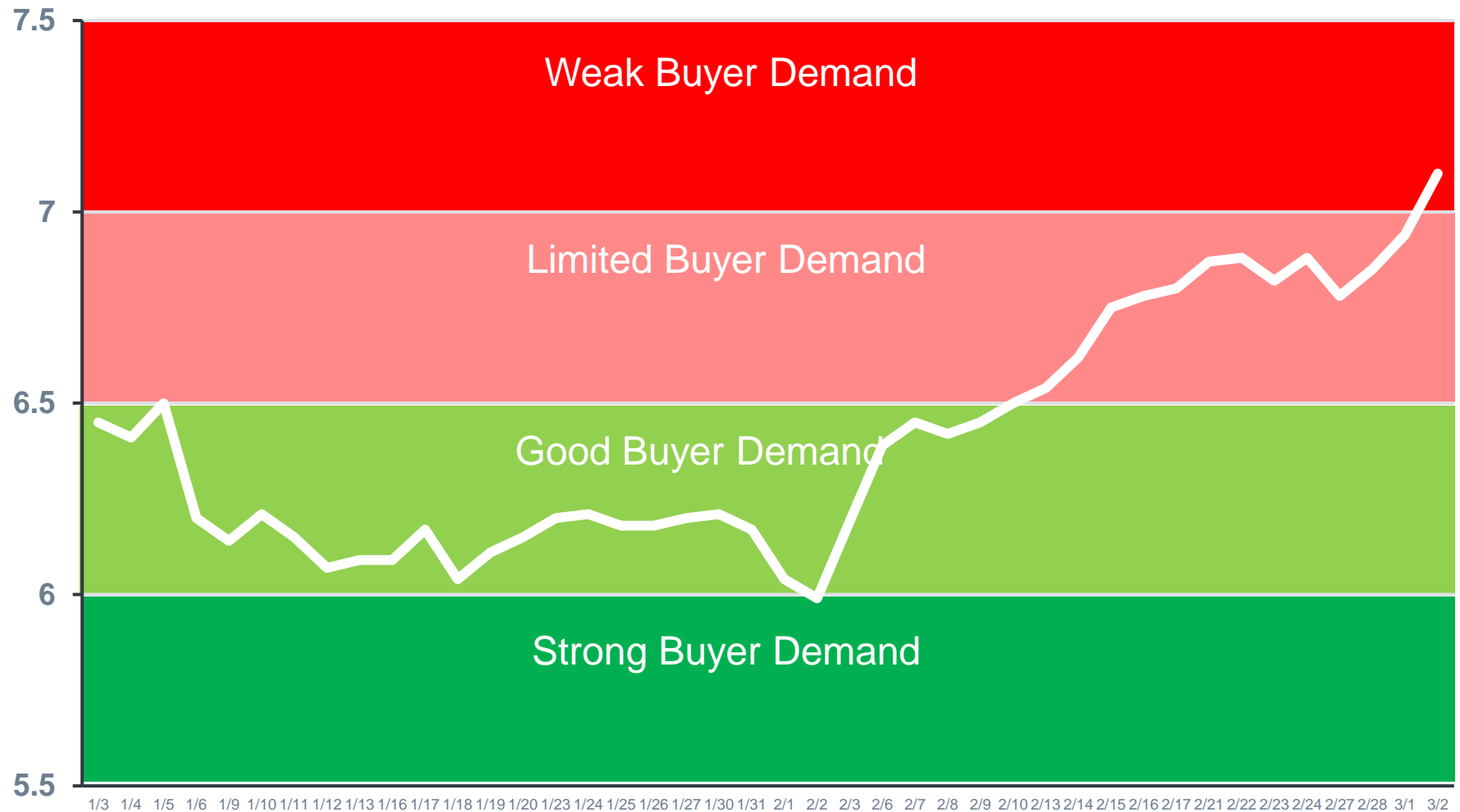


The first responsibility of  
a leader is to  
**define reality.**

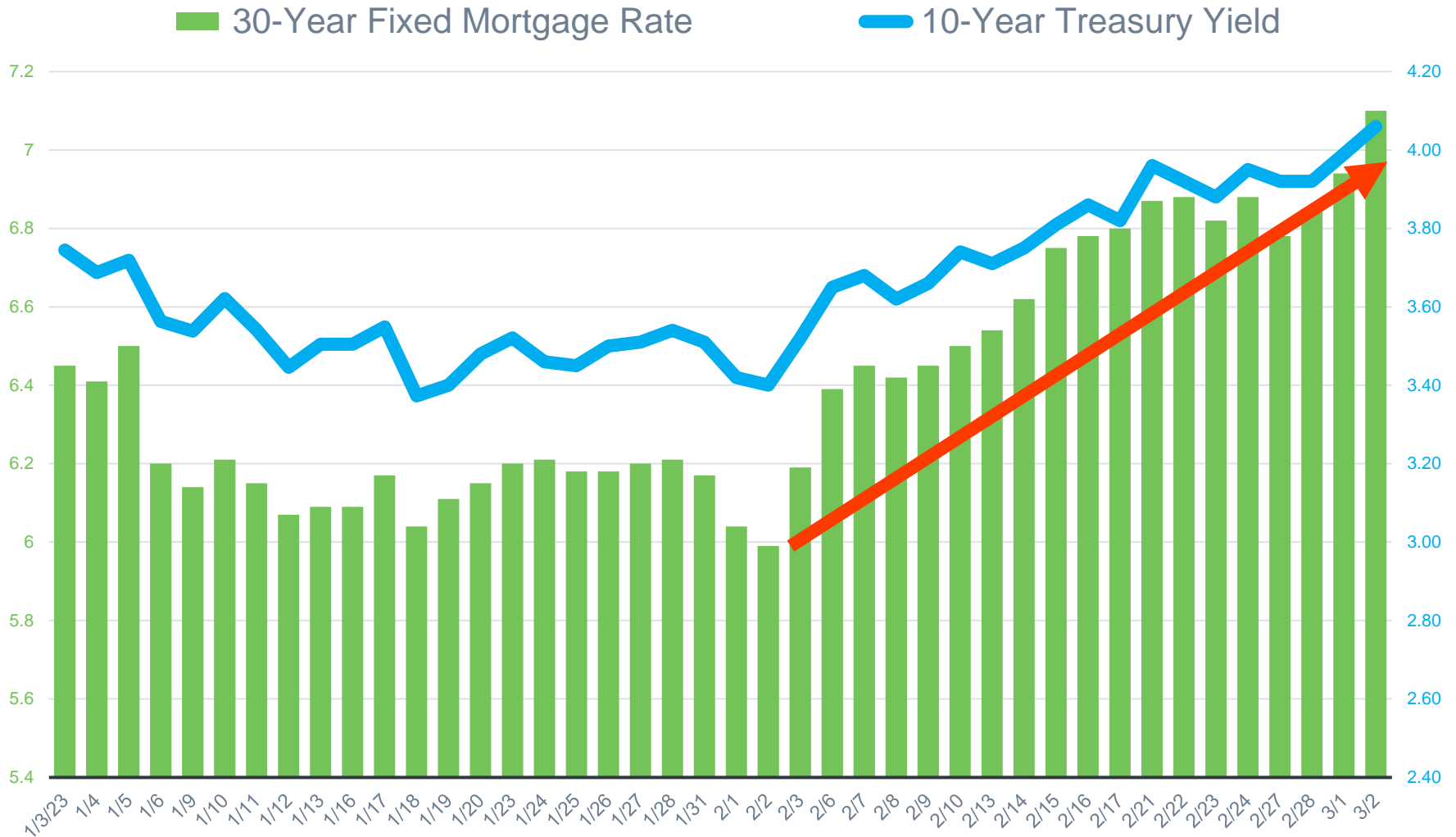
- **Max De Pree**, Author, Leadership is an Art

# 2023 30-Year Fixed Rate

Mortgage News Daily Rate Index: 30-Year Fixed Rate



# 2023: 30-Year Mortgage Rate vs. 10-Year Treasury Yield

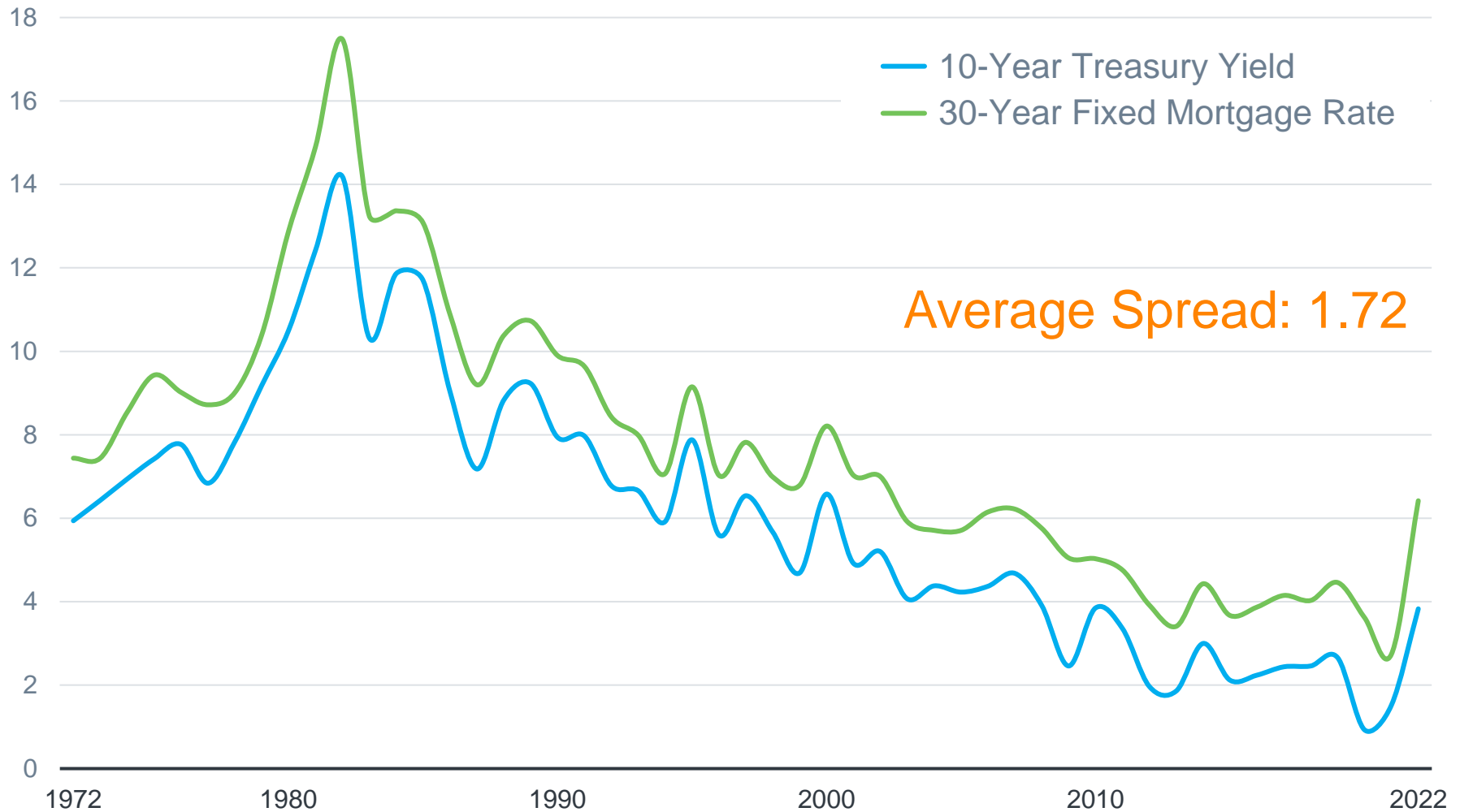




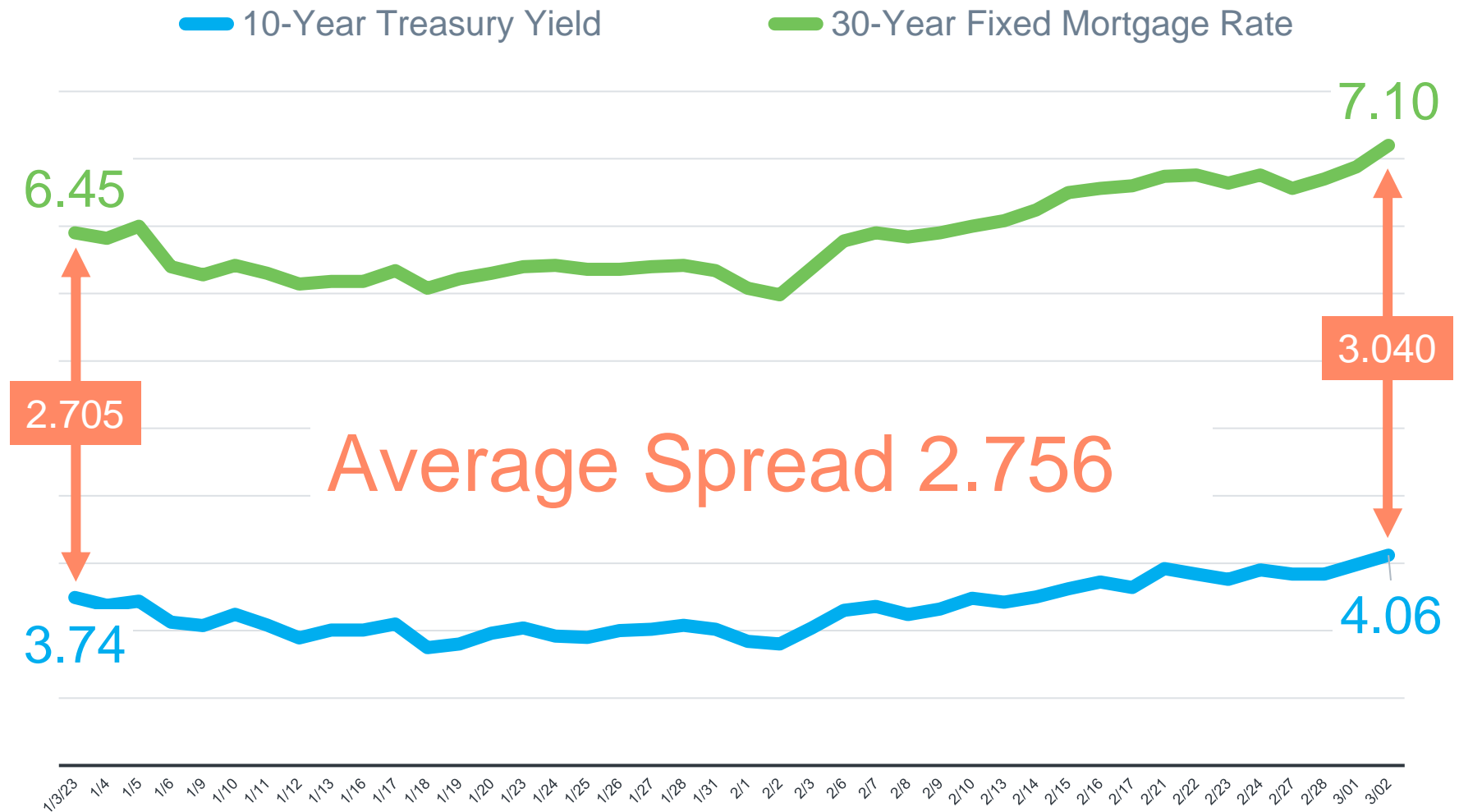
The economy is showing signs of resilience, mainly due to consumer spending, and rates are increasing. Overall housing costs are also increasing and therefore impacting inflation, which continues to persist.

- **Sam Khater**, Chief Economist, Freddie Mac

# For Over 50 Years, the 30-Year Mortgage Rate Has Moved in Unison with the 10-Year Treasury Yield



# 30-Year Mortgage Rate and 10-Year Treasury Yield



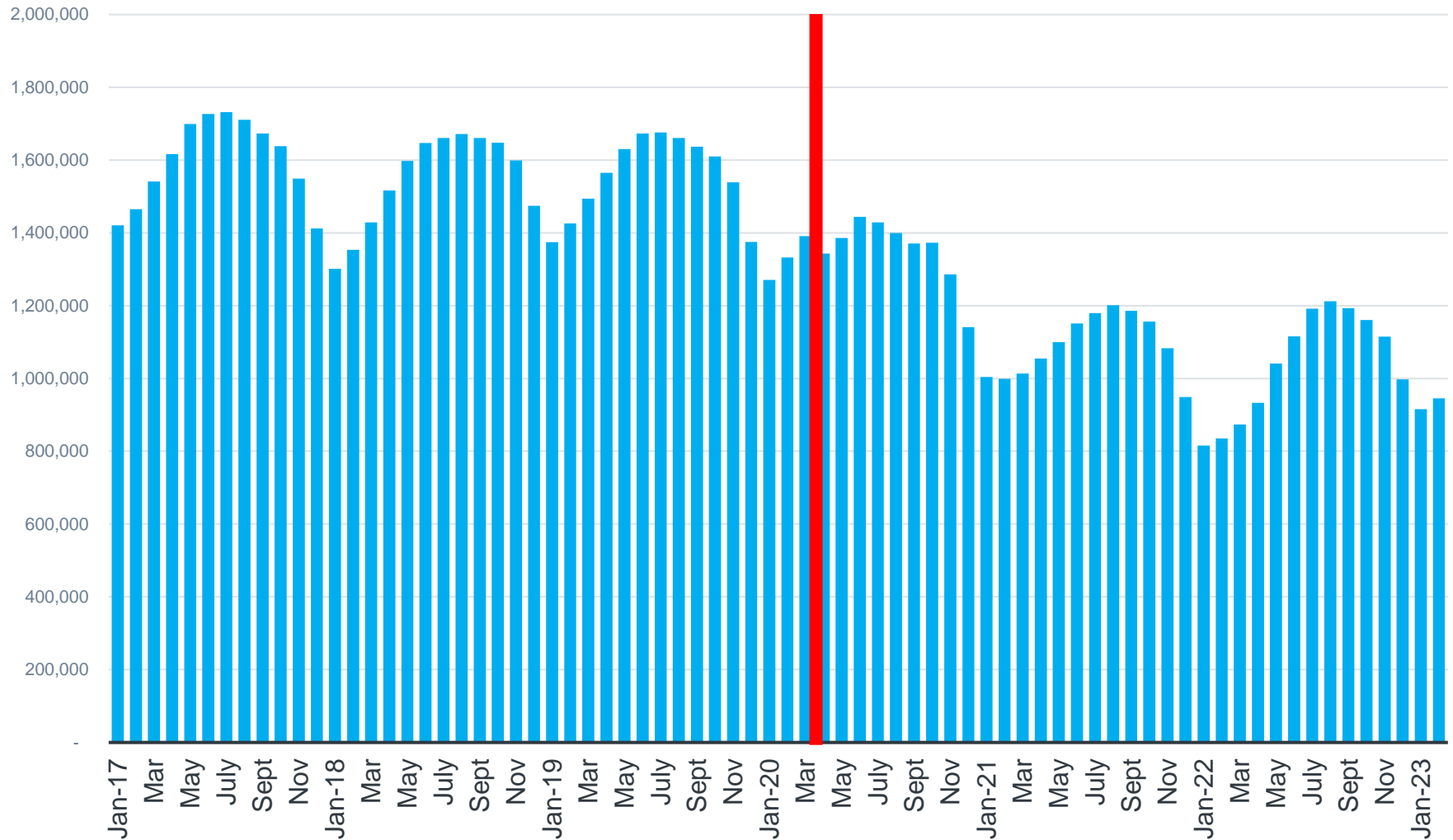


# The even bigger challenge: Inventory



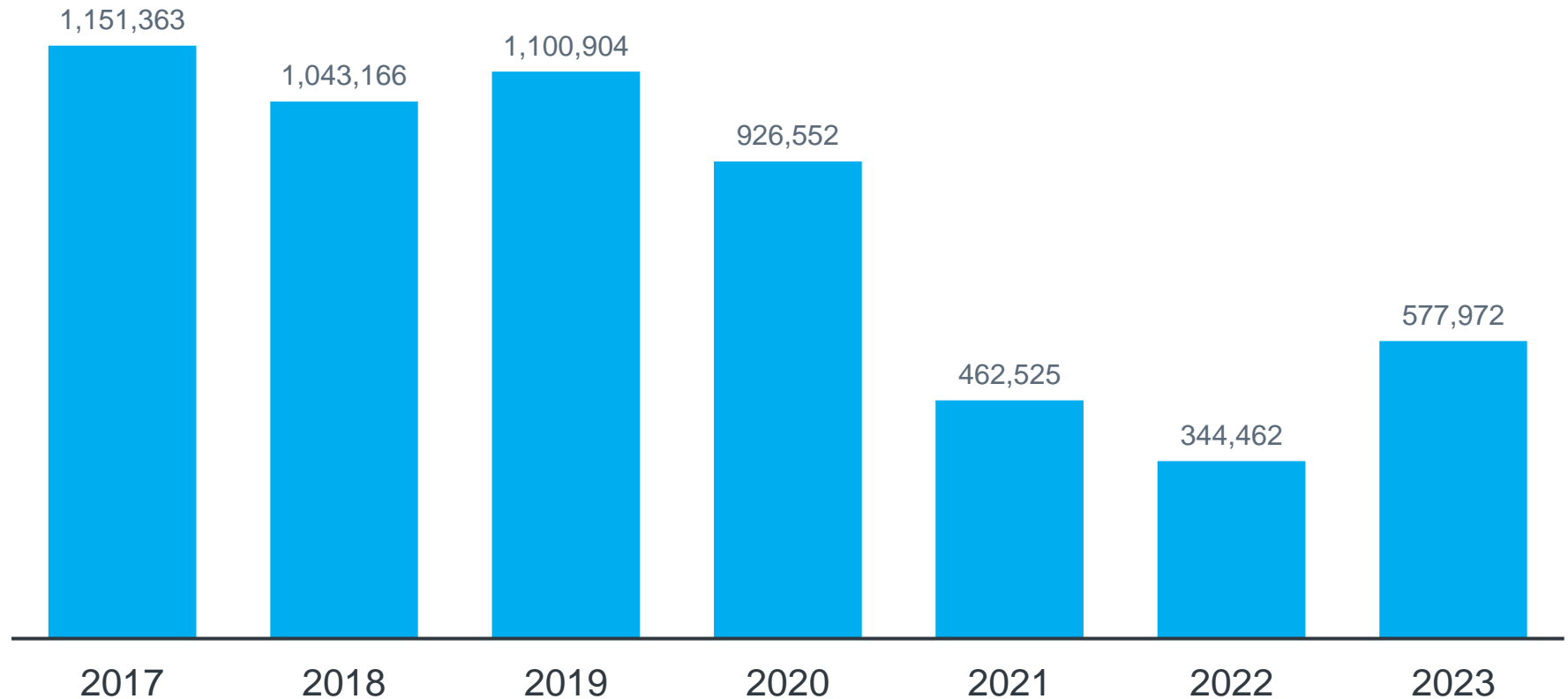


# U.S. Total Listing Count



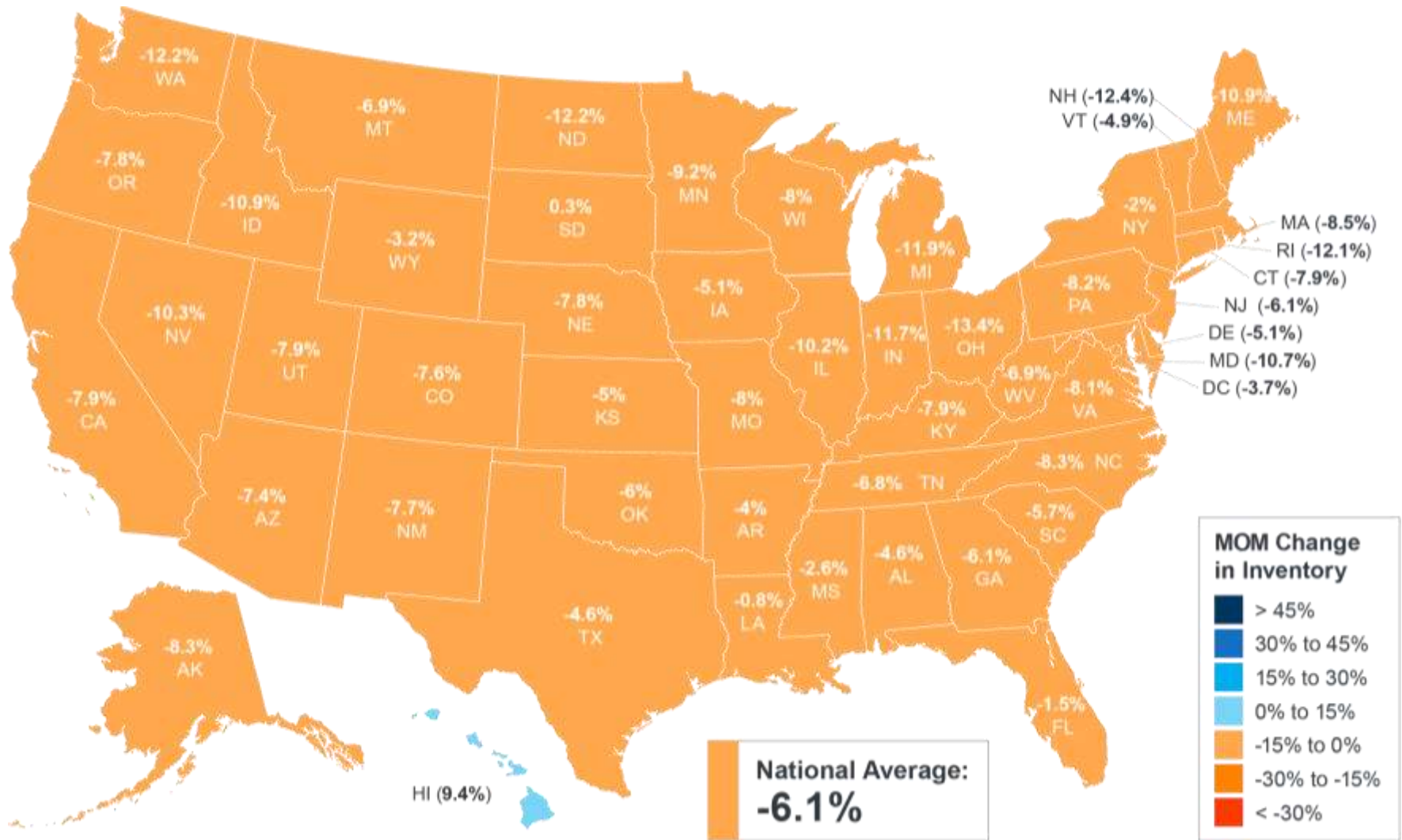
# While the Number of Homes For Sale Is Increasing, It Is Still 47.4% Lower Than It Was Before the Pandemic in 2017 to 2019

Active Monthly Listings Counts (Last 7 Februarys)

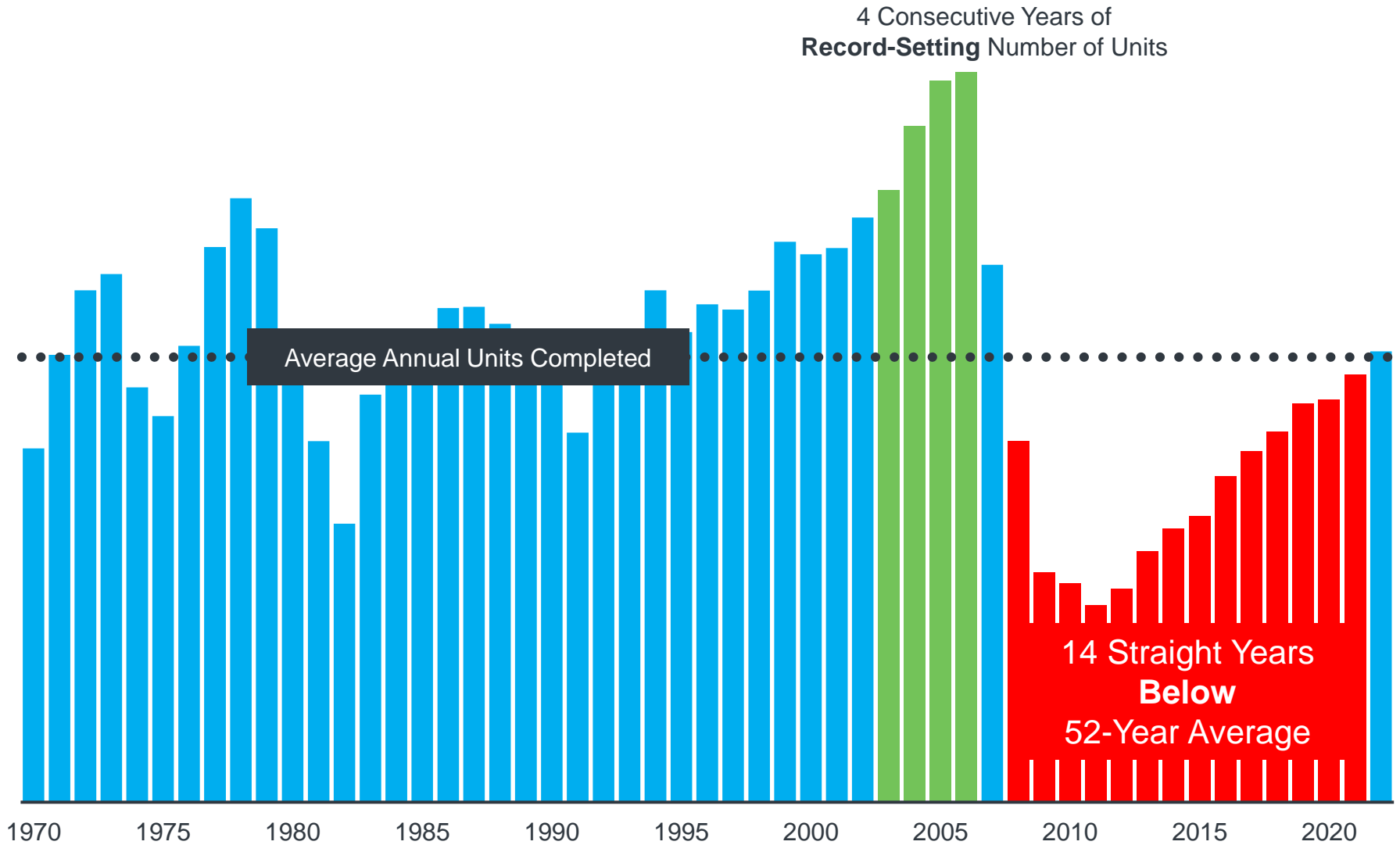


# Change in Inventory

Month-Over-Month, February 2023



# Single-Family Housing Units Completed



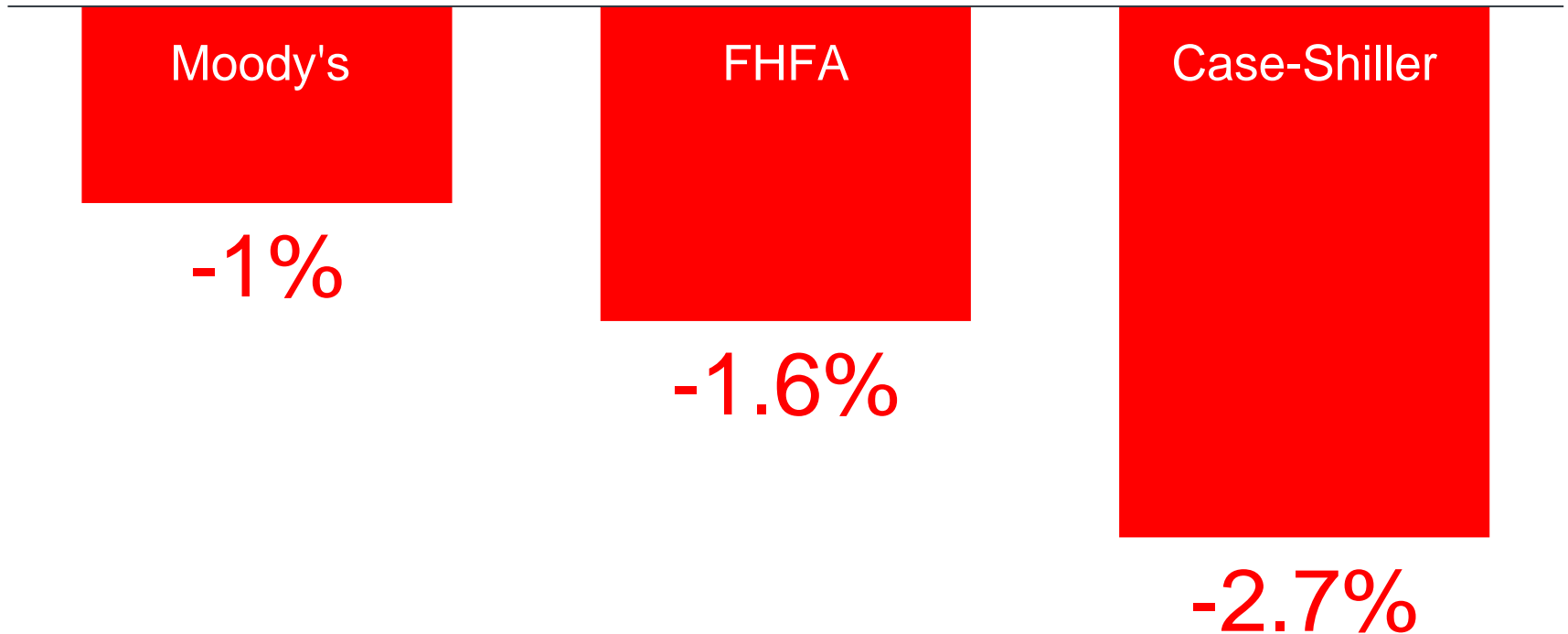
# Housing Market Short Millions of Homes

Number of Homes Each Company Forecasts the Market Being Short

Company	# of Homes Short
realtor.com	-5.24 Million
Bank of America	-4 Million
Freddie Mac	-3.8 Million
Morgan Stanley	-2 Million
John Burns Consulting	-1.7 Million
Moody's Analytics	-1.6 Million

# How Much Have Prices Fallen from Peak?

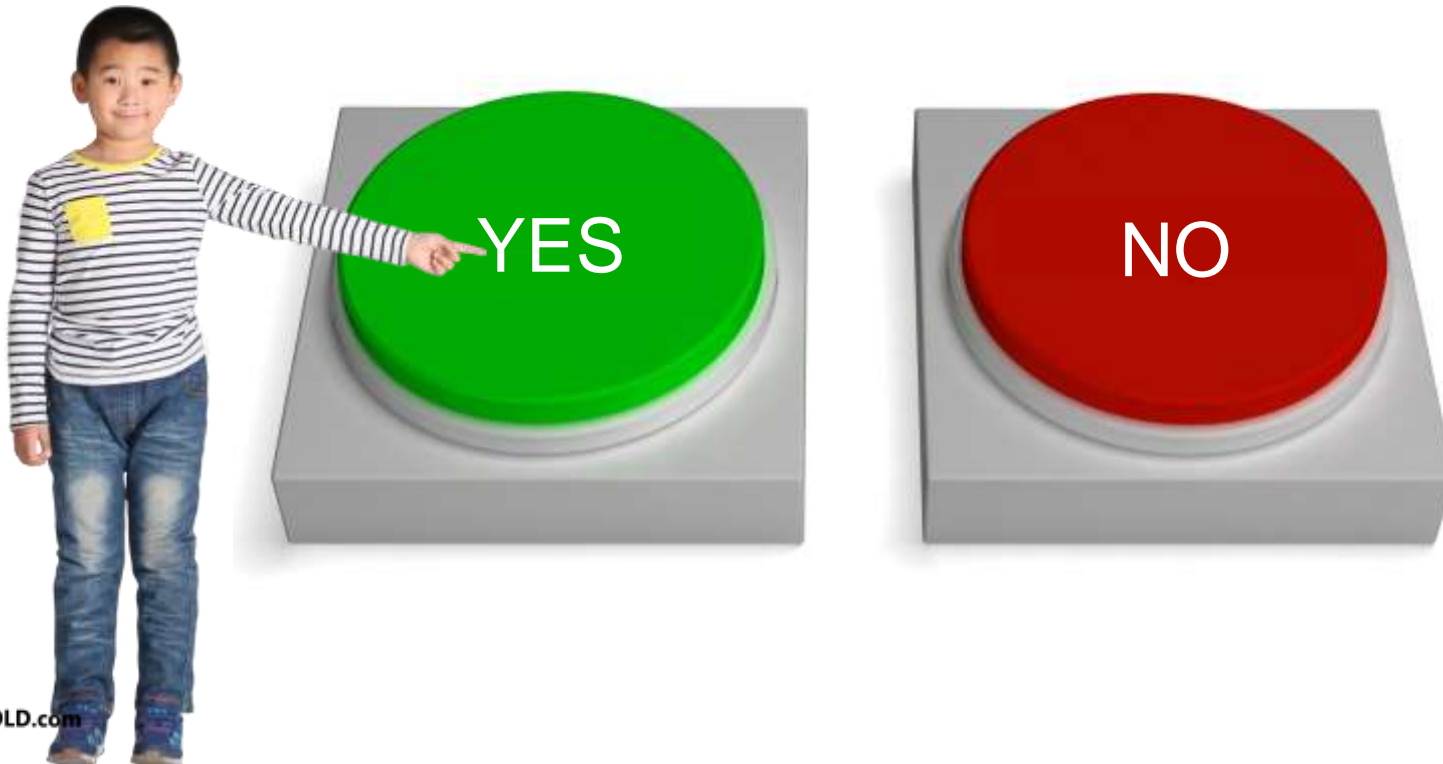
The Drop in Home Values Since the June Peak (Through December 2022)



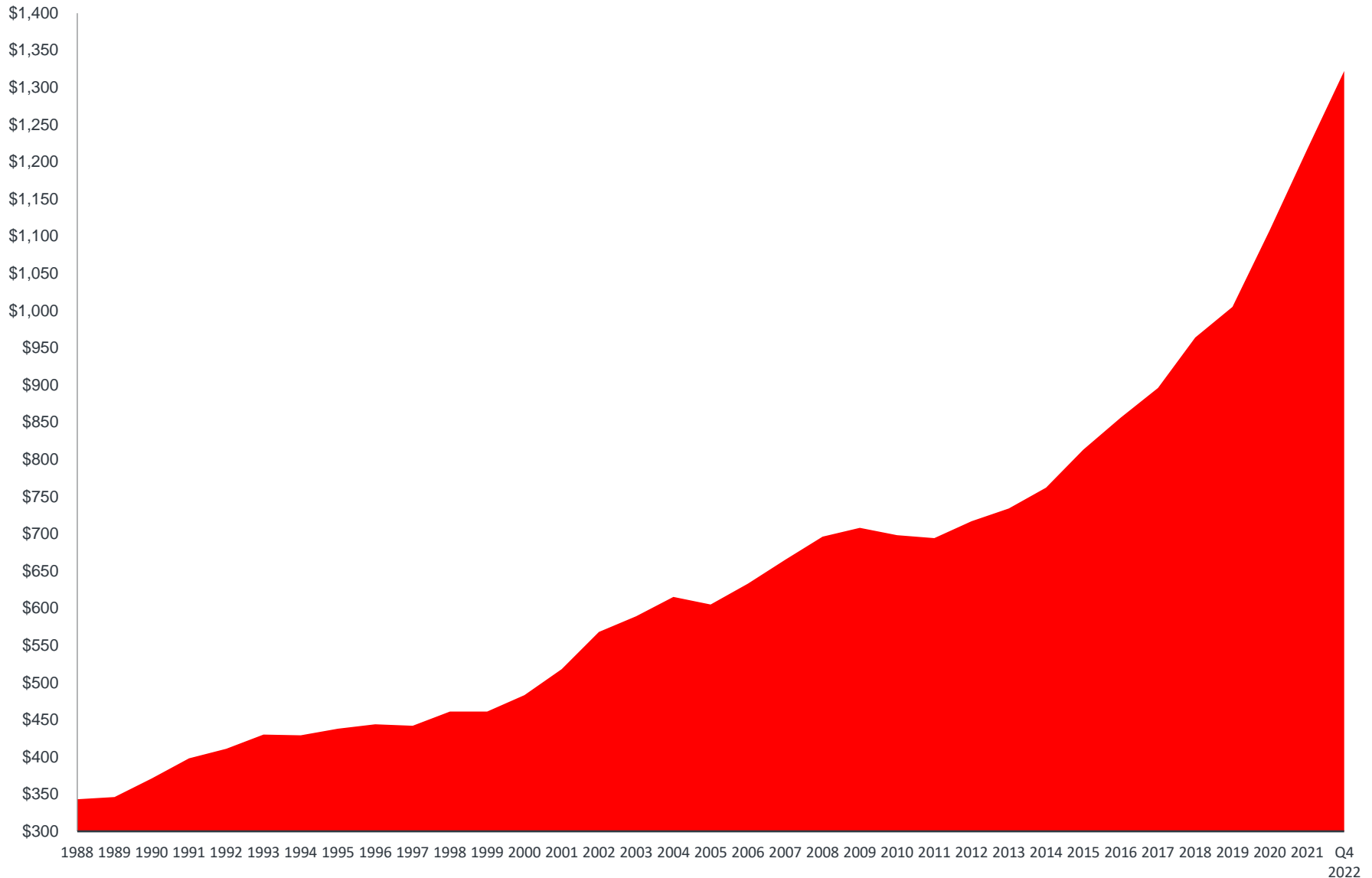




# Should I Buy a Home Right Now?

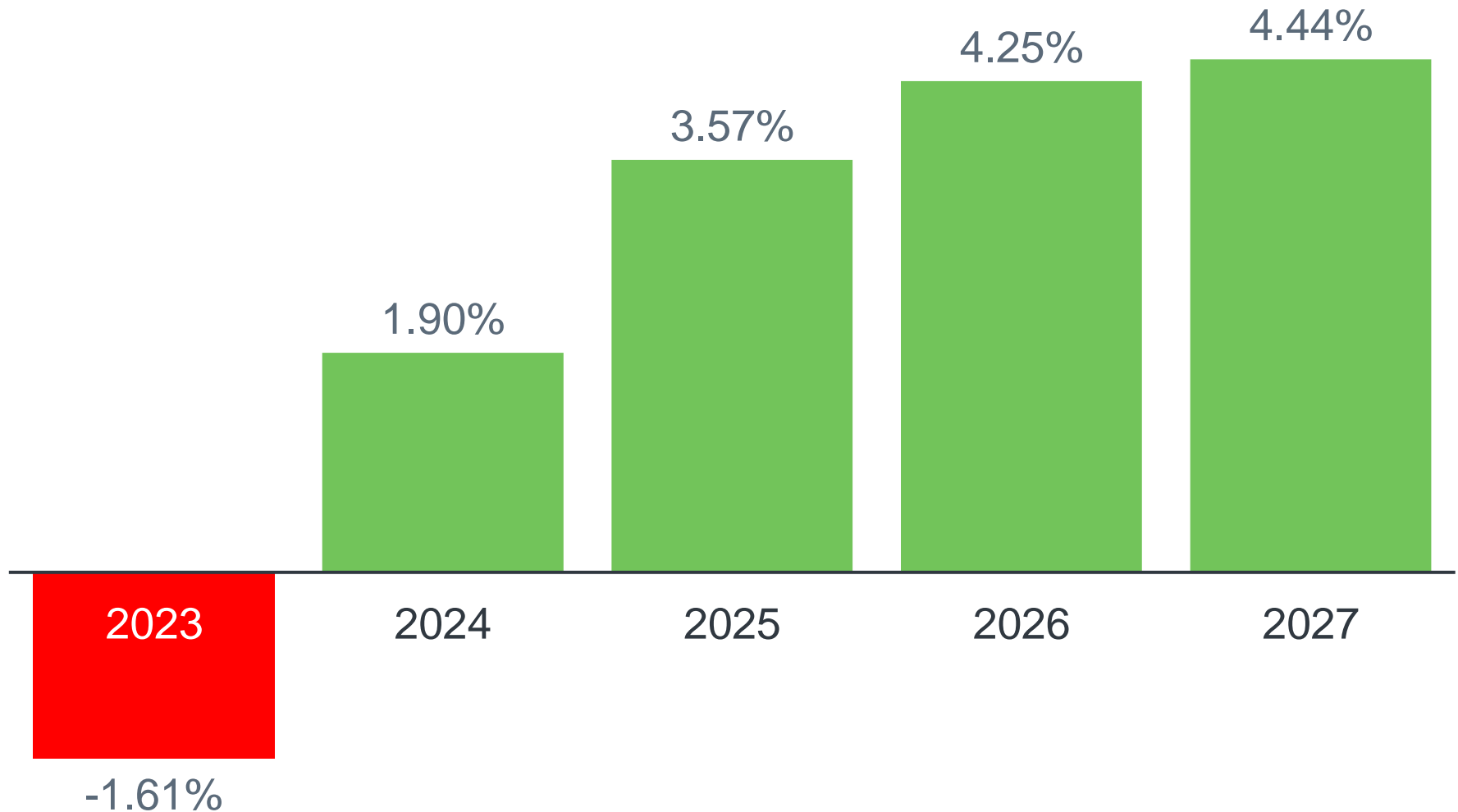


# Median Asking Rent Since 1988



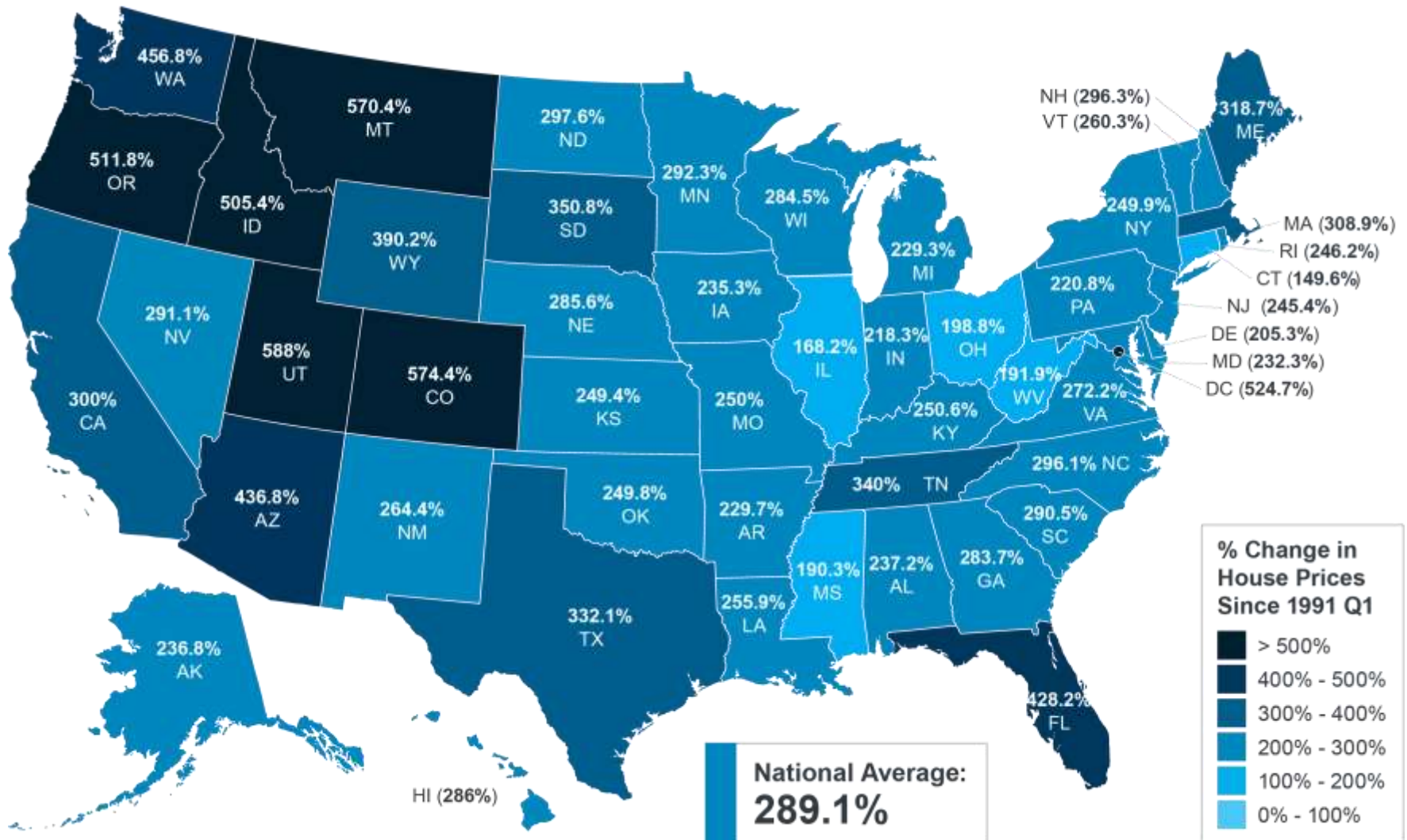
# Estimated National Price Performance

December to December, as Forecasted in Q4 2022



# Percent Change in Home Prices

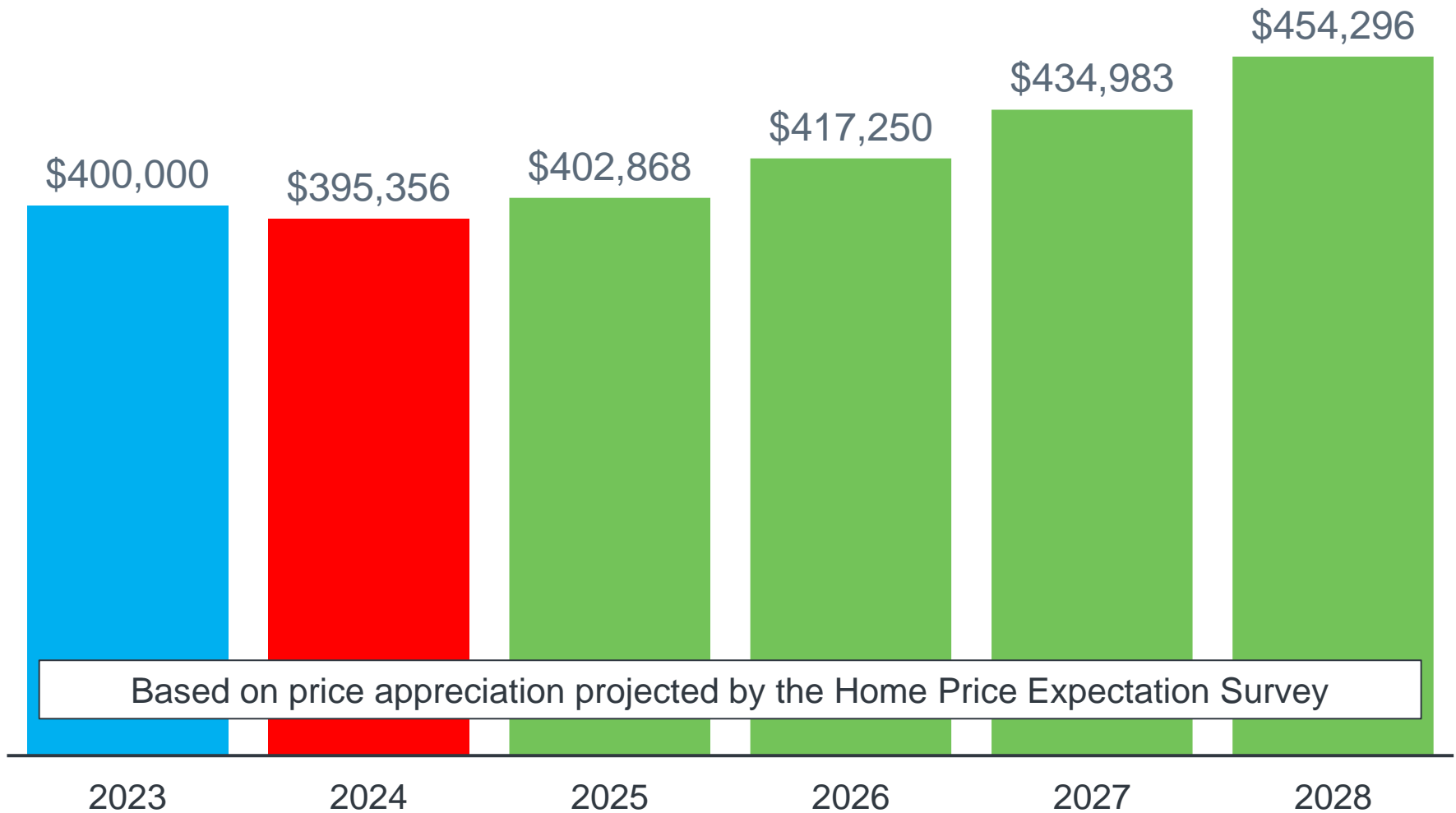
Since Q1 1991, Q4 2022



Source: FHFA

# \$54,296

Potential growth in household wealth over the next 5 years based solely on increased home equity if you purchase a \$400K home in January 2023





**48 percent of mortgaged residential properties in the United States were considered equity-rich in the fourth quarter,** meaning that the combined estimated amount of loan balances secured by those properties was no more than 50 percent of their estimated market values.

**- ATTOM**



**2022 Q3  
CoreLogic  
Homeowner Equity  
Insights Report**

**\$34.3K**

Average equity gain  
for U.S. homeowners  
with mortgages

**\$2.2T**

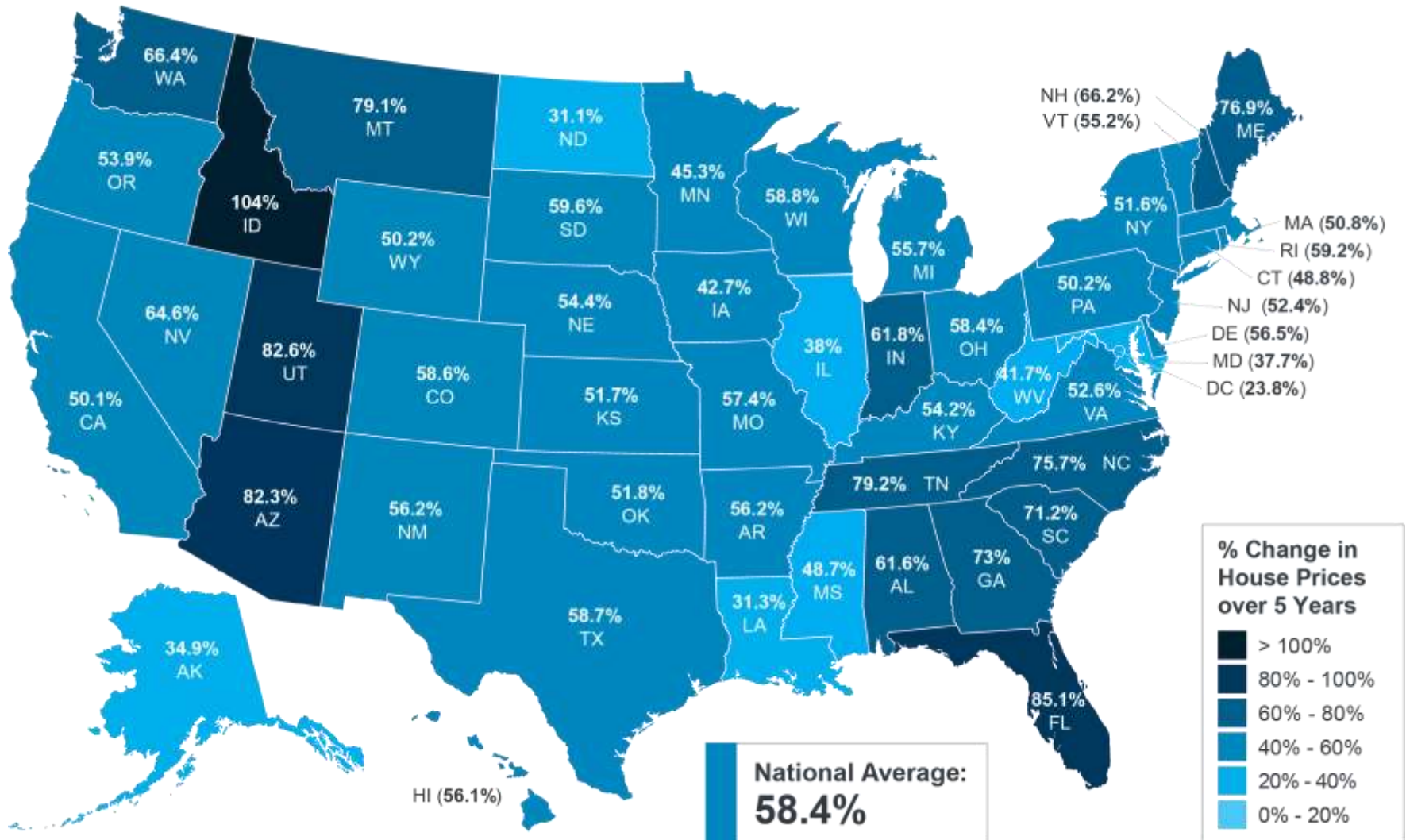
Year-Over-Year total  
increase in equity for U.S.  
homeowners with mortgages

**15.8%**

Year-over-year percentage  
increase in equity for U.S.  
homeowners with mortgages

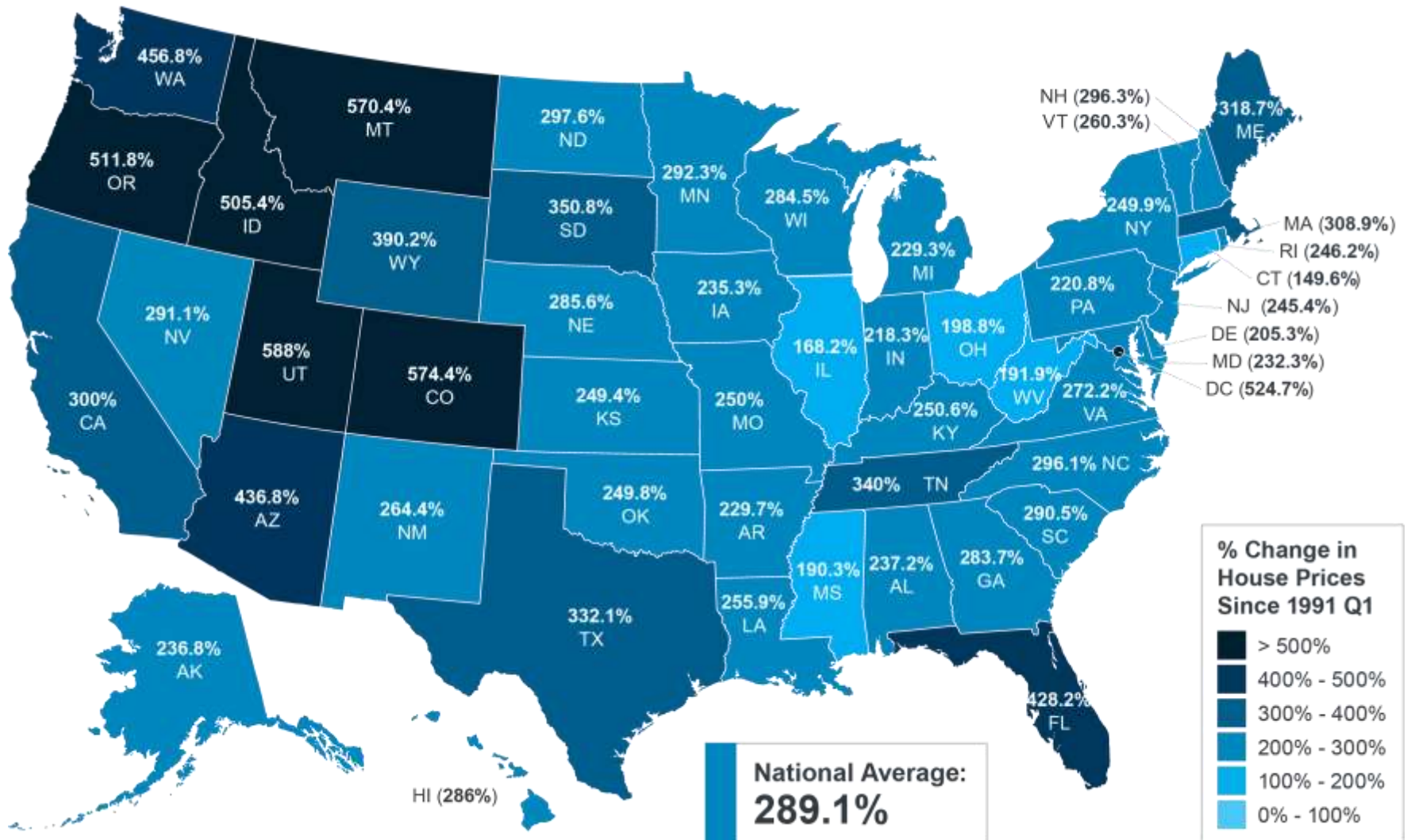
# Percent Change in Home Prices

Over 5 Years, Q4 2022



# Percent Change in Home Prices

Since Q1 1991, Q4 2022



Source: FHFA

**They bought their first homes during Covid - and now they regret it**

# They Rushed to Buy in the Pandemic. Here's What They Would Change.

A frenzied sellers' market led some people to make harried decisions when buying their homes that they now regret.

PERSONAL FINANCE - HOUSING

## **Recent U.S. homebuyers are being hit with a massive wave of regret**

BY MEGAN LEONHARDT

December 8, 2022 at 10:20 AM CST



When getting help with money,  
whether it is insurance, real  
estate or investments you should  
always look for a person with the  
**heart of a teacher . . .**

**- Dave Ramsey**



# Now Available: Spring Buyer & Seller Guides





# Resources

Slide(s)	Description	Link(s)
2	Max De Pree Quote	<a href="https://depree.org/about/max/">https://depree.org/about/max/</a>
3	Rates and Buyer Demand	<a href="https://www.mortgagenewsdaily.com/mortgage-rates">https://www.mortgagenewsdaily.com/mortgage-rates</a>
4	30-Year Rate vs. 10-Year Treasury	<a href="https://www.mortgagenewsdaily.com/mortgage-rates">https://www.mortgagenewsdaily.com/mortgage-rates</a> <a href="https://www.wsj.com/market-data/quotes/bond/BX/TMUBMUSD10Y/historical-prices">https://www.wsj.com/market-data/quotes/bond/BX/TMUBMUSD10Y/historical-prices</a>
5	Khater Quote	<a href="https://freddiemac.gcs-web.com/news-releases/news-release-details/mortgage-rates-increase-second-consecutive-week">https://freddiemac.gcs-web.com/news-releases/news-release-details/mortgage-rates-increase-second-consecutive-week</a>
6	10-Year Treasury & 30-Year Mortgage Rate Spread Historically	<a href="https://www.freddiemac.com/pmms/pmms_archives">https://www.freddiemac.com/pmms/pmms_archives</a> <a href="https://www.macrotrends.net/2016/10-year-treasury-bond-rate-yield-chart">https://www.macrotrends.net/2016/10-year-treasury-bond-rate-yield-chart</a>
7	10-Year Treasury & 30-Year Mortgage Rate Today	<a href="https://www.mortgagenewsdaily.com/mortgage-rates">https://www.mortgagenewsdaily.com/mortgage-rates</a> <a href="https://www.wsj.com/market-data/quotes/bond/BX/TMUBMUSD10Y/historical-prices">https://www.wsj.com/market-data/quotes/bond/BX/TMUBMUSD10Y/historical-prices</a>
9-11	Inventory Graphs and Map	<a href="https://www.realtor.com/research/data/">https://www.realtor.com/research/data/</a> <a href="https://www.realtor.com/research/february-2023-data/">https://www.realtor.com/research/february-2023-data/</a>

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Slide(s)	Description	Link(s)
12	New Construction over Time	<a href="http://www.census.gov/construction/nrc/xls/co_cust.xls">www.census.gov/construction/nrc/xls/co_cust.xls</a>
13	Inventory Shortage Forecasts by Entity	<a href="https://twitter.com/NewsLambert/status/1559643944421556225">https://twitter.com/NewsLambert/status/1559643944421556225</a>
15	Home Value Declines Graph	<a href="https://www.spglobal.com/spdji/en/indices/indicators/sp-corelogic-case-shiller-us-national-home-price-nsa-index/#news-research">https://www.spglobal.com/spdji/en/indices/indicators/sp-corelogic-case-shiller-us-national-home-price-nsa-index/#news-research</a> <a href="https://www.fhfa.gov/DataTools/Downloads/Pages/House-Price-Index.aspx">https://www.fhfa.gov/DataTools/Downloads/Pages/House-Price-Index.aspx</a> <a href="https://twitter.com/Markzandi/status/1628510598660075521">https://twitter.com/Markzandi/status/1628510598660075521</a>
16	Rent Since 1988	<a href="http://www.census.gov/housing/hvs/files/currenthvspress.pdf">http://www.census.gov/housing/hvs/files/currenthvspress.pdf</a>
17	Home Price Expectation Survey Graph	<a href="https://pulsenomics.com/surveys/#home-price-expectations">https://pulsenomics.com/surveys/#home-price-expectations</a>
18, 25 & 26	FHFA Home Prices over Time	<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>

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Slide(s)	Description	Link(s)
19	Home Price Expectation Survey Through 2028	<a href="https://pulsenomics.com/surveys/#home-price-expectations">https://pulsenomics.com/surveys/#home-price-expectations</a>
20	ATTOM Quote	<a href="https://www.attomdata.com/news/market-trends/home-sales-prices/attom-q4-2022-u-s-home-equity-and-underwater-report/">https://www.attomdata.com/news/market-trends/home-sales-prices/attom-q4-2022-u-s-home-equity-and-underwater-report/</a>
21	CoreLogic Homeowner Equity Insights	<a href="https://www.corelogic.com/intelligence/homeowner-equity-insights/">https://www.corelogic.com/intelligence/homeowner-equity-insights/</a>
24	Headlines	<a href="https://fortune.com/2022/12/08/pandemic-homebuyers-regret-buying-house/">https://fortune.com/2022/12/08/pandemic-homebuyers-regret-buying-house/</a> <a href="https://www.theguardian.com/lifeandstyle/2022/mar/16/us-home-buying-ownership-covid-pandemic-regrets">https://www.theguardian.com/lifeandstyle/2022/mar/16/us-home-buying-ownership-covid-pandemic-regrets</a> <a href="https://www.nytimes.com/2022/02/04/realestate/home-buying-regret.html">https://www.nytimes.com/2022/02/04/realestate/home-buying-regret.html</a>
25	Ramsey Quote	<a href="https://www.ramseysolutions.com/">https://www.ramseysolutions.com/</a>