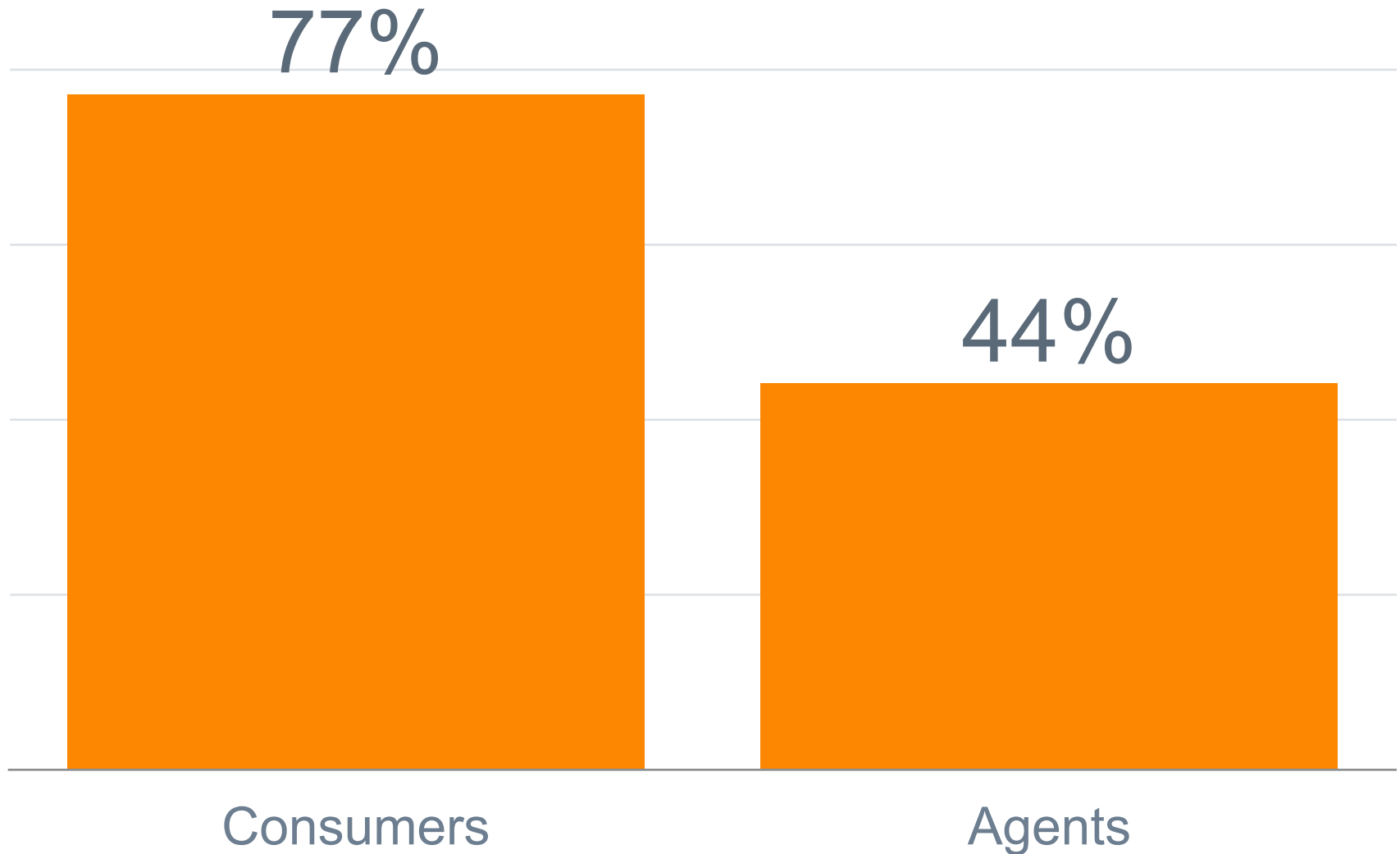


**Are Rising Home Prices
Sustainable or Will We
See Another Crash?**

Worries of a Housing Bubble Still Persist

% who say they believe there's a housing price bubble where they live

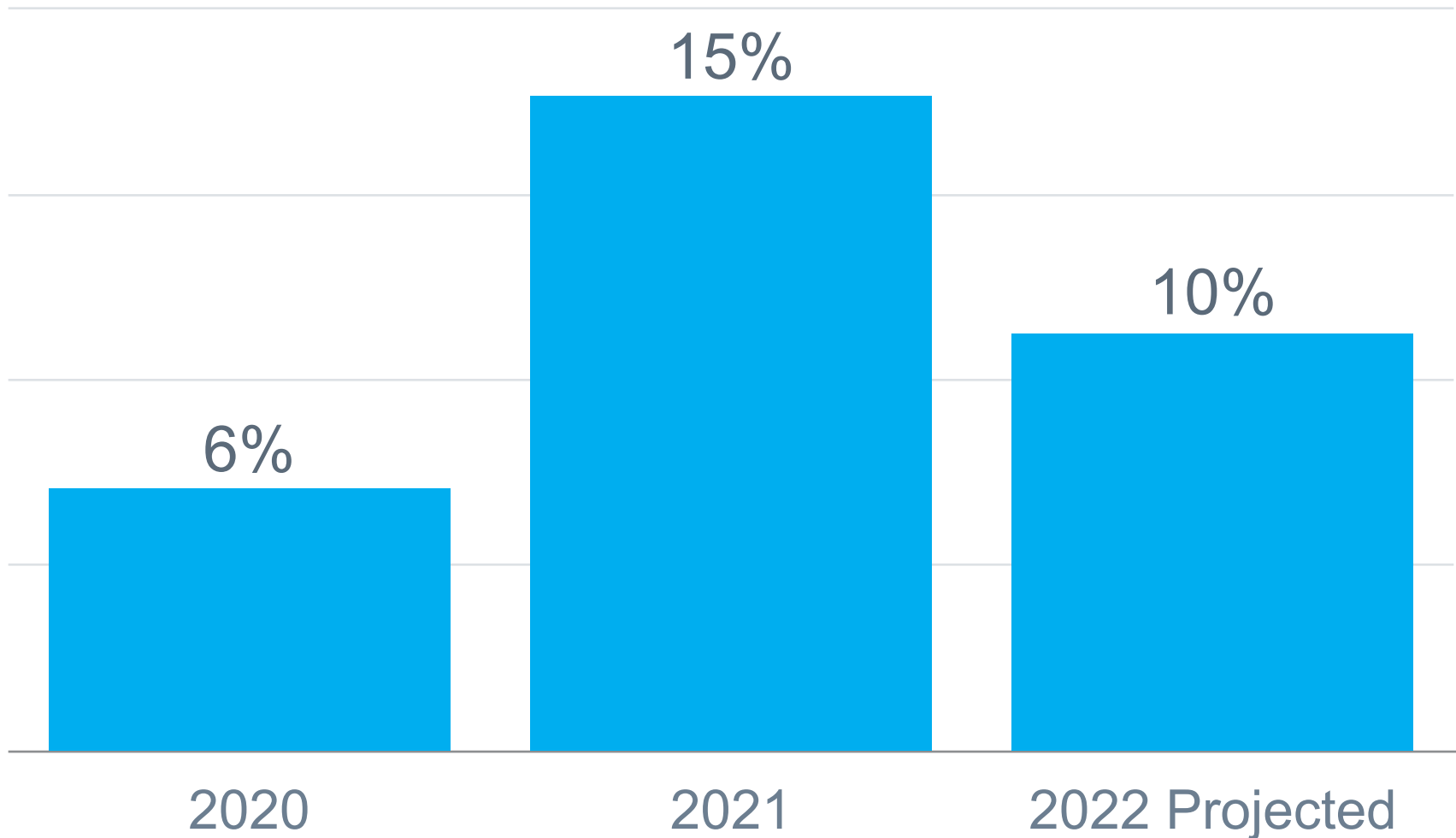




Home Prices

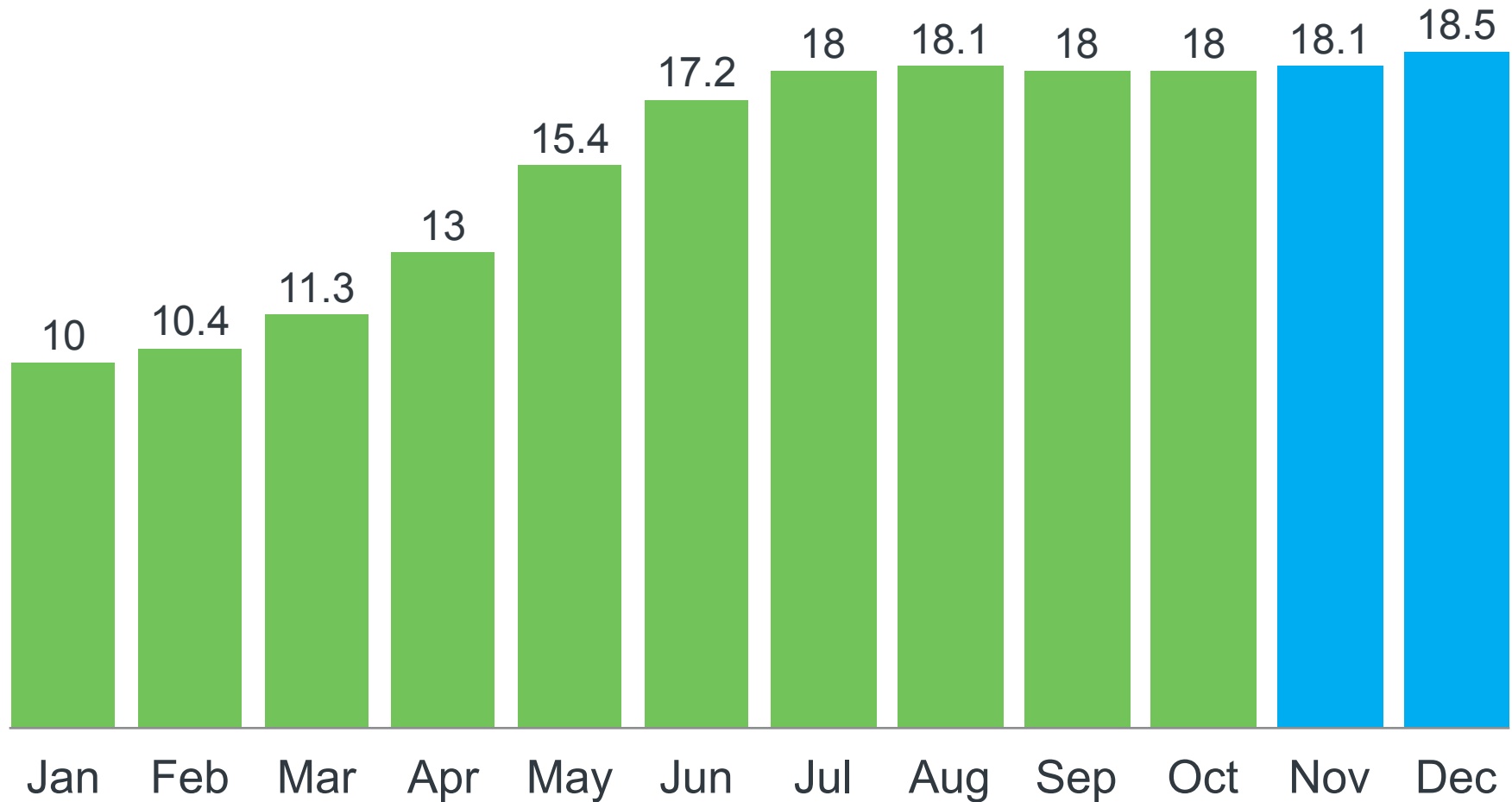
Appreciation Forecast Near 10% in 2022

Average Home Appreciation for the Full Year

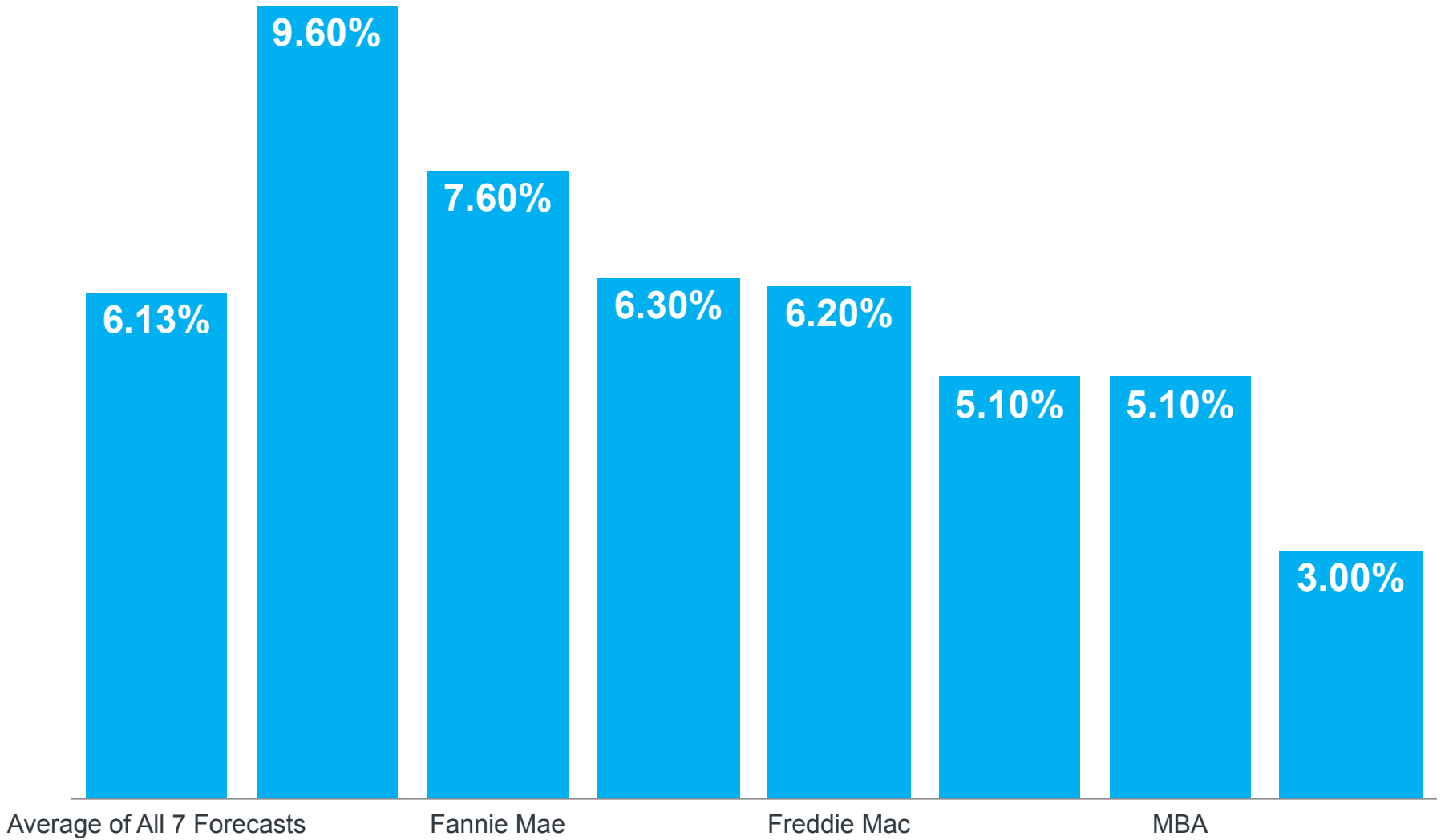


Is Price Appreciation Starting to Tick Up?

% Year-Over-Year Price Increases Monthly 2021



Home Price Forecasts for 2022

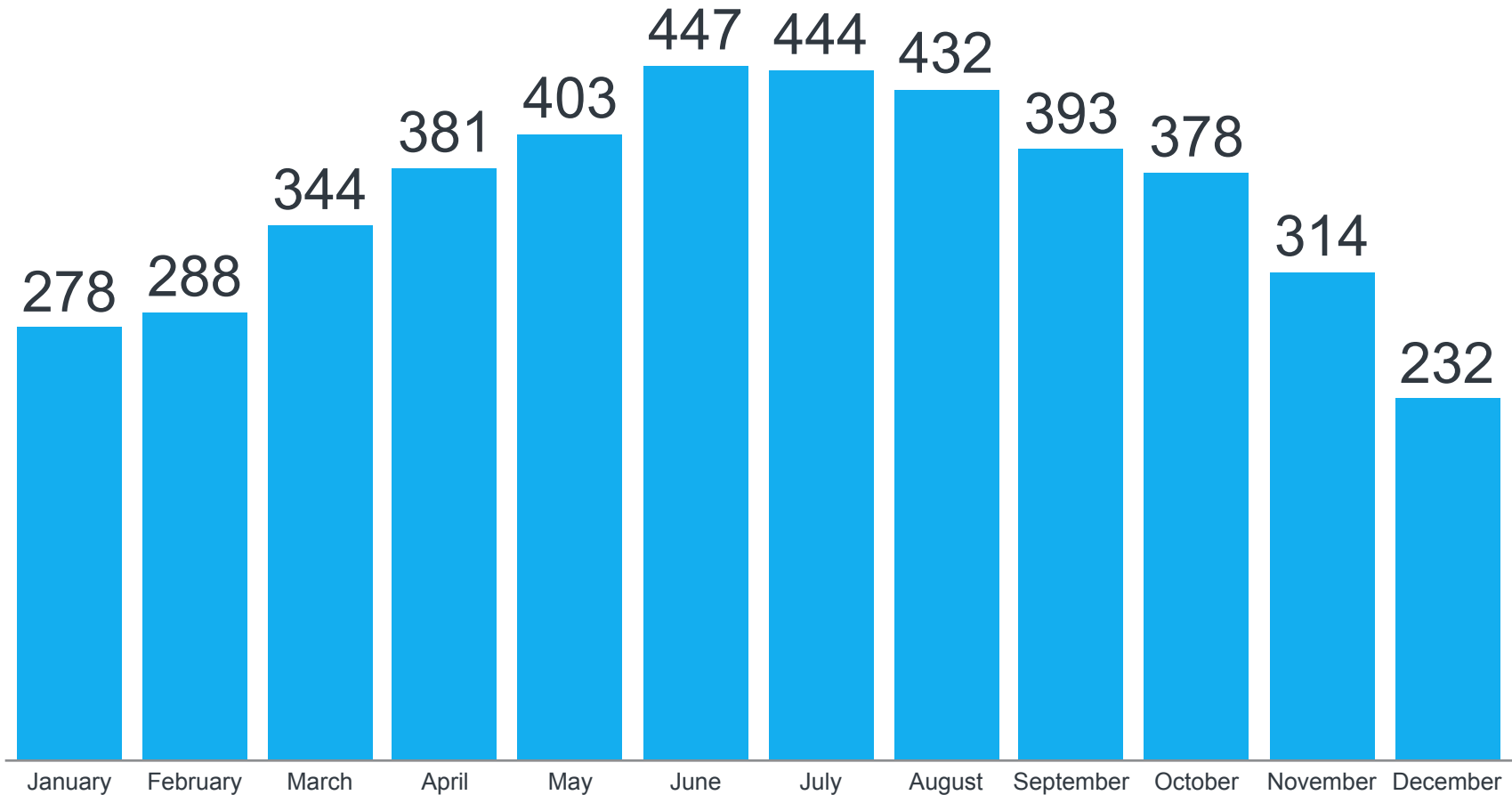




It's a Matter of Supply & Demand

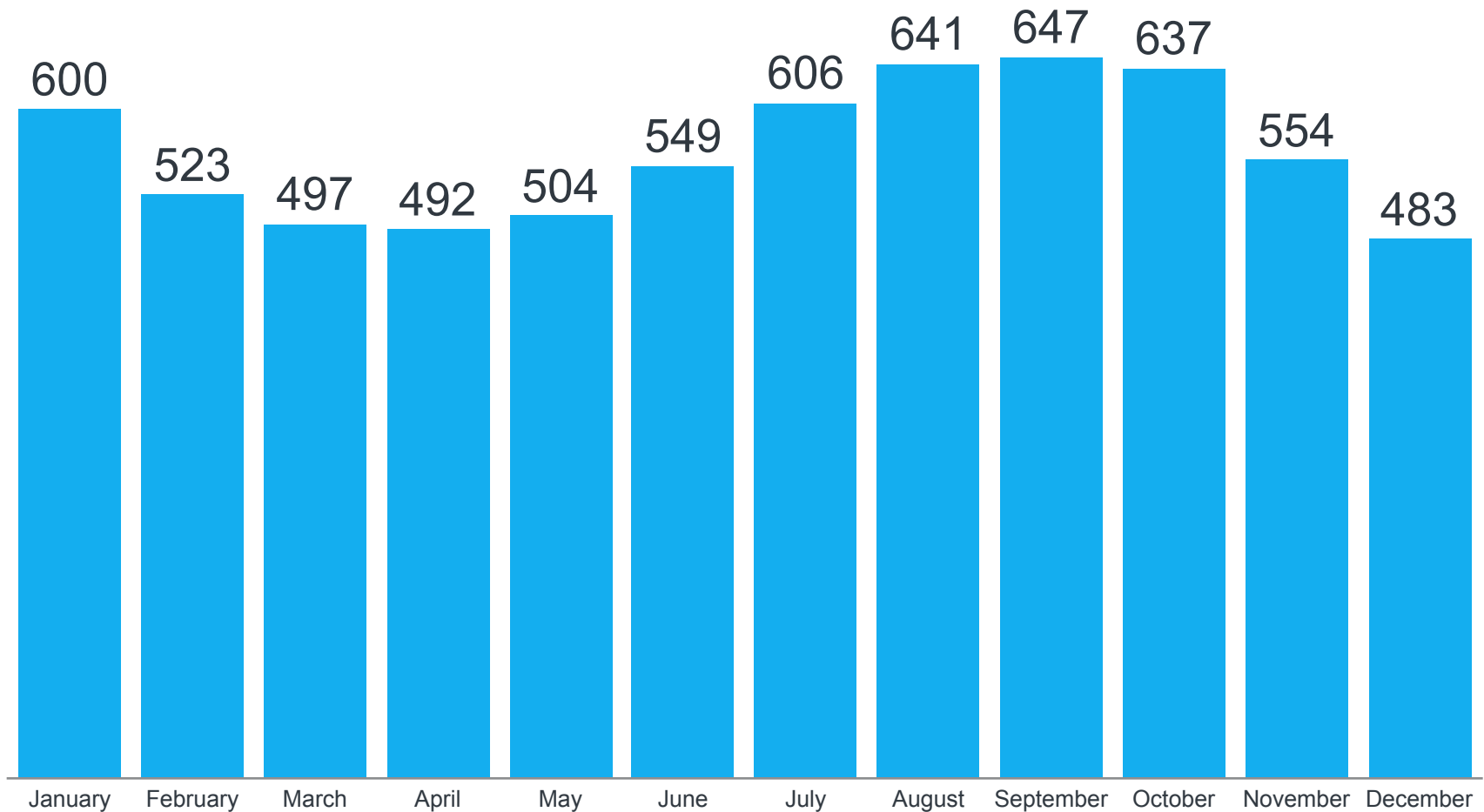
New Listings Falling Like a Rock

New Monthly Listing Counts in thousands



Active Listings Drop Again

Active Monthly Listing Counts in thousands



Impact of Inventory on Home Prices

Sellers' Market

Home prices will appreciate

< 6 months

Neutral Market

Home prices will only appreciate with inflation

6-7 months

Buyers' Market

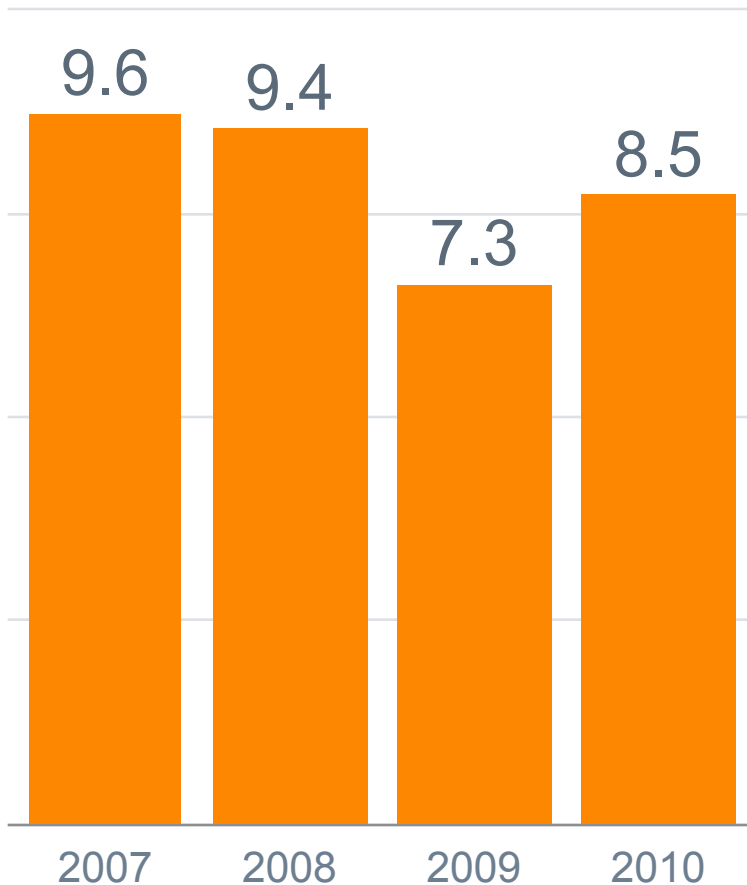
Home prices will depreciate

> 7 months

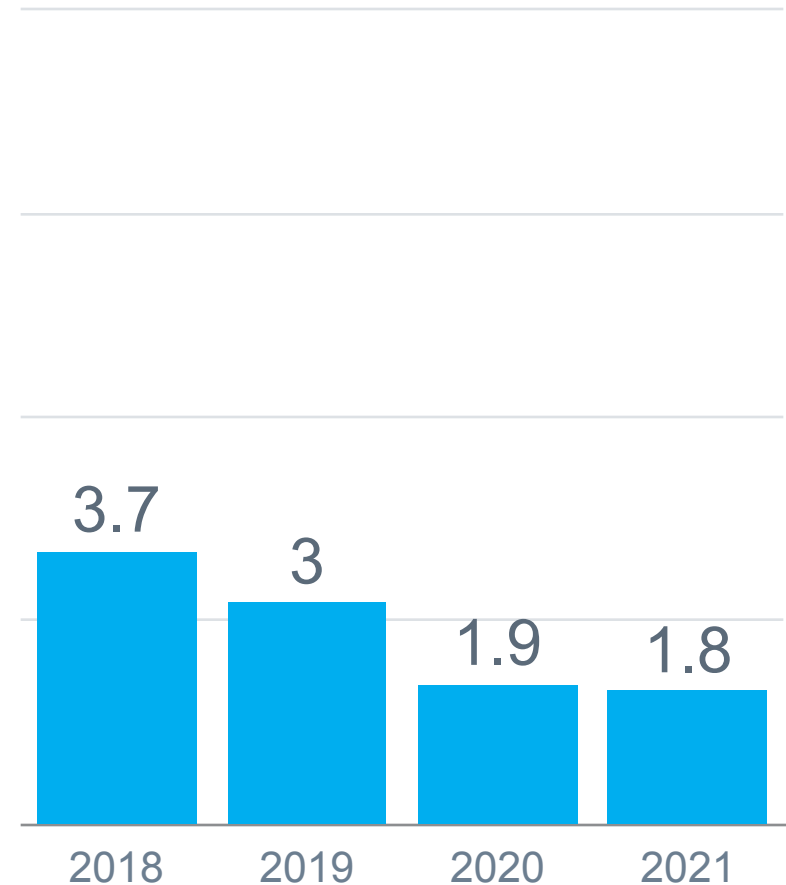
Inventory of Homes Nothing Like Last Time

Months Supply of Existing Homes for Sale in December of Each Year

Four Years of Housing Crash



Last Four Years

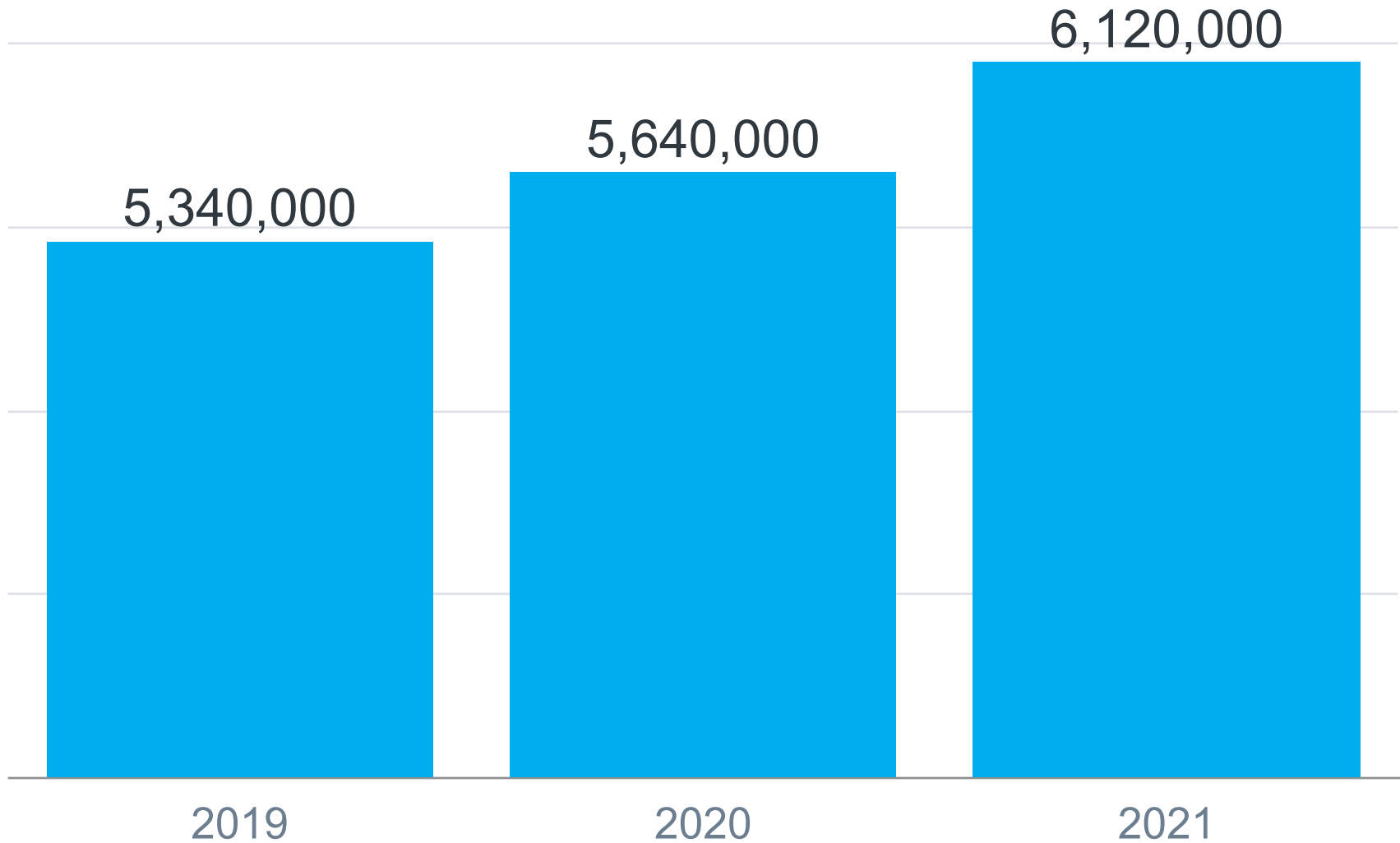




Buyer Demand

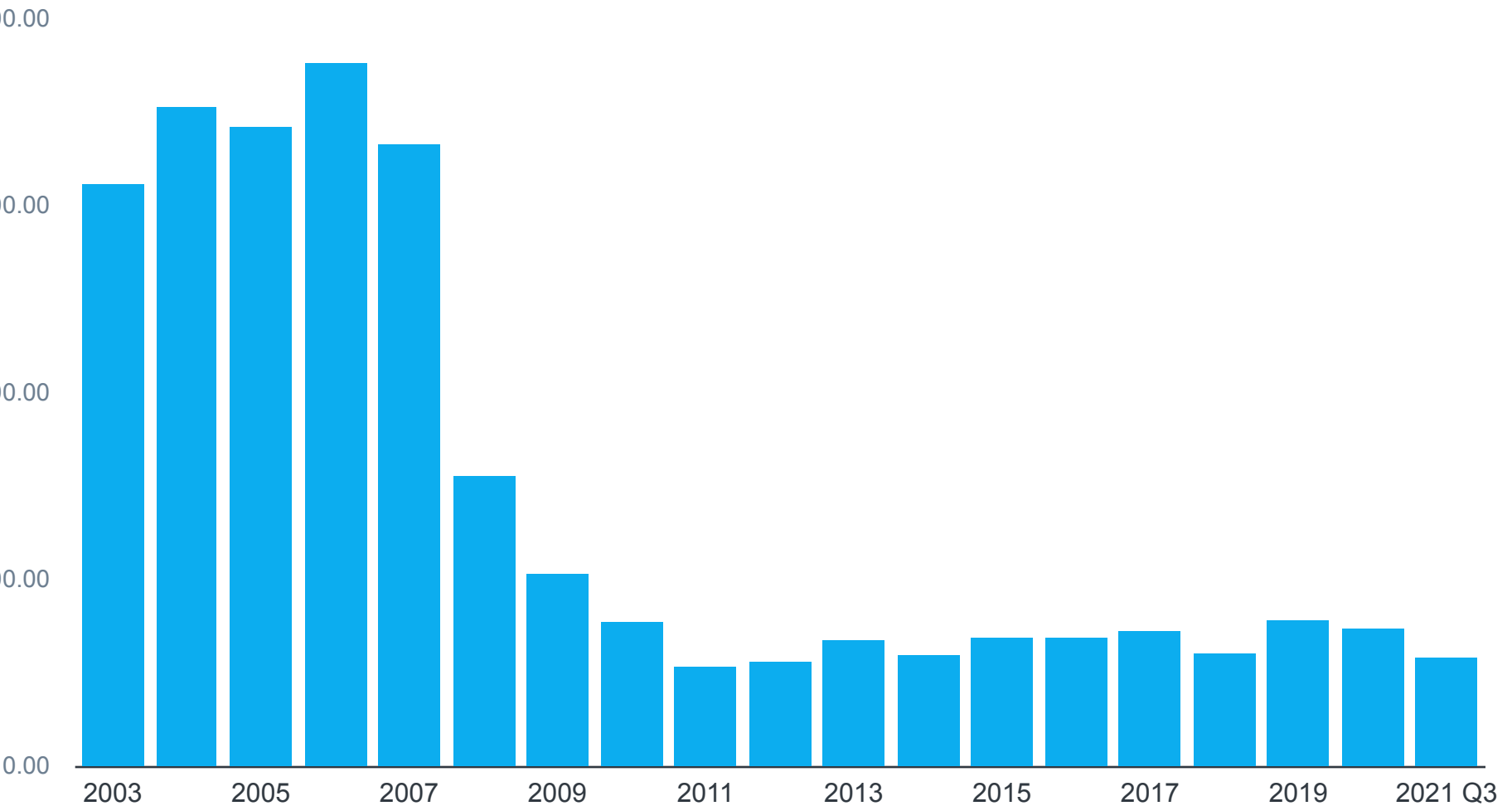
Existing Home Sales Hit 15-Year Record!

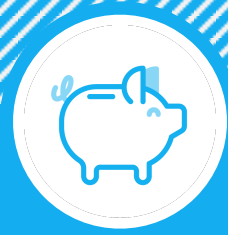
Number of Existing Home Sales 2019-2021



This is Nothing Like the Last Time!

Volume of Loans in Billions with a Credit Score < 620





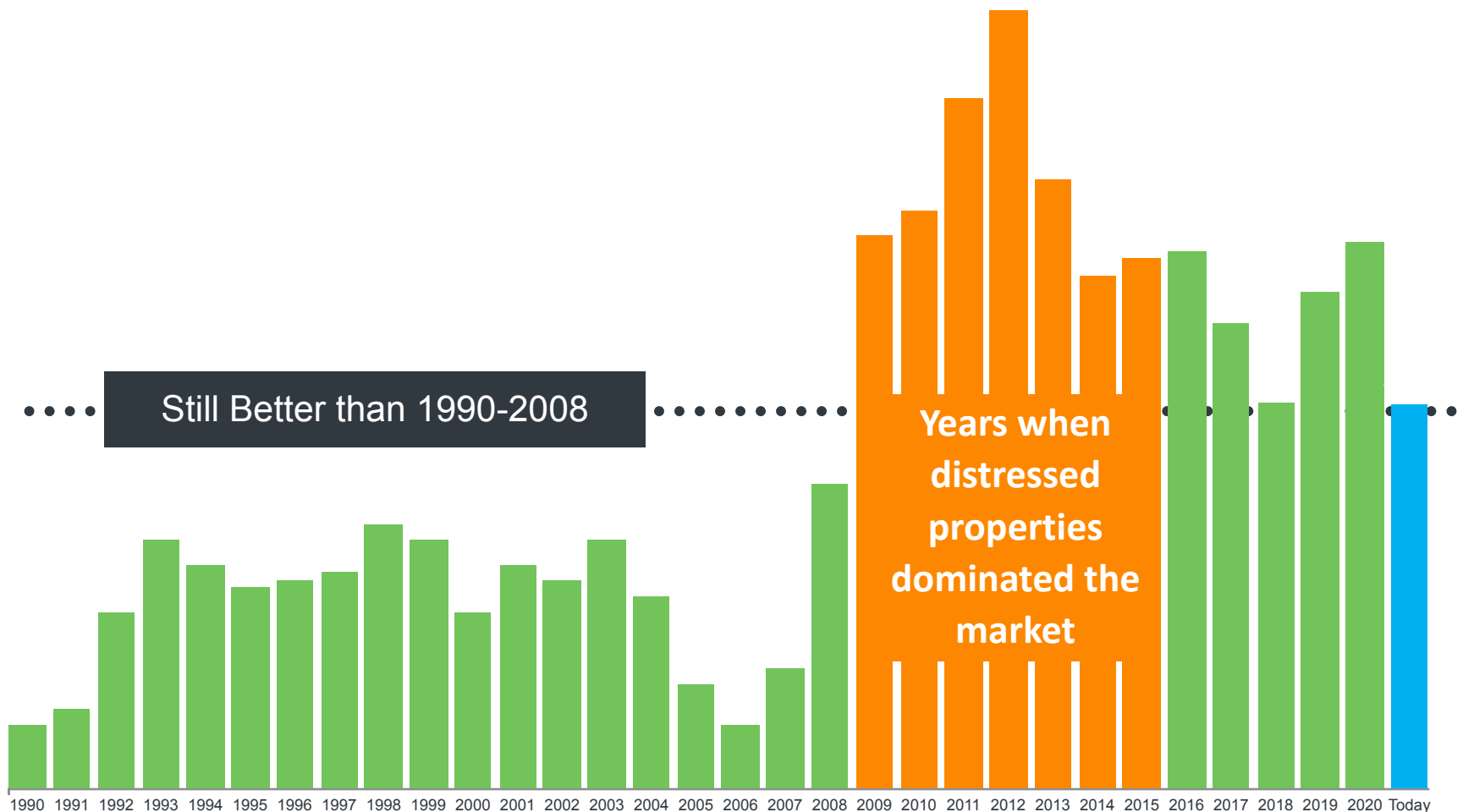
Affordability



**Homes are less affordable,
not unaffordable.**

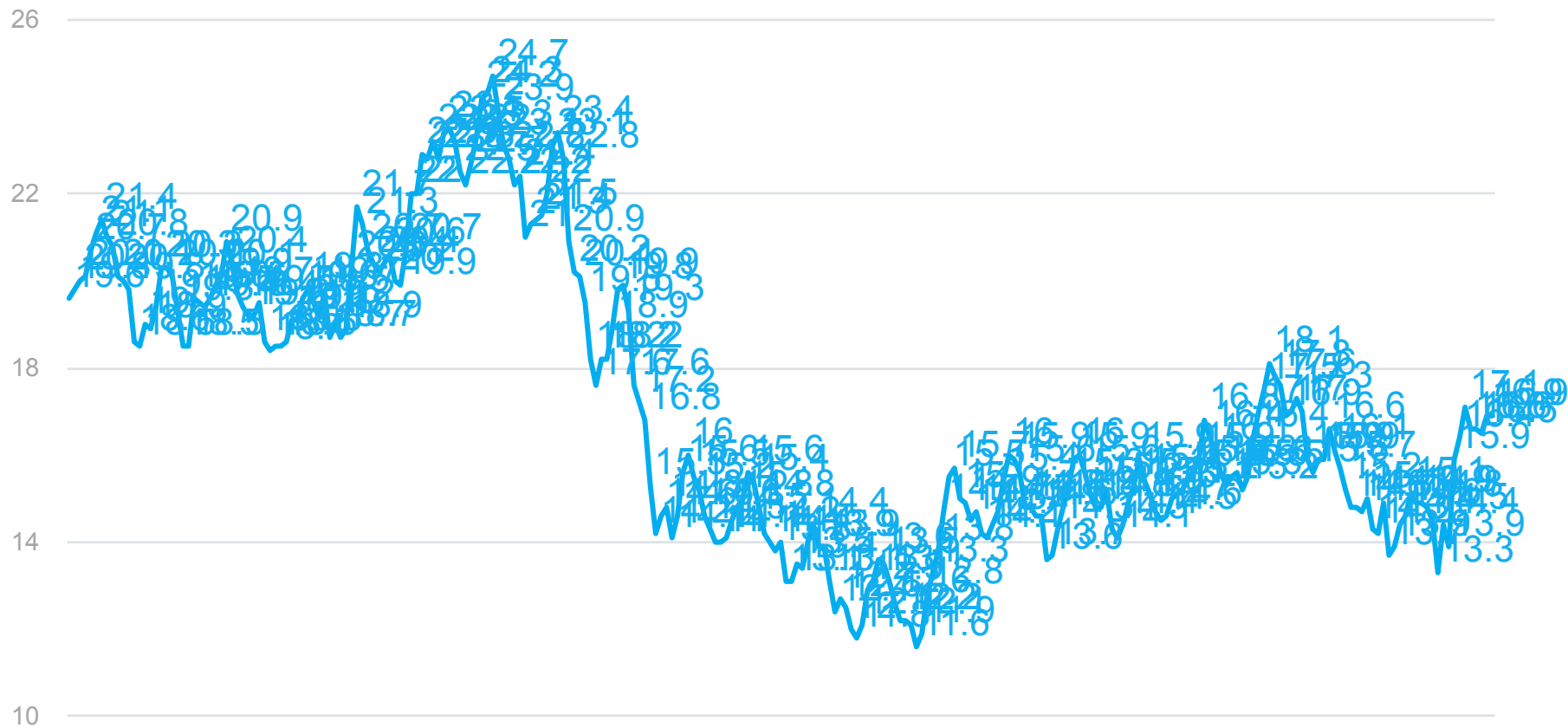
Homes: Less Affordable, Not Unaffordable

Housing Affordability Index 1990 to Today



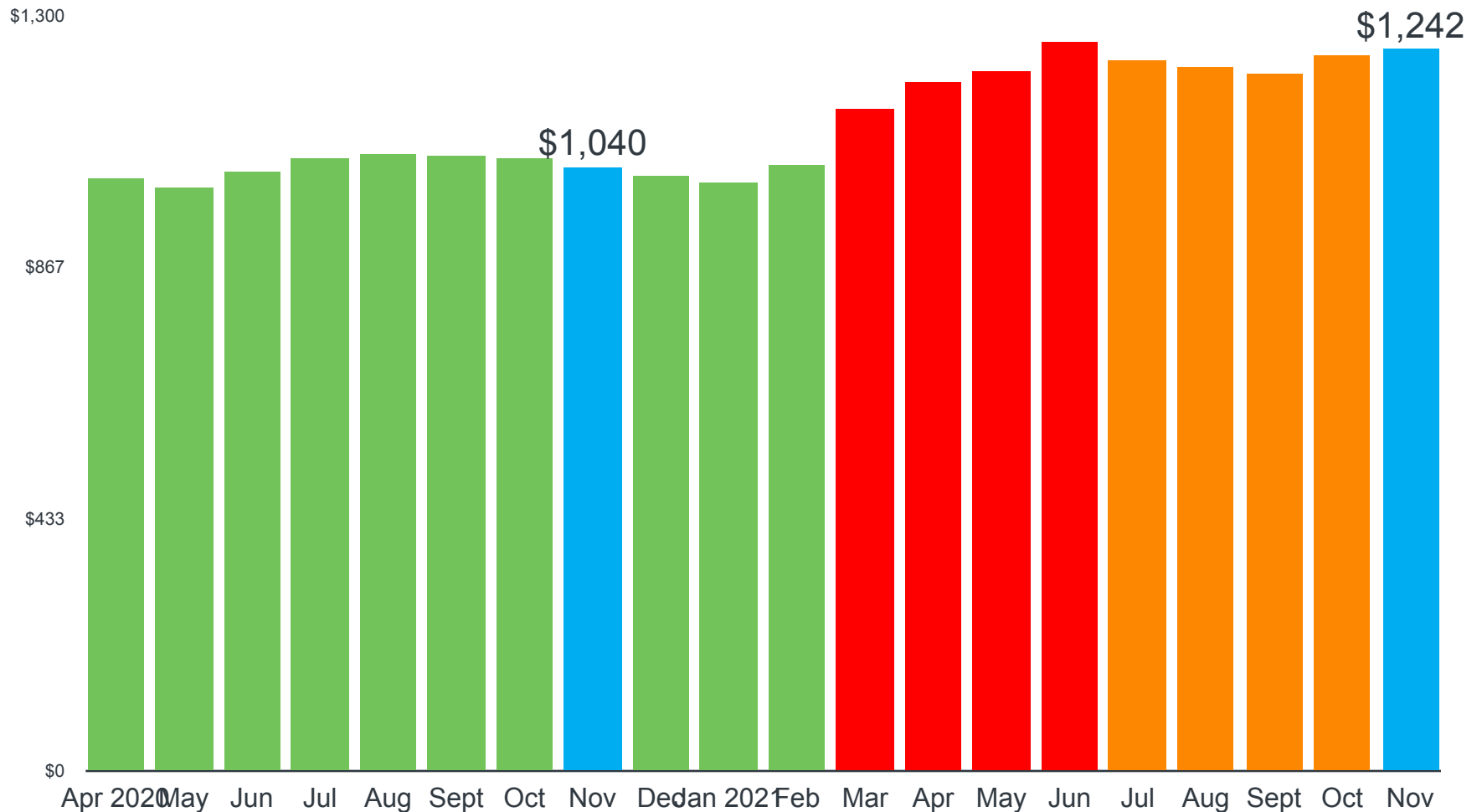
Mortgage Payment to Income Ratio 2000-2021

Assumes a 30-year Fixed Rate Mortgage with a 20% down payment on a Median Priced Home with a Median Income (P&I payment to income)



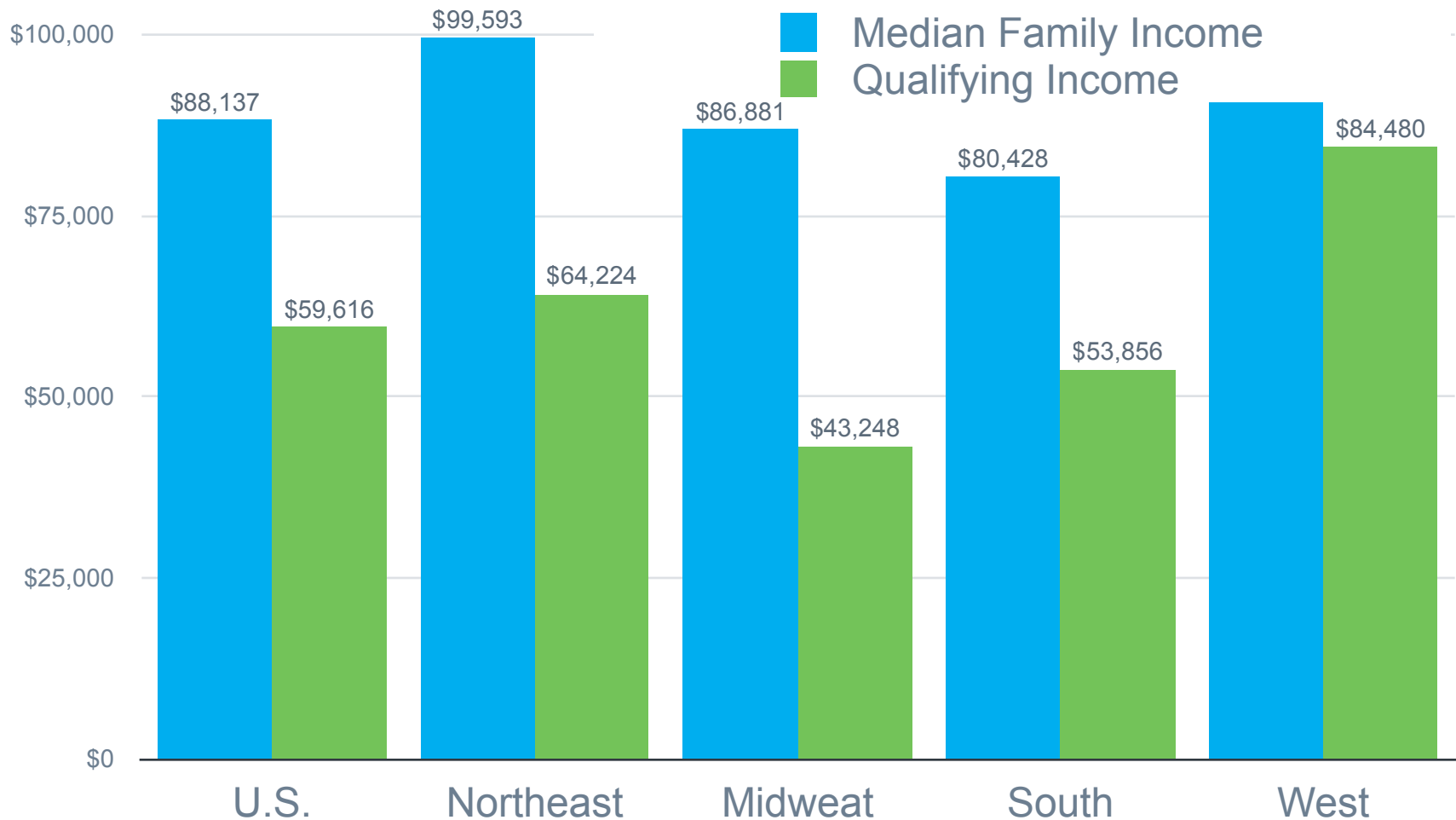
Monthly Mortgage Payments Stabilizing

Monthly Mortgage Payments



Buyer's Income Still Greater than Required

Median Family Income and Qualifying Income



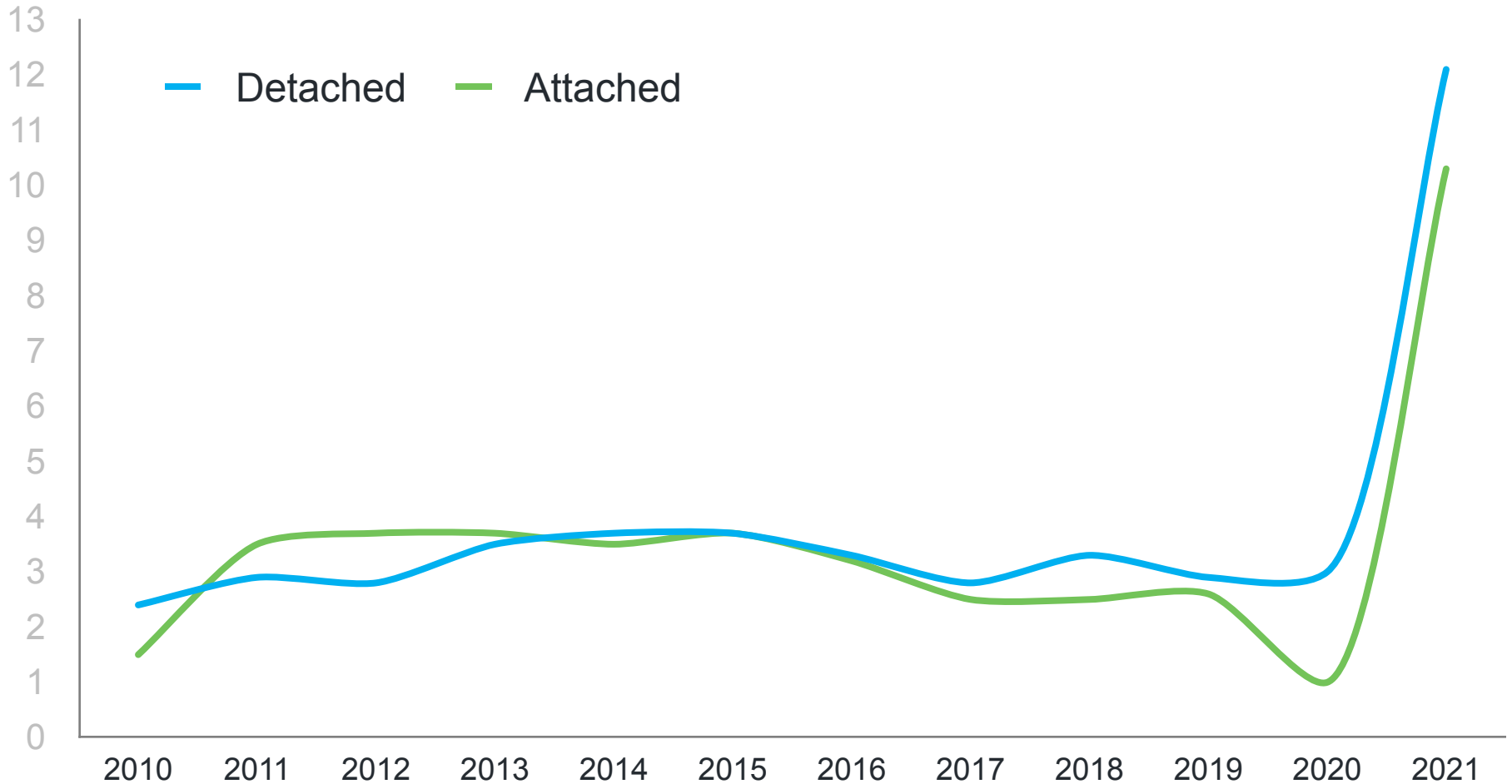


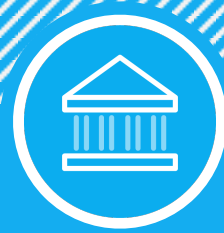
Homeownership still remains the more affordable option for average workers in a majority of the country because it still takes up a smaller portion of their pay.

- **Todd Teta**, Chief Product Officer, ATTOM

Rents Continue to Skyrocket!!!

Y-O-Y % Single Family Rent Growth in October of Each Year

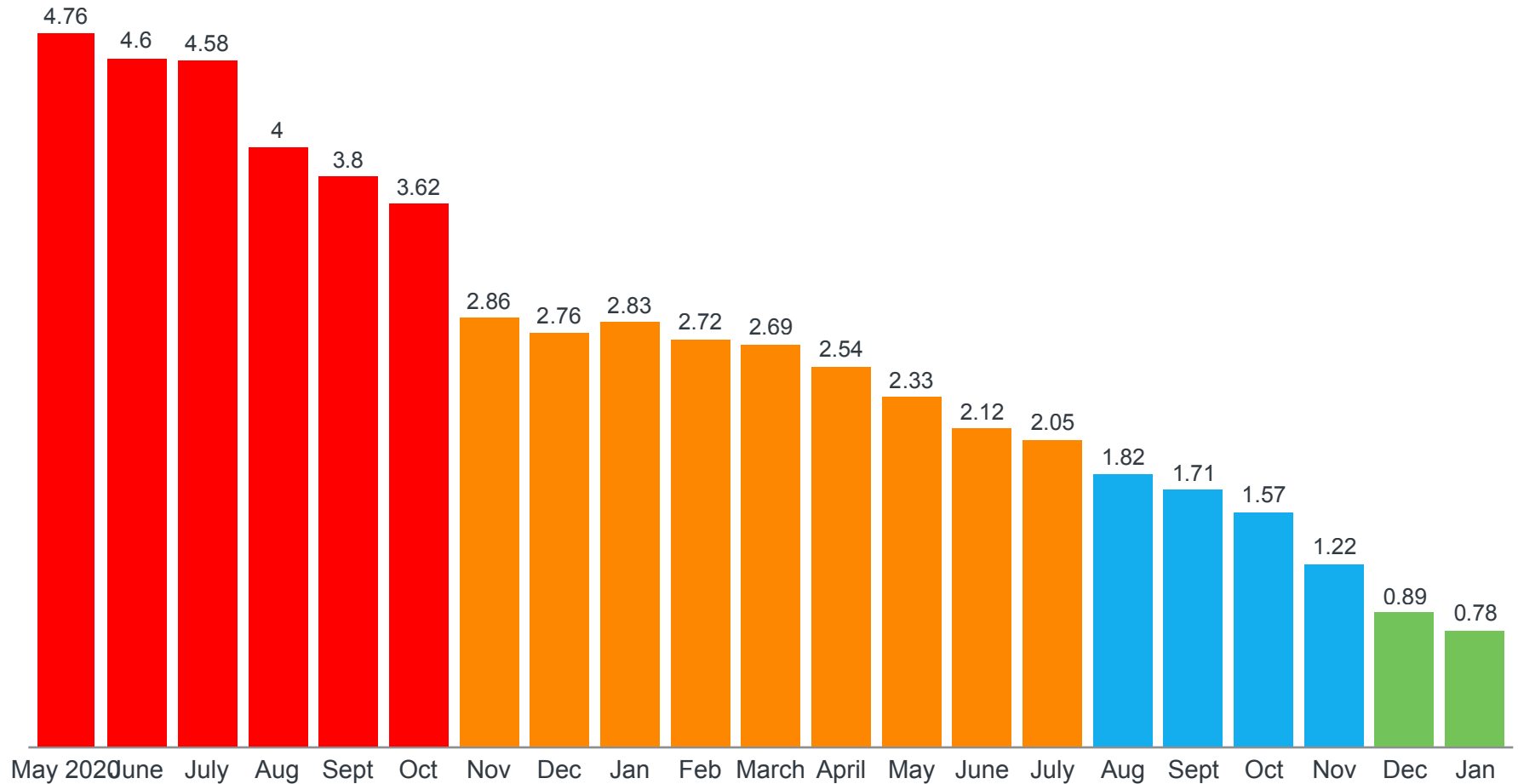




What about Foreclosures?

Loans in Forbearance Fall Below 1 Million

Monthly Number of Loans in Active Forbearance (in millions)



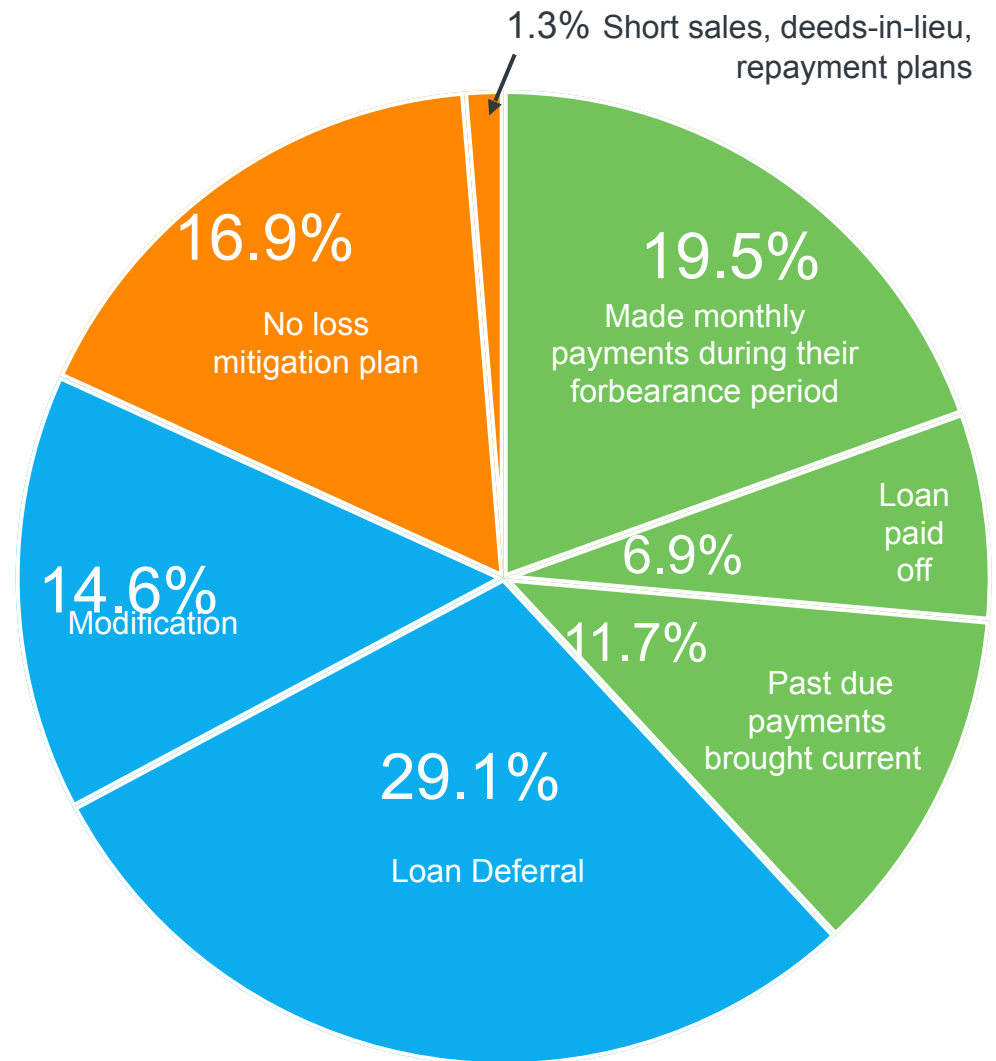


As the COVID-19 pandemic continues to create uncertainty in the global economy, the overwhelming majority (89%) of single-family homeowners who sought financial assistance through COVID-related mortgage payment forbearance plans have exited those plans.

- **Andy Walden**, VP of Market Research, Black Knight Data

Loans Upon Exiting Forbearance Program

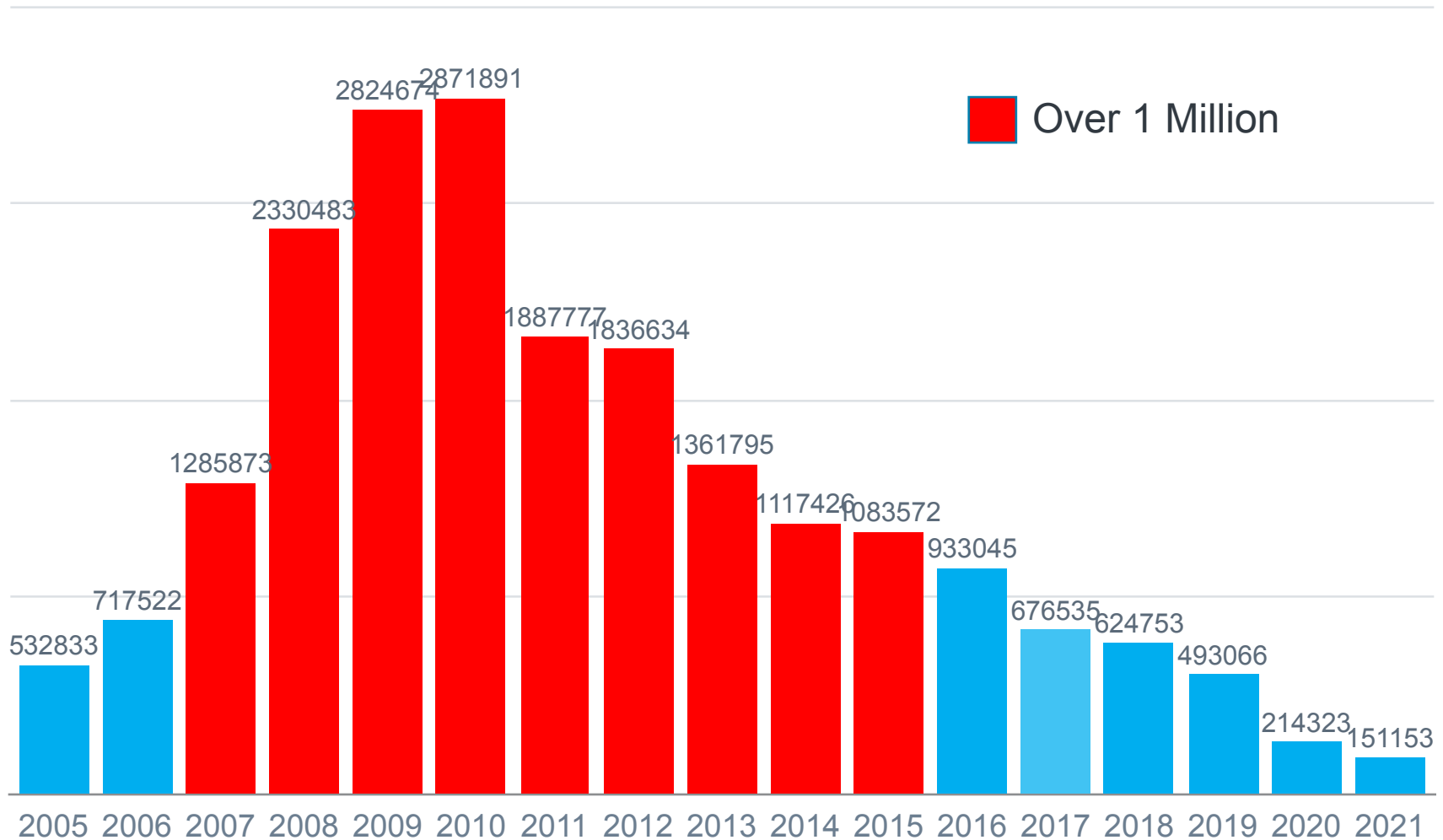
- 38.1% paid in full
- 43.7% work outs or repayment plans
- 18.2% still in trouble



Cumulative forbearance exits for the period from 6/1 2020 through 12/31 2021

Foreclosure Activity at an All-Time Low

U.S. Properties with Foreclosure Filings: ATTOM 2021 Year-End Report





We may see a little bit of an uptick in foreclosure rates in 2022. Just an uptick though, from an extraordinarily low level, we're not expecting to see a big increase. . . . **We expect delinquency rates overall on home mortgages to actually continue to remain quite, quite low.**

- **Maiclaire Bolton Smith**, Senior Leader of Research, CoreLogic



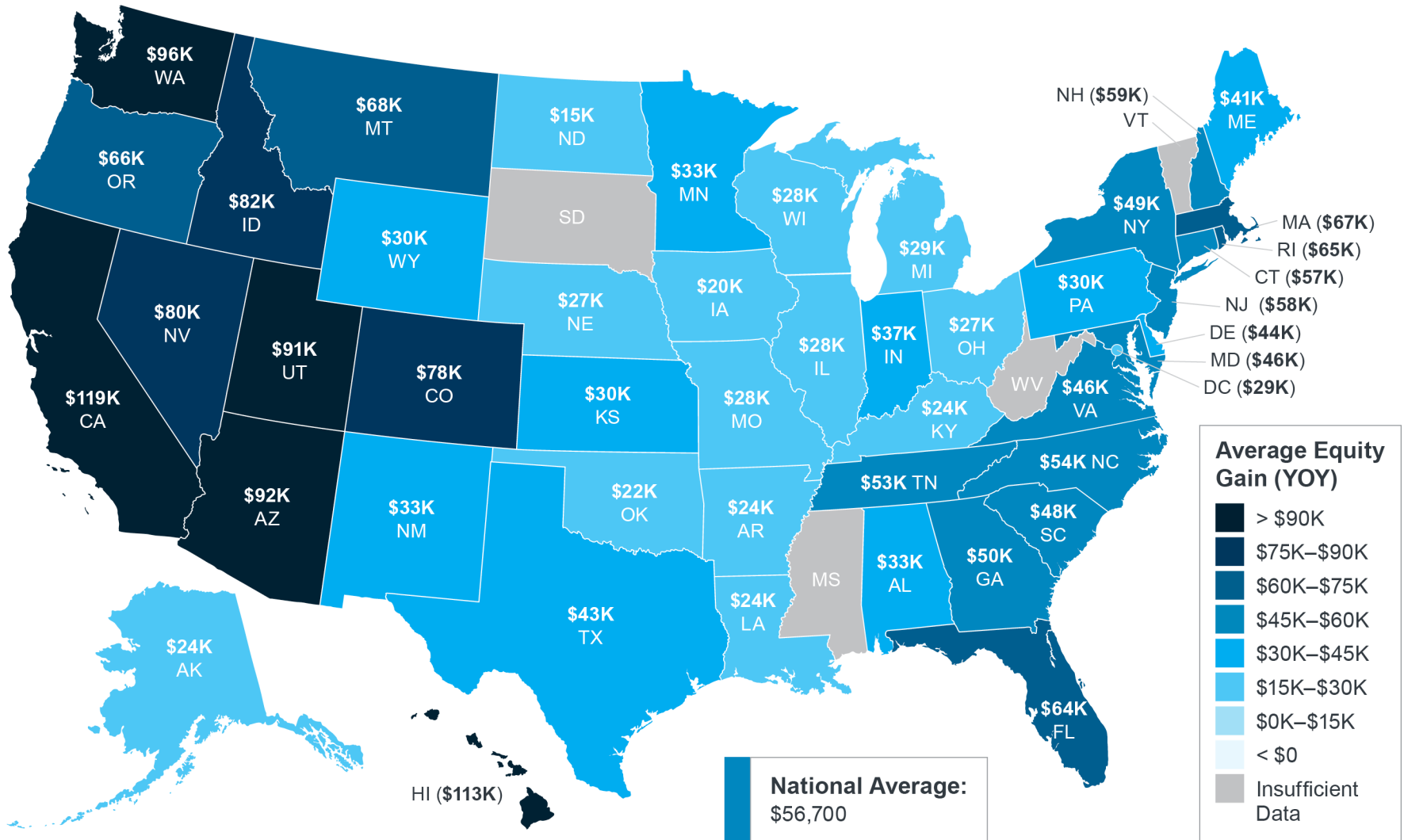
Equity



The lack of insight around home equity presents an opportunity for real estate professionals, who are always looking for touch points with past clients.

Homeowner Equity Growth Still Surging

Q3 2021 YOY from Q3 2020



CoreLogic's Q3 Homeowner Equity Report

\$57K

Average home equity gain
for U.S. homeowners with
mortgages

31.1%

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

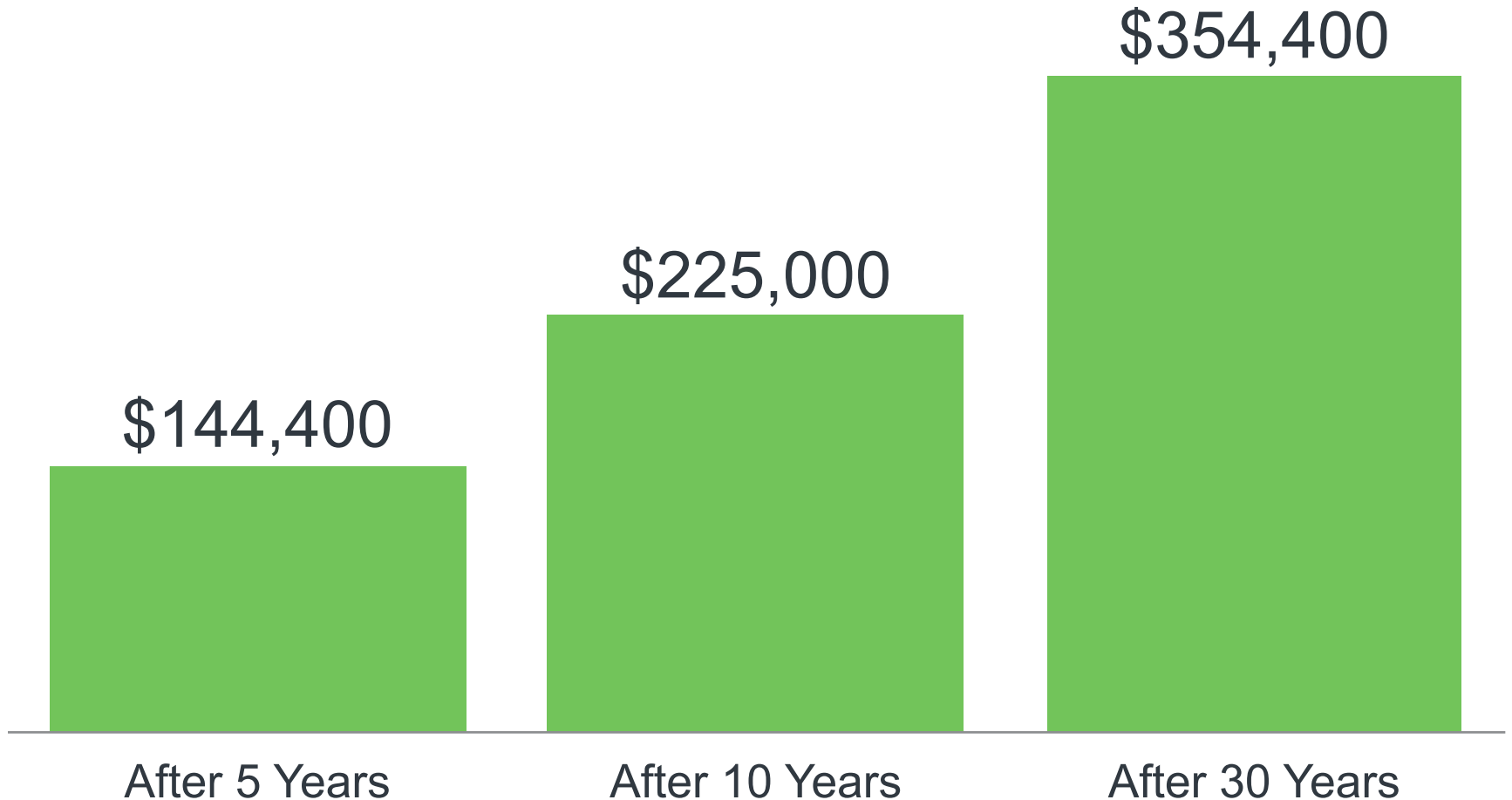
\$3.2T

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

“This summer, home price growth reached the highest level in more than 45 years, pushing equity gains to another record high.”

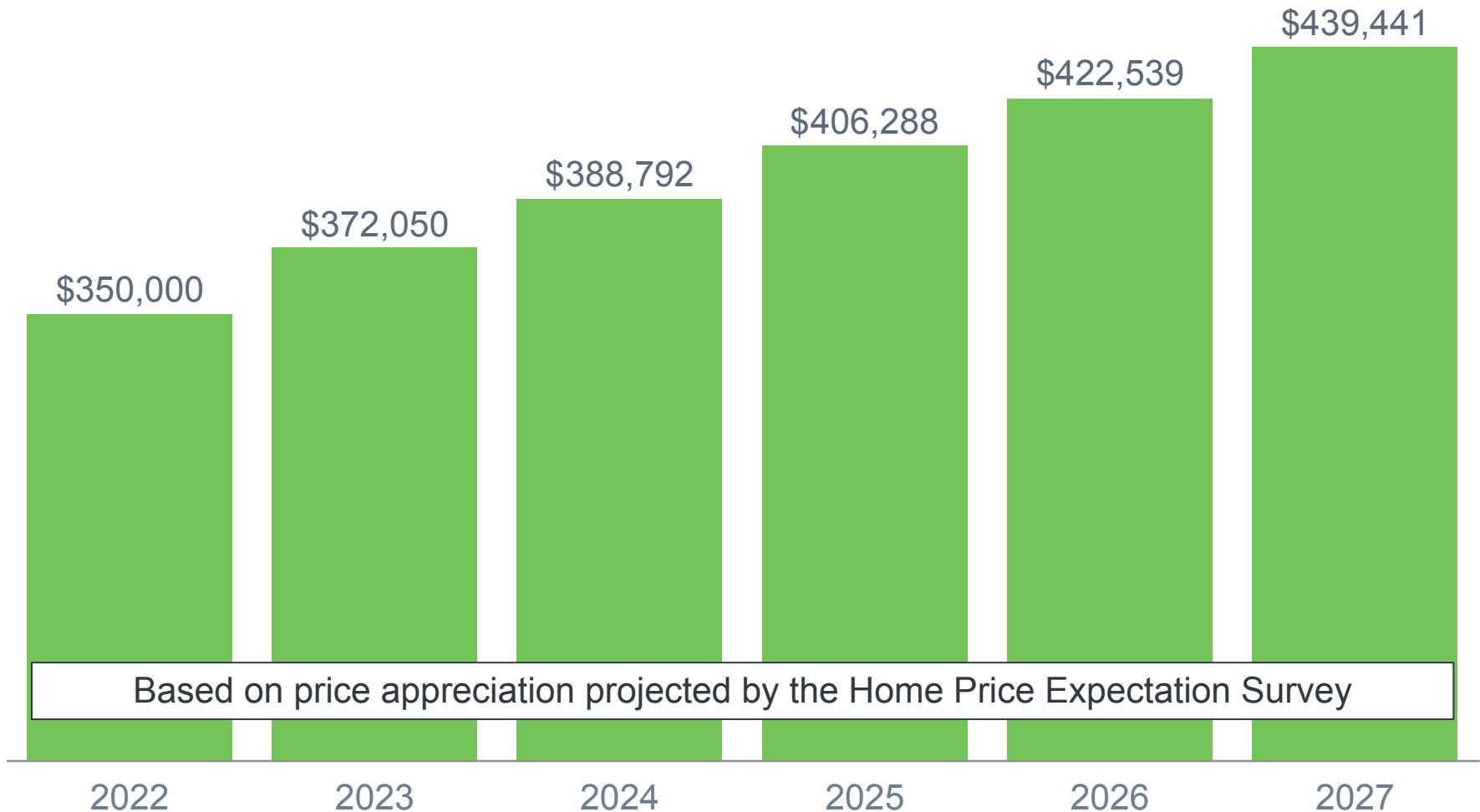
Homeownership is a Great Wealth Builder

Equity Gains on a Single-Family Existing Home over 5,10 and 30 Years



\$89,441

Potential growth in household wealth over the next 5 years based solely on increased home equity if you purchase a \$350K home in January 2022



Cumulative House Appreciation by 2026

As forecasted in Q4 2021

