

# integraFLASH - Lending & Housing Update - Mar 2023

Metrics Impacting Your Closings



## Lending

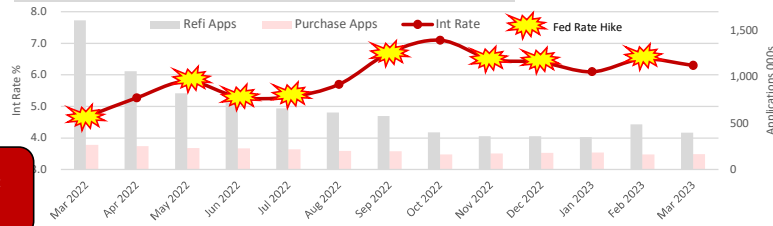


|                    | Cur Mth | MoM      | YoY      |
|--------------------|---------|----------|----------|
| Refi Apps          | 395.5   | ↓ -18.6% | ↓ -75.4% |
| Purchase Apps      | 165.5   | ↑ 0.9%   | ↓ -38.0% |
| Avg Int Rt - 30 Yr | 6.3     | ⬆ (0.2)  | ⬆ 1.6    |

### Key Takeaway

- \* Refinance apps -19% MoM, -76% YoY, as rates continue to rise. Fed raised rates 8 times in last 13 months.
- \* Purchase apps down -38% YoY but up 1% MoM, high interest rates & high prices are keeping some (particularly first time homebuyers) priced out of the market

### 30 Year Fixed Mortgage - Rates and Application Trends



## Existing Housing

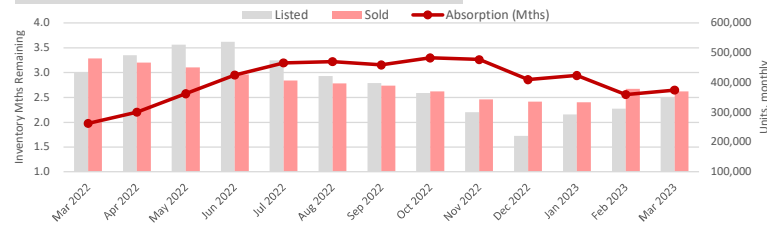


|                   | Cur Mth | MoM     | YoY      |
|-------------------|---------|---------|----------|
| Listed            | 349.3   | ↑ 11.9% | ↓ -19.5% |
| Sold, Ann         | 4,440.0 | ↓ -2.4% | ↓ -23.1% |
| Inventory         | 980.0   | ↑ 1.0%  | ↑ 3.2%   |
| Median Sale Price | \$375.7 | ↑ 3.3%  | ↑ 0.1%   |
| Absorption        | 2.6     | ↑ 3.5%  | ↑ 34.1%  |

### Key Takeaway

- \* Sold Volumes @ 4.4M ann. down -23% YoY, demand slowing on low inventory & high prices
- \* New listings Mar +12% MoM, down -20% YoY, demand outpacing supply is drawing down inventory
- \* Prices - Flat YoY, but likely will increase as inventory decreases

### Existing Housing - Monthly Listing & Sales Trends



## New Construction



|                  | Cur Mth | MoM     | YoY      |
|------------------|---------|---------|----------|
| Permits Issued   | 1,413   | ↓ -8.8% | ↓ -24.8% |
| Stalled Jobs     | 291     | ↓ -3.0% | ↑ 0.3%   |
| Jobs Started     | 1,420   | ↓ -0.8% | ↓ -17.8% |
| Jobs in Progress | 1,674   | ↓ -0.8% | ↑ 3.7%   |
| Completed        | 1,542   | ↓ -0.6% | ↑ 13.0%  |

### Key Takeaway

- \* Demand slowing for new construction (permits -25% & starts -18% YoY), as high prices keep buyers out of market
- \* Labor & Material shortage improved reducing stalled jobs -3% MoM & allowing existing jobs (previously stalled) to complete (+13% YoY)

### New Construction - Month-At-A-Glance Spotlight

|                    | Demand | Supply - Labor & Materials | New Units |
|--------------------|--------|----------------------------|-----------|
| <b>New Permits</b> | 1,413  | 291                        | 1,420     |
| <b>Completed</b>   | 1,542  | 1,542                      | 1,542     |
| <b>MoM %</b>       | -8.8%  | -3.0%                      | -0.6%     |

## Memo

### Data Sources & Definitions

#### Lending

- Refi Apps** Mortgage Bankers Assoc - 4 Wk Mov Avg, Index value
- Purchase Apps** Mortgage Bankers Assoc - 4 Wk Mov Avg, Index value
- Avg Int Rt - 30 Yr** Freddie Max - 30-Year Fixed Rate Mortgage Avg, Countrywide, All Loan Types

#### Existing Housing

- Listed** Realtor.com - # of NEW listings; weekly avg in the given month, 000s
- Sold** National Associated of Realtors, US Composite Data, Seasonally Adjusted Annual Rate, # Units, 000s
- Inventory** National Associated of Realtors, US Composite Data, # units, 000s
- Median Sale Price** National Associated of Realtors, US Composite Data, # units, '000 USD\$
- Absorption** National Associated of Realtors: Measures how many months' worth of inventory remain at current month sales volume (Inventory / Month's Sales)

#### New Construction

- Permits Issued** US HUD - # of new Permits issued for new construction homes, Seas-Adj Annual, in 000s, Countrywide
- Stalled Jobs** US HUD - # of new Permits issued for new construction homes where work HASN'T started, Seas-Adj Annual, in 000s, Countrywide
- Jobs Started** US HUD - # New Construction Starts, Seas-Adj Annual, in 000s, Countrywide
- Jobs in Progress** US HUD - # New Construction units still under construction, Seas-Adj Annual, in 000s, Countrywide
- Completed** US HUD - # New Construction completed, Seas-Adj Annual, in 000s, Countrywide
- Sold** US HUD - # New Construction sold, Seas-Adj Annual, in 000s, Countrywide
- Inventory** US HUD - # New Construction Completed but yet sold, Seas-Adj Annual, in 000s, Countrywide