



# 50<sup>Years</sup> The Title Company of Jersey *Established in 1972*

**March 2022**

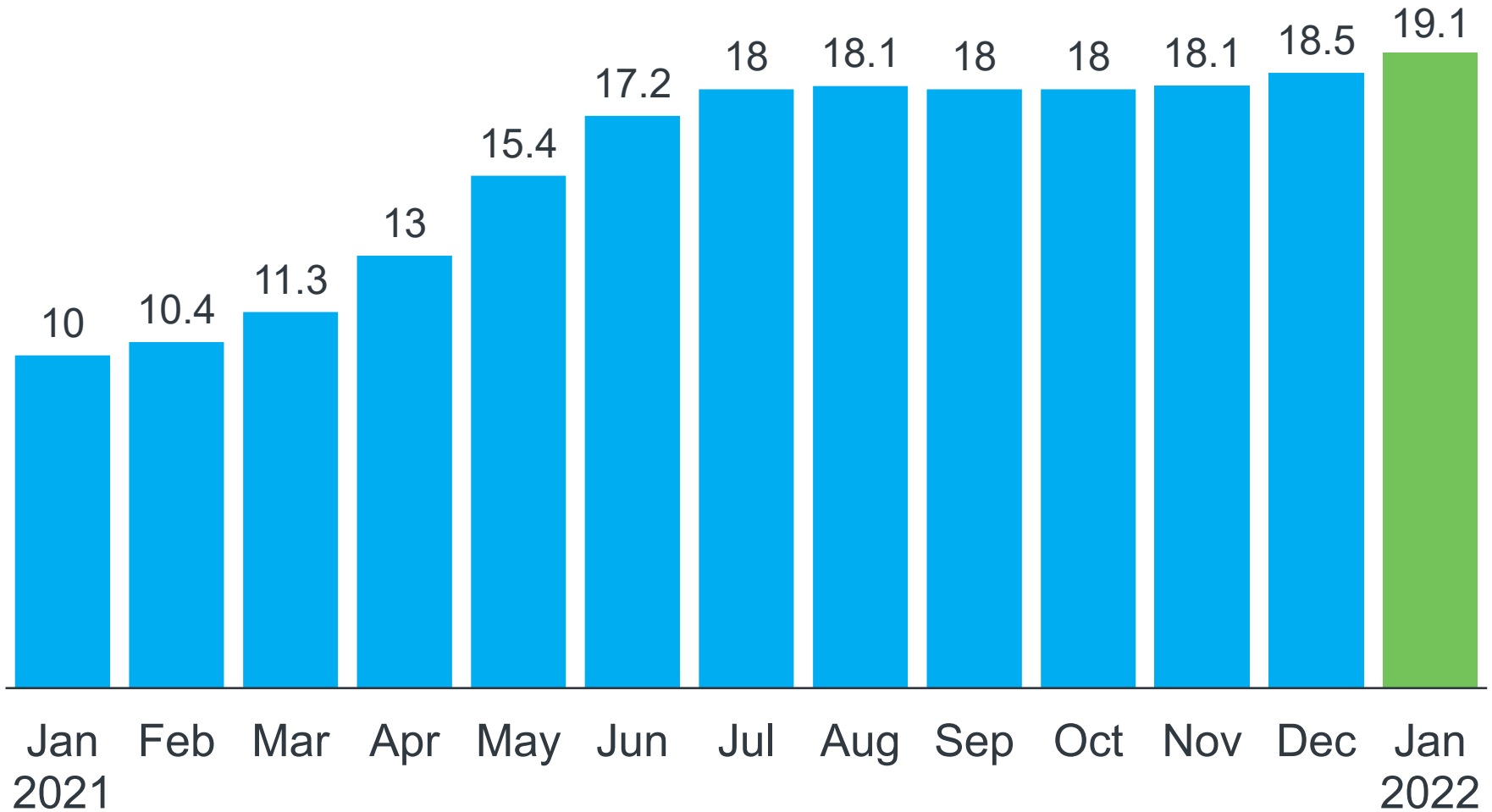




# Home Prices

# Price Appreciation Is Accelerating

% Year-Over-Year Price Increases by Month

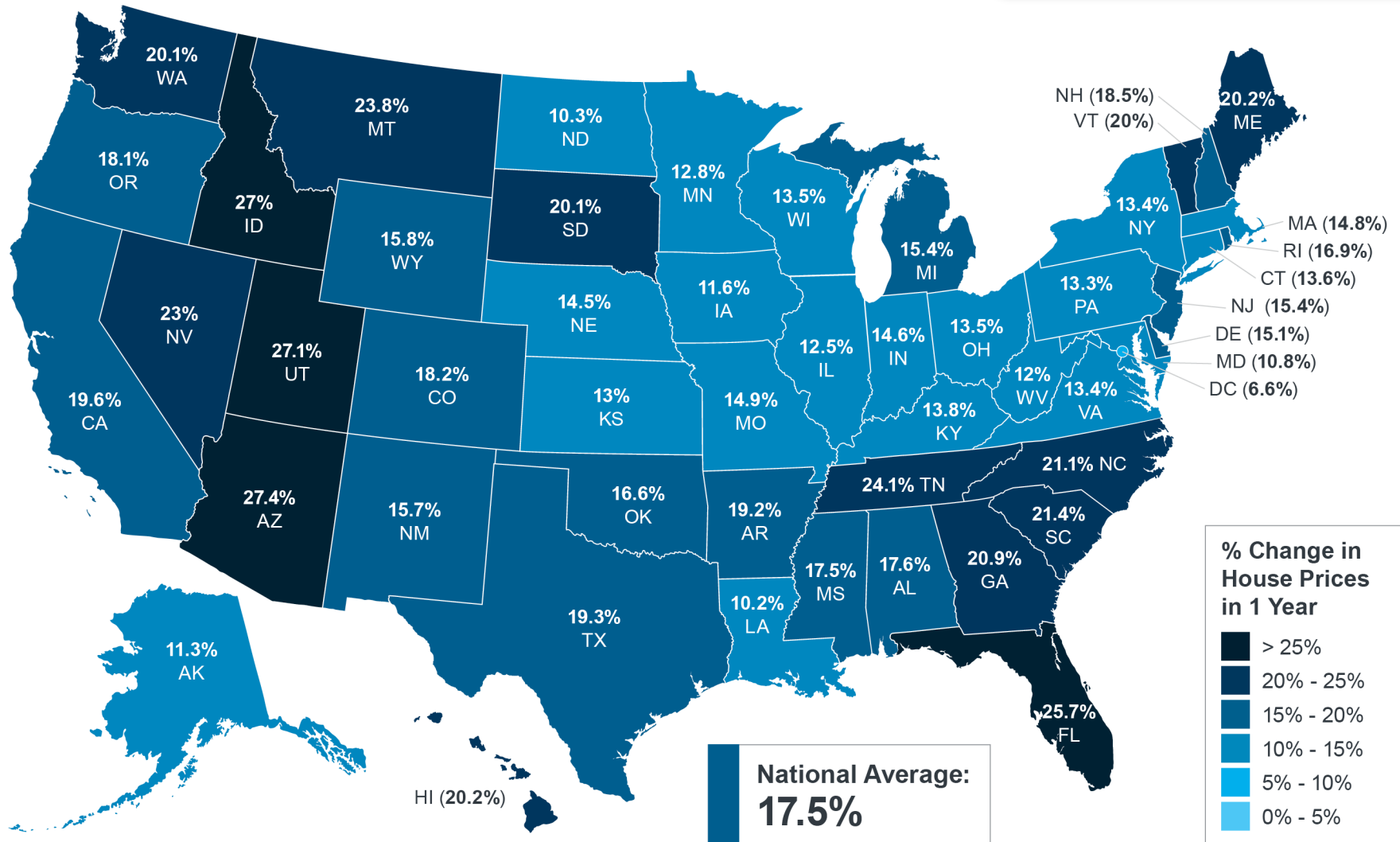


# Change in Prices Last Year

2021 Q4



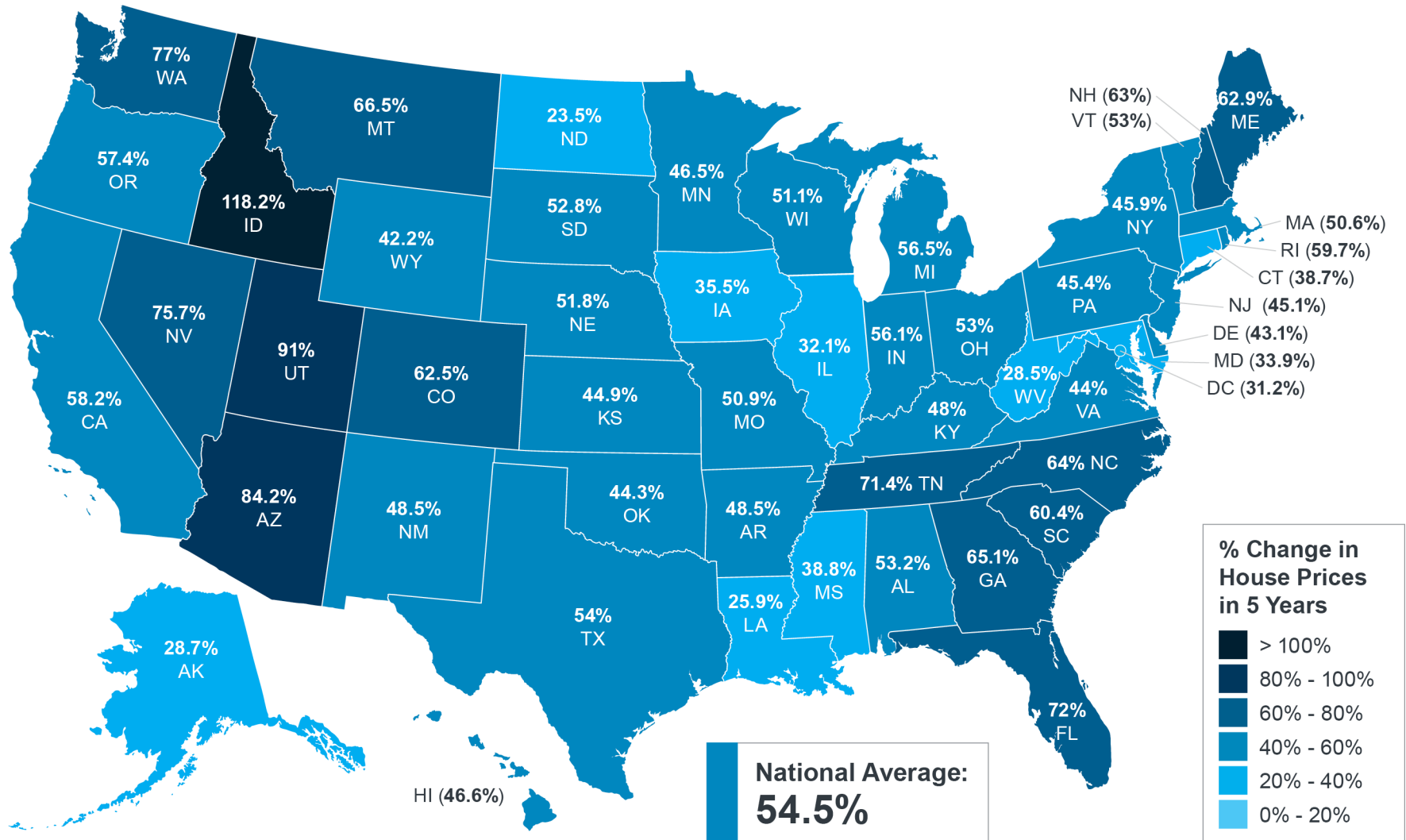
**50** Years  
*The Title Company of Jersey*  
Established in 1972



Source: FHFA

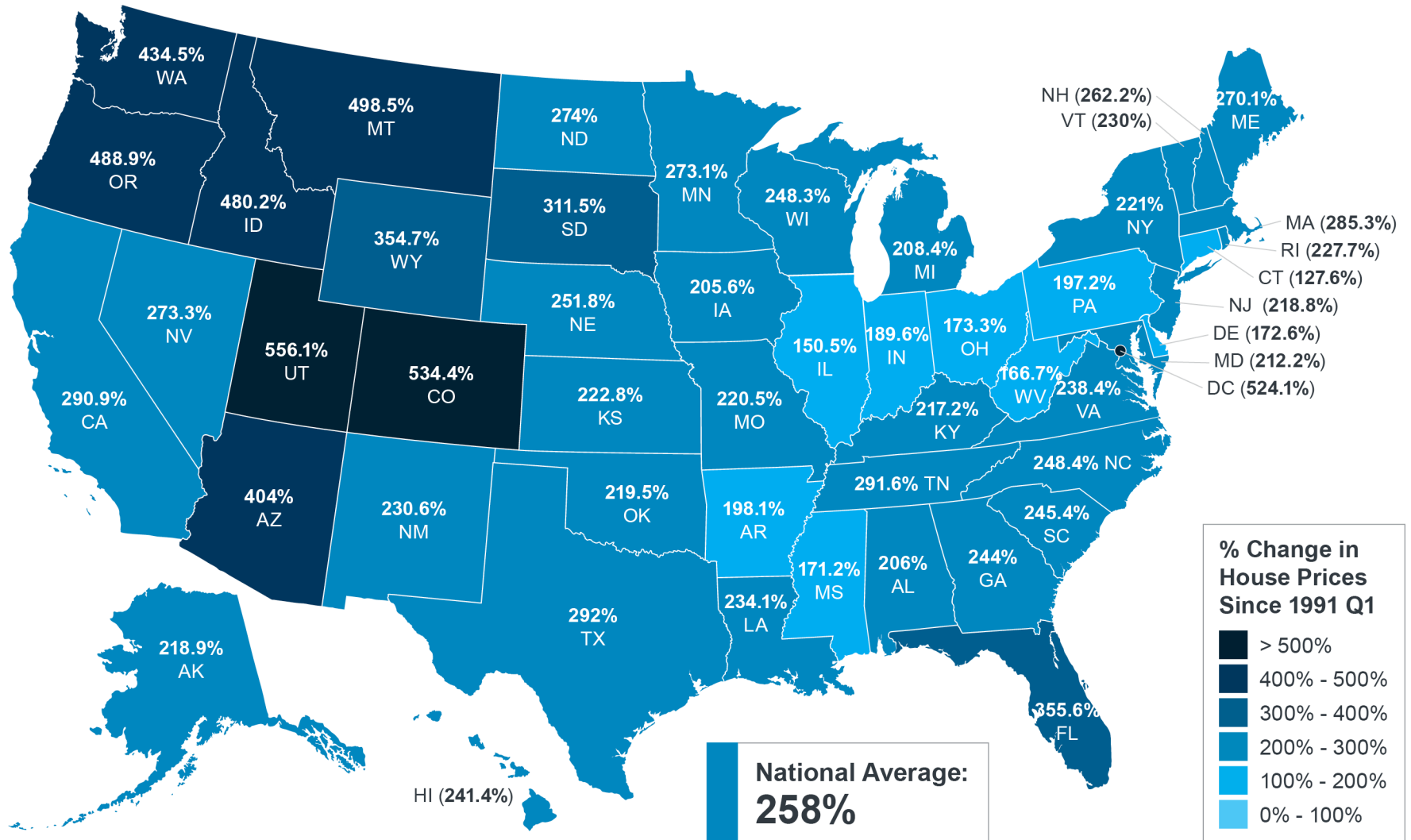
# Change in Prices over the Last 5 Years

2021 Q4



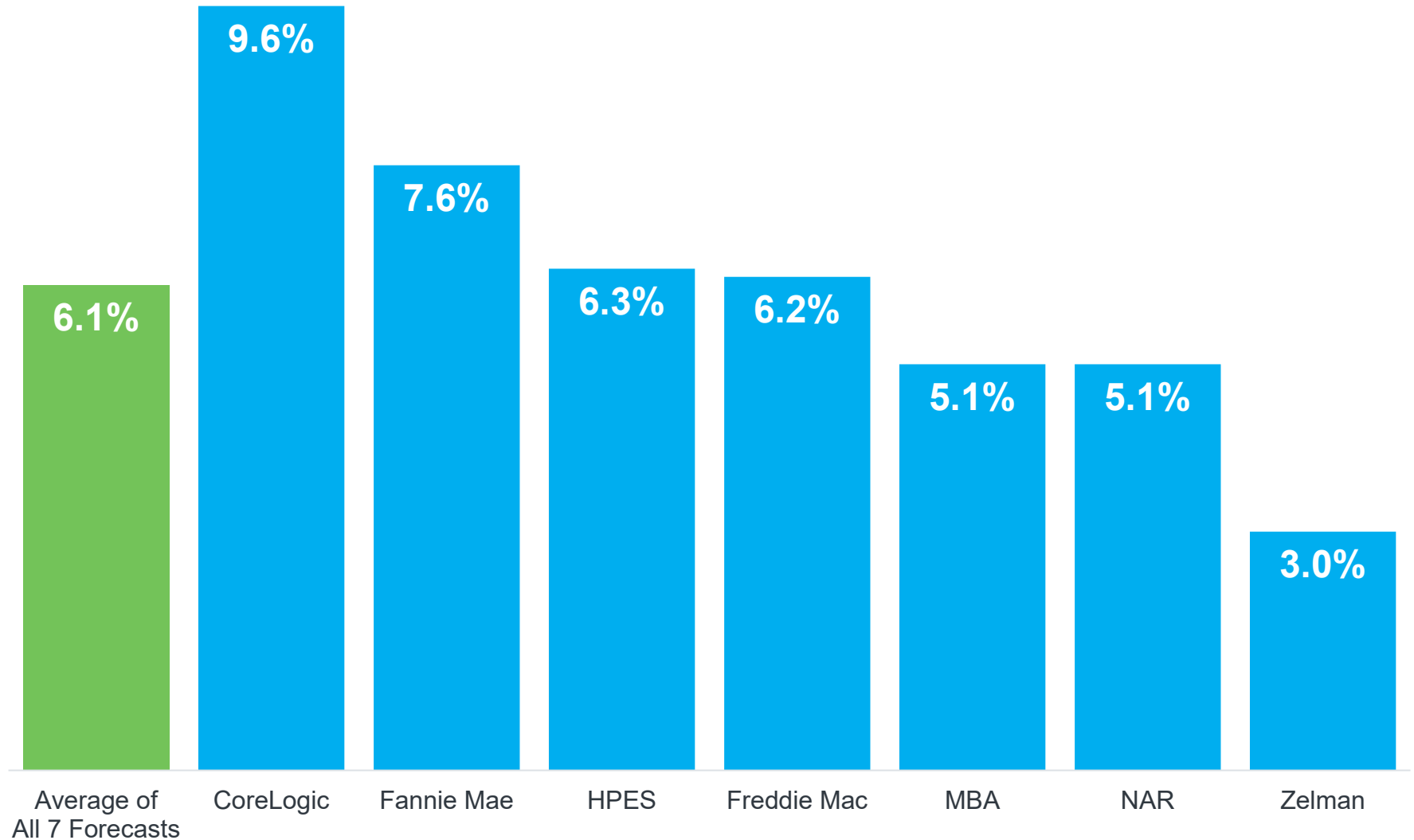
# Change in Prices Since 1991

2021 Q4



Source: FHFA

# Home Price Forecasts for 2022





# Supply & Demand





# 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

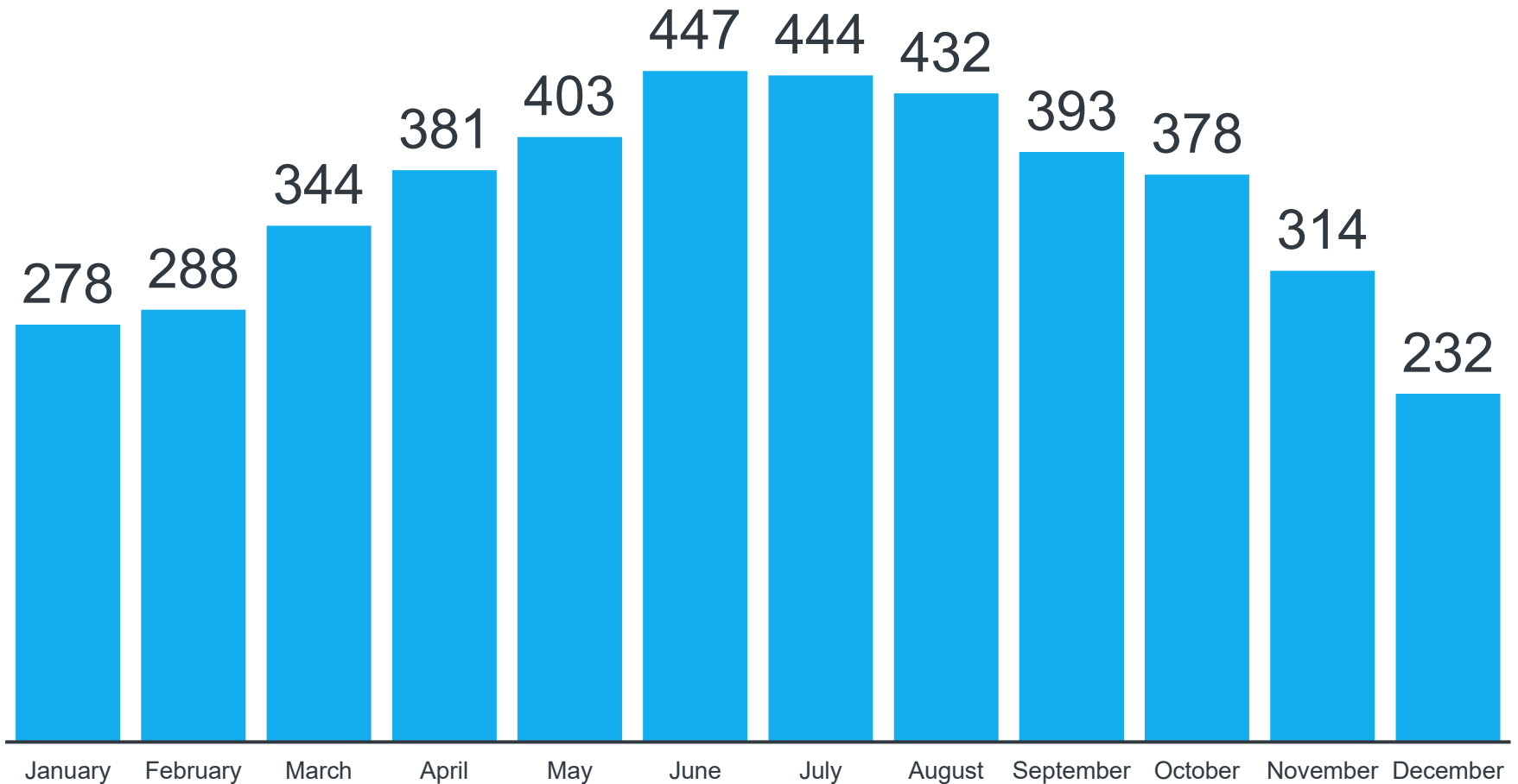
## Buyers' Market

Home prices will depreciate

> 7 months

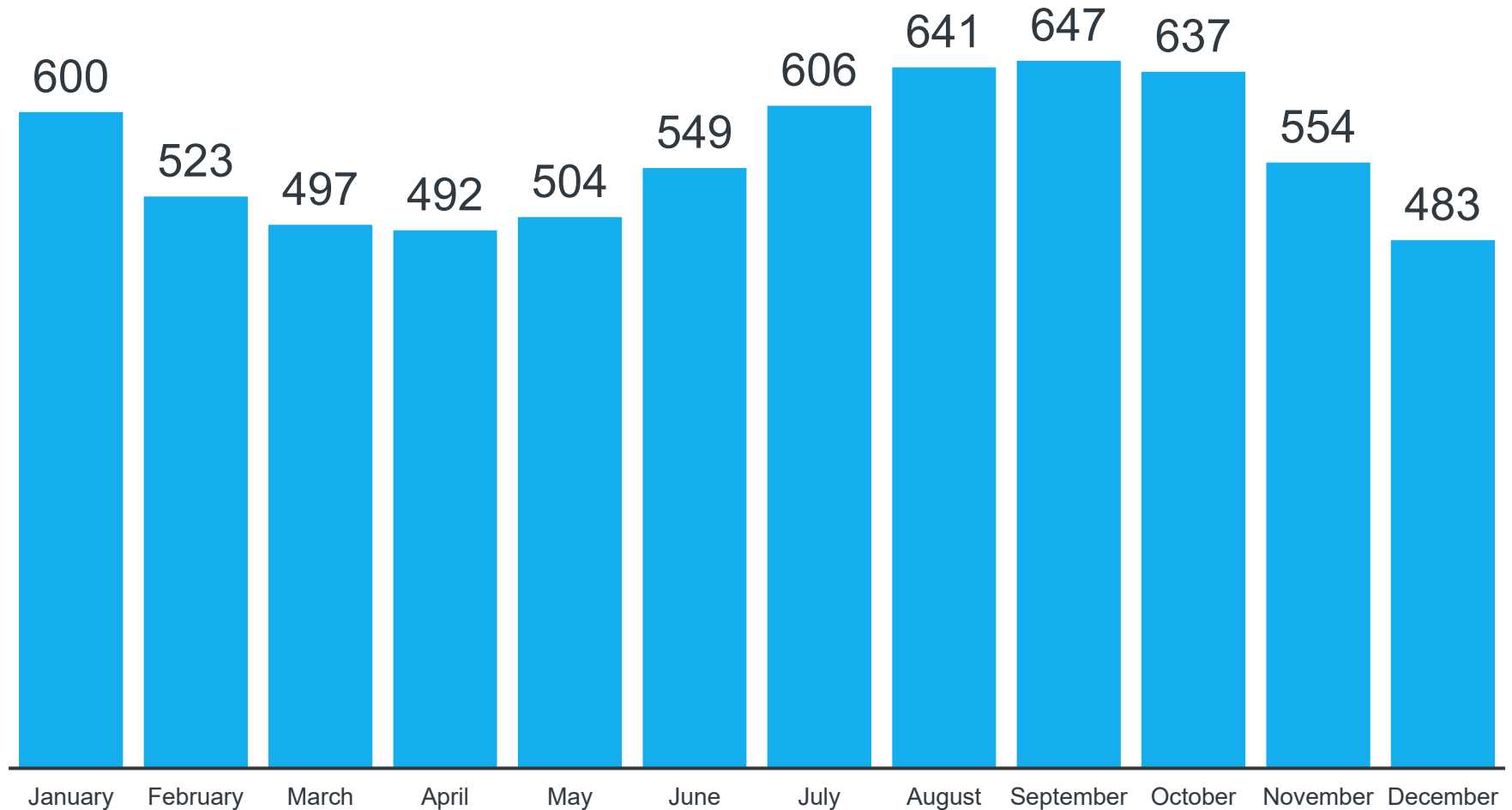
# New Listings Falling Dramatically

New Monthly Listing Counts (in thousands)



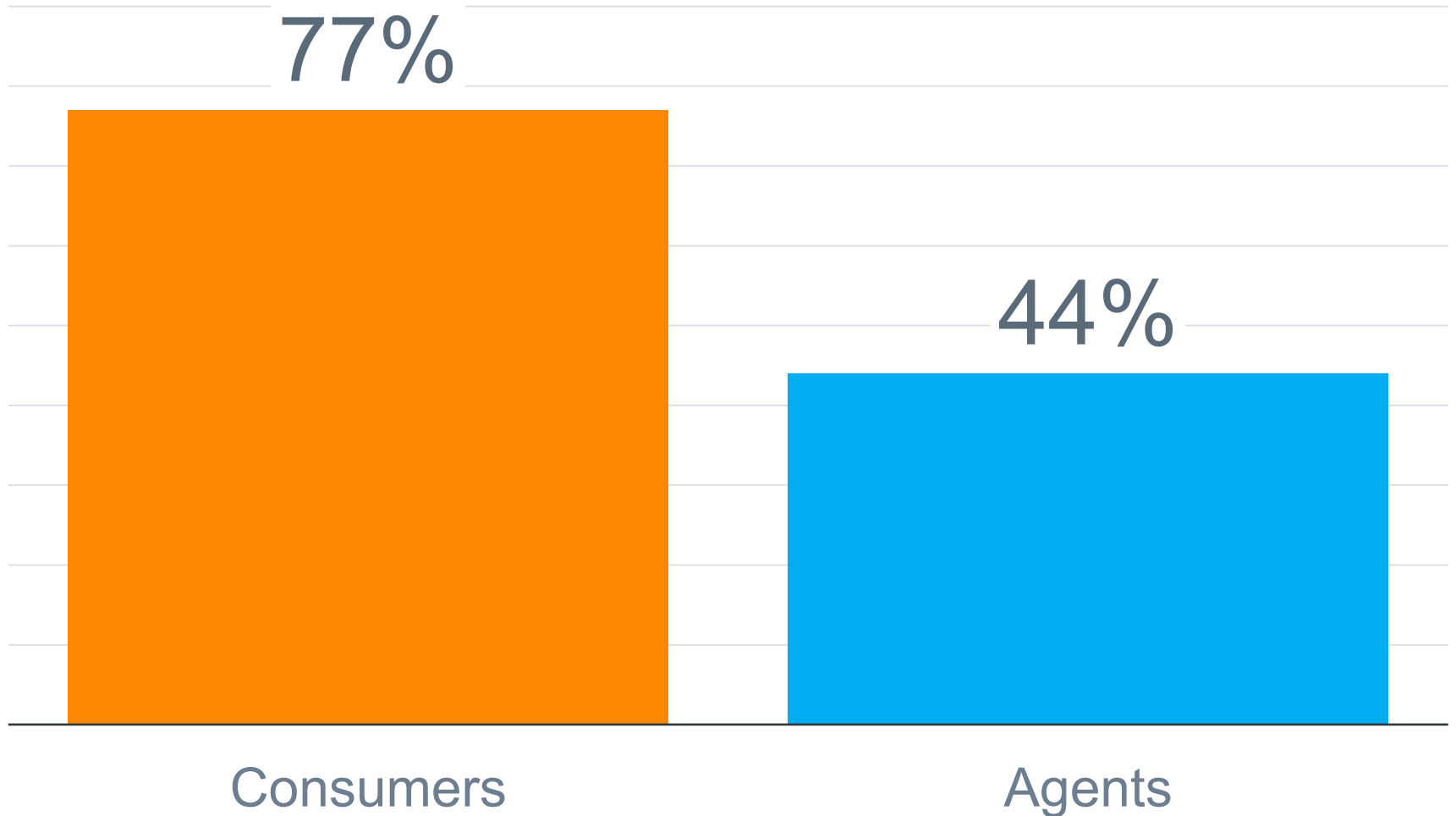
# Active Listings Drop Again

Active Monthly Listing Counts (in thousands)



# Worries of a Housing Bubble Still Persist

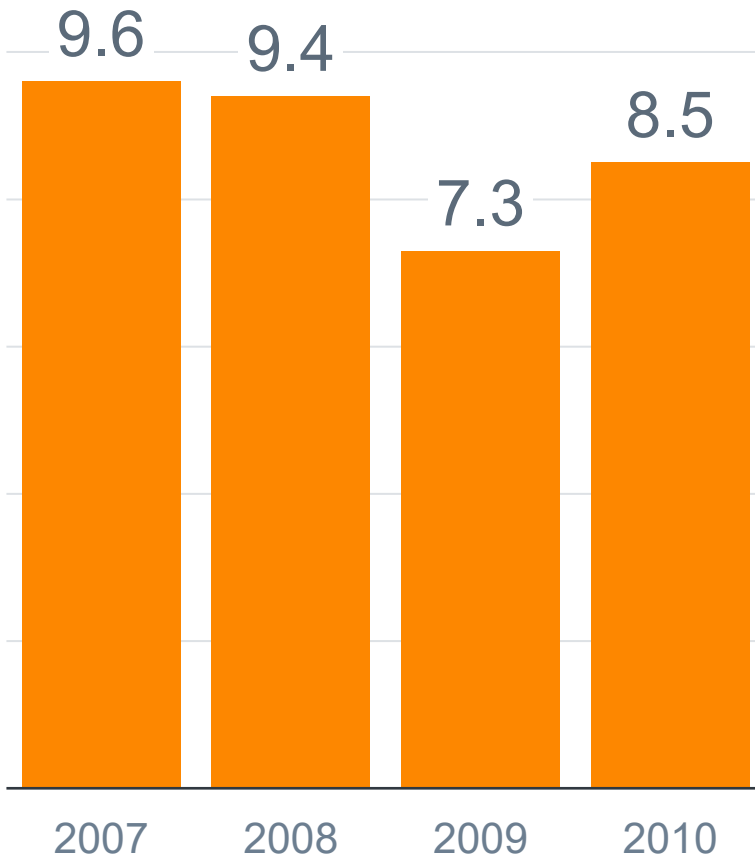
% Who say they believe there's a housing price bubble where they live



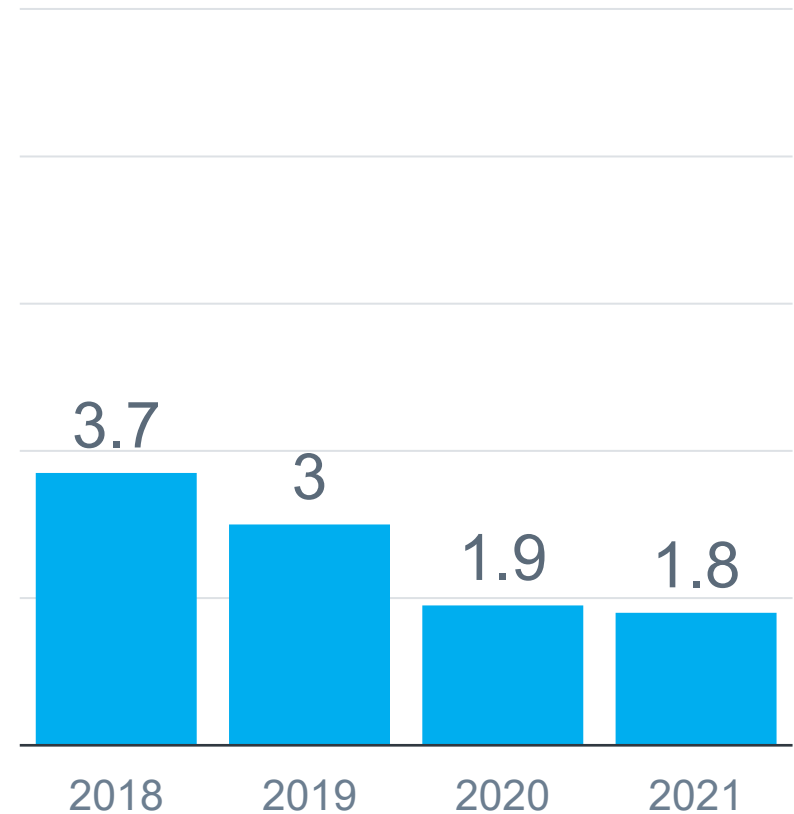
# Inventory of Homes Nothing Like Last Time

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

Four Years of Housing Crash

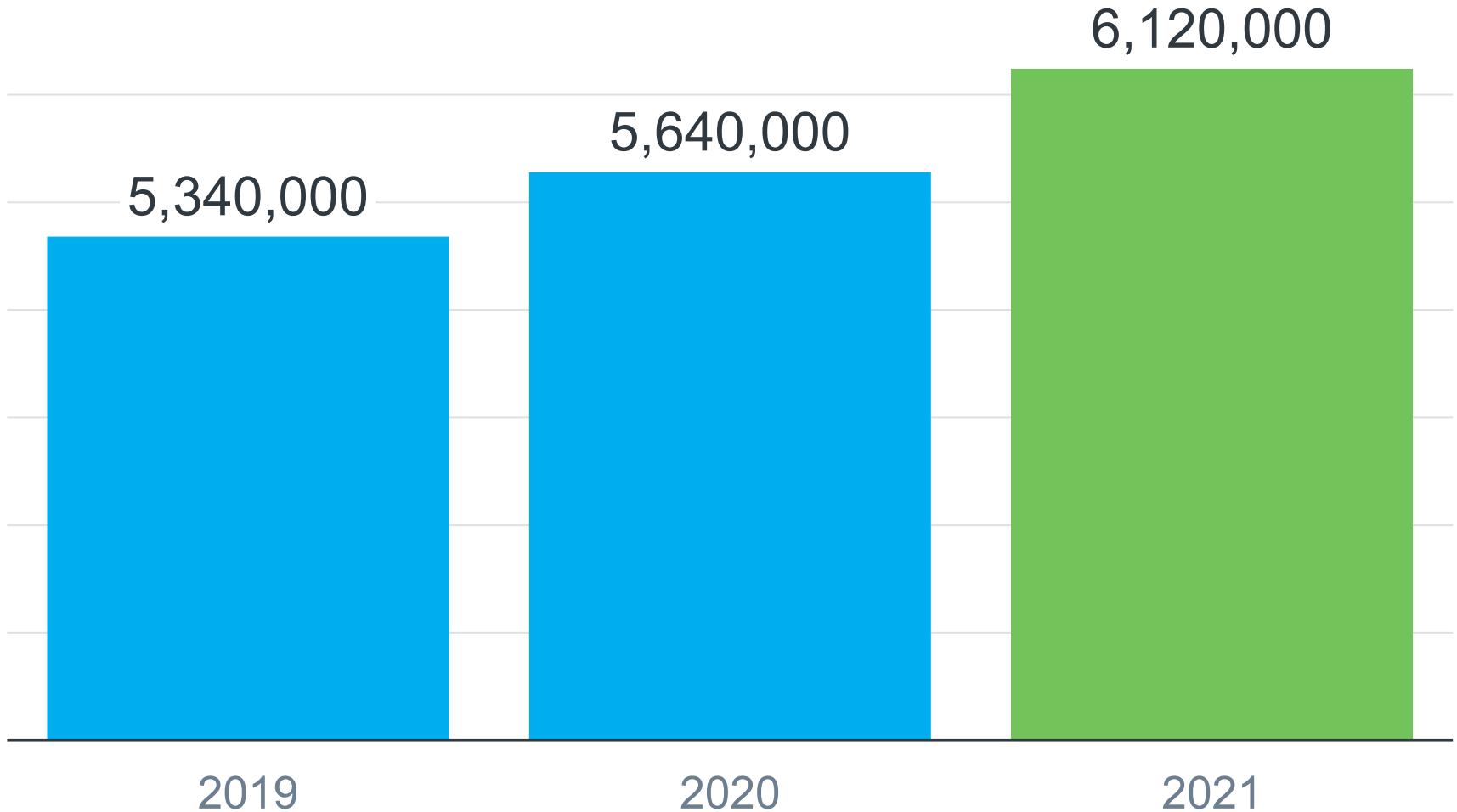


Last Four Years



# Existing Home Sales Hit 15-Year Record

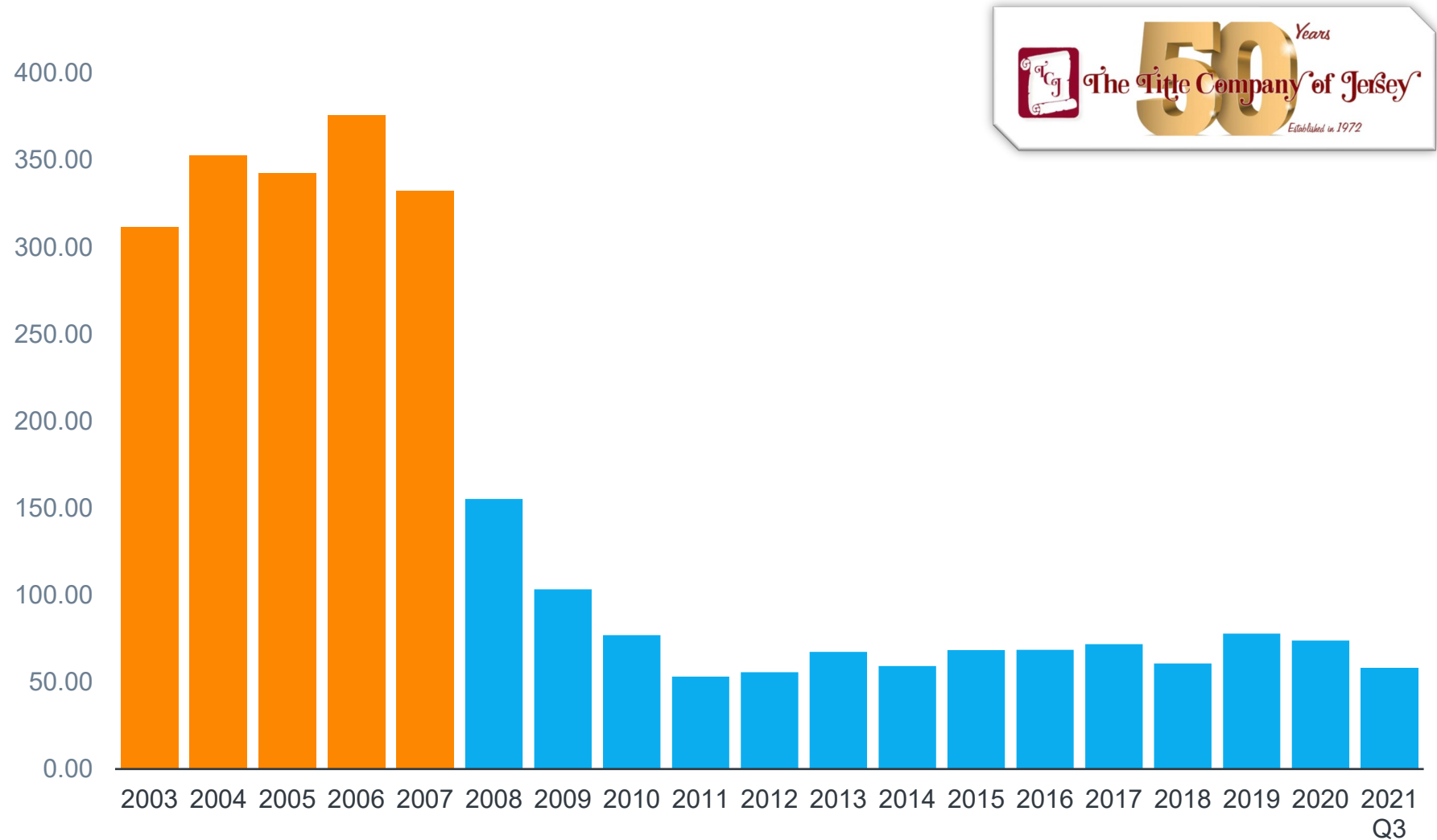
Number of Existing Home Sales 2019–2021



Source: NAR

# This Is Nothing Like the Last Time

Volume of Loans in Billions with a Credit Score < 620



Source: Federal Reserve



# Net Worth





**With inventory at an all-time low, buyers are still having a difficult time finding a home.**

**- Lawrence Yun, Chief Economist, NAR**



# Net Worth of a Homeowner vs. a Renter in 2021

Homeowner



**\$300,000**

Renter

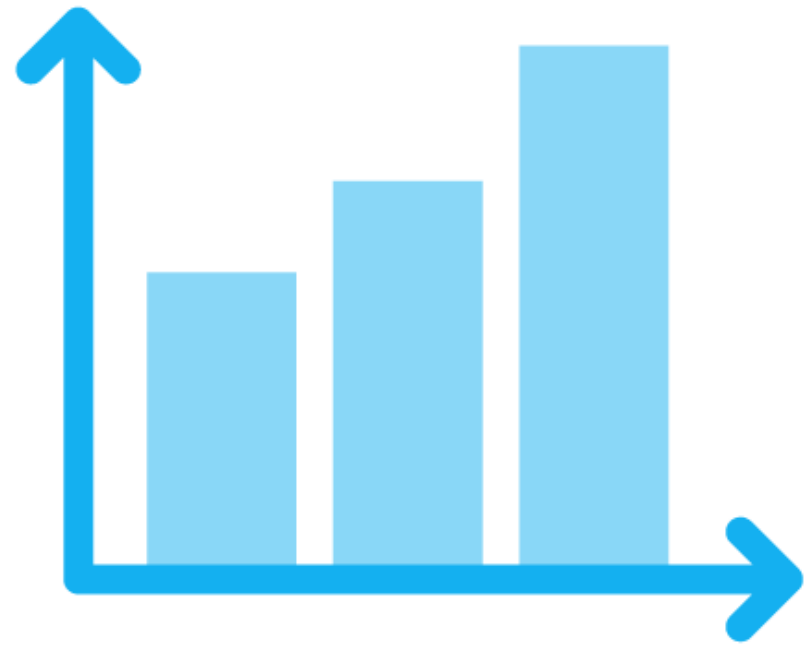


**\$8,000**

The net worth  
of a typical  
homeowner is about

**40X**

the net worth  
of a renter





While the booming housing market contributed significantly to the recovery of the U.S. economy, research has consistently shown that homeownership is also associated with multiple economic and social benefits to individual homeowners.

**Homeownership has always been an important way to build wealth.**

**- National Association of Realtors**

# Resources



Slide(s)	Description	Link(s)
3	Price Appreciation	<a href="https://www.corelogic.com/intelligence/u-s-home-price-insights/">https://www.corelogic.com/intelligence/u-s-home-price-insights/</a>
4-6	Change in Price Maps	<a href="https://www.fhfa.gov/AboutUs/Reports/ReportDocuments/HPI_2021Q4.pdf">https://www.fhfa.gov/AboutUs/Reports/ReportDocuments/HPI_2021Q4.pdf</a>
7	Home Price Forecasts	<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://cdn.nar.realtor/sites/default/files/documents/forecast-Q1-2022-us-economic-outlook-01-27-2022.pdf">https://cdn.nar.realtor/sites/default/files/documents/forecast-Q1-2022-us-economic-outlook-01-27-2022.pdf</a> <a href="https://www.fanniemae.com/research-and-insights/forecast">https://www.fanniemae.com/research-and-insights/forecast</a> <a href="http://www.freddiemac.com/research/forecast/20220121_quarterly_economic_forecast.page">http://www.freddiemac.com/research/forecast/20220121_quarterly_economic_forecast.page</a> <a href="https://pulsenomics.com/surveys/#home-price-expectations">https://pulsenomics.com/surveys/#home-price-expectations</a> <a href="https://www.corelogic.com/intelligence/find-stories/corelogic-hpi-posted-record-year-over-year-growth-in-2021/">https://www.corelogic.com/intelligence/find-stories/corelogic-hpi-posted-record-year-over-year-growth-in-2021/</a>
10-11	Listings	<a href="https://www.realtor.com/research/data/">https://www.realtor.com/research/data/</a>
12	Housing Bubble Survey	<a href="https://magazine.realtor/daily-news/2022/02/03/77-of-consumers-believe-we-re-in-a-housing-bubble">https://magazine.realtor/daily-news/2022/02/03/77-of-consumers-believe-we-re-in-a-housing-bubble</a>

# Resources

Slide(s)	Description	Link(s)
13	Inventory Nothing Like Last Time	<a href="https://www.nar.realtor/topics/existing-home-sales">nar.realtor https://www.nar.realtor/topics/existing-home-sales</a>
14	Existing Home Sales	<a href="https://twitter.com/NAR_Research/status/1484188775005761536">https://twitter.com/NAR_Research/status/1484188775005761536</a>
15	Credit Scores Nothing Like Last Time	<a href="https://www.newyorkfed.org/medialibrary/interactives/householdcredit/data/xls/HHD_C_Report_2021Q3.xlsx">https://www.newyorkfed.org/medialibrary/interactives/householdcredit/data/xls/HHD_C_Report_2021Q3.xlsx</a>
17	Yun Quote	<a href="https://www.nar.realtor/newsroom/pending-home-sales-decrease-5-7-in-january">https://www.nar.realtor/newsroom/pending-home-sales-decrease-5-7-in-january</a>
18-20	Net Worth	<a href="https://cdn.nar.realtor/sites/default/files/documents/2022-snapshot-of-race-and-home-buying-in-the-us-report-02-23-2022_0.pdf">https://cdn.nar.realtor/sites/default/files/documents/2022-snapshot-of-race-and-home-buying-in-the-us-report-02-23-2022_0.pdf</a>



# Updates

# Resources

Slide(s)	Description	Link(s)
28, 48, 58	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>
29-31, 39, 41, 42, 49-53	Existing Home Sales	<a href="https://www.nar.realtor/topics/existing-home-sales">https://www.nar.realtor/topics/existing-home-sales</a>
32-35	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>
36	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>
37, 38	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>
43-45	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>
46	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>
49-55	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>



# Resources



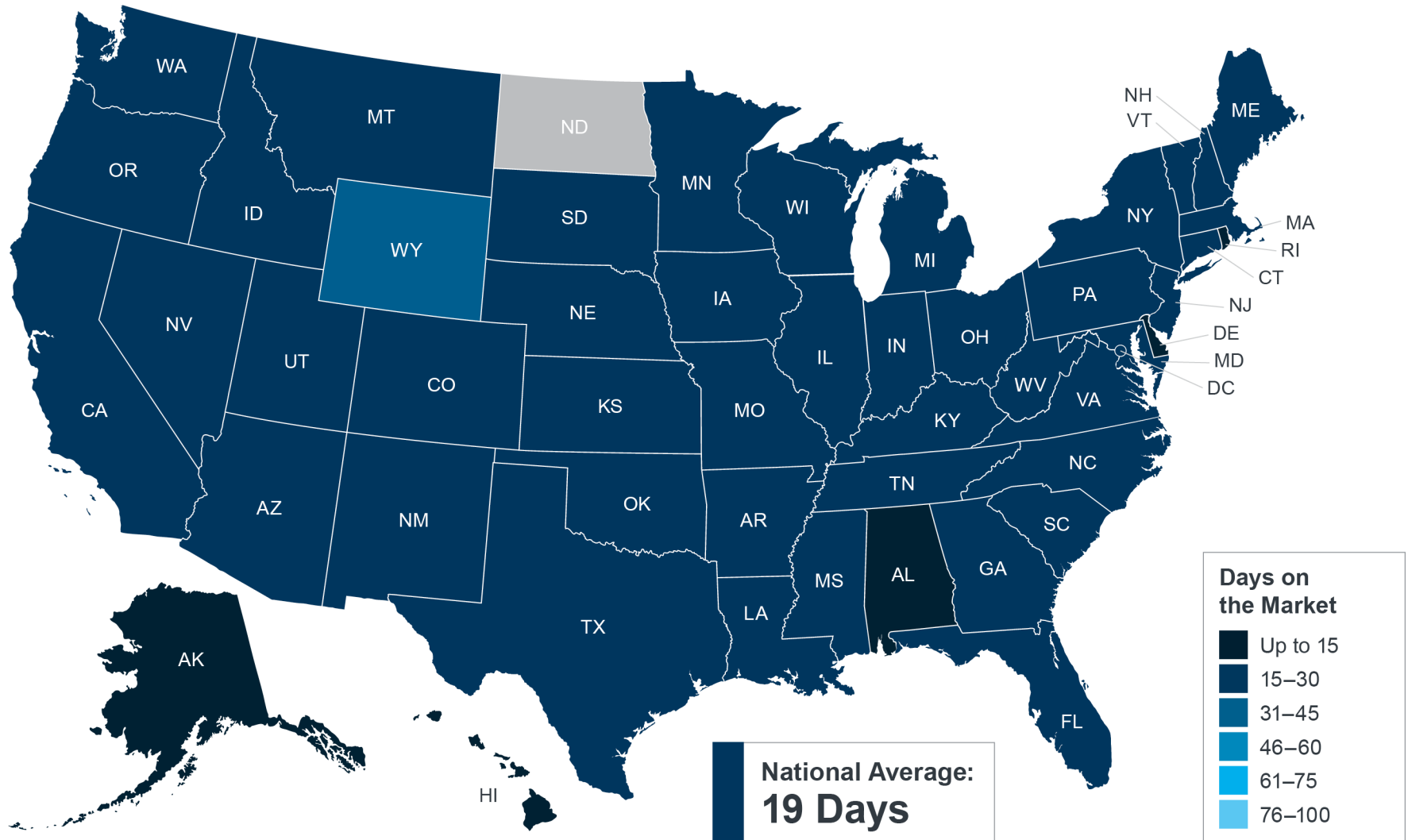
Slide(s)	Description	Link(s)
57	Showing Activity	<a href="https://www.showingtime.com/blog/january-2022-showing-index-results/">https://www.showingtime.com/blog/january-2022-showing-index-results/</a>
60, 61, 63, 64	Mortgage Rates	<a href="http://www.freddiemac.com/pmms/pmms_archives.html">http://www.freddiemac.com/pmms/pmms_archives.html</a> <a href="http://www.freddiemac.com/research/forecast/">http://www.freddiemac.com/research/forecast/</a>
62	Mortgage Rate Projections	<a href="http://www.freddiemac.com/research/forecast/">http://www.freddiemac.com/research/forecast/</a> <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>
66, 67	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>
68-72	Days To Close, FICO Scores, DTI	<a href="https://www.icemortgagetechnology.com/mortgage-data/origination-insight-reports">https://www.icemortgagetechnology.com/mortgage-data/origination-insight-reports</a>



# Home Sales

# Average Days on the Market

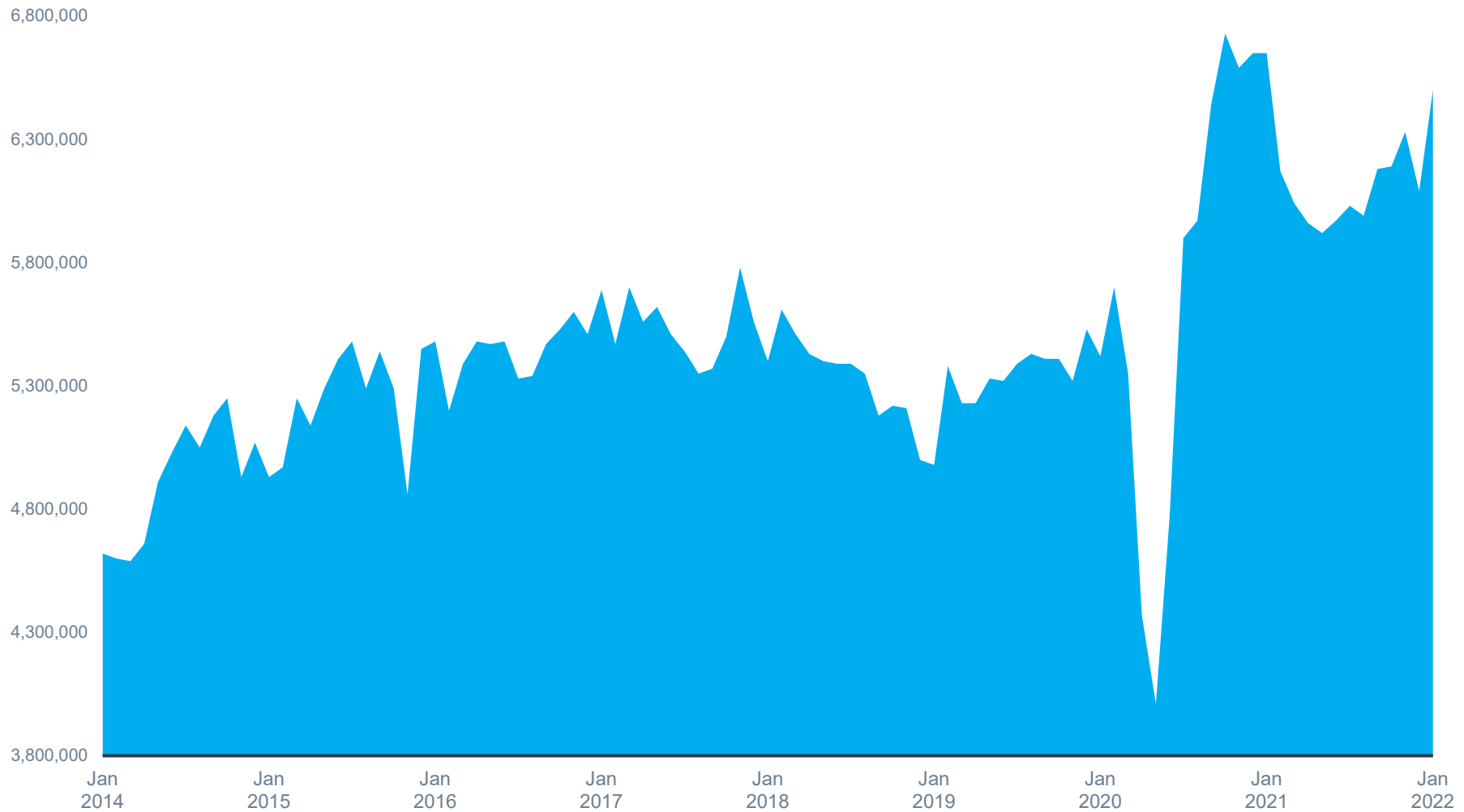
January 2022



Source: NAR

# Existing Home Sales

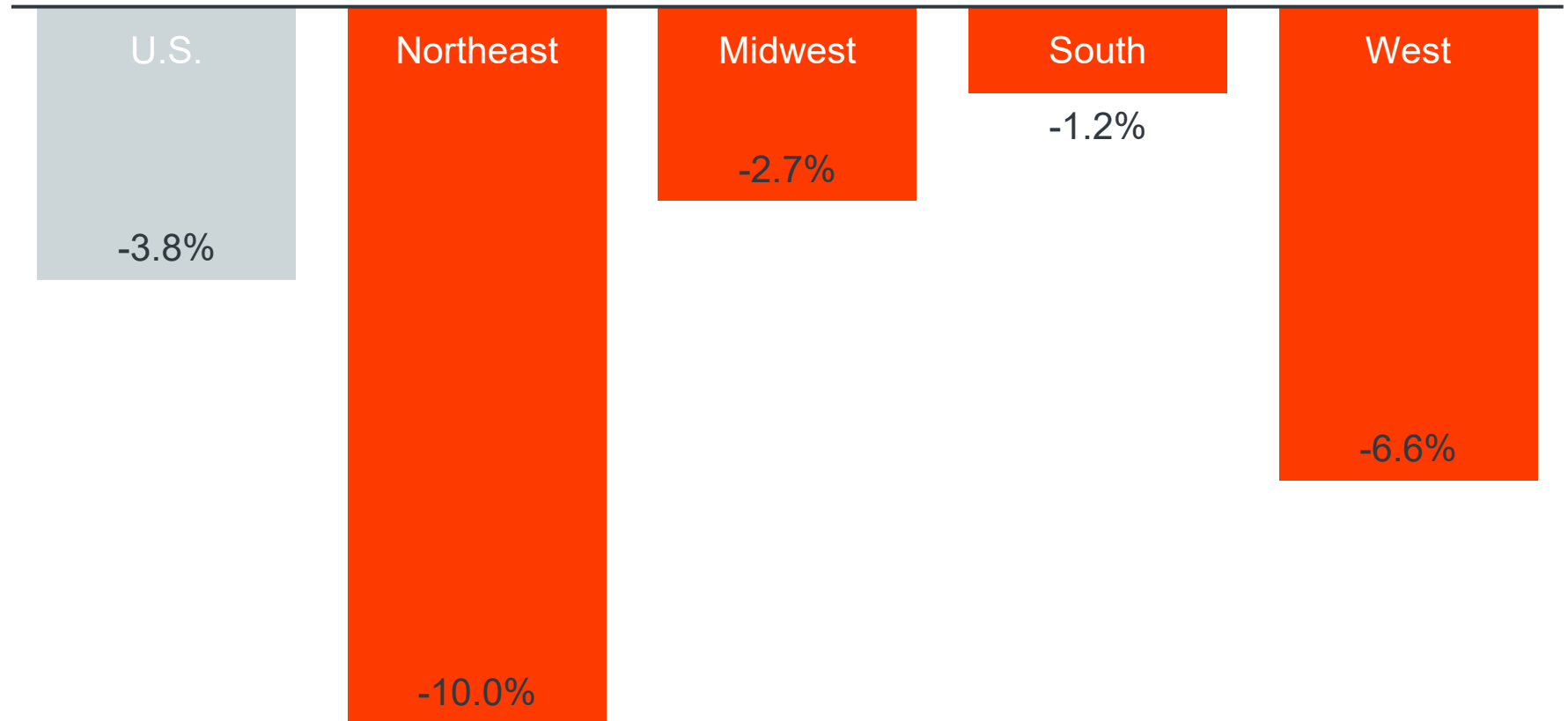
Since January 2014



Source: NAR

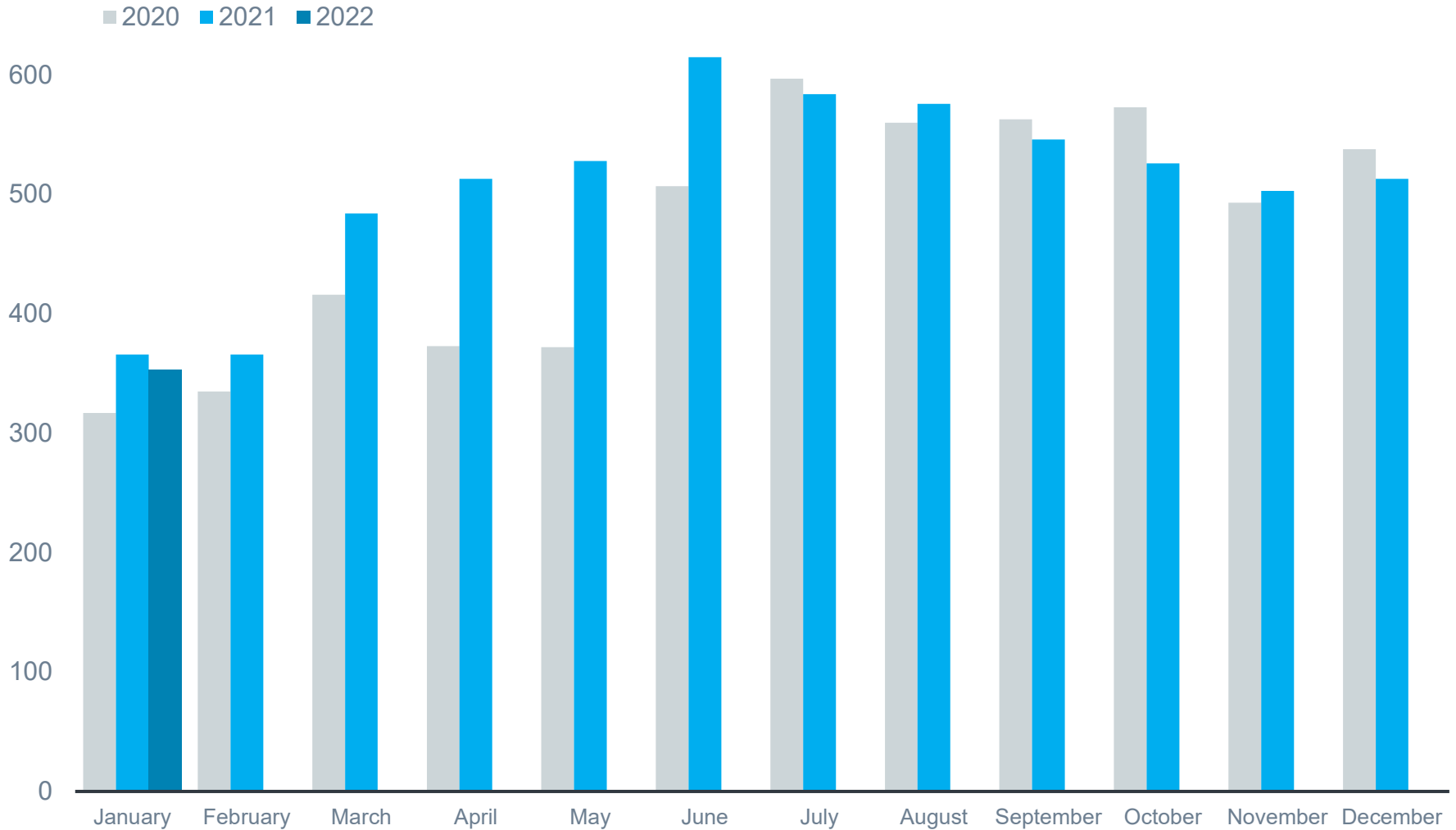
# Existing Home Sales

Year-Over-Year, by Region



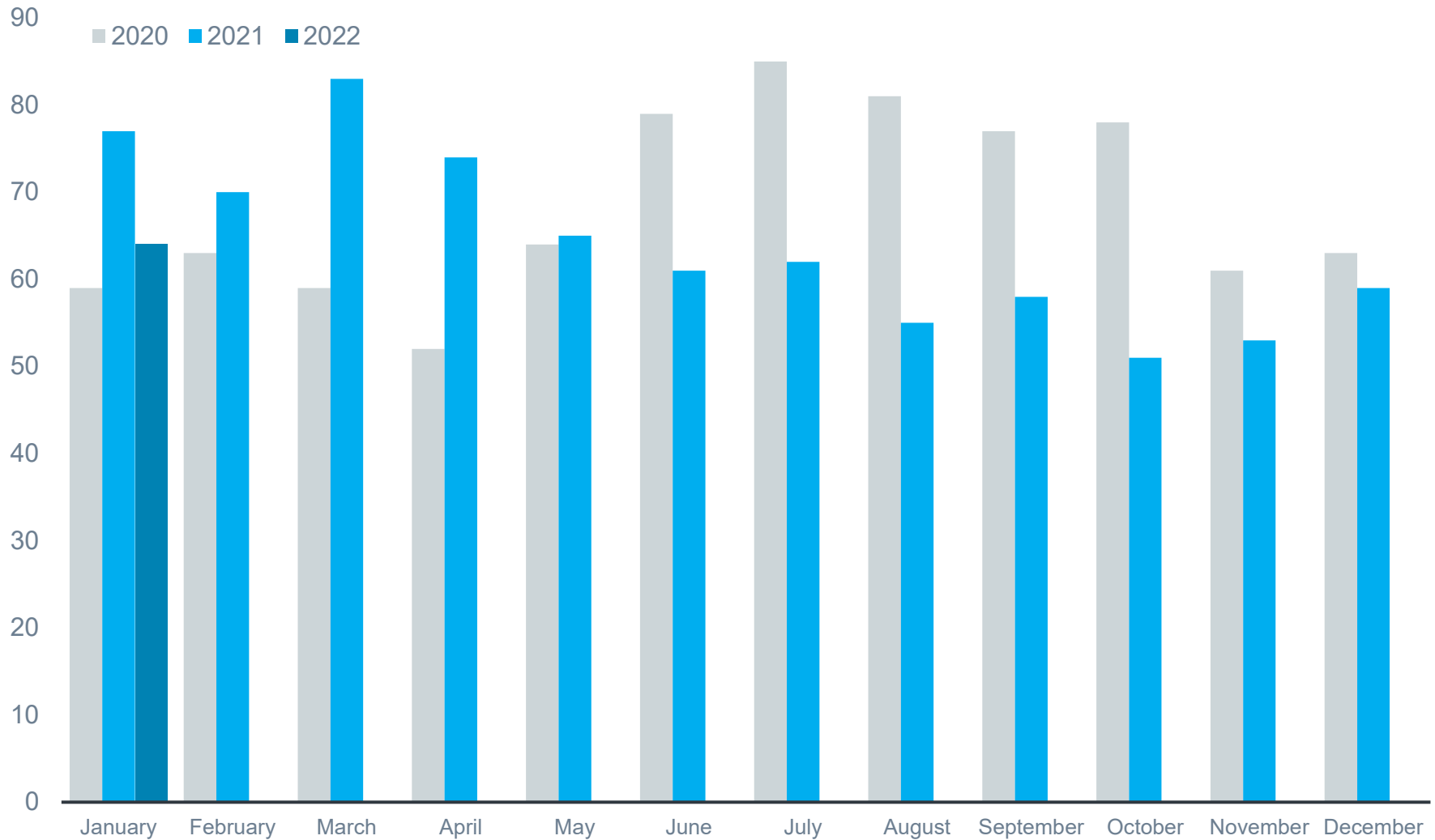
# Existing Home Sales

In Thousands



# New Home Sales

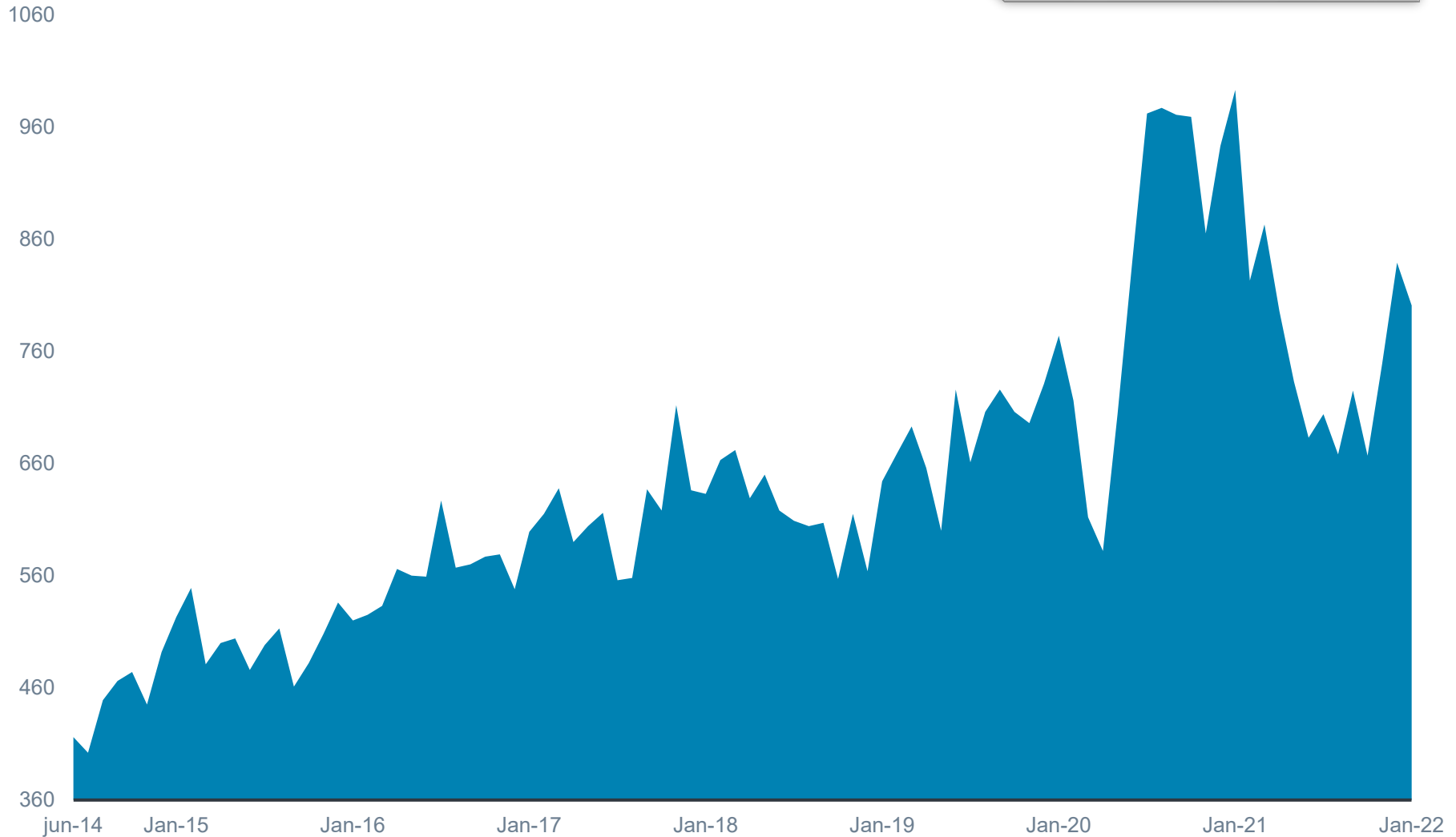
In Thousands



Source: Census

# New Home Sales

Annualized in Thousands



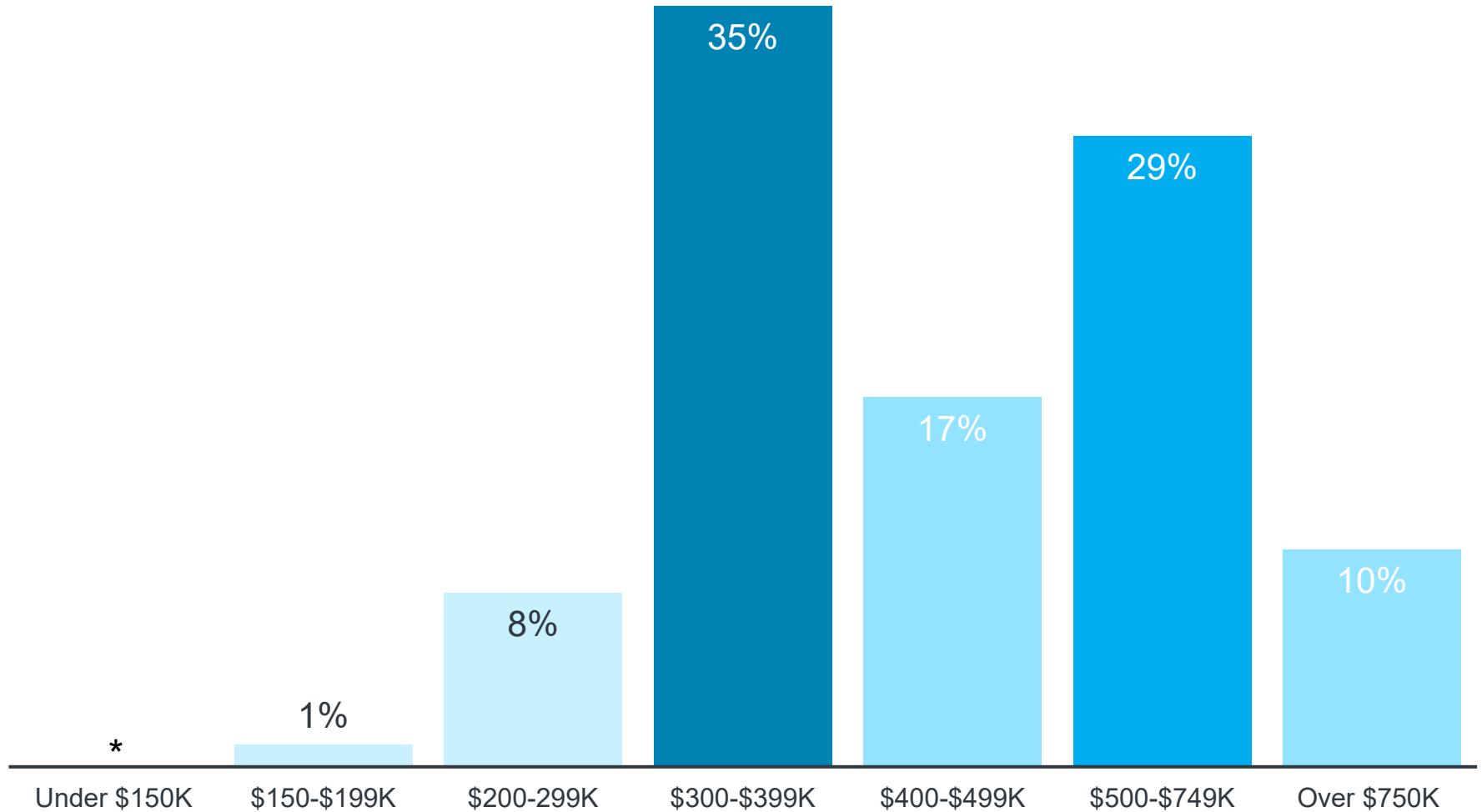
Source: Census



# New Home Sales

## Percent of Distribution by Price Range

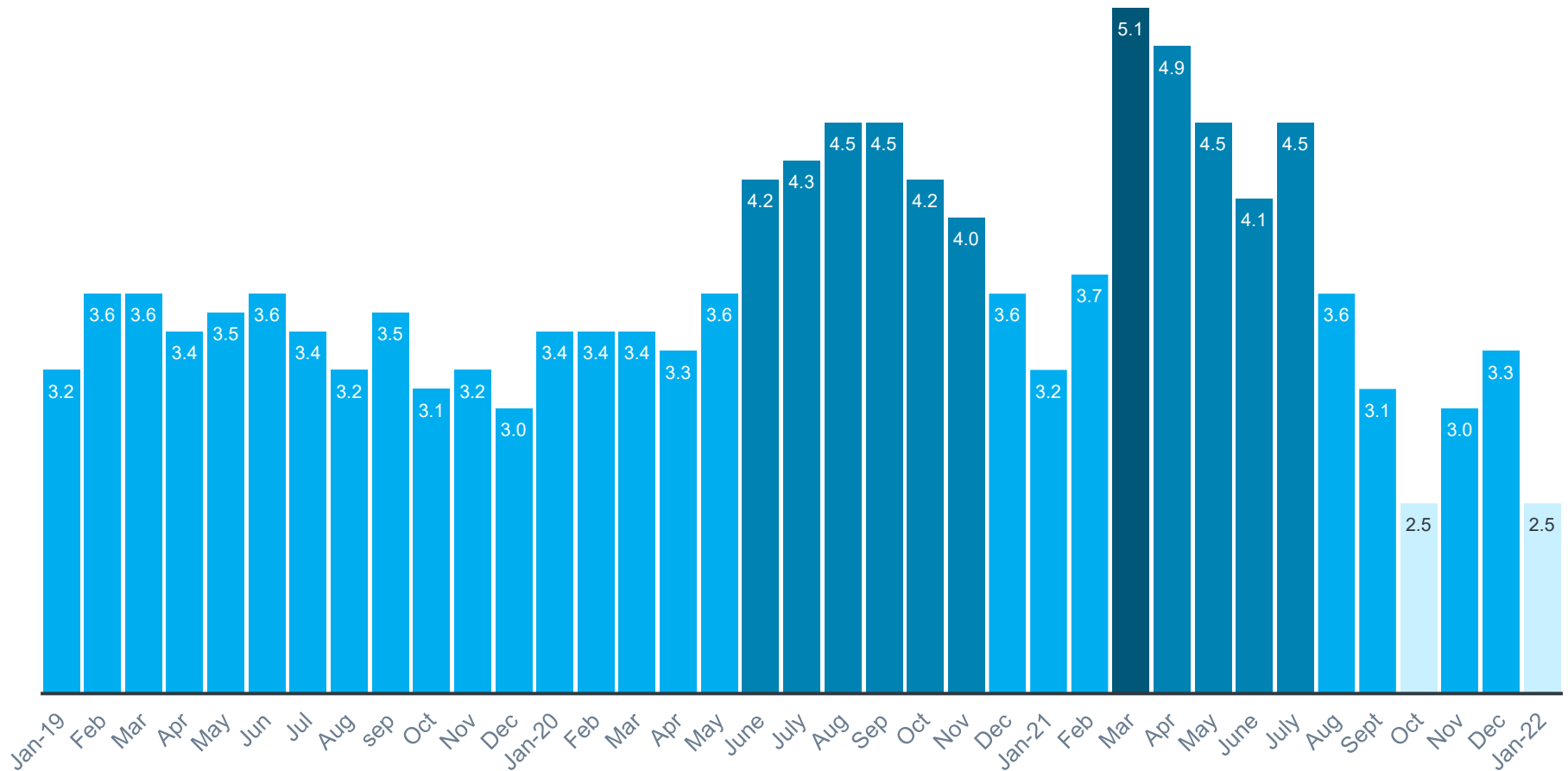
*\* Less Than 500 Units or Less Than 0.5 Percent*



Source: Census

# New Homes Selling Fast

Median Months from Completion to Sold

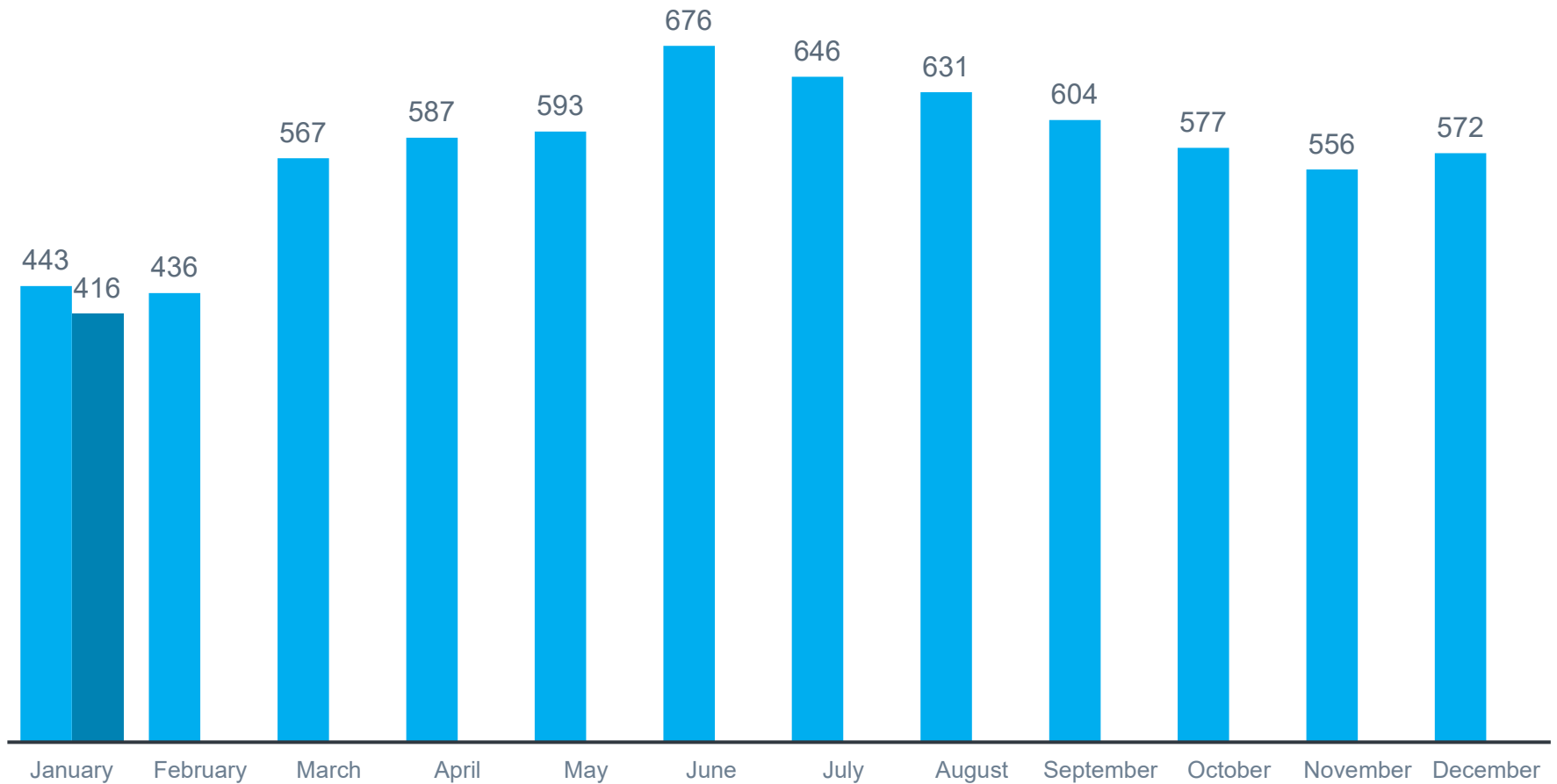


Source: Census

# Total Home Sales

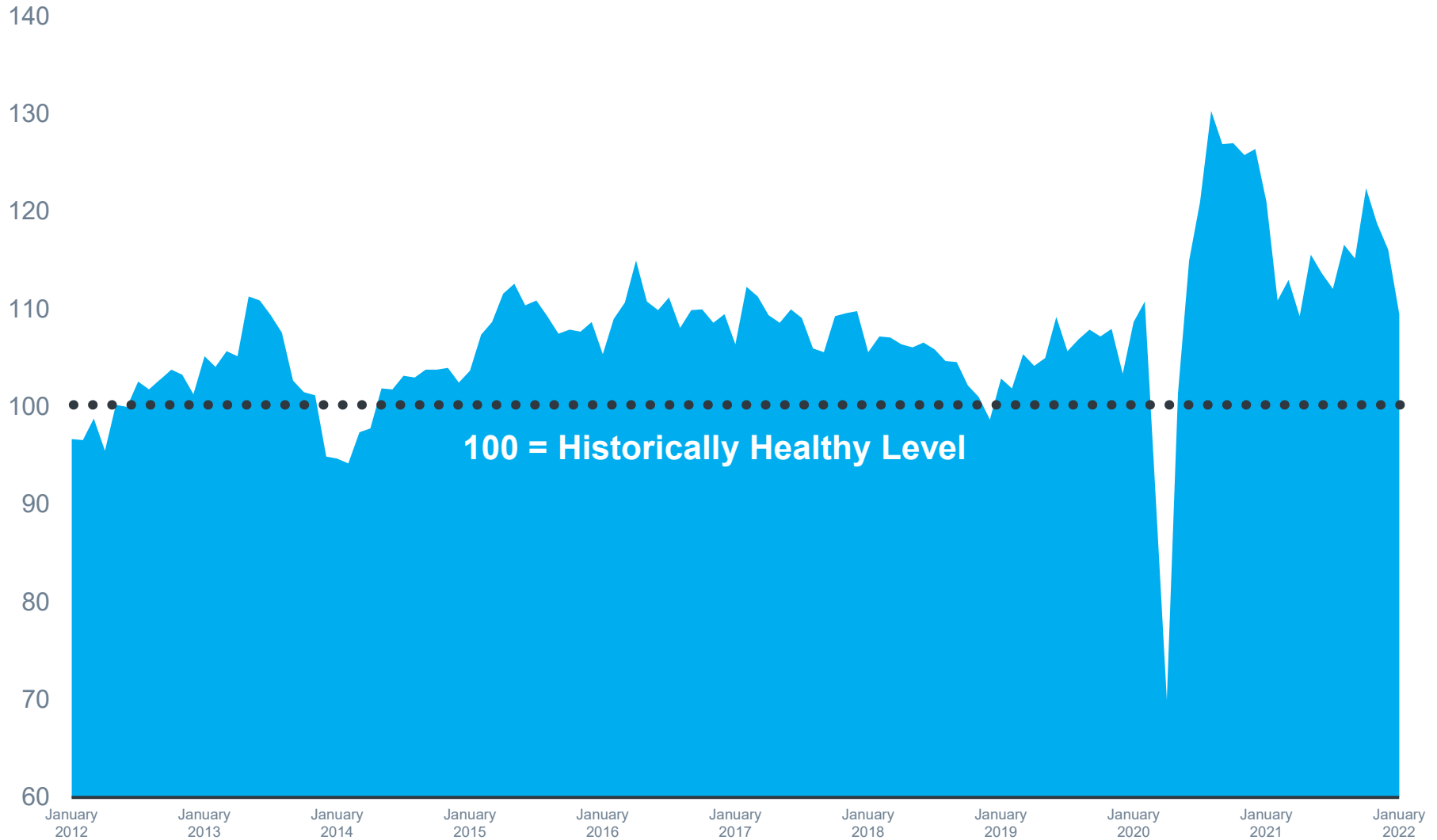
In Thousands

■ 2021 ■ 2022



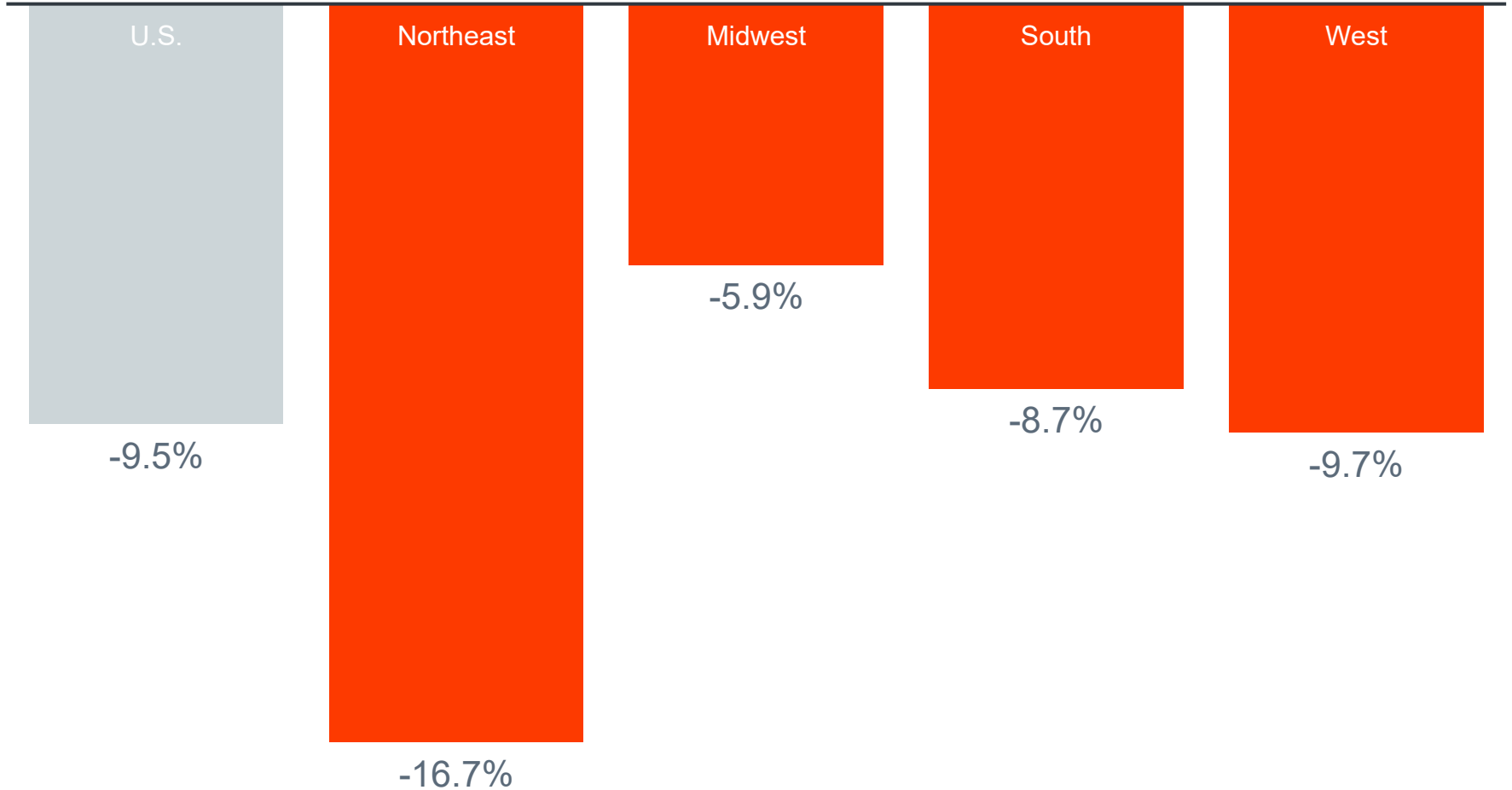
Source: Census

# Pending Home Sales



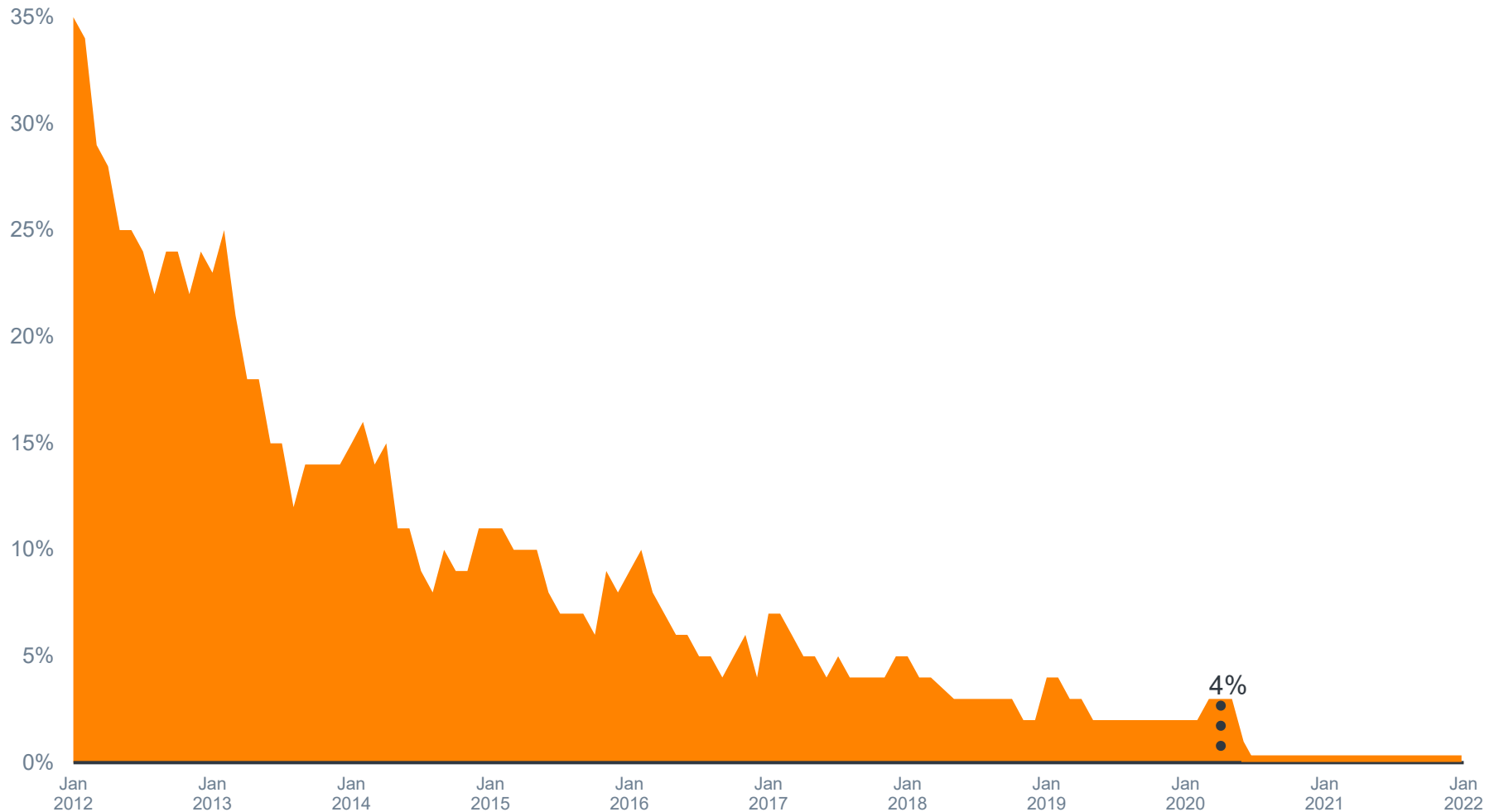
# Pending Home Sales

Year-Over-Year by Region



# Percentage of Distressed Property Sales

Distressed Sales (Foreclosures and Short Sales) Represented Less Than 1% of Sales in January.



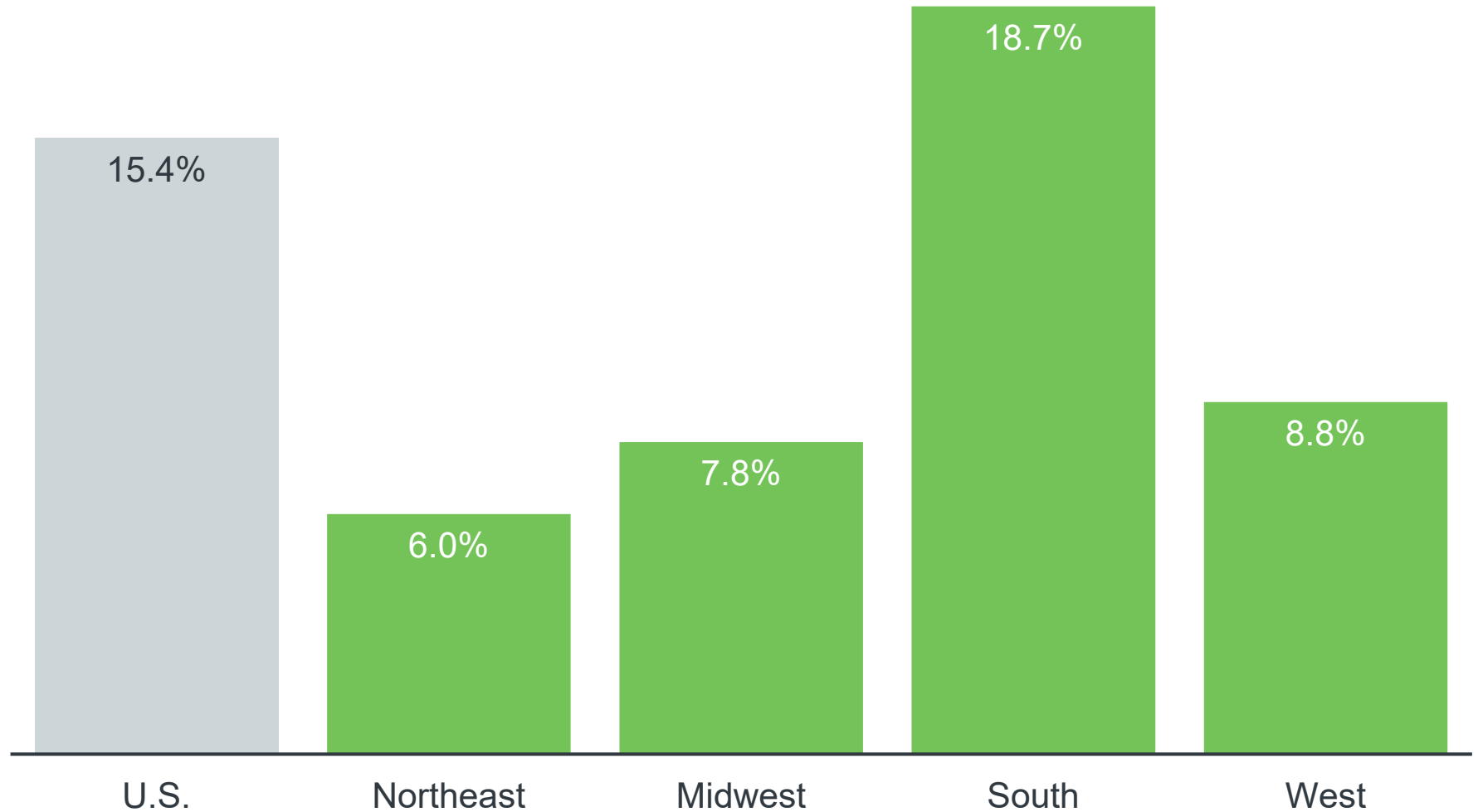


# Home Prices



# Sales Price of Existing Homes

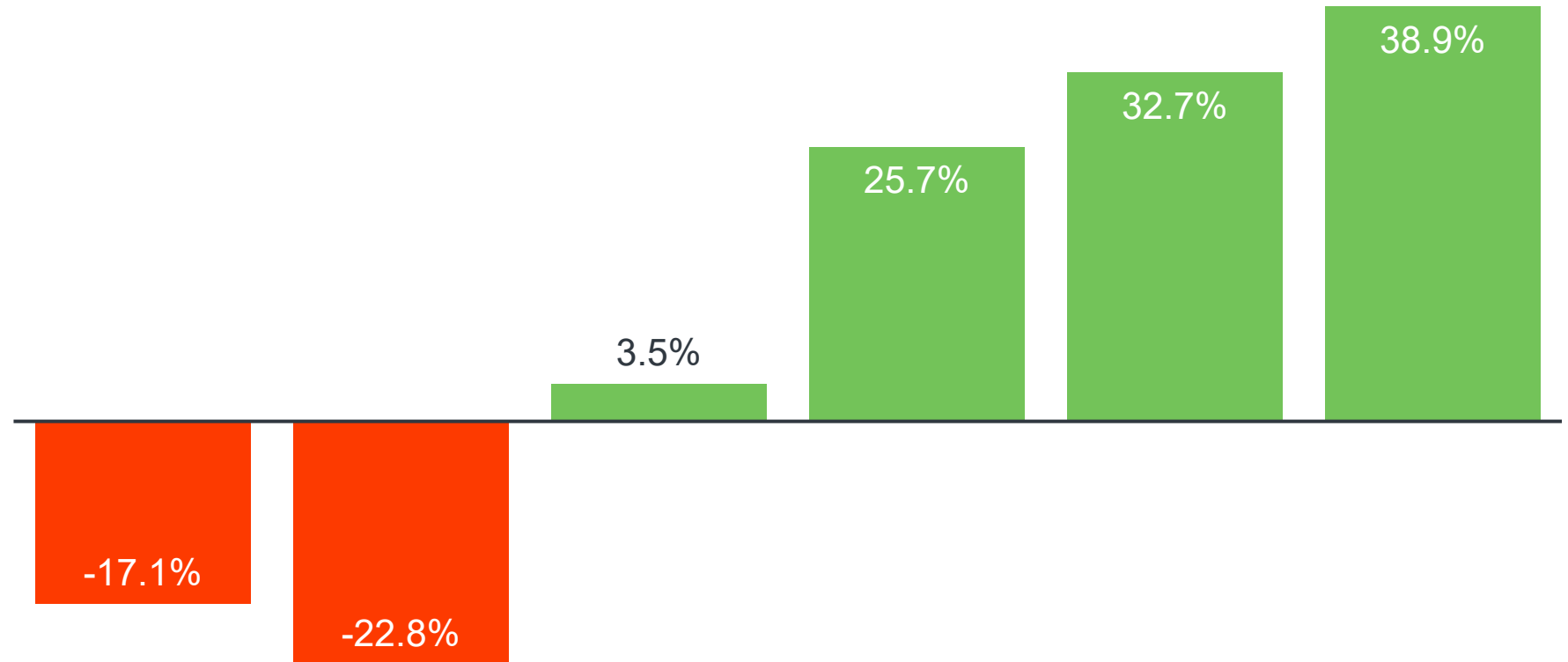
Year-Over-Year, by Region





# % Change in Sales

Year-Over-Year, by Price Range

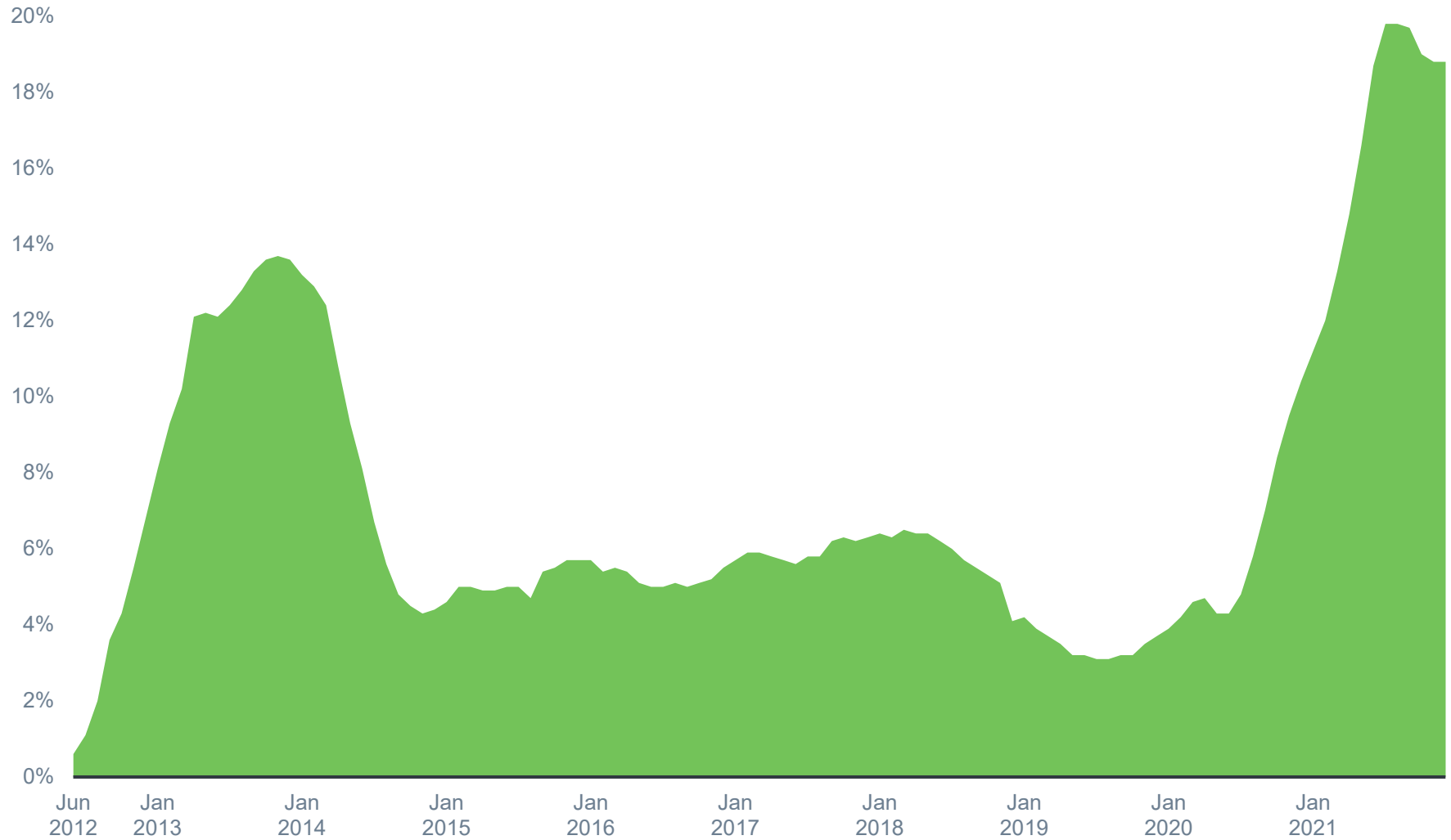


	\$0-100K	\$100-250K	\$250-500K	\$500-750K	\$750K-1M	\$1M+
%	-17.1%	-22.8%	3.5%	25.7%	32.7%	38.9%

Source: NAR

# Change in Home Prices

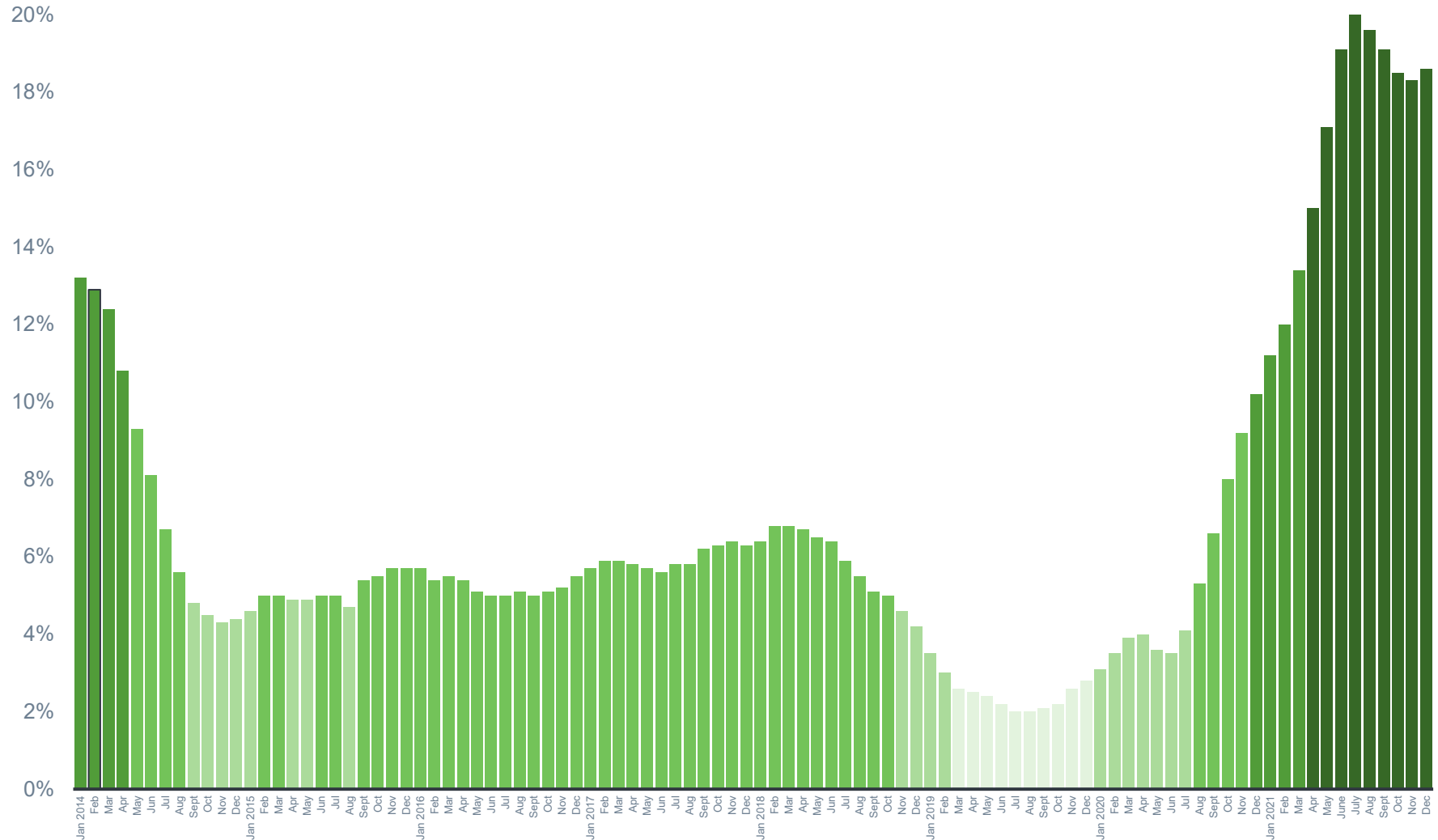
Year-Over-Year



Source: S&P Case-Shiller

# Change in Home Prices

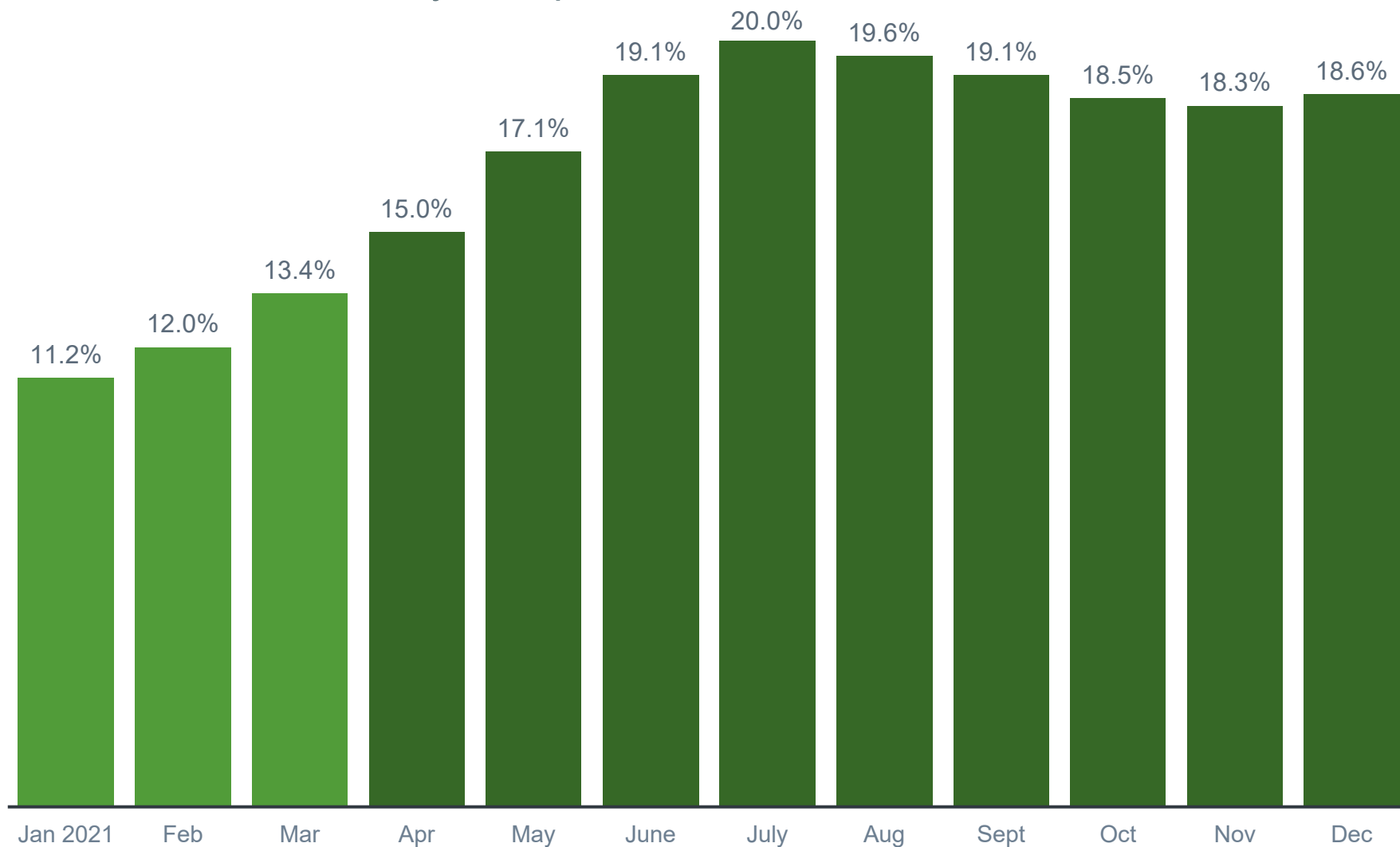
Year-Over-Year, 20 City Composite



Source: S&P Case-Shiller

# Change in Home Prices

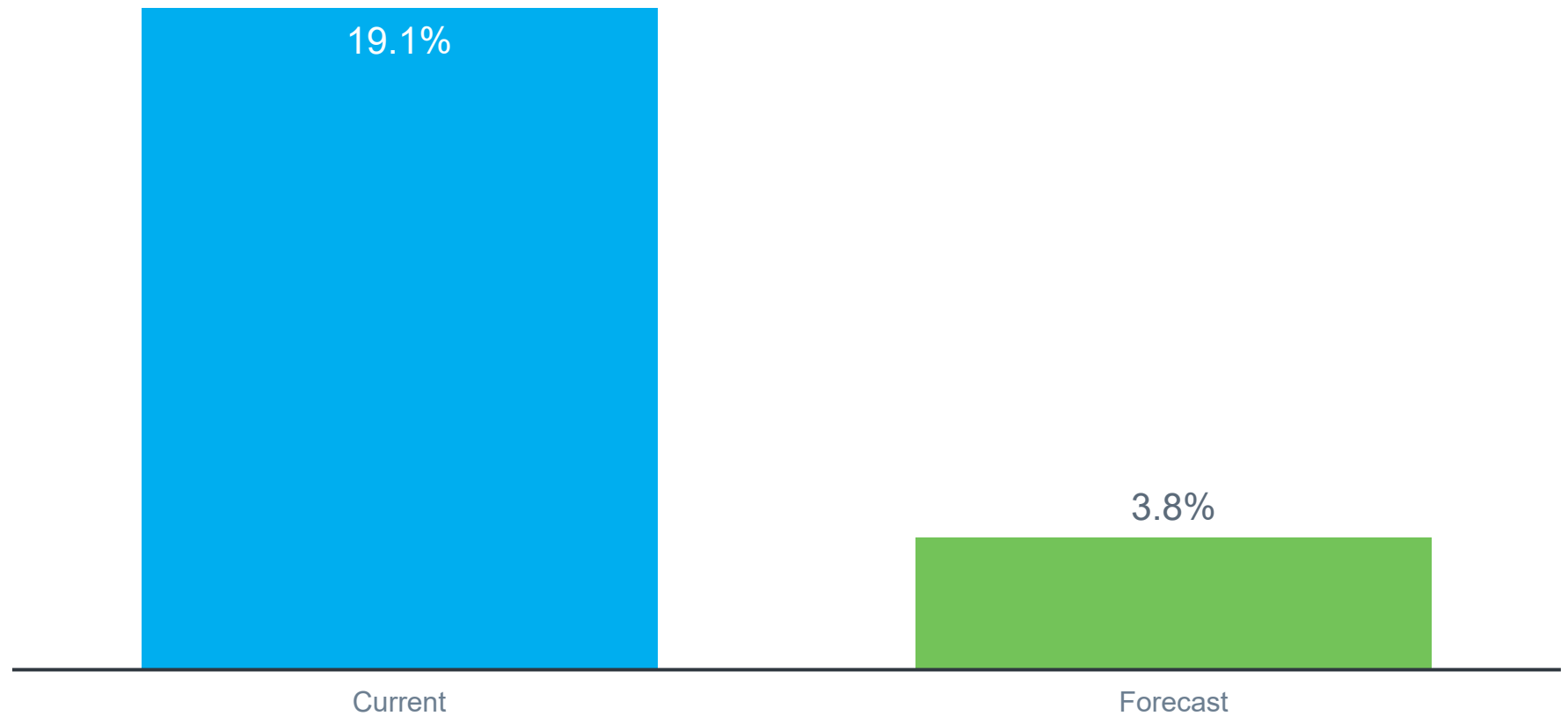
Year-Over-Year, 20 City Composite



Source: S&P Case-Shiller

# Year-Over-Year % Change in Price

January 2022



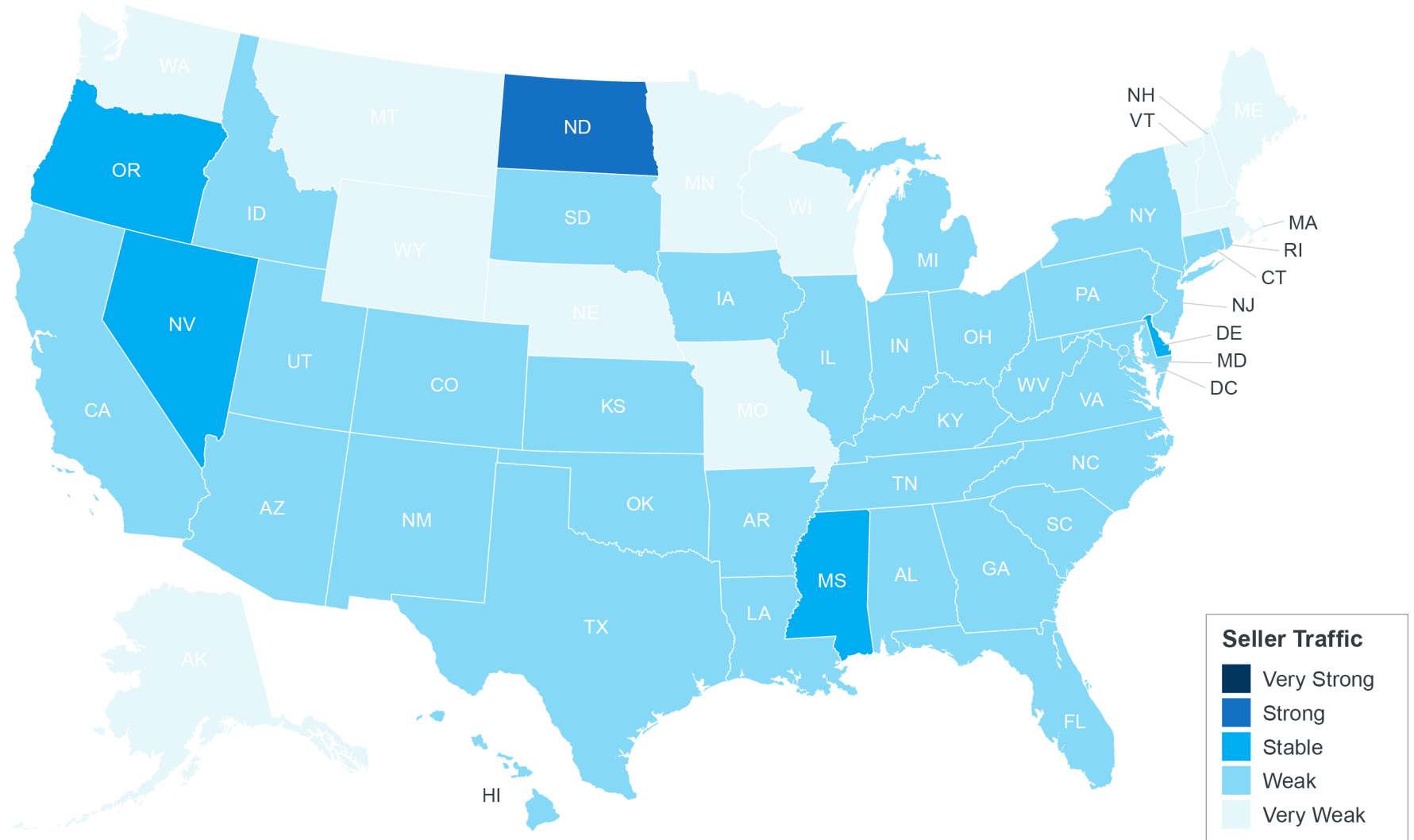


# Housing Inventory



# Seller Traffic Index

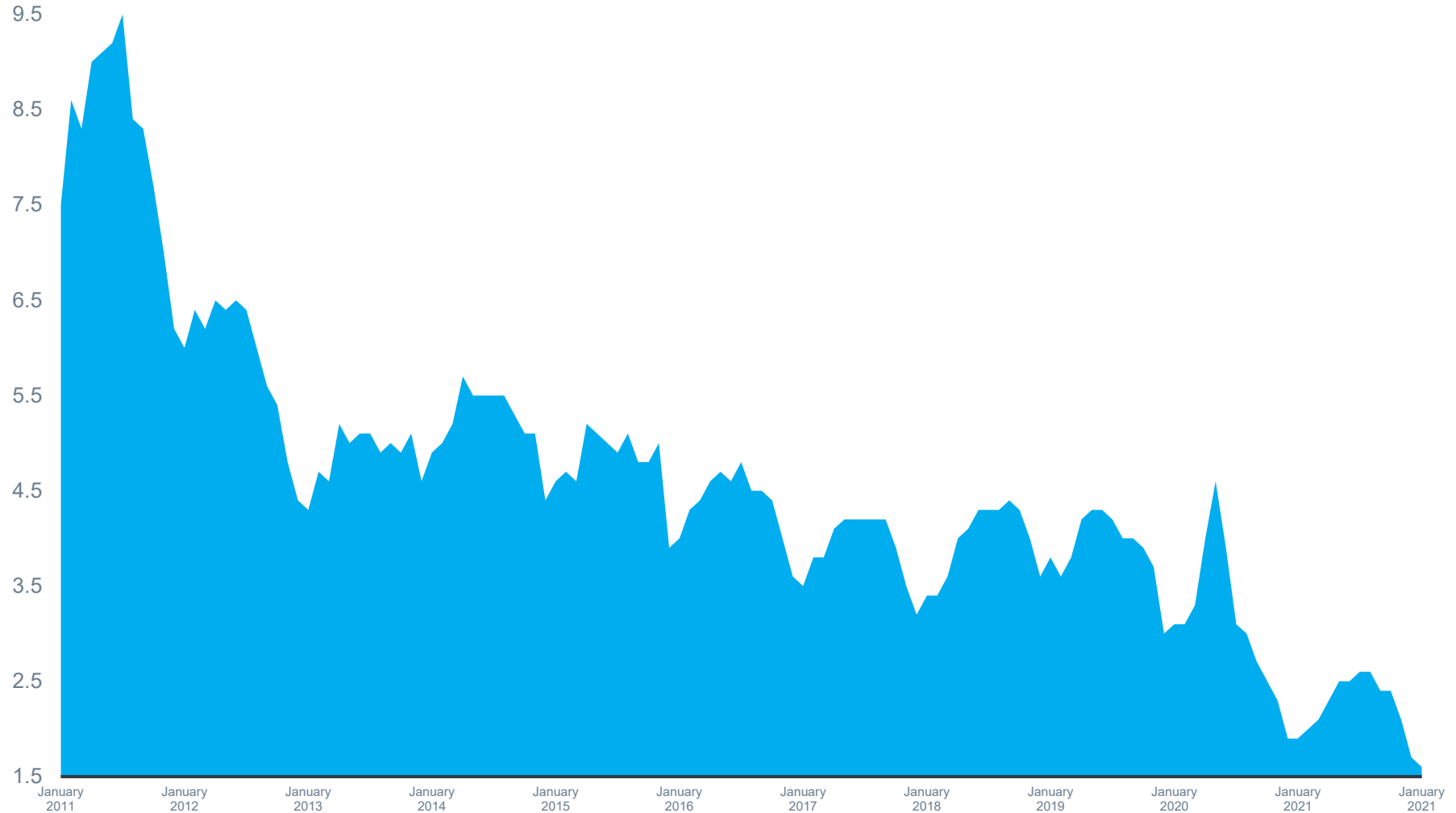
January 2022



Source: NAR

# Months Inventory of Homes for Sale

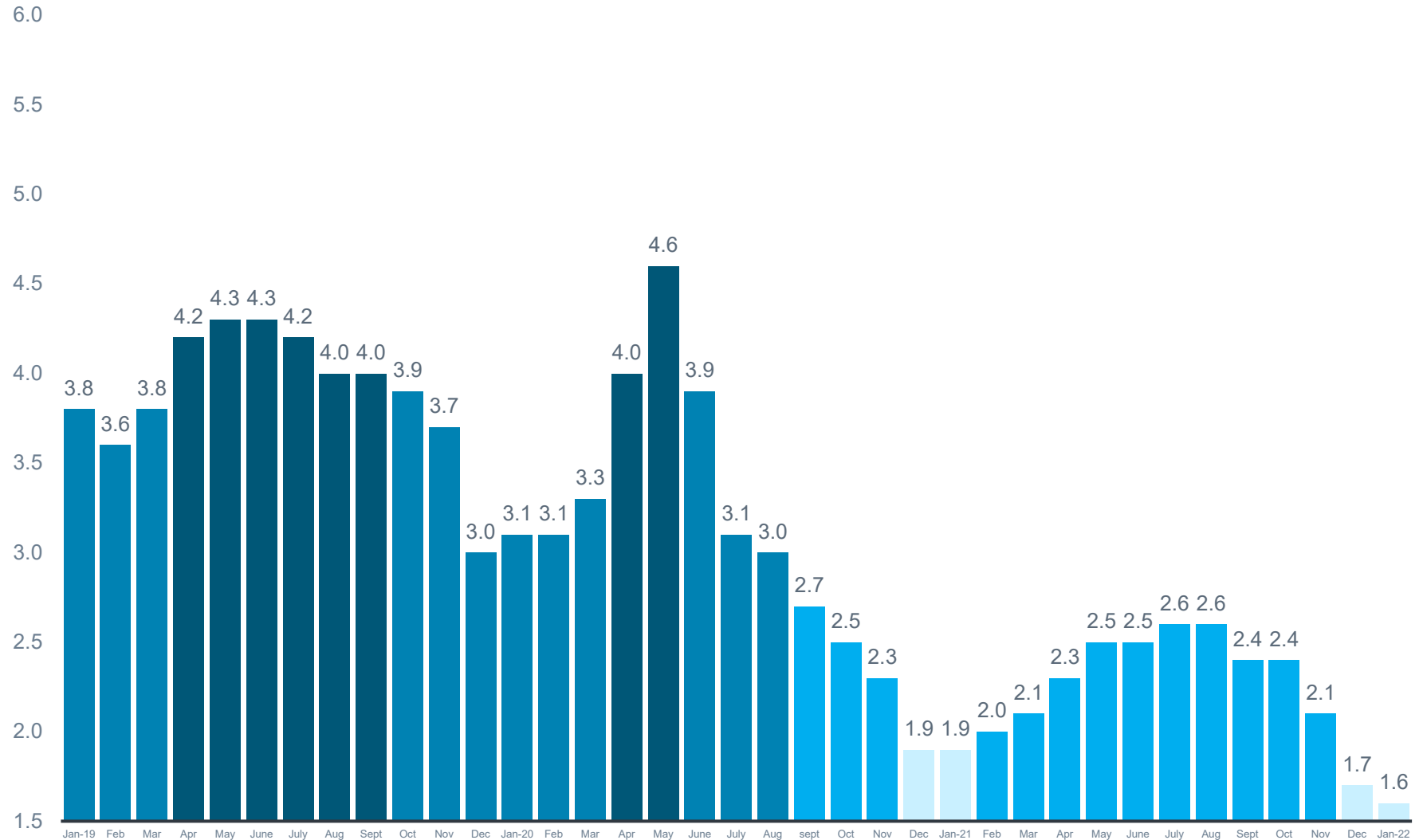
2011 - Today





# Months Inventory of Homes for Sale

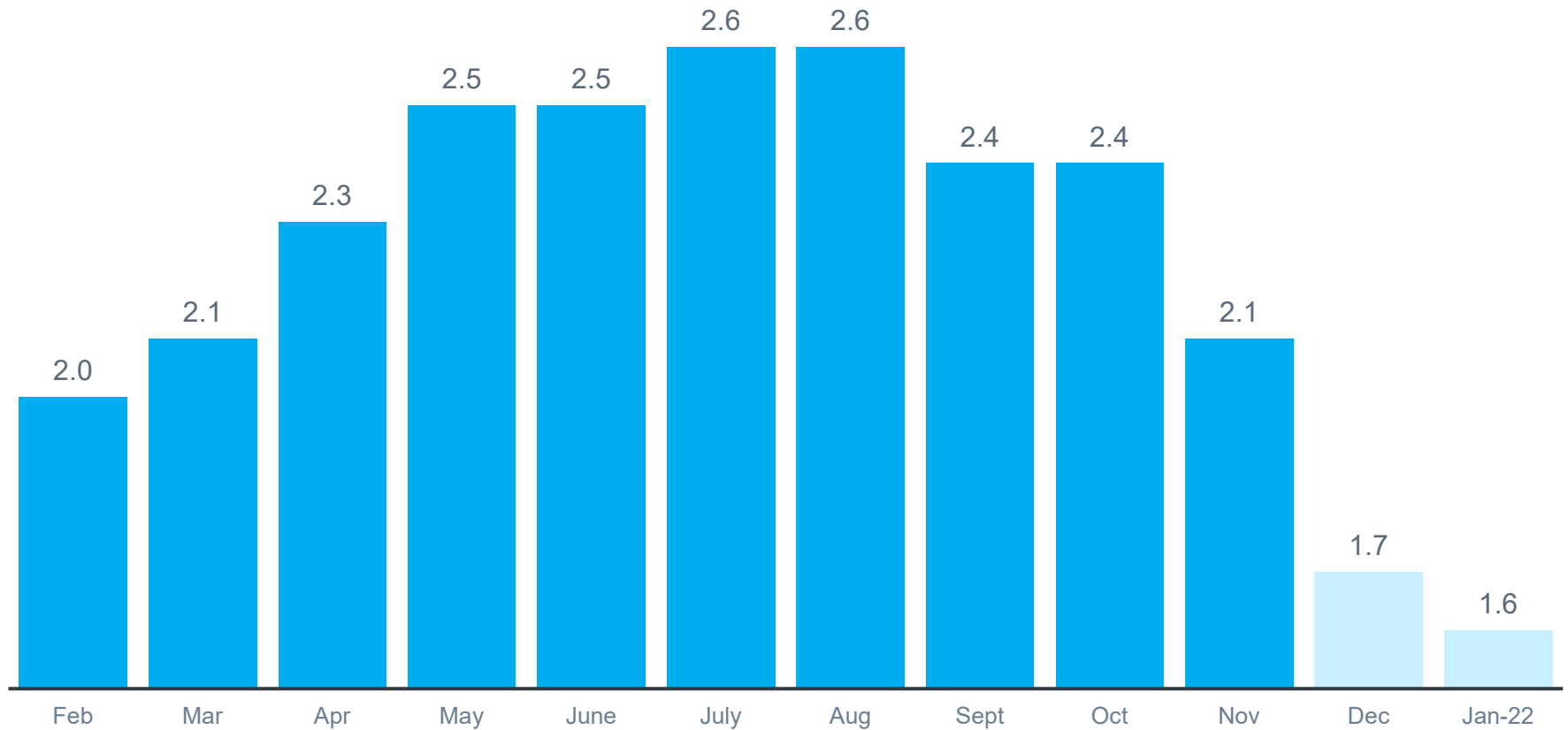
Since 2019



Source: NAR

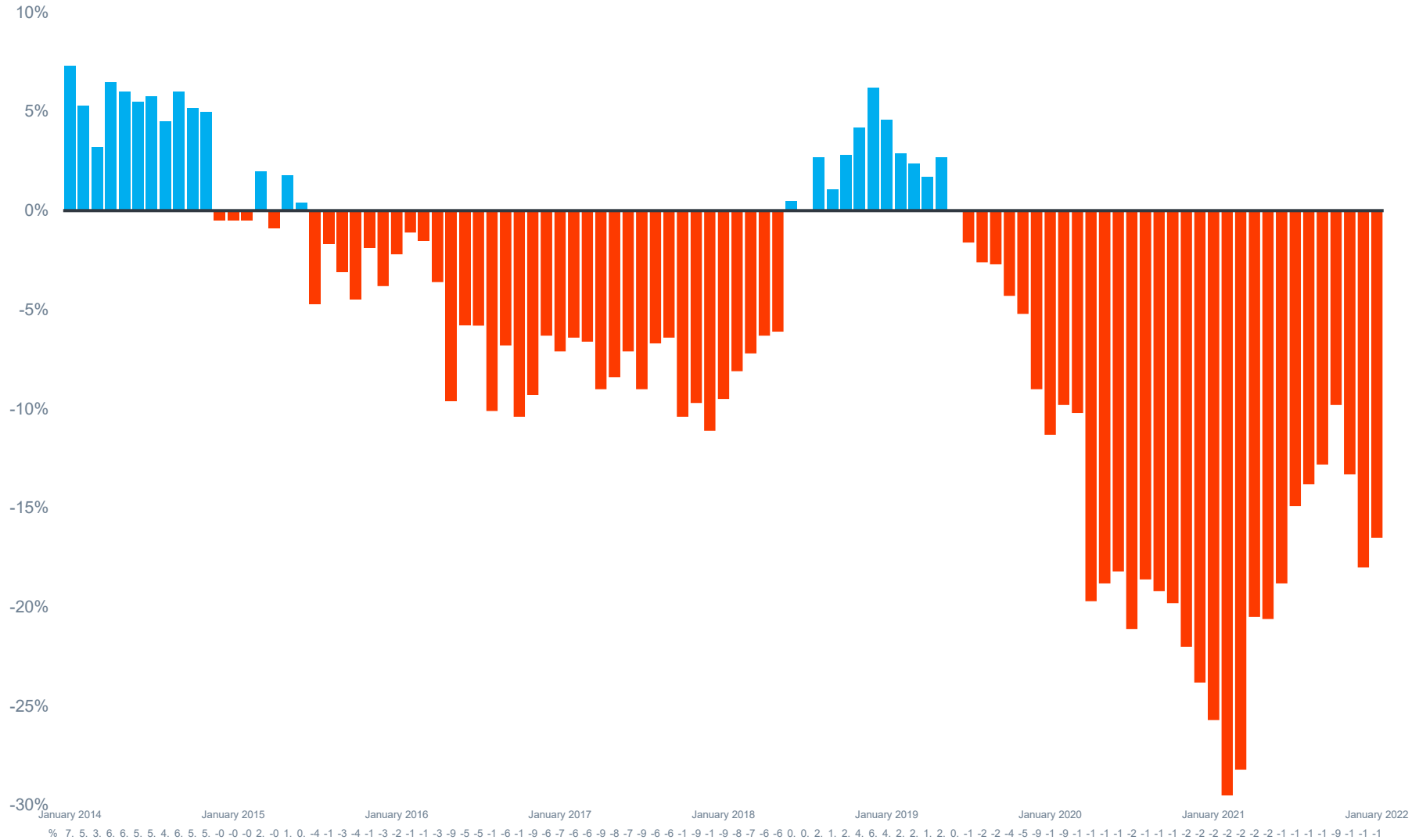
# Months Inventory of Homes for Sale

Last 12 Months



Source: NAR

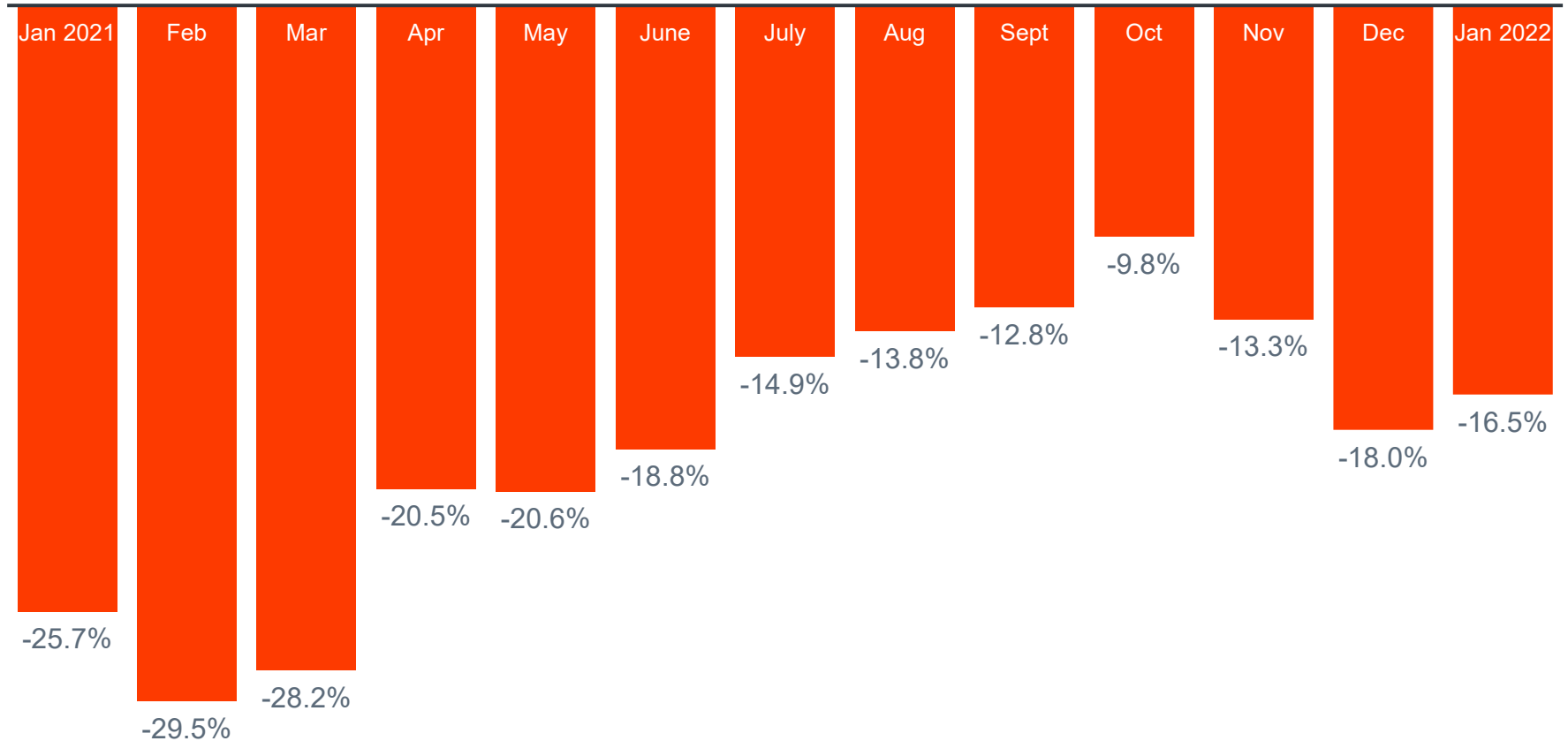
## Year-Over-Year Inventory Levels



Source: NAR

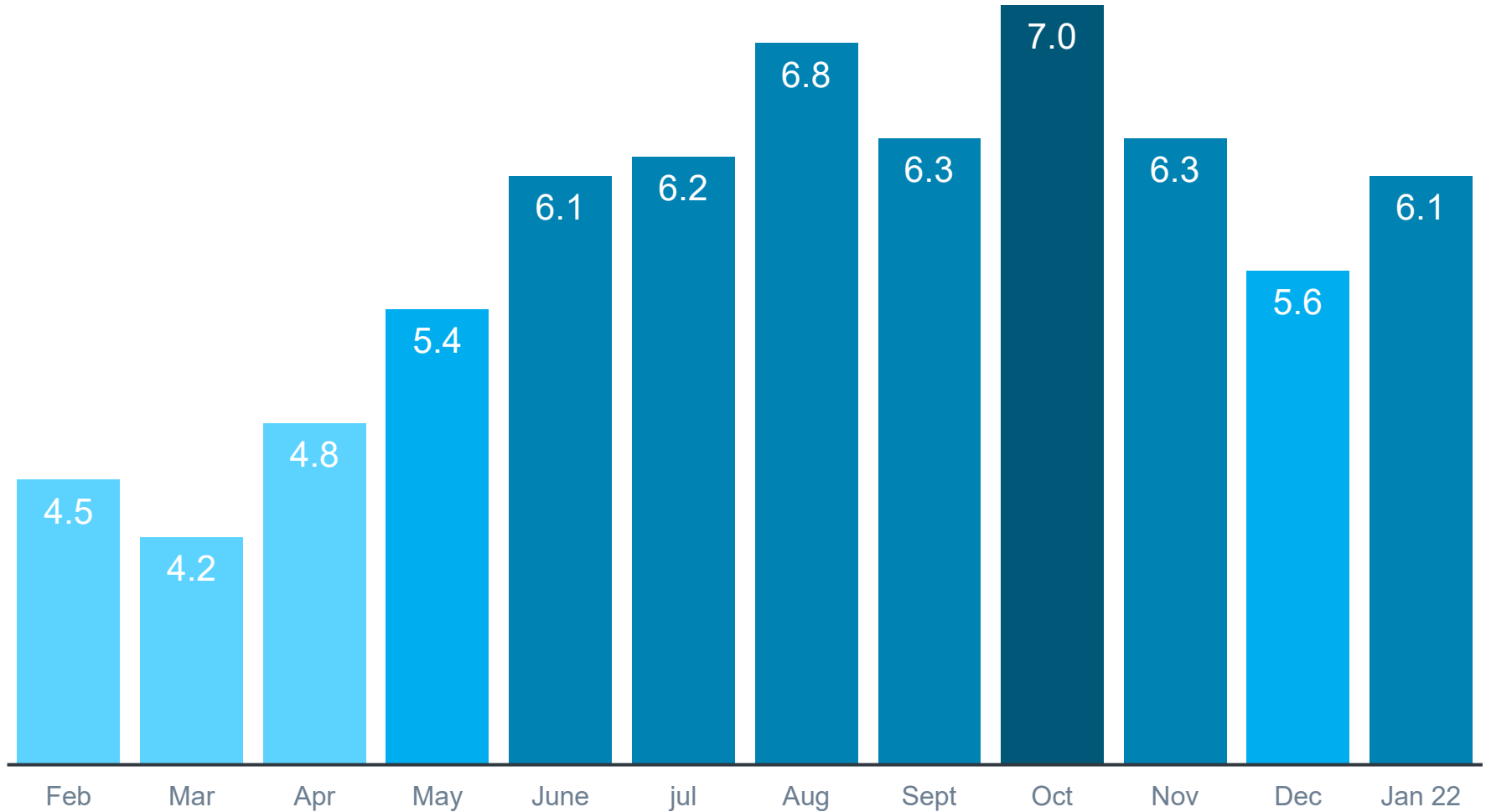
# Year-Over-Year Inventory Levels

Last 12 Months



# New Home Monthly Inventory

Seasonally Adjusted, Last 12 Months



Source: Census

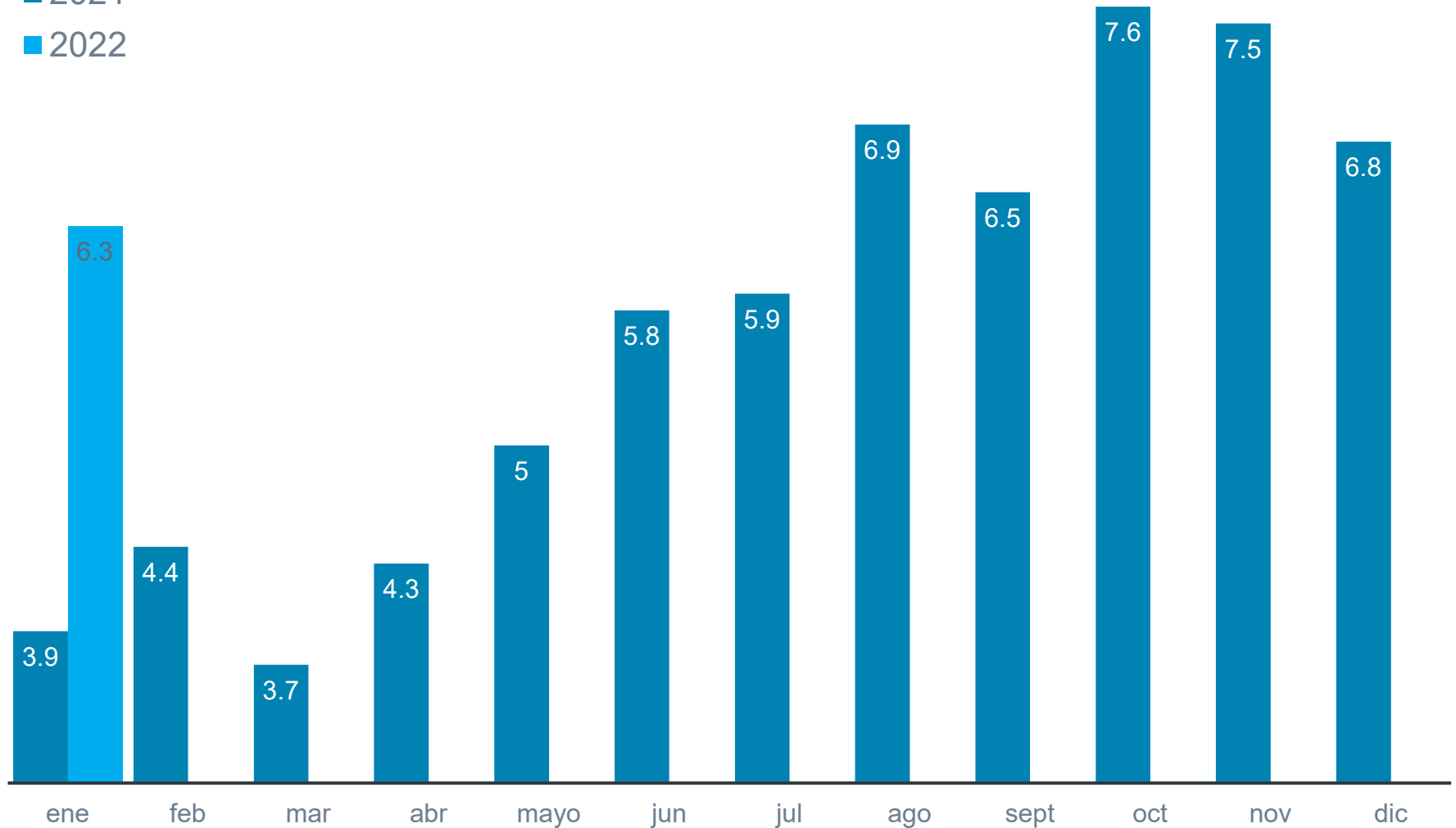
# New Home Monthly Inventory

Non-Seasonally Adjusted



■ 2021

■ 2022



Source: Census



# Buyer Demand

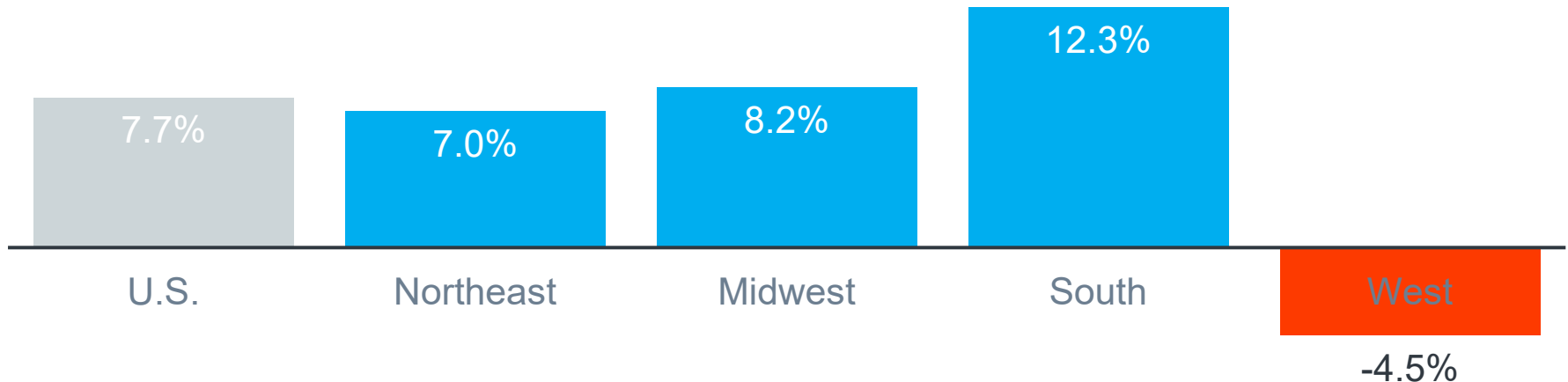


# Buyer Activity Leaps as 83 Markets Hit Double-Digit Showings Per Listing

*Year-Over-Year Increase in Showing Activity, January 2022*

**Michael Lane**, Vice President & General Manager, Showing Time

“Given last year’s historic flurry of activity, it’s not surprising that buyers were motivated to meet their home ownership goals so shortly after the holidays.”

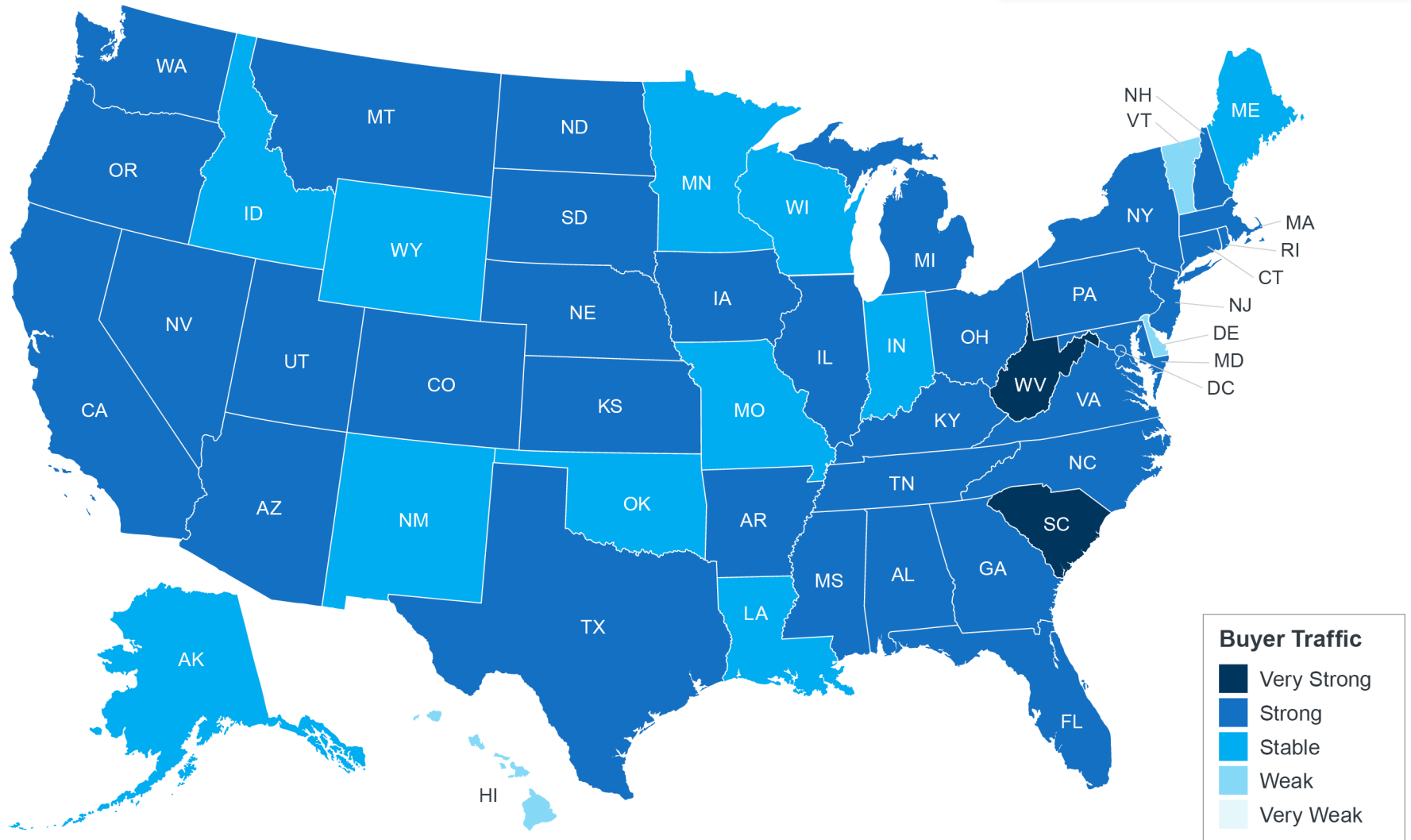


Source: Showing Time

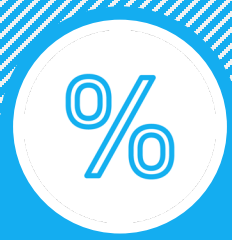


# Buyer Traffic Index

January 2022



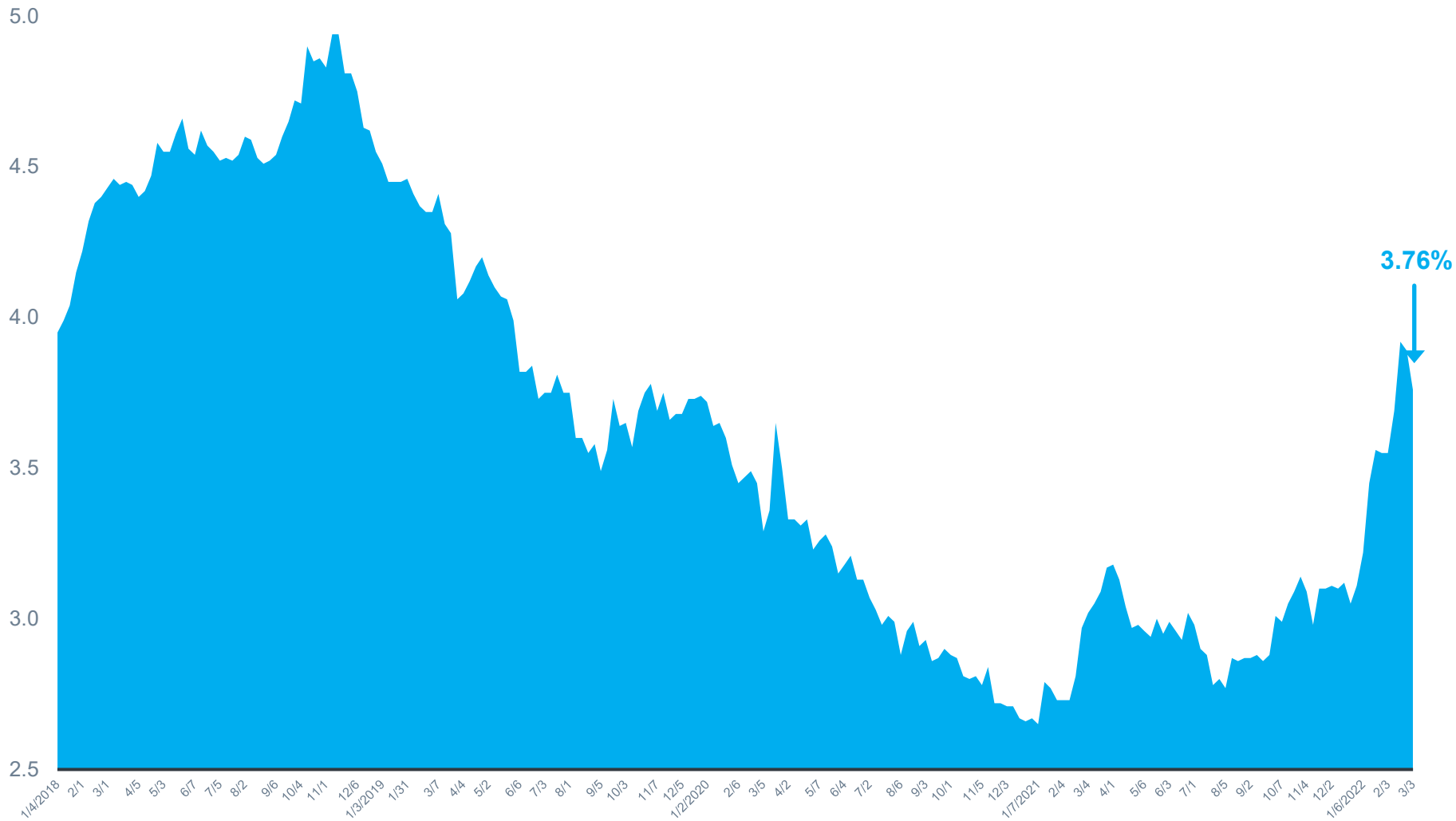
Source: NAR



# Mortgage Rates

# Mortgage Rates

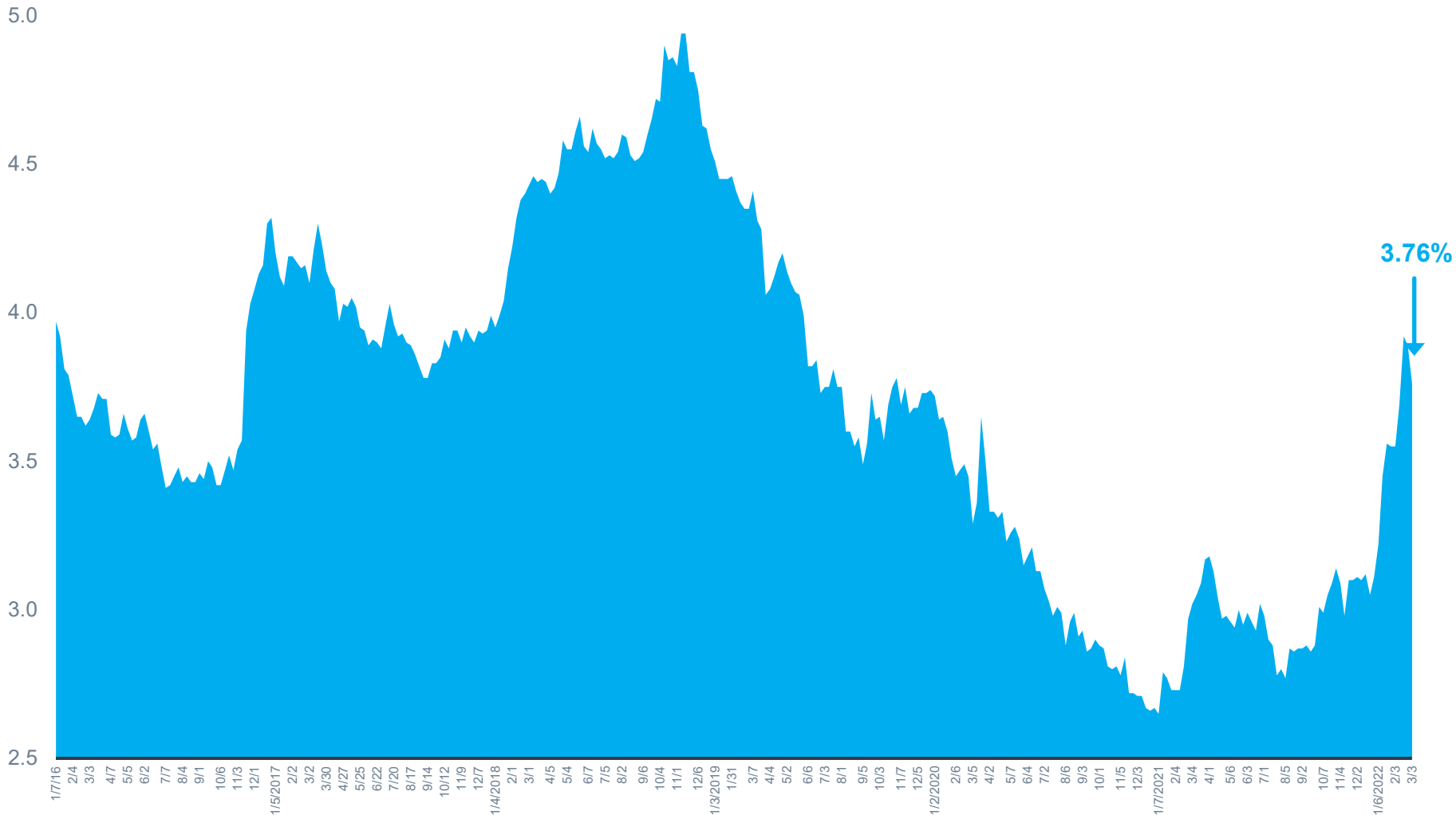
30-Year Fixed Rate, January 2018–Today



Source: Freddie Mac

# Mortgage Rates

30-Year Fixed Rate, January 2016–Today



Source: Freddie Mac

# Mortgage Rate Projections

February 2022

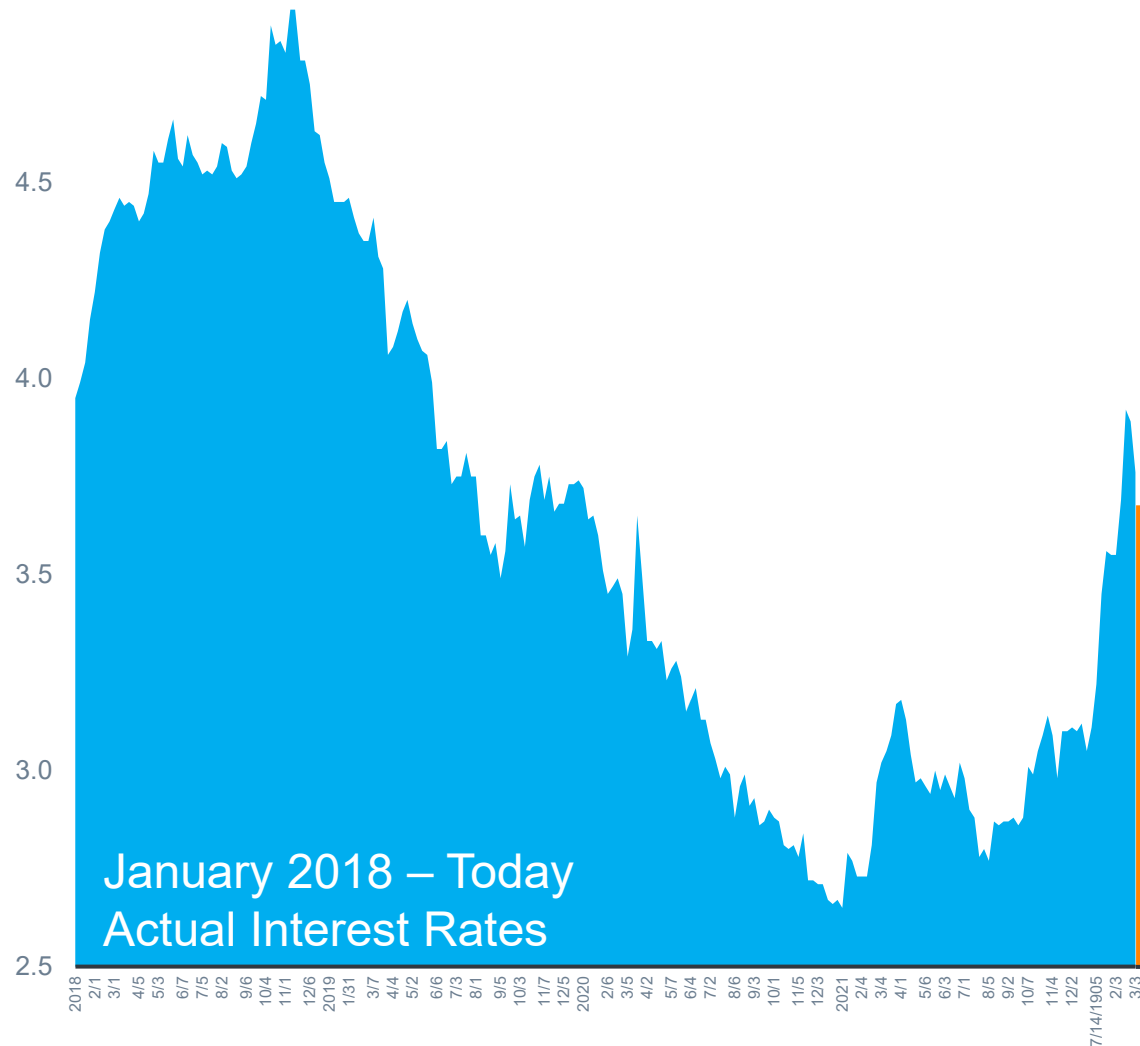
Quarter	Freddie Mac	Fannie Mae	MBA	NAR	Average of All Four
2022 3Q	3.7	3.7	4.1	3.7	<b>3.80%</b>
2022 4Q	3.7	3.7	4.3	3.9	<b>3.90%</b>
2023 1Q	3.8	3.7	4.3	4.0	<b>3.95%</b>
2023 2Q	3.9	3.8	4.4	4.0	<b>4.00%</b>



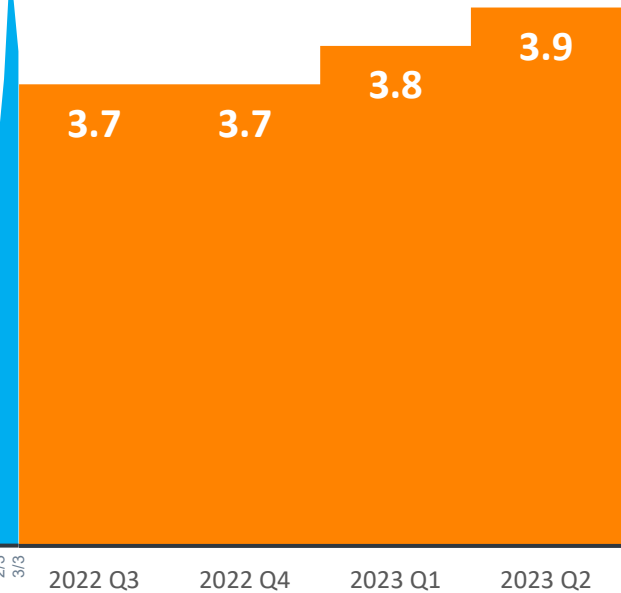
# Mortgage Rates

## 30-Year Fixed Rate

5.0



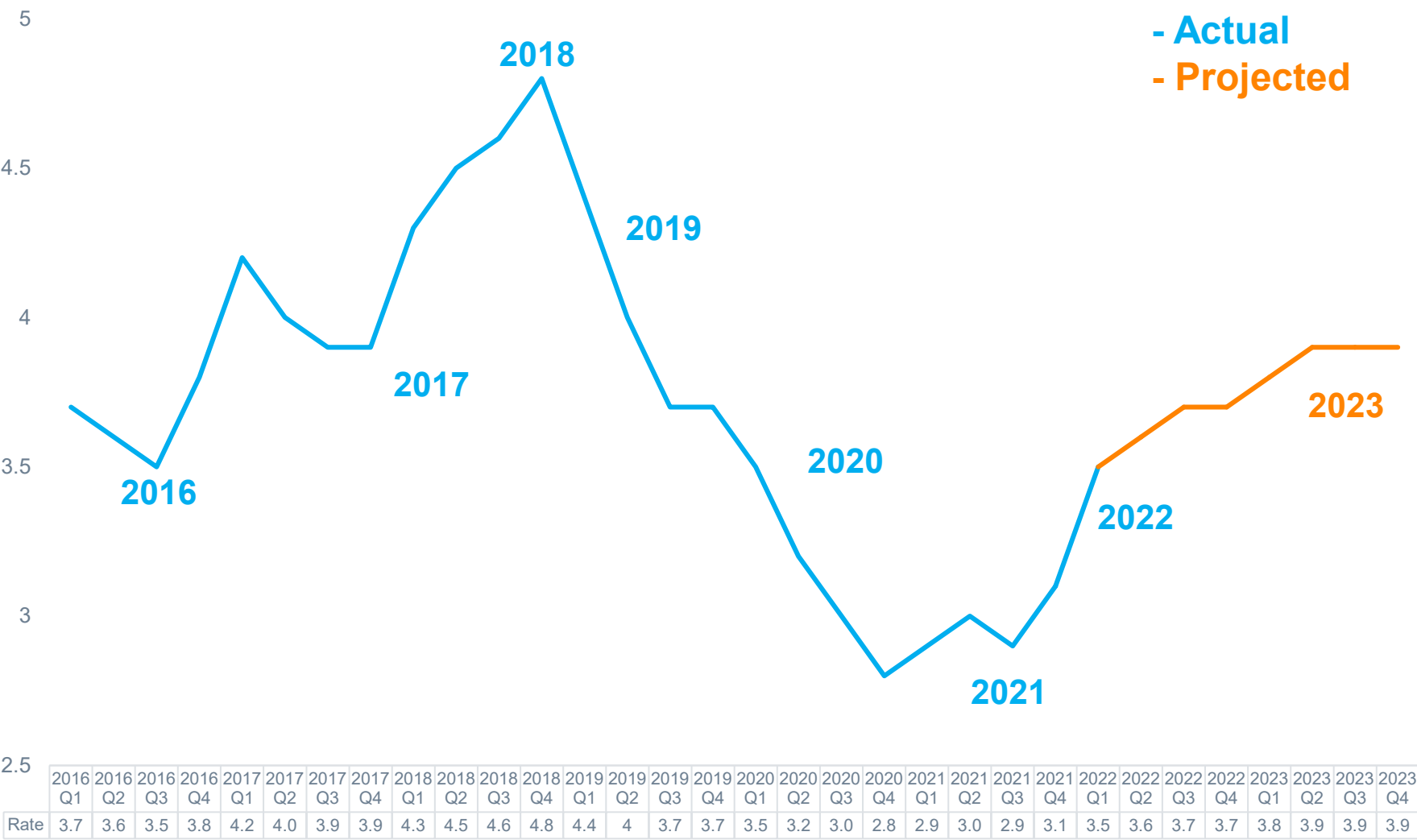
## Where Are They Going?



Source: Freddie Mac

# Mortgage Rates

30-Year Fixed Rate



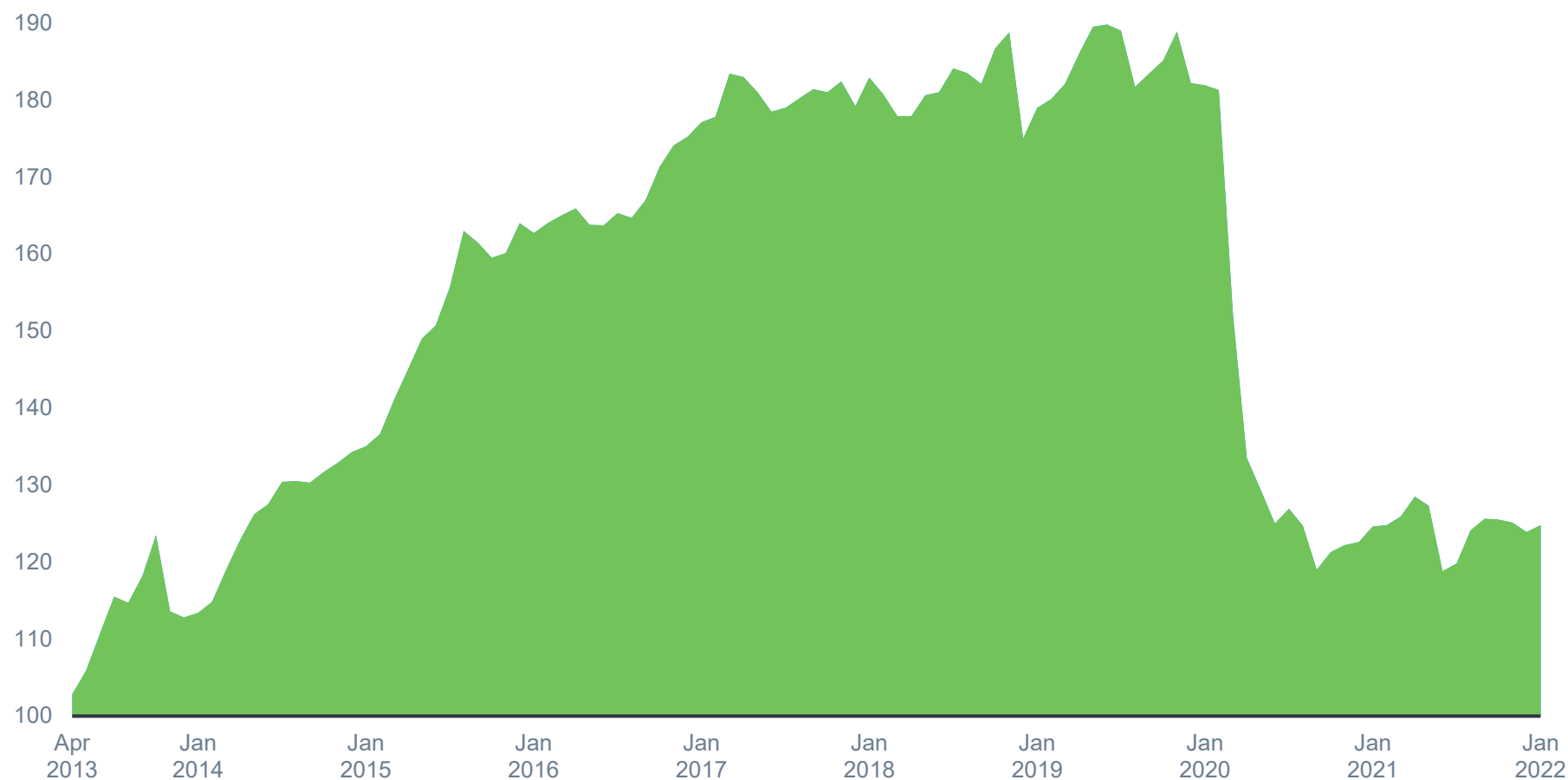


# Mortgage Credit Availability



# Mortgage Credit Availability Index (MCAI)

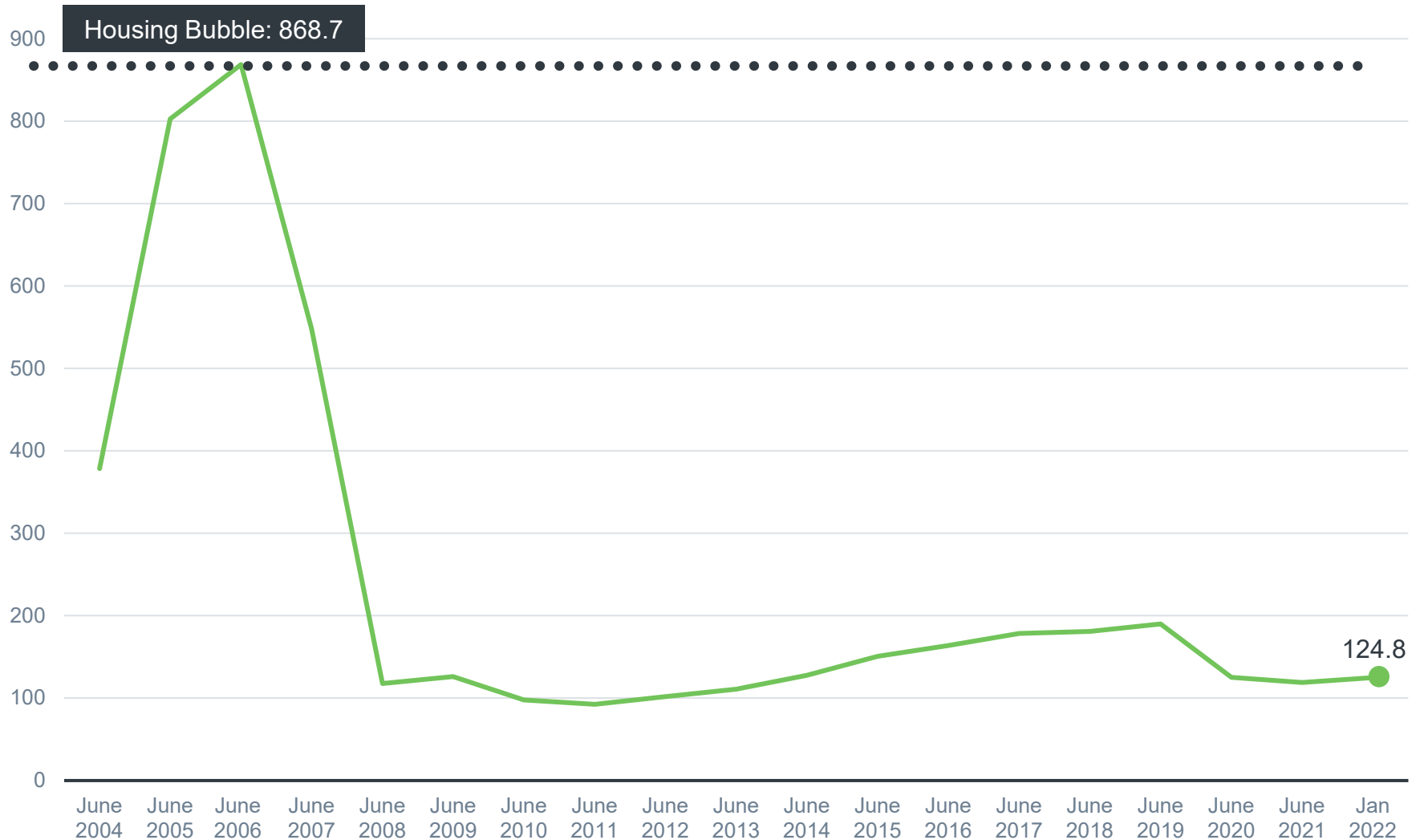
December 2021



Source: MBA

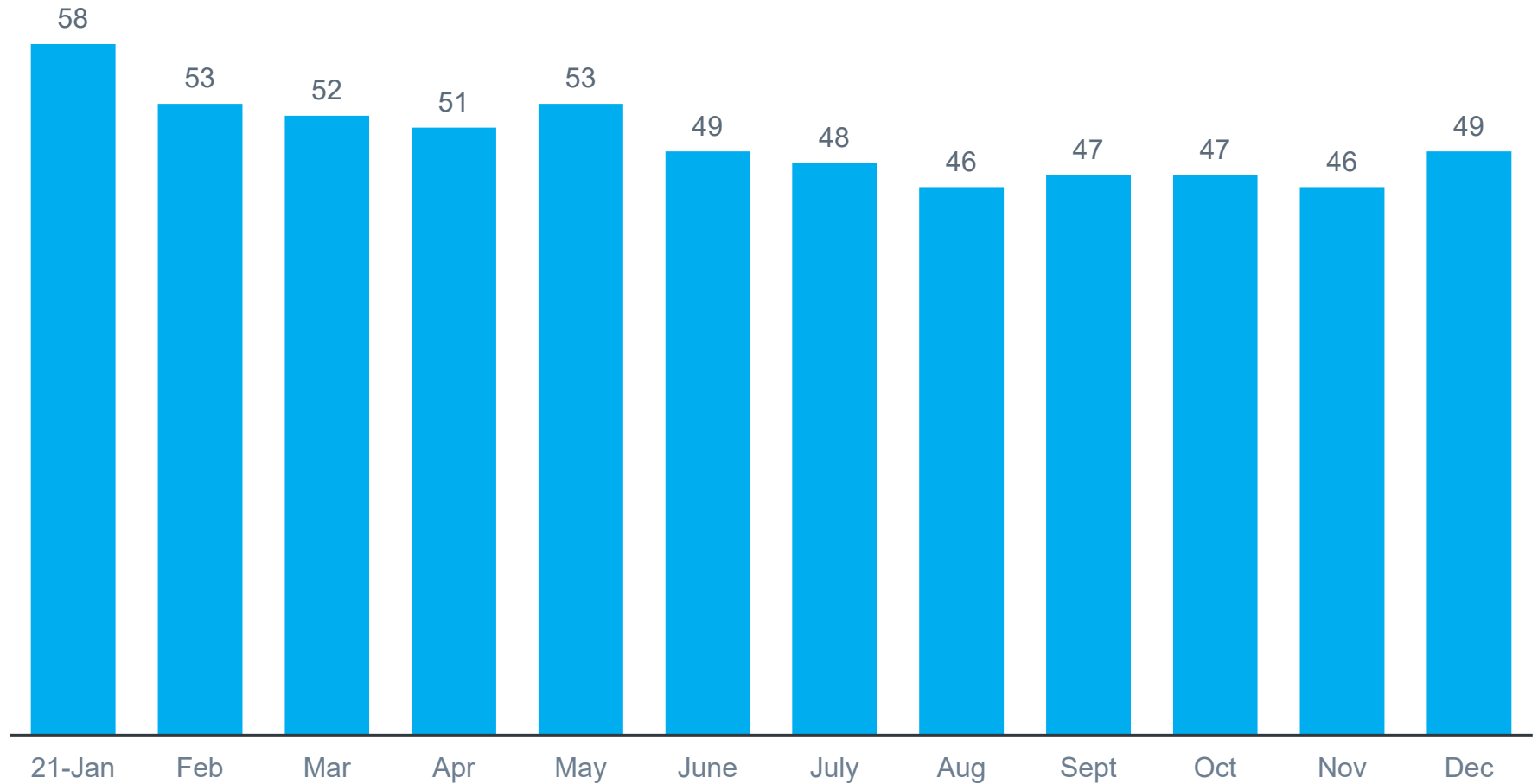
# Lending Standards Still Under Control

Historic Data for the Mortgage Credit Availability Index (MCAI)



# Average Days To Close a Loan

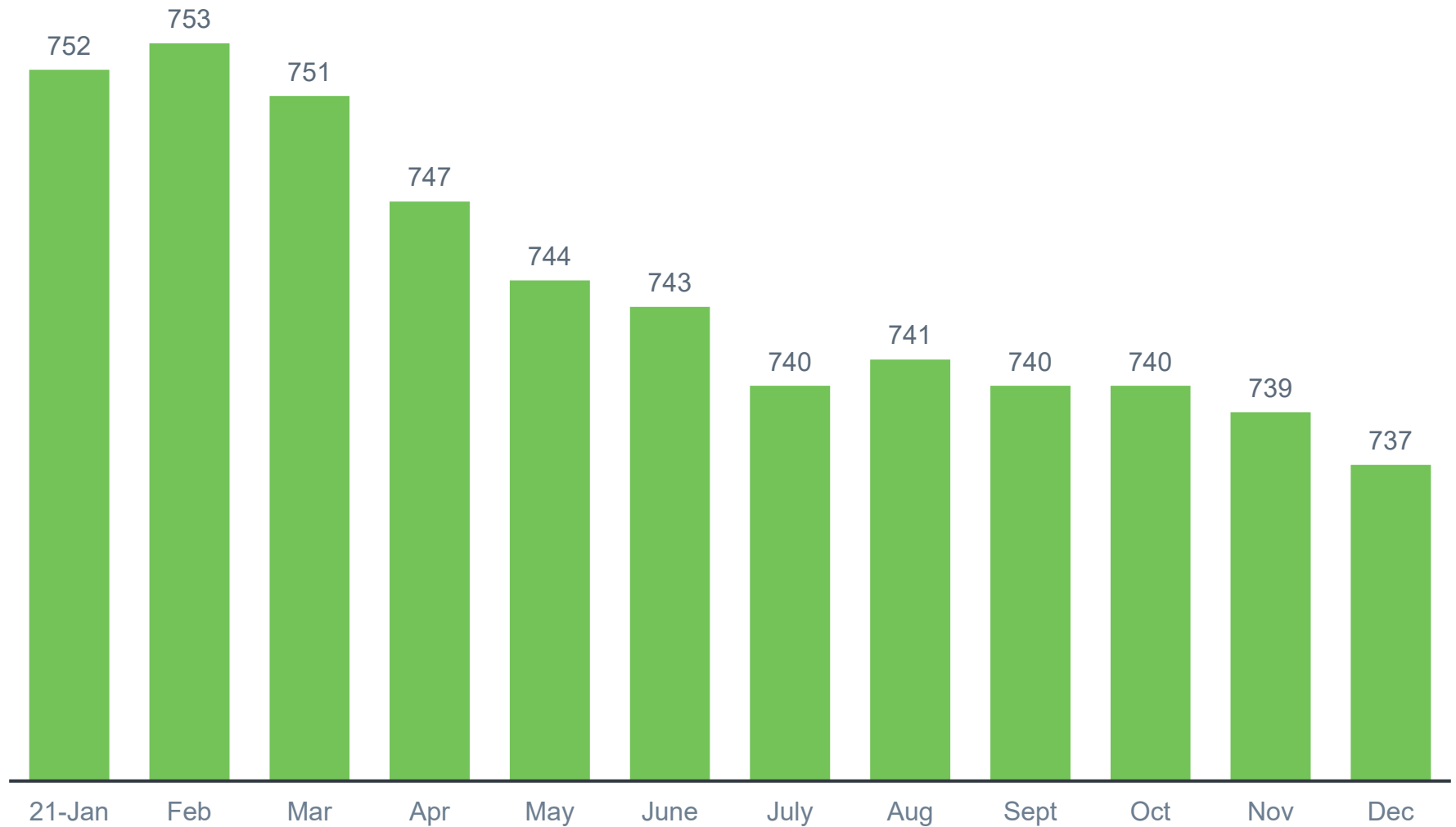
Last 12 Months



Source: ICE

# Average FICO® Score

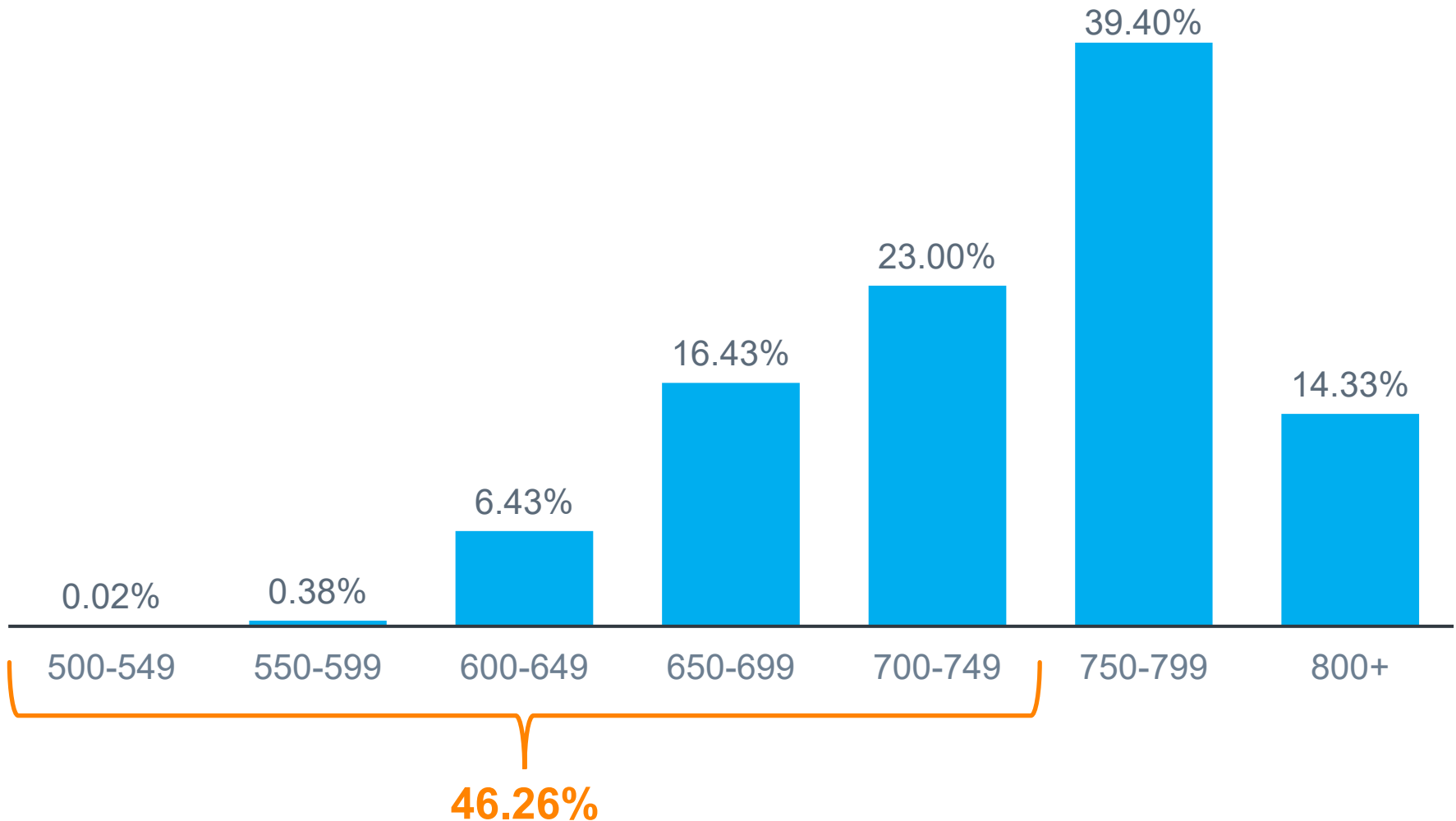
Last 12 Months



Source: ICE

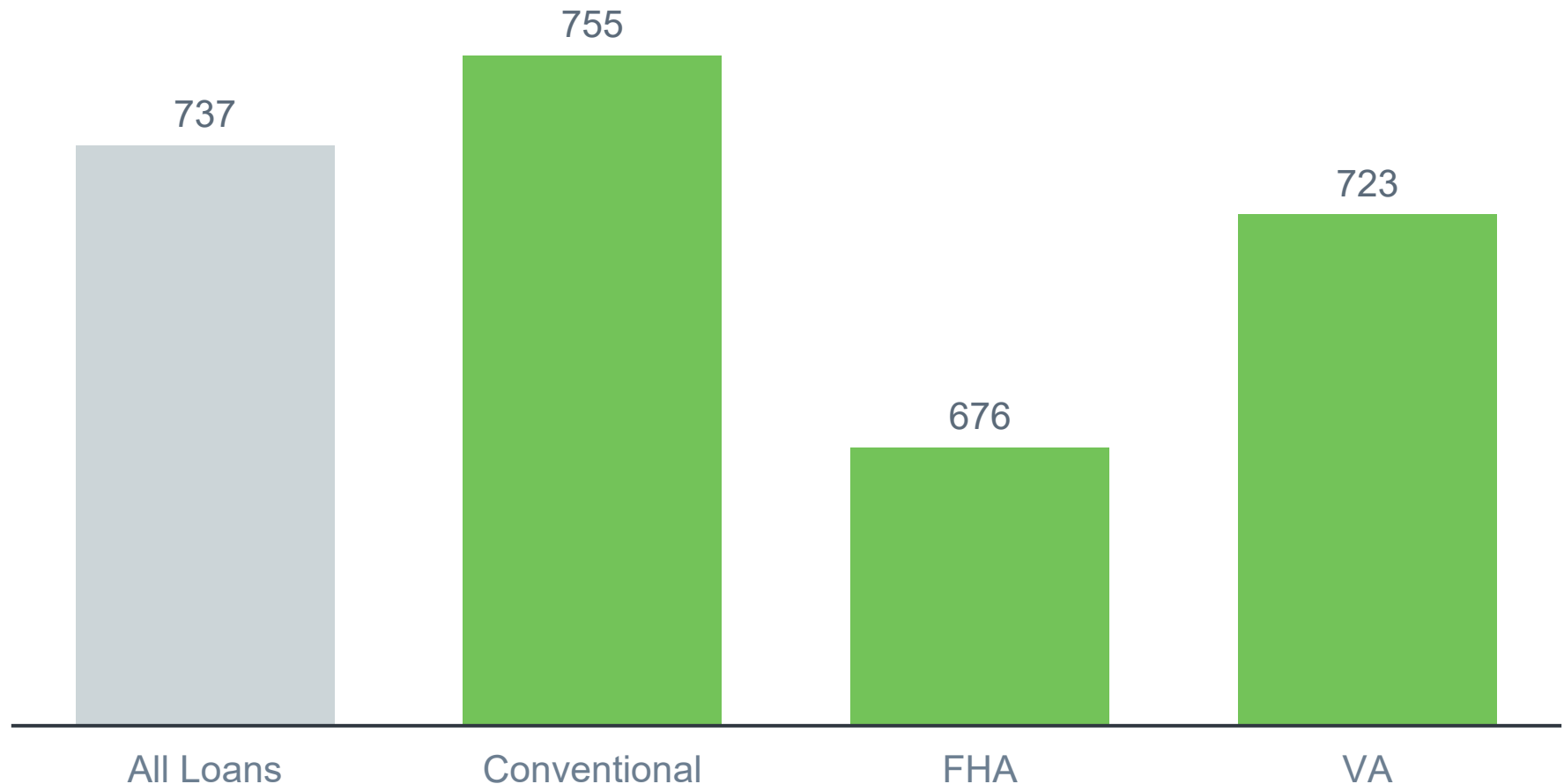
# FICO® Score Distribution

December 2021



# Average FICO® Score for Closed Purchase Loans

By Loan Type, December 2021



# Average Back End DTI for Closed Purchase Loans

By Loan Type, December 2021

