



Business & Industry Consulting

Market Analysis

Strategic Solutions

Financial Investments

Risk Management

Regulatory Expert

FCOL		

	2020			2021				2022			
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
ECONOMIC OUTLOOK				l				<u> </u>			
Economic Growth-											
GDP - (QoQ)	-31.4%	33.1%	4.1%	6.4%	6.5%	6.2%	6.0%	4.6%	2.7%	2.5%	2.2%
GDP - (YTD)	-18.2%	-1.1%	0.2%	6.4%	6.5%	6.4%	6.3%	4.6%	3.7%	3.3%	3.0%
Consumer Spending - (QoQ)	-33.2%	40.7%	2.3%	11.3%	11.8%	1.8%	4.0%	2.2%	2.5%	2.3%	2.2%
Consumer Spending - (YTD)	-20.1%	0.2%	0.8%	11.3%	11.6%	8.3%	7.2%	2.2%	2.4%	2.3%	2.3%
Goverment Spending - (QoQ)	2.5%	-4.9%	-1.2%	5.7%	-1.5%	2.1%	3.1%	0.9%	2.9%	5.2%	3.8%
Government Spending - (YTD)	1.9%	-0.4%	-0.6%	5.7%	2.1%	2.1%	2.4%	0.9%	1.9%	3.0%	3.2%
Sovernment Spending - (110)	1.570	-0.470	-0.070	3.770	2.170	2.170	2.470	0.570	1.570	3.070	3.2/
Consumer Wealth-											
Unemployment Rate	13.0%	8.8%	6.7%	6.2%	5.9%	5.1%	4.5%	4.4%	4.2%	3.9%	3.8%
Consumer Inflation	0.4%	1.2%	1.4%	1.9%	4.8%	5.1%	4.9%	4.2%	2.8%	2.2%	2.4%
Home Prices	4.4%	5.9%	9.7%	10.8%	15.2%	16.5%	16.5%	16.3%	16.0%	15.7%	15.59
SINGLE FAMILY HOME & VEHI	ICLE LOAN N	// ARKETS									
Consumer Demand-	ICLE LOAN N	MARKETS									
Consumer Demand- Total Home Sales (Mil)	5.016	7.100	7.650	7.199	6.658	6.857	7.193	7.277	7.528	7.614	
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil)	5.016 4.313	7.100 6.137	6.777	6.303	5.830	6.073	6.326	6.358	6.537	6.577	6.57
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil)	5.016	7.100									6.57
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil)	5.016 4.313 0.708	7.100 6.137 0.973	6.777 0.926	6.303 0.896	5.830 0.828	6.073 0.784	6.326 0.867	6.358 0.919	6.537 0.991	6.577 1.037	6.57 1.07
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils)	5.016 4.313	7.100 6.137	6.777	6.303	5.830	6.073	6.326	6.358	6.537	6.577	6.57 1.07 1.56
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils)	5.016 4.313 0.708 3.052	7.100 6.137 0.973 3.497	6.777 0.926 3.578	6.303 0.896 3.146	5.830 0.828 3.116	6.073 0.784 2.486	6.326 0.867 1.706	6.358 0.919 1.395	6.537 0.991 1.732	6.577 1.037 1.676	6.57 1.07 1.56 1.18
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils)	5.016 4.313 0.708 3.052 1.203	7.100 6.137 0.973 3.497 1.427	6.777 0.926 3.578 1.343	6.303 0.896 3.146 0.974	5.830 0.828 3.116 1.428	6.073 0.784 2.486 1.253	6.326 0.867 1.706 1.248	6.358 0.919 1.395 1.002	6.537 0.991 1.732 1.329	6.577 1.037 1.676 1.277	1.569 1.18 0.38
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil)	5.016 4.313 0.708 3.052 1.203 1.848	7.100 6.137 0.973 3.497 1.427 2.070	6.777 0.926 3.578 1.343 2.235	6.303 0.896 3.146 0.974 2.172	5.830 0.828 3.116 1.428 1.688	6.073 0.784 2.486 1.253 1.233	6.326 0.867 1.706 1.248 0.457	6.358 0.919 1.395 1.002 0.393	6.537 0.991 1.732 1.329 0.402	6.577 1.037 1.676 1.277 0.399	6.57 1.07 1.56 1.18 0.38 24%
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share	5.016 4.313 0.708 3.052 1.203 1.848 61%	7.100 6.137 0.973 3.497 1.427 2.070 59%	6.777 0.926 3.578 1.343 2.235 62%	6.303 0.896 3.146 0.974 2.172 69%	5.830 0.828 3.116 1.428 1.688 54%	6.073 0.784 2.486 1.253 1.233 50%	6.326 0.867 1.706 1.248 0.457 27%	6.358 0.919 1.395 1.002 0.393 28%	6.537 0.991 1.732 1.329 0.402 23%	6.577 1.037 1.676 1.277 0.399 24%	6.57 1.07 1.56 1.18 0.38 24%
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil)	5.016 4.313 0.708 3.052 1.203 1.848 61%	7.100 6.137 0.973 3.497 1.427 2.070 59%	6.777 0.926 3.578 1.343 2.235 62%	6.303 0.896 3.146 0.974 2.172 69%	5.830 0.828 3.116 1.428 1.688 54%	6.073 0.784 2.486 1.253 1.233 50%	6.326 0.867 1.706 1.248 0.457 27%	6.358 0.919 1.395 1.002 0.393 28%	6.537 0.991 1.732 1.329 0.402 23%	6.577 1.037 1.676 1.277 0.399 24%	6.57 1.07 1.56 1.18 0.38 24%
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime	5.016 4.313 0.708 3.052 1.203 1.848 61% 11.6	7.100 6.137 0.973 3.497 1.427 2.070 59% 15.7	6.777 0.926 3.578 1.343 2.235 62% 15.8	6.303 0.896 3.146 0.974 2.172 69% 16.7	5.830 0.828 3.116 1.428 1.688 54% 16.2	6.073 0.784 2.486 1.253 1.233 50% 15.3	6.326 0.867 1.706 1.248 0.457 27% 15.8	6.358 0.919 1.395 1.002 0.393 28% 16.2	6.537 0.991 1.732 1.329 0.402 23% 17.0	6.577 1.037 1.676 1.277 0.399 24% 17.4	6.57 1.07 1.56 1.18 0.38 24% 16.8
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds	5.016 4.313 0.708 3.052 1.203 1.848 61% 11.6	7.100 6.137 0.973 3.497 1.427 2.070 59% 15.7	6.777 0.926 3.578 1.343 2.235 62% 15.8	6.303 0.896 3.146 0.974 2.172 69% 16.7	5.830 0.828 3.116 1.428 1.688 54% 16.2	6.073 0.784 2.486 1.253 1.233 50% 15.3	6.326 0.867 1.706 1.248 0.457 27% 15.8	6.358 0.919 1.395 1.002 0.393 28% 16.2	6.537 0.991 1.732 1.329 0.402 23% 17.0	6.577 1.037 1.676 1.277 0.399 24% 17.4	7.655 6.570 1.079 1.566 1.18 0.388 24% 16.8
Consumer Demand- Fotal Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds Byr UST	5.016 4.313 0.708 3.052 1.203 1.848 61% 11.6	7.100 6.137 0.973 3.497 1.427 2.070 59% 15.7	6.777 0.926 3.578 1.343 2.235 62% 15.8	6.303 0.896 3.146 0.974 2.172 69% 16.7	5.830 0.828 3.116 1.428 1.688 54% 16.2 3.3% 0.1% 0.5%	6.073 0.784 2.486 1.253 1.233 50% 15.3	6.326 0.867 1.706 1.248 0.457 27% 15.8	6.358 0.919 1.395 1.002 0.393 28% 16.2	6.537 0.991 1.732 1.329 0.402 23% 17.0	6.577 1.037 1.676 1.277 0.399 24% 17.4	6.57 1.07 1.56 1.18 0.38 24% 16.8 4.0% 0.5% 0.9%
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates-	5.016 4.313 0.708 3.052 1.203 1.848 61% 11.6	7.100 6.137 0.973 3.497 1.427 2.070 59% 15.7	6.777 0.926 3.578 1.343 2.235 62% 15.8	6.303 0.896 3.146 0.974 2.172 69% 16.7	5.830 0.828 3.116 1.428 1.688 54% 16.2	6.073 0.784 2.486 1.253 1.233 50% 15.3	6.326 0.867 1.706 1.248 0.457 27% 15.8	6.358 0.919 1.395 1.002 0.393 28% 16.2	6.537 0.991 1.732 1.329 0.402 23% 17.0	6.577 1.037 1.676 1.277 0.399 24% 17.4	6.57 1.07 1.56 1.18 0.38 24% 16.8 4.0% 0.5% 0.9%
Consumer Demand- Total Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds Byr UST	5.016 4.313 0.708 3.052 1.203 1.848 61% 11.6	7.100 6.137 0.973 3.497 1.427 2.070 59% 15.7	6.777 0.926 3.578 1.343 2.235 62% 15.8	6.303 0.896 3.146 0.974 2.172 69% 16.7	5.830 0.828 3.116 1.428 1.688 54% 16.2 3.3% 0.1% 0.5%	6.073 0.784 2.486 1.253 1.233 50% 15.3	6.326 0.867 1.706 1.248 0.457 27% 15.8	6.358 0.919 1.395 1.002 0.393 28% 16.2	6.537 0.991 1.732 1.329 0.402 23% 17.0	6.577 1.037 1.676 1.277 0.399 24% 17.4	6.57 1.07 1.56 1.18 0.38 24% 16.8 4.0% 0.5% 0.9%
Consumer Demand- Fotal Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds Byr UST LOyr UST Market Rates-	5.016 4.313 0.708 3.052 1.203 1.848 61% 11.6	7.100 6.137 0.973 3.497 1.427 2.070 59% 15.7	6.777 0.926 3.578 1.343 2.235 62% 15.8 3.3% 0.1% 0.2% 0.9%	6.303 0.896 3.146 0.974 2.172 69% 16.7 3.3% 0.1% 0.3% 1.3%	5.830 0.828 3.116 1.428 1.688 54% 16.2 3.3% 0.1% 0.5% 1.6%	6.073 0.784 2.486 1.253 1.233 50% 15.3	6.326 0.867 1.706 1.248 0.457 27% 15.8 3.3% 0.1% 0.6% 1.8%	6.358 0.919 1.395 1.002 0.393 28% 16.2 3.3% 0.1% 0.8% 2.0%	6.537 0.991 1.732 1.329 0.402 23% 17.0 3.5% 0.3% 0.9% 2.1%	6.577 1.037 1.676 1.277 0.399 24% 17.4 4.0% 0.5% 0.9% 2.3%	6.57 1.07 1.56 1.18 0.38 24% 16.8 4.0% 0.5% 0.5%
Consumer Demand- Fotal Home Sales (Mil) Existing Home (Mil) New Home Sales (Mil) Single Family Homes (Mils) Purchase Apps (Mils) Refinancing Apps (Mils) Refi Apps Share Vehicle Sales (Mil) MARKET RATE OUTLOOK Benchmark Rates- Prime Fed Funds Byr UST	5.016 4.313 0.708 3.052 1.203 1.848 61% 11.6	7.100 6.137 0.973 3.497 1.427 2.070 59% 15.7	6.777 0.926 3.578 1.343 2.235 62% 15.8	6.303 0.896 3.146 0.974 2.172 69% 16.7	5.830 0.828 3.116 1.428 1.688 54% 16.2 3.3% 0.1% 0.5%	6.073 0.784 2.486 1.253 1.233 50% 15.3	6.326 0.867 1.706 1.248 0.457 27% 15.8	6.358 0.919 1.395 1.002 0.393 28% 16.2	6.537 0.991 1.732 1.329 0.402 23% 17.0	6.577 1.037 1.676 1.277 0.399 24% 17.4	6.57 1.07 1.56 1.18 0.38 24% 16.8