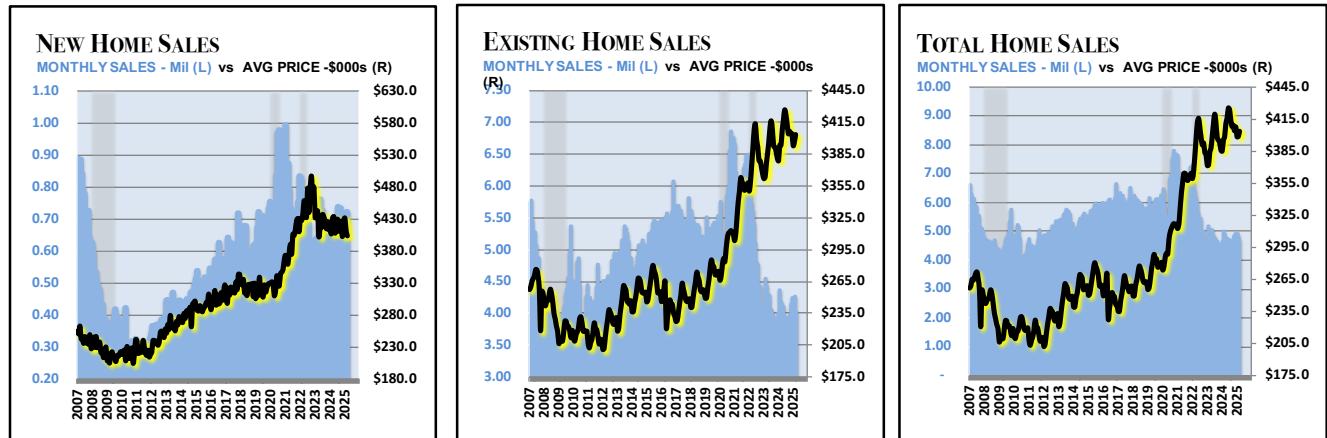




HOME SALES



	Previous Years			Yr Ago	2024				2025		
	2021	2022	2023	Mar-24	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Existing SF Home Sales (Mil)	6.180	4.440	3.880	4.190	3.830	3.960	4.150	4.240	4.090	4.270	4.020
Avg Sales Price (000s)	\$358.0	\$375.7	\$381.4	\$393.5	\$404.6	\$406.8	\$404.4	\$404.5	\$393.4	\$396.8	\$403.7
New SF Home Sales (Mil)	0.835	0.644	0.664	0.693	0.736	0.615	0.674	0.698	0.654	0.674	0.724
Avg Sales Price (000s)	\$410.0	\$441.9	\$413.2	\$430.7	\$426.3	\$425.4	\$402.5	\$427.0	\$431.4	\$411.5	\$403.6
Total Sales (Mils)	7.015	5.084	4.544	4.883	4.566	4.575	4.824	4.938	4.744	4.944	4.744
Avg Sales Price (000s)	\$364.2	\$384.1	\$386.0	\$398.8	\$408.1	\$409.3	\$404.1	\$407.7	\$398.6	\$398.8	\$403.7
Homes on the Market (000s)	0.950	0.644	1.080	1.110	1.390	1.370	1.330	1.150	1.180	1.230	1.330
Inventory Capacity (Mos)	5.6	7.9	8.2	8.3	7.2	9.4	8.7	8.5	9.1	8.9	8.3
Avg 15yr First-lien Mortgage Rate	2.74%	5.56%	5.93%	6.39%	5.71%	5.99%	6.10%	6.13%	6.12%	5.94%	5.89%
Avg 30yr First-lien Mortgage Rate	3.26%	6.32%	6.61%	7.10%	6.54%	6.72%	6.81%	6.91%	6.95%	6.76%	6.65%

HOME SALES REPORT AND CUSTSTRATEGY

(April 2025)..... The aggregate of new and existing home sales in March declined to an annualized pace of 4.74 million homes. New home sales totaled 74 thousand and Existing Home Sales amassed 4.02 million. The average sales price for a new home sold was \$404 thousand, equal to the \$404 thousand for an existing home.

With the number of homes on the market, based on the current pace of sales, the housing market has an inventory capacity of about 8.3 months.

According to Freddie Mac, the average commitment rate for a 30-year, conventional, fixed-rate mortgage was 6.65%, down from 6.76% the previous month. That compares with 7.10%, twelve months ago.

Strategically Homes continues to be the largest investment by most members who had seen average prices increase between 2-3 times the pace of inflation, benefiting members' household wealth but adversely impacting first-time home buyers. Now, as year-over-year home price appreciation continues to decline, financing rates will start to drop to make home investment more unaffordable.