

INSIGHT **

Business & Industry Consulting

Market Analysis

Strategic Solutions

Financial Investments

Risk Managemen

Regulatory Expert

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| ECONON | IIIU FUF | KEUASI |

| | | | | | | | | | | | | July 19, 202 |
|---|--|--------------------------------------|--------------------------------------|------------------------------|------------------------------|------------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| | 01 | 2024 | | 04 | 01 | 20: | 25 Q3 | 04 | 01 | . 2026 | | 04 |
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Ųš | Q4 | Q1 | Q2 | Q3 | Q4 |
| CONOMIC OUTLO | nok | | | | | | | | | | | |
| conomic Growt | | | | | | | | | l | | | |
| GDP - (QoQ) | 1.6% | 3.0% | 3.1% | 2.4% | -0.5% | 3.0% | 2.0% | 1.4% | 1.2% | 1.4% | 1.5% | 1.8% |
| GDP - (YTD) | 1.6% | 2.3% | 2.6% | 2.5% | -0.5% | 1.3% | 1.5% | 1.5% | 1.2% | 1.3% | 1.4% | 1.6% |
| Consumer Spding | 1.9% | 2.8% | 3.7% | 4.0% | 0.5% | 1.4% | 1.8% | 1.3% | 1.1% | 1.0% | 1.7% | 2.3% |
| YTD) | 1.9% | 2.4% | 2.8% | 3.1% | 0.5% | 1.0% | 1.2% | 1.3% | 1.1% | 1.1% | 1.3% | 1.7% |
| Cout Enouding | 1 00/ | 2 10/ | 5.1% | 3.1% | -0.7% | -0.5% | -0.6% | -1.0% | 0.0% | 0.1% | 0.0% | 0.10 |
| Govt Spending (YTD) | 1.8% 1.8% | 3.1% 2.5% | 3.3% | 3.1% | -0.7% -0.7% | -0.5% -0.6% | -0.6% -0.6% | -1.0% -0.7% | 0.0% | 0.1% | 0.0% | -0.1% 0.0% |
| 110, | 1.070 | 2.570 | 3.570 | 3.570 | 0.770 | 0.070 | 0.070 | 0.770 | 0.070 | 0.170 | 0.070 | 0.070 |
| Consumer Wealt | th- | | | | | | | | | | | |
| Jnemployment | 3.8% | 4.0% | 4.2% | 4.2% | 4.1% | 4.1% | 4.3% | 4.4% | 4.5% | 4.6% | 4.5% | 4.4% |
| Cons Inflation | 3.2% | 3.2% | 2.6% | 2.7% | 2.7% | 2.7% | 3.0% | 3.2% | 3.2% | 3.4% | 3.0% | 2.6% |
| Home Prices | 6.3% | 6.3% | 5.0% | 4.0% | 3.5% | 2.4% | 2.3% | 2.3% | 2.0% | 2.0% | 1.8% | 1.7% |
| | | | | | | | | | • | | | |
| SINGLE FAMILY HO | OME & VEHIC | LE LOAN MA | ARKETS | | ı | | | | ı | | | |
| Home Sales- | | | | | | | | | | | | |
| Home Sales | 4.863 | 4.740 | 4.605 | 4.842 | 4.781 | 4.692 | 4.854 | 5.025 | 5.112 | 5.170 | 5.243 | 5.285 |
| Existing Homes | 4.200 | 4.047 | 3.893 | 4.163 | 4.127 | 4.032 | 4.158 | 4.301 | 4.365 | 4.403 | 4.479 | 4.518 |
| New Homes | 0.663 | 0.693 | 0.712 | 0.679 | 0.654 | 0.660 | 0.696 | 0.724 | 0.747 | 0.767 | 0.764 | 0.767 |
| Mortgage Origina | tions (Mils) | | | | | | | | | | | |
| Single Family | 1.076 | 1.203 | 1.343 | 1.427 | 1.068 | 1.533 | 1.546 | 1.499 | 1.499 | 1.611 | 1.592 | 1.466 |
| Purchase App | 0.773 | 0.880 | 0.924 | 0.780 | 0.690 | 0.924 | 0.936 | 0.878 | 0.853 | 0.959 | 0.964 | 0.841 |
| Refi Apps | 0.303 | 0.323 | 0.419 | 0.647 | 0.378 | 0.609 | 0.610 | 0.621 | 0.646 | 0.652 | 0.628 | 0.625 |
| Refi Share | 28% | 27% | 31% | 45% | 35% | 40% | 39% | 41% | 43% | 40% | 39% | 43% |
| Vehicle Sales (Mil | s)- | | | | | | | | | | | |
| /ehicle Sales | 15.6 | 16.0 | 16.3 | 17.0 | 18.0 | 15.8 | 15.7 | 15.6 | 15.8 | 16.2 | 16.5 | 16.8 |
| | | | | | | | | | l | | | |
| MARKET RATE OU | | | | | | | | | l | | | |
| | | 8.5% | 8.0% | 7.3% | 7.3% | 7.3% | 7.3% | 7.0% | 7.0% | 7.0% | 6.8% | 6.8% |
| Benchmark Rate | Q L 0/2 | | 8.0% 4.9% | 4.3% | 4.3% | 7.3% 4.3% | 4.3% | 4.0% | 4.0% | 4.0% | 3.9% | 3.9% |
| Benchmark Rate | 8.5% 5.4% | 5.4% | | | | 3.7% | 3.7% | 3.7% | 3.7% | 3.7% | 3.7% | 3.7% |
| Benchmark Rate Prime Fed Funds | 5.4% | | | 4 2% | 3 0% | J. / /0 | J.1 /0 | | | | | 3.8% |
| Benchmark Rate Prime Fed Funds Byr UST | 5.4% 4.6% | 4.1% | 4.0% | 4.2% 4.2% | 3.9% 4.2% | | 3 0% | 3 0% | 7 2 % | 7 2 % | | |
| Benchmark Rate Prime Fed Funds Byr UST Tyr UST | 5.4% 4.6% 4.4% | 4.1% 3.8% | 4.0% 4.2% | 4.2% | 4.2% | 4.0% | 3.9% 4.4% | 3.9% 4.3% | 3.8% 4.3% | 3.8% 4.3% | 3.8% 4.3% | |
| Benchmark Rate Prime Fed Funds Byr UST Tyr UST | 5.4% 4.6% | 4.1% | 4.0% | | | | 3.9% 4.4% | 3.9% 4.3% | 3.8% 4.3% | 3.8% 4.3% | 4.3% | |
| Benchmark Rate Prime Fed Funds Byr UST 7yr UST LOyr UST Market Rates- | 5.4% 4.6% 4.4% 4.2% | 4.1% 3.8% 4.4% | 4.0% 4.2% 3.9% | 4.2% 4.3% | 4.2% 4.5% | 4.0% 4.4% | 4.4% | 4.3% | 4.3% | 4.3% | 4.3% | 4.3% |
| Benchmark Rate Prime Fed Funds Byr UST Pyr UST LOyr UST Market Rates- Gyr Veh Loan | 5.4% 4.6% 4.4% 4.2% | 4.1% 3.8% 4.4% | 4.0% 4.2% 3.9% | 4.2% 4.3% 6.3% | 4.2% 4.5% 5.9% | 4.0% 4.4% 5.7% | 4.4% 5.7% | 4.3% 5.6% | 4.3% 5.6% | 4.3% 5.6% | 4.3% 5.6% | 4.3% 5.6% |
| Benchmark Rate Prime Fed Funds Byr UST 7yr UST 10yr UST Market Rates- 5yr Veh Loan 15yr 1st Mortg | 5.4% 4.6% 4.4% 4.2% 6.6% 6.5% | 4.1% 3.8% 4.4% 6.5% 6.6% | 4.0% 4.2% 3.9% 6.3% 5.8% | 4.2% 4.3% 6.3% 6.3% | 4.2% 4.5% 5.9% 5.9% | 4.0% 4.4% 5.7% 6.0% | 4.4% 5.7% 6.0% | 4.3% 5.6% 5.9% | 4.3% 5.6% 5.9% | 4.3% 5.6% 5.9% | 4.3% 5.6% 5.8% | 4.3% 5.6% 5.8% |
| Benchmark Rate Prime Fed Funds Byr UST Pyr UST LOyr UST Market Rates- Gyr Veh Loan | 5.4% 4.6% 4.4% 4.2% | 4.1% 3.8% 4.4% | 4.0% 4.2% 3.9% | 4.2% 4.3% 6.3% | 4.2% 4.5% 5.9% | 4.0% 4.4% 5.7% | 4.4% 5.7% | 4.3% 5.6% | 4.3% 5.6% | 4.3% 5.6% | 4.3% 5.6% | 4.3% 5.6% |
| Benchmark Rate Prime Fed Funds Byr UST Tyr UST LOyr UST Market Rates- Byr Veh Loan L5yr 1st Mortg | 5.4% 4.6% 4.4% 4.2% 6.6% 6.5% | 4.1% 3.8% 4.4% 6.5% 6.6% | 4.0% 4.2% 3.9% 6.3% 5.8% | 4.2% 4.3% 6.3% 6.3% | 4.2% 4.5% 5.9% 5.9% | 4.0% 4.4% 5.7% 6.0% | 4.4% 5.7% 6.0% | 4.3% 5.6% 5.9% | 4.3% 5.6% 5.9% | 4.3% 5.6% 5.9% | 4.3% 5.6% 5.8% | 4.3% 5.6% 5.8% |

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