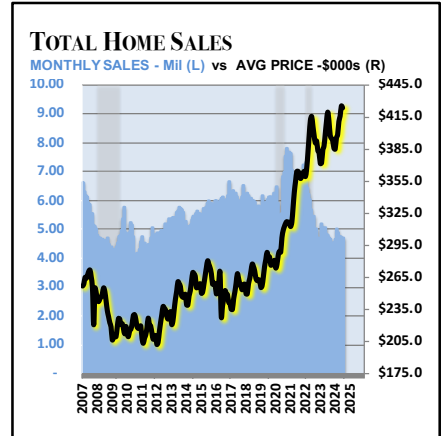
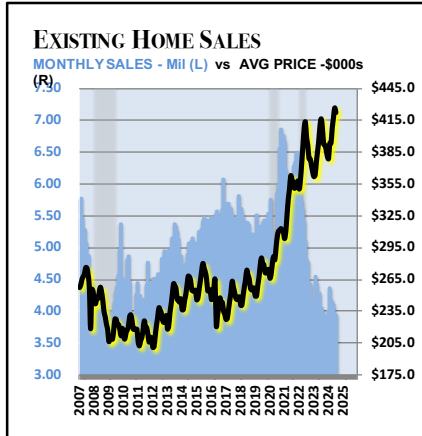
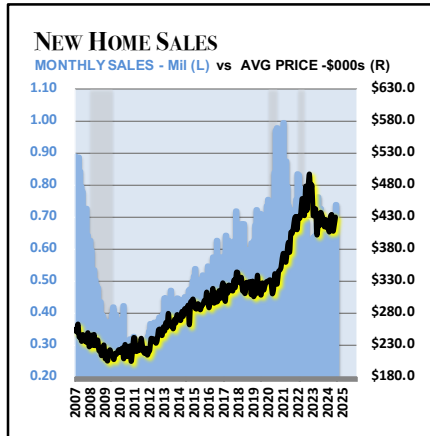




HOME SALES



| | Previous Years | | | Yr Ago Jul-23 | 2024 | | | | | | |
|-----------------------------------|----------------|---------|---------|------------------|---------|---------|---------|---------|---------|---------|---------|
| | 2021 | 2022 | 2023 | | Jan | Feb | Mar | Apr | May | Jun | Jul |
| Existing SF Home Sales (Mil) | 6.180 | 4.440 | 3.880 | 4.070 | 4.000 | 4.380 | 4.190 | 4.140 | 4.110 | 3.900 | 3.950 |
| Avg Sales Price (000s) | \$358.0 | \$375.7 | \$381.4 | \$416.7 | \$379.1 | \$393.8 | \$393.5 | \$407.6 | \$417.2 | \$426.9 | \$422.6 |
| New SF Home Sales (Mil) | 0.835 | 0.644 | 0.664 | 0.728 | 0.671 | 0.637 | 0.693 | 0.634 | 0.621 | 0.668 | 0.739 |
| Avg Sales Price (000s) | \$410.0 | \$441.9 | \$413.2 | \$436.7 | \$413.2 | \$406.5 | \$430.7 | \$433.5 | \$408.3 | \$416.7 | \$429.8 |
| Total Sales (Mils) | 7.015 | 5.084 | 4.544 | 4.798 | 4.671 | 5.017 | 4.883 | 4.774 | 4.731 | 4.568 | 4.689 |
| Avg Sales Price (000s) | \$364.2 | \$384.1 | \$386.0 | \$419.7 | \$384.0 | \$395.4 | \$398.8 | \$411.0 | \$416.0 | \$425.4 | \$423.7 |
| Homes on the Market (000s) | 0.950 | 0.644 | 1.080 | 1.110 | 1.100 | 1.060 | 1.110 | 1.100 | 1.280 | 1.320 | 1.330 |
| Inventory Capacity (Mos) | 5.6 | 7.9 | 8.2 | 7.3 | 8.2 | 8.8 | 8.3 | 9.1 | 8.4 | 8.4 | 7.5 |
| Avg 15yr First-lien Mortgage Rate | 2.74% | 5.56% | 5.93% | 6.11% | 5.96% | 6.29% | 6.39% | 6.24% | 6.36% | 6.25% | 5.99% |
| Avg 30yr First-lien Mortgage Rate | 3.26% | 6.32% | 6.61% | 6.81% | 6.69% | 6.79% | 7.10% | 6.94% | 7.03% | 6.86% | 6.77% |

HOME SALES REPORT AND CUSTSTRATEGY

(August 2024)..... The aggregate of new and existing home sales in July increased by a 12 thousand units to annualized pace of 4.69 million homes. New home sales totaled 739 thousand and Existing Home Sales amassed 3.95 million. The average sales price for a new home sold was \$430 thousand and \$423 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 7.5 months.

According to Freddie Mac, the average commitment rate for a 30-year, conventional, fixed-rate mortgage was 6.77% in July, down from 6.86% the previous month. That compares with 6.81%, 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 impacting first-time home buyers. Now, as year-over-year home price appreciation continues to decline, financing rates will start to rise to make home investment more unaffordable.