

Real Estate and Economic Outlook

at NAR Forecast Summit

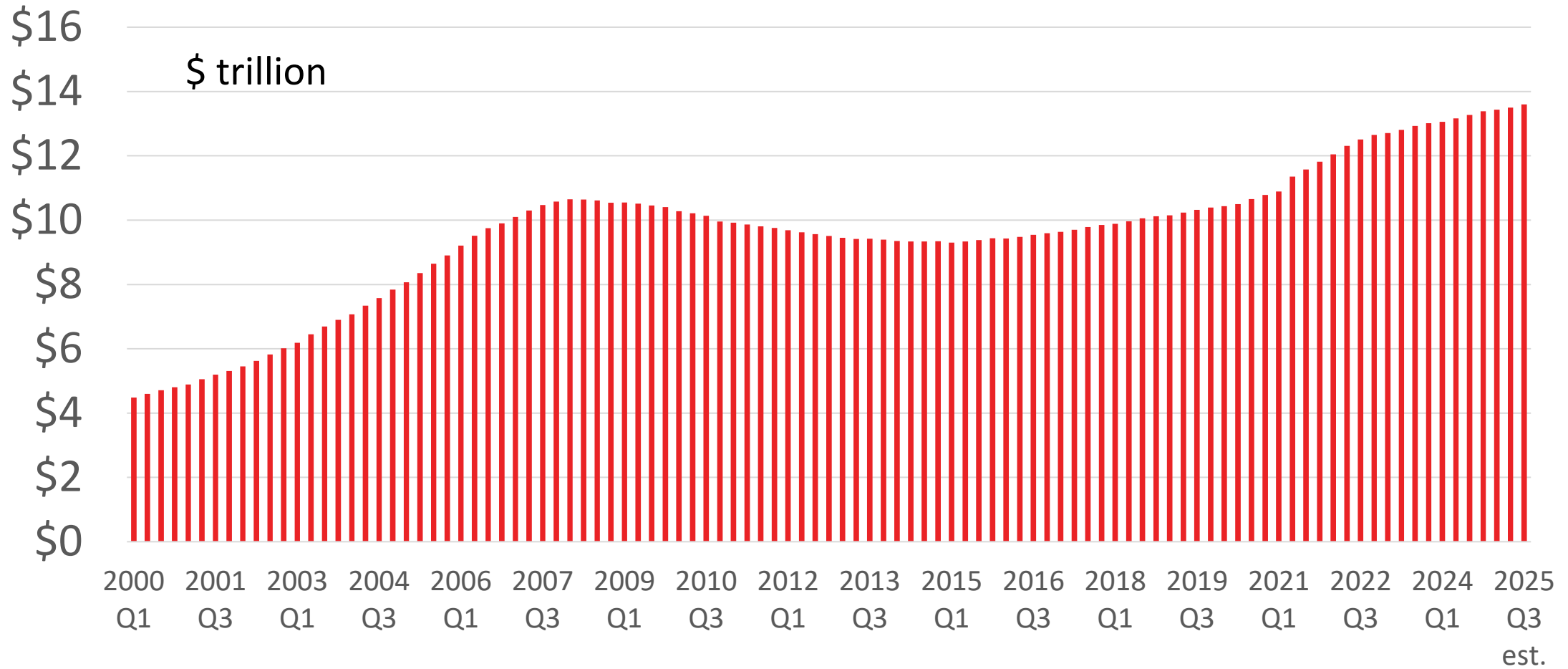
July 16, 2025

Lawrence Yun, Ph.D.

Chief Economist

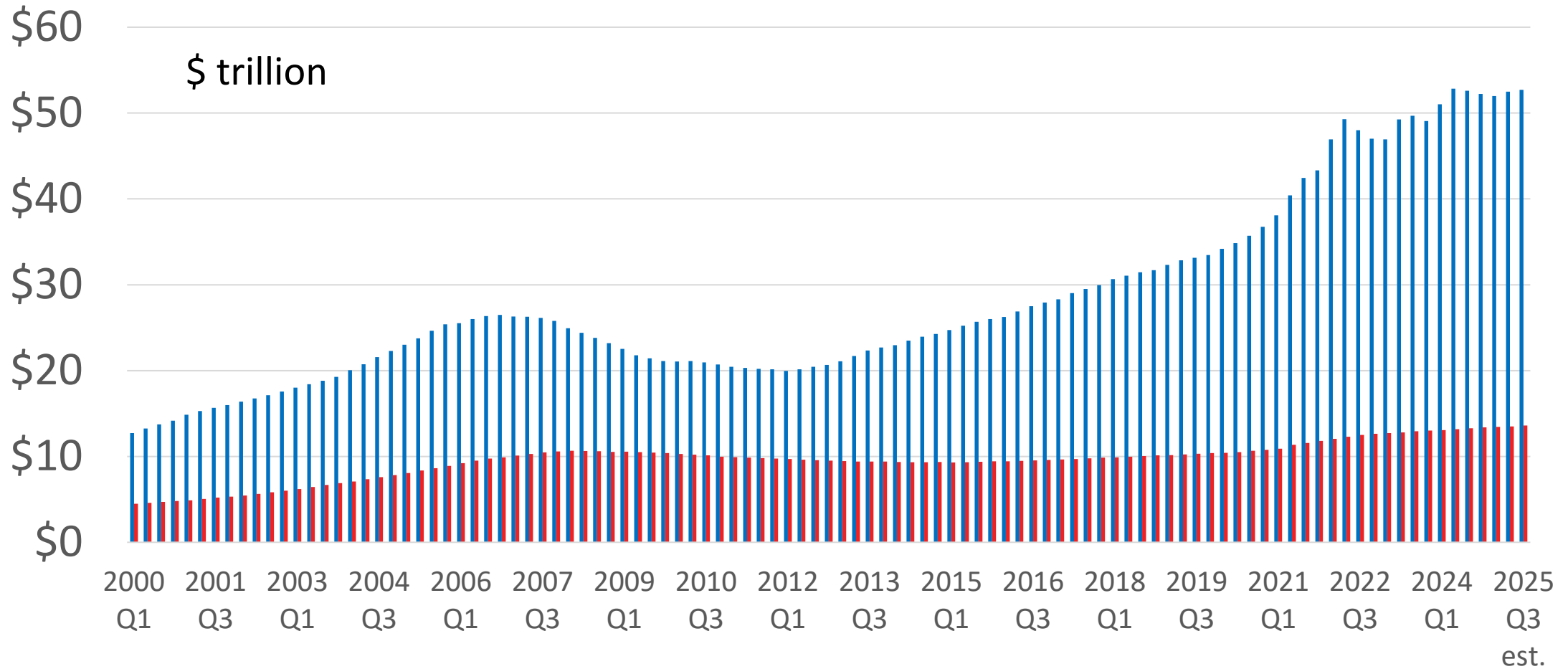
National Association of REALTORS®

Record High Mortgage Debt



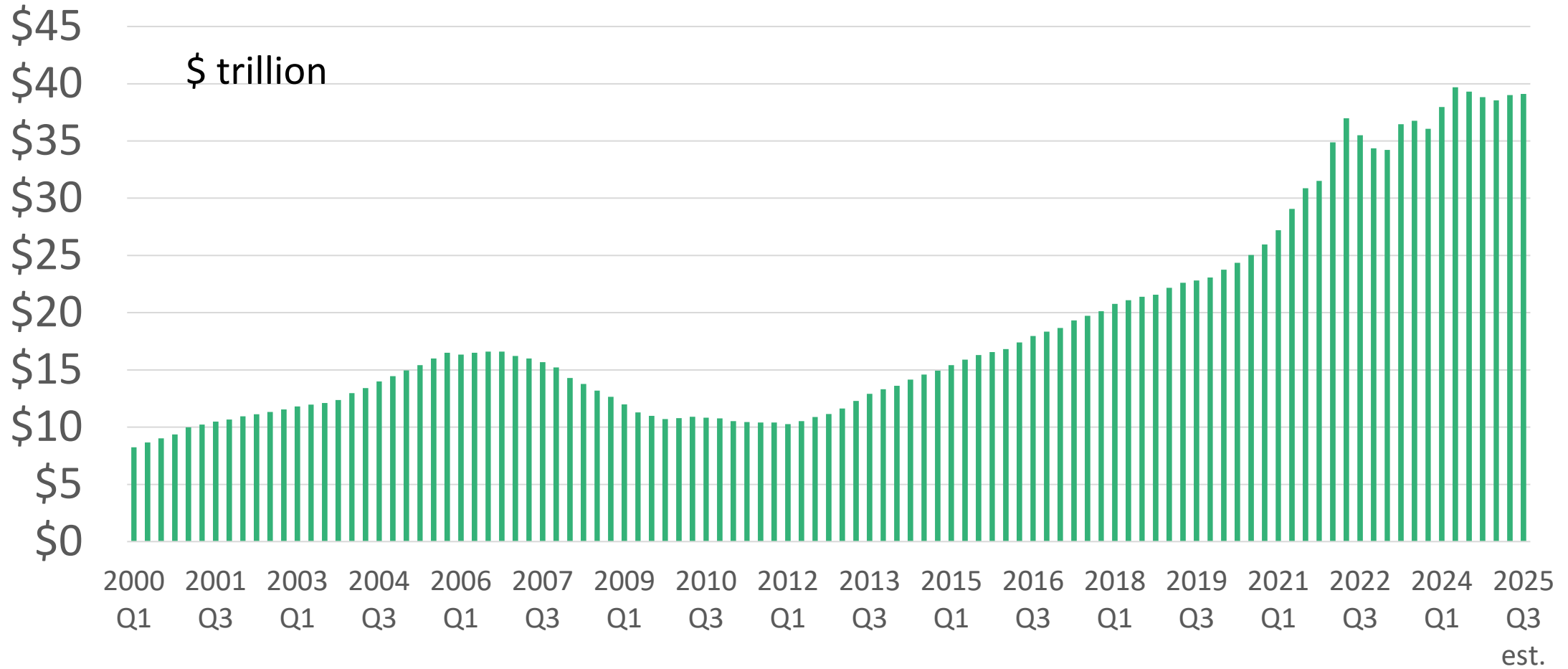
Source: Federal Reserve

Record High Real Estate Asset and Mortgage Debt



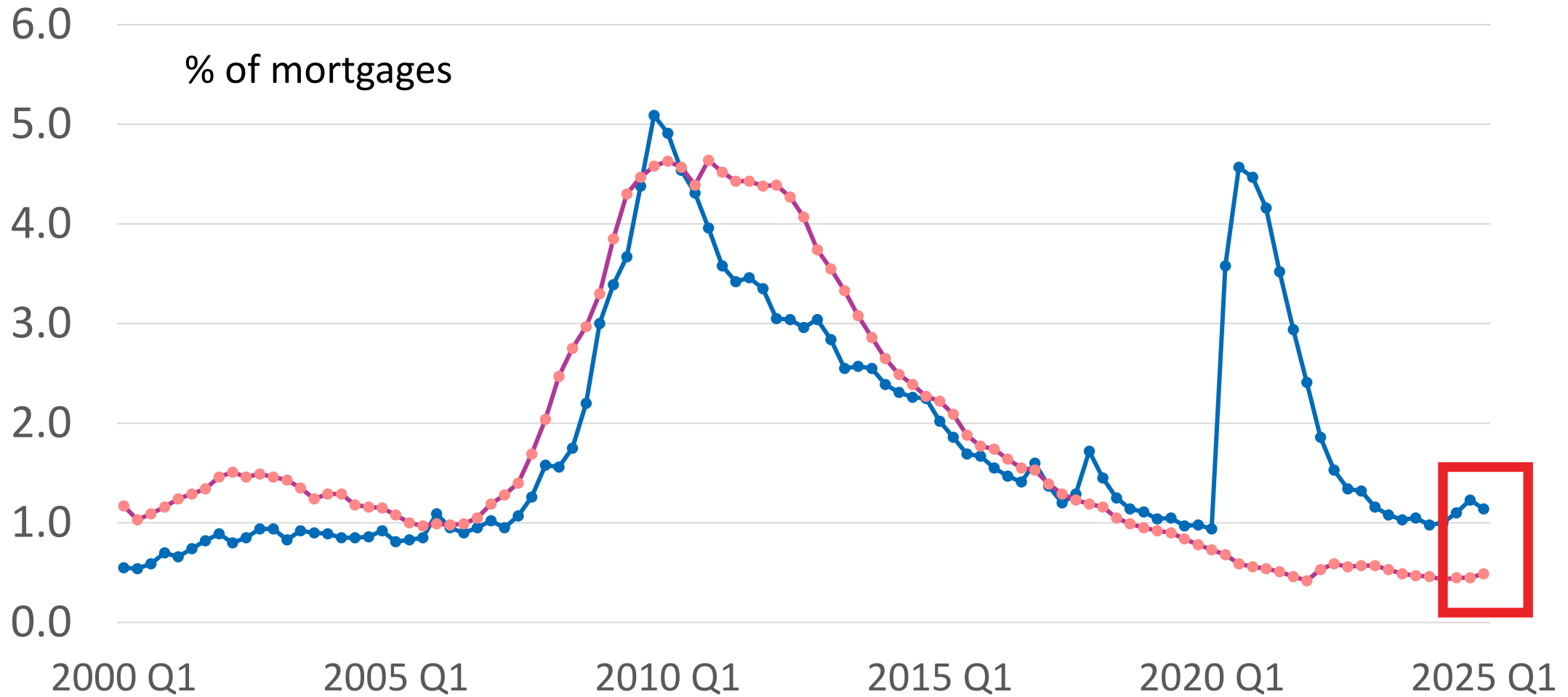
Source: Federal Reserve

Real Estate Net Worth



Source: Federal Reserve

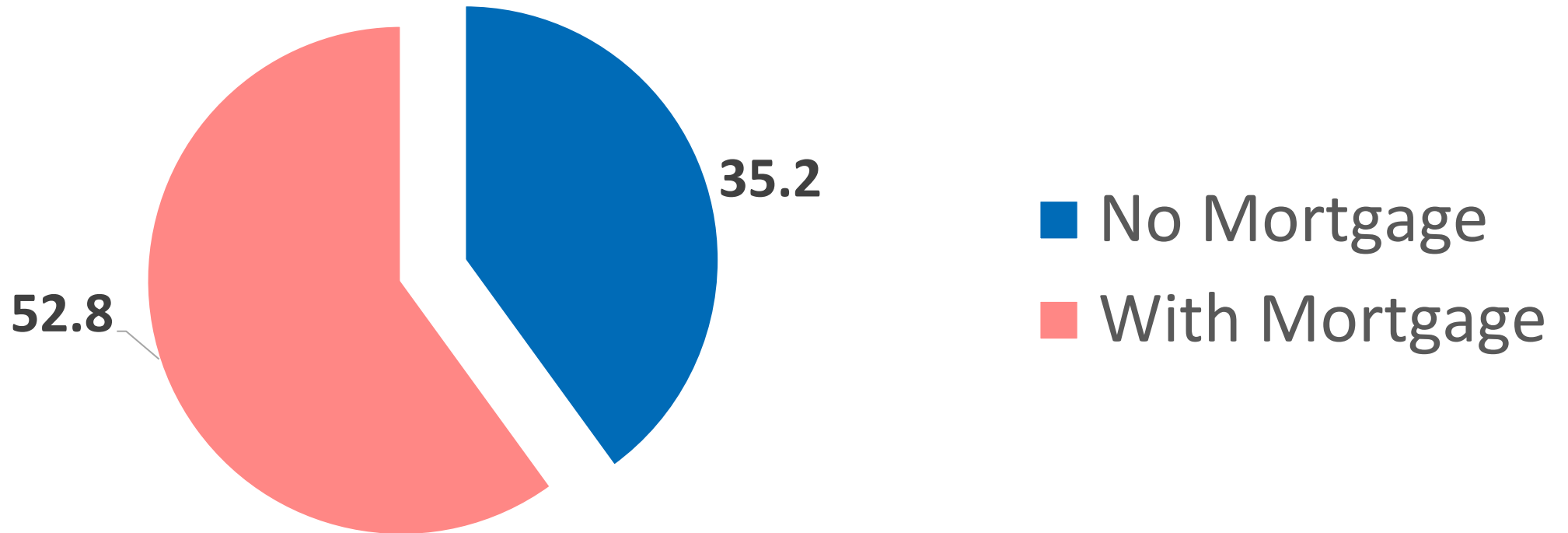
Low Mortgage Delinquency Rate (90+ days) and Even Lower Foreclosure Rate



Source: Federal Reserve

88 million Homeowners

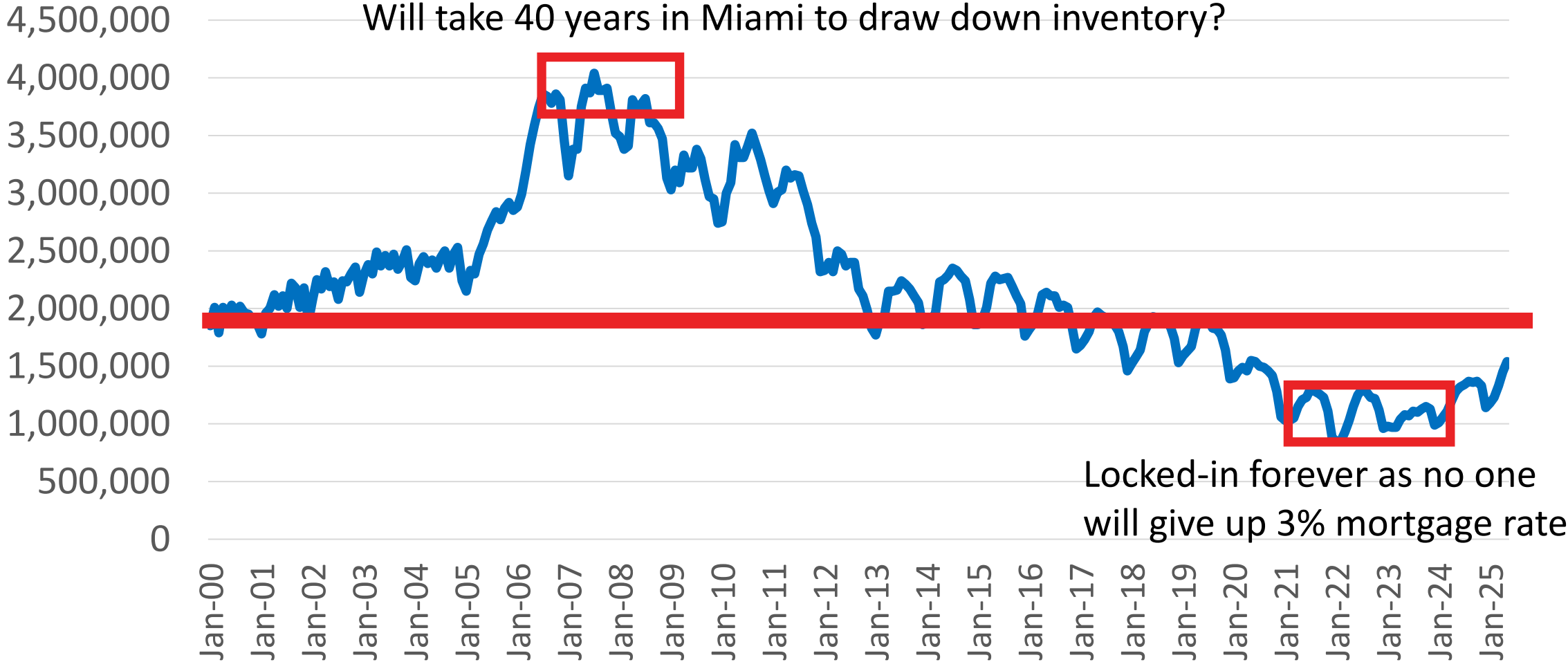
35.2 million free & clear (no chance of foreclosure)



Source: NAR estimate

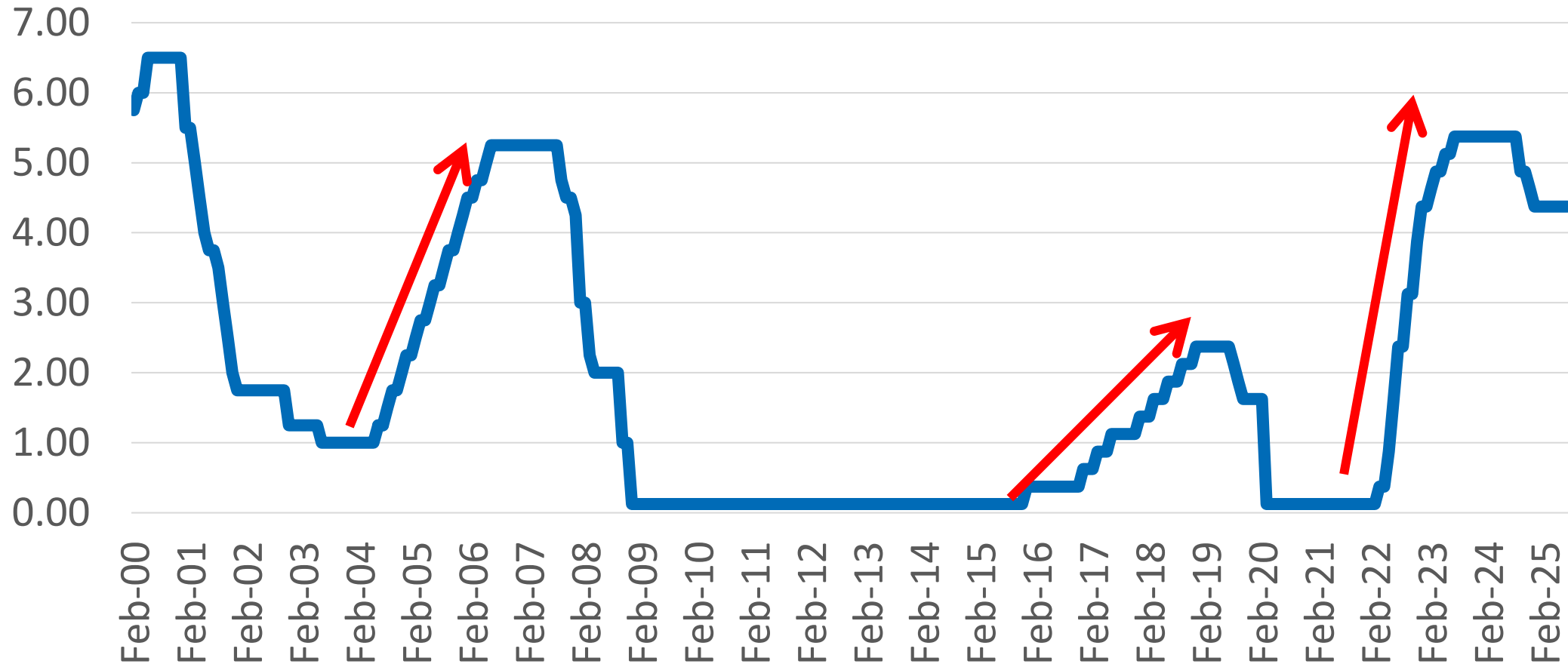
Housing Surplus
or
Housing Shortage?

Inventory of Homes over Time



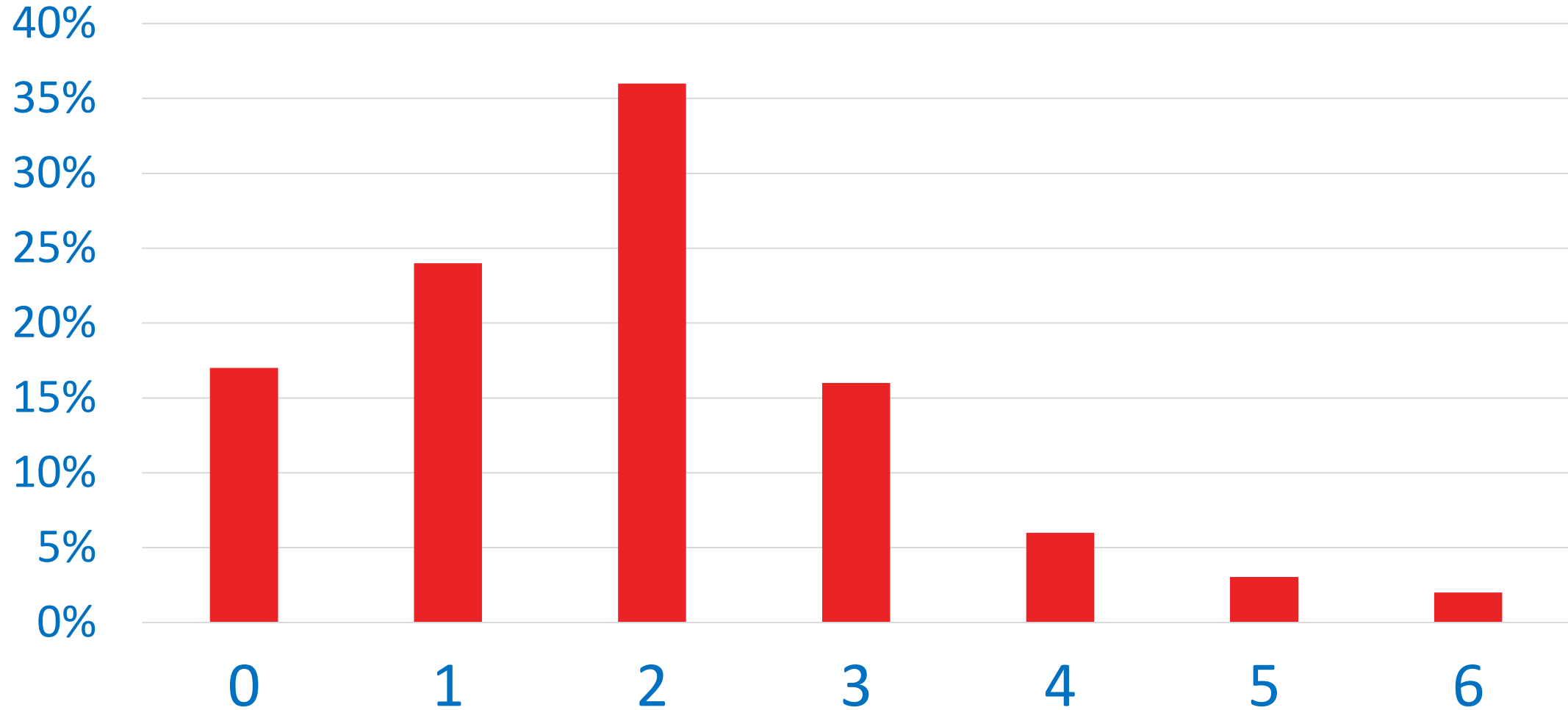
Source: NAR

Federal Reserve Fed Funds Rate



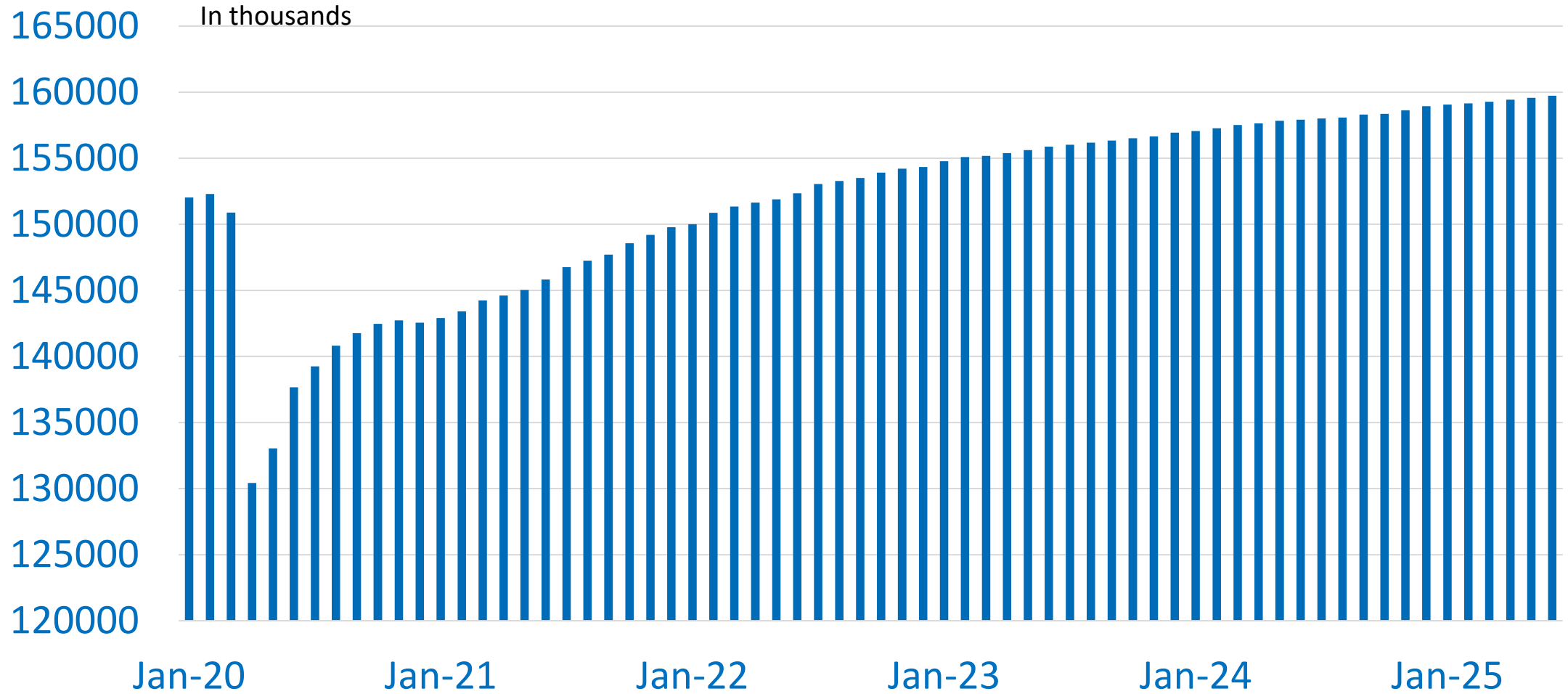
Source: Federal Reserve

How many rate cuts in 2025 by the Federal Reserve



Source: Robinhood Prediction Market Odds

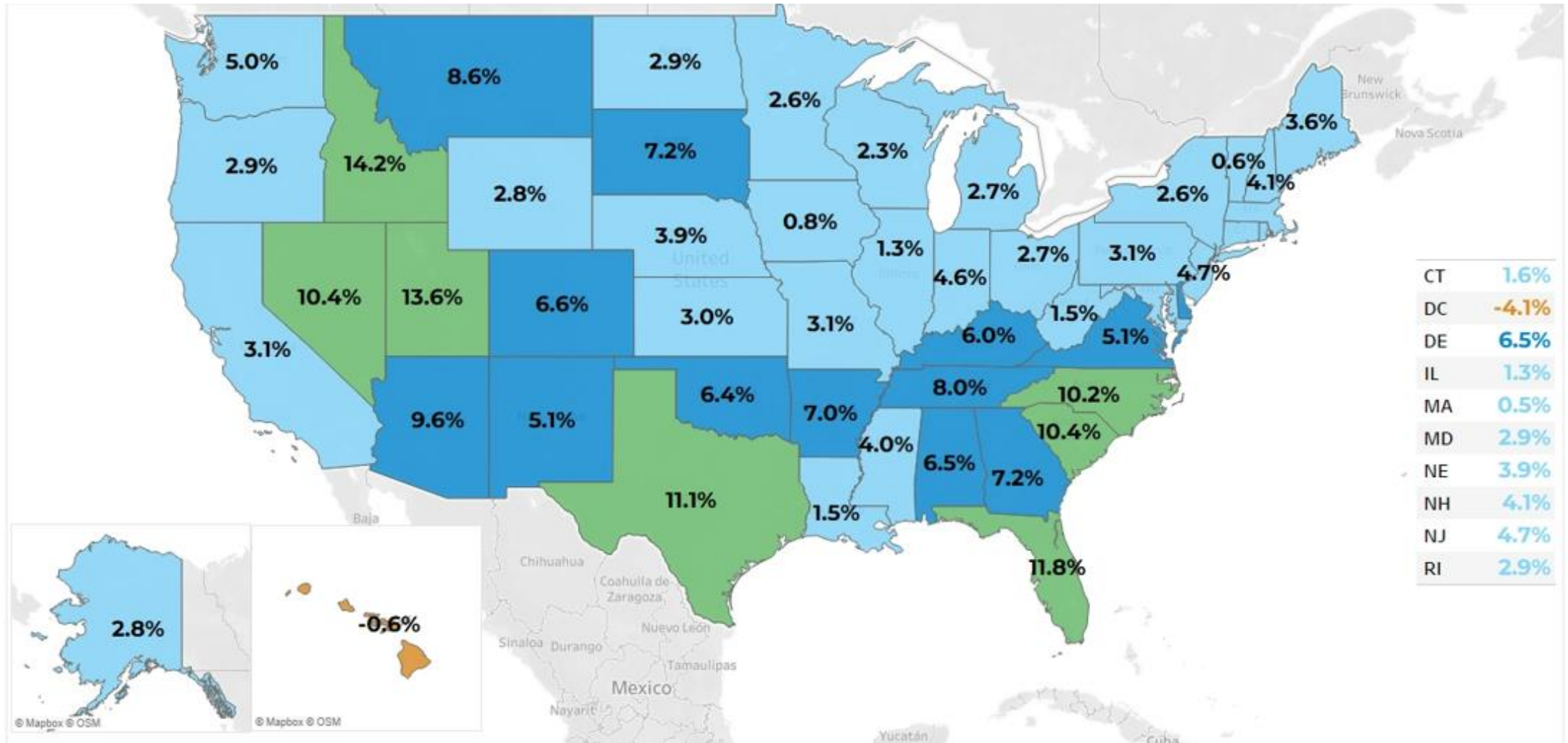
Total Payroll Jobs (+7 Million from Pre-COVID)



Source: BLS

Job Gains Since Pre-COVID Record High Payroll Employment

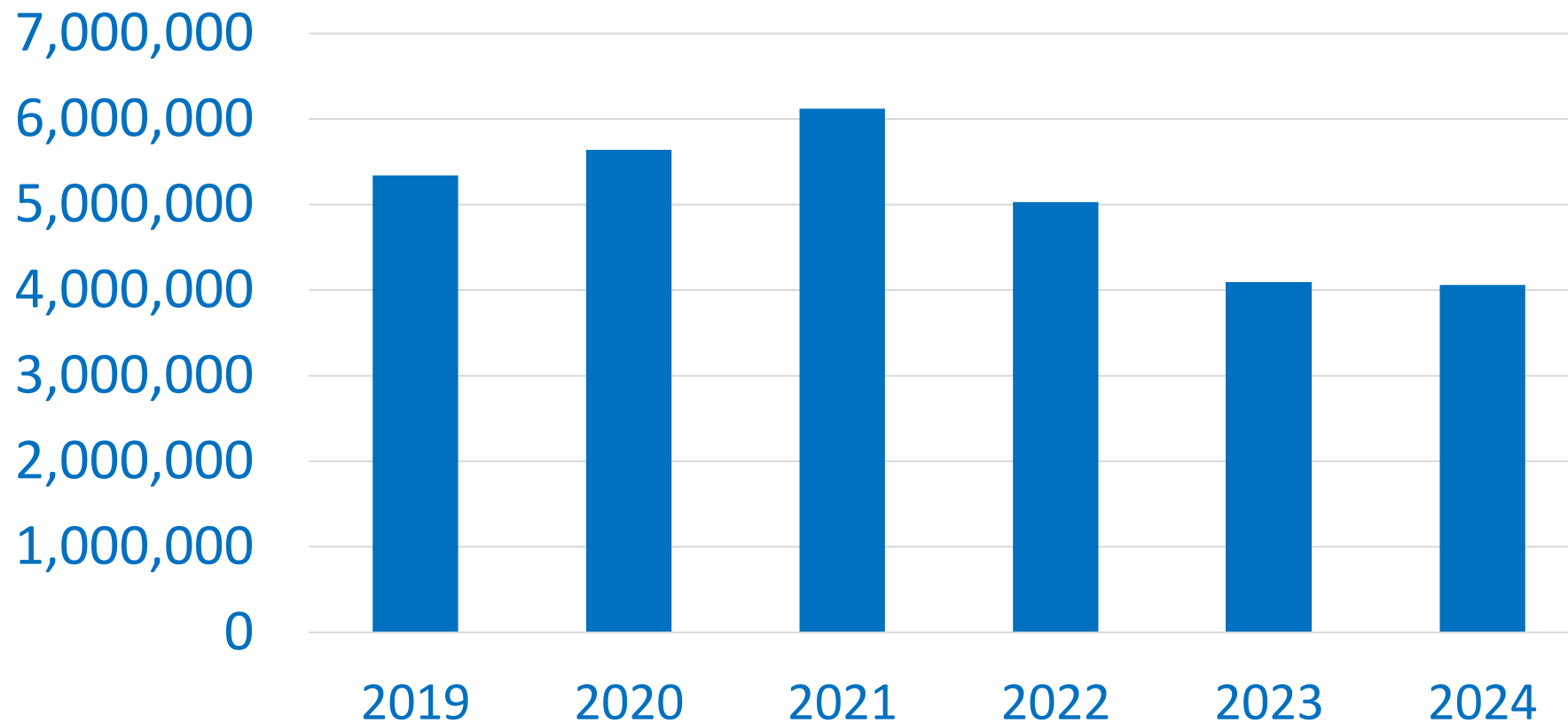
% change from March 2020 to May 2025



Source: NAR Analysis of BLS data

Residential Real Estate

Existing-Home Sales ... Two of the Most Difficult Years



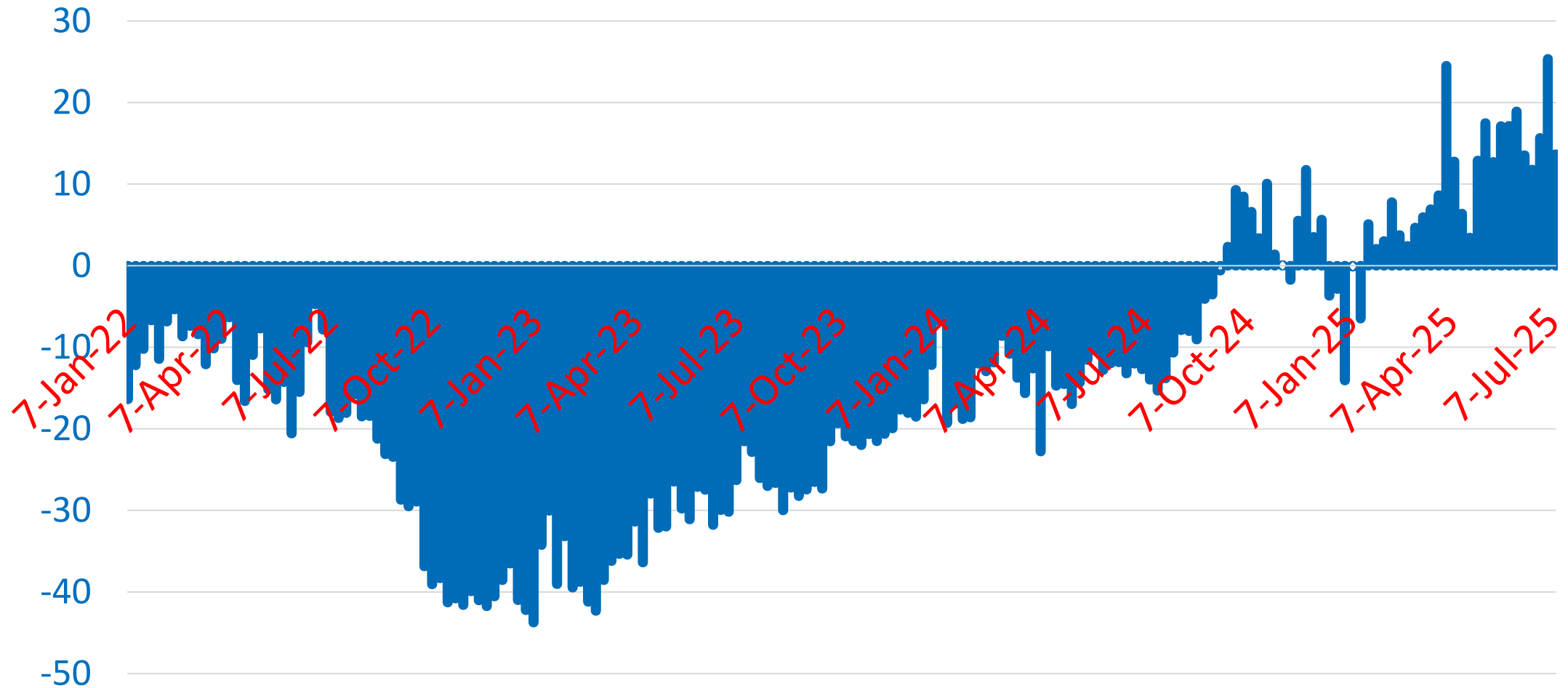
Source: NAR

Recent Monthly Existing-Home Sales Show No Recovery (seasonally adjusted annualized rate)



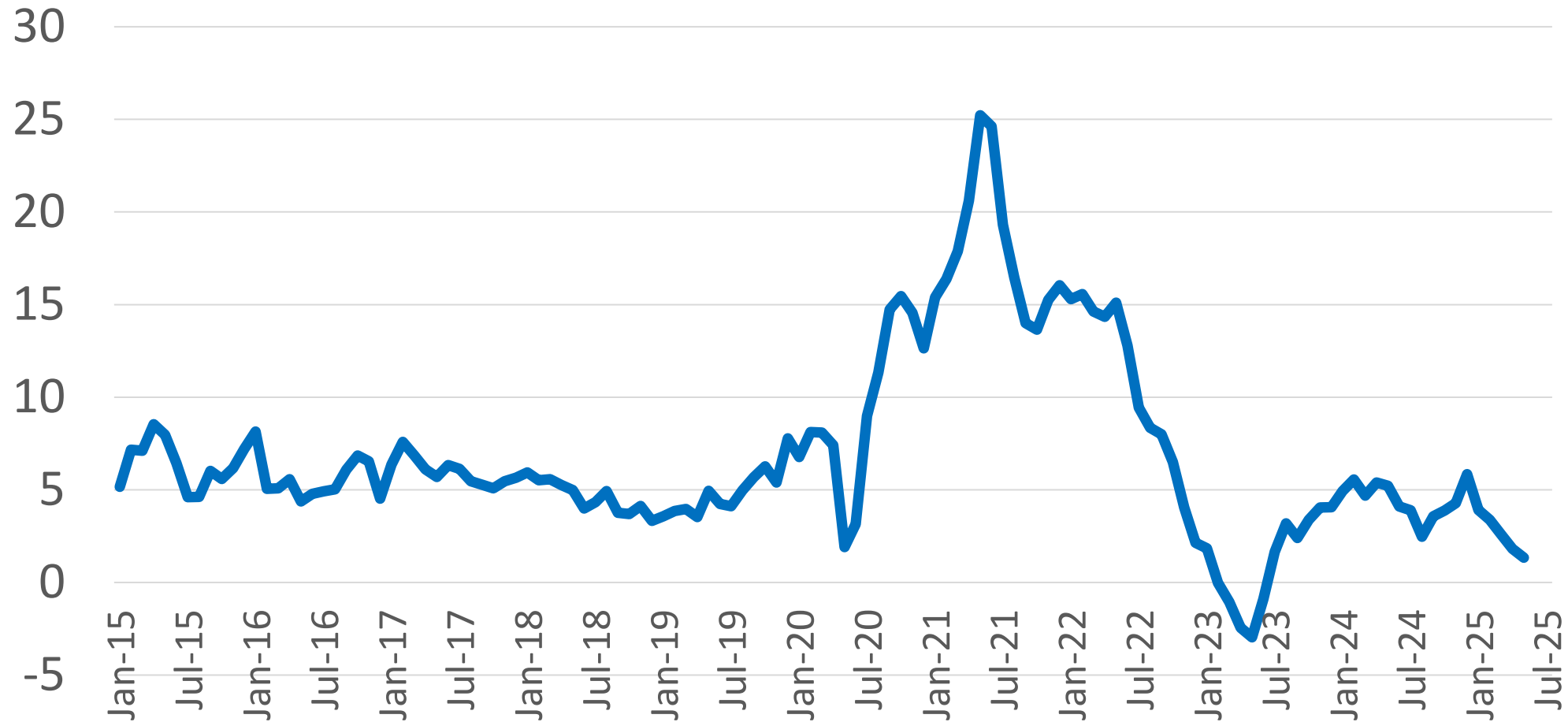
Source: NAR

Light Flashing on Weekly Mortgage Applications to Buy a Home (% change from a year ago)



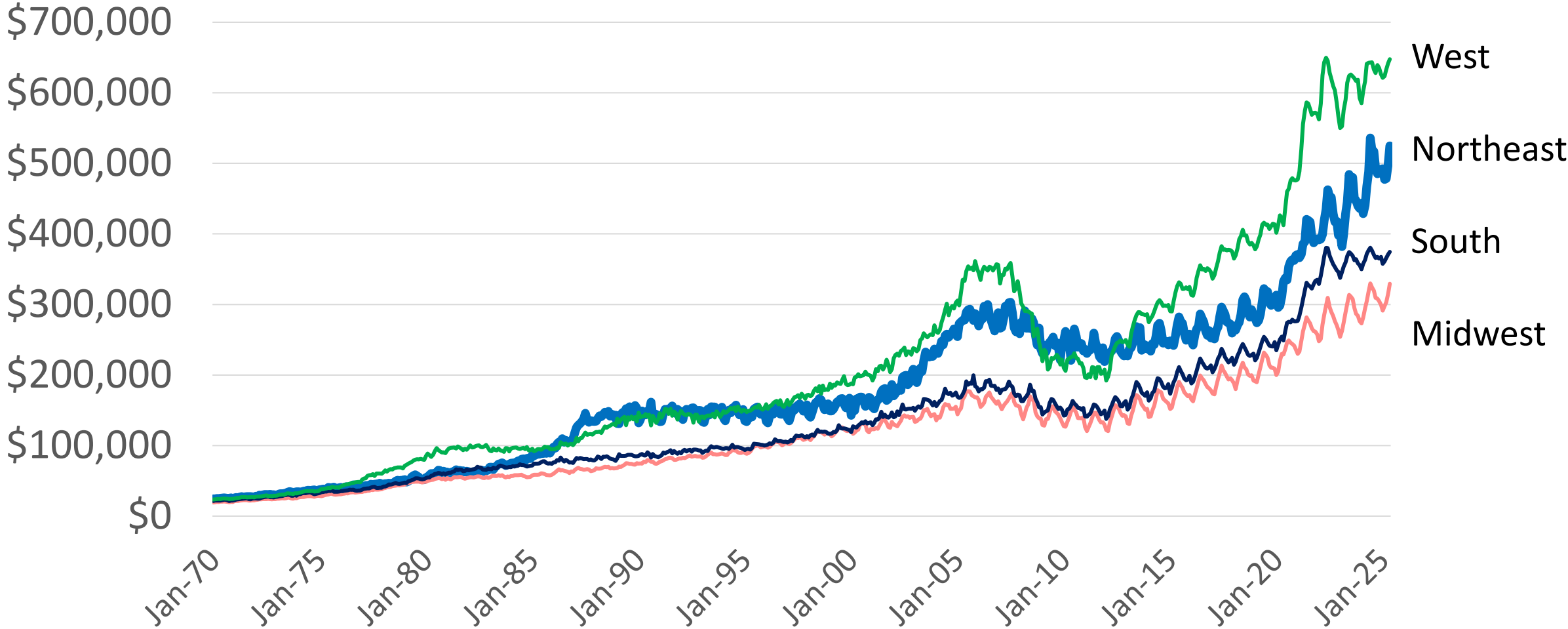
Source: Mortgage Bankers Association

Home Price Appreciation Slowdown



Source: NAR

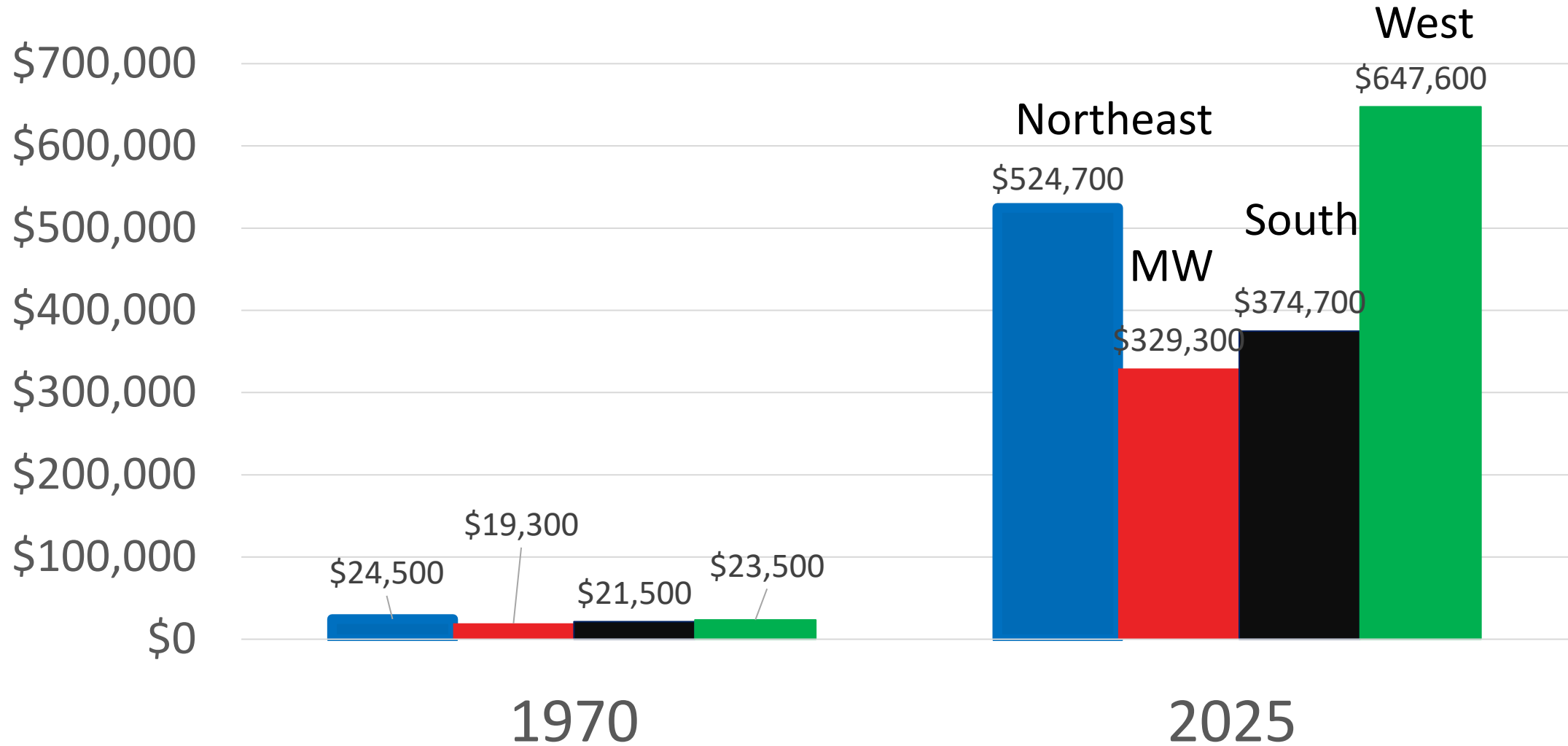
Regional Comparisons of Single-Family Home Price



Source: NAR



Regional Comparisons of Single-Family Home Price



Source: NAR

Scenario and Forecast

30-year Fixed Mortgage Rate (average)



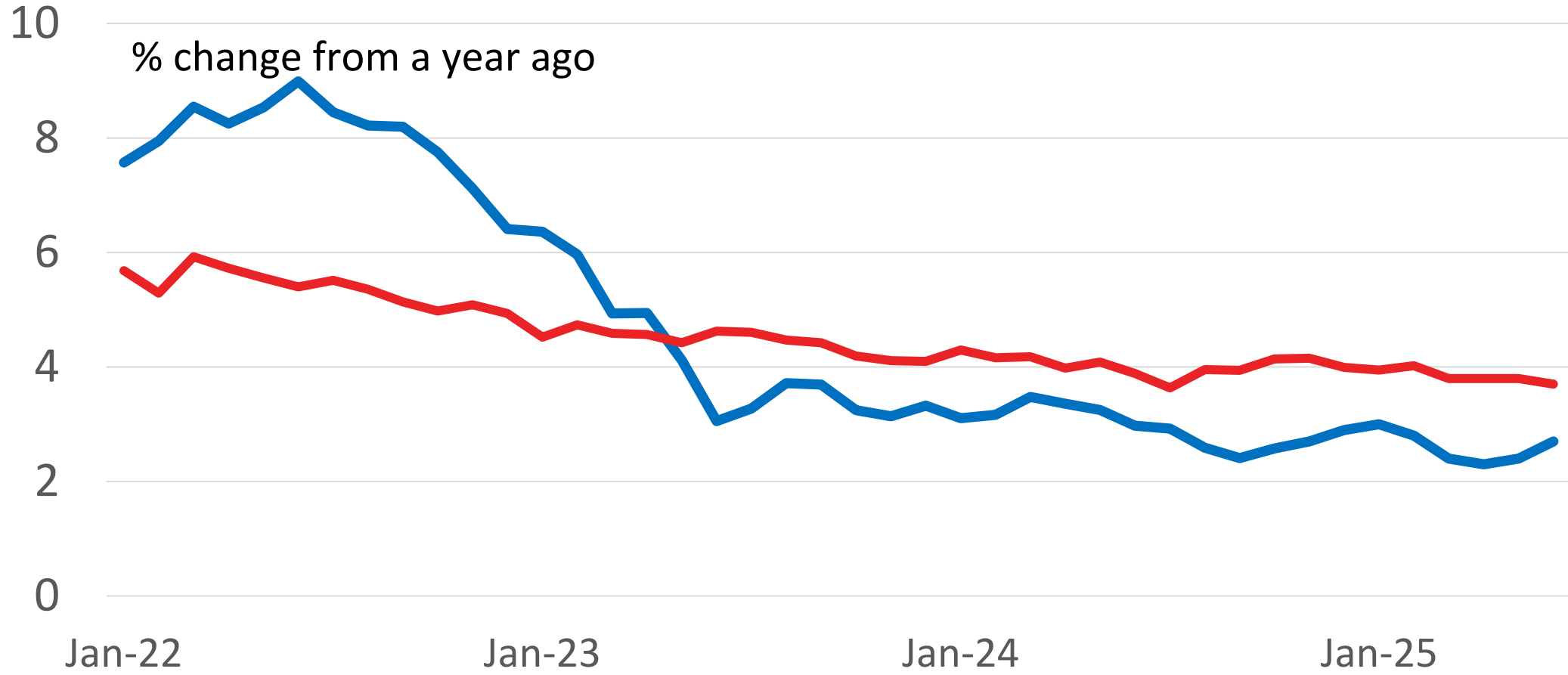
Source: Freddie Mac Mortgage Rate

Median Monthly Mortgage Payment for Recent Buyers Tough but No Longer Rising



Source: NAR using only principal and interest of median priced home

Wage Growth (red) 3.7% Outpacing Consumer Price (blue) at 2.7%



Source: BLS

Scenario of Mortgage Rate Falling: 7% to 6%

Required Income Lowered to Get Mortgage	5.5 million additional Households
Additional Home Sales	Including 1.6 million Renters 550,000 Around 10% newly qualifying households over the next 12 to 18 months

Nationwide Forecast

Downgraded for 2025 ... Upgraded for 2026

	2025	2026
Existing-Home Sales	+3%	+14%
New Home Sales	+5%	+5%
Median Home Price	+1%	+4%
Mortgage Rate	6.7%	6.0%
Job Gains	1.6 million	2.0 million

Local Market Dashboard

Metro Market Business Intelligence

STEP 1: SELECT A METROPOLITAN AREA FROM THE DROPDOWN



Dallas-Fort Worth-Arlington, TX

STEP 2: CLICK ON AN ICON BELOW TO SEE THE STATISTICS



Impact of
Lower Rates



Housing
Affordability



Housing
Statistics



Economic
Conditions



Home Buyers'
Profile



Homeownership
Demographics



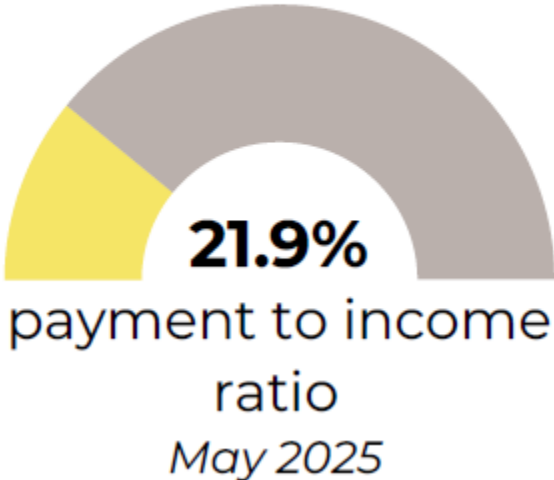
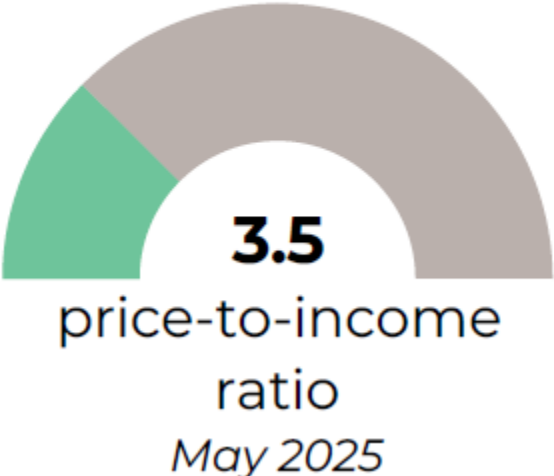
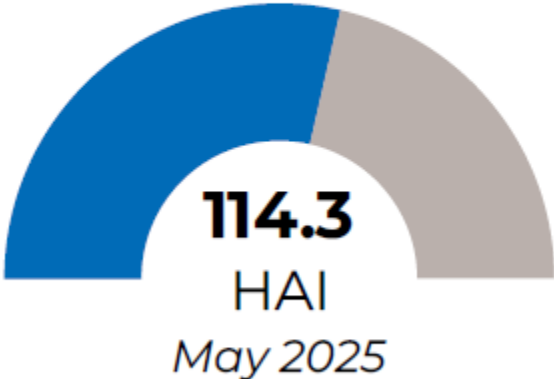
Demographics

STEP 3: CLICK ON THE BUTTON BELOW TO RETRIEVE A PDF OF THE REPORT

Housing Affordability in Dallas-Ft. Worth

Monthly Payment: **\$1,993**

Qualifying Income: **\$95,664**



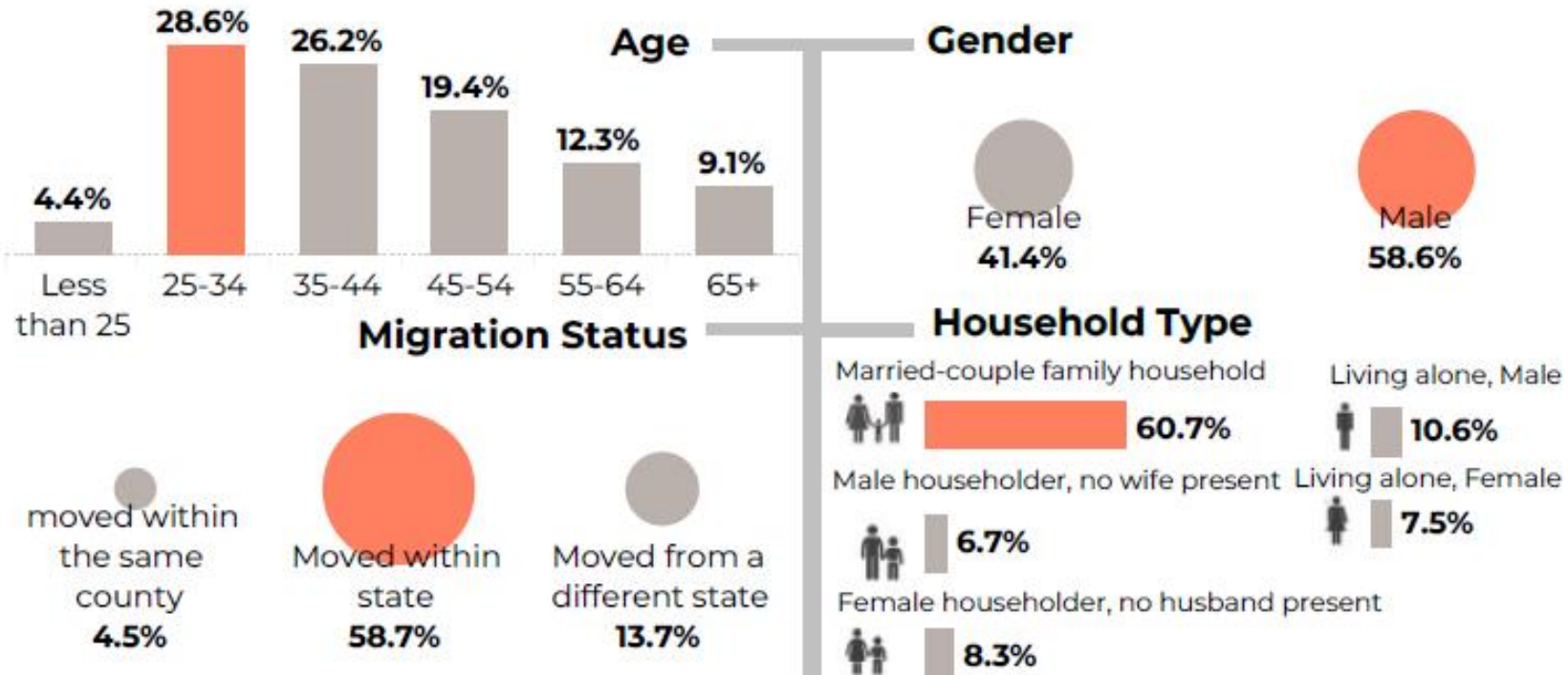
Homebuyers in Dallas-Ft. Worth

41

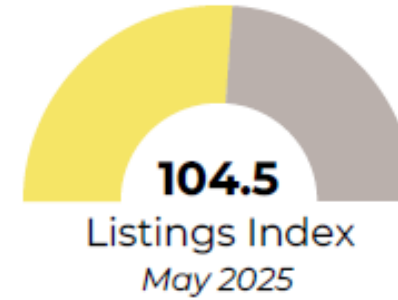
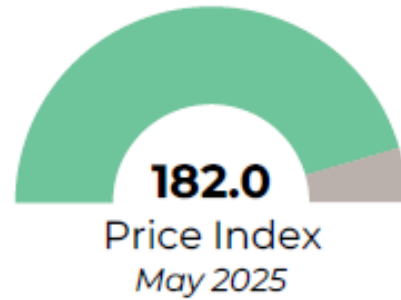
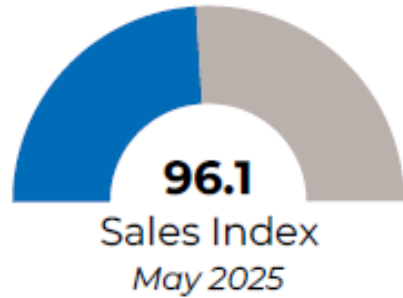
years old

\$126,440

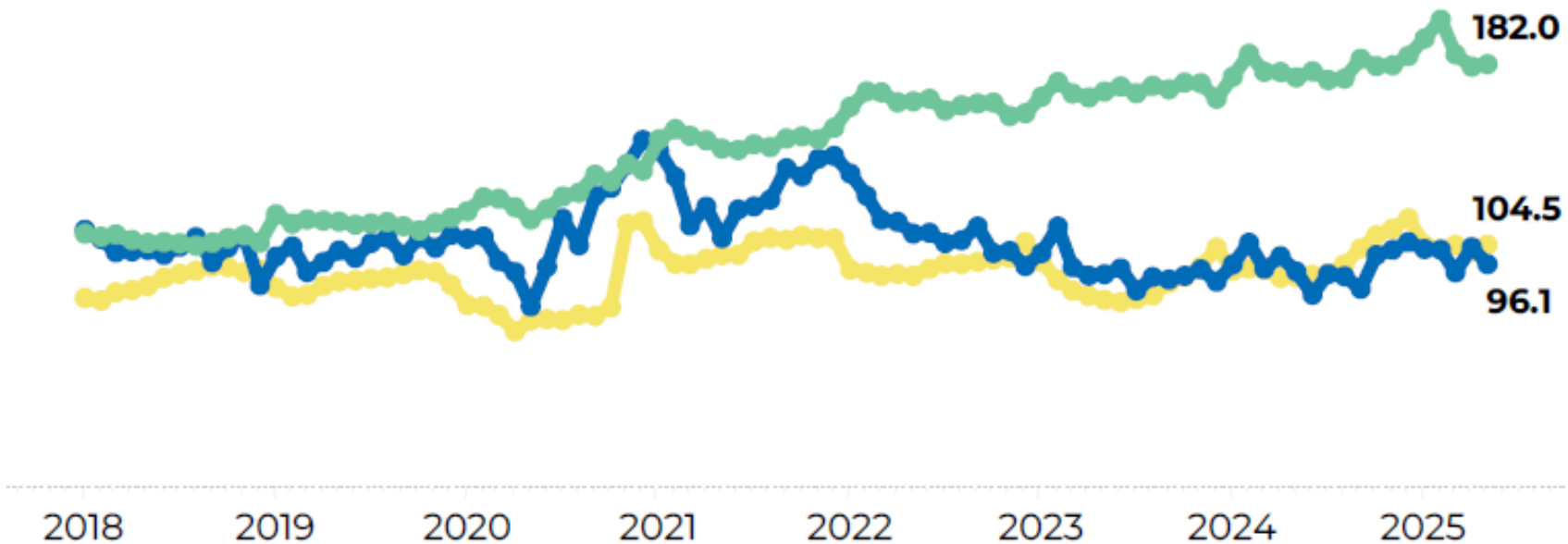
income



Housing Market Index in Kansas City



Sales, Price and Listings Indices over the years



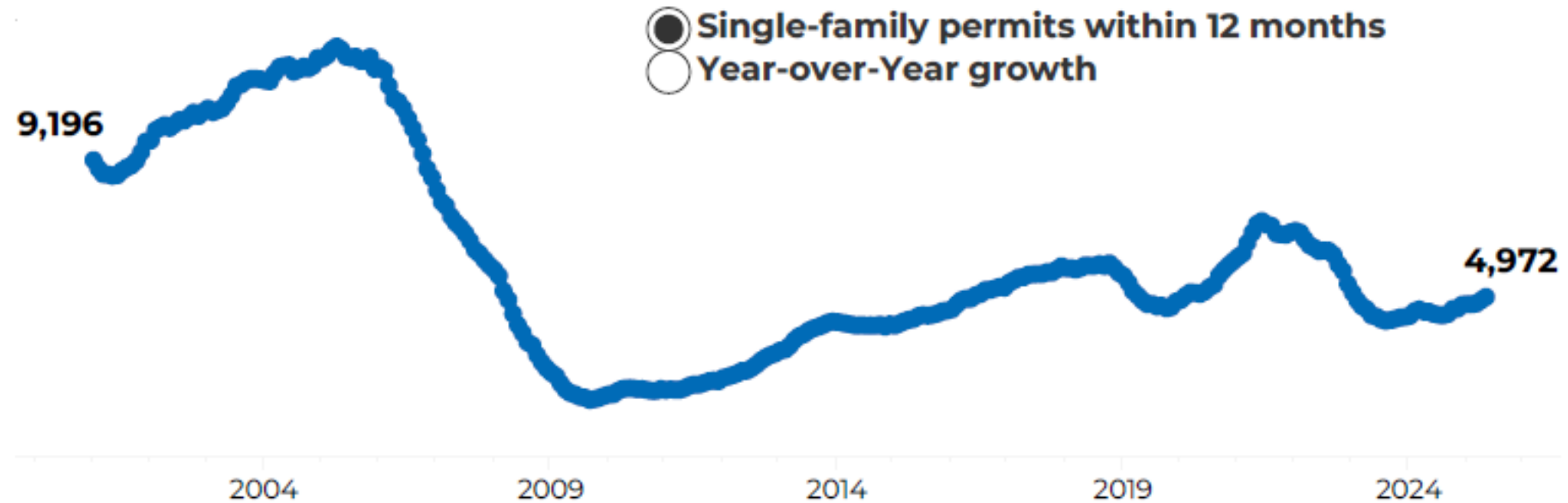
Housing Equity

Based on Years of Ownership in Kansas City

Home equity gains by year

1 year	2 years	3 years	4 years	5 years	6 years	7 years	8 years	9 years	10 years
\$23,020	\$45,030	\$58,440	\$91,180	\$128,870	\$143,450	\$156,450	\$178,140	\$193,310	\$204,690

Housing Construction

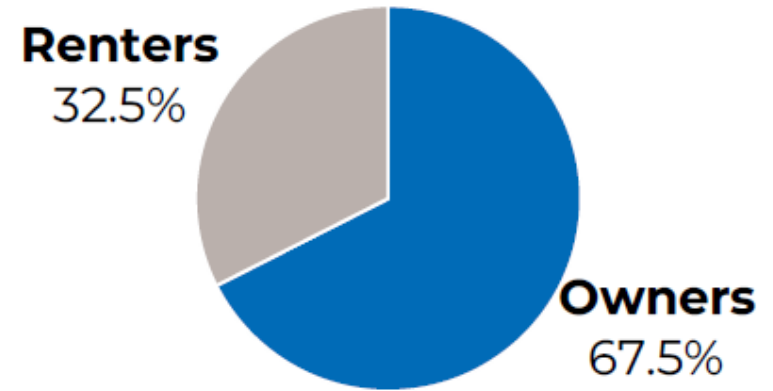


Homeownership in Cleveland

Number of households by tenure

Homeowners: **601,416**

Renters: **289,047**

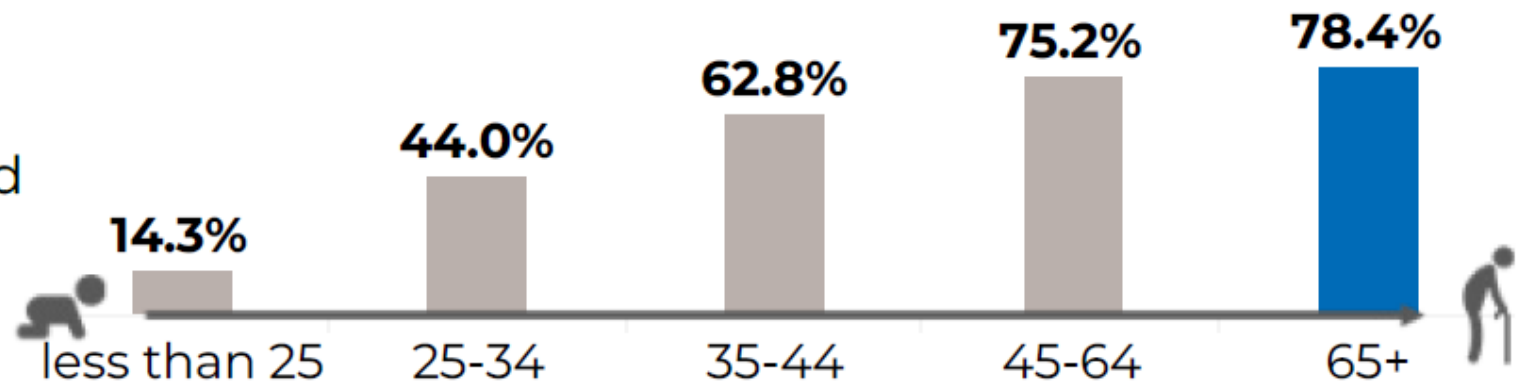


Homeownership rate by Age

Median Age

Homeowners: **58** years old

Renters: **42** years old



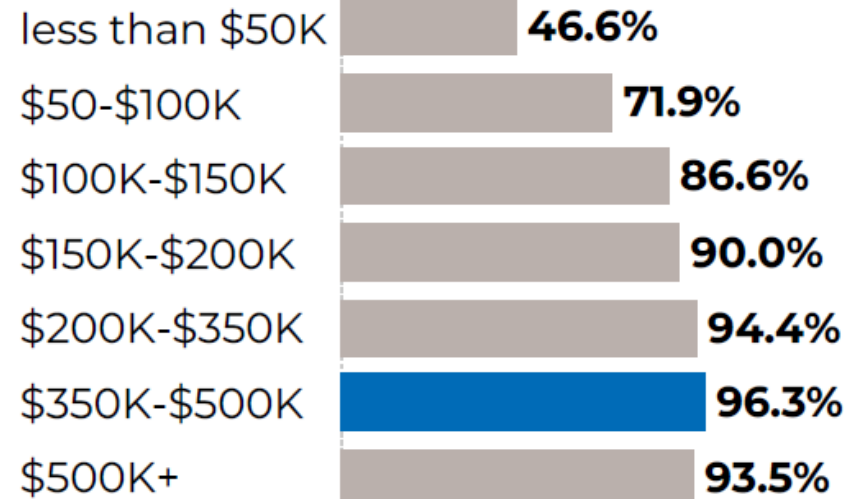
Homeownership Details in Cleveland

Homeownership rate by Income level

Median household income

Owners: **\$85,275**

Renters: **\$37,109**



Source: NAR Calculations of 2023 ACS PUMS data

Homeownership rate by Racial/ethnic group

76.3%



White

41.0%



Black

59.2%



Asian

48.0%



Hispanic



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ASSOCIATION OF
REALTORS®

Economic Momentum in Minneapolis

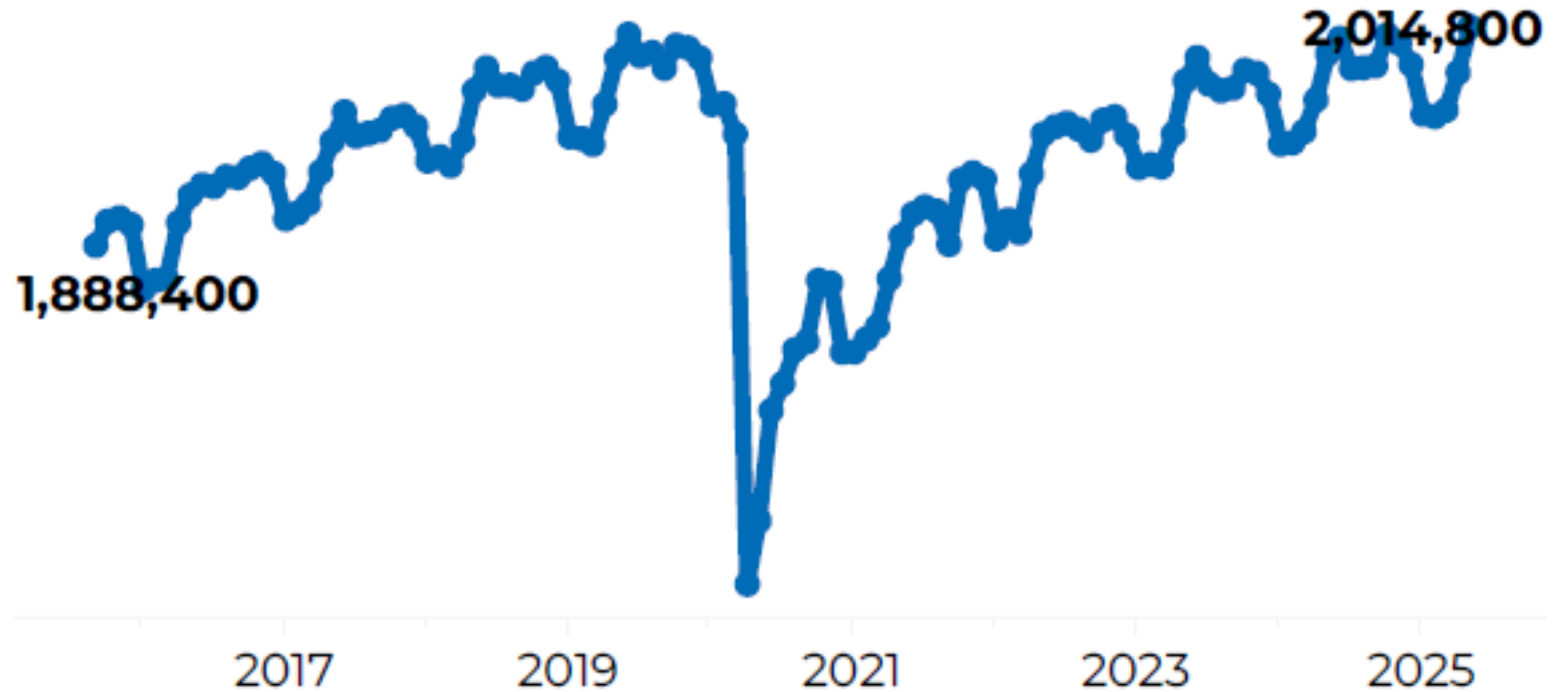
0.8%
Job growth

2.0%
Wage growth

3.1%
Unemployment
Rate

Number of all employees

as of May 2025

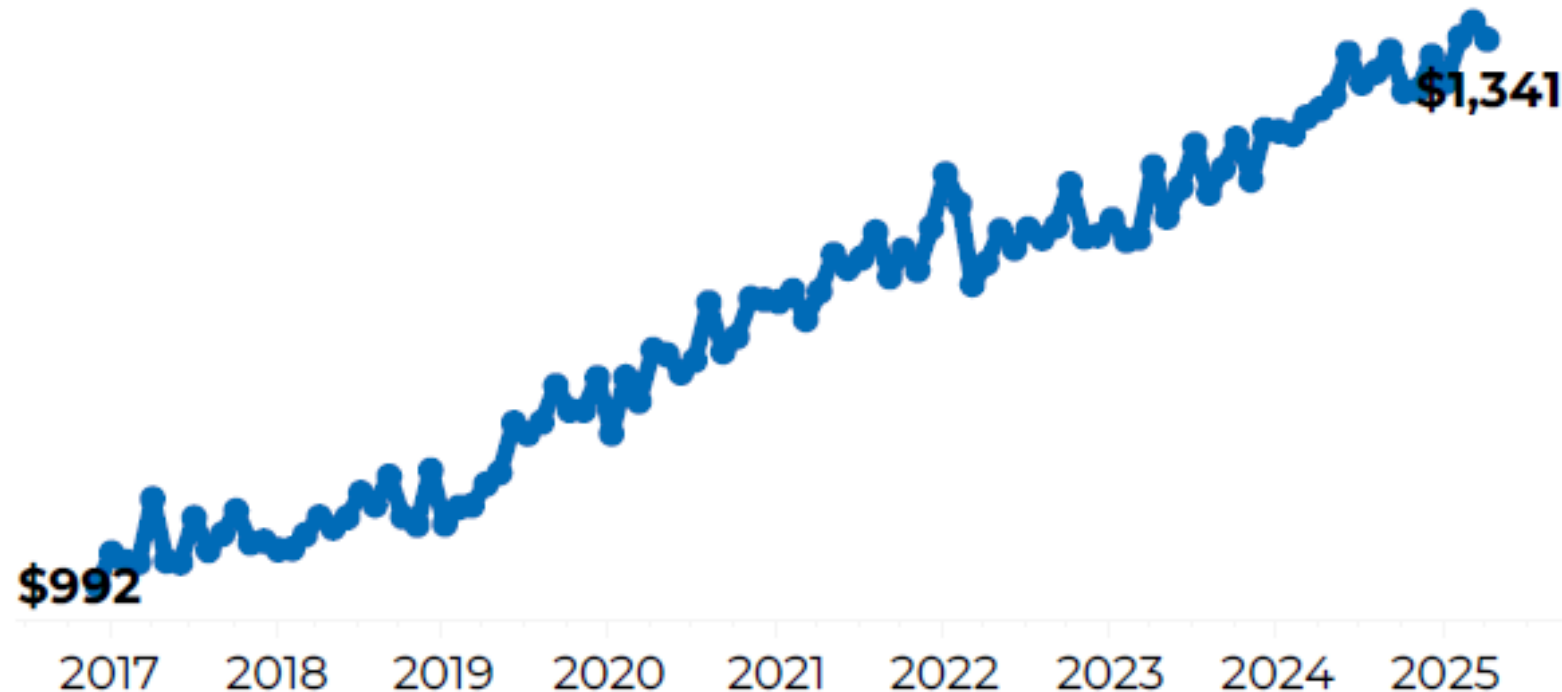


Economic Momentum in Minneapolis

Average Weekly Earnings

as of May 2025

**Average Annual
Earnings: \$69,175**



Impact from 6% Mortgage Rate in Atlanta MSA

Number of households that can afford to buy the median-priced home with:

7% mortgage rate

All households



Renter households



6% mortgage rate

All households



Renter households



Note: A 10% down payment was included in the calculations

Potential Home Sales Impact of 6% Mortgage Rates in Atlanta

————— If mortgage rates fell from 7% to 6% —————

126,038

more households

would afford the median-priced home

including

39,273

renter households

While **10% of these households typically buy a home**

12,604

additional home sales are expected in the next 12 to 18 months
in Atlanta-Sandy Springs-Alpharetta, GA

Consult Local MLS and State/Local Association

Residential Housing Market Activity Across MN

May 2025 compared to a year ago



	GAAAR (Alexandria)	% Chg	GLAR (Brainerd)	% Chg	ICBR (Grand Rapids)	% Chg	LCAR (Detroit Lakes)	% Chg	LRAR (Fergus Falls)	% Chg
New Listings	190	+35.7%	878	+15.1%	171	-2.8%	163	+28.3%	185	-3.6%
Pending Sales	125	+16.8%	495	+1.0%	106	+23.3%	86	+6.2%	117	-3.3%
Closed Sales	87	-27.5%	423	-6.4%	90	+16.9%	71	+1.4%	102	-4.7%
Median Sales Price	\$270,000	-12.9%	\$299,900	-0.0%	\$251,500	+0.6%	\$280,000	-8.8%	\$322,450	+39.6%
Days on Market	52	+5.2%	50	+5.8%	71	+40.4%	60	+8.0%	63	+5.6%
Ratio of List Price Rec'd	97.1%	+1.1%	96.4%	-0.7%	94.4%	-2.0%	94.6%	-0.4%	97.5%	+1.2%
Inventory	299	+21.1%	1,712	+21.1%	360	+13.2%	383	+16.1%	438	+7.6%
Months Supply	3.9	+22.1%	4.6	+17.2%	4.2	+11.1%	4.5	+15.0%	4.5	+15.0%



Weekly Activity Snapshot

Week 27 2025: 7/1/2025 to 7/7/2025

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Greater Kansas City Area Fast Stats

10.5%

34

DAYS ON MARKET

8.3%

\$394,14

AVERAGE SALES PRICE

*All data metrics reflect a one year change

0.5%

98.6%

PERCENTAGE OF ORIGINAL PRICE RECEIVED

3.2%

3,860

CLOSED SALES

4.9%

3,308

PENDING SALES

11.7%

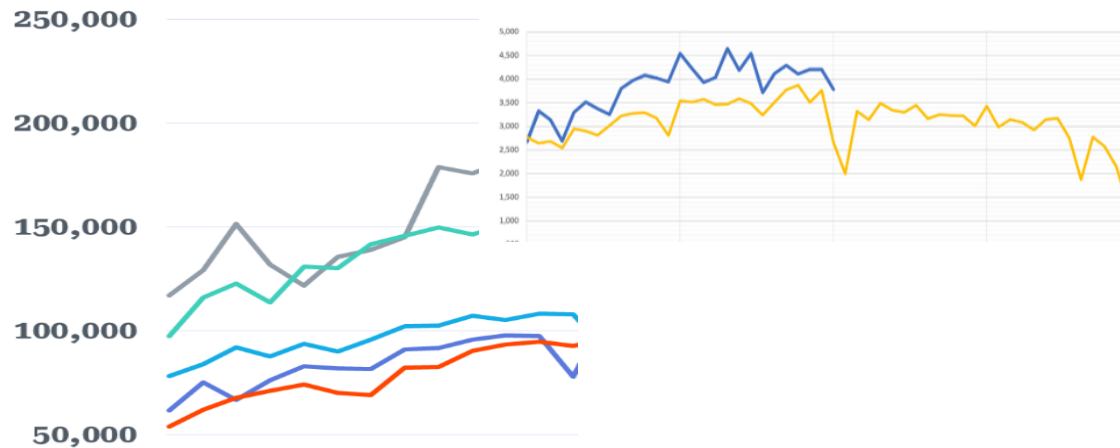
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TOTAL

Showings

New Purchase Con

Due to Hurricane Beryl in 2024, year-over-year data comparisons for Week 27 may not follow typical patterns. However, all market indicators were in positive territory during the week ending July 7.



New Listings

2,662

42.1%

3,782



For Property Level Market Intelligence Consult Realtors Property Resource® (RPR)



Home Q Research Marketing Reports

Residential
Commercial

Location

Enter Address, Place, APN/Tax IDs or Listing IDs

Type/Status

Sales, Leases

Property Type

3 Selected

Guided Tours



Property Search



Prospecting



Market Trends



Map Search



Create CMA

Palmer Ranch Market Activity Report

Sarasota, FL 34238



Market Trends

Market Trends for Sarasota, FL 34238

Single Family + Condo/Townhouse/Apt.

April 2025

Market Type



Key Details

Months of Inventory	Sold to List Price %	Median Days in RPR	Median Sold Price
9.22 + 12.56% MoM	95.9% - 0.05% MoM	51 + 142.86% MoM	\$582,461 + 6.87% MoM

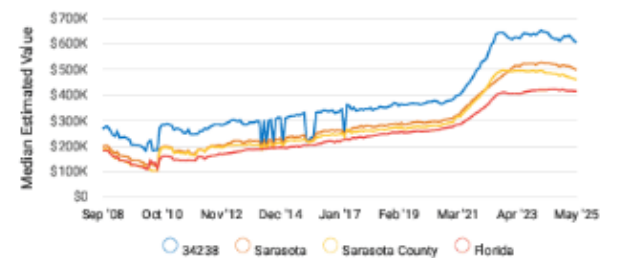
May 2025 Median Estimated Property Value

Single Family + Condo/Townhouse/Apt.

This graphic displays property estimates for a market area and a subject property, where one has been selected. Estimated property values are generated by a valuation model and are not formal appraisals.

Source: Public records, and MLS sources where licensed
Update Frequency: Monthly

Median Estimated Value \$609,670	Last Month Change -0.9%	12 Month Change -5.7%
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Thank You !