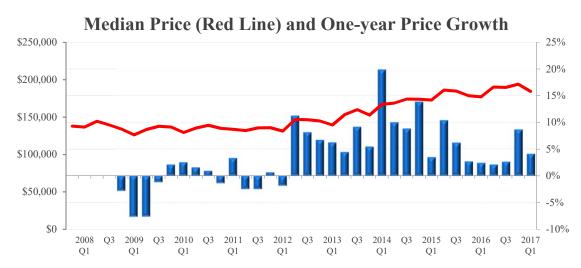


## **Corpus Christi Area**

### **Local Market Report, First Quarter 2017**

## Today's Market...



Local Price Trends			
Price Activity	Corpus Christi	U.S.	Local Trend
Current Median Home Price (2017 Q1)	\$184,400	\$230,700	D.: f 1 1
1-year (4-quarter) Appreciation (2017 Q1)	4.1%	6.9%	Prices are up from a year ago, but price growth is slowing
3-year (12-quarter) Appreciation (2017 Q1)	10.4%	20.8%	growth is slowing
3-year (12-quarter) Housing Equity Gain*	\$17,300	\$39,700	Gains in the last 3 years have extended the
7-year (28 quarters) Housing Equity Gain*	\$54,900	\$64,333	trend of positive price growth after the
9-year (36 quarters) Housing Equity Gain*	\$47,600	\$32,167	recession
9-year (36 quarters) Housing Equity Gain*  *Note: Equity gain reflects price appreciation only	\$47,600	\$32,167	recession

	Corpus Christi	U.S.		
Conforming Loan Limit**	\$424,100	\$636,150	Most buyers in this market have access to	
FHA Loan Limit	\$275,665	\$636,150	government-backed financing	
<b>Local Median to Conforming Limit Ratio</b>	43%	not comparable	government-backed imancing	
Note: limits are current and include the changes made in December 2016.				

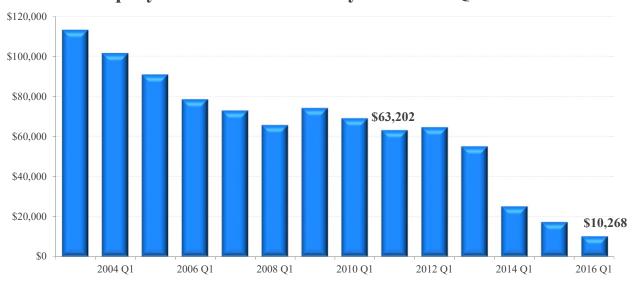
#### **Local NAR Leadership**

The Corpus Christi market is part of region 10 in the NAR governance system, which includes all of Louisiana and Texas. The 2017 NAR Regional Vice President representing region 10 is Leslie Rouda Smith.



# **Benefits of Ownership: Total Equity Appreciation**

### Total Equity Accrued to Owner by Year and Quarter of Purchase



Total Equity Gained** through 2017 Q1 from quarter in which home was of purchased			
Price Activity	CorpusChristi	U.S.	<b>Local Trend</b>
1-year (4-quarter)	\$10,268	\$18,582	
3-year (12-quarter)*	\$25,212	\$48,743	
5-year (20-quarter)*	\$64,647	\$83,996	Price appreciation and principle payments
7-year (28 quarters)*	\$69,190	\$76,553	in the last 3 years have boosted total equity
9-year (36 quarters)*	\$65,779	\$46,748	growth since the recession
If purchase in 2005, the national price peak	\$90,921	\$45,884	

<sup>\*</sup>Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity



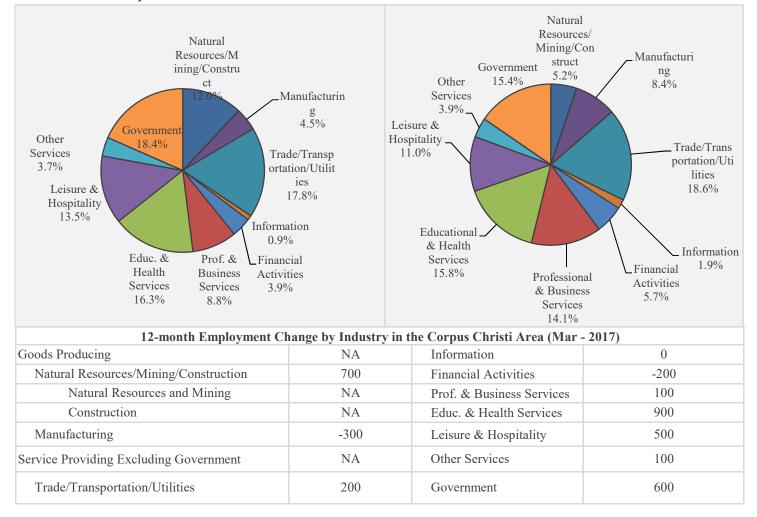
### **Drivers of Local Supply and Demand...**

Local Economic Outlook	Corpus Christi	U.S.	
12-month Job Change (Apr)	2,700	Not Comparable	Employment has held up and is on an
12-month Job Change (Mar)	2,600	Ñot Comparable	upward trend
36-month Job Change (Apr)	2,500	Not Comparable	Corpus Christi's unemployment situation is worse than the national average and weighs
Current Unemployment Rate (Apr)	6.2%	4.4%	on confidence
Year-ago Unemployment Rate	5.5%	5.0%	Local employment growth is poor and
1-year (12 month) Job Growth Rate	1.4%	1.6%	needs to improve

### **Share of Total Employment by Industry**

Corpus Christi Area

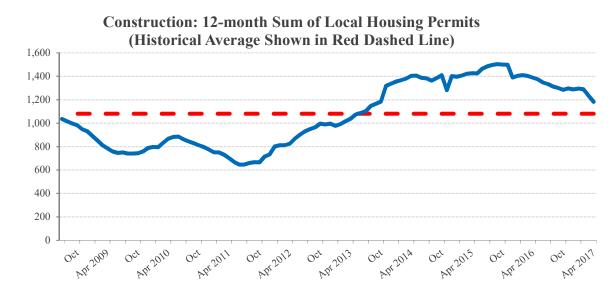
U.S.



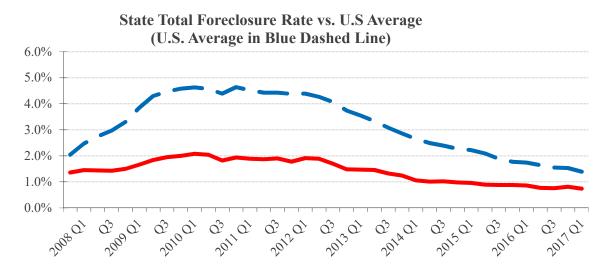
State Economic Activity Index	Texas	U.S.	
12-month change (2017 - Apr)	3.1%	3.0%	Texas's economy is stronger than the
36-month change (2017 - Apr)	10.5%	9.9%	nation's, but slowed from last month's 3.15% change



New Housing Construction				
Local Fundamentals	Corpus Christi	U.S.		
12-month Sum of 1-unit Building Permits through Apr 2017	1,182	not comparable	The current level of construction is 9.4% above the long-term average	
8-year average for 12-month Sum of 1-Unit Building Permits	1,080	not comparable	Production above trend for an extended period of time could cause prices to moderate as inventory is built up.	
Single-Family Housing Permits (Apr 2017) 12-month sum vs. a year ago	-14.8%	8.4%	Construction continues to decline from last year	



While new construction is the traditional driver of supply in real estate, foreclosures and short-sales now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or distressed sales, place downward pressure on the median home prices.

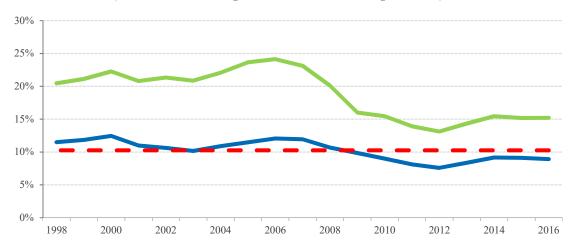


Source: Mortgage Bankers' Association



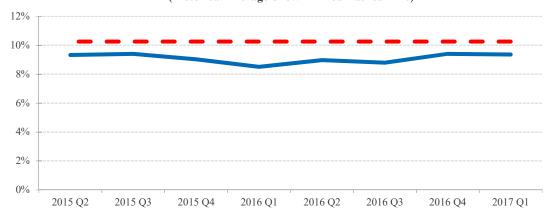
# **Affordability**

# **Long-Term Trend: Ratio of Local Mortgage Servicing Cost to Income** (Local Historical Average Shown in Red, U.S. Average in Green)



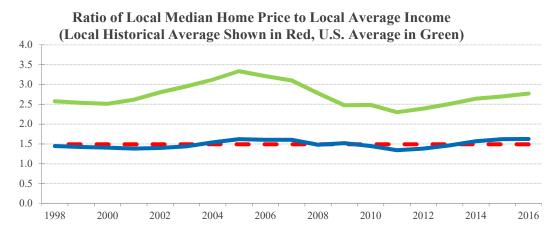
Monthly Mortgage Payment to Income	Corpus Christi	U.S.	
Ratio for 2016	8.9%	15.2%	Historically strong and an improvement
Ratio for 2017 Q1	9.4%	15.6%	over the fourth quarter of 2016
Historical Average	10.3%	19.2%	More affordable than most markets

# Recent Trend - Local Mortgage Servicing Cost to Income (Historical Average Shown in Red Dashed Line)

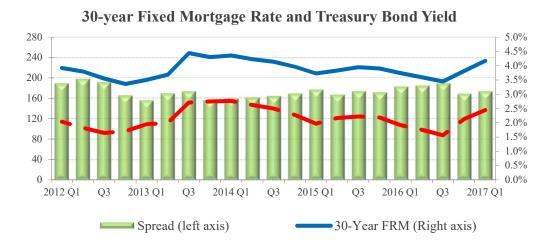


Median Home Price to Income	Corpus Christi	U.S.	
Ratio for 2016	1.6	2.8	The price-to-income ratio eased, but could
Ratio for 2017 Q1	1.6	2.7	be better
Historical Average	1.5	2.7	Affordable compared to most markets





### The Mortgage Market

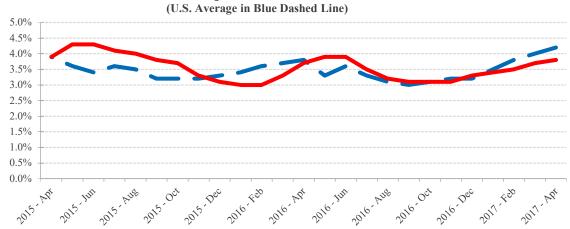


The first quarter was marked by rising mortgage rates. Short- and long- term U.S. interest rates continued to increase after November's elections. The Fed raised the federal fund in March, bringing the target from 0.75 percent to 1.00 percent while Freddie Mac published that the average interest rate on a 30-year conventional home loan was 4.2 percent in Q1 2017 from 3.8 percent in Q4 2016. Intermediate-term yields also increased during the quarter, with the 10-year U.S. Treasury closing at 2.4 percent. Although the Fed does not directly set mortgage rates, its actions can affect the housing market. Mortgage rates tend to move with the government's 10-year Treasury note, which serves as a benchmark for mortgage rates. However, homebuyers should bear in mind that mortgage rates still hover in the historically low range. Homebuyers have excellent purchasing power at these mortgage rates, and while it may make sense for fewer households to refinance, there are still some households that can save cash with a refinance. Looking ahead, despite the recent decline in April, interest rates are likely to head higher in 2017. NAR is forecasting the 30-year fixed rate mortgage to average 4.3 percent for 2017.



# **REALTOR® Price Expectations**

### **REALTOR®** Price Expectations for the Next 12 Months



Source: NAR

REALTOR® Price Expectations	Texas	U.S.	
2017 - Apr	3.8%	4.2%	REALTORS® expect weaker price growth in Texas than in the U.S. in the next 12
Prior 12 months	3.7%	3.8%	months although their local expectations are higher than a year ago.



# Geographic Coverage for this Report

The Corpus Christi area referred to in this report covers the geographic area of the Corpus Christi metro area as officially defined by the Office of Management and Budget of the U.S. Government. The official coverage area includes the following counties:

Aransas County, Nueces County, and San Patricio County

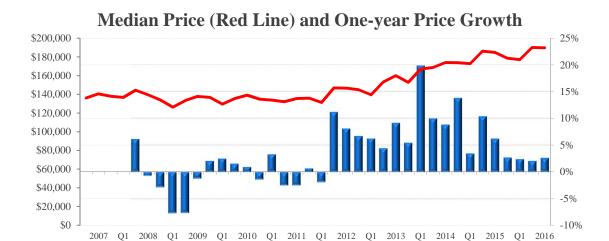
More information on the OMB's geographic definitions can be found at https://obamawhitehouse.archives.gov/omb/bulletins\_default/



## **Corpus Christi Area**

### **Local Market Report, Third Quarter 2016**

## Today's Market...



Q3

Q3

Q3

Q3

Q3

Local Price Trends			
Price Activity	Corpus Christi	U.S.	Local Trend
Current Median Home Price (2016 Q3)	\$189,800	\$239,133	
1-year (4-quarter) Appreciation (2016 Q3)	2.7%	5.2%	Prices continue to grow relative to last year
3-year (12-quarter) Appreciation (2016 Q3)	18.6%	15.6%	
3-year (12-quarter) Housing Equity Gain*	\$29,800	\$32,267	Gains in the last 3 years have extended the
7-year (28 quarters) Housing Equity Gain*	\$52,000	\$60,900	trend of positive price growth after the recession
9-year (36 quarters) Housing Equity Gain*	\$49,300	\$17,967	
*Note: Equity gain reflects price appreciation only			

Q3

Q3

Q3

Q3

	Corpus Christi	U.S.			
Conforming Loan Limit**	\$417,000	\$625,500	Most buyers in this market have access to		
FHA Loan Limit	\$271,050	\$625,500	•		
Local Median to Conforming Limit Ratio  46% not comparable government-backed financing					
Note: limits are current and include the changes made in November of 2012 and extended in November of 2013					

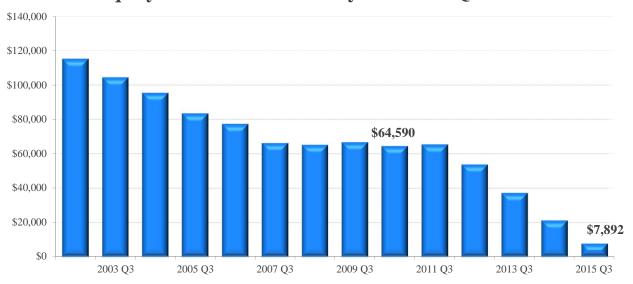
#### **Local NAR Leadership**

The Corpus Christi market is part of region 10 in the NAR governance system, which includes all of Louisiana and Texas. The 2016 NAR Regional Vice President representing region 10 is Matthew Ritchie.



# **Benefits of Ownership: Total Equity Appreciation**

### Total Equity Accrued to Owner by Year and Quarter of Purchase



Total Equity Gained** through 2016 Q3 from quarter in which home was of purchased			
Price Activity	CorpusChristi	U.S.	<b>Local Trend</b>
1-year (4-quarter)	\$7,892	\$15,479	
3-year (12-quarter)*	\$37,276	\$41,932	
5-year (20-quarter)*	\$65,458	\$82,243	Price appreciation and principle payments
7-year (28 quarters)*	\$66,865	\$73,900	in the last 3 years have boosted total equity
9-year (36 quarters)*	\$66,358	\$34,098	growth since the recession
If purchase in 2005, the national price peak	\$83,600	\$28,103	

<sup>\*</sup>Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity



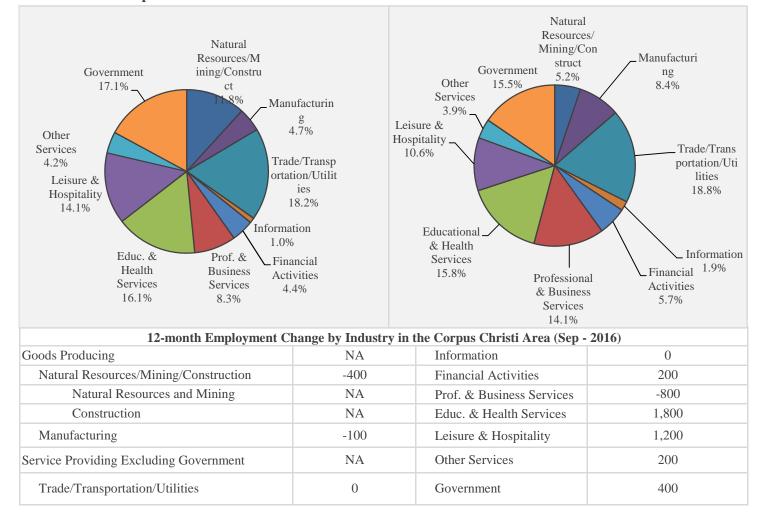
### **Drivers of Local Supply and Demand...**

Local Economic Outlook	Corpus Christi	U.S.	
12-month Job Change (Sep)	2,500	Not Comparable	Employment has held up and is on an
12-month Job Change (Aug)	2,400	Not Comparable	upward trend
36-month Job Change (Sep)	6,600	Not Comparable	Corpus Christi's unemployment situation is worse than the national average and weighs
Current Unemployment Rate (Sep)	6.3%	5.0%	on confidence
Year-ago Unemployment Rate	5.3%	5.1%	Local employment growth is poor and
1-year (12 month) Job Growth Rate	1.3%	1.8%	needs to improve

#### **Share of Total Employment by Industry**

Corpus Christi Area

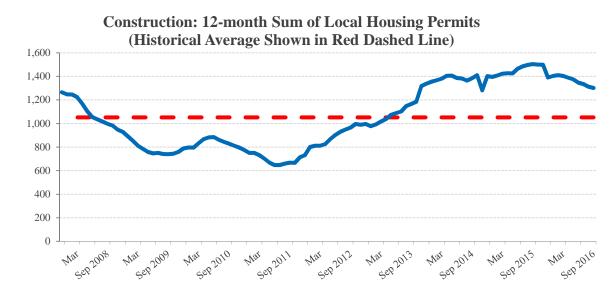
U.S.



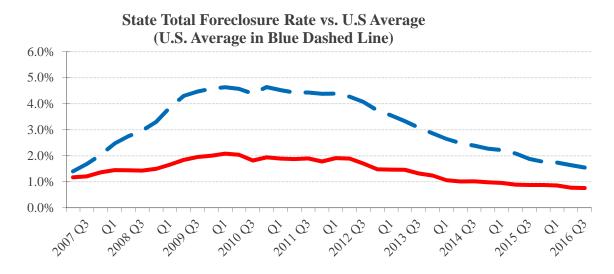
State Economic Activity Index	Texas	U.S.	
12-month change (2016 - Sep)	2.6%	2.9%	The economy of Texas is growing more slowly than the rest of the nation, but
36-month change (2016 - Sep)	12.0%	10.0%	improved modestly from last month's 2.52% change



New Housing Construction				
Local Fundamentals	Corpus Christi	U.S.		
12-month Sum of 1-unit Building Permits through Sep 2016	1,301	not comparable	The current level of construction is 23.6% above the long-term average	
8-year average for 12-month Sum of 1-Unit Building Permits	1,052	not comparable	Production above trend for an extended period of time could cause prices to moderate as inventory is built up.	
Single-Family Housing Permits (Sep 2016) 12-month sum vs. a year ago	-13.5%	9.5%	Construction continues to decline from last year	



While new construction is the traditional driver of supply in real estate, foreclosures and short-sales now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or distressed sales, place downward pressure on the median home prices.



Source: Mortgage Bankers' Association



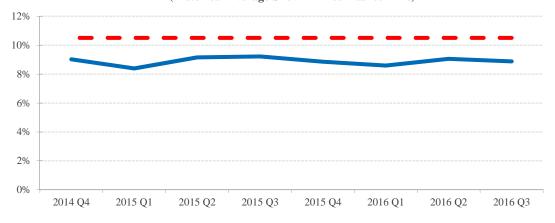
# **Affordability**

# **Long-Term Trend: Ratio of Local Mortgage Servicing Cost to Income** (Local Historical Average Shown in Red, U.S. Average in Green)



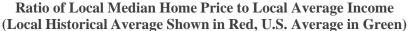
Monthly Mortgage Payment to Income	Corpus Christi	U.S.	
Ratio for 2015	8.9%	15.6%	Historically strong and an improvement
Ratio for 2016 Q3	8.9%	15.5%	over the second quarter of 2016
Historical Average	10.5%	19.5%	More affordable than most markets

# Recent Trend - Local Mortgage Servicing Cost to Income (Historical Average Shown in Red Dashed Line)



Median Home Price to Income	Corpus Christi	U.S.	
Ratio for 2015	1.6	2.8	The price-to-income ratio eased, but could
Ratio for 2016 Q3	1.7	2.9	be better
Historical Average	1.5	2.7	Affordable compared to most markets

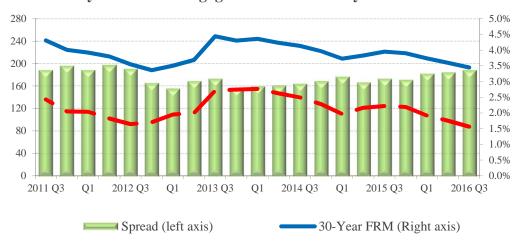






### The Mortgage Market

#### 30-year Fixed Mortgage Rate and Treasury Bond Yield



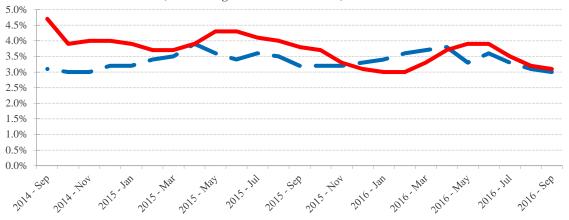
The third quarter of 2016 was marked by low mortgage rates. Presidential elections introduced uncertainty in the equity and bond markets which, as a rule, markets don't like. Furthermore, forecasts for production and inflation remained low, helping to keep rates contained in a narrow band, hovering between 3.44% and 3.46% for the period between July and September. For the entire quarter, the 30-year fixed-rate mortgages eased from 3.6 percent in the second quarter to 3.5 percent in the third quarter of 2016, while the 10-year Treasury fell to 1.65 percent. What to expect about mortgage rates in the upcoming quarters? It seems that mortgage rates will move up but they will not change significantly while China's growth is still slow, Japan's woes continue, and the Eurozone continues to stagger along. However, the Fed is coming closer to reaching its dual mandate which could in turn result in rate hikes in the near future. Furthermore, the President-Elect's policies include increased infrastructure spending, tariffs, and immigration reform all of which could drive inflationary pressures over the longer term. NAR is forecasting the 30-year fixed rate mortgage to average just 4.1 percent for 2017.



# **REALTOR® Price Expectations**

### **REALTOR® Price Expectations for the Next 12 Months**

(U.S. Average in Blue Dashed Line)



Source: NAR

REALTOR® Price Expectations	Texas	U.S.	
2016 - Sep	3.1%	3.0%	REALTORS® expect higher price growth in Texas than in the U.S. in the next 12 months. However, their price expectations
Prior 12 months	3.8%	3.2%	for the local market are more modest than a year ago.



# Geographic Coverage for this Report

The Corpus Christi area referred to in this report covers the geographic area of the Corpus Christi metro area as officially defined by the Office of Management and Budget of the U.S. Government. The official coverage area includes the following counties:

Aransas County, Nueces County, and San Patricio County

More information on the OMB's geographic definitions can be found at http://www.whitehouse.gov/omb/inforeg\_statpolicy/



## **Corpus Christi Area**

### **Local Market Report, Second Quarter 2016**

## Today's Market...

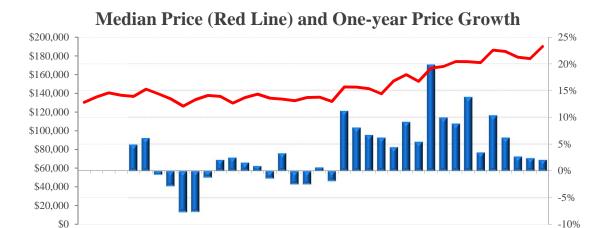
Q4 2008

Q2

Q4 2009

Q2

Q2



Q4 2010 Q4 2011 Q4 2012 Q4

Q2

Q2

Q2

2013 Q4 2014 Q4 2015 Q4 2016

Q2

Q2

Local Price Trends			
Price Activity	Corpus Christi	U.S.	Local Trend
Current Median Home Price (2016 Q2)	\$190,100	\$239,167	Dei form a record and form
1-year (4-quarter) Appreciation (2016 Q2)	2.1%	4.9%	Prices are up from a year ago, but price growth is slowing
3-year (12-quarter) Appreciation (2016 Q2)	23.9%	17.8%	growth is slowing
3-year (12-quarter) Housing Equity Gain*	\$36,700	\$36,200	Gains in the last 3 years have extended the
7-year (28 quarters) Housing Equity Gain*	\$56,700	\$64,800	trend of positive price growth after the recession
9-year (36 quarters) Housing Equity Gain*	\$54,100	\$15,400	
*Note: Equity gain reflects price appreciation only			

	Corpus Christi	U.S.	
Conforming Loan Limit**	\$417,000	\$625,500	Most buyers in this market have access to
FHA Loan Limit	\$271,050	\$625,500	
<b>Local Median to Conforming Limit Ratio</b>	46%	not comparable	government-backed financing
Note: limits are current and include the changes made in November of 2012 and extended in November of 2013			

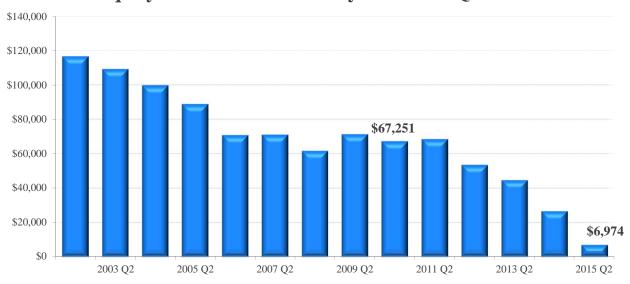
#### **Local NAR Leadership**

The Corpus Christi market is part of region 10 in the NAR governance system, which includes all of Louisiana and Texas. The 2016 NAR Regional Vice President representing region 10 is Matthew Ritchie.



# **Benefits of Ownership: Total Equity Appreciation**

### Total Equity Accrued to Owner by Year and Quarter of Purchase



Total Equity Gained** through 2016 Q2 from quarter in which home was of purchased			
Price Activity	CorpusChristi	U.S.	<b>Local Trend</b>
1-year (4-quarter)	\$6,974	\$14,963	
3-year (12-quarter)*	\$44,770	\$46,878	
5-year (20-quarter)*	\$68,404	\$82,353	Price appreciation and principle payments
7-year (28 quarters)*	\$71,351	\$77,054	in the last 3 years have boosted total equity
9-year (36 quarters)*	\$71,030	\$31,126	growth since the recession
If purchase in 2005, the national price peak	\$88,798	\$34,380	

<sup>\*</sup>Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity



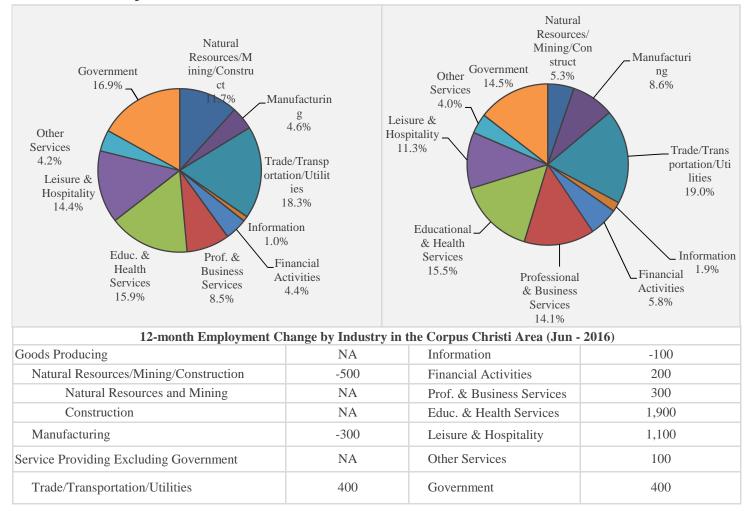
### **Drivers of Local Supply and Demand...**

Local Economic Outlook	Corpus Christi	U.S.	
12-month Job Change (Jun)	3,500	Not Comparable	Employment growth has eased, but remains
12-month Job Change (May)	3,600	Not Comparable	positive
36-month Job Change (Jun)	7,100	Not Comparable	Corpus Christi's unemployment situation is worse than the national average and weighs
Current Unemployment Rate (Jun)	6.0%	4.9%	on confidence
Year-ago Unemployment Rate	5.4%	5.3%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	1.8%	1.9%	

### **Share of Total Employment by Industry**

Corpus Christi Area

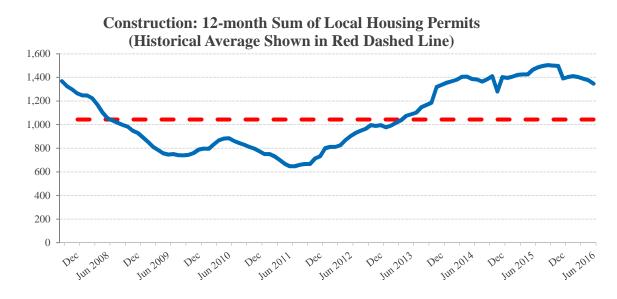
U.S.



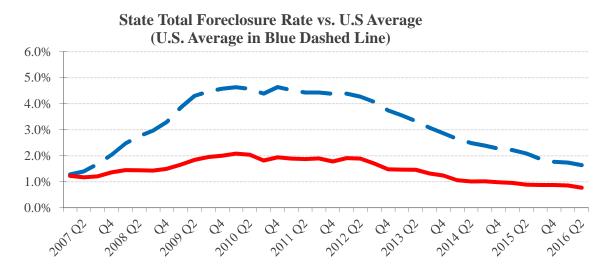
State Economic Activity Index	Texas	U.S.	
12-month change (2016 - Jun)	2.3%	3.0%	Texas's economy is growing, but decelerated from last month's 2.32% change
36-month change (2016 - Jun)	12.2%	10.2%	and lags the rest of the nation



New Housing Construction					
Local Fundamentals Corpus Christi U.S.					
12-month Sum of 1-unit Building Permits through Jun 2016	1,347	not comparable	The current level of construction is 29.1% above the long-term average		
8-year average for 12-month Sum of 1-Unit Building Permits	1,043	not comparable	Production above trend for an extended period of time could cause prices to moderate as inventory is built up.		
Single-Family Housing Permits (Jun 2016) 12-month sum vs. a year ago	-8.1%	10.6%	Construction continues to decline from last year		



While new construction is the traditional driver of supply in real estate, foreclosures and short-sales now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or distressed sales, place downward pressure on the median home prices.

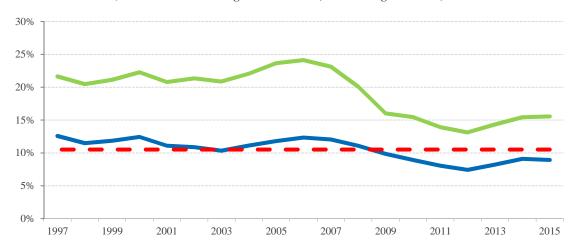


Source: Mortgage Bankers' Association



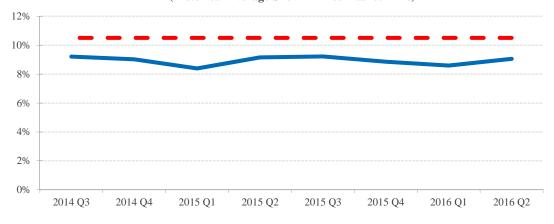
# **Affordability**

# **Long-Term Trend: Ratio of Local Mortgage Servicing Cost to Income** (Local Historical Average Shown in Red, U.S. Average in Green)



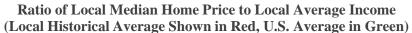
Monthly Mortgage Payment to Income	Corpus Christi	U.S.	
Ratio for 2015	8.9%	15.6%	Historically strong, but weaker than the first
Ratio for 2016 Q2	9.1%	15.8%	quarter of 2016
Historical Average	10.5%	19.5%	More affordable than most markets

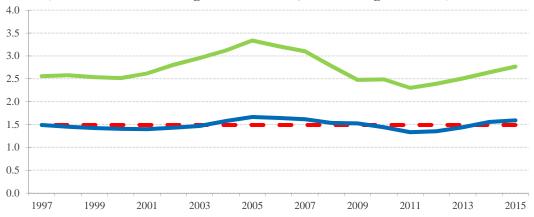
# Recent Trend - Local Mortgage Servicing Cost to Income (Historical Average Shown in Red Dashed Line)



Median Home Price to Income	Corpus Christi	U.S.	
Ratio for 2015	1.6	2.8	The price-to-income ratio is high by historic
Ratio for 2016 Q2	1.7	2.9	standards and getting worse
Historical Average	1.5	2.7	Affordable compared to most markets







### The Mortgage Market

#### 30-year Fixed Mortgage Rate and Treasury Bond Yield

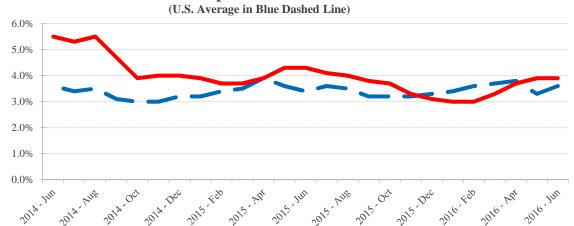


The second quarter of 2016 has been quite tumultuous with the surprising "Brexit" vote in the United Kingdom. While British citizens voted to leave the European Union last June, the full impact of the vote could take several years to be seen. In the near future, low mortgage rates and stronger refinancing are expected in the U.S.. Meanwhile, the 30-year fixed-rate mortgages eased from 3.7 percent in the 1st quarter of 2016 to 3.6 percent in the second quarter of 2016. Similarly, the 10-year Treasury fell to 1.75 percent which is the lowest rate after Q4 2012. As a result of the current market conditions, existing homeowners benefit from low rates by refinancing their mortgages while home affordability is increasing for first-time homebuyers. Rates are likely to remain unchanged as global economies remain weak. The uncertainty in China, Japan, Russia and Eurozone is expected to boost safe-haven buying which benefits mortgage-backed securities market. NAR is now forecasting fewer rate hikes by the FED in 2016 and as a result the 30-year fixed rate mortgage is now expected to average just 4.3 percent for 2016.



# **REALTOR® Price Expectations**

### **REALTOR® Price Expectations for the Next 12 Months**



Source: NAR

REALTOR® Price Expectations	Texas	U.S.	
2016 - Jul	3.9%	3.6%	REALTORS® expect higher price growth in Texas than in the U.S. in the next 12 months. However, their price expectations
Prior 12 months	4.3%	3.4%	for the local market are more modest than a year ago.



# Geographic Coverage for this Report

The Corpus Christi area referred to in this report covers the geographic area of the Corpus Christi metro area as officially defined by the Office of Management and Budget of the U.S. Government. The official coverage area includes the following counties:

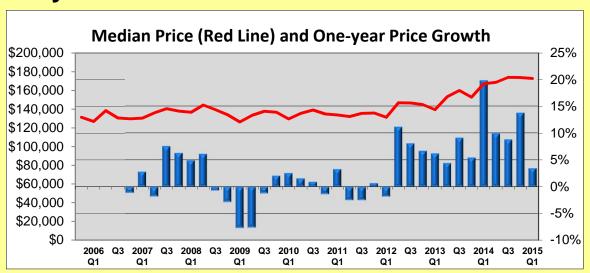
Aransas County, Nueces County, and San Patricio County

More information on the OMB's geographic definitions can be found at http://www.whitehouse.gov/omb/inforeg\_statpolicy/



# Corpus Christi Area Local Market Report, First Quarter 2015

# Today's Market...



Local Price Trends			
Price Activity	Corpus Christi	U.S.	Local Trend
Current Median Home Price (2015 Q1)	\$172,900	\$203,867	Drices are up from a year age but price
1-year (4-quarter) Appreciation (2015 Q1)	3.5%	6.7%	Prices are up from a year ago, but price growth is slowing
3-year (12-quarter) Appreciation (2015 Q1)	31.7%	28.8%	growth is slowing
3-year (12-quarter) Housing Equity Gain*	\$41,600	\$45,533	Gains in the last 3 years have extended
7-year (28 quarters) Housing Equity Gain*	\$36,100	\$5,333	the trend of positive price growth after
9-year (36 quarters) Housing Equity Gain*	\$46,100	-\$13,067	the recession
*Note: Equity gain reflects price appreciation only			

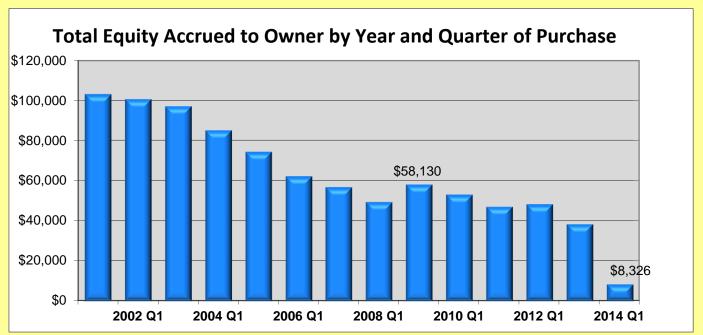
	Corpus Christi	U.S.			
Conforming Loan Limit**	\$417,000	\$625,500	Most buyers in this market have access		
FHA Loan Limit	\$271,050	\$625,500	to government-backed financing		
Local Median to Conforming Limit Ratio 41% not comparable					
Note: limits are current and include the changes made in November of 2012 and extended in November of 2013					

#### Local NAR Leadership

The Corpus Christi market is part of region 10 in the NAR governance system, which includes all of Louisiana and Texas. The 2015 NAR Regional Vice President representing region 10 is Bill Jones.



# **Benefits of Ownership: Total Equity Appreciation**



Total Equity Gained** through 2015 Q1 from quarter in which home was of purchased			
Price Activity	CorpusChristi	U.S.	Local Trend
1-year (4-quarter)	\$8,326	\$15,753	
3-year (12-quarter)*	\$48,260	\$53,565	
5-year (20-quarter)*	\$53,098	\$47,444	Price appreciation and principle
7-year (28 quarters)*	\$49,395	\$17,200	payments in the last 3 years have boosted total equity growth since the
9-year (36 quarters)*	\$62,158	\$100	recession
If purchase in 2005, the national price peak	\$74,436	\$16,323	

\*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity

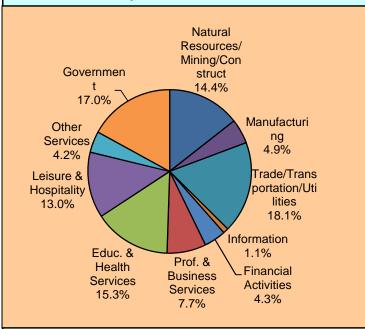


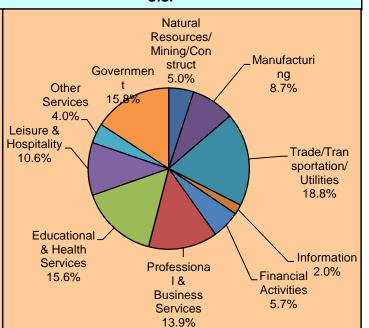
# **Drivers of Local Supply and Demand...**

Local Economic Outlook	Corpus Christi	U.S.	
12-month Job Change (Mar)	5,400	Not Comparable	Employment growth has eased, but
12-month Job Change (Feb)	5,600	Not Comparable	remains positive
36-month Job Change (Mar)	13,900	Not Comparable	Unemployment in Corpus Christi is better than the national average and
Current Unemployment Rate (Mar)	4.6%	5.5%	improving
Year-ago Unemployment Rate	5.4%	6.6%	Local employment growth is strong
1-year (12 month) Job Growth Rate	2.8%	2.1%	compared to other markets

### **Share of Total Employment by Industry**

### Corpus Christi Area U.S.



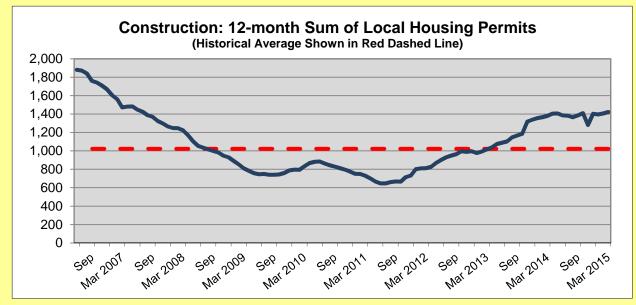


12-month Employment Change by Industry in the Corpus Christi Area (Mar - 2015)				
Goods Producing	NA	Information	0	
Natural Resources/Mining/Construction	2,500	Financial Activities	400	
Natural Resources and Mining	NA	Prof. & Business Services	-400	
Construction	NA	Educ. & Health Services	1,100	
Manufacturing	-100	Leisure & Hospitality	800	
Service Providing Excluding Government	NA	Other Services	300	
Trade/Transportation/Utilities	1,000	Government	-200	

State Economic Activity Index	Texas	U.S.	
12-month change (2015 - Mar)	4.3%	3.4%	Texas's economy is stronger than the nation's, but slowed from last month's
36-month change (2015 - Mar)	13.2%	9.3%	4.55% change



New Housing Construction				
Local Fundamentals	Corpus Christi	U.S.		
12-month Sum of 1-unit Building Permits through Mar 2015	1,422	not comparable	The current level of construction is 39.1% above the long-term average	
8-year average for 12-month Sum of 1-Unit Building Permits	1,022	not comparable	Production above trend for an extended period of time could cause prices to moderate as inventory is built	
Single-Family Housing Permits (Mar 2015) 12-month sum vs. a year ago	3.0%	3.1%	Construction is on the rise relative to last year, suggesting that the local inventory has stabilized	

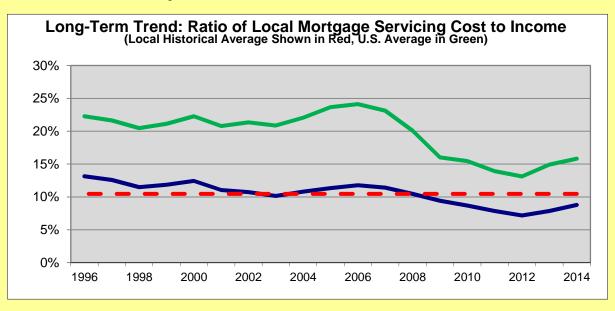


While new construction is the traditional driver of supply in real estate, foreclosures and short-sales now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or distressed sales, place downward pressure on the median home prices.

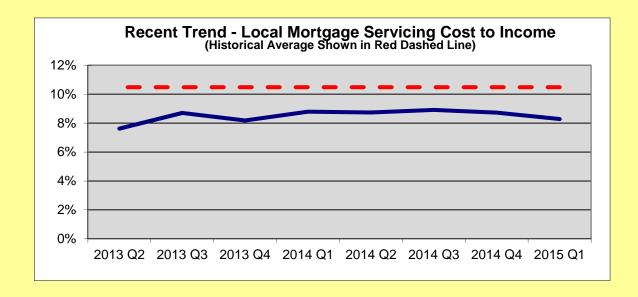


# **Affordability**



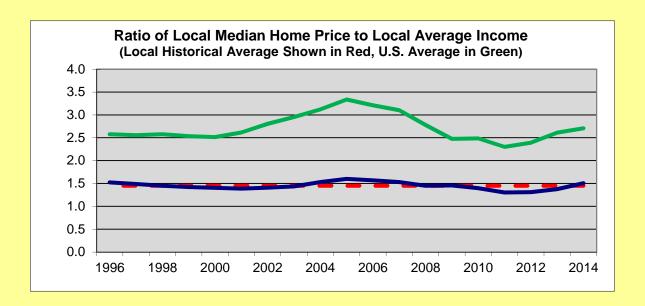


Monthly Mortgage Payment to Income	Corpus Christi	U.S.		
Ratio for 2014	8.8%	15.8%	Historically strong and an improvement	
Ratio for 2015 Q1	8.3%	14.3%	over the fourth quarter of 2014	
Historical Average	10.5%	20.0%	More affordable than most markets	

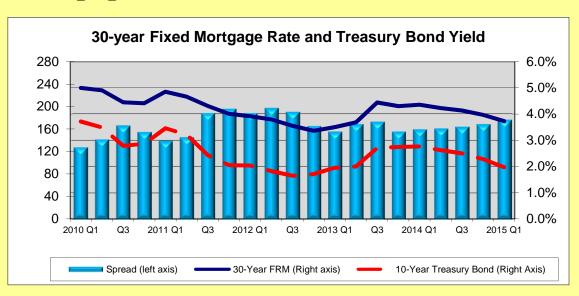


Median Home Price to Income	Corpus Christi	U.S.	
Ratio for 2014	1.5	2.7	The price-to-income ratio eased, but
Ratio for 2015 Q1	1.5	2.6	could be better
Historical Average	1.4	2.7	Affordable compared to most markets





### **The Mortgage Market**



The headline measure of economic activity, GDP growth, swung from a soft 2.2% in the 4th quarter of 2014 to a dismal 0.2% in the 1st quarter of 2015 with some suggesting that the 1st quarter figure would be revised lower. Sharp declines in global fuel prices over the winter impacted the domestic oil industry, while a rapid rise in the value of the dollar impacted domestic manufacturers' ability to export and increased competition from importers. As a result, employment in both industries slumped in the first quarter. Compounding these issues was weakness in single family housing starts and construction. Weather was partially to blame, but builder sentiment was weak reflecting a pullback in consumer confidence. While not a recession, this economic soft patch weighed on mortgage rates in the 1st quarter which saw the average 30-year fixed rate fall from 3.97% in the 4th quarter to 3.73% in the 1st quarter of 2015. Treasury rates fell by more and a result the spread between the two rose from 169 basis points to 176. Affordability surged on sub-4% mortgage rates that were augmented by a sharp 50 basis point cut to the FHA's annual mortgage insurance premium. NAR Research forecasts the average rate for a 30-year fixed rate mortgage to climb to 4.3% by year end 2014 and to average 5.2% in 2016 as the Federal Reserve begins to raise short term rates in response to improving domestic and international economic conditions gain steam.





REALTOR® Price Expectations	Texas	U.S.	
2015 - Mar	3.7%	3.5%	REALTORS® expect higher price growth in Texas than in the U.S. in the next 12 months. However, their price
Prior 12 months	4.7%	3.5%	expectations for the local market are more modest than a year ago.



# Geographic Coverage for this Report

The Corpus Christi area referred to in this report covers the geographic area of the Corpus Christi metro area as officially defined by the Office of Management and Budget of the U.S. Government. The official coverage area includes the following counties:

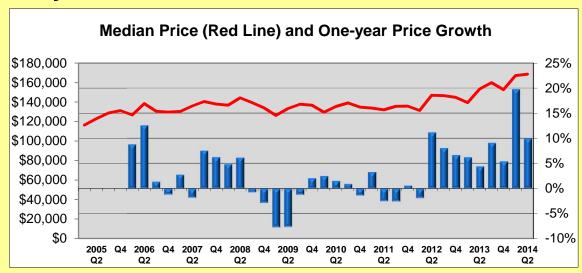
Aransas County, Nueces County, and San Patricio County

More information on the OMB's geographic definitions can be found at http://www.whitehouse.gov/omb/inforeg\_statpolicy/



# Corpus Christi Area Local Market Report, Second Quarter 2014

## Today's Market...



Local Price Trends				
Price Activity	Corpus Christi	U.S.	Local Trend	
Current Median Home Price (2014 Q2)	\$168,700	\$212,267	Driego are un from a veer age, but price	
1-year (4-quarter) Appreciation (2014 Q2)	10.0%	4.6%	Prices are up from a year ago, but price growth is slowing	
3-year (12-quarter) Appreciation (2014 Q2)	27.7%	25.8%	growth is slowing	
3-year (12-quarter) Housing Equity Gain*	\$36,600	\$43,600	Gains in the last 3 years have extended	
7-year (28 quarters) Housing Equity Gain*	\$32,700	-\$11,500	the trend of positive price growth after	
9-year (36 quarters) Housing Equity Gain*	\$45,700	-\$8,000	the recession	
*Note: Equity gain reflects price appreciation only				

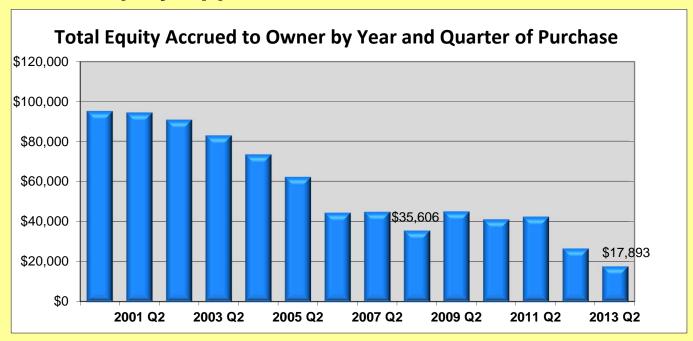
	Corpus Christi	U.S.		
Conforming Loan Limit**	\$417,000	\$625,500	Most buyers in this market have access	
FHA Loan Limit	\$271,050	\$625,500	to government-backed financing	
Local Median to Conforming Limit Ratio 40% not comparable				
Note: limits are current and include the changes made in November of 2012 and extended in November of 2013				

#### Local NAR Leadership

The Corpus Christi market is part of region 10 in the NAR governance system, which includes all of Louisiana and Texas. The 2014 NAR Regional Vice President representing region 10 is David McKey.



# **Benefits of Ownership: Total Equity Appreciation**



Total Equity Gained** through 2014 Q2 from quarter in which home was of purchased			
Price Activity	CorpusChristi	U.S.	Local Trend
1-year (4-quarter)	\$17,893	\$12,731	
3-year (12-quarter)*	\$42,556	\$51,204	
5-year (20-quarter)*	\$45,240	\$48,225	Price appreciation and principle
7-year (28 quarters)*	\$45,017	\$1,750	payments in the last 3 years have boosted total equity growth since the
9-year (36 quarters)*	\$62,406	\$5,043	recession
If purchase in 2005, the national price peak	\$62,406	\$5,043	

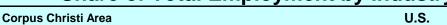
\*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity

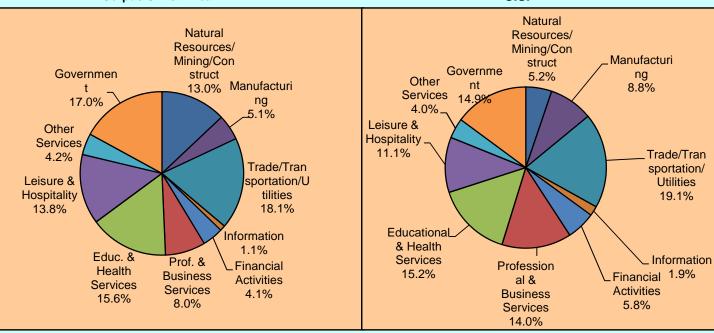


# **Drivers of Local Supply and Demand...**

Local Economic Outlook	Corpus Christi	U.S.	
12-month Job Change (Jun)	4,100	Not Comparable	Employment growth has eased, but
12-month Job Change (May)	4,400	Not Comparable	remains positive
36-month Job Change (Jun)	14,200	Not Comparable	Unemployment in Corpus Christi is better than the national average and
Current Unemployment Rate (Jun)	5.3%	6.1%	improving
Year-ago Unemployment Rate	6.6%	7.5%	Local employment growth is strong
1-year (12 month) Job Growth Rate	2.2%	1.7%	compared to other markets

### **Share of Total Employment by Industry**



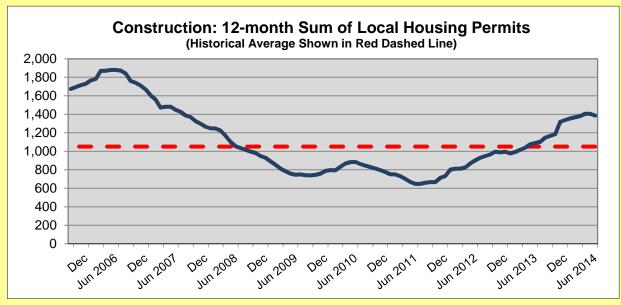


12-month Employment Change by Industry in the Corpus Christi Area (Jun - 2014)				
Goods Producing	NA	Information	0	
Natural Resources/Mining/Construction	900	Financial Activities	200	
Natural Resources and Mining	NA	Prof. & Business Services	-300	
Construction	NA	Educ. & Health Services	300	
Manufacturing	0	Leisure & Hospitality	1,600	
Service Providing Excluding Government	NA	Other Services	300	
Trade/Transportation/Utilities	1,200	Government	-100	

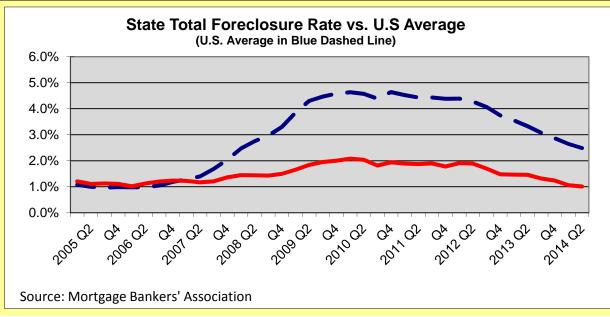
State Economic Activity Index	Texas	U.S.	
12-month change (2014 - Jun)	4.7%	3.2%	The economy of Texas has outpaced the rest of the nation and improved
36-month change (2014 - Jun)	13.7%	9.2%	modestly from last month's 4.41% change



New Housing Construction			
Local Fundamentals	Corpus Christi	U.S.	
12-month Sum of 1-unit Building Permits through Jun 2014	1,386	not comparable	The current level of construction is 31.8% above the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	1,051	not comparable	Production above trend for an extended period of time could cause prices to moderate as inventory is built
Single-Family Housing Permits (Jun 2014) 12-month sum vs. a year ago	27.4%	6.4%	Construction is on the rise relative to last year, suggesting that the local inventory has stabilized

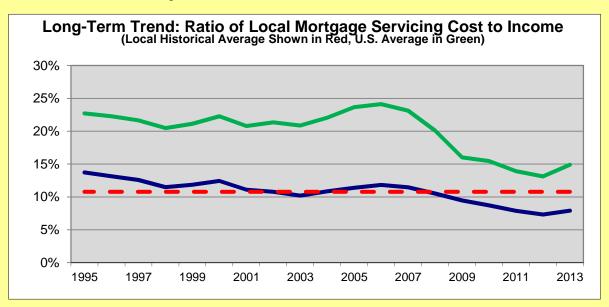


While new construction is the traditional driver of supply in real estate, foreclosures and short-sales now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or distressed sales, place downward pressure on the median home prices.

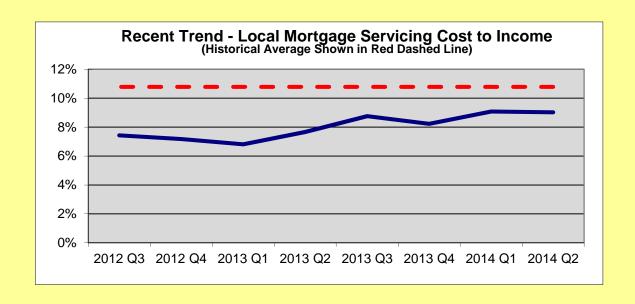


## Affordability



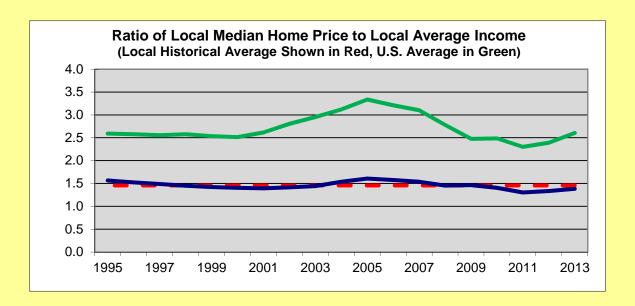


Monthly Mortgage Payment to Income	Corpus Christi	U.S.	
Ratio for 2013	7.9%	14.9%	Historically strong and an improvement
Ratio for 2014 Q2	9.0%	16.1%	over the first quarter of 2014
Historical Average	10.8%	20.3%	More affordable than most markets

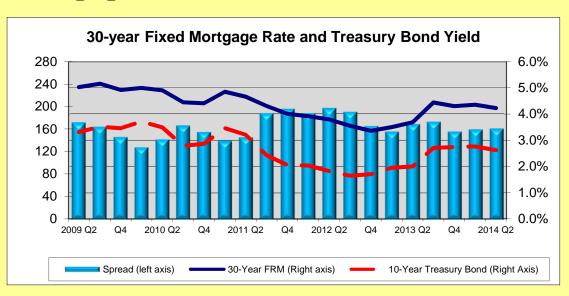


Median Home Price to Income	Corpus Christi	U.S.	
Ratio for 2013	1.4	2.6	The price-to-income ratio is high by
Ratio for 2014 Q2	1.5	2.7	historic standards and getting worse
Historical Average	1.5	2.7	Affordable compared to most markets





## **The Mortgage Market**



Despite the continued wind-down of the Federal Reserve's MBS and Treasury purchase program, mortgage rates remain low. The program was averaging \$40 billion in purchases monthly of MBS issued by Ginnie Mae, Fannie Mae and Freddie Mac as well as \$45 billion in US Treasury bonds prior to the taper. The intent was to place downward pressure on the long-term borrowing costs. Rates were anticipated to rise as the Fed withdrew its support. However, GDP fell sharply in the 1st quarter, outpacing already weak expectations for the quarter. Furthermore, continued instability in Europe with the conflict in Ukraine heating up as well as volatility in the Israel, Syria, and Iraq, coupled with lingering questions about the veracity of the US economy have kept rates low. Rates averaged roughly 4.25% in the 2nd quarter of 2014. The Fed will continue to taper its new purchases of MBS through the late summer ending this portion of the program in October. The Fed will continue to reinvest the principle of MBS and Treasuries indefinitely, though, which is supportive of the market. Rates will likely be more volatile in response to economic news without the robust Fed purchase volume or nascent expansion of private demand for agency MBS. Eventually, a stronger economy, be it robust or modest in nature, will drive up rates over the long-term. NAR is forecasting an average 30-year fixed rate of 4.5% for 2014, but to be 4.8% in the 4th quarter of 2014 and to average 5.3% for 2015.



Geographic Coverage for this Report

The Corpus Christi area referred to in this report covers the geographic area of the Corpus Christi metro area as officially defined by the Office of Management and Budget of the U.S. Government. The official coverage area includes the following counties:

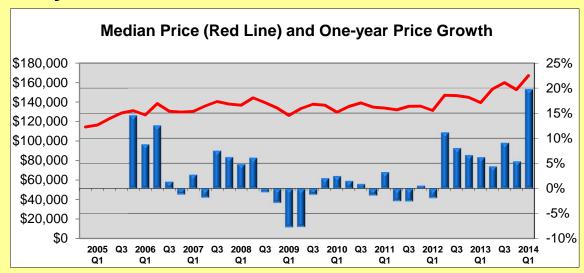
Aransas County, Nueces County, and San Patricio County

More information on the OMB's geographic definitions can be found at http://www.whitehouse.gov/omb/inforeg\_statpolicy/



## Corpus Christi Area Local Market Report, First Quarter 2014

## Today's Market...



Local Price Trends				
Price Activity	Corpus Christi	U.S.	Local Trend	
Current Median Home Price (2014 Q1)	\$167,100	\$191,567	Driggs continue to grow relative to local	
1-year (4-quarter) Appreciation (2014 Q1)	19.8%	8.9%	Prices continue to grow relative to last year	
3-year (12-quarter) Appreciation (2014 Q1)	24.9%	21.3%	you	
3-year (12-quarter) Housing Equity Gain*	\$33,300	\$33,633	Gains in the last 3 years have extended	
7-year (28 quarters) Housing Equity Gain*	\$36,700	-\$22,533	the trend of positive price growth after	
9-year (36 quarters) Housing Equity Gain*	\$50,600	-\$8,000	the recession	
*Note: Equity gain reflects price appreciation only				

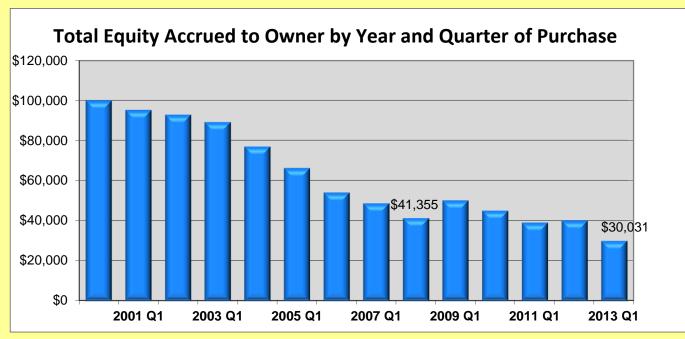
	Corpus Christi	U.S.		
Conforming Loan Limit**	\$417,000	\$625,500	Most buyers in this market have access	
FHA Loan Limit	\$271,050	\$625,500	to government-backed financing	
Local Median to Conforming Limit Ratio 40% not comparable				
Note: limits are current and include the changes made in November of 2012 and extended in November of 2013				

### Local NAR Leadership

The Corpus Christi market is part of region 10 in the NAR governance system, which includes all of Louisiana and Texas. The 2014 NAR Regional Vice President representing region 10 is David McKey.



# **Benefits of Ownership: Total Equity Appreciation**



Total Equity Gained** through 2014 Q1 from quarter in which home was of purchased				
Price Activity	CorpusChristi	U.S.	Local Trend	
1-year (4-quarter)	\$30,031	\$18,699		
3-year (12-quarter)*	\$39,154	\$40,543		
5-year (20-quarter)*	\$50,163	\$33,789	Price appreciation and principle	
7-year (28 quarters)*	\$48,761	\$10,026	payments in the last 3 years have boosted total equity growth since the	
9-year (36 quarters)*	\$66,346	\$3,658	recession	
If purchase in 2005, the national price peak	\$66,346	\$3,658		

\*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity

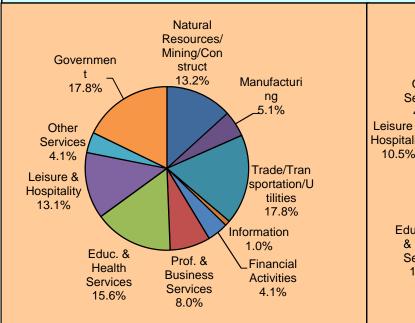


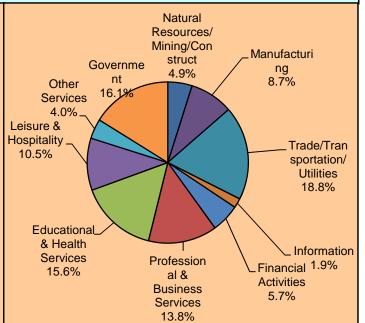
## **Drivers of Local Supply and Demand...**

Local Economic Outlook	Corpus Christi	U.S.	
12-month Job Change (Mar)	2,900	Not Comparable	Employment has held up and is on an
12-month Job Change (Feb)	2,000	Not Comparable	upward trend
36-month Job Change (Mar)	15,100	Not Comparable	Unemployment in Corpus Christi is better than the national average and
Current Unemployment Rate (Mar)	5.1%	6.7%	improving
Year-ago Unemployment Rate	6.0%	7.5%	Local employment growth is poor and
1-year (12 month) Job Growth Rate	1.5%	1.7%	needs to improve

### **Share of Total Employment by Industry**

Corpus Christi Area U.S.



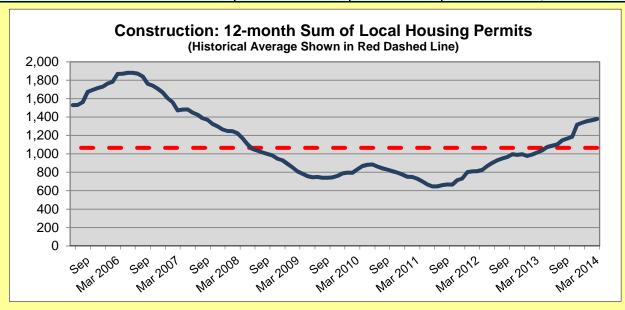


12-month Employment Change by Industry in the Corpus Christi Area (Mar - 2014)					
Goods Producing	NA	Information	-100		
Natural Resources/Mining/Construction	1,400	Financial Activities	200		
Natural Resources and Mining	NA	Prof. & Business Services	-700		
Construction	NA	Educ. & Health Services	-200		
Manufacturing	100	Leisure & Hospitality	700		
Service Providing Excluding Government	NA	Other Services	200		
Trade/Transportation/Utilities	1,200	Government	100		

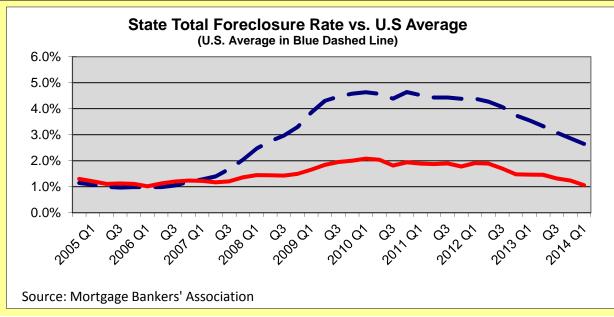
State Economic Activity Index	Texas	U.S.	
12-month change (2014 - Mar)	4.4%	2.9%	The economy of Texas has outpaced the rest of the nation and improved
36-month change (2014 - Mar)	13.9%	8.8%	modestly from last month's 4.19% change



New Housing Construction				
Local Fundamentals Corpus Christi U.S.				
12-month Sum of 1-unit Building Permits through Mar 2014	1,381	not comparable	The current level of construction is 29.5% above the long-term average	
8-year average for 12-month Sum of 1-Unit Building Permits	1,066	not comparable	Production above trend for an extended period of time could cause prices to moderate as inventory is built	
Single-Family Housing Permits (Mar 2014) 12-month sum vs. a year ago	35.9%	14.2%	Construction is on the rise relative to last year, suggesting that the local inventory has stabilized	

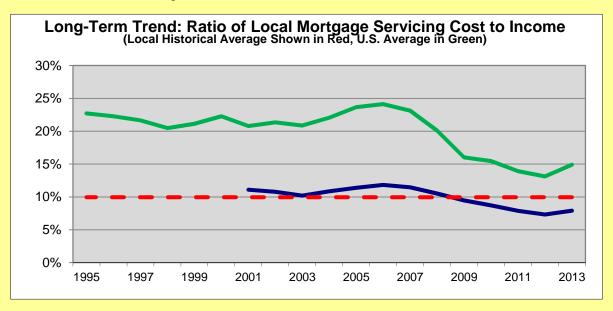


While new construction is the traditional driver of supply in real estate, foreclosures and short-sales now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or distressed sales, place downward pressure on the median home prices.

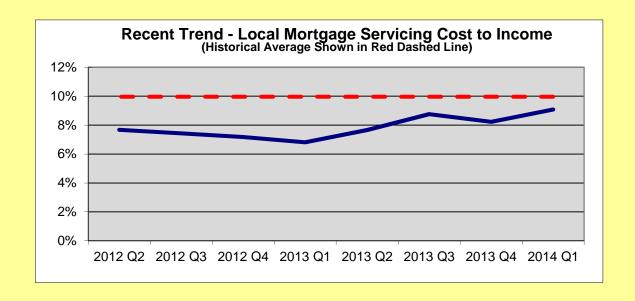


## Affordability



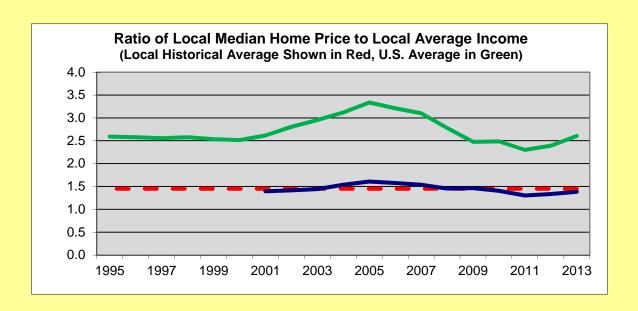


Monthly Mortgage Payment to Income	Corpus Christi	U.S.	
Ratio for 2013	7.9%	14.9%	Historically strong, but weaker than the
Ratio for 2014 Q1	9.1%	14.8%	fourth quarter of 2013
Historical Average	10.0%	20.3%	More affordable than most markets

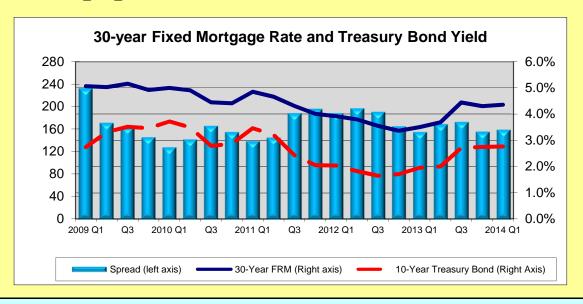


Median Home Price to Income	Corpus Christi	U.S.	
Ratio for 2013	1.4	2.6	The price-to-income ratio is high by
Ratio for 2014 Q1	1.5	2.5	historic standards and getting worse
Historical Average	1.5	2.7	Affordable compared to most markets





## **The Mortgage Market**



The Federal Reserve continued to taper its support for the housing market in the first quarter of 2014 at a pace of \$5b fewer GSE MBS and Treasuries purchased each month. Over the prior year the Fed had purchased roughly \$45 billion a month of mortgage backed securities from the GSEs and Ginnie Mae as well as 10-year Treasury bonds. These purchased pushed up on MBS prices, which in turn pushed mortgage rates lower. While the taper had a modest initial upward lift on rates, negative economic news, including weak employment gains, a decline in home sales and instability in Europe, more than offset the upward drift. What's more, the Fed still remains the dominant player in the market for MBS as the total volume of MBS has fallen faster than the rate of Fed purchases due to the sharp drop in refinancing in recent quarters. As a result, mortgage rates remained stable in the first quarter. The Fed will continue to taper through the spring which will have a moderate impact on rates so long as the economy remains in low gear and investor demand for agency MBS re-emerges. Eventually, a stronger economy, be it robust or modest in nature, will reemerge and the Fed's purchases will decline to a level that truly reduces it support for the market so rates will rise later this year. NAR is forecasting an average 30-year fixed rate of 4.7% for 2014, but to be 5.1% in the 4th quarter.



Geographic Coverage for this Report

The Corpus Christi area referred to in this report covers the geographic area of the Corpus Christi metro area as officially defined by the Office of Management and Budget of the U.S. Government. The official coverage area includes the following counties:

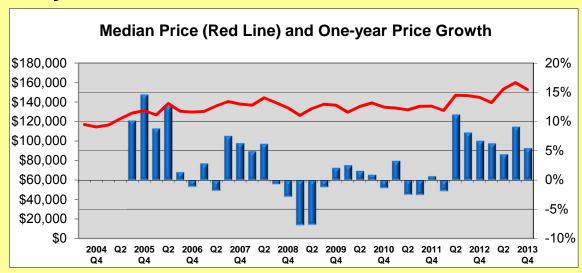
Aransas County, Nueces County, and San Patricio County

More information on the OMB's geographic definitions can be found at http://www.whitehouse.gov/omb/inforeg\_statpolicy/



## Corpus Christi Area Local Market Report, Fourth Quarter 2013

## Today's Market...



Local Price Trends				
Price Activity	Corpus Christi	U.S.	Local Trend	
Current Median Home Price (2013 Q4)	\$152,800	\$197,000	Driggs are up from a year ago, but price	
1-year (4-quarter) Appreciation (2013 Q4)	5.5%	10.2%	Prices are up from a year ago, but price growth is slowing	
3-year (12-quarter) Appreciation (2013 Q4)	13.3%	16.0%	growth is slowing	
3-year (12-quarter) Housing Equity Gain*	\$17,900	\$27,133	Gains in the last 3 years have extended	
7-year (28 quarters) Housing Equity Gain*	\$23,100	-\$22,400	the trend of positive price growth after	
9-year (36 quarters) Housing Equity Gain*	\$38,300	-\$1,900	the recession	
*Note: Equity gain reflects price appreciation only				

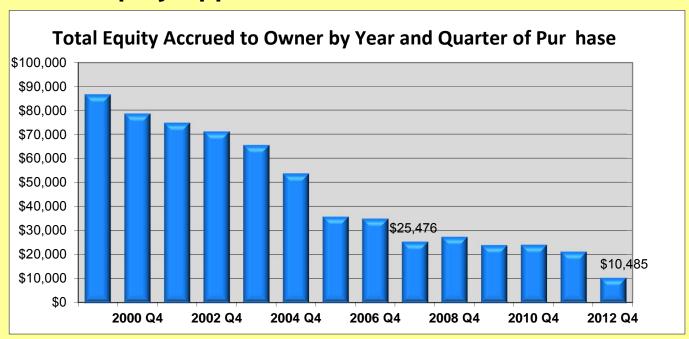
	Corpus Christi	U.S.		
Conforming Loan Limit** \$417,000 \$625,500 Most buyers in this market have acce				
FHA Loan Limit \$271,050 \$625,500 to government-backed financing				
Local Median to Conforming Limit Ratio 37% not comparable				
Note: limits are current and include the changes made in November of 2012 and extended in November of 2013				

### Local NAR Leadership

The Corpus Christi market is part of region 10 in the NAR governance system, which includes all of Louisiana and Texas. The 2014 NAR Regional Vice President representing region 10 is David McKey.



# **Benefits of Ownership: Total Equity Appreciation**



Total Equity Gained** through 2013 Q4 from quarter in which home was of purchased				
Price Activity	CorpusChristi	U.S.	Local Trend	
1-year (4-quarter)	\$10,485	\$21,357		
3-year (12-quarter)*	\$24,230	\$35,104		
5-year (20-quarter)*	\$27,571	\$26,921	Price appreciation and principle	
7-year (28 quarters)*	\$35,055	\$9,428	payments in the last 3 years have boosted total equity growth since the	
9-year (36 quarters)*	\$53,824	\$9,859	recession	
If purchase in 2005, th enational price peak	\$35,926	\$15,042		

\*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% down payment. Down payment is not included in total equity

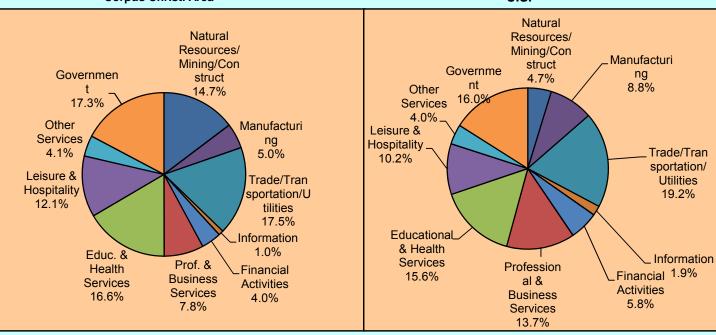


## **Drivers of Local Supply and Demand...**

Local Economic Outlook	Corpus Christi	U.S.		
12-month Job Change (Dec)	6,800	Not Comparable	Employment growth has eased, but	
12-month Job Change (Nov)	6,800	Not Comparable	remains positive	
36-month Job Change (Dec)	18,700	Not Comparable	Unemployment in Corpus Christi is better than the national average and	
Current Unemployment Rate (Dec)	5.4%	6.7%	improving	
Year-ago Unemployment Rate	5.7%	7.9%	Local employment growth is strong	
1-year (12 month) Job Growth Rate	3.6%	1.7%	compared to other markets	

### **Share of Total Employment by Industry**

Corpus Christi Area U.S.

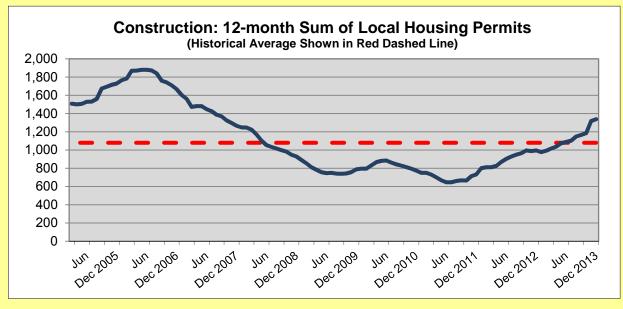


12-month Employment Change by Industry in the Corpus Christi Area (Dec - 2013)			
Goods Producing	NA	Information	-100
Natural Resources/Mining/Construction	3,900	Financial Activities	0
Natural Resources and Mining	NA	Prof. & Business Services	0
Construction	NA	Educ. & Health Services	1,300
Manufacturing	-200	Leisure & Hospitality	800
Service Providing Excluding Government	NA	Other Services	100
Trade/Transportation/Utilities	800	Government	200

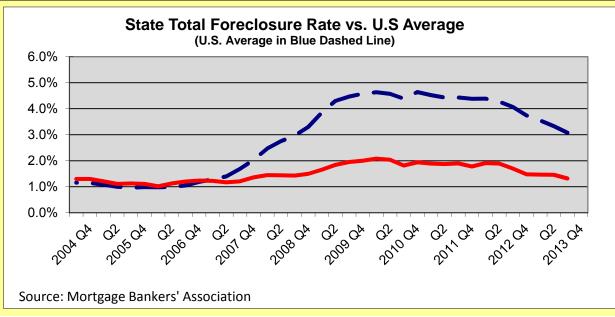
State Economic Activity Index	Texas	U.S.		
12-month change (2013 - Dec)	3.0%	3.1%	Texas' economy is growing, but decelerated from last month's 3.15%	
36-month change (2013 - Dec)	11.7%	8.9%	change and lags the rest of the nati	



New Housing Construction				
Local Fundamentals	Corpus Christi	U.S.		
12-month Sum of 1-unit Building Permits through Dec 2013	1,338	not comparable	The current level of construction is 23.9% above the long-term average	
8-year average for 12-month Sum of 1-Unit Building Permits	1,080	not comparable	Production above trend for an extended period of time could cause prices to moderate as inventory is built	
Single-Family Housing Permits (Dec 2013) 12-month sum vs. a year ago	34.3%	20.2%	Construction is on the rise relative to last year, suggesting that the local inventory has stabilized	

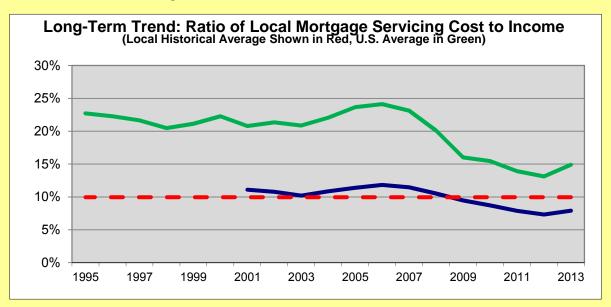


While new construction is the traditional driver of supply in real estate, foreclosures and short-sales now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or distressed sales, place downward pressure on the median home prices.

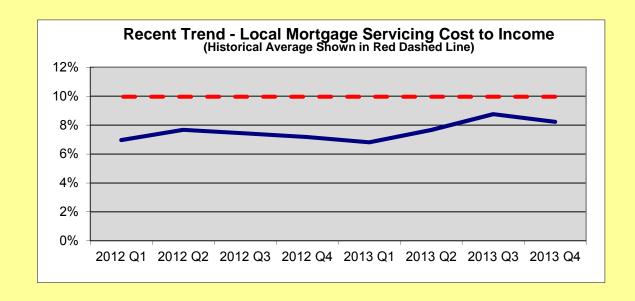


## **Affordability**



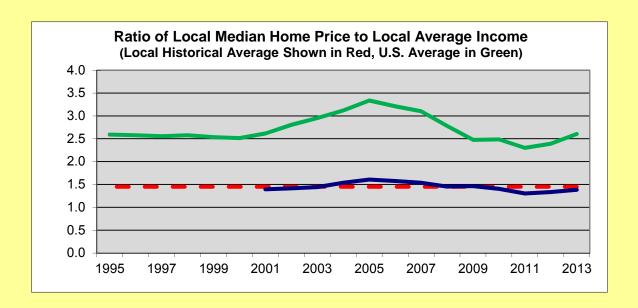


Monthly Mortgage Payment to Income	Corpus Christi	U.S.	
Ratio for 2013	7.9%	14.9%	Historically strong and an improvement
Ratio for 2013 Q4	8.2%	15.1%	over the third quarter of 2013
Historical Average	10.0%	20.3%	More affordable than most markets

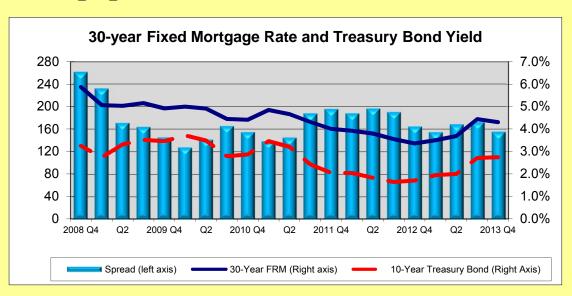


Median Home Price to Income	Corpus Christi	U.S.	
Ratio for 2013	1.4	2.6	The price-to-income ratio has fallen and
Ratio for 2013 Q4	1.4	2.5	is below the historical average
Historical Average	1.5	2.7	Affordable compared to most markets





## **The Mortgage Market**



Mortgages rates eased through the end of September and early October following Ben Bernanke's announcement in late September that the Federal Reserve would not taper its purchases of mortgage backed securities and US Treasuries. The downward trend reached a low of 4.10% for the average 30-year fixed rate mortgage, but was briefly interrupted by the debt ceiling debate which pushed up modestly on rates in mid-October. However, following a spate of positive economic news releases in November including stronger than expected retails sales and a surprise jump in new employment as well as positive revisions to the measure for employment gains in September and October, the chairman of the Federal Reserve board voted to begin the taper in December. As a result, mortgage rates rose steadily in December and ended the year at 4.48%. The Fed has since continued its taper despite softening economic and employment data. The taper is likely priced in but the weak economic news is holding back higher rates. A stronger economy, be it robust or modest in nature, is inevitable so rates will rise later this year. NAR is forecasting an average 30-year fixed rate of 5.0% for 2014.



Geographic Coverage for this Report

The Corpus Christi area referred to in this report covers the geographic area of the Corpus Christi metro area as officially defined by the Office of Management and Budget of the U.S. Government. The official coverage area includes the following counties:

Aransas County, Nueces County, and San Patricio County

More information on the OMB's geographic definitions can be found at http://www.whitehouse.gov/omb/inforeg\_statpolicy/