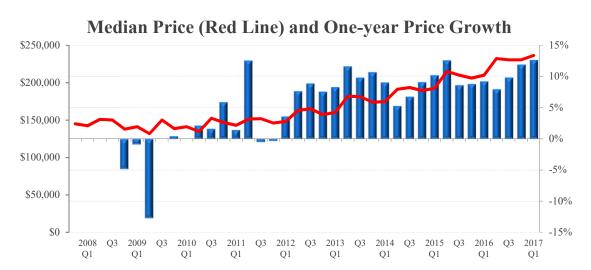


## **Dallas-Fort Worth-Arlington Area**

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

## Today's Market...



Local Price Trends			
Price Activity	Dallas	U.S.	<b>Local Trend</b>
Current Median Home Price (2017 Q1)	\$236,500	\$230,700	
1-year (4-quarter) Appreciation (2017 Q1)	12.6%	6.9%	Prices continue to grow relative to last year
3-year (12-quarter) Appreciation (2017 Q1)	35.3%	20.8%	
3-year (12-quarter) Housing Equity Gain*	\$61,700	\$39,700	Gains in the last 3 years have extended the
7-year (28 quarters) Housing Equity Gain*	\$95,400	\$64,333	trend of positive price growth after the
9-year (36 quarters) Housing Equity Gain*	\$94,100	\$32,167	recession
*Note: Equity gain reflects price appreciation only			

	Dallas	U.S.			
Conforming Loan Limit**	\$424,100	\$636,150	Most buyers in this market have access to		
FHA Loan Limit	\$362,250	\$636,150	government-backed financing		
<b>Local Median to Conforming Limit Ratio</b>	56%	not comparable	government-backed imancing		
Note: limits are current and include the changes made in December 2016.					

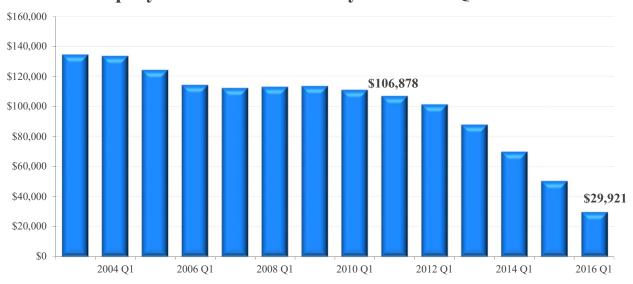
### **Local NAR Leadership**

The Dallas-Fort Worth-Arlington 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	Dallas	U.S.	<b>Local Trend</b>	
1-year (4-quarter)	\$29,921	\$18,582		
3-year (12-quarter)*	\$69,976	\$48,743		
5-year (20-quarter)*	\$101,333	\$83,996	Price appreciation and principle payments	
7-year (28 quarters)*	\$110,970	\$76,553	in the last 3 years have boosted total equity	
9-year (36 quarters)*	\$113,023	\$46,748	growth since the recession	
If purchase in 2005, the national price peak	\$124,164	\$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



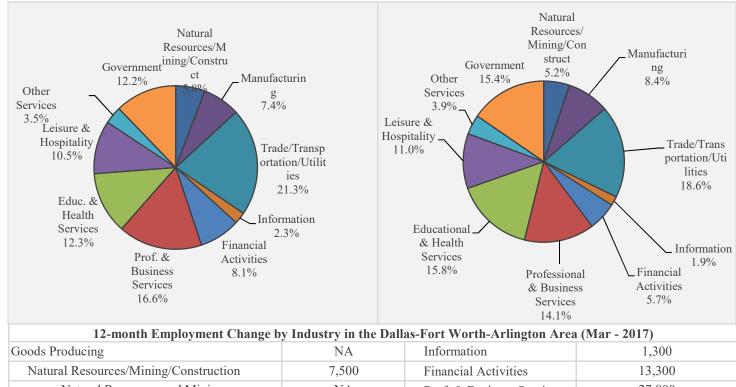
# **Drivers of Local Supply and Demand...**

Local Economic Outlook	Dallas	U.S.	
12-month Job Change (Apr)	104,600	Not Comparable	Employment growth has eased, but remains
12-month Job Change (Mar)	129,400	Not Comparable	positive
36-month Job Change (Apr)	333,100	Not Comparable	Unemployment has risen since the same period last year, but Dallas's labor market
Current Unemployment Rate (Apr)	3.8%	4.4%	has been more resilient than the national average
Year-ago Unemployment Rate	3.6%	5.0%	Local employment growth is strong
1-year (12 month) Job Growth Rate	3.0%	1.6%	compared to other markets

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

**Dallas-Fort Worth-Arlington Area** 

U.S.

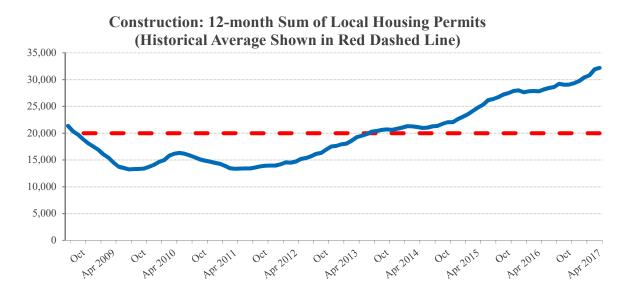


Goods Producing	NA	Information	1,300		
Natural Resources/Mining/Construction	7,500	Financial Activities	13,300		
Natural Resources and Mining	NA	Prof. & Business Services	27,800		
Construction	NA	Educ. & Health Services	12,100		
Manufacturing	2,100	Leisure & Hospitality	20,500		
Service Providing Excluding Government	NA	Other Services	5,900		
Trade/Transportation/Utilities	28,900	Government	10,000		

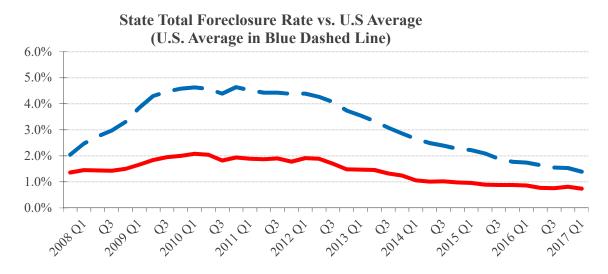
State Economic Activity Index	Texas	U.S.	
12-month change (2017 - Apr)	3.1%	3.0%	Texas's economy is stronger than the nation's, but slowed from last month's
36-month change (2017 - Apr)	10.5%	9.9%	3.15% change



New Housing Construction				
Local Fundamentals	Dallas	U.S.		
12-month Sum of 1-unit Building Permits through Apr 2017	32,195	not comparable	The current level of construction is 61.0% above the long-term average	
8-year average for 12-month Sum of 1-Unit Building Permits	19,999	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	15.7%	8.4%	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.

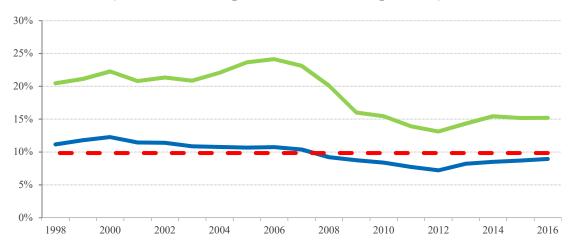


Source: Mortgage Bankers' Association



# **Affordability**

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



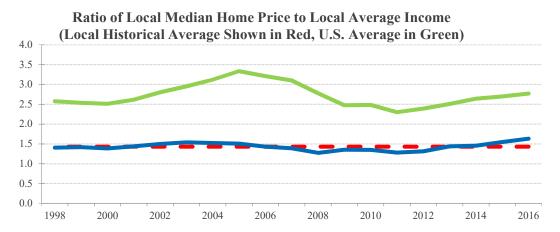
Monthly Mortgage Payment to Income	Dallas	U.S.	
Ratio for 2016	9.0%	15.2%	Weak by local standards and could weigh
Ratio for 2017 Q1	10.0%	15.6%	on demand
Historical Average	9.9%	19.2%	More affordable than most markets

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

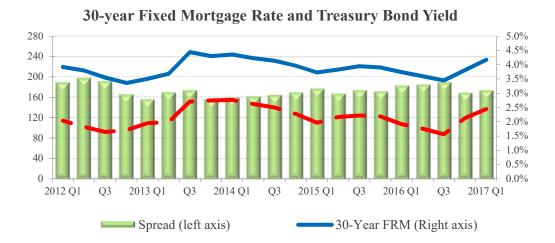


Median Home Price to Income	Dallas	U.S.	
Ratio for 2016	1.6	2.8	The price-to-income ratio is high by historic
Ratio for 2017 Q1	1.7	2.7	standards and getting worse
Historical Average	1.4	2.7	Affordable compared to most markets





### The Mortgage Market

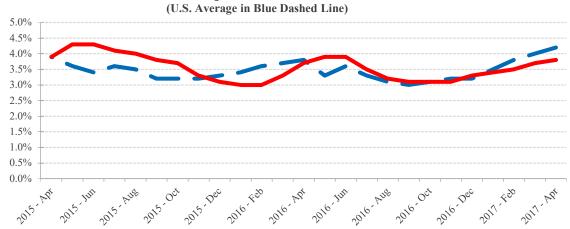


The first quarter was marked by rising mortgage rates. Short- and long- term U.S. interest rates continued to increase after November's elections. The Fed raised the federal fund in March, bringing the target from 0.75 percent to 1.00 percent while Freddie Mac published that the average interest rate 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 Dallas area referred to in this report covers the geographic area of the Dallas-Fort Worth-Arlington 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:

Collin County, Dallas County, Denton County, Ellis County, Hunt County, Hood County, Johnson County, Kaufman County, Rockwall County, Parker County, Somerville County, Tarrant County, and Wise County

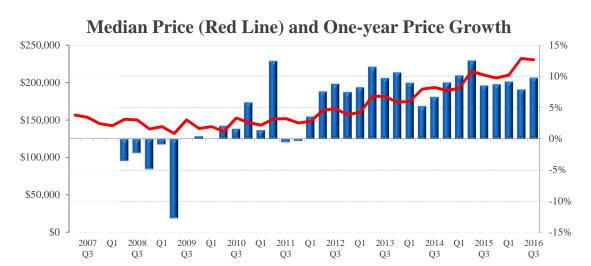
More information on the OMB's geographic definitions can be found at https://obamawhitehouse.archives.gov/omb/bulletins\_default/



## **Dallas-Fort Worth-Arlington Area**

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

## Today's Market...



Local Price Trends			
Price Activity	Dallas	U.S.	Local Trend
Current Median Home Price (2016 Q3)	\$230,500	\$239,133	
1-year (4-quarter) Appreciation (2016 Q3)	9.8%	5.2%	Prices continue to grow relative to last year
3-year (12-quarter) Appreciation (2016 Q3)	27.1%	15.6%	
3-year (12-quarter) Housing Equity Gain*	\$49,200	\$32,267	Gains in the last 3 years have extended the
7-year (28 quarters) Housing Equity Gain*	\$80,300	\$60,900	trend of positive price growth after the
9-year (36 quarters) Housing Equity Gain*	\$76,800	\$17,967	recession
*Note: Equity gain reflects price appreciation only			

	Dallas	U.S.			
Conforming Loan Limit**	\$417,000	\$625,500	Most buyers in this market have access to		
FHA Loan Limit	\$310,500	\$625,500	Most buyers in this market have access to		
Local Median to Conforming Limit Ratio 55% not comparable government-backed financing					
Note: limits are current and include the changes made in November of 2012 and extended in November of 2013					

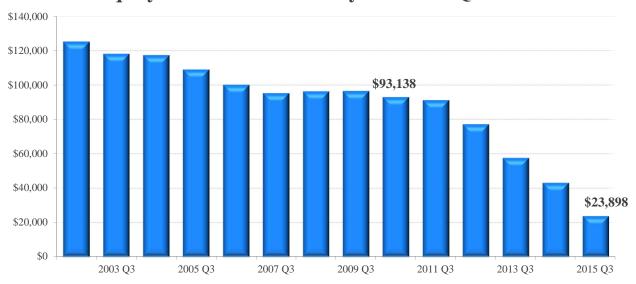
### **Local NAR Leadership**

The Dallas-Fort Worth-Arlington 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	Dallas	U.S.	Local Trend	
1-year (4-quarter)	\$23,898	\$15,479		
3-year (12-quarter)*	\$57,671	\$41,932		
5-year (20-quarter)*	\$91,303	\$82,243	Price appreciation and principle payments	
7-year (28 quarters)*	\$96,503	\$73,900	in the last 3 years have boosted total equity	
9-year (36 quarters)*	\$95,461	\$34,098	growth since the recession	
If purchase in 2005, the national price peak	\$109,129	\$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



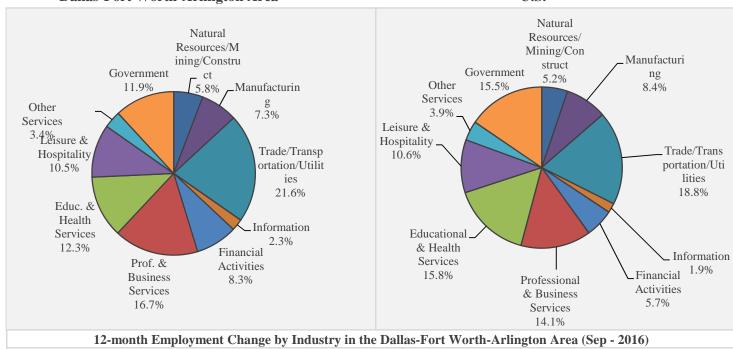
# **Drivers of Local Supply and Demand...**

Local Economic Outlook	Dallas	U.S.	
12-month Job Change (Sep)	122,300	Not Comparable	Employment has held up and is on an
12-month Job Change (Aug)	115,900	Not Comparable	upward trend
36-month Job Change (Sep)	351,500	Not Comparable	Unemployment has risen since the same period last year, but Dallas's labor market
Current Unemployment Rate (Sep)	4.1%	5.0%	has been more resilient than the national average
Year-ago Unemployment Rate	4.0%	5.1%	Local employment growth is strong
1-year (12 month) Job Growth Rate	3.6%	1.8%	compared to other markets

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

### **Dallas-Fort Worth-Arlington Area**

U.S.

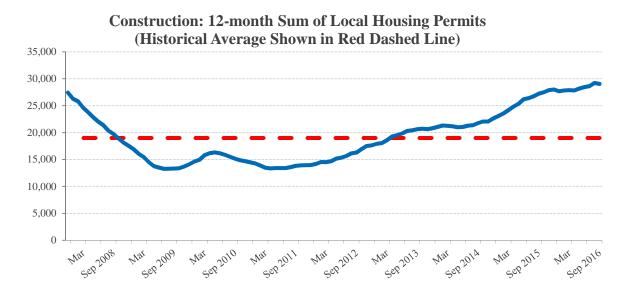


12-month Employment Change by Industry in the Dallas-Fort Worth-Arlington Area (Sep - 2016)				
Goods Producing	NA	Information	900	
Natural Resources/Mining/Construction	5,000	Financial Activities	14,700	
Natural Resources and Mining	NA	Prof. & Business Services	27,000	
Construction	NA	Educ. & Health Services	14,600	
Manufacturing	-2,600	Leisure & Hospitality	14,000	
Service Providing Excluding Government	NA	Other Services	700	
Trade/Transportation/Utilities	35,600	Government	12,400	

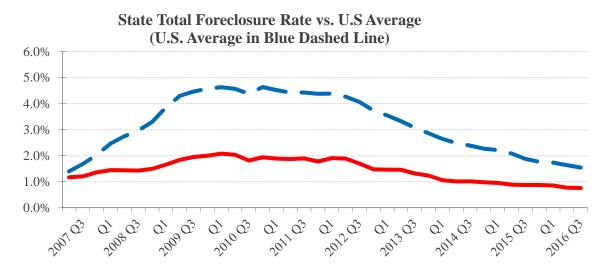
State Economic Activity Index	Texas	U.S.	
12-month change (2016 - Sep)	2.6%	2.9%	The economy of Texas is growing more slowly than the rest of the nation, but
36-month change (2016 - Sep)	12.0%	10.0%	improved modestly from last month's 2.52% change



New Housing Construction				
Local Fundamentals	Dallas	U.S.		
12-month Sum of 1-unit Building Permits through Sep 2016	29,034	not comparable	The current level of construction is 52.8% above the long-term average	
8-year average for 12-month Sum of 1-Unit Building Permits	18,998	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	6.6%	9.5%	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.

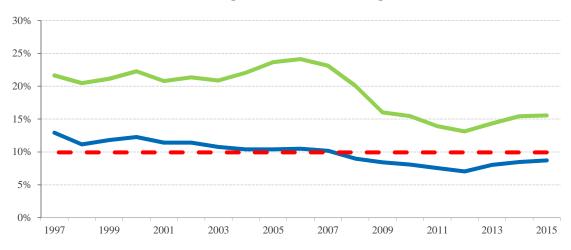


Source: Mortgage Bankers' Association



# **Affordability**

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



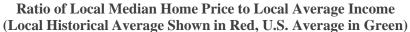
Monthly Mortgage Payment to Income	Dallas	U.S.	
Ratio for 2015	8.7%	15.6%	Historically strong and an improvement
Ratio for 2016 Q3	9.1%	15.5%	over the second quarter of 2016
Historical Average	9.9%	19.5%	More affordable than most markets

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



Median Home Price to Income	Dallas	U.S.	
Ratio for 2015	1.5	2.8	The price-to-income ratio eased, but could
Ratio for 2016 Q3	1.7	2.9	be better
Historical Average	1.4	2.7	Affordable compared to most markets

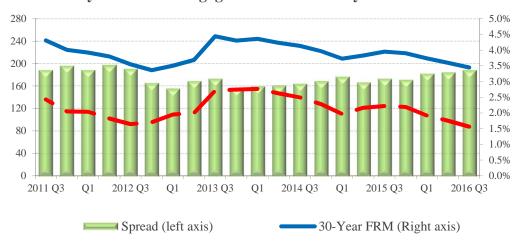






### The Mortgage Market

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



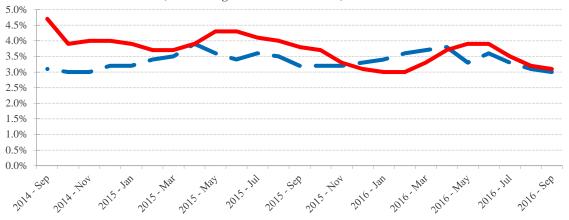
The third quarter of 2016 was marked by low mortgage rates. Presidential elections introduced uncertainty in the equity and bond markets which, as a rule, markets don't like. Furthermore, forecasts for production and inflation remained low, helping to keep rates contained in a narrow band, hovering between 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 Dallas area referred to in this report covers the geographic area of the Dallas-Fort Worth-Arlington 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:

Collin County, Dallas County, Denton County, Ellis County, Hunt County, Hood County, Johnson County, Kaufman County, Rockwall County, Parker County, Somerville County, Tarrant County, and Wise County

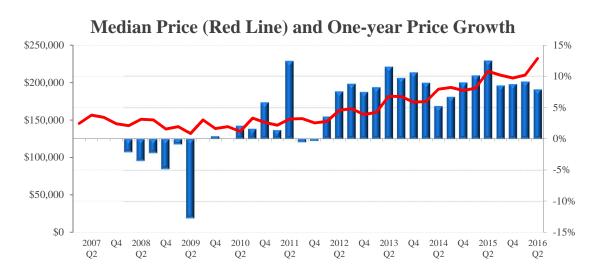
More information on the OMB's geographic definitions can be found at http://www.whitehouse.gov/omb/inforeg\_statpolicy/



## **Dallas-Fort Worth-Arlington Area**

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

## Today's Market...



Local Price Trends			
Price Activity	Dallas	U.S.	Local Trend
Current Median Home Price (2016 Q2)	\$232,200	\$239,167	Duigos and you from a viscor and but maid
1-year (4-quarter) Appreciation (2016 Q2)	7.9%	4.9%	Prices are up from a year ago, but price growth is slowing
3-year (12-quarter) Appreciation (2016 Q2)	27.7%	17.8%	growth is slowing
3-year (12-quarter) Housing Equity Gain*	\$50,400	\$36,200	Gains in the last 3 years have extended the
7-year (28 quarters) Housing Equity Gain*	\$100,300	\$64,800	trend of positive price growth after the
9-year (36 quarters) Housing Equity Gain*	\$75,700	\$15,400	recession
*Note: Equity gain reflects price appreciation only			

	Dallas	U.S.			
Conforming Loan Limit**	\$417,000	\$625,500	Most huwars in this market have access to		
FHA Loan Limit	\$310,500	\$625,500	Most buyers in this market have access to		
Local Median to Conforming Limit Ratio 56% not comparable government-backed financing					
Note: limits are current and include the changes made in November of 2012 and extended in November of 2013					

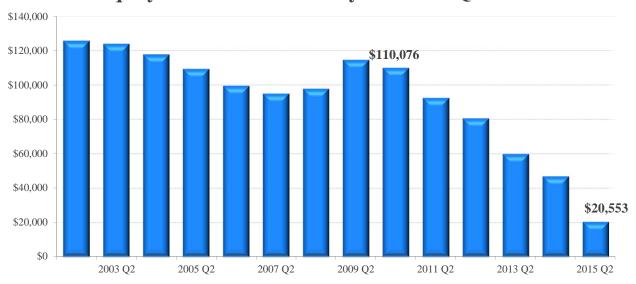
### **Local NAR Leadership**

The Dallas-Fort Worth-Arlington 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	Dallas	U.S.	Local Trend	
1-year (4-quarter)	\$20,553	\$14,963		
3-year (12-quarter)*	\$59,964	\$46,878		
5-year (20-quarter)*	\$92,631	\$82,353	Price appreciation and principle payments	
7-year (28 quarters)*	\$114,786	\$77,054	in the last 3 years have boosted total equity	
9-year (36 quarters)*	\$95,182	\$31,126	growth since the recession	
If purchase in 2005, the national price peak	\$109,402	\$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



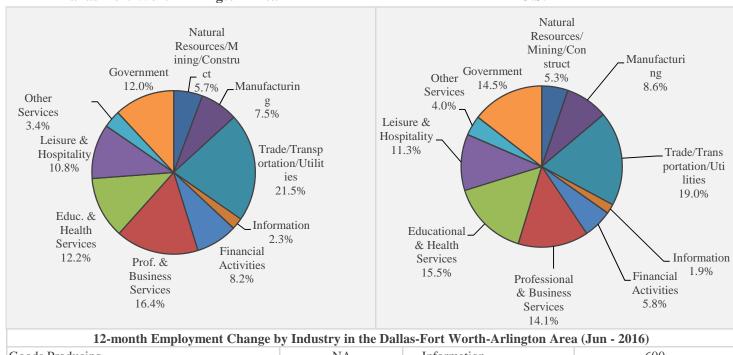
# **Drivers of Local Supply and Demand...**

Local Economic Outlook	Dallas	U.S.	
12-month Job Change (Jun)	117,500	Not Comparable	Employment growth has eased, but remains
12-month Job Change (May)	125,900	Ñot Comparable	positive
36-month Job Change (Jun)	353,800	Not Comparable	Unemployment in Dallas is better than the
Current Unemployment Rate (Jun)	4.0%	4.9%	national average and improving
Year-ago Unemployment Rate	4.3%	5.3%	Local employment growth is strong compared to other markets
1-year (12 month) Job Growth Rate	3.4%	1.9%	

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

### **Dallas-Fort Worth-Arlington Area**

U.S.

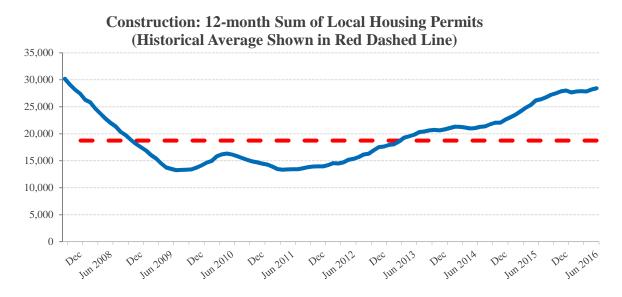


12-month Employment Change by Industry in the Dallas-Fort Worth-Arlington Area (Jun - 2016)					
Goods Producing	NA	Information	600		
Natural Resources/Mining/Construction	1,400	Financial Activities	14,000		
Natural Resources and Mining	NA	Prof. & Business Services	19,400		
Construction	NA	Educ. & Health Services	14,400		
Manufacturing	-300	Leisure & Hospitality	21,300		
Service Providing Excluding Government	NA	Other Services	-500		
Trade/Transportation/Utilities	35,600	Government	11,600		

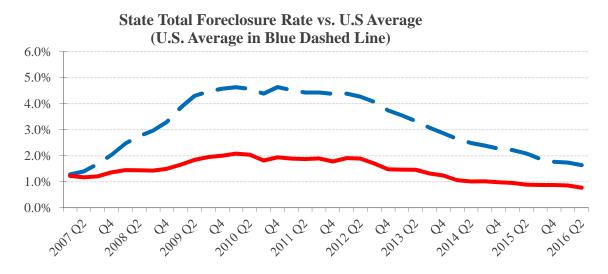
State Economic Activity Index	Texas	U.S.	
12-month change (2016 - Jun)	2.3%	3.0%	Texas's economy is growing, but decelerated from last month's 2.32% change
36-month change (2016 - Jun)	12.2%	10.2%	and lags the rest of the nation



New Housing Construction				
Local Fundamentals	Dallas	U.S.		
12-month Sum of 1-unit Building Permits through Jun 2016	28,441	not comparable	The current level of construction is 51.8% above the long-term average	
8-year average for 12-month Sum of 1-Unit Building Permits	18,733	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	8.6%	10.6%	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.

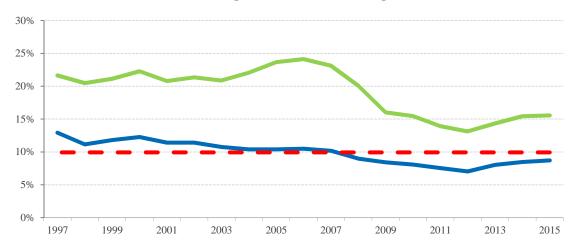


Source: Mortgage Bankers' Association



# **Affordability**

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



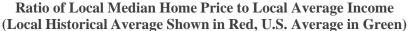
Monthly Mortgage Payment to Income	Dallas	U.S.		
Ratio for 2015	8.7%	15.6%	Historically strong, but weaker than the f	
Ratio for 2016 Q2	9.4%	15.8%	quarter of 2016	
Historical Average	9.9%	19.5%	More affordable than most markets	

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



Median Home Price to Income	Dallas	U.S.	
Ratio for 2015	1.5	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	1.4	2.7	Affordable compared to most markets

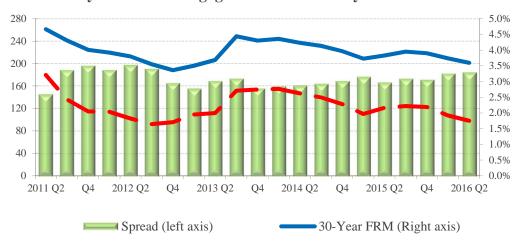






### The Mortgage Market

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

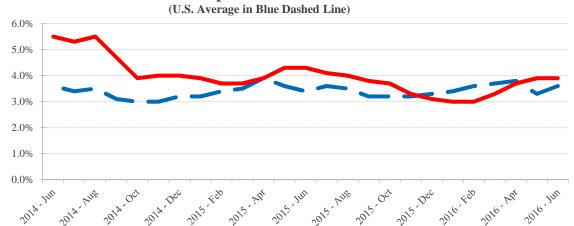


The second quarter of 2016 has been quite tumultuous with the surprising "Brexit" vote in the United Kingdom. While British citizens voted to leave the European Union last June, the full impact of the vote could take several years to be seen. In the near future, low mortgage rates and stronger refinancing 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 Dallas area referred to in this report covers the geographic area of the Dallas-Fort Worth-Arlington 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:

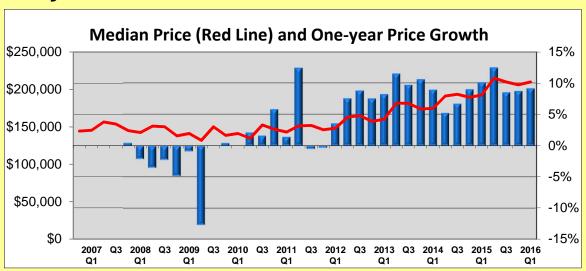
Collin County, Dallas County, Denton County, Ellis County, Hunt County, Hood County, Johnson County, Kaufman County, Rockwall County, Parker County, Somerville County, Tarrant County, and Wise County

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



### <u>Dallas-Fort Worth-Arlington Area</u> Local Market Report, First Quarter 2016

# Today's Market...



Local Price Trends				
Price Activity	Dallas	U.S.	Local Trend	
Current Median Home Price (2016 Q1)	\$210,100	\$215,767	Driego continue to grow relative to loca	
1-year (4-quarter) Appreciation (2016 Q1)	9.1%	6.1%	Prices continue to grow relative to last year	
3-year (12-quarter) Appreciation (2016 Q1)	31.0%	22.6%	year	
3-year (12-quarter) Housing Equity Gain*	\$49,700	\$39,833	Gains in the last 3 years have extended	
7-year (28 quarters) Housing Equity Gain*	\$69,000	\$48,200	the trend of positive price growth after	
9-year (36 quarters) Housing Equity Gain*	\$64,600	\$1,667	the recession	
*Note: Equity gain reflects price appreciation only				

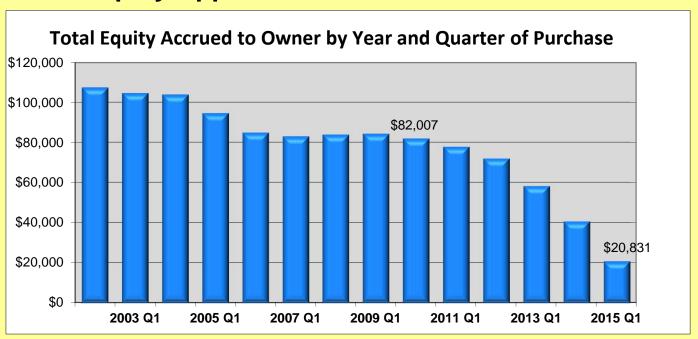
	Dallas	U.S.			
Conforming Loan Limit**	\$417,000	\$625,500	Most buyers in this market have access		
FHA Loan Limit	\$310,500	\$625,500	to government-backed financing		
Local Median to Conforming Limit Ratio 50% not comparable					
Note: limits are current and include the changes made in November of 2012 and extended in November of 2013					

### Local NAR Leadership

The Dallas-Fort Worth-Arlington 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 Gained** through 2016 Q1 from quarter in which home was of purchased				
Price Activity	Dallas	U.S.	Local Trend	
1-year (4-quarter)	\$20,831	\$15,781		
3-year (12-quarter)*	\$58,382	\$49,356		
5-year (20-quarter)*	\$77,957	\$68,727	Price appreciation and principle	
7-year (28 quarters)*	\$84,424	\$59,758	payments in the last 3 years have boosted total equity growth since the	
9-year (36 quarters)*	\$83,068	\$16,435	recession	
If purchase in 2005, the national price peak	\$94,686	\$30,059		

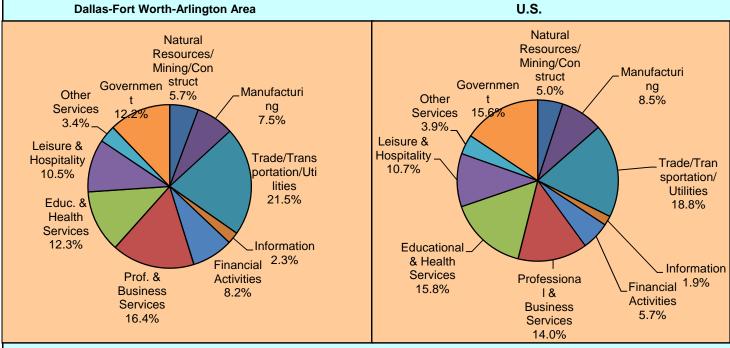
\*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity



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

Local Economic Outlook	Dallas	U.S.		
12-month Job Change (Mar)	128,800	Not Comparable	Employment has held up and is on an	
12-month Job Change (Feb)	120,400	Not Comparable	upward trend	
36-month Job Change (Mar)	347,400	Not Comparable	Unemployment in Dallas is better than	
Current Unemployment Rate (Mar)	3.8%	5.0%	the national average and improving	
Year-ago Unemployment Rate	4.1%	5.5%	Local employment growth is strong	
1-year (12 month) Job Growth Rate	3.9%	2.0%	compared to other markets	

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

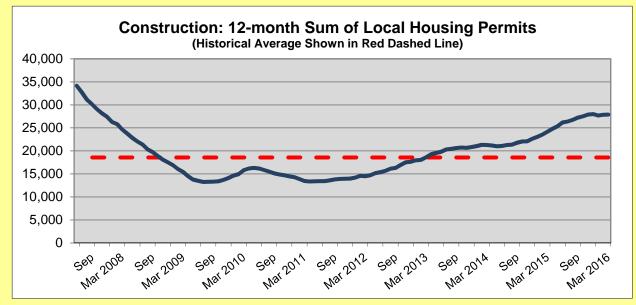


12-month Employment Change by Industry in the Dallas-Fort Worth-Arlington Area (Mar - 2016)				
Goods Producing	NA	Information	800	
Natural Resources/Mining/Construction	1,000	Financial Activities	12,100	
Natural Resources and Mining	NA	Prof. & Business Services	18,900	
Construction	NA	Educ. & Health Services	18,500	
Manufacturing	-2,400	Leisure & Hospitality	26,400	
Service Providing Excluding Government	NA	Other Services	500	
Trade/Transportation/Utilities	41,000	Government	12,000	

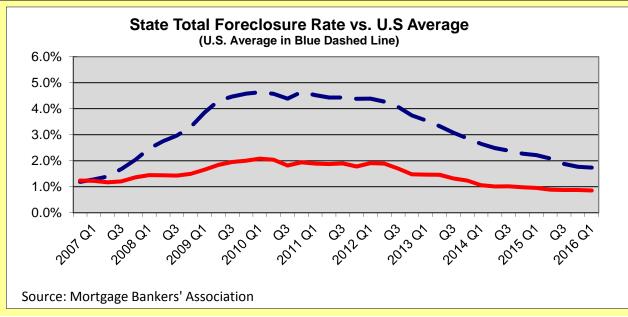
State Economic Activity Index	Texas	U.S.	
12-month change (2016 - Mar)	2.5%	3.1%	Texas's economy is growing, but decelerated from last month's 2.55%
36-month change (2016 - Mar)	13.1%	10.5%	change and lags the rest of the nation



New Housing Construction					
Local Fundamentals Dallas U.S.					
12-month Sum of 1-unit Building Permits through Mar 2016	27,881	not comparable	The current level of construction is 50.2% above the long-term average		
8-year average for 12-month Sum of 1-Unit Building Permits	18,568	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 2016) 12-month sum vs. a year ago	15.4%	11.3%	Construction is on the rise relative to last year, suggesting that the local inventory has stabilized		

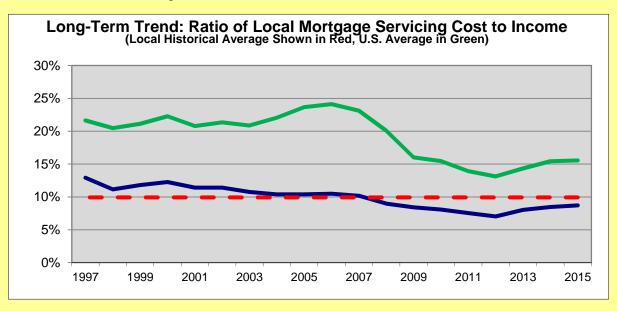


While new construction is the traditional driver of supply in real estate, foreclosures and short-sales now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or distressed sales, place downward pressure on the median home prices.

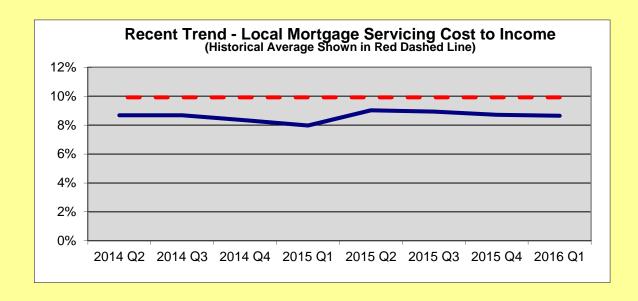


# **Affordability**



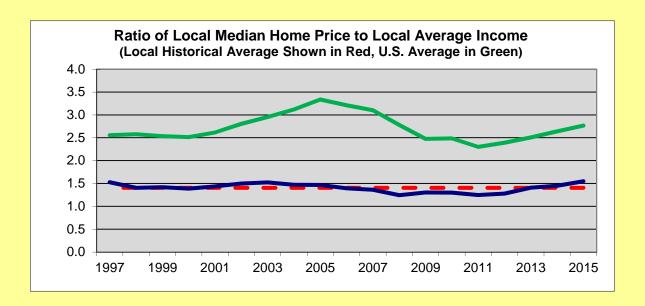


Monthly Mortgage Payment to Income	Dallas	U.S.	
Ratio for 2015	8.7%	15.6%	Historically strong and an improvement
Ratio for 2016 Q1	8.6%	14.5%	over the fourth quarter of 2015
Historical Average	9.9%	19.5%	More affordable than most markets

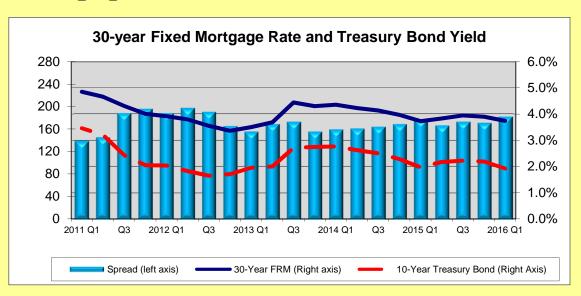


Median Home Price to Income	Dallas	U.S.	
Ratio for 2015	1.5	2.8	The price-to-income ratio is high by
Ratio for 2016 Q1	1.6	2.6	historic standards and getting worse
Historical Average	1.4	2.7	Affordable compared to most markets





## **The Mortgage Market**



The first quarter of 2016 was marked by paroxysms in financial, energy, and commodity markets. The uncertainty in China and the emerging-market economies, the gathering doubt about the sustainability of the modern European project, and weakness in domestic growth were the issues of the early days of 2016. With regard to the mortgage market, the year began after the FED started its tightening cycle with the first rate hike this past December. However, since the start of the year mortgage rates have dropped as the FED held off on expected rate hikes. The 30-year fixed-rate mortgages eased from 3.9 percent in the 4th quarter of 2015 to 3.7 percent in the first quarter of 2016. The 10-year Treasury fell to 1.92 percent which is the lowest rate after Q4 2012. Rates are likely to remain low through the spring as the market deals with international instability and mixed signals for the domestic economy. 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	Texas	U.S.	
2016 - Apr	3.7%	3.8%	REALTORS® expect weaker price growth in Texas than in the U.S. in the next 12 months. Their price
Prior 12 months	3.9%	3.9%	expectations for the local market are more modest than a year ago.



# Geographic Coverage for this Report

The Dallas area referred to in this report covers the geographic area of the Dallas-Fort Worth-Arlington 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:

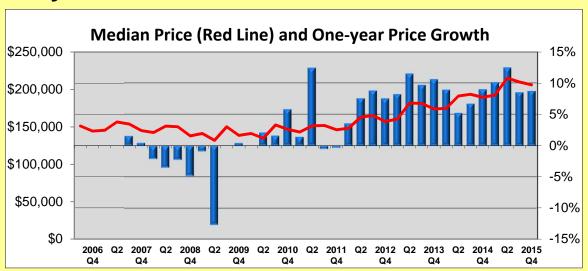
Collin County, Dallas County, Delta County, Denton County, Ellis County, Hunt County, Johnson County, Kaufman County, Parker County, Rockwall County, Tarrant County, and Wise County

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



## <u>Dallas-Fort Worth-Arlington Area</u> Local Market Report, Fourth Quarter 2015

# Today's Market...



Local Price Trends					
Price Activity	Dallas	U.S.	Local Trend		
Current Median Home Price (2015 Q4)	\$206,200	\$221,067	Driego continue to grow relative to loca		
1-year (4-quarter) Appreciation (2015 Q4)	8.8%	6.5%	Prices continue to grow relative to last year		
3-year (12-quarter) Appreciation (2015 Q4)	31.2%	23.6%	year		
3-year (12-quarter) Housing Equity Gain*	\$49,000	\$42,233	Gains in the last 3 years have extended		
7-year (28 quarters) Housing Equity Gain*	\$68,200	\$40,300	the trend of positive price growth after		
9-year (36 quarters) Housing Equity Gain*	\$61,900	\$1,633	the recession		
*Note: Equity gain reflects price appreciation only					

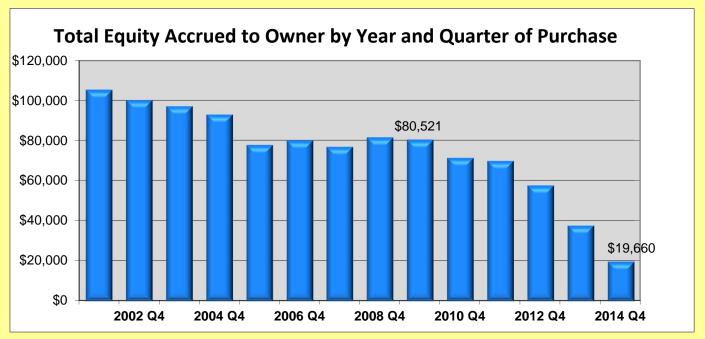
	Dallas	U.S.		
Conforming Loan Limit**	\$417,000	\$625,500	Most buyers in this market have access	
FHA Loan Limit	\$310,500	\$625,500	to government-backed financing	
Local Median to Conforming Limit Ratio 49% not comparable				
Note: limits are current and include the changes made in November of 2012 and extended in November of 2013				

### Local NAR Leadership

The Dallas-Fort Worth-Arlington 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 Gained** through 2015 Q4 from quarter in which home was of purchased				
Price Activity	Dallas	U.S.	Local Trend	
1-year (4-quarter)	\$19,660	\$16,784		
3-year (12-quarter)*	\$57,699	\$52,129		
5-year (20-quarter)*	\$71,494	\$62,764	Price appreciation and principle	
7-year (28 quarters)*	\$81,632	\$52,606	payments in the last 3 years have boosted total equity growth since the	
9-year (36 quarters)*	\$80,158	\$16,571	recession	
If purchase in 2005, the national price peak	\$77,895	\$11,104		

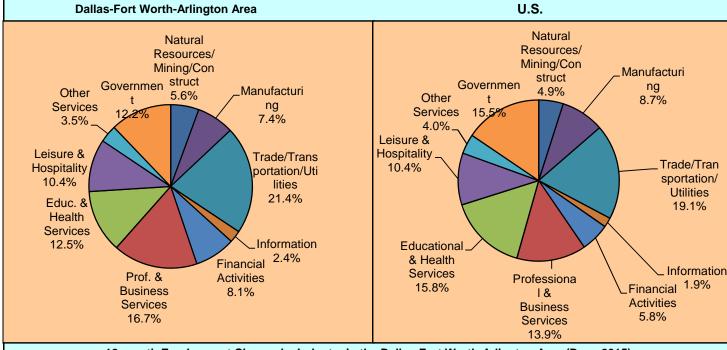
\*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity



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

Local Economic Outlook	Dallas	U.S.	
12-month Job Change (Dec)	98,900	Not Comparable	Employment growth has eased, but
12-month Job Change (Nov)	108,700	Not Comparable	remains positive
36-month Job Change (Dec)	319,000	Not Comparable	Unemployment in Dallas is better than
Current Unemployment Rate (Dec)	3.7%	5.0%	the national average and improving
Year-ago Unemployment Rate	4.0%	5.6%	Local employment growth is strong
1-year (12 month) Job Growth Rate	2.9%	2.1%	compared to other markets

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

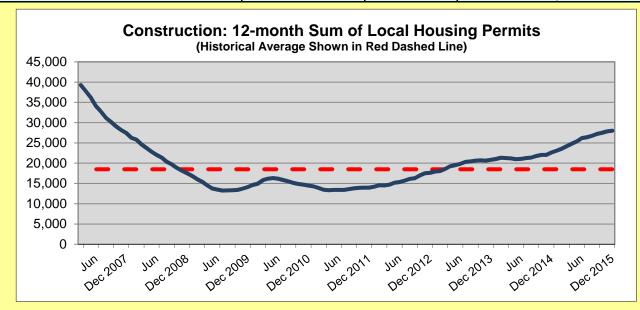


12-month Employment Change by Industry in the Dallas-Fort Worth-Arlington Area (Dec - 2015)				
Goods Producing	NA	Information	500	
Natural Resources/Mining/Construction	-5,900	Financial Activities	7,600	
Natural Resources and Mining	NA	Prof. & Business Services	24,700	
Construction	NA	Educ. & Health Services	17,200	
Manufacturing	-7,100	Leisure & Hospitality	25,200	
Service Providing Excluding Government	NA	Other Services	4,000	
Trade/Transportation/Utilities	23,900	Government	8,800	

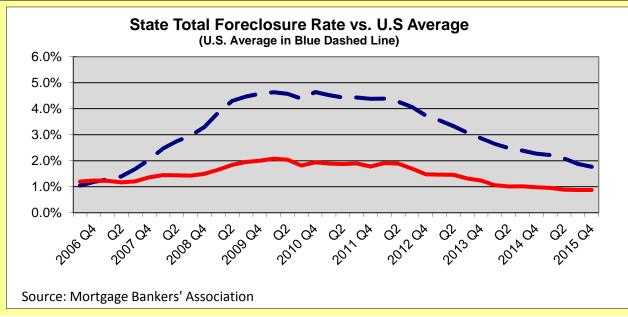
State Economic Activity Index	Texas	U.S.	
12-month change (2015 - Dec)	2.5%	3.2%	Texas's economy is growing, but decelerated from last month's 2.75%
36-month change (2015 - Dec)	12.9%	10.6%	change and lags the rest of the nation



New Housing Construction					
Local Fundamentals Dallas U.S.					
12-month Sum of 1-unit Building Permits through Dec 2015	27,997	not comparable	The current level of construction is 51.3% above the long-term average		
8-year average for 12-month Sum of 1-Unit Building Permits	18,499	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 2015) 12-month sum vs. a year ago	23.7%	9.7%	Construction is on the rise relative to last year, suggesting that the local inventory has stabilized		

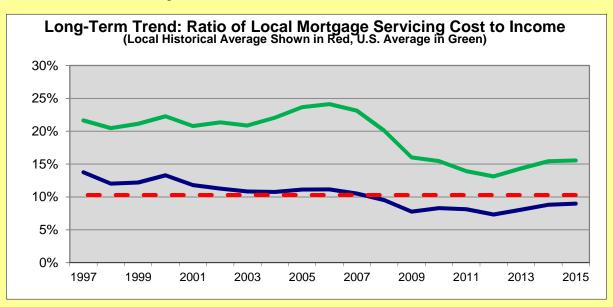


While new construction is the traditional driver of supply in real estate, foreclosures and short-sales now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or distressed sales, place downward pressure on the median home prices.

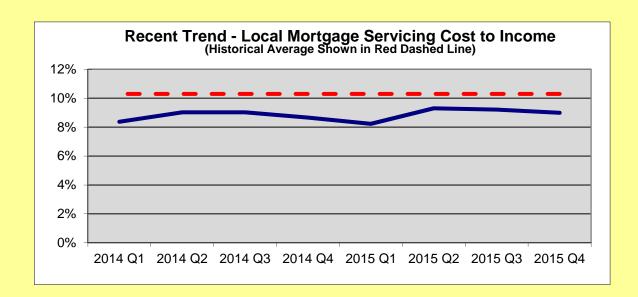


# **Affordability**



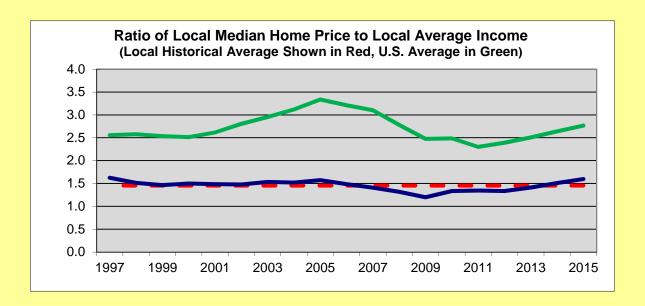


Monthly Mortgage Payment to Income	Dallas	U.S.		
Ratio for 2015	9.0%	15.6%	Historically strong and an improveme over the third quarter of 2015	
Ratio for 2015 Q4	9.0%	15.1%		
Historical Average	10.3%	19.5%	More affordable than most markets	

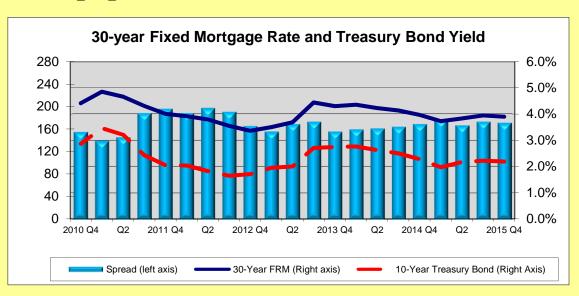


Median Home Price to Income	Dallas	U.S.	
Ratio for 2015	1.6	2.8	The price-to-income ratio eased, but
Ratio for 2015 Q4	1.6	2.7	could be better
Historical Average	1.5	2.7	Affordable compared to most markets





#### **The Mortgage Market**



Despite indications of economic strength early in the 4th quarter, the Federal Reserve held of its much anticipated rate increases until mid-December. However, a fresh set of weak economic numbers centered on a slowing Chinese economy, excess oil, and the potential impacts on domestic oil exploration and manufacturing softened domestic economic growth in the 4th quarter. As a result, Treasuries slumped as investors moved money into this safe haven and mortgage rates benefited. The average 30-year fixed rate mortgage eased modestly from 4.0 percent in the 3rd quarter to 3.9 percent in the 4th. The 10-year Treasury did not fall as much MBS and as a result the spread between them eased from 173 basis points to 171. While mortgage rates remained cheap, lenders were hit with the implementation of the new TILA-RESPA Integrated Disclosure rules (TRID) on October 3rd. Some lenders struggled to comply and a result roughly 10 percent of settlements were delayed by roughly 8 days on average, though few were canceled. Rates are likely to remain low through the spring as the market deals with international instability and the FED pulls back from planned rate hikes, but some lenders may continue to have issues with the new settlement procedures. NAR is now forecasting fewer rate hikes by the FED in 2016 and as a result the 30-year fixed rate mortgage is now expect to average just 4.3 percent for 2016, down from earlier estimates near 5.0 percent.





REALTOR® Price Expectations	Texas	U.S.	
2015 - Dec	3.1%	3.3%	REALTORS® expect weaker price growth in Texas than in the U.S. in the next 12 months. Their price
Prior 12 months	3.9%	3.4%	expectations for the local market are more modest than a year ago.



### Geographic Coverage for this Report

The Dallas area referred to in this report covers the geographic area of the Dallas-Fort Worth-Arlington 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:

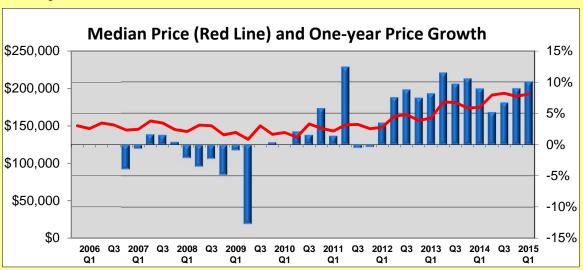
Collin County, Dallas County, Delta County, Denton County, Ellis County, Hunt County, Johnson County, Kaufman County, Parker County, Rockwall County, Tarrant County, and Wise County

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



#### <u>Dallas-Fort Worth-Arlington Area</u> Local Market Report, First Quarter 2015

### Today's Market...



Local Price Trends				
Price Activity Dallas U.S. Local Trend				
Current Median Home Price (2015 Q1)	\$192,500	\$203,867	Deign continue to many relative to locat	
1-year (4-quarter) Appreciation (2015 Q1)	10.1%	6.7%	Prices continue to grow relative to last year	
3-year (12-quarter) Appreciation (2015 Q1)	29.9%	28.8%	year	
3-year (12-quarter) Housing Equity Gain*	\$44,300	\$45,533	Gains in the last 3 years have extended	
7-year (28 quarters) Housing Equity Gain*	\$50,100	\$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				

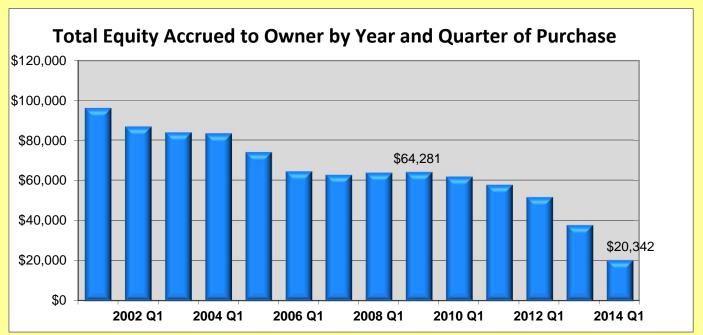
	Dallas	U.S.			
Conforming Loan Limit**	\$417,000	\$625,500	Most buyers in this market have acce		
FHA Loan Limit	\$310,500	\$625,500			
Local Median to Conforming Limit Ratio 46% not comparable to government-backed financing					
Note: limits are current and include the changes made in November of 2012 and extended in November of 2013					

#### Local NAR Leadership

The Dallas-Fort Worth-Arlington 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	Dallas	U.S.	Local Trend	
1-year (4-quarter)	\$20,342	\$15,753		
3-year (12-quarter)*	\$51,818	\$53,565		
5-year (20-quarter)*	\$61,967	\$47,444	Price appreciation and principle	
7-year (28 quarters)*	\$63,940	\$17,200	payments in the last 3 years have boosted total equity growth since the	
9-year (36 quarters)*	\$64,641	\$100	recession	
If purchase in 2005, the national price peak	\$74,175	\$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



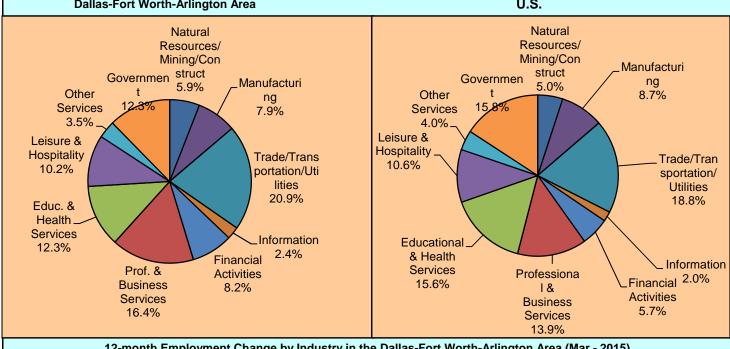
### **Drivers of Local Supply and Demand...**

Local Economic Outlook	Dallas	U.S.		
12-month Job Change (Mar)	115,800	Not Comparable	Employment growth has eased, but	
12-month Job Change (Feb)	133,500	Not Comparable	remains positive	
36-month Job Change (Mar)	296,800	Not Comparable	Unemployment in Dallas is better than	
Current Unemployment Rate (Mar)	4.0%	5.5%	the national average and improving	
Year-ago Unemployment Rate	5.3%	6.6%	Local employment growth is strong	
1-year (12 month) Job Growth Rate	3.6%	2.1%	compared to other markets	

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

#### **Dallas-Fort Worth-Arlington Area**

U.S.

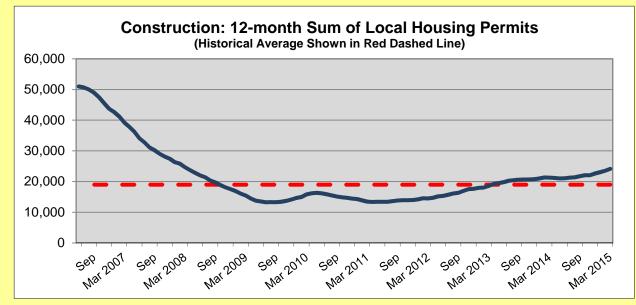


12-month Employment Change by Industry in the Dallas-Fort Worth-Arlington Area (Mar - 2015)				
Goods Producing	NA	Information	0	
Natural Resources/Mining/Construction	10,900	Financial Activities	11,700	
Natural Resources and Mining	NA	Prof. & Business Services	24,000	
Construction	NA	Educ. & Health Services 14,800		
Manufacturing	2,000	Leisure & Hospitality	15,900	
Service Providing Excluding Government	NA	Other Services	300	
Trade/Transportation/Utilities	29,000	Government	7,200	

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 Dallas U.S.					
12-month Sum of 1-unit Building Permits through Mar 2015	24,165	not comparable	The current level of construction is 27.3% above the long-term average		
8-year average for 12-month Sum of 1-Unit Building Permits	18,986	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	13.6%	3.1%	Construction is on the rise relative to last year, suggesting that the local inventory has stabilized		

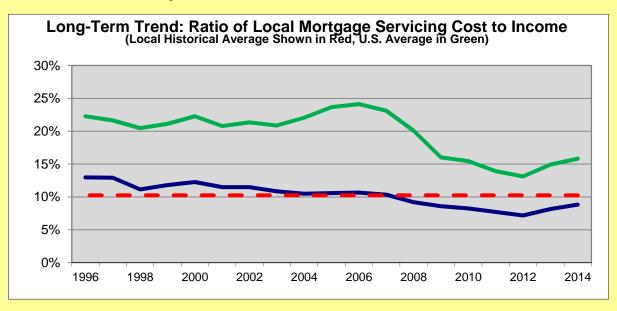


While new construction is the traditional driver of supply in real estate, foreclosures and short-sales now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or distressed sales, place downward pressure on the median home prices.

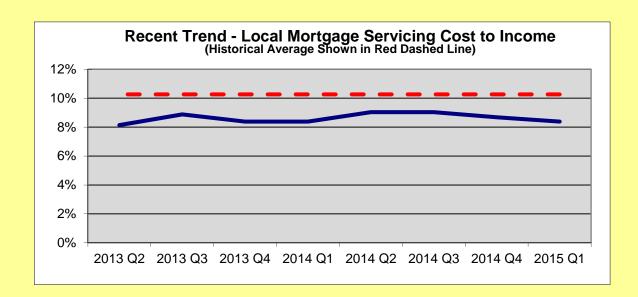


# **Affordability**



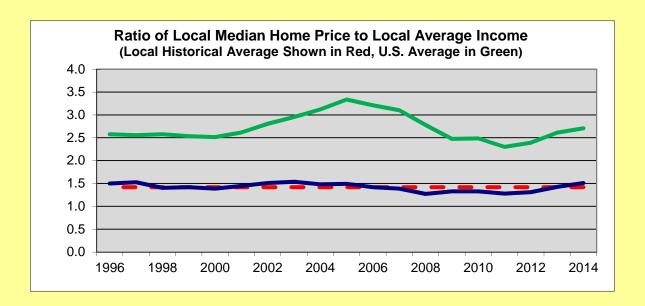


Monthly Mortgage Payment to Income	Dallas	U.S.		
Ratio for 2014	8.8%	15.8%	Historically strong and an improvement	
Ratio for 2015 Q1	8.4%	14.3%	over the fourth quarter of 2014	
Historical Average	10.3%	20.0%	More affordable than most markets	

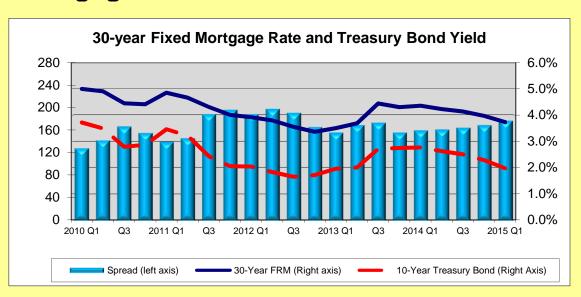


Median Home Price to Income	Dallas	U.S.	
Ratio for 2014	1.5	2.7	The price-to-income ratio eased, but
Ratio for 2015 Q1	1.5	2.6	could be better
Historical Average	1.4	2.7	Affordable compared to most markets





#### **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 Dallas area referred to in this report covers the geographic area of the Dallas-Fort Worth-Arlington 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:

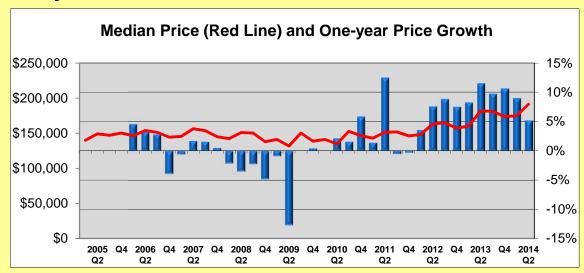
Collin County, Dallas County, Delta County, Denton County, Ellis County, Hunt County, Johnson County, Kaufman County, Parker County, Rockwall County, Tarrant County, and Wise County

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



#### <u>Dallas-Fort Worth-Arlington Area</u> Local Market Report, Second Quarter 2014

#### Today's Market...



Local Price Trends				
Price Activity	Dallas	U.S.	Local Trend	
Current Median Home Price (2014 Q2)	\$191,300	\$212,267	Driego are un from a veer age, but pries	
1-year (4-quarter) Appreciation (2014 Q2)	5.2%	4.6%	Prices are up from a year ago, but price growth is slowing	
3-year (12-quarter) Appreciation (2014 Q2)	26.3%	25.8%	growth is slowing	
3-year (12-quarter) Housing Equity Gain*	\$39,800	\$43,600	Gains in the last 3 years have extended	
7-year (28 quarters) Housing Equity Gain*	\$34,800	-\$11,500	the trend of positive price growth after	
9-year (36 quarters) Housing Equity Gain*	\$42,200	-\$8,000	the recession	
*Note: Equity gain reflects price appreciation only		•		

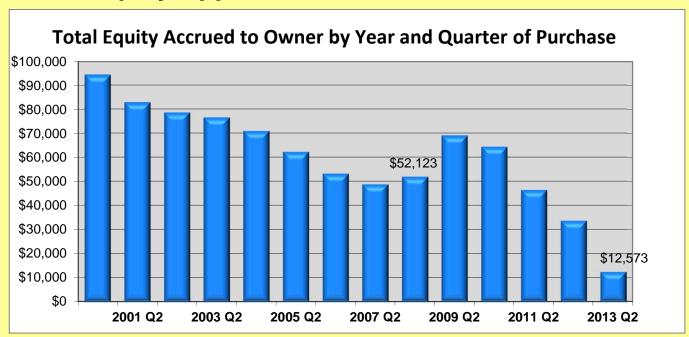
	Dallas	U.S.		
Conforming Loan Limit**	\$417,000	\$625,500	Most buyers in this market have acce	
FHA Loan Limit	\$287,500	\$625,500	to government-backed financing	
Local Median to Conforming Limit Ratio 46% not comparable				
Note: limits are current and include the changes made in November of 2012 and extended in November of 2013				

#### Local NAR Leadership

The Dallas-Fort Worth-Arlington 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	Dallas	U.S.	Local Trend	
1-year (4-quarter)	\$12,573	\$12,731		
3-year (12-quarter)*	\$46,630	\$51,204		
5-year (20-quarter)*	\$69,228	\$48,225	Price appreciation and principle	
7-year (28 quarters)*	\$48,974	\$1,750	payments in the last 3 years have boosted total equity growth since the	
9-year (36 quarters)*	\$62,451	\$5,043	recession	
If purchase in 2005, the national price peak	\$62,451	\$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



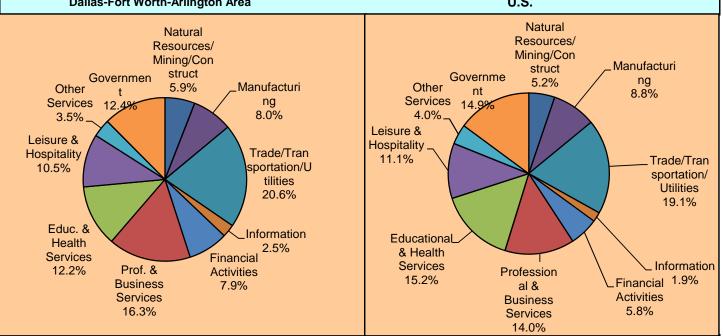
### **Drivers of Local Supply and Demand...**

Local Economic Outlook	Dallas	U.S.	
12-month Job Change (Jun)	112,100	Not Comparable	Employment growth has eased, but
12-month Job Change (May)	115,200	Not Comparable	remains positive
36-month Job Change (Jun)	264,500	Not Comparable	Unemployment in Dallas is better than
Current Unemployment Rate (Jun)	5.4%	6.1%	the national average and improving
Year-ago Unemployment Rate	6.7%	7.5%	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**

#### **Dallas-Fort Worth-Arlington Area**

U.S.

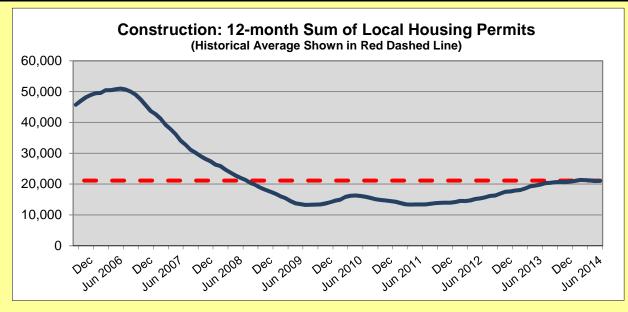


12-month Employment Change by Industry in the Dallas-Fort Worth-Arlington Area (Jun - 2014)					
Goods Producing	NA	Information	1,800		
Natural Resources/Mining/Construction	14,400	Financial Activities	-100		
Natural Resources and Mining	NA	Prof. & Business Services	40,100		
Construction	NA	Educ. & Health Services	10,400		
Manufacturing	-1,400	Leisure & Hospitality	10,300		
Service Providing Excluding Government	NA	Other Services	900		
Trade/Transportation/Utilities	27,600	Government	8,100		

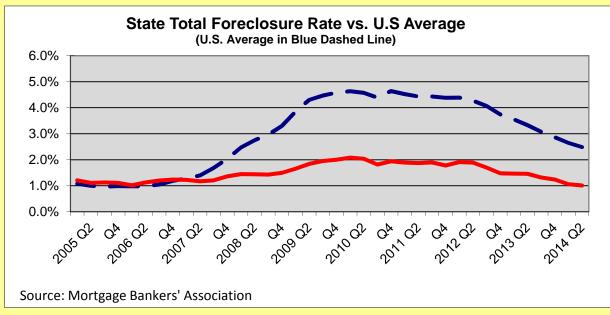
State Economic Activity Index	Texas	U.S.	
12-month change (2014 - Jun)	4.7%	3.2%	The economy of Texas has outpaced the rest of the nation and improved
36-month change (2014 - Jun)	13.7%	9.2%	modestly from last month's 4.41% change



New Housing Construction					
Local Fundamentals Dallas U.S.					
12-month Sum of 1-unit Building Permits through Jun 2014	21,052	not comparable	The current level of construction is 0.5% below the long-term average		
8-year average for 12-month Sum of 1-Unit Building Permits	21,151	not comparable	Reduced construction will limit new supply to the market, allowing demand to catch up with inventory more quickly		
Single-Family Housing Permits (Jun 2014) 12-month sum vs. a year ago	6.2%	6.4%	Construction is on the rise relative to last year, suggesting that the local inventory has stabilized		

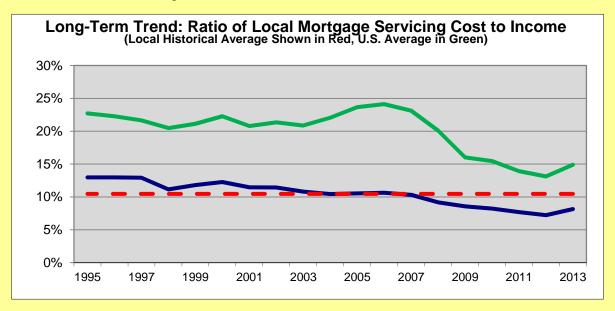


While new construction is the traditional driver of supply in real estate, foreclosures and short-sales now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or distressed sales, place downward pressure on the median home prices.

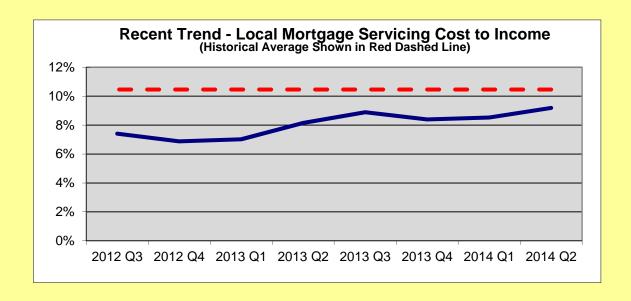


# Affordability



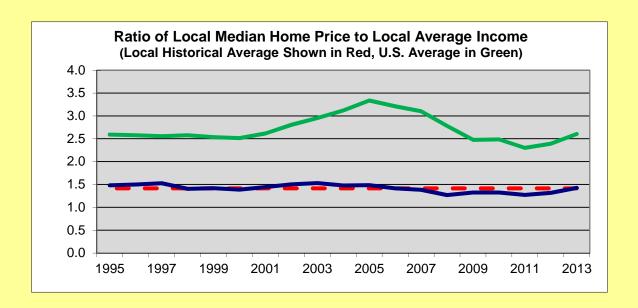


Monthly Mortgage Payment to Income	Dallas	U.S.	
Ratio for 2013	8.2%	14.9%	Historically strong, but weaker than the
Ratio for 2014 Q2	9.2%	16.1%	first quarter of 2014
Historical Average	10.5%	20.3%	More affordable than most markets

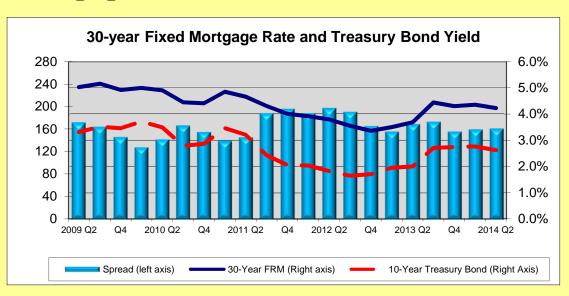


Median Home Price to Income	Dallas	U.S.	
Ratio for 2013	1.4	2.6	The price-to-income ratio is high by
Ratio for 2014 Q2	1.6	2.7	historic standards and getting worse
Historical Average	1.4	2.7	Affordable compared to most markets





#### **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 Dallas area referred to in this report covers the geographic area of the Dallas-Fort Worth-Arlington metro area as

The Dallas area referred to in this report covers the geographic area of the Dallas-Fort Worth-Arlington 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:

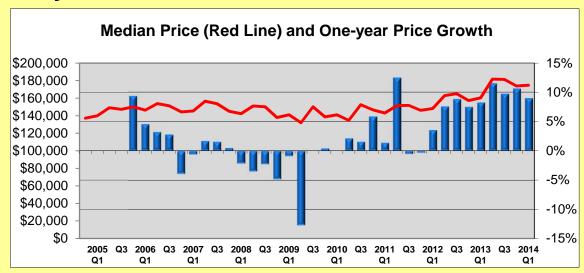
Collin County, Dallas County, Delta County, Denton County, Ellis County, Hunt County, Johnson County, Kaufman County, Parker County, Rockwall County, Tarrant County, and Wise County

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



#### <u>Dallas-Fort Worth-Arlington Area</u> Local Market Report, First Quarter 2014

#### Today's Market...



Local Price Trends				
Price Activity	Dallas	U.S.	Local Trend	
Current Median Home Price (2014 Q1)	\$174,800	\$191,567	Driego are un from a year age, but price	
1-year (4-quarter) Appreciation (2014 Q1)	9.0%	8.9%	Prices are up from a year ago, but price growth is slowing	
3-year (12-quarter) Appreciation (2014 Q1)	22.2%	21.3%	growth is slowing	
3-year (12-quarter) Housing Equity Gain*	\$31,700	\$33,633	Gains in the last 3 years have extended	
7-year (28 quarters) Housing Equity Gain*	\$29,300	-\$22,533	the trend of positive price growth after	
9-year (36 quarters) Housing Equity Gain*	\$34,800	-\$8,000	the recession	
*Note: Equity gain reflects price appreciation only		-		

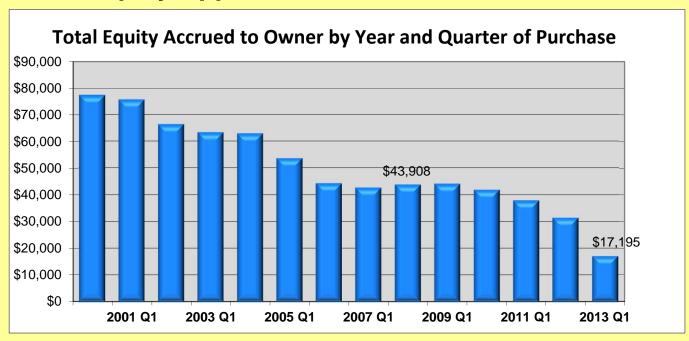
	Dallas	U.S.		
Conforming Loan Limit**	\$417,000	\$625,500	Most buyers in this market have acce	
FHA Loan Limit	\$287,500	\$625,500	to government-backed financing	
Local Median to Conforming Limit Ratio 42% not comparable				
Note: limits are current and include the changes made in November of 2012 and extended in November of 2013				

#### Local NAR Leadership

The Dallas-Fort Worth-Arlington 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	Dallas	U.S.	Local Trend
1-year (4-quarter)	\$17,195	\$18,699	
3-year (12-quarter)*	\$37,961	\$40,543	Price appreciation and principle payments in the last 3 years have boosted total equity growth since the recession
5-year (20-quarter)*	\$44,160	\$33,789	
7-year (28 quarters)*	\$42,757	\$10,026	
9-year (36 quarters)*	\$53,722	\$3,658	
If purchase in 2005, the national price peak	\$53,722	\$3,658	

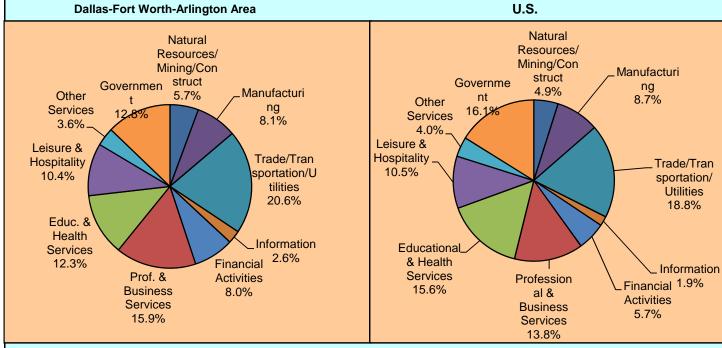
\*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity



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

Local Economic Outlook	Dallas	U.S.		
12-month Job Change (Mar)	93,300	Not Comparable	Employment has held up and is on an	
12-month Job Change (Feb)	90,100	Not Comparable	upward trend	
36-month Job Change (Mar)	245,200	Not Comparable	Unemployment in Dallas is better than	
Current Unemployment Rate (Mar)	5.3%	6.7%	the national average and improving	
Year-ago Unemployment Rate	6.3%	7.5%	Local employment growth is strong	
1-year (12 month) Job Growth Rate	3.1%	1.7%	compared to other markets	

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

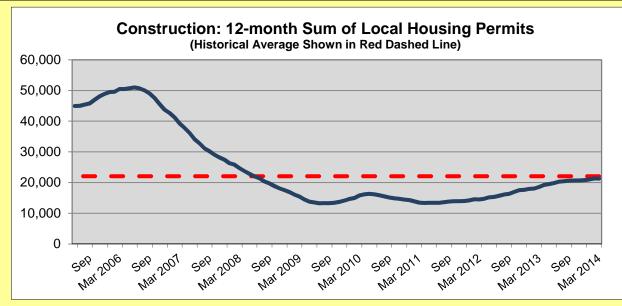


12-month Employment Change by Industry in the Dallas-Fort Worth-Arlington Area (Mar - 2014)			
Goods Producing	NA	Information	2,800
Natural Resources/Mining/Construction	6,700	Financial Activities	400
Natural Resources and Mining	NA	Prof. & Business Services	24,100
Construction	NA	Educ. & Health Services	7,300
Manufacturing	-2,100	Leisure & Hospitality	18,000
Service Providing Excluding Government	NA	Other Services	4,900
Trade/Transportation/Utilities	23,000	Government	8,200

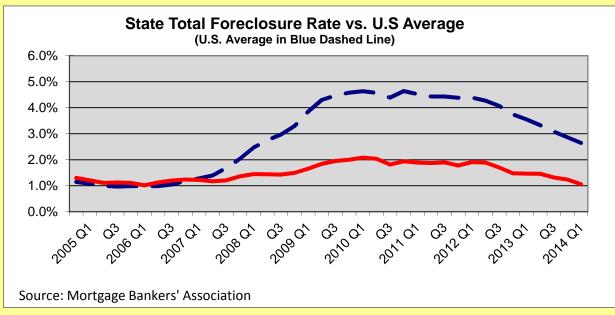
State Economic Activity Index	Texas	U.S.	
12-month change (2014 - Mar)	4.4%	2.9%	The economy of Texas has outpaced the rest of the nation and improved
36-month change (2014 - Mar)	13.9%	8.8%	modestly from last month's 4.19% change



New Housing Construction				
Local Fundamentals	Dallas	U.S.		
12-month Sum of 1-unit Building Permits through Mar 2014	21,269	not comparable	The current level of construction is 03.7% below the long-term average	
8-year average for 12-month Sum of 1-Unit Building Permits	22,078	not comparable	Reduced construction will limit new supply to the market, allowing demand to catch up with inventory more quickly	
Single-Family Housing Permits (Mar 2014) 12-month sum vs. a year ago	14.4%	14.2%	Construction is on the rise relative to last year, suggesting that the local inventory has stabilized	

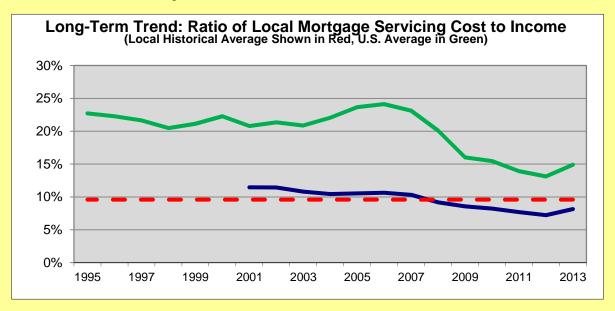


While new construction is the traditional driver of supply in real estate, foreclosures and short-sales now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or distressed sales, place downward pressure on the median home prices.

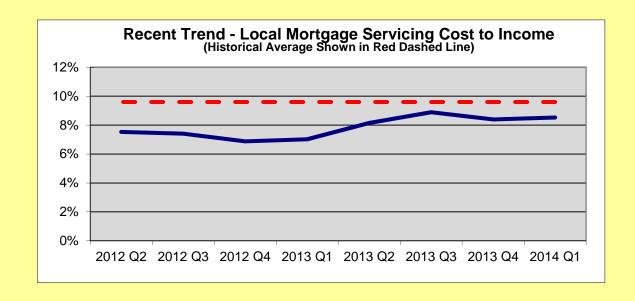


# Affordability



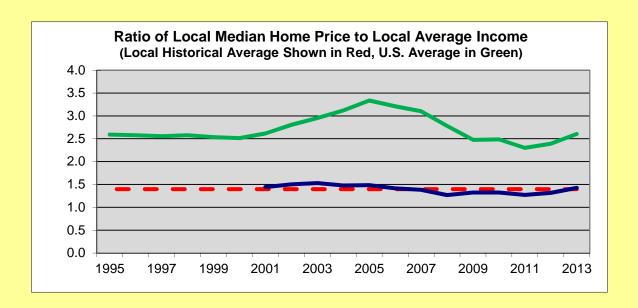


Monthly Mortgage Payment to Income	Dallas	U.S.		
Ratio for 2013	8.2%	14.9%	Historically strong, but weaker than the	
Ratio for 2014 Q1	8.5%	14.8%	fourth quarter of 2013	
Historical Average	9.6%	20.3%	More affordable than most markets	

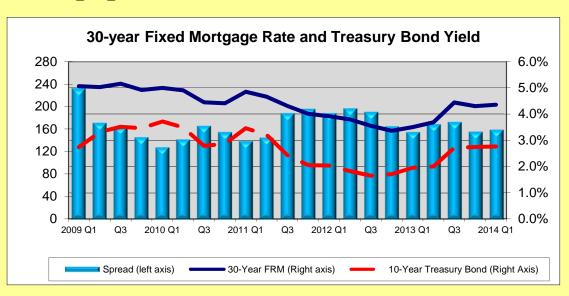


Median Home Price to Income	Dallas	U.S.		
Ratio for 2013	1.4	2.6	The price-to-income ratio is high by	
Ratio for 2014 Q1	1.4	2.5	historic standards and getting worse	
Historical Average	1.4	2.7	Affordable compared to most markets	





#### **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 Dallas area referred to in this report covers the geographic area of the Dallas-Fort Worth-Arlington metro area as

The Dallas area referred to in this report covers the geographic area of the Dallas-Fort Worth-Arlington 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:

Collin County, Dallas County, Delta County, Denton County, Ellis County, Hunt County, Johnson County, Kaufman County, Parker County, Rockwall County, Tarrant County, and Wise County

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