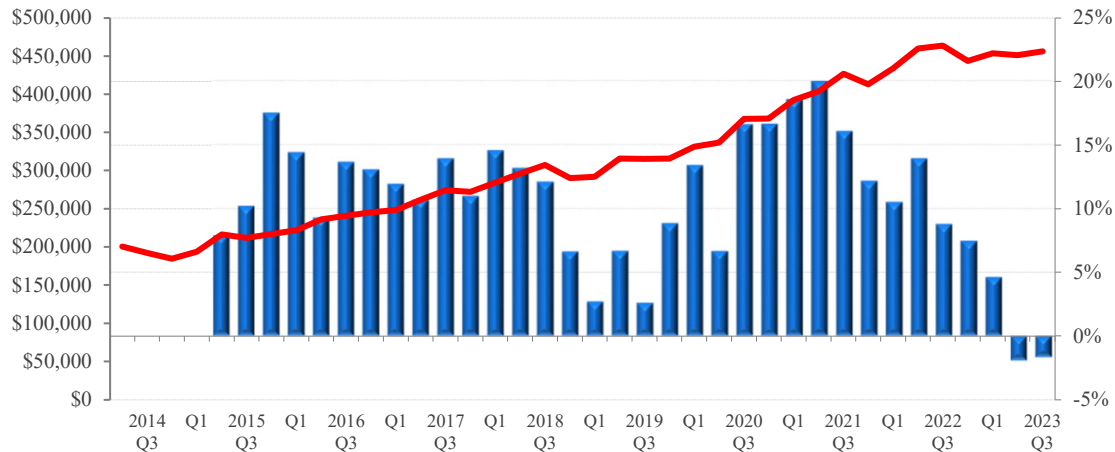


## Salem Area

### Local Market Report, Third Quarter 2023

## Today's Market...

**Median Price (Red Line) and One-year Price Growth**



#### Local Price Trends

Price Activity	Salem	U.S.	Local Trend
Current Median Home Price (2023 Q3)	\$464,000	\$400,867	Prices are still down from a year ago, but the trend is improving
1-year (4-quarter) Appreciation (2023 Q3)	-1.7%	2.4%	
3-year (12-quarter) Appreciation (2023 Q3)	24.1%	29.7%	
3-year (12-quarter) Housing Equity Gain*	\$88,600	\$91,700	Gains in the last 3 years have extended the trend of positive price growth after the recession
7-year (28 quarters) Housing Equity Gain*	\$215,500	\$161,400	
9-year (36 quarters) Housing Equity Gain*	\$258,800	\$184,500	

\*Note: Equity gain reflects price appreciation only

	Salem	U.S.	
Conforming Loan Limit**	\$726,200	\$1,089,300	Most buyers in this market have access to government-backed financing
FHA Loan Limit	\$472,030	\$1,089,300	
Local Median to Conforming Limit Ratio	64%	not comparable	

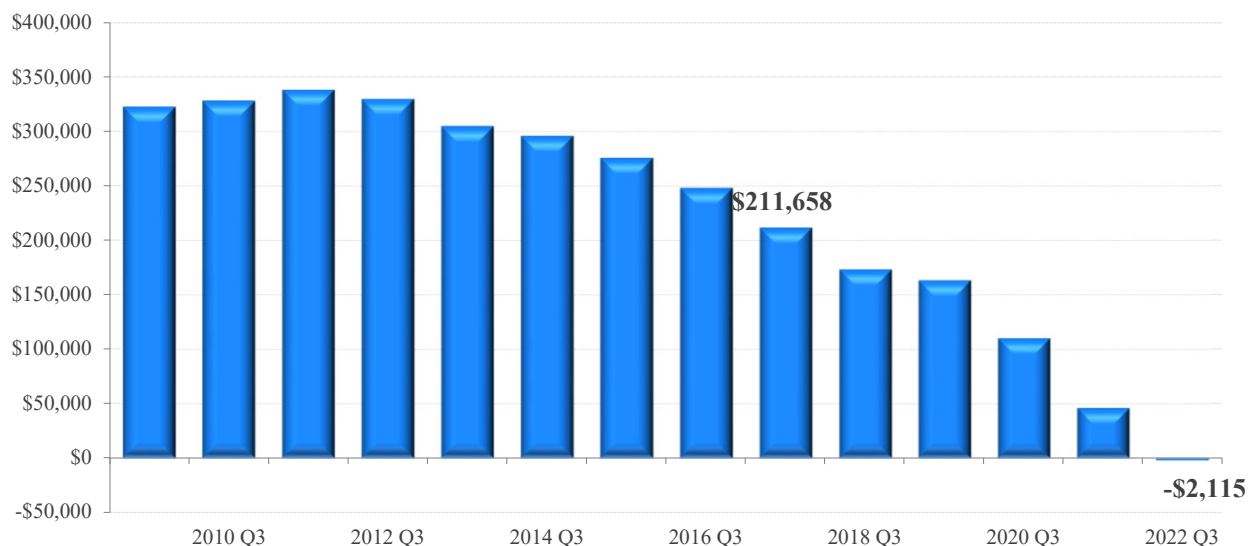
Note: limits are current and include the changes made on January 1st 2023.

#### Local NAR Leadership

The Salem market is part of region 12 in the NAR governance system, which includes all of Montana, Idaho, Washington, Oregon, and Alaska. The 2023 NAR Regional Vice President representing region 12 is Evelyn Arnott.

# Benefits of Ownership: Total Equity Appreciation

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



**Total Equity Gained\*\* through 2023 Q3 from quarter in which home was of purchased**

Price Activity	Salem	U.S.	Local Trend
1-year (4-quarter)	\$2,115	\$14,262	Price trends in the last three years have undercut the steady post-recession home equity growth despite owners paying down principle
3-year (12-quarter)*	\$110,258	\$109,915	
5-year (20-quarter)*	\$173,443	\$158,012	
7-year (28 quarters)*	\$248,380	\$194,111	
9-year (36 quarters)*	\$296,081	\$220,615	

\*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...

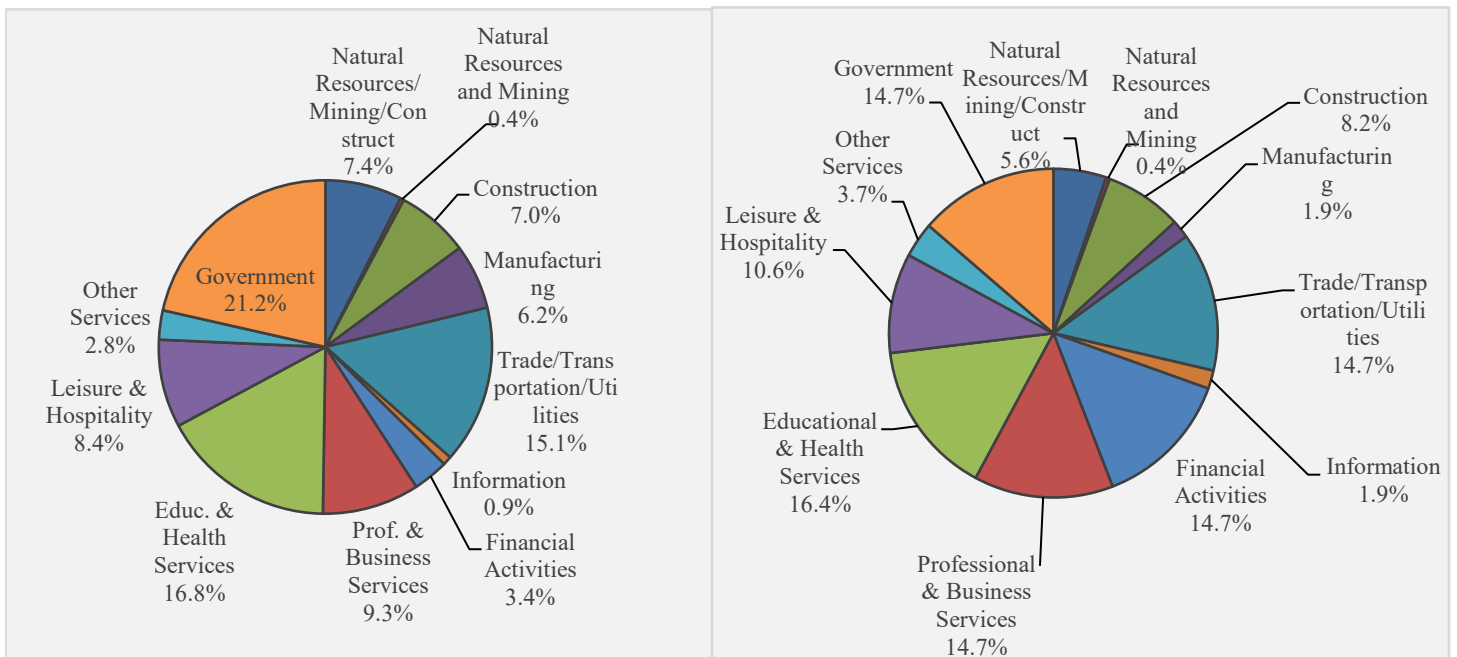


Local Economic Outlook	Salem	U.S.	
12-month Job Change (Oct)	4,100	NOT Comparable	Employment growth has eased, but remains positive
12-month Job Change (Sep)	4,200	NOT Comparable	
36-month Job Change (Oct)	15,500	NOT Comparable	Unemployment in Salem is better than the national average and improving
Current Unemployment Rate (Oct)	3.4%	3.9%	
Year-ago Unemployment Rate	4.6%	3.7%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	2.3%	2.6%	

## Share of Total Employment by Industry

Salem Area

U.S.



## 12-month Employment Change by Industry (Oct - 2023)

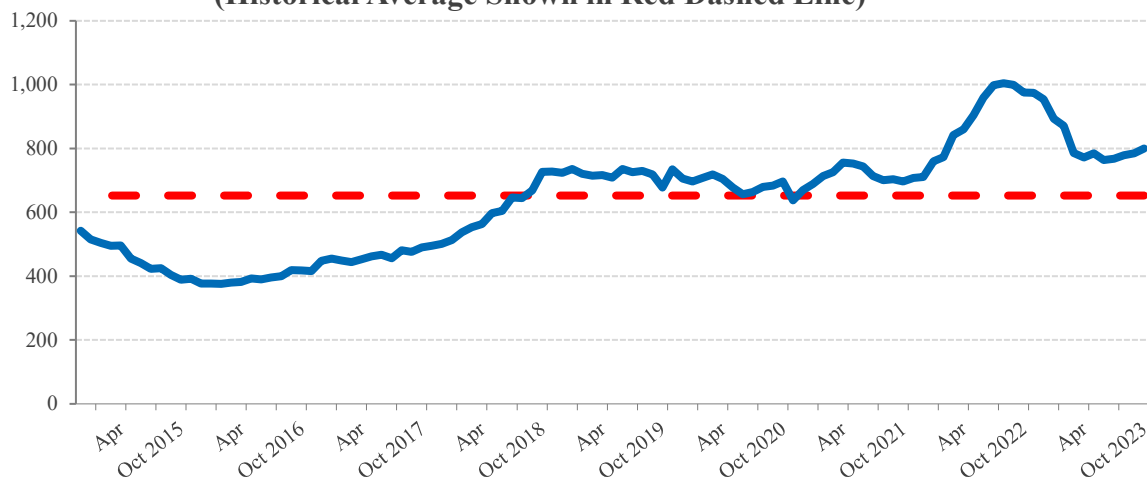
Goods Producing	NA	Information	0
Natural Resources/Mining/Construction	300	Financial Activities	-100
Natural Resources and Mining	0	Prof. & Business Services	2,100
Construction	300	Educ. & Health Services	1,700
Manufacturing	-300	Leisure & Hospitality	200
Service Providing Excluding Government	NA	Other Services	0
Trade/Transportation/Utilities	-600	Government	900

State Economic Activity Index	Oregon	U.S.	
12-month change (2023 - Oct)	4.3%	3.0%	The economy of Oregon has outpaced the rest of the nation and improved modestly from last month's 4.28% change
36-month change (2023 - Oct)	15.2%	14.2%	

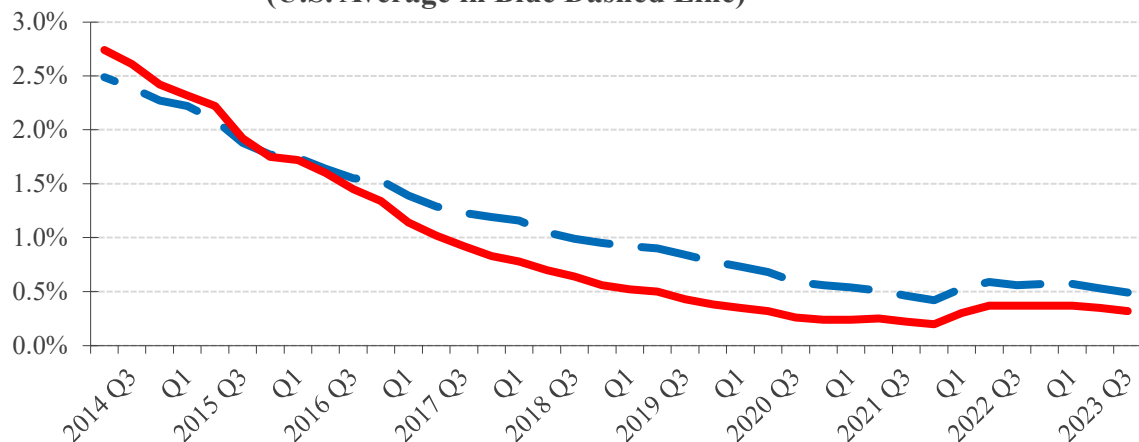
## New Housing Construction

Local Fundamentals	Salem	U.S.	
12-month Sum of 1-unit Building Permits through Oct 2023	800	not comparable	The current level of construction is 22.5% above the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	653	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 (Oct 2023) 12-month sum vs. a year ago	-17.9%	-14.1%	Construction is down from last year, but appears to have bottomed.

**Construction: 12-month Sum of Local Housing Permits  
(Historical Average Shown in Red Dashed Line)**

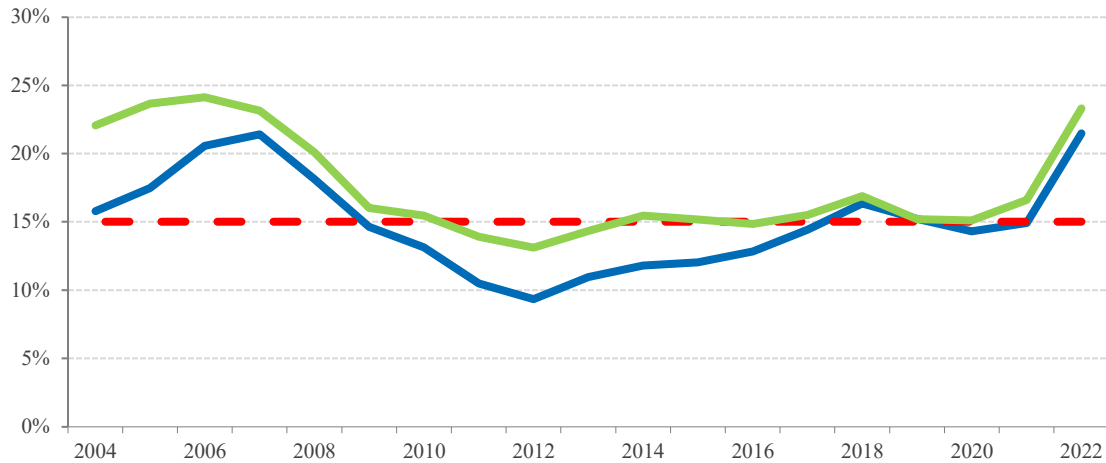


**State Total Foreclosure Rate vs. U.S. Average  
(U.S. Average in Blue Dashed Line)**



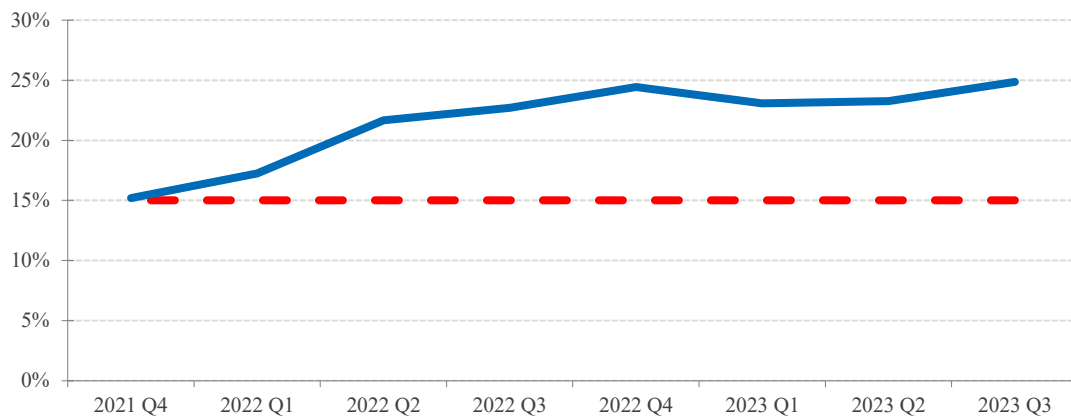
# Affordability

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

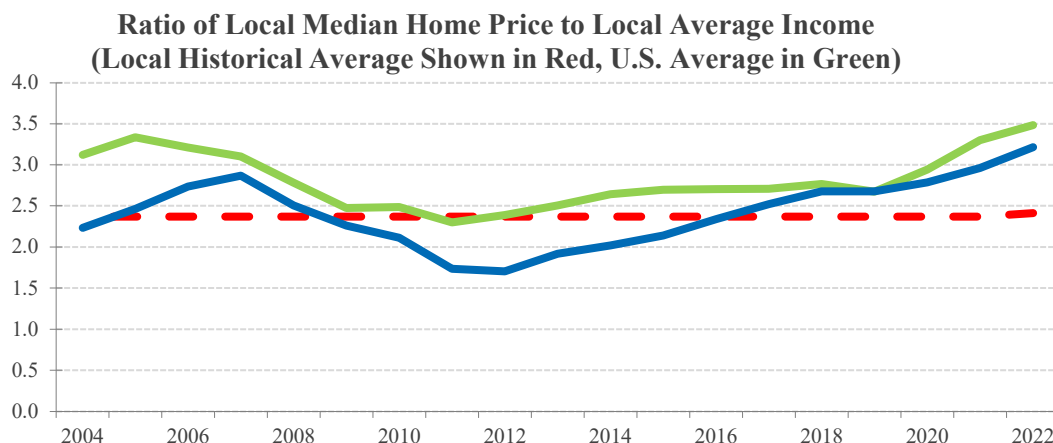


Monthly Mortgage Payment to Income	Salem	U.S.	
Ratio for 2022	21.5%	23.3%	Weak by local standards and could weigh on demand
Ratio for 2023 Q3	24.9%	27.3%	
Historical Average	15.0%	17.8%	More affordable than most markets

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



Median Home Price to Income	Salem	U.S.	
Ratio for 2022	3.2	3.5	The price-to-income ratio is high by historic standards and getting worse
Ratio for 2023 Q3	3.1	3.4	
Historical Average	2.4	2.8	Affordable compared to most markets



## The Mortgage Market



For the most part of the third quarter, mortgage rates hovered above 7 percent, pushing down affordability to record lows. According to the mortgage finance provider Freddie Mac, the 30-year fixed mortgage rate rose to 7.04 percent in the third quarter of 2023 from 5.58 percent the previous year. With this increase, Americans are cost burdened, spending \$1,800 above their budget every year. Nevertheless, the outlook appears more optimistic. If inflation continues to cool, the Federal Reserve will start reducing its interest rates as early as the beginning of next year. NAR forecasts the 30-year fixed mortgage rate to conclude the year at 7.8 percent but then drop to 7.5 percent in the first quarter of next year.

## Geographic Coverage for this Report

The Salem area referred to in this report covers the geographic area of the Salem 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:

Marion County and Polk County

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