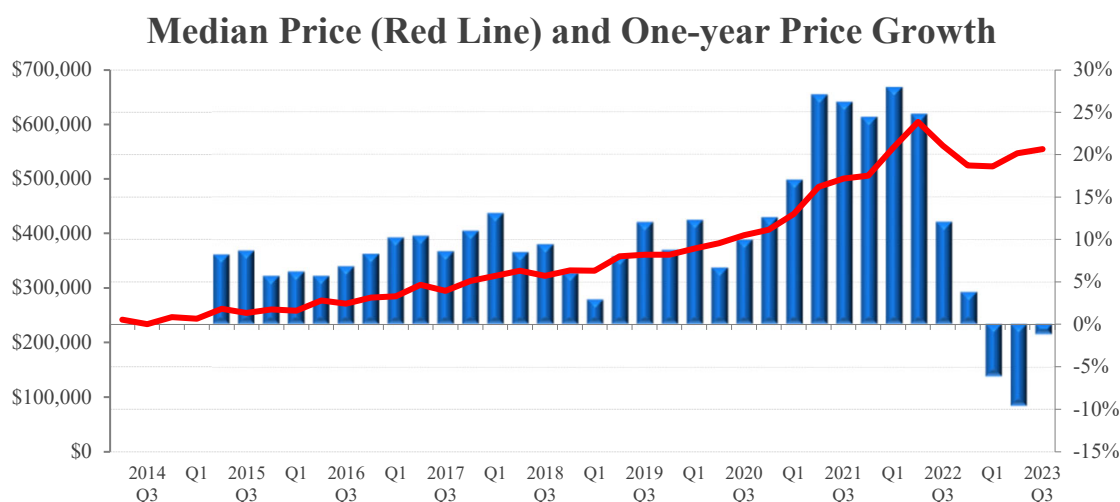


Salt Lake City Area

Local Market Report, Third Quarter 2023

Today's Market...



Local Price Trends			
Price Activity	Salt Lake City	U.S.	Local Trend
Current Median Home Price (2023 Q3)	\$561,200	\$400,867	Prices are still down from a year ago, but the trend is improving
1-year (4-quarter) Appreciation (2023 Q3)	-1.2%	2.4%	
3-year (12-quarter) Appreciation (2023 Q3)	39.7%	29.7%	
3-year (12-quarter) Housing Equity Gain*	\$157,600	\$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*	\$283,200	\$161,400	
9-year (36 quarters) Housing Equity Gain*	\$313,100	\$184,500	

*Note: Equity gain reflects price appreciation only

	Salt Lake City	U.S.	
Conforming Loan Limit**	\$726,200	\$1,089,300	Not all buyers have access to government-backed financing in this market
FHA Loan Limit	\$619,850	\$1,089,300	
Local Median to Conforming Limit Ratio	77%	not comparable	

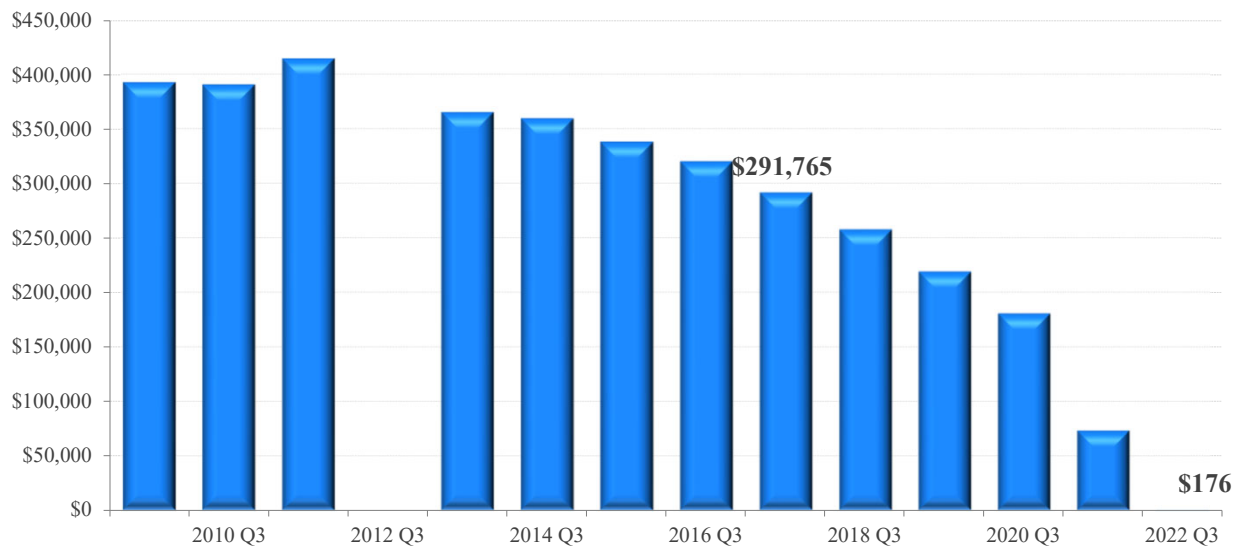
Note: limits are current and include the changes made on January 1st 2023.

Local NAR Leadership

The Salt Lake City market is part of region 11 in the NAR governance system, which includes all of Wyoming, Colorado, New Mexico, Arizona, Utah, and Nevada. The 2023 NAR Regional Vice President representing region 11 is Devon Viehman.

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	SaltLakeCity	U.S.	Local Trend
1-year (4-quarter)	\$176	\$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)*	\$180,984	\$109,915	
5-year (20-quarter)*	\$257,941	\$158,012	
7-year (28 quarters)*	\$320,260	\$194,111	
9-year (36 quarters)*	\$359,725	\$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

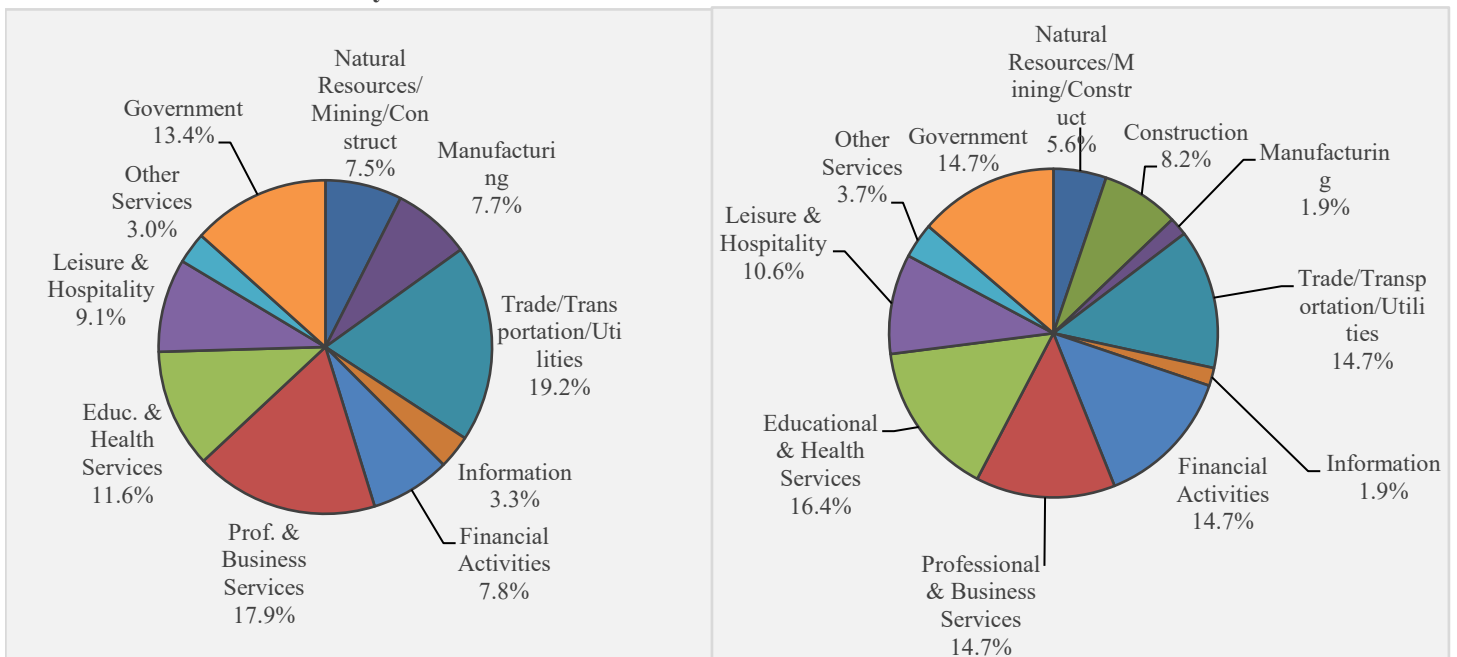
Drivers of Local Supply and Demand...

Local Economic Outlook	Salt Lake City	U.S.	
12-month Job Change (Oct)	18,100	NOT Comparable	Employment growth has eased, but remains positive
12-month Job Change (Sep)	18,100	NOT Comparable	
36-month Job Change (Oct)	82,600	NOT Comparable	Unemployment has risen since the same period last year, but Salt Lake City's labor market has been more resilient than the national average
Current Unemployment Rate (Oct)	2.7%	3.9%	
Year-ago Unemployment Rate	2.2%	3.7%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	2.2%	2.6%	

Share of Total Employment by Industry

Salt Lake City Area

U.S.



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

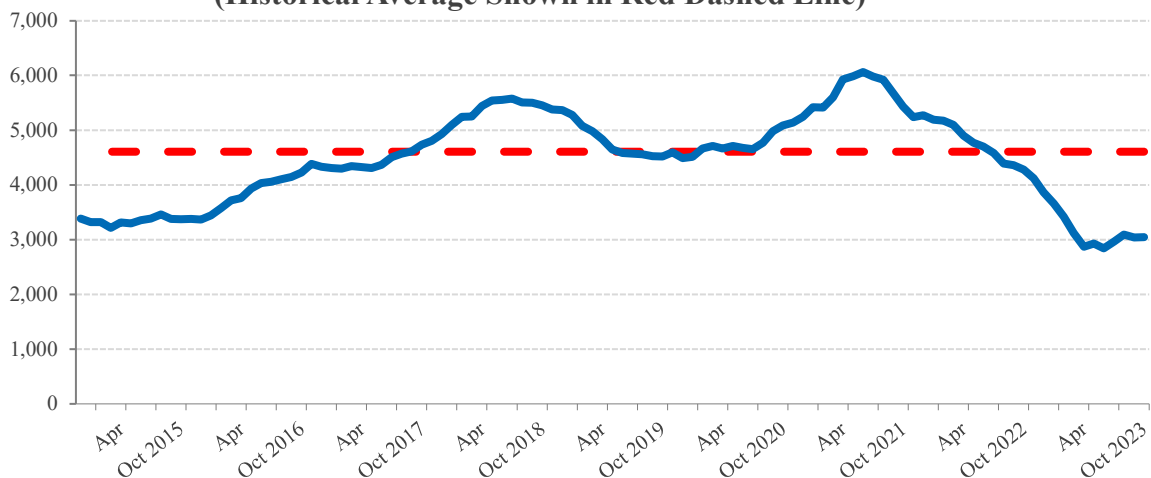
Goods Producing	NA	Information	2,800
Natural Resources/Mining/Construction	1,800	Financial Activities	100
Natural Resources and Mining	NA	Prof. & Business Services	400
Construction	NA	Educ. & Health Services	4,000
Manufacturing	-400	Leisure & Hospitality	5,900
Service Providing Excluding Government	NA	Other Services	2,500
Trade/Transportation/Utilities	-1,900	Government	2,900

State Economic Activity Index	Utah	U.S.	
12-month change (2023 - Oct)	3.2%	3.0%	Utah's economy is stronger than the nation's, but slowed from last month's 3.48% change
36-month change (2023 - Oct)	14.4%	14.2%	

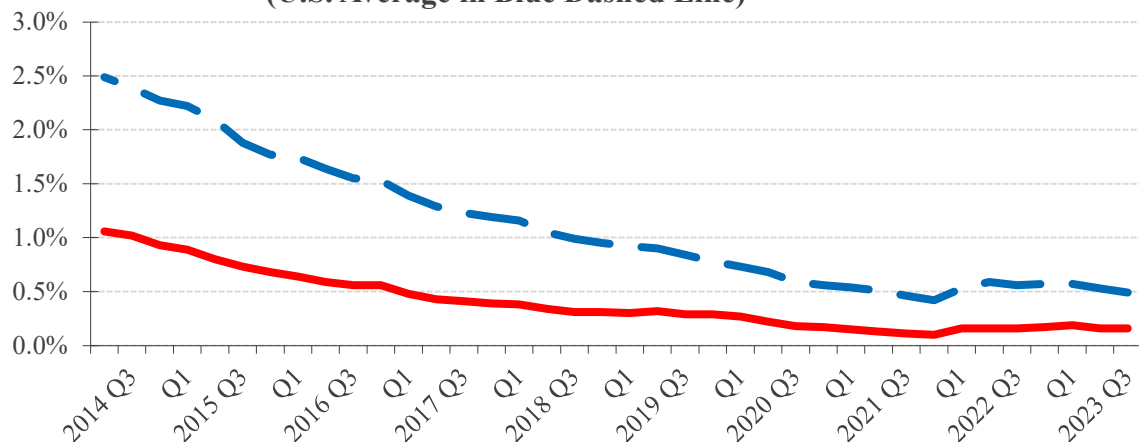
New Housing Construction

Local Fundamentals	Salt Lake City	U.S.	
12-month Sum of 1-unit Building Permits through Oct 2023	3,046	not comparable	The current level of construction is 33.9% below the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	4,610	not comparable	Reduced construction will limit new supply to the market, allowing demand to catch up with inventory more quickly
Single-Family Housing Permits (Oct 2023) 12-month sum vs. a year ago	-28.8%	-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)

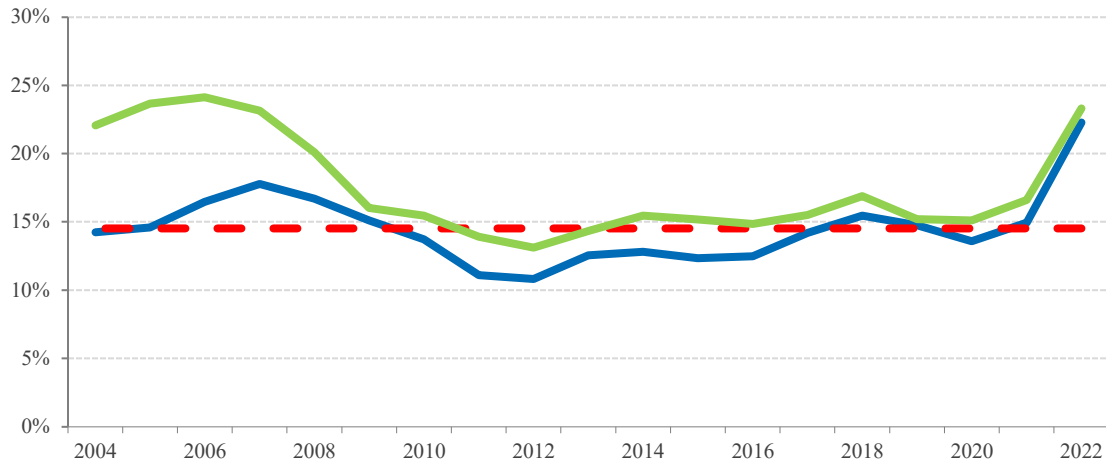


State Total Foreclosure Rate vs. U.S. Average
(U.S. Average in Blue Dashed Line)



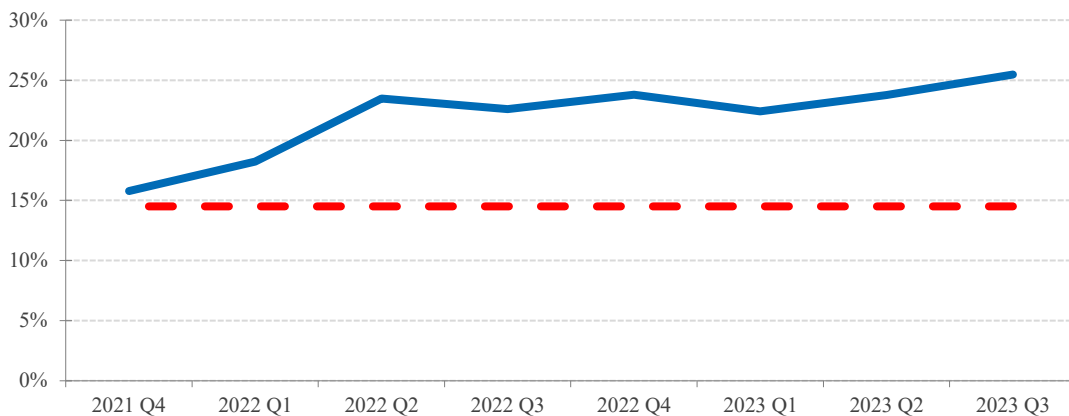
Affordability

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

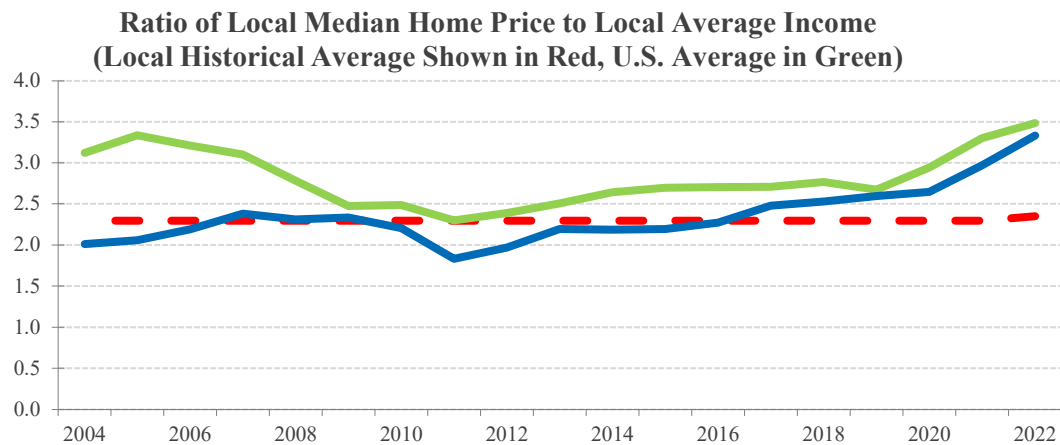


Monthly Mortgage Payment to Income	Salt Lake City	U.S.	
Ratio for 2022	22.3%	23.3%	Weak by local standards and could weigh on demand
Ratio for 2023 Q3	25.5%	27.3%	
Historical Average	14.5%	17.8%	More affordable than most markets

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



Median Home Price to Income	Salt Lake City	U.S.	
Ratio for 2022	3.3	3.5	The price-to-income ratio is high by historic standards and getting worse
Ratio for 2023 Q3	3.2	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 Salt Lake City area referred to in this report covers the geographic area of the Salt Lake City 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:

Salt Lake County and Tooele County

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