

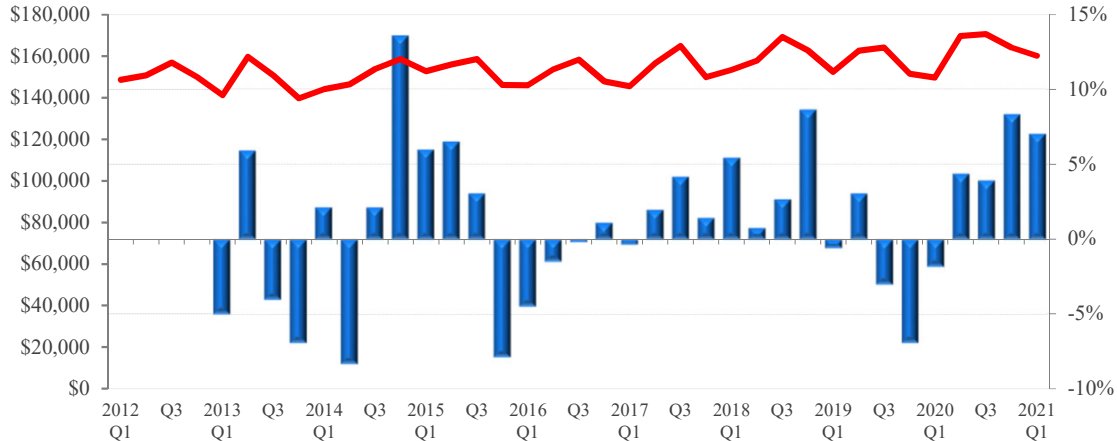
Bloomington Area

Local Market Report, First Quarter 2021

including the impact of COVID-19 on the local economy

Today's Market...

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



Local Price Trends

| Price Activity | Bloomington | U.S. | Local Trend |
|--|-------------|-----------|--|
| Current Median Home Price (2021 Q1) | \$160,200 | \$313,533 | Prices continue to grow relative to last year |
| 1-year (4-quarter) Appreciation (2021 Q1) | 7.0% | 15.1% | |
| 3-year (12-quarter) Appreciation (2021 Q1) | 4.4% | 28.6% | |
| 3-year (12-quarter) Housing Equity Gain* | \$6,800 | \$69,733 | Gains in the last 3 years have extended the trend of positive price growth after the recession |
| 7-year (28 quarters) Housing Equity Gain* | \$16,000 | \$122,533 | |
| 9-year (36 quarters) Housing Equity Gain* | \$11,600 | \$155,200 | |

*Note: Equity gain reflects price appreciation only

| | Bloomington | U.S. | |
|---|-------------|----------------|---|
| Conforming Loan Limit** | \$510,400 | \$765,600 | Most buyers in this market have access to government-backed financing |
| FHA Loan Limit | \$331,760 | \$765,600 | |
| Local Median to Conforming Limit Ratio | 31% | not comparable | |

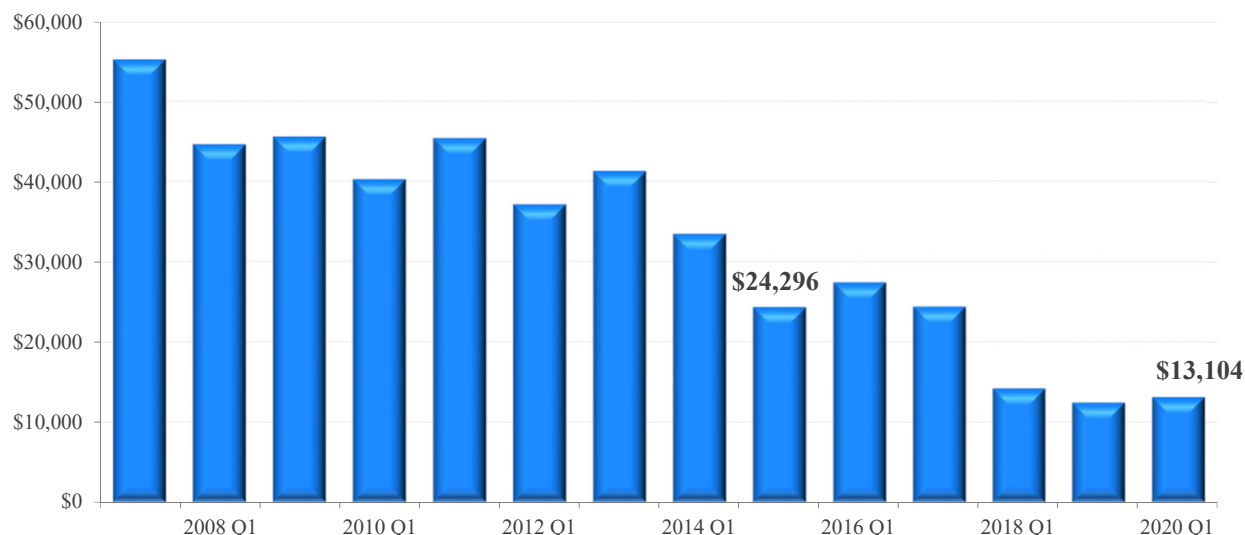
Note: limits are current and include the changes made on January 1st 2020.

Local NAR Leadership

The Bloomington market is part of region 7 in the NAR governance system, which includes all of Indiana, Illinois, and Wisconsin. The 2021 NAR Regional Vice President representing region 7 is Michael Oldenettel.

Benefits of Ownership: Total Equity Appreciation

Total Equity Accrued to Owner by Year and Quarter of Purchase



Total Equity Gained** through 2021 Q1 from quarter in which home was of purchased

| Price Activity | Bloomington | U.S. | Local Trend |
|-----------------------|-------------|-----------|--|
| 1-year (4-quarter) | \$13,104 | \$45,806 | Price appreciation and principle payments in the last 3 years have boosted total equity growth since the recession |
| 3-year (12-quarter)* | \$14,168 | \$81,443 | |
| 5-year (20-quarter)* | \$27,382 | \$117,278 | |
| 7-year (28 quarters)* | \$33,402 | \$145,583 | |
| 9-year (36 quarters)* | \$37,091 | \$182,361 | |

*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...

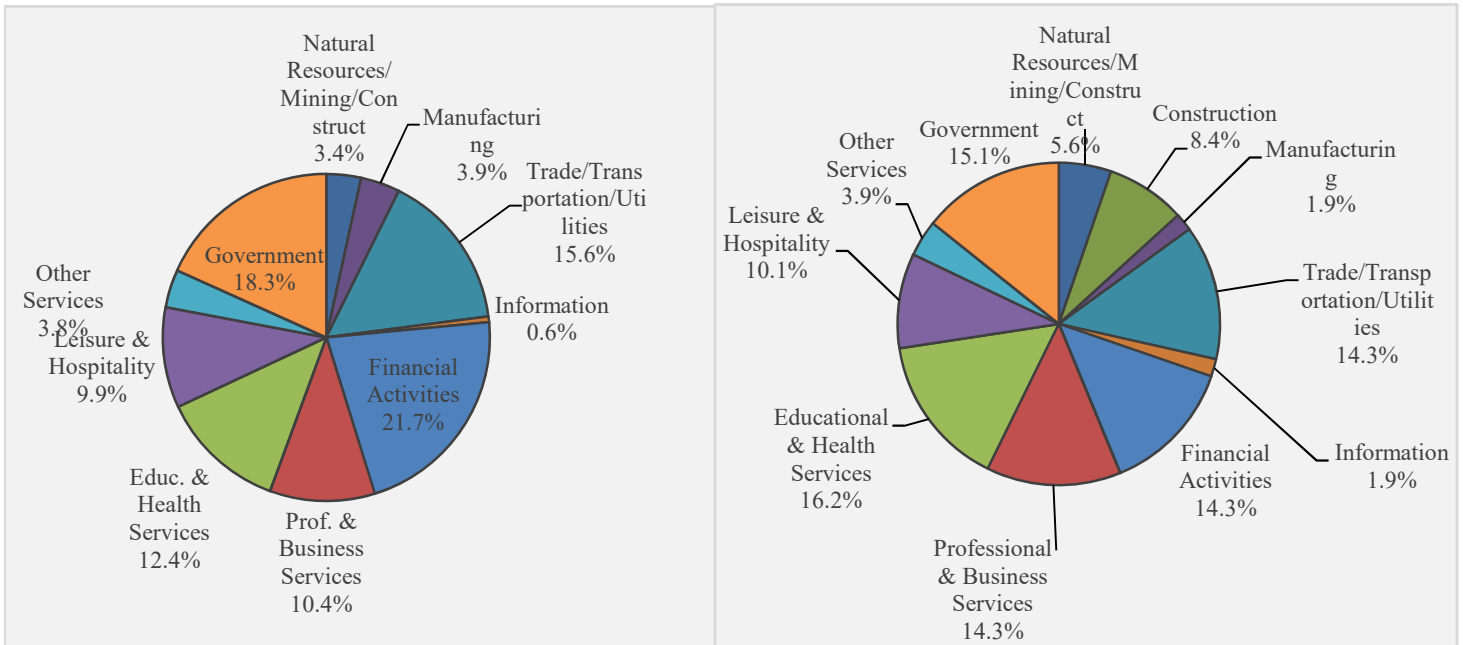


| Local Economic Outlook | Bloomington | U.S. | |
|-----------------------------------|-------------|----------------|---|
| 12-month Job Change (May) | 4,400 | Not Comparable | Employment growth has eased, but remains positive |
| 12-month Job Change (Apr) | 4,800 | Not Comparable | |
| 36-month Job Change (May) | -6,700 | Not Comparable | Unemployment in Bloomington is better than the national average and improving |
| Current Unemployment Rate (May) | 4.2% | 5.8% | |
| Year-ago Unemployment Rate | 11.5% | 13.3% | Local employment growth is strong compared to other markets |
| 1-year (12 month) Job Growth Rate | 5.3% | -4.0% | |

Share of Total Employment by Industry

Bloomington Area

U.S.



12-month Employment Change by Industry in the Bloomington Area (May - 2021)

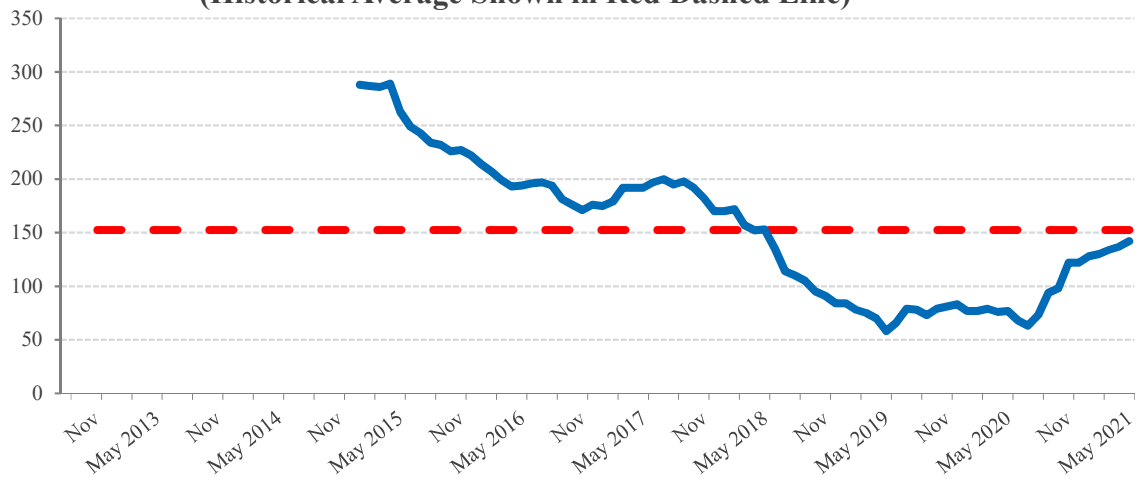
| | | | |
|--|-------|---------------------------|--------|
| Goods Producing | NA | Information | 0 |
| Natural Resources/Mining/Construction | 600 | Financial Activities | -1,100 |
| Natural Resources and Mining | NA | Prof. & Business Services | -100 |
| Construction | NA | Educ. & Health Services | 1,100 |
| Manufacturing | 500 | Leisure & Hospitality | 2,600 |
| Service Providing Excluding Government | NA | Other Services | 500 |
| Trade/Transportation/Utilities | 1,400 | Government | -700 |

| State Economic Activity Index | Illinois | U.S. | |
|-------------------------------|----------|------|--|
| 12-month change (2021 - May) | 22.4% | 7.7% | Illinois's economy is stronger than the nation's, but slowed from last month's 22.49% change |
| 36-month change (2021 - May) | -1.3% | 1.8% | |

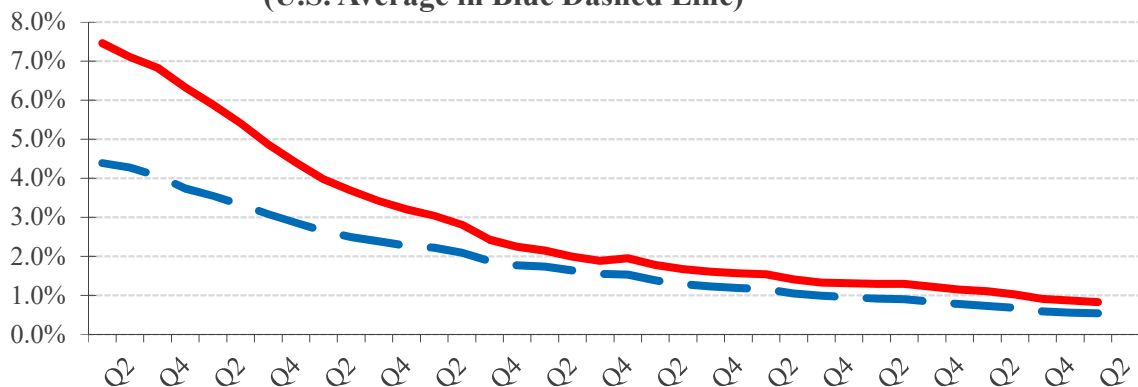
New Housing Construction

| Local Fundamentals | Bloomington | U.S. | |
|---|-------------|----------------|---|
| 12-month Sum of 1-unit Building Permits through May 2021 | 150 | not comparable | The current level of construction is 1.7% below the long-term average |
| 8-year average for 12-month Sum of 1-Unit Building Permits | 153 | not comparable | Reduced construction will limit new supply to the market, allowing demand to catch up with inventory more quickly |
| Single-Family Housing Permits (May 2021) 12-month sum vs. a year ago | 120.6% | 29.0% | Construction is on the rise relative to last year, suggesting that the local inventory has stabilized |

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

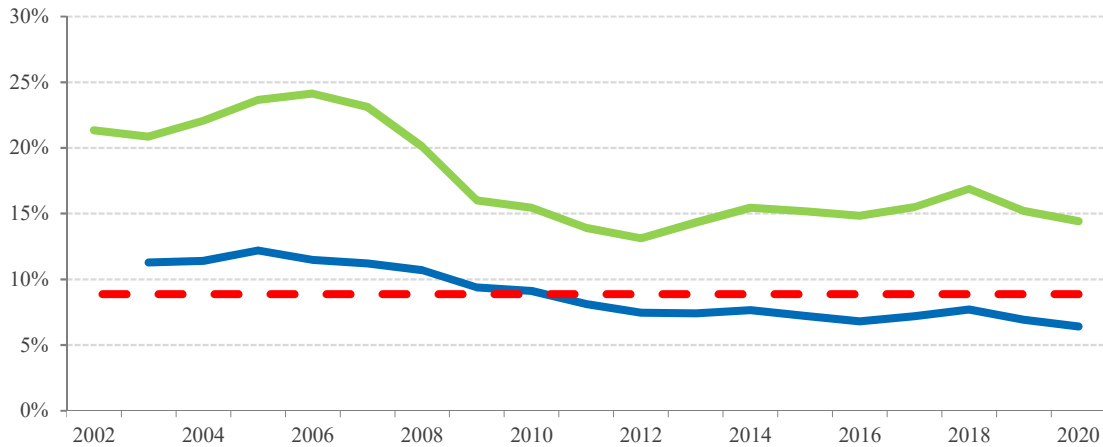


**State Total Foreclosure Rate vs. U.S Average
(U.S. Average in Blue Dashed Line)**



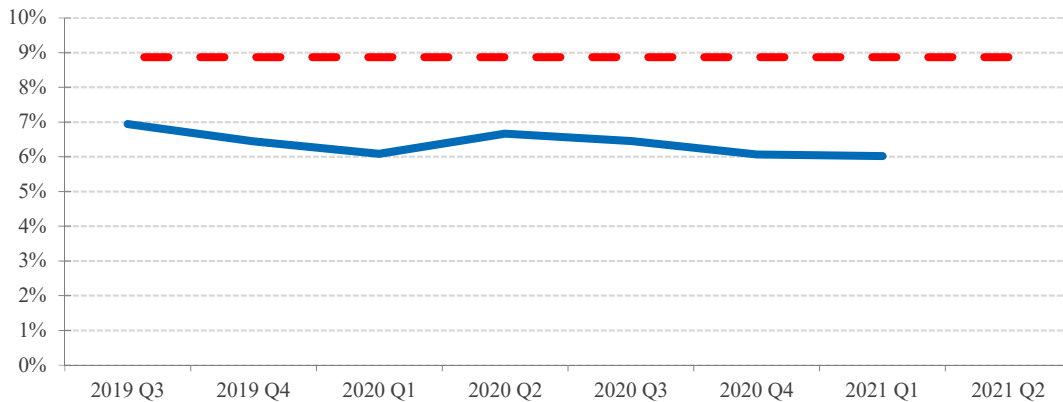
Affordability

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

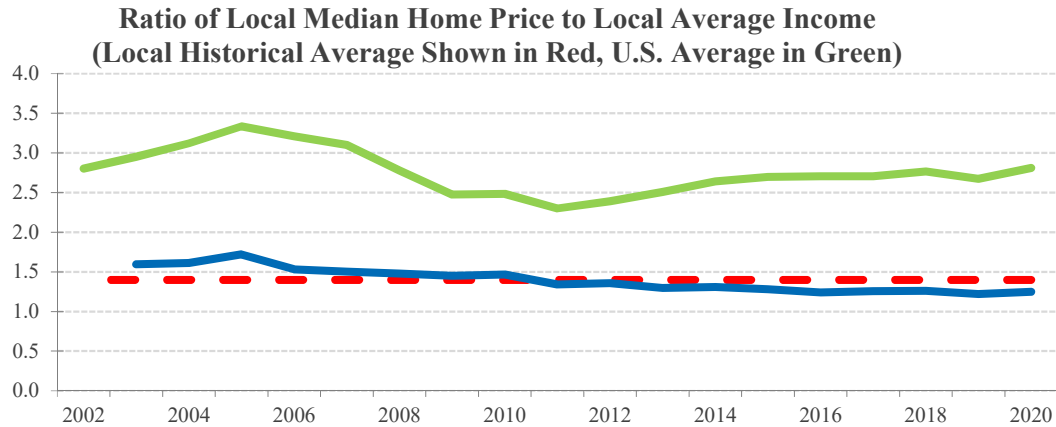


| Monthly Mortgage Payment to Income | Bloomington | U.S. | |
|------------------------------------|-------------|-------|---|
| Ratio for 2020 | 6.4% | 14.4% | Historically strong, but weaker than the fourth quarter of 2020 |
| Ratio for 2021 Q1 | 6.0% | 14.0% | |
| Historical Average | 8.9% | 18.0% | 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 | Bloomington | U.S. | |
|-----------------------------|-------------|------|---|
| Ratio for 2020 | 1.2 | 2.8 | The price-to-income ratio rose, but is better than the historic average |
| Ratio for 2021 Q1 | 1.2 | 2.8 | |
| Historical Average | 1.4 | 2.7 | Affordable compared to most markets |



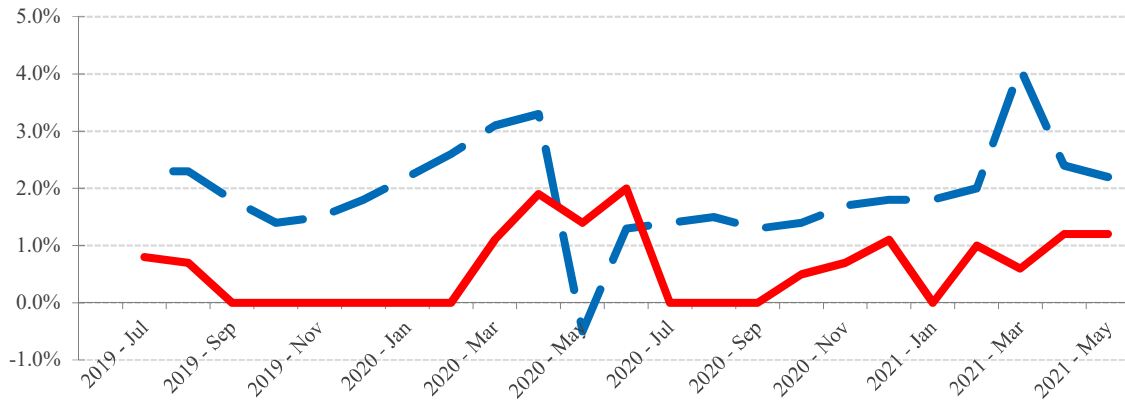
The Mortgage Market



Mortgage rates kicked off 2021 with a new record low. Nevertheless, rates were trending upward for the rest of the first quarter as COVID-19 vaccine became available to more Americans and millions of people received stimulus payments. According to the mortgage finance provider Freddie Mac, the 30-year fixed mortgage rate was 2.88 percent in Q1 2021 compared to 3.51 percent a year earlier. Thus, homebuyers have excellent purchasing power at these historically low mortgage rates. What to expect about mortgage rates in the upcoming quarters? Rates are more likely to rise than fall as inflation will pick up in the following months. NAR is forecasting the 30-year mortgage rate to average 3.1% for the second quarter of 2021.

REALTOR® Price Expectations

REALTOR® Price Expectations for the Next 12 Months
(U.S. Average in Blue Dashed Line)



Source: NAR

| REALTOR® Price Expectations | Illinois | U.S. | |
|-----------------------------|----------|------|---|
| 2021 - May | 0.6% | 1.8% | REALTORS® expect weaker price growth in Illinois than in the U.S. in the next 12 months although their local expectations are higher than a year ago. |
| Prior 12 months | 0.0% | 1.4% | |

Geographic Coverage for this Report

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

De Witt County and McLean County

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