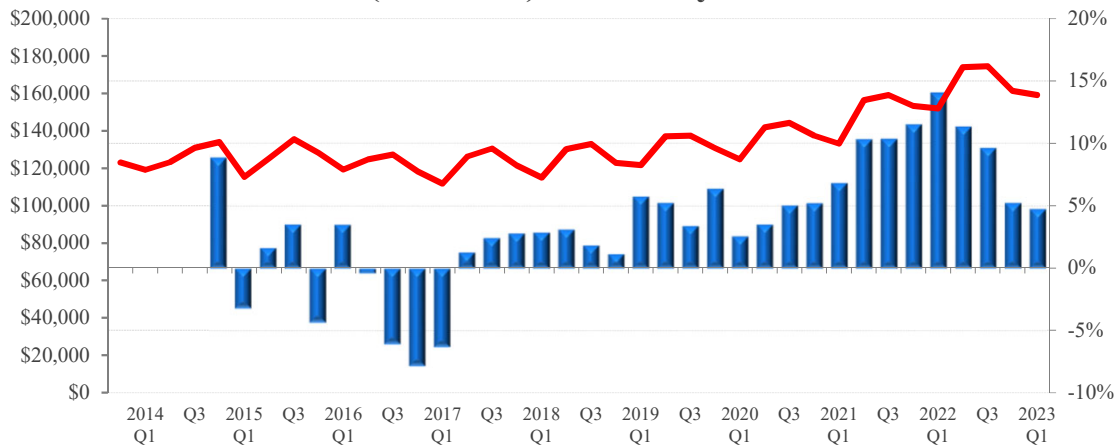


Waterloo-Cedar Falls Area

Local Market Report, First Quarter 2023

Today's Market...

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



Local Price Trends

Price Activity	Waterloo/C. Falls	U.S.	Local Trend
Current Median Home Price (2023 Q1)	\$159,100	\$366,733	Prices are up from a year ago, but price growth is slowing
1-year (4-quarter) Appreciation (2023 Q1)	4.7%	0.3%	
3-year (12-quarter) Appreciation (2023 Q1)	27.6%	34.6%	
3-year (12-quarter) Housing Equity Gain*	\$34,400	\$94,267	Gains in the last 3 years have extended the trend of positive price growth after the recession
7-year (28 quarters) Housing Equity Gain*	\$39,800	\$151,000	
9-year (36 quarters) Housing Equity Gain*	\$40,000	\$175,733	

*Note: Equity gain reflects price appreciation only

	Waterloo/C. Falls	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	22%	not comparable	

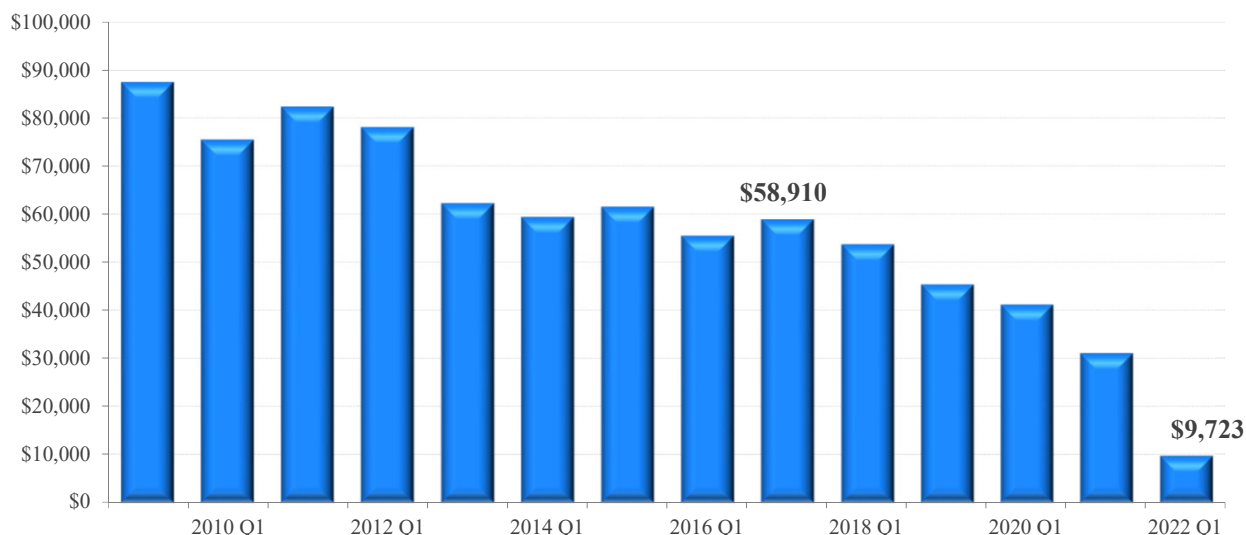
Note: limits are current and include the changes made on January 1st 2023.

Local NAR Leadership

The Waterloo-Cedar Falls market is part of region 8 in the NAR governance system, which includes all of Minnesota, Iowa, North Dakota, South Dakota, and Nebraska. The 2023 NAR Regional Vice President representing region 8 is Patty Zuzek.

Benefits of Ownership: Total Equity Appreciation

Total Equity Accrued to Owner by Year and Quarter of Purchase



Total Equity Gained** through 2023 Q1 from quarter in which home was of purchased

Price Activity	CedarFalls	U.S.	Local Trend
1-year (4-quarter)	\$9,723	\$7,042	Price appreciation and principle payments in the last 3 years have boosted total equity growth since the recession
3-year (12-quarter)*	\$41,139	\$108,992	
5-year (20-quarter)*	\$53,709	\$143,305	
7-year (28 quarters)*	\$55,465	\$179,328	
9-year (36 quarters)*	\$59,331	\$206,734	

*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...

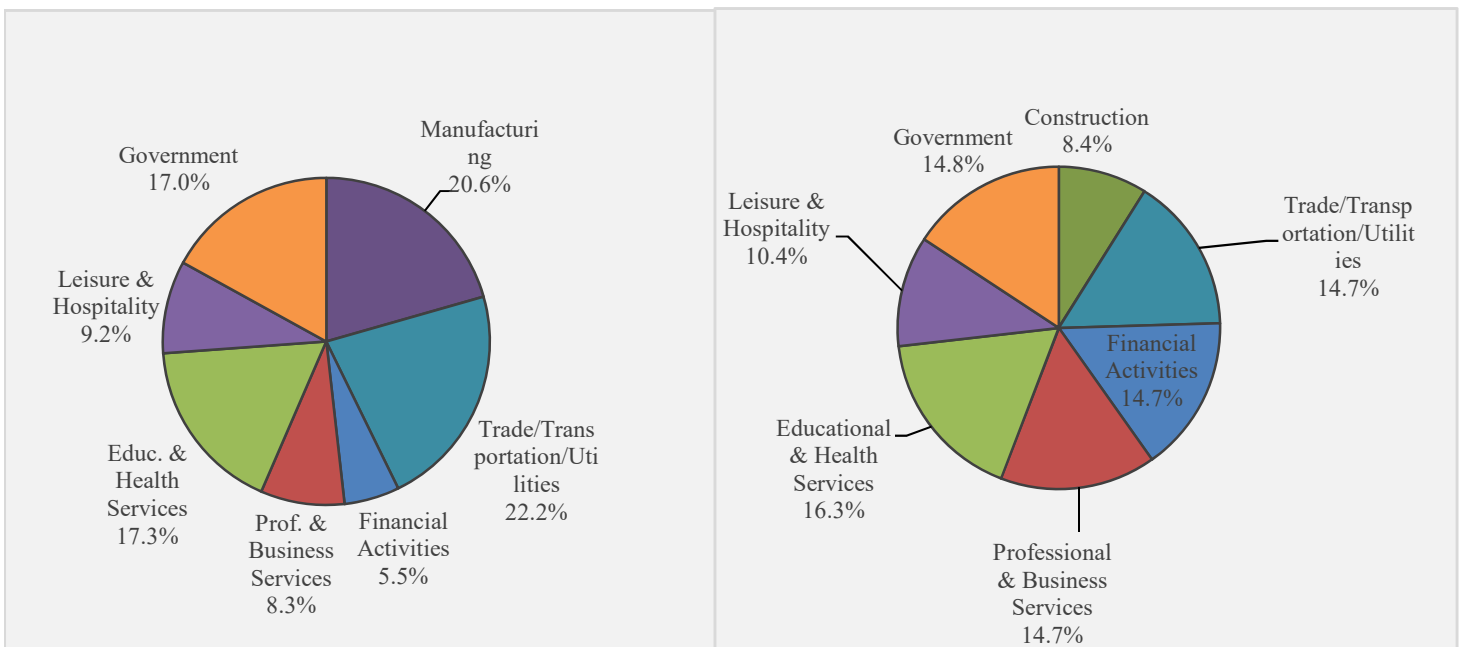


Local Economic Outlook	Waterloo/C. Falls	U.S.	
12-month Job Change (Mar)	1,400	Not Comparable	Employment growth has eased, but remains positive
12-month Job Change (Feb)	1,600	Not Comparable	
36-month Job Change (Mar)	-700	Not Comparable	Unemployment has risen since the same period last year, but Waterloo/C. Falls's labor market has been more resilient than the national average
Current Unemployment Rate (Mar)	3.1%	3.5%	
Year-ago Unemployment Rate	2.8%	3.6%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	1.6%	3.8%	

Share of Total Employment by Industry

Waterloo-Cedar Falls Area

U.S.



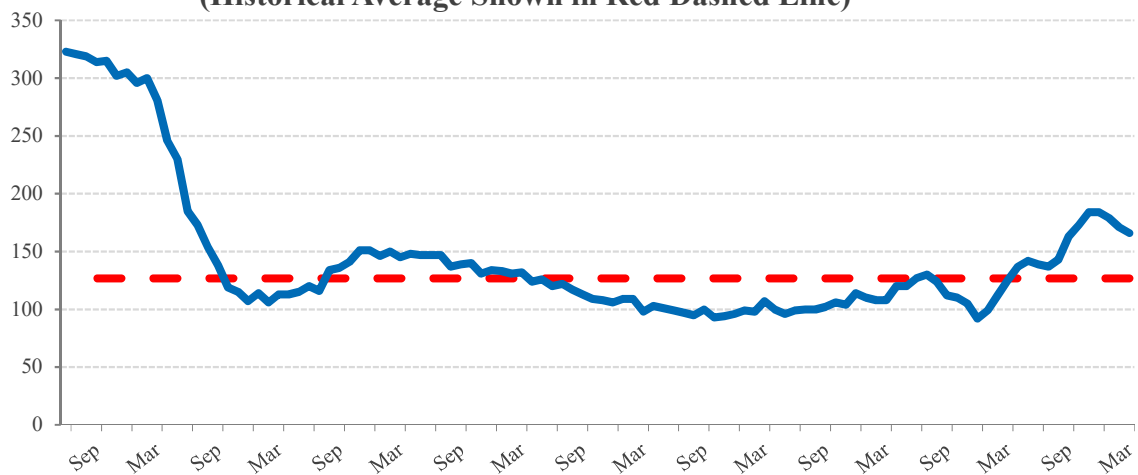
12-month Employment Change by Industry (Mar - 2023)

Goods Producing	NA	Information	NA
Natural Resources/Mining/Construction	NA	Financial Activities	100
Natural Resources and Mining	NA	Prof. & Business Services	-100
Construction	NA	Educ. & Health Services	100
Manufacturing	400	Leisure & Hospitality	300
Service Providing Excluding Government	NA	Other Services	NA
Trade/Transportation/Utilities	-100	Government	400

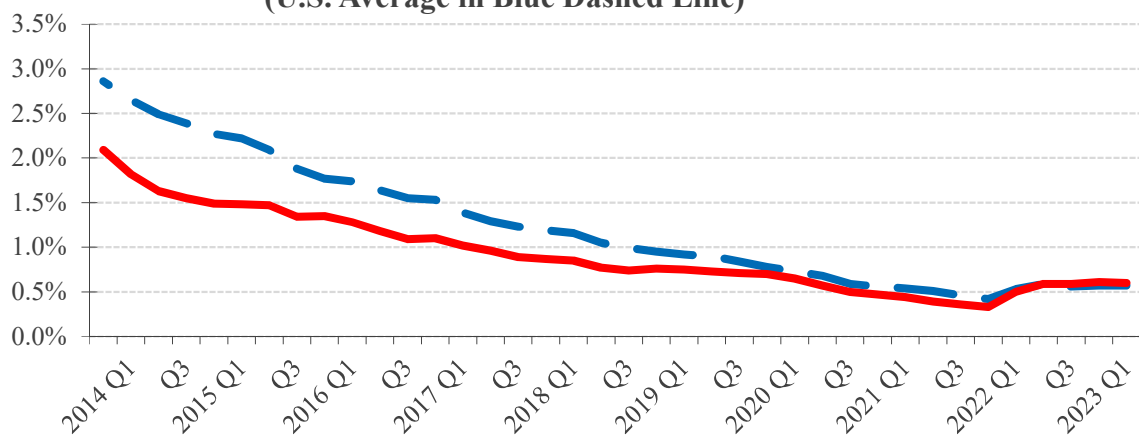
State Economic Activity Index	Iowa	U.S.	
12-month change (2023 - Mar)	1.6%	3.8%	The economy of Iowa is growing more slowly than the rest of the nation, but improved modestly from last month's 1.62% change
36-month change (2023 - Mar)	4.3%	6.7%	

New Housing Construction			
Local Fundamentals	Waterloo/C. Falls	U.S.	
12-month Sum of 1-unit Building Permits through Mar	166	not comparable	The current level of construction is 31.0% above the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	127	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 (Mar) 12-month sum vs. a year ago	32.8%	-21.2%	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)

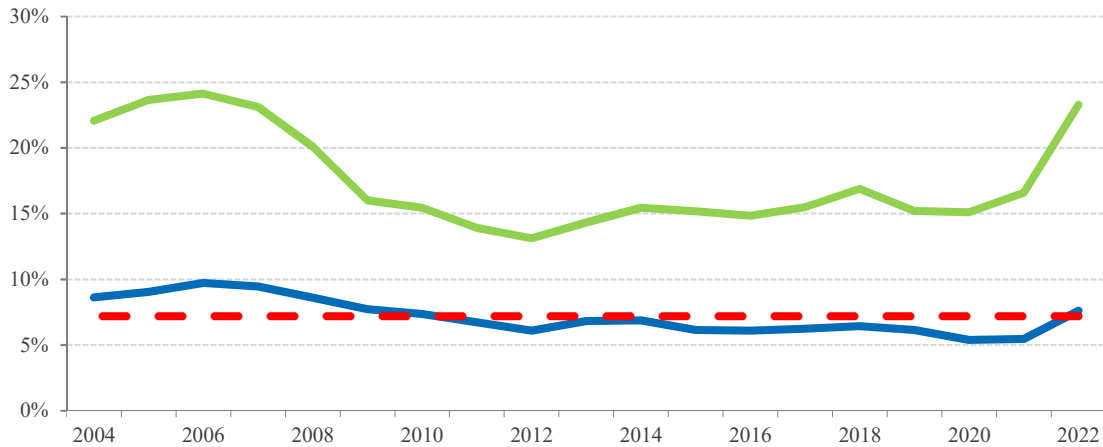


State Total Foreclosure Rate vs. U.S. Average
(U.S. Average in Blue Dashed Line)



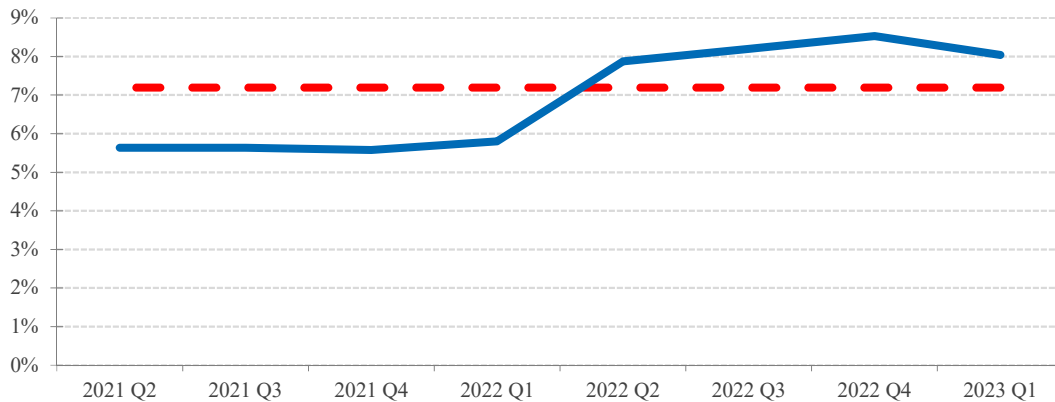
Affordability

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

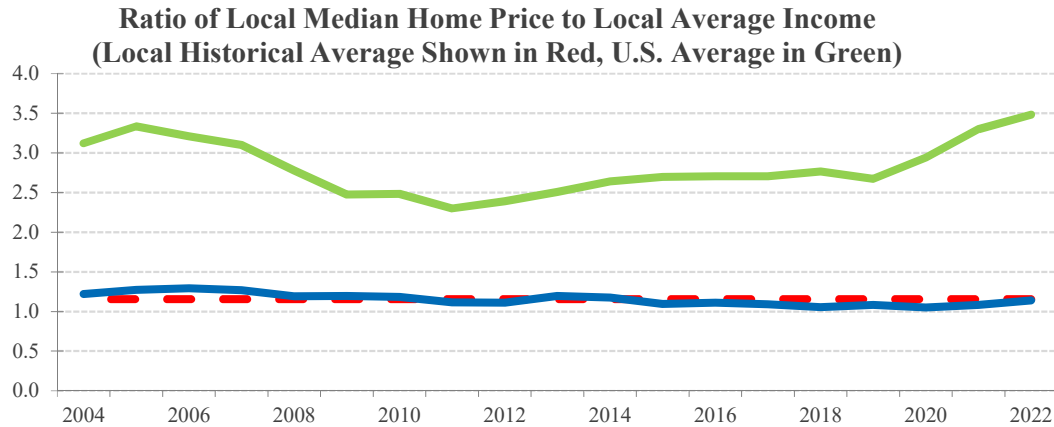


Monthly Mortgage Payment to Income	Waterloo/C. Falls	U.S.	
Ratio for 2022	7.6%	23.3%	Weak by local standards, but better than the fourth quarter of 2022
Ratio for 2023 Q1	8.0%	23.3%	
Historical Average	7.2%	17.8%	More affordable than most markets

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



Median Home Price to Income	Waterloo/C. Falls	U.S.	
Ratio for 2022	1.1	3.5	The price-to-income ratio has fallen and is below the historical average
Ratio for 2023 Q1	1.1	3.1	
Historical Average	1.2	2.8	Affordable compared to most markets



The Mortgage Market



After surpassing twice the 7 percent threshold at the end of 2022, mortgage rates fell in the beginning of 2023. According to the mortgage finance provider Freddie Mac, the 30-year fixed mortgage rate dropped to 6.36% in the first quarter of 2023 from 6.69% the previous quarter. Nevertheless, rates continue to be 1.7 times higher than the previous year (3.79%). Although rates will continue to fluctuate in the following months, with inflation easing further and the Federal Reserve expected to pause its rate hikes soon, mortgage rates will stabilize near 6% in the second half of the year. NAR forecasts the 30-year fixed mortgage rate to average 6.3% and 6.1% at the second and third quarter of the year, respectively.

Geographic Coverage for this Report

The Waterloo/C. Falls area referred to in this report covers the geographic area of the Waterloo-Cedar Falls 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:

Black Hawk County, Bremer County, and Grundy County

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

