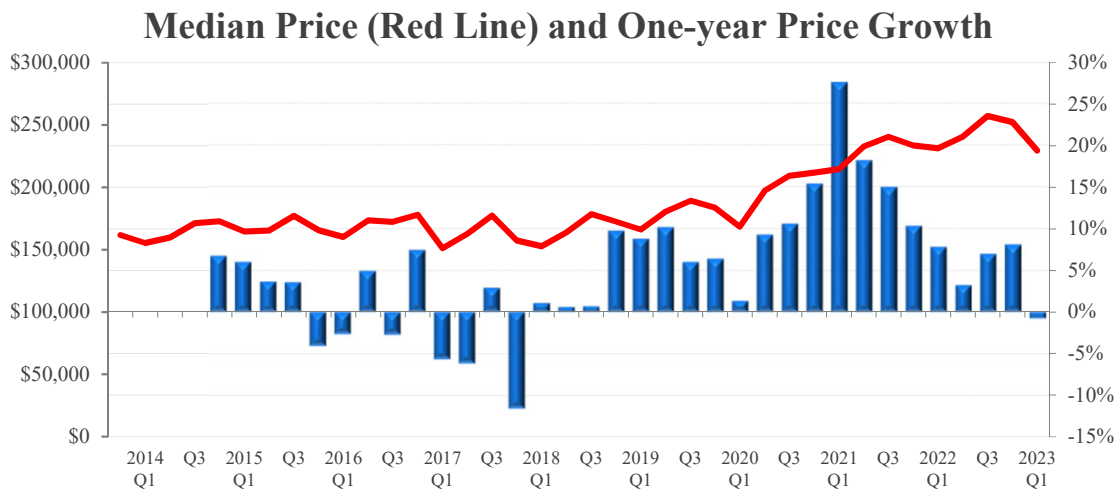


Glens Falls Area

Local Market Report, First Quarter 2023

Today's Market...



Local Price Trends			
Price Activity	Glens Falls	U.S.	Local Trend
Current Median Home Price (2023 Q1)	\$229,500	\$366,733	Year-over-year price growth swung negative this quarter after growing last quarter
1-year (4-quarter) Appreciation (2023 Q1)	-0.8%	0.3%	
3-year (12-quarter) Appreciation (2023 Q1)	36.4%	34.6%	
3-year (12-quarter) Housing Equity Gain*	\$61,200	\$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*	\$69,300	\$151,000	
9-year (36 quarters) Housing Equity Gain*	\$74,200	\$175,733	

*Note: Equity gain reflects price appreciation only

	Glens 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	32%	not comparable	

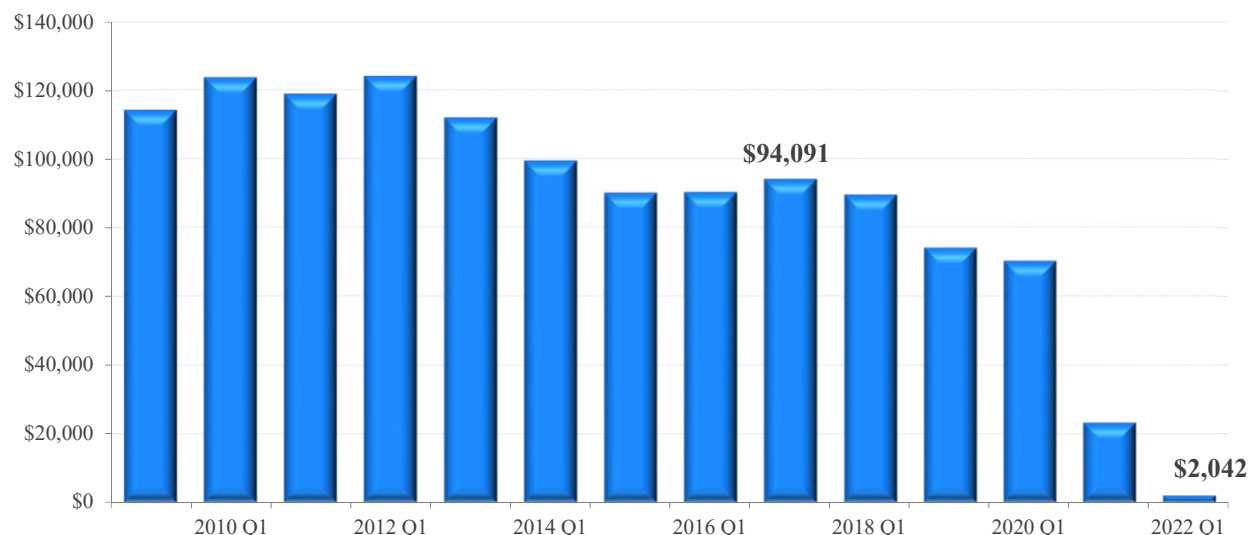
Note: limits are current and include the changes made on January 1st 2023.

Local NAR Leadership

The Glens Falls market is part of region 2 in the NAR governance system, which includes all of New York, New Jersey, and Pennsylvania. The 2023 NAR Regional Vice President representing region 2 is Ilene Horowitz.

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	GlensFalls	U.S.	Local Trend
1-year (4-quarter)	\$2,042	\$7,042	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)*	\$70,295	\$108,992	
5-year (20-quarter)*	\$89,560	\$143,305	
7-year (28 quarters)*	\$90,336	\$179,328	
9-year (36 quarters)*	\$99,406	\$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...

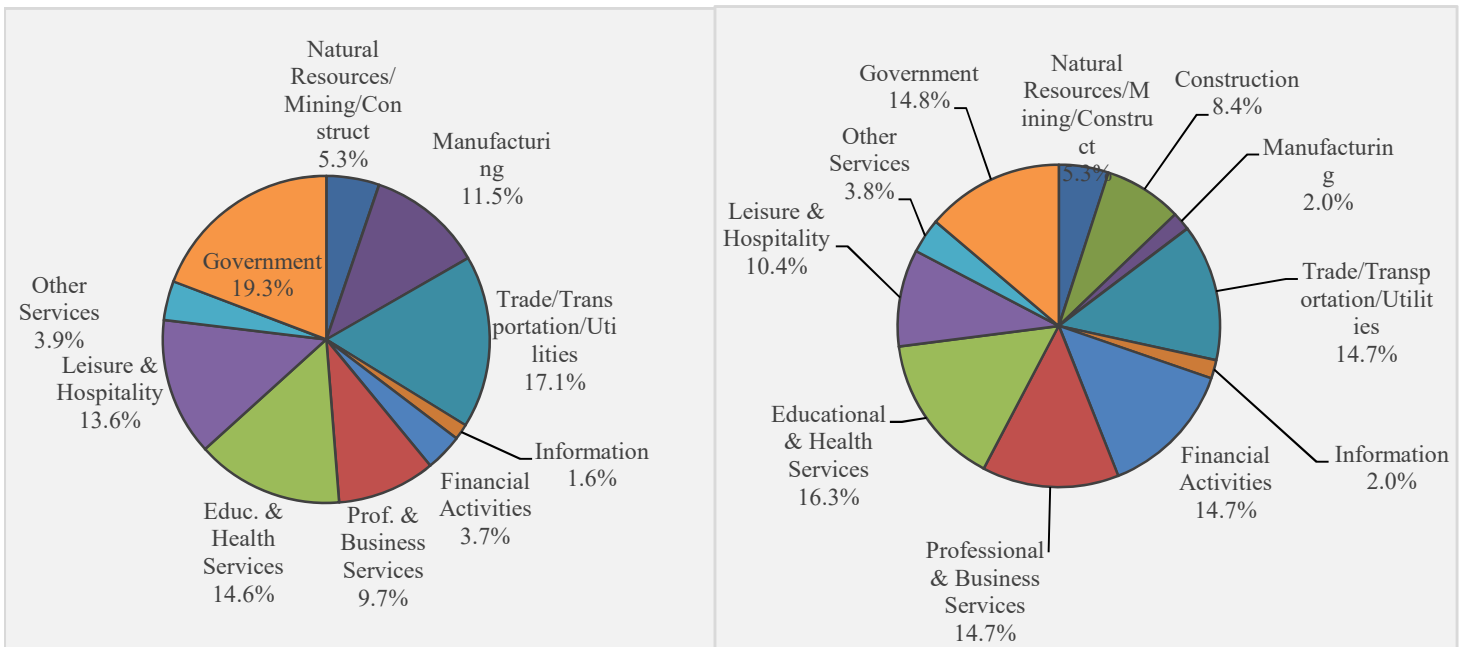


Local Economic Outlook	Glens Falls	U.S.	
12-month Job Change (Mar)	1,600	Not Comparable	Employment has held up and is on an upward trend
12-month Job Change (Feb)	1,300	Not Comparable	
36-month Job Change (Mar)	-200	Not Comparable	Glens Falls's unemployment rate lags the national average, but has improved relative to the same period last year
Current Unemployment Rate (Mar)	3.7%	3.5%	
Year-ago Unemployment Rate	4.1%	3.6%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	3.2%	3.8%	

Share of Total Employment by Industry

Glens Falls Area

U.S.



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

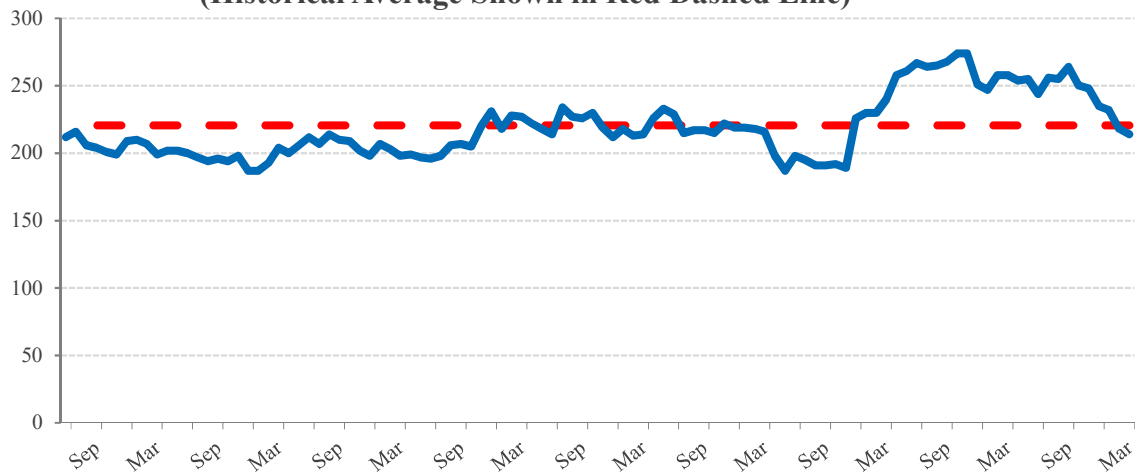
Goods Producing	NA	Information	100
Natural Resources/Mining/Construction	100	Financial Activities	100
Natural Resources and Mining	NA	Prof. & Business Services	100
Construction	NA	Educ. & Health Services	0
Manufacturing	0	Leisure & Hospitality	900
Service Providing Excluding Government	NA	Other Services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

State Economic Activity Index	New York	U.S.	
12-month change (2023 - Mar)	2.9%	3.8%	New York's economy is growing, but decelerated from last month's 3.38% change and lags the rest of the nation
36-month change (2023 - Mar)	5.7%	6.7%	

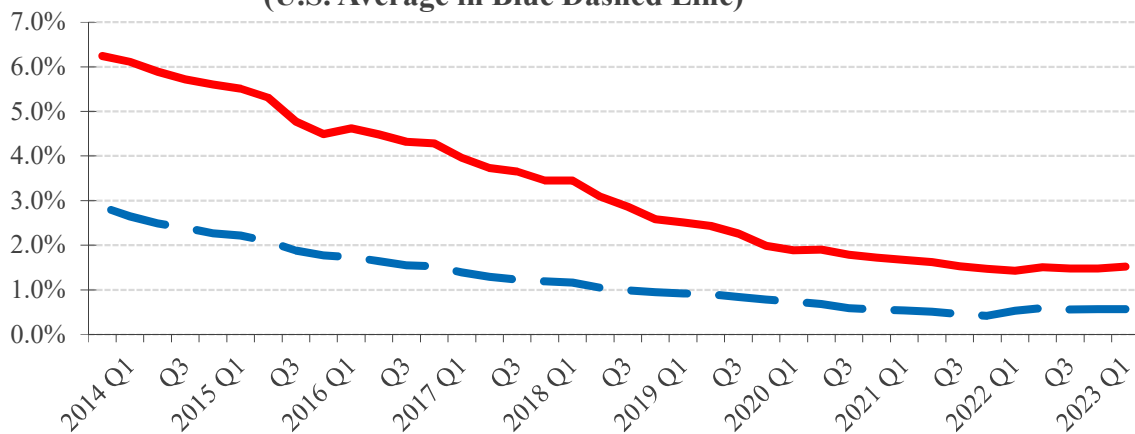
New Housing Construction

Local Fundamentals	Glens Falls	U.S.	
12-month Sum of 1-unit Building Permits through Mar	214	not comparable	The current level of construction is 3.0% below the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	221	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) 12-month sum vs. a year ago	-17.1%	-21.2%	Construction continues to decline from last year

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

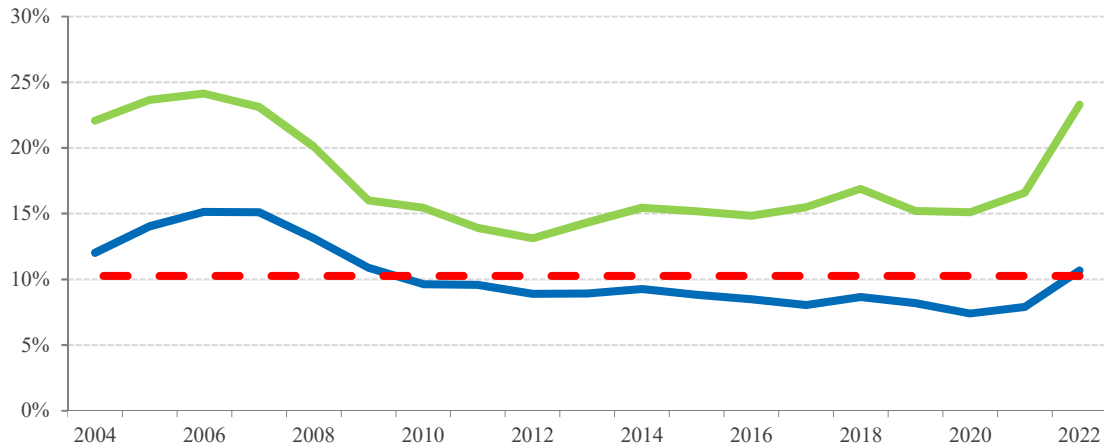


**State Total Foreclosure Rate vs. U.S Average
(U.S. Average in Blue Dashed Line)**



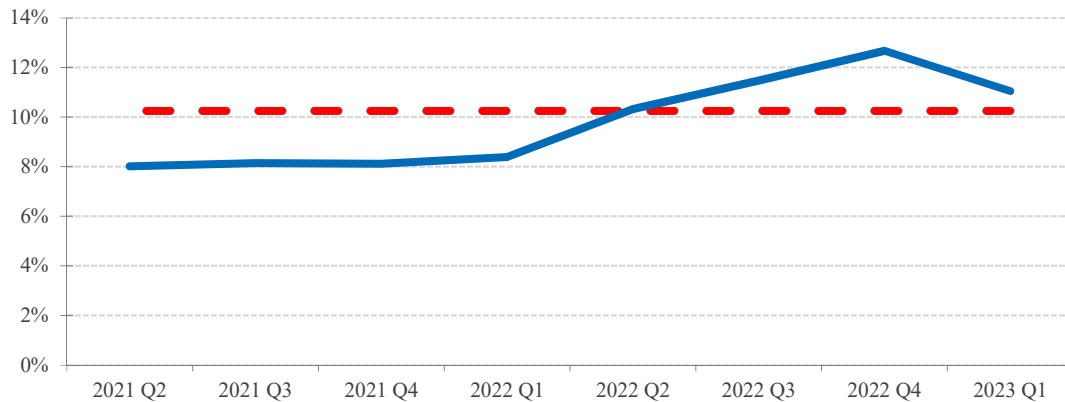
Affordability

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

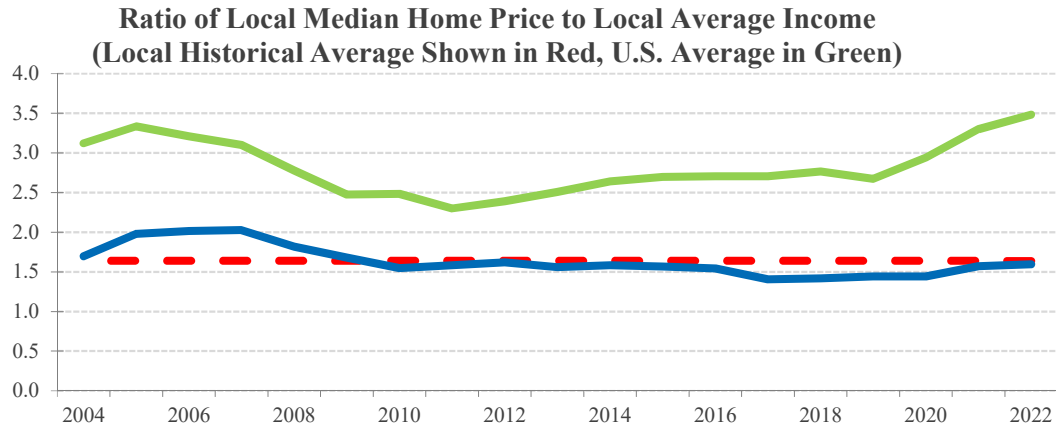


Monthly Mortgage Payment to Income	Glens Falls	U.S.	
Ratio for 2022	10.7%	23.3%	Weak by local standards, but better than the fourth quarter of 2022
Ratio for 2023 Q1	11.0%	23.3%	
Historical Average	10.3%	17.8%	More affordable than most markets

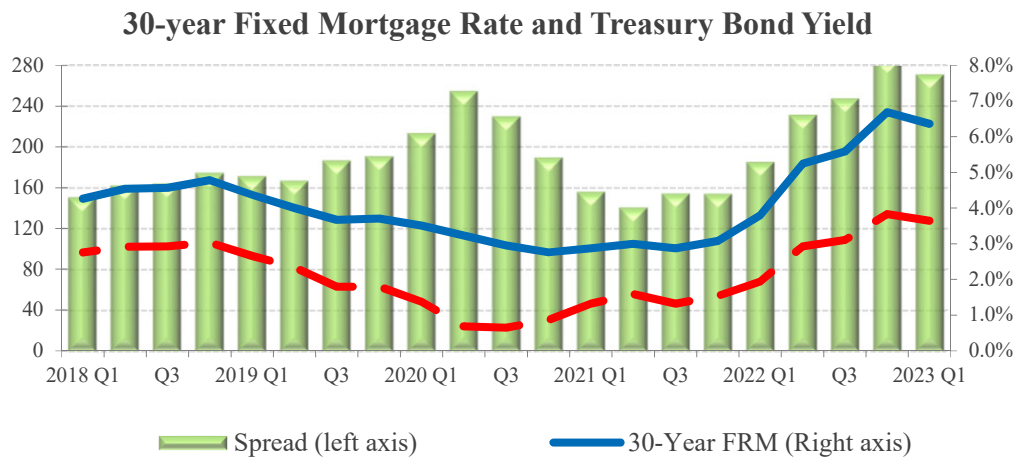
Recent Trend - Local Mortgage Servicing Cost to Income
(Historical Average Shown in Red Dashed Line)



Median Home Price to Income	Glens Falls	U.S.	
Ratio for 2022	1.6	3.5	The price-to-income ratio has fallen and is below the historical average
Ratio for 2023 Q1	1.5	3.1	
Historical Average	1.6	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 Glens Falls area referred to in this report covers the geographic area of the Glens 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:

Warren County and Washington County

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

