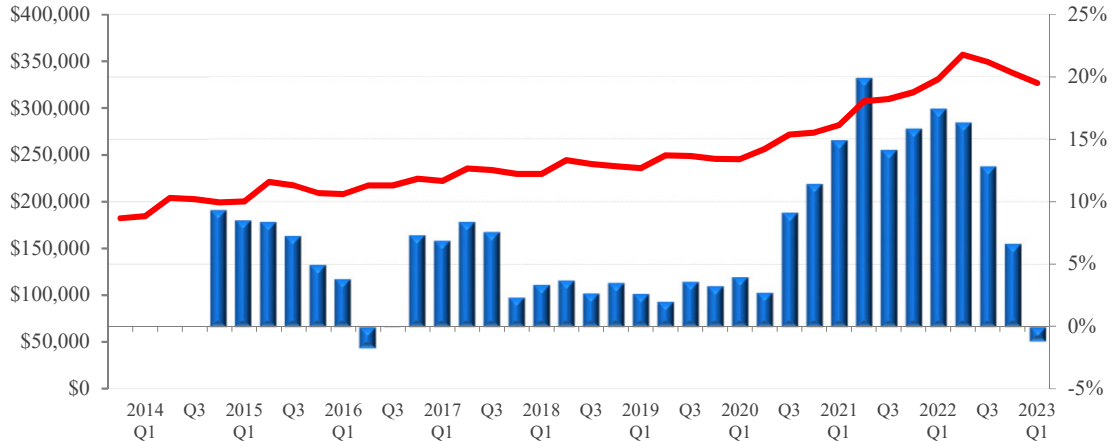


Houston-The Woodlands-Sugar Land Area

Local Market Report, First Quarter 2023

Today's Market...

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



Local Price Trends			
Price Activity	Houston	U.S.	Local Trend
Current Median Home Price (2023 Q1)	\$327,000	\$366,733	Year-over-year price growth swung negative this quarter after growing last quarter
1-year (4-quarter) Appreciation (2023 Q1)	-1.1%	0.3%	
3-year (12-quarter) Appreciation (2023 Q1)	33.3%	34.6%	
3-year (12-quarter) Housing Equity Gain*	\$81,700	\$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*	\$119,000	\$151,000	
9-year (36 quarters) Housing Equity Gain*	\$142,400	\$175,733	

*Note: Equity gain reflects price appreciation only

	Houston	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	45%	not comparable	

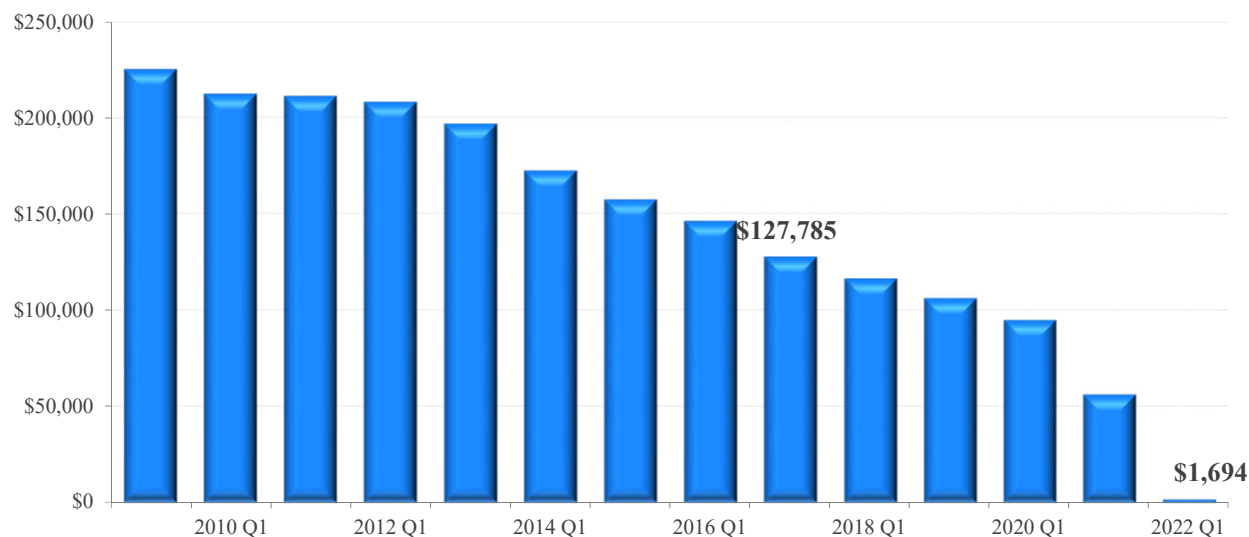
Note: limits are current and include the changes made on January 1st 2023.

Local NAR Leadership

The Houston-The Woodlands-Sugar Land market is part of region 10 in the NAR governance system, which includes all of Louisiana and Texas. The 2023 NAR Regional Vice President representing region 10 is Cindi Bulla.

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	Houston	U.S.	Local Trend
1-year (4-quarter)	\$1,694	\$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)*	\$94,957	\$108,992	
5-year (20-quarter)*	\$116,402	\$143,305	
7-year (28 quarters)*	\$146,312	\$179,328	
9-year (36 quarters)*	\$172,362	\$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...

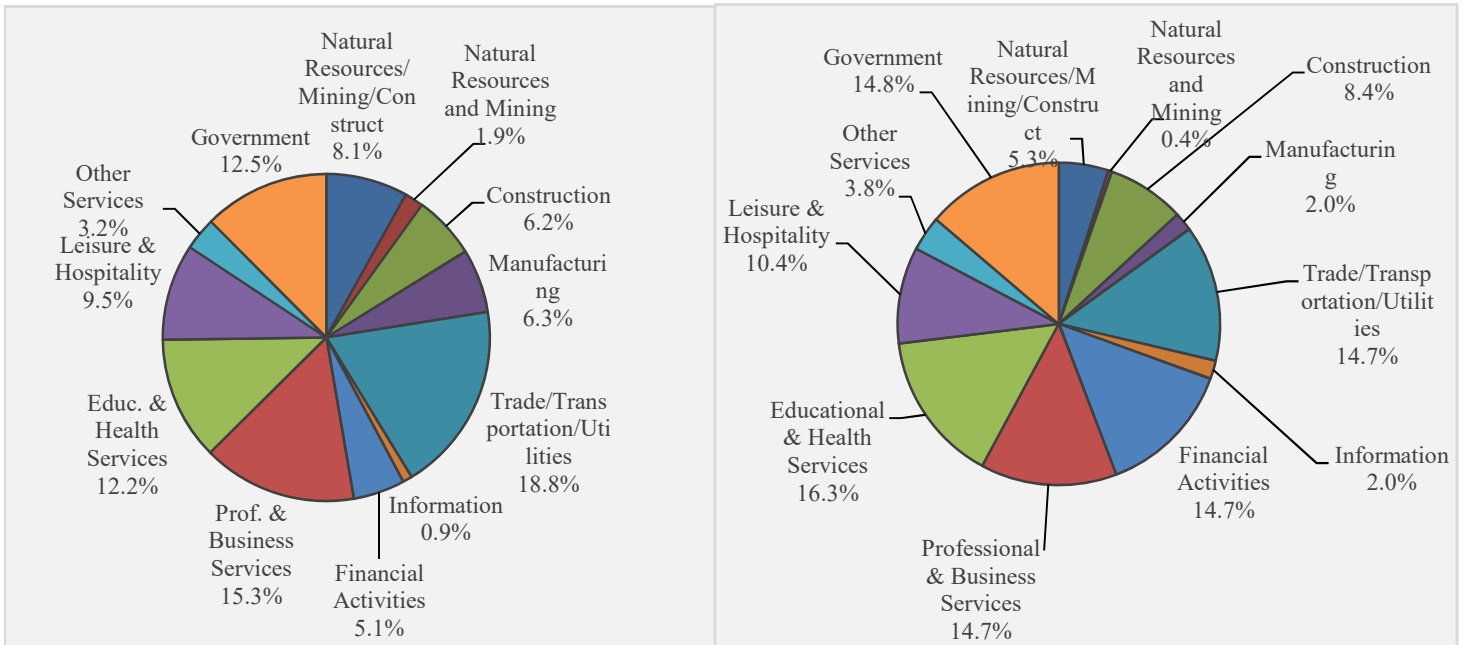


Local Economic Outlook	Houston	U.S.	
12-month Job Change (Mar)	141,800	Not Comparable	Employment has held up and is on an upward trend
12-month Job Change (Feb)	135,100	Not Comparable	
36-month Job Change (Mar)	158,300	Not Comparable	Houston's unemployment situation is worse than the national average and weighs on confidence
Current Unemployment Rate (Mar)	4.4%	3.5%	
Year-ago Unemployment Rate	4.1%	3.6%	Local employment growth is strong compared to other markets
1-year (12 month) Job Growth Rate	4.4%	3.8%	

Share of Total Employment by Industry

Houston-The Woodlands-Sugar Land Area

U.S.



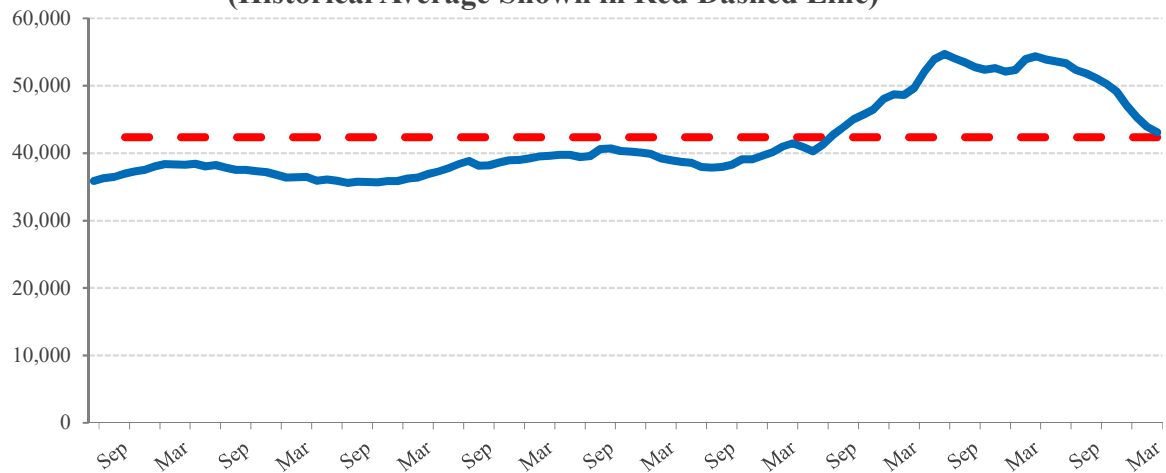
12-month Employment Change by Industry (Mar - 2023)

Goods Producing	NA	Information	1,600
Natural Resources/Mining/Construction	8,500	Financial Activities	9,900
Natural Resources and Mining	4,600	Prof. & Business Services	27,400
Construction	3,900	Educ. & Health Services	23,900
Manufacturing	8,300	Leisure & Hospitality	18,900
Service Providing Excluding Government	NA	Other Services	-100
Trade/Transportation/Utilities	18,300	Government	18,400

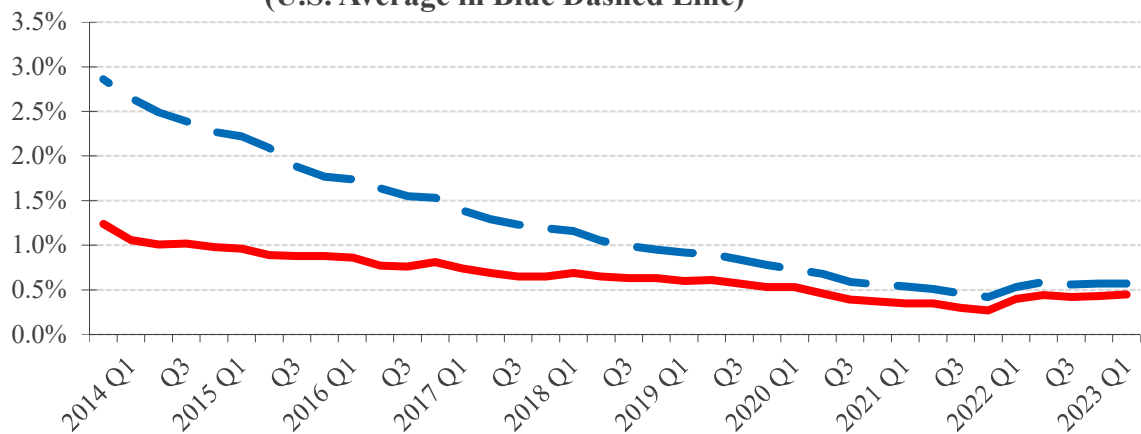
State Economic Activity Index	Texas	U.S.	
12-month change (2023 - Mar)	4.5%	3.8%	Texas's economy is stronger than the nation's, but slowed from last month's 4.73% change
36-month change (2023 - Mar)	10.9%	6.7%	

New Housing Construction			
Local Fundamentals	Houston	U.S.	
12-month Sum of 1-unit Building Permits through Mar	43,099	not comparable	The current level of construction is 1.7% above the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	42,375	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	-20.7%	-21.2%	Construction continues to decline from last year

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

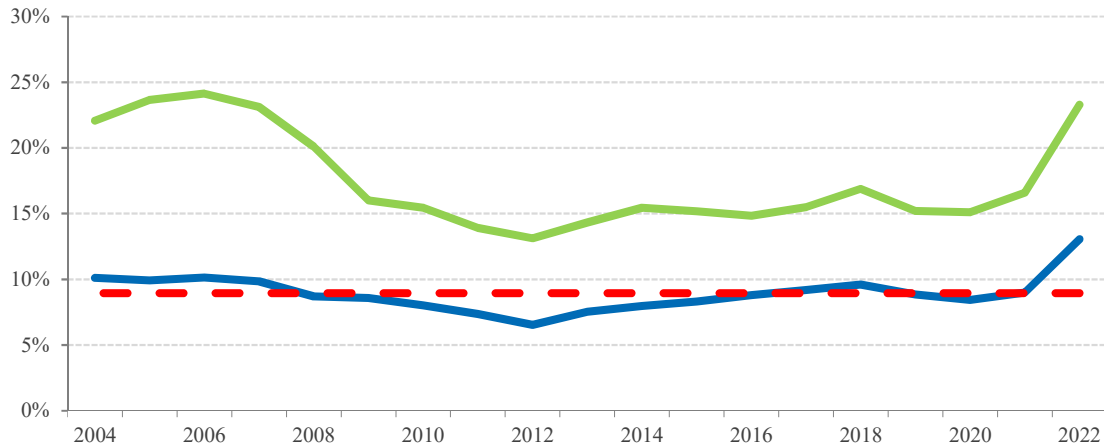


**State Total Foreclosure Rate vs. U.S. Average
(U.S. Average in Blue Dashed Line)**



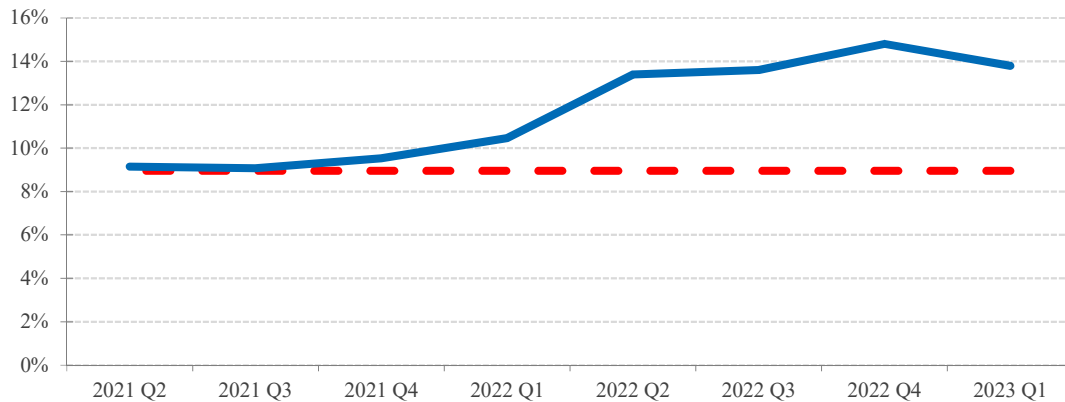
Affordability

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

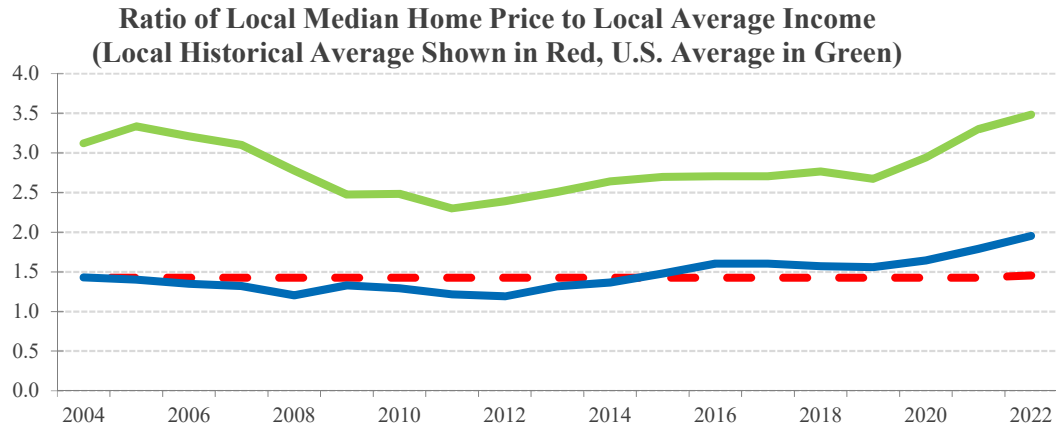


Monthly Mortgage Payment to Income	Houston	U.S.	
Ratio for 2022	13.1%	23.3%	Weak by local standards and could weigh on demand
Ratio for 2023 Q1	13.8%	23.3%	
Historical Average	8.9%	17.8%	More affordable than most markets

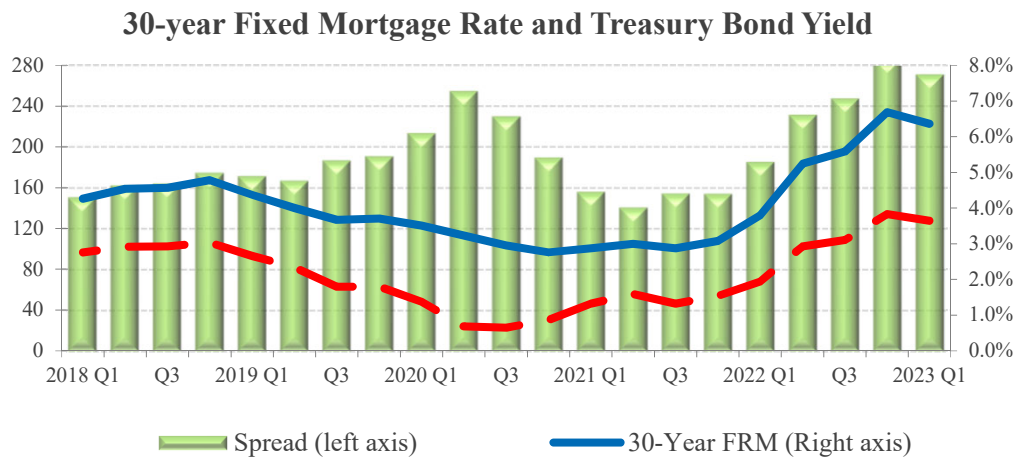
Recent Trend - Local Mortgage Servicing Cost to Income
(Historical Average Shown in Red Dashed Line)



Median Home Price to Income	Houston	U.S.	
Ratio for 2022	2.0	3.5	The price-to-income ratio eased, but could be better
Ratio for 2023 Q1	1.8	3.1	
Historical Average	1.5	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 Houston area referred to in this report covers the geographic area of the Houston-The Woodlands-Sugar Land 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:

Austin County, Brazoria County, Chambers County, Fort Bend County, Galveston County, Harris County, Liberty County, Montgomery County, and Waller County

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

