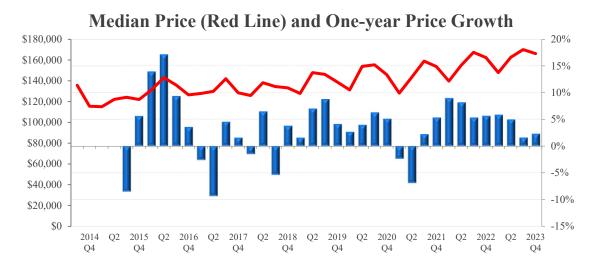


Springfield Area Local Market Report, Fourth Quarter 2023

Today's Market...



| Local Price Trends | | | | |
|--------------------|--|---|--|--|
| Springfield | U.S. | Local Trend | | |
| \$166,200 | \$387,300 | | | |
| 2.3% | 3.9% | Prices continue to grow relative to last year | | |
| 13.9% | 24.5% | - | | |
| \$20,300 | \$76,300 | Gains in the last 3 years have extended the | | |
| \$39,800 | \$153,367 | trend of positive price growth after the | | |
| \$50,700 | \$179,667 | recession | | |
| | Springfield \$166,200 2.3% 13.9% \$20,300 \$39,800 | Springfield U.S. \$166,200 \$387,300 2.3% 3.9% 13.9% 24.5% \$20,300 \$76,300 \$39,800 \$153,367 | | |

*Note: Equity gain reflects price appreciation only

| | Springfield | U.S. | | |
|---|-------------|----------------|---|--|
| Conforming Loan Limit** | \$766,550 | \$1,149,825 | Most buyers in this market have access to | |
| FHA Loan Limit | \$498,257 | \$1,149,825 | government-backed financing | |
| Local Median to Conforming Limit Ratio | 22% | not comparable | government-backed imancing | |
| Note: limits are current and include the changes made on January 1st 2024 | | | | |

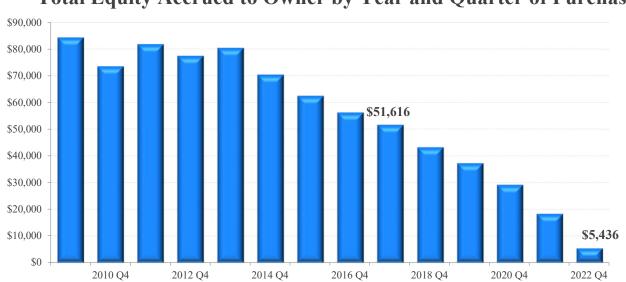
Note: limits are current and include the changes made on January 1st 2024

Local NAR Leadership

The Springfield market is part of region 7 in the NAR governance system, which includes all of Indiana, Illinois, and Wisconsin. The 2024 NAR Regional Vice President representing region 7 is Bernice Helman.



Benefits of Ownership: Total Equity Appreciation



Total Equity Accrued to Owner by Year and Quarter of Purchase

| Total Equity Gained** through 2023 Q4 from quarter in which home was of purchased | | | | |
|---|-------------|-----------|---|--|
| Price Activity | Springfield | U.S. | Local Trend | |
| 1-year (4-quarter) | \$5,436 | \$18,387 | | |
| 3-year (12-quarter)* | \$29,147 | \$95,158 | Price appreciation and principle payments in the last 3 years have boosted total equit growth since the recession | |
| 5-year (20-quarter)* | \$43,215 | \$151,356 | | |
| 7-year (28 quarters)* | \$56,233 | \$183,780 | | |
| 9-year (36 quarters)* | \$70,397 | \$215,076 | | |

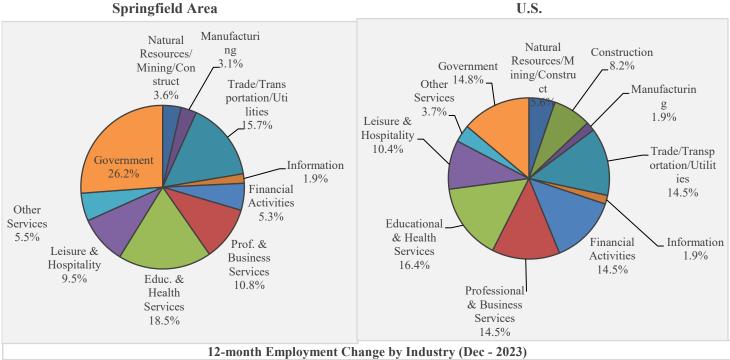
*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity

Drivers of Local Supply and Demand...



| Local Economic Outlook | Springfield | U.S. | | |
|-----------------------------------|-------------|-------------------|---|--|
| 12-month Job Change (Dec) | 1,900 | Not Comparable | Employment growth has eased, but remains positive | |
| 12-month Job Change (Nov) | 2,300 | Not Comparable | | |
| 36-month Job Change (Dec) | 10,400 | Not Comparable | Springfield's unemployment situation is worse than the national average and weighs | |
| Current Unemployment Rate (Dec) | 3.9% | 3.7% | on confidence | |
| Year-ago Unemployment Rate | 3.4% | 3.5% | Local employment growth is poor and | |
| 1-year (12 month) Job Growth Rate | 1.7% | 2.3% | needs to improve | |

Share of Total Employment by Industry

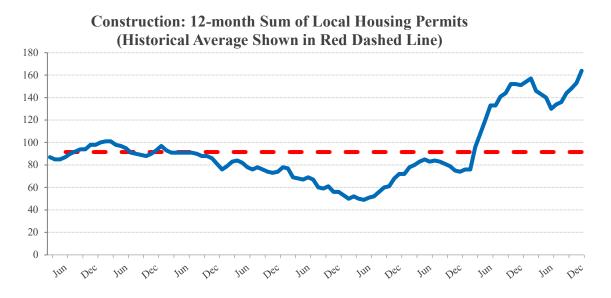


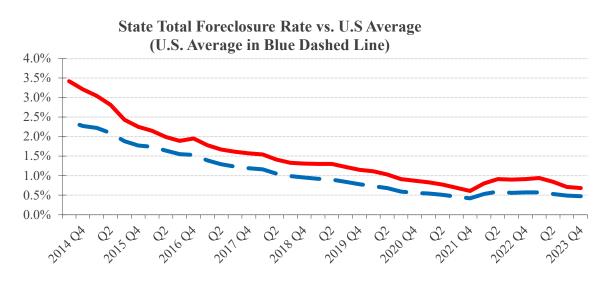
| 12-month Employment Change by Industry (Dec - 2023) | | | | | |
|---|------|---------------------------|-------|--|--|
| Goods Producing | NA | Information | -100 | | |
| Natural Resources/Mining/Construction | -100 | Financial Activities | -100 | | |
| Natural Resources and Mining | NA | Prof. & Business Services | -600 | | |
| Construction | NA | Educ. & Health Services | -200 | | |
| Manufacturing | -100 | Leisure & Hospitality | 200 | | |
| Service Providing Excluding Government | NA | Other Services | 200 | | |
| Trade/Transportation/Utilities | 300 | Government | 2,800 | | |

| State Economic Activity Index | Illinois | U.S. | |
|-------------------------------|----------|-------|---|
| 12-month change (2023 - Dec) | 1.4% | 3.0% | Illinois's economy is growing, but decelerated from last month's 1.55% char and lags the rest of the nation |
| 36-month change (2023 - Dec) | 12.3% | 14.3% | |



| New Housing Construction | | | |
|--|-------------|----------------|--|
| Local Fundamentals | Springfield | U.S. | |
| 12-month Sum of 1-unit Building Permits through Dec | 164 | not comparable | The current level of construction is 79.1% above the long-term average |
| 8-year average for 12-month Sum of 1-Unit Building Permits | 92 | 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 (Dec) 12-month sum vs. a year ago | 8.6% | -6.1% | Construction is on the rise relative to last year, suggesting that the local inventory has stabilized |

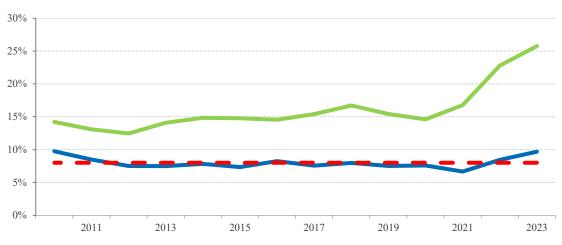




Source: Mortgage Bankers' Association



Affordability



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

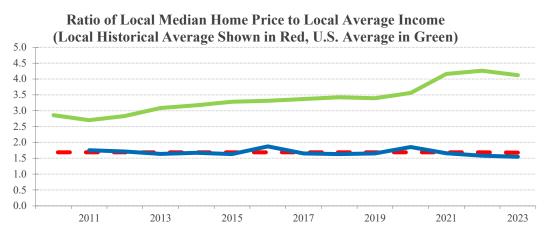
| Monthly Mortgage Payment to Income | Springfield | U.S. | |
|------------------------------------|-------------|-------|---|
| Ratio for 2023 | 9.7% | 25.8% | Weak by local standards and could weigh |
| Ratio for 2023 Q4 | 10.4% | 25.5% | on demand |
| Historical Average | 8.0% | 17.0% | More affordable than most markets |



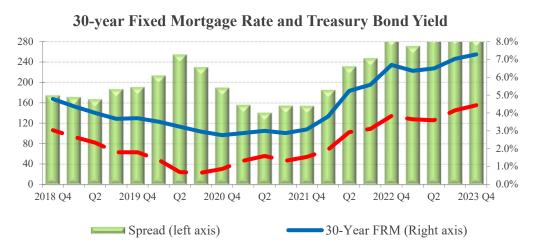


| Median Home Price to Income | Springfield | U.S. | |
|-----------------------------|-------------|------|---|
| Ratio for 2023 | 1.5 | 4.1 | The price-to-income ratio rose, but is better |
| Ratio for 2023 Q4 | 1.6 | 3.9 | than the historic average |
| Historical Average | 1.7 | 3.4 | Affordable compared to most markets |





The Mortgage Market



Throughout much of the final quarter of the year, mortgage rates remained elevated near 7.5 percent. According to the mortgage provider Freddie Mac, the 30-year fixed mortgage rate rose to 7.3 percent in the fourth quarter of 2023 from 6.7 percent the previous year. Nevertheless, rates fell below 7 percent at the end of year as the Federal Reserve continued to halt its interest rates hikes. With lower interest rates on the horizon, mortgage rates are expected to continue their downward trend in 2024, thereby enhancing affordability for potential homebuyers.

NAR forecasts the 30-year fixed mortgage rate to average 6.8 percent in the first quarter of 2024, with a further decline expected to bring them below 6.6% by the end of the first half.



Geographic Coverage for this Report

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

Menard County and Sangamon County

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