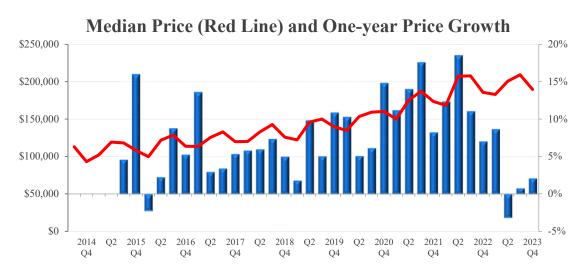


South Bend-Mishawaka Area

Local Market Report, Fourth Quarter 2023

Today's Market...



Local Price Trends				
Price Activity	South Bend	U.S.	Local Trend	
Current Median Home Price (2023 Q4)	\$189,500	\$387,300		
1-year (4-quarter) Appreciation (2023 Q4)	2.1%	3.9%	Prices continue to grow relative to last ye	
3-year (12-quarter) Appreciation (2023 Q4)	18.3%	24.5%		
3-year (12-quarter) Housing Equity Gain*	\$29,300	\$76,300	Gains in the last 3 years have extended the	
7-year (28 quarters) Housing Equity Gain*	\$75,800	\$153,367	trend of positive price growth after the	
9-year (36 quarters) Housing Equity Gain*	\$96,400	\$179,667	recession	
*Note: Equity gain reflects price appreciation only	·			

	South Bend	U.S.		
Conforming Loan Limit**	\$766,550	\$1,149,825	Most buyers in this market have access to government-backed financing	
FHA Loan Limit	\$498,257	\$1,149,825		
Local Median to Conforming Limit Ratio	25%	not comparable	government-backed financing	
Note: limits are current and include the changes made on January 1st 2024.				

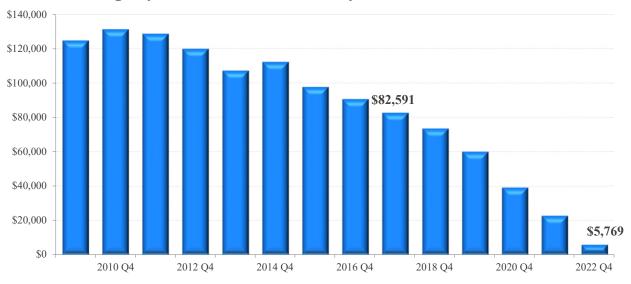
Local NAR Leadership

The South Bend-Mishawaka 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	SouthBend	U.S.	Local Trend	
1-year (4-quarter)	\$5,769	\$18,387		
3-year (12-quarter)*	\$39,014	\$95,158		
5-year (20-quarter)*	\$73,435	\$151,356	Price appreciation and principle payments in the last 3 years have boosted total equity	
7-year (28 quarters)*	\$90,582	\$183,780	growth since the recession	
9-year (36 quarters)*	\$112,277	\$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



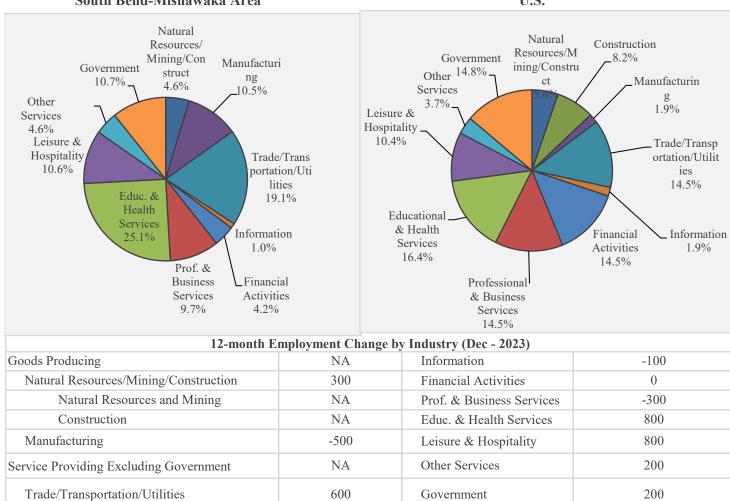
Drivers of Local Supply and Demand...

Local Economic Outlook	South Bend	U.S.		
12-month Job Change (Dec)	2,500	Not Comparable	Employment has held up and is on an	
12-month Job Change (Nov)	2,000	Not Comparable	upward trend	
36-month Job Change (Dec)	6,900	Not Comparable	Unemployment has risen since the same period last year, but South Bend's labor	
Current Unemployment Rate (Dec)	3.4%	3.7%	market has been more resilient than the national average	
Year-ago Unemployment Rate	3.3%	3.5%	Local employment growth is poor and	
1-year (12 month) Job Growth Rate	1.8%	2.3%	needs to improve	

Share of Total Employment by Industry

South Bend-Mishawaka Area

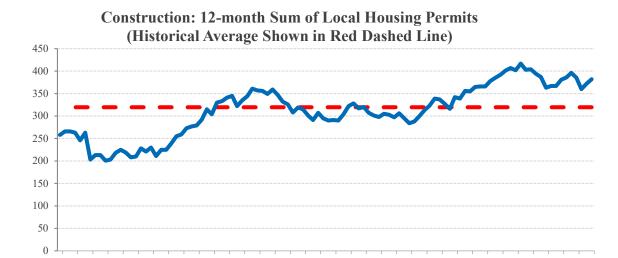
U.S.

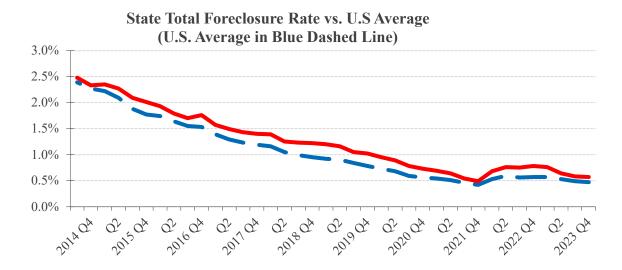


State Economic Activity Index	Indiana	U.S.	
12-month change (2023 - Dec)	1.6%	3.0%	The economy of Indiana is growing more slowly than the rest of the nation, but
36-month change (2023 - Dec)	11.1%	14.3%	improved modestly from last month's 1.45% change



New Housing Construction				
Local Fundamentals	South Bend	U.S.		
12-month Sum of 1-unit Building Permits through Dec	382	not comparable	The current level of construction is 19.4% above the long-term average	
8-year average for 12-month Sum of 1-Unit Building Permits	320	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	-5.4%	-6.1%	Construction is down from last year, but appears to have bottomed.	



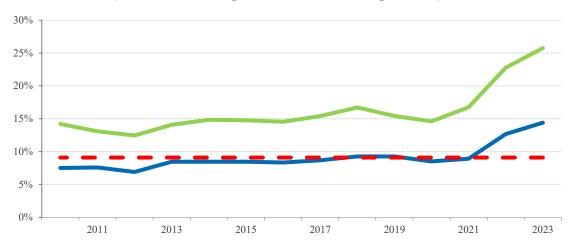


Source: Mortgage Bankers' Association

Affordability

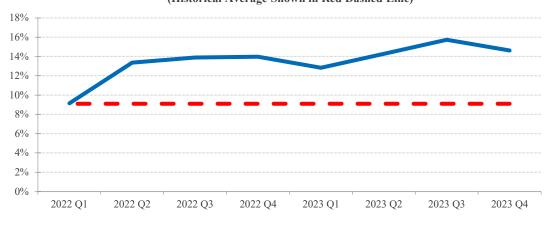


Long-Term Trend: Ratio of Local Mortgage Servicing Cost to Income (Local Historical Average Shown in Red, U.S. Average in Green)



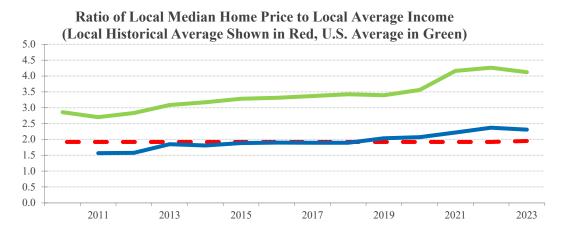
Monthly Mortgage Payment to Income	South Bend	U.S.		
Ratio for 2023	14.4%	25.8%	Weak by local standards and could weight on demand	
Ratio for 2023 Q4	14.6%	25.5%		
Historical Average	9.1%	17.0%	More affordable than most markets	

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

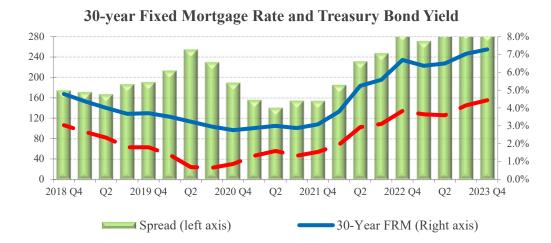


Median Home Price to Income	South Bend	U.S.	
Ratio for 2023	2.3	4.1	The price-to-income ratio eased, but could
Ratio for 2023 Q4	2.2	3.9	be better
Historical Average	2.0	3.4	Affordable compared to most markets





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 South Bend area referred to in this report covers the geographic area of the South Bend-Mishawaka 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:

Sf. Joseph County, IN; Cass County, MI

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