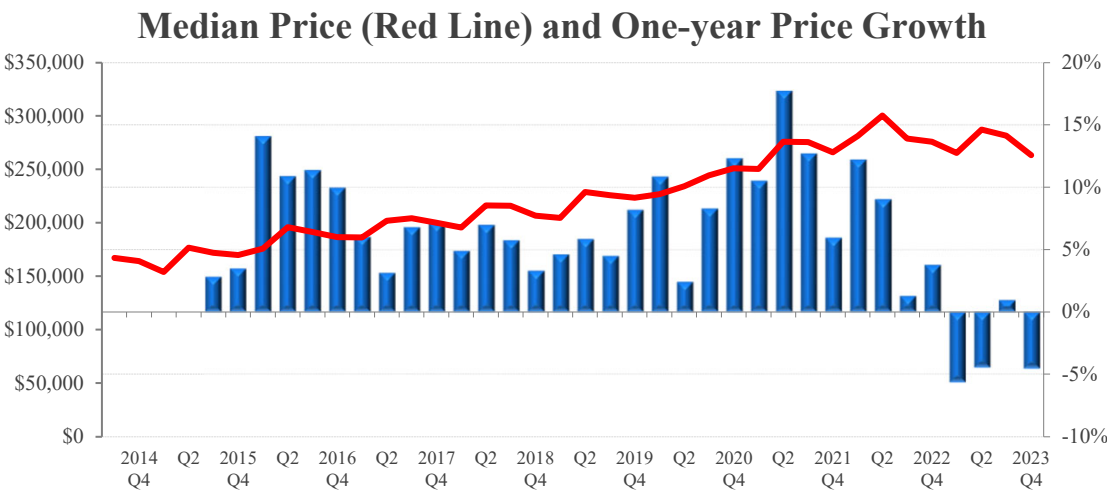


New Orleans-Metairie Area

Local Market Report, Fourth Quarter 2023

Today's Market...



Local Price Trends			
Price Activity	New Orleans	U.S.	Local Trend
Current Median Home Price (2023 Q4)	\$263,300	\$387,300	Year-over-year price growth swung negative this quarter after growing last quarter
1-year (4-quarter) Appreciation (2023 Q4)	-4.6%	3.9%	
3-year (12-quarter) Appreciation (2023 Q4)	4.9%	24.5%	
3-year (12-quarter) Housing Equity Gain*	\$12,300	\$76,300	Gains in the last 3 years have extended the trend of positive price growth after the recession
7-year (28 quarters) Housing Equity Gain*	\$76,600	\$153,367	
9-year (36 quarters) Housing Equity Gain*	\$99,200	\$179,667	
*Note: Equity gain reflects price appreciation only			

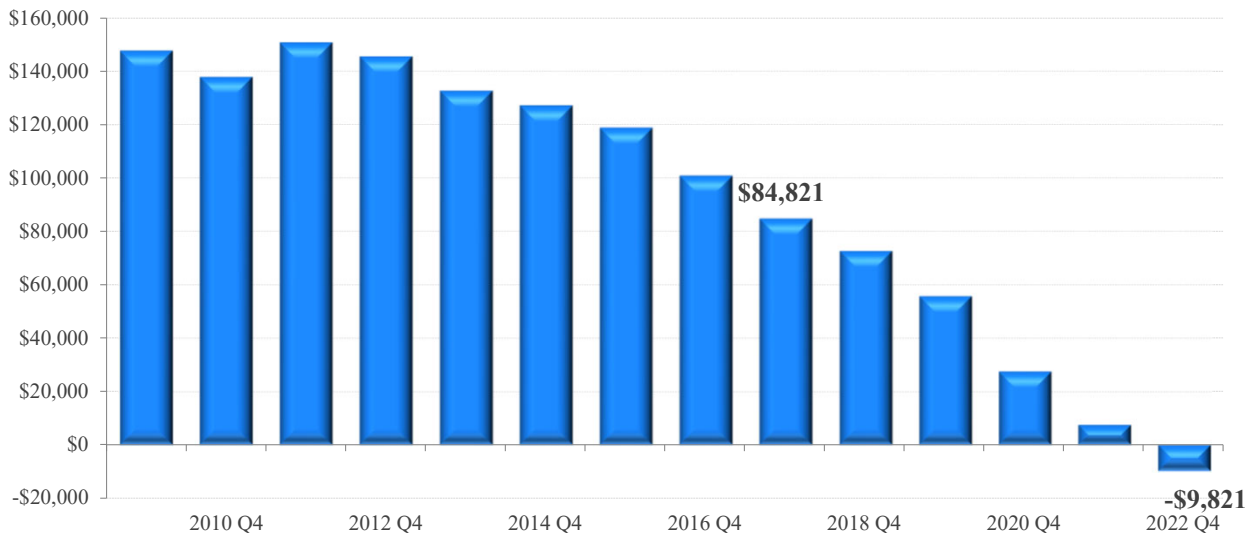
	New Orleans	U.S.	Most buyers in this market have access to government-backed financing
Conforming Loan Limit**	\$766,550	\$1,149,825	
FHA Loan Limit	\$498,257	\$1,149,825	
Local Median to Conforming Limit Ratio	34%	not comparable	
Note: limits are current and include the changes made on January 1st 2024.			

Local NAR Leadership

The New Orleans-Metairie market is part of region 10 in the NAR governance system, which includes all of Louisiana and Texas. The 2024 NAR Regional Vice President representing region 10 is Marvin Jolly.

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	NewOrleans	U.S.	Local Trend
1-year (4-quarter)	\$9,821	\$18,387	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)*	\$27,520	\$95,158	
5-year (20-quarter)*	\$72,688	\$151,356	
7-year (28 quarters)*	\$100,873	\$183,780	
9-year (36 quarters)*	\$127,185	\$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

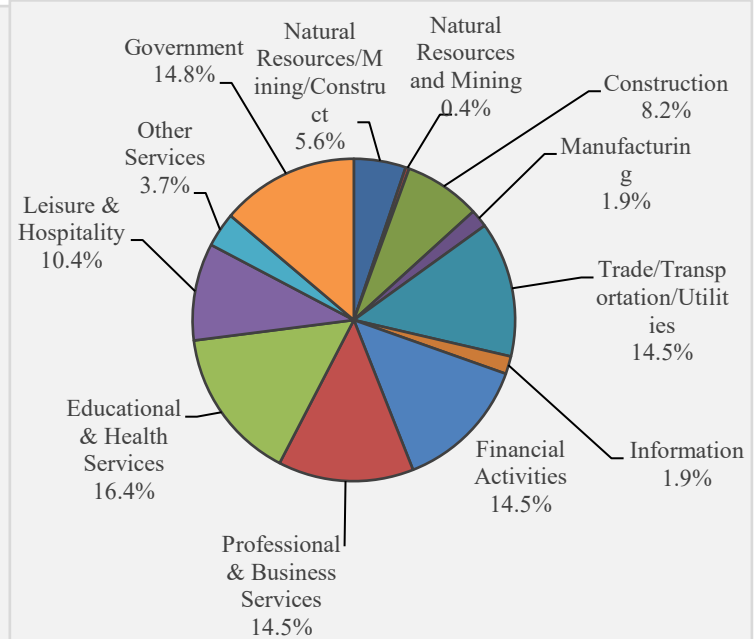
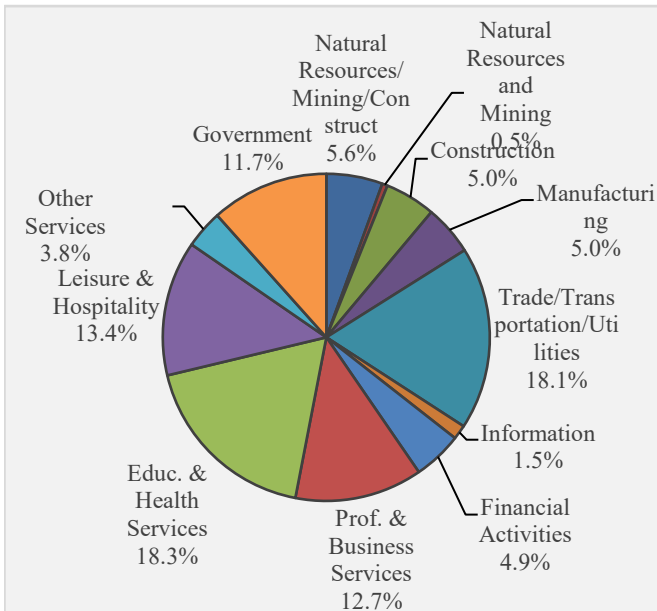
Drivers of Local Supply and Demand...

Local Economic Outlook	New Orleans	U.S.	
12-month Job Change (Dec)	11,200	Not Comparable	Employment growth has eased, but remains positive
12-month Job Change (Nov)	14,300	Not Comparable	
36-month Job Change (Dec)	43,300	Not Comparable	New Orleans's unemployment situation is worse than the national average and weighs on confidence
Current Unemployment Rate (Dec)	3.8%	3.7%	
Year-ago Unemployment Rate	3.2%	3.5%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	2.0%	2.3%	

Share of Total Employment by Industry

New Orleans-Metairie Area

U.S.



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

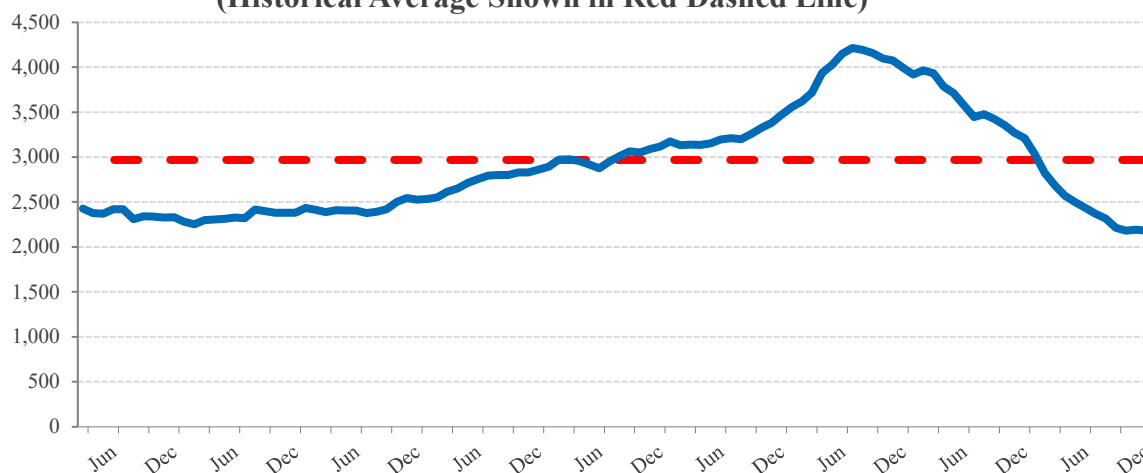
Goods Producing	NA	Information	-600
Natural Resources/Mining/Construction	1,700	Financial Activities	1,000
Natural Resources and Mining	0	Prof. & Business Services	1,700
Construction	1,700	Educ. & Health Services	4,800
Manufacturing	700	Leisure & Hospitality	2,500
Service Providing Excluding Government	NA	Other Services	700
Trade/Transportation/Utilities	-800	Government	2,600

State Economic Activity Index	Louisiana	U.S.	
12-month change (2023 - Dec)	1.5%	3.0%	Louisiana's economy is growing, but decelerated from last month's 1.85% change and lags the rest of the nation
36-month change (2023 - Dec)	10.2%	14.3%	

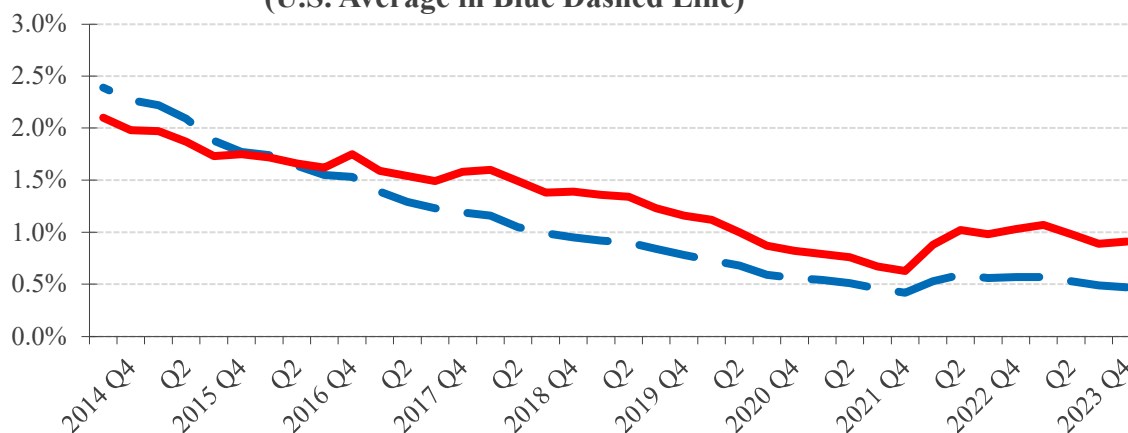
New Housing Construction

Local Fundamentals	New Orleans	U.S.	
12-month Sum of 1-unit Building Permits through Dec	2,183	not comparable	The current level of construction is 26.5% below the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	2,968	not comparable	Reduced construction will limit new supply to the market, allowing demand to catch up with inventory more quickly
Single-Family Housing Permits (Dec) 12-month sum vs. a year ago	-32.0%	-6.1%	Construction is down from last year, but appears to have bottomed.

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

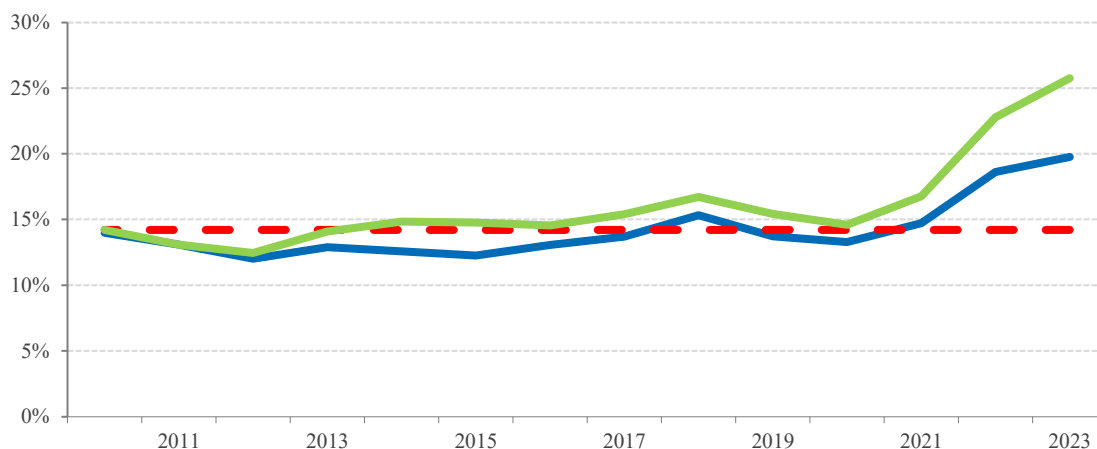


State Total Foreclosure Rate vs. U.S. Average
(U.S. Average in Blue Dashed Line)



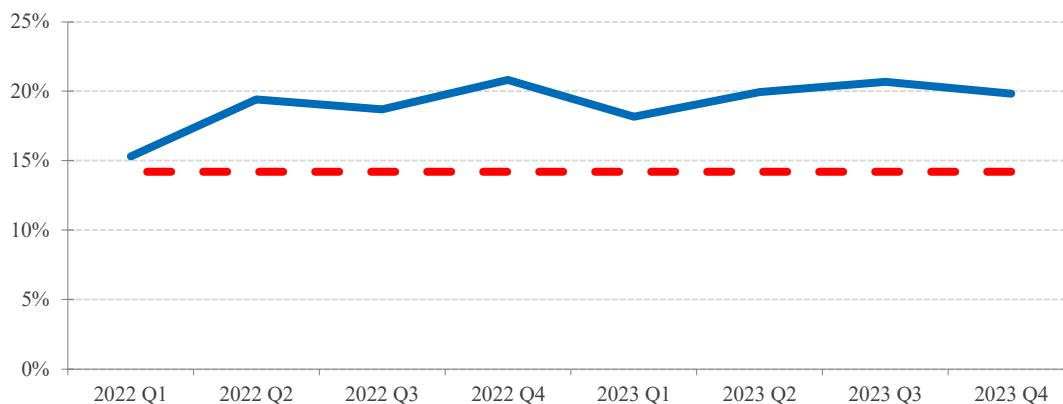
Affordability

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

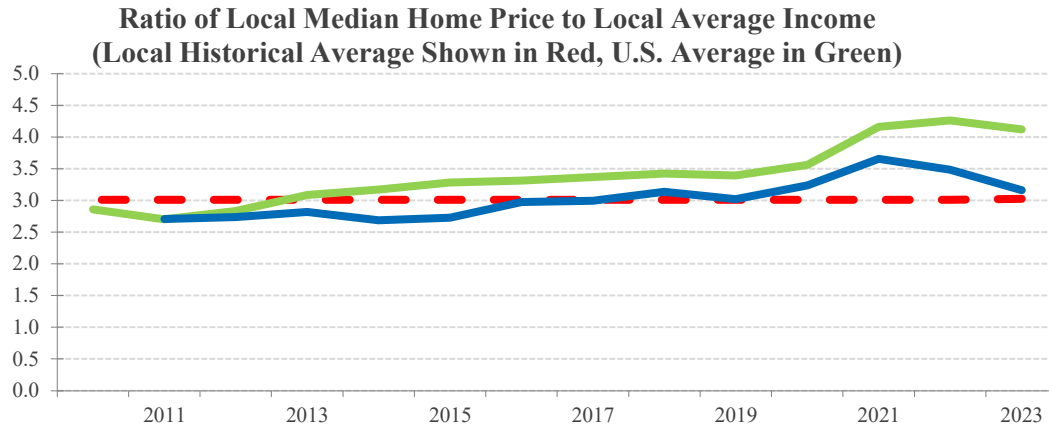


Monthly Mortgage Payment to Income	New Orleans	U.S.	
Ratio for 2023	19.8%	25.8%	Weak by local standards, but better than the third quarter of 2023
Ratio for 2023 Q4	19.8%	25.5%	
Historical Average	14.2%	17.0%	More affordable than most markets

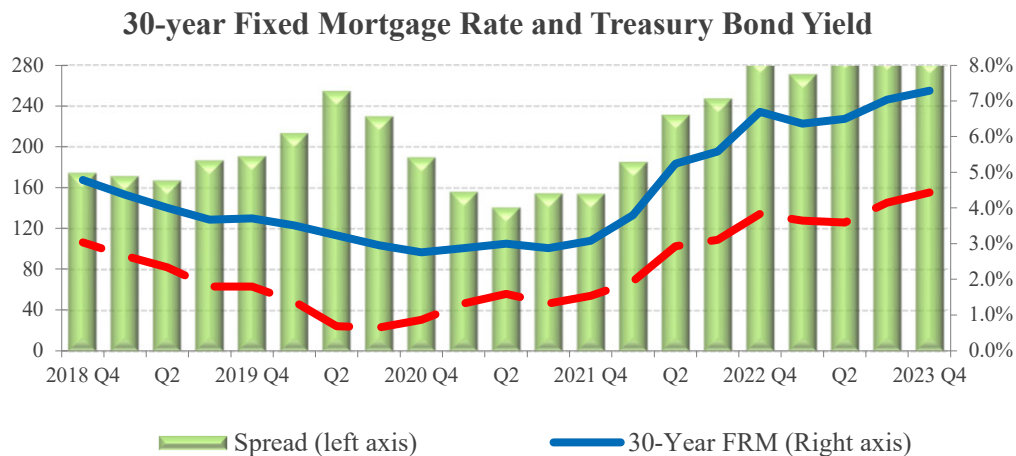
Recent Trend - Local Mortgage Servicing Cost to Income
(Historical Average Shown in Red Dashed Line)



Median Home Price to Income	New Orleans	U.S.	
Ratio for 2023	3.2	4.1	The price-to-income ratio has fallen and is below the historical average
Ratio for 2023 Q4	3.0	3.9	
Historical Average	3.0	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 New Orleans area referred to in this report covers the geographic area of the New Orleans-Metairie 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:

Jefferson Parish, Orleans Parish, Plaquemines Parish, St. Bernard Parish, St. Charles Parish, St. James Parish, St. John the Baptist Pari, and St. Tammany Parish

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

