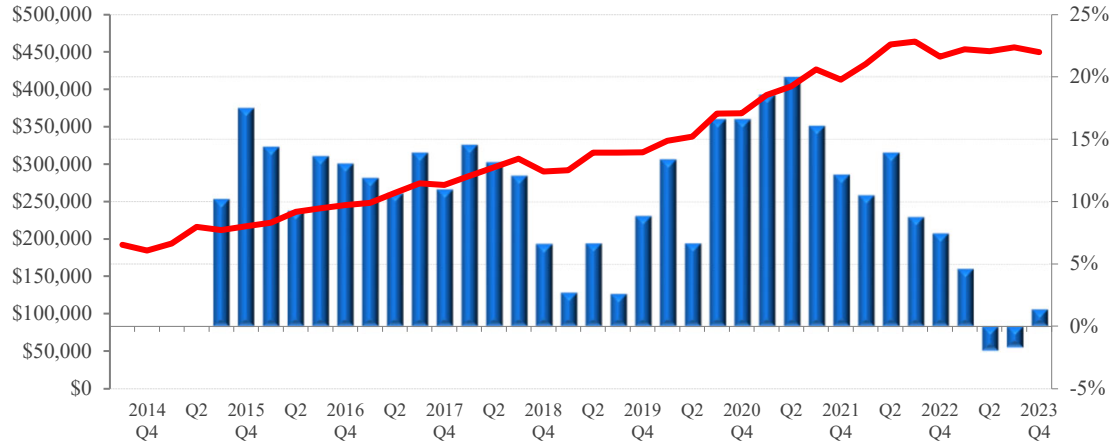


Salem Area

Local Market Report, Fourth Quarter 2023

Today's Market...

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



Local Price Trends

Price Activity	Salem	U.S.	Local Trend
Current Median Home Price (2023 Q4)	\$443,600	\$387,300	Prices continue to grow relative to last year
1-year (4-quarter) Appreciation (2023 Q4)	1.4%	3.9%	
3-year (12-quarter) Appreciation (2023 Q4)	22.2%	24.5%	
3-year (12-quarter) Housing Equity Gain*	\$81,600	\$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*	\$204,500	\$153,367	
9-year (36 quarters) Housing Equity Gain*	\$265,100	\$179,667	

*Note: Equity gain reflects price appreciation only

	Salem	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	58%	not comparable	

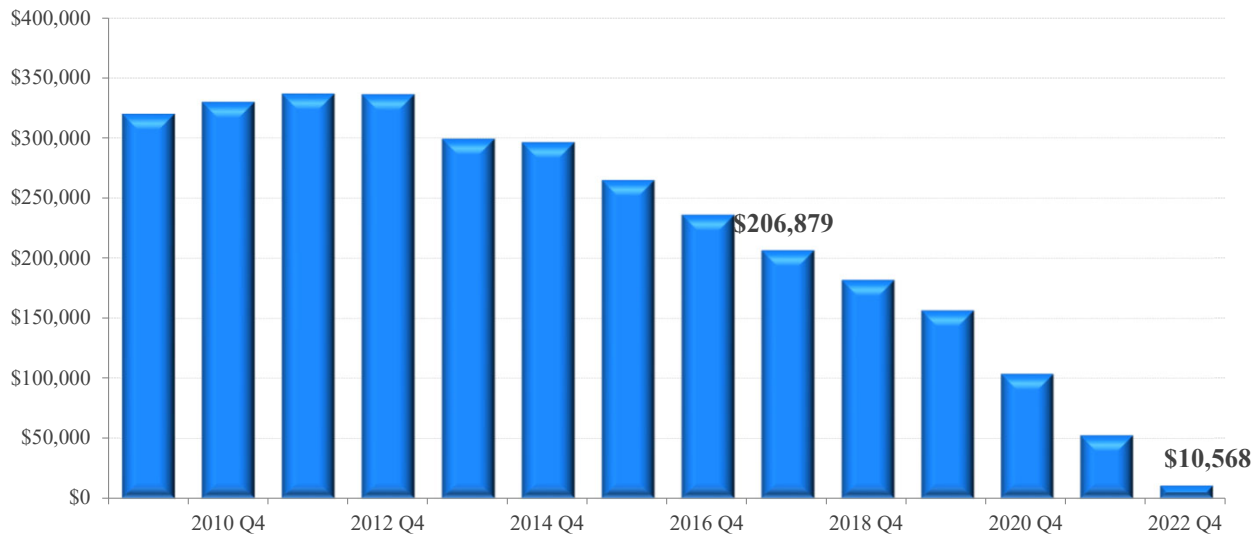
Note: limits are current and include the changes made on January 1st 2024.

Local NAR Leadership

The Salem market is part of region 12 in the NAR governance system, which includes all of Montana, Idaho, Washington, Oregon, and Alaska. The 2024 NAR Regional Vice President representing region 12 is Evelyn Arnott.

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	Salem	U.S.	Local Trend
1-year (4-quarter)	\$10,568	\$18,387	Price appreciation and principle payments in the last 3 years have boosted total equity growth since the recession
3-year (12-quarter)*	\$103,920	\$95,158	
5-year (20-quarter)*	\$182,049	\$151,356	
7-year (28 quarters)*	\$236,378	\$183,780	
9-year (36 quarters)*	\$296,581	\$215,076	

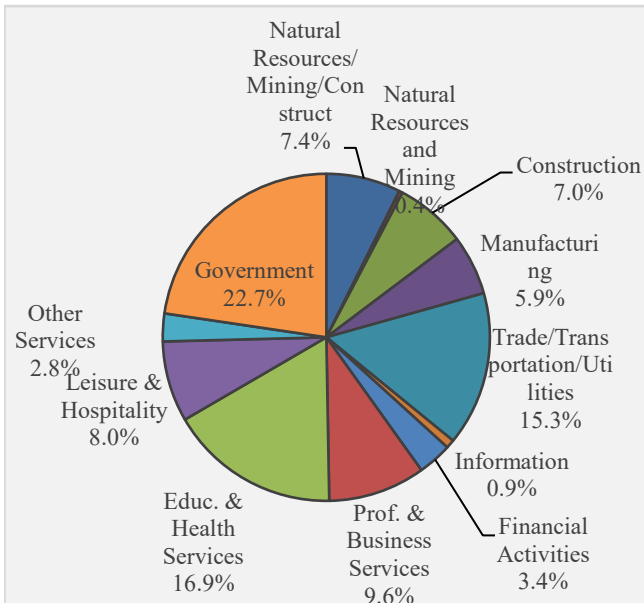
*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity

Drivers of Local Supply and Demand...

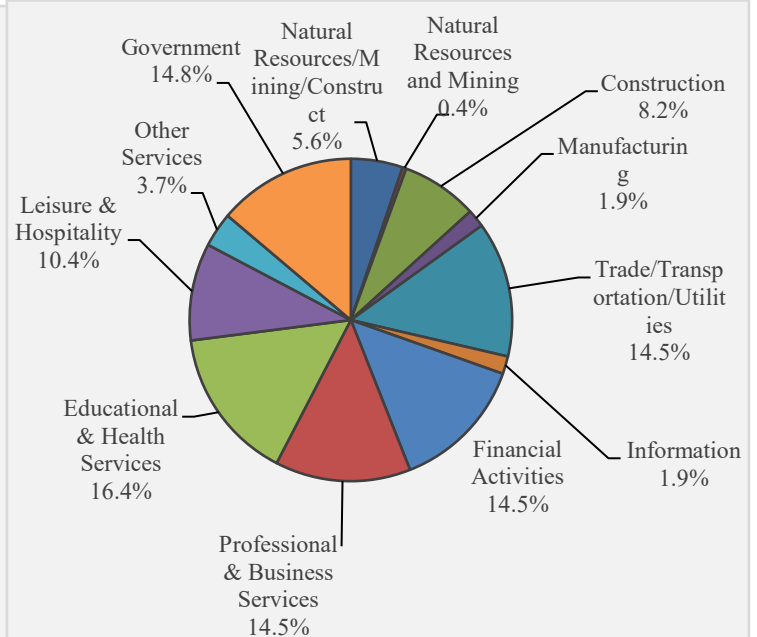
Local Economic Outlook	Salem	U.S.	
12-month Job Change (Dec)	3,800	Not Comparable	Employment growth has eased, but remains positive
12-month Job Change (Nov)	4,300	Not Comparable	
36-month Job Change (Dec)	18,700	Not Comparable	Salem's unemployment rate lags the national average, but has improved relative to the same period last year
Current Unemployment Rate (Dec)	3.9%	3.7%	
Year-ago Unemployment Rate	4.5%	3.5%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	2.1%	2.3%	

Share of Total Employment by Industry

Salem Area



U.S.



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

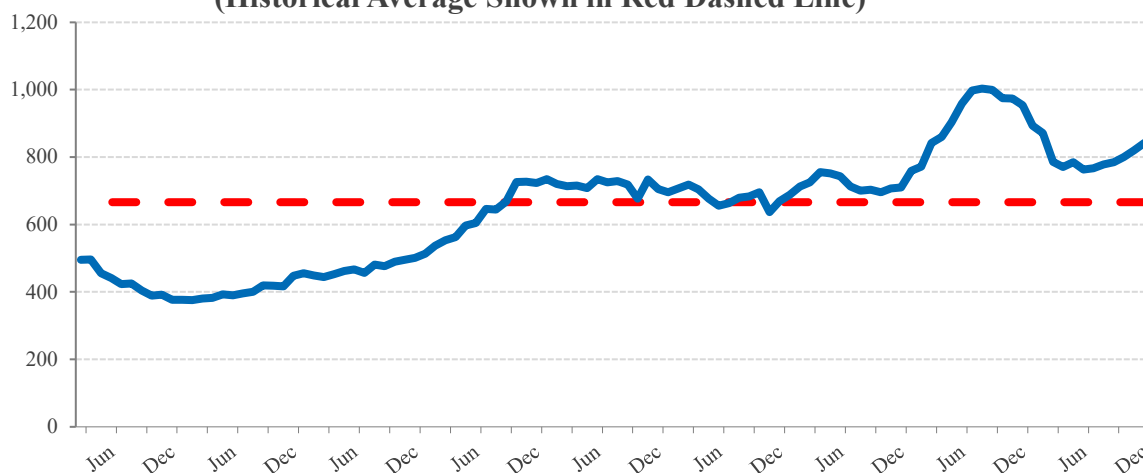
Goods Producing	NA	Information	0
Natural Resources/Mining/Construction	400	Financial Activities	-100
Natural Resources and Mining	100	Prof. & Business Services	1,900
Construction	300	Educ. & Health Services	1,700
Manufacturing	-300	Leisure & Hospitality	600
Service Providing Excluding Government	NA	Other Services	0
Trade/Transportation/Utilities	-700	Government	800

State Economic Activity Index	Oregon	U.S.	
12-month change (2023 - Dec)	4.0%	3.0%	Oregon's economy is stronger than the nation's, but slowed from last month's 4.16% change
36-month change (2023 - Dec)	15.0%	14.3%	

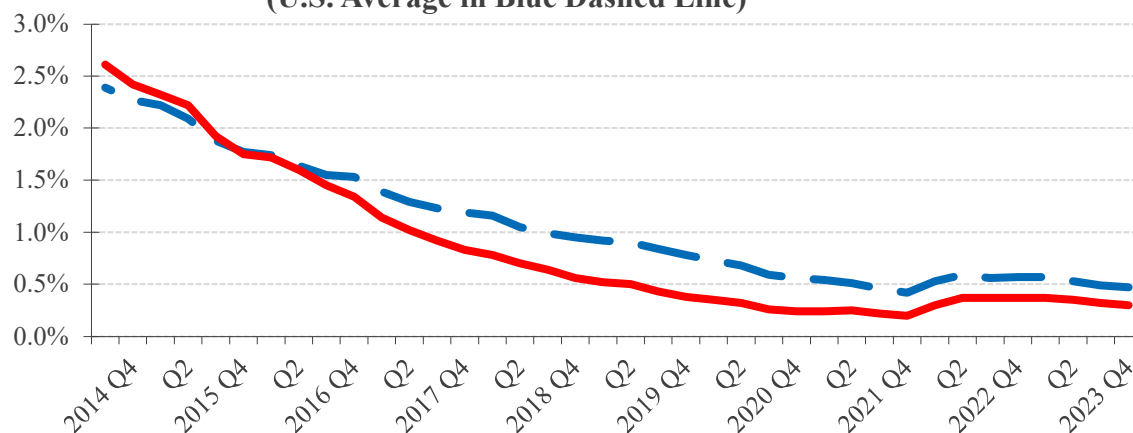
New Housing Construction

Local Fundamentals	Salem	U.S.	
12-month Sum of 1-unit Building Permits through Dec	842	not comparable	The current level of construction is 26.3% above the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	667	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	-11.7%	-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)

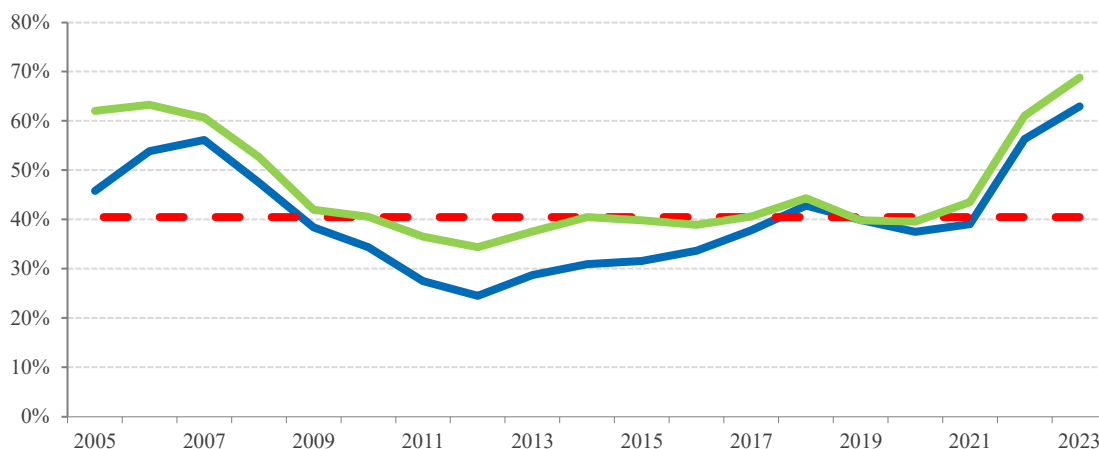


State Total Foreclosure Rate vs. U.S. Average
(U.S. Average in Blue Dashed Line)



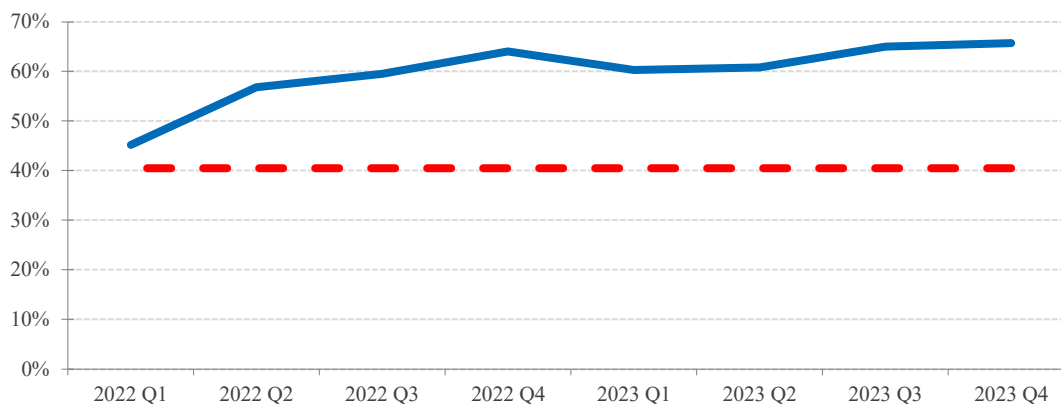
Affordability

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

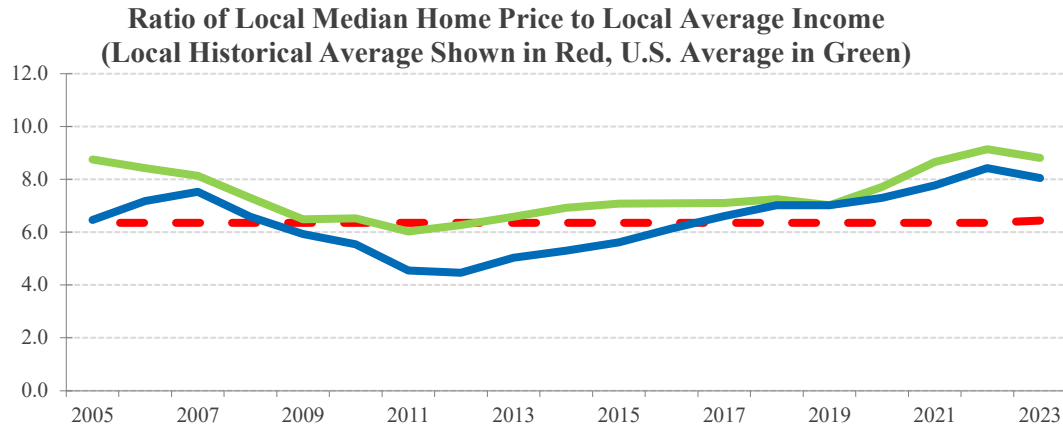


Monthly Mortgage Payment to Income	Salem	U.S.	
Ratio for 2023	63.0%	68.8%	Weak by local standards and could weigh on demand
Ratio for 2023 Q4	65.8%	68.3%	
Historical Average	40.5%	47.0%	More affordable than most markets

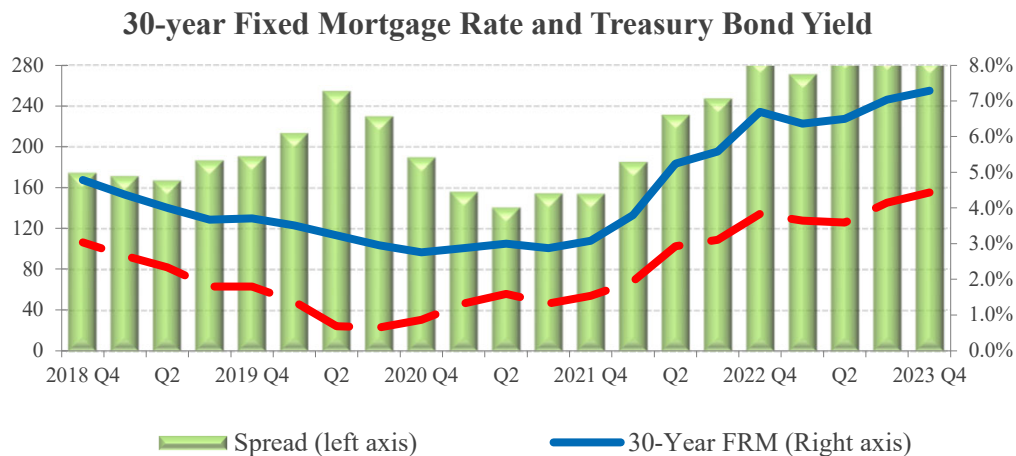
Recent Trend - Local Mortgage Servicing Cost to Income
(Historical Average Shown in Red Dashed Line)



Median Home Price to Income	Salem	U.S.	
Ratio for 2023	8.1	8.8	The price-to-income ratio eased, but could be better
Ratio for 2023 Q4	8.0	8.3	
Historical Average	6.4	7.4	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 Salem area referred to in this report covers the geographic area of the Salem 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:

Marion County and Polk County

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

