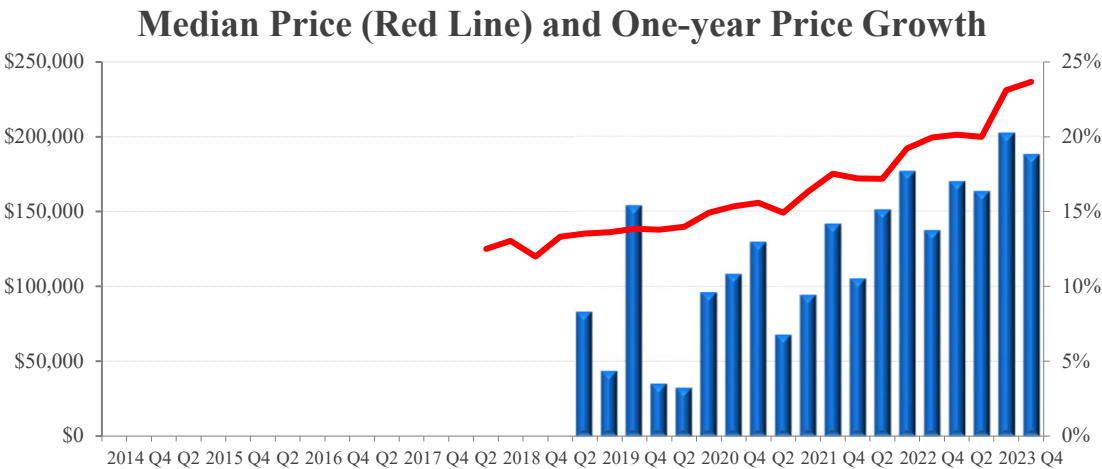


Kingsport-Bristol-Bristol Area

Local Market Report, Fourth Quarter 2023

Today's Market...



Local Price Trends			
Price Activity	Tennessee	U.S.	Local Trend
Current Median Home Price (2023 Q4)	\$236,900	\$387,300	Prices are up from a year ago, but price growth is slowing
1-year (4-quarter) Appreciation (2023 Q4)	18.8%	3.9%	
3-year (12-quarter) Appreciation (2023 Q4)	54.3%	24.5%	
3-year (12-quarter) Housing Equity Gain*	\$83,400	\$76,300	Information on the long-term trend is not available
7-year (28 quarters) Housing Equity Gain*	NA	\$153,367	
9-year (36 quarters) Housing Equity Gain*	NA	\$179,667	

*Note: Equity gain reflects price appreciation only

	Tennessee	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	31%	not comparable	

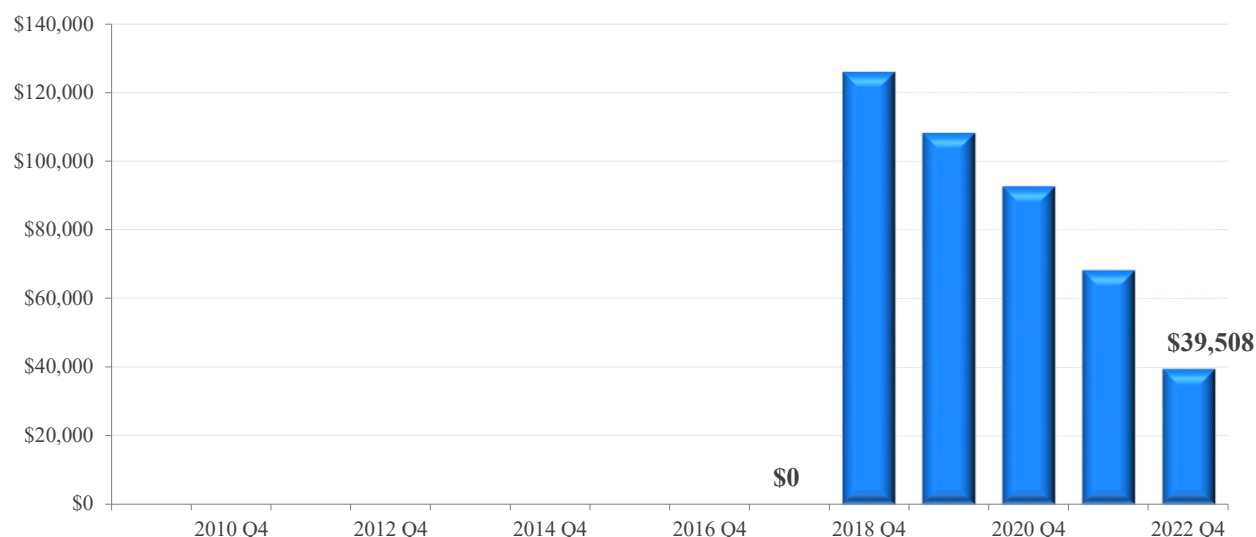
Note: limits are current and include the changes made on January 1st 2024.

Local NAR Leadership

The Kingsport-Bristol-Bristol market is part of region 4 in the NAR governance system, which includes all of North Carolina, South Carolina, Kentucky, and Tennessee. The 2024 NAR Regional Vice President representing region 4 is David Kent.

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	Tennessee	U.S.	Local Trend
1-year (4-quarter)	\$39,508	\$18,387	Price appreciation and principle payments in the last 3 years have boosted total equity growth since the recession
3-year (12-quarter)*	\$92,708	\$95,158	
5-year (20-quarter)*	\$126,186	\$151,356	
7-year (28 quarters)*	NA	\$183,780	
9-year (36 quarters)*	NA	\$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

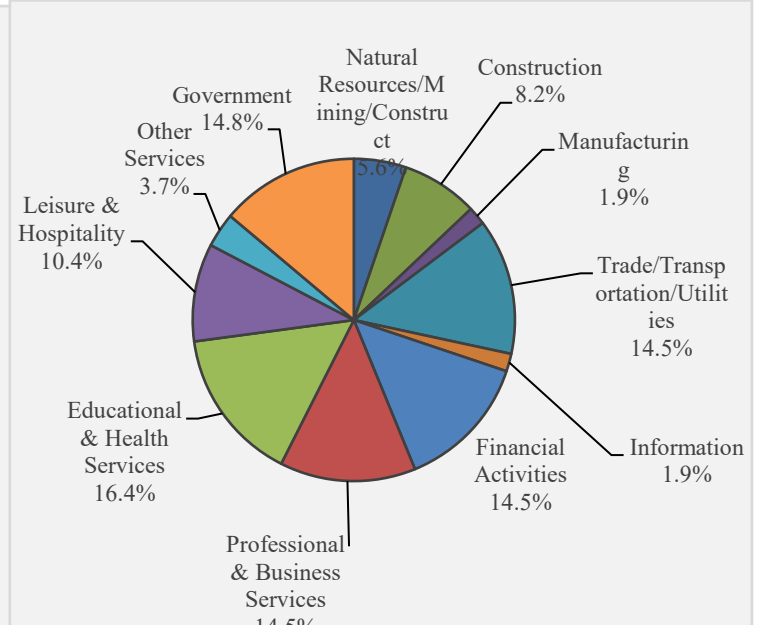
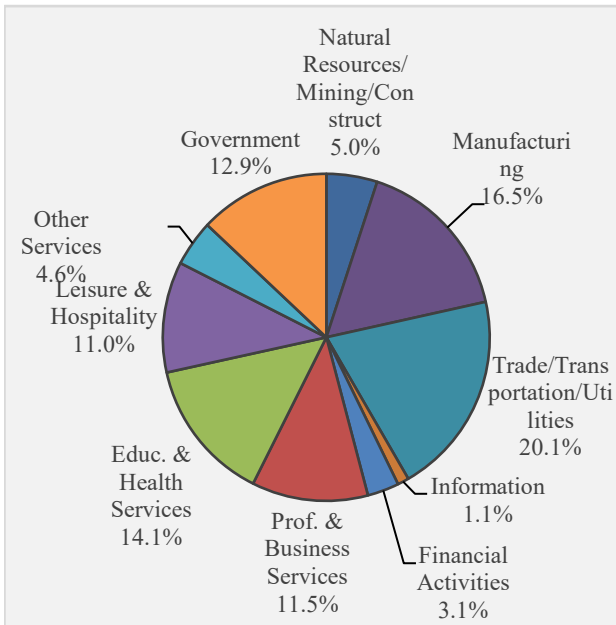
Drivers of Local Supply and Demand...

Local Economic Outlook	Tennessee	U.S.	
12-month Job Change (Dec)	900	Not Comparable	Employment has held up and is on an upward trend
12-month Job Change (Nov)	600	Not Comparable	
36-month Job Change (Dec)	8,100	Not Comparable	Unemployment has risen since the same period last year, but Tennessee's labor market has been more resilient than the national average
Current Unemployment Rate (Dec)	3.2%	3.7%	
Year-ago Unemployment Rate	3.1%	3.5%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	0.7%	2.3%	

Share of Total Employment by Industry

Kingsport-Bristol-Bristol Area

U.S.



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

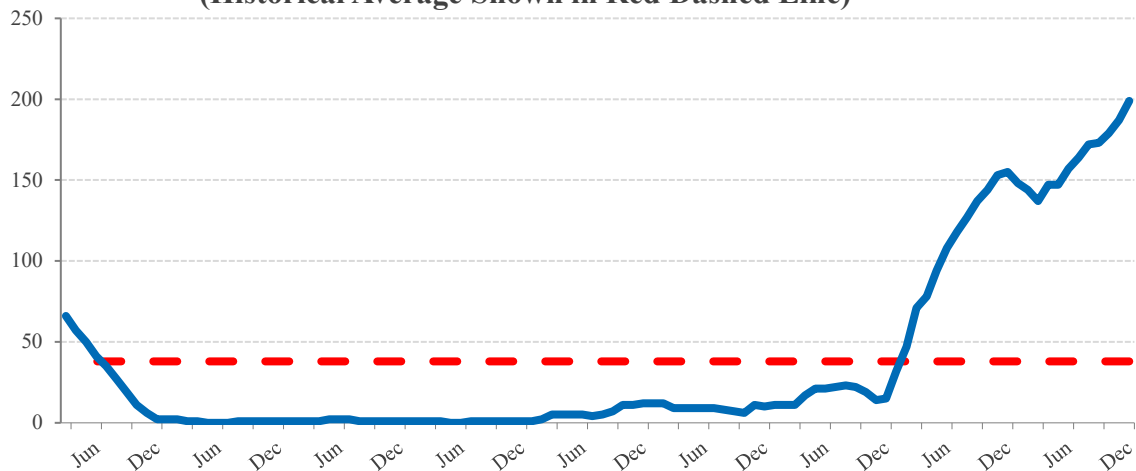
Goods Producing	NA	Information	0
Natural Resources/Mining/Construction	300	Financial Activities	0
Natural Resources and Mining	NA	Prof. & Business Services	300
Construction	NA	Educ. & Health Services	200
Manufacturing	-600	Leisure & Hospitality	-400
Service Providing Excluding Government	NA	Other Services	100
Trade/Transportation/Utilities	400	Government	300

State Economic Activity Index	Tennessee	U.S.	
12-month change (2023 - Dec)	2.5%	3.0%	Tennessee's economy is growing, but decelerated from last month's 2.53% change and lags the rest of the nation
36-month change (2023 - Dec)	14.0%	14.3%	

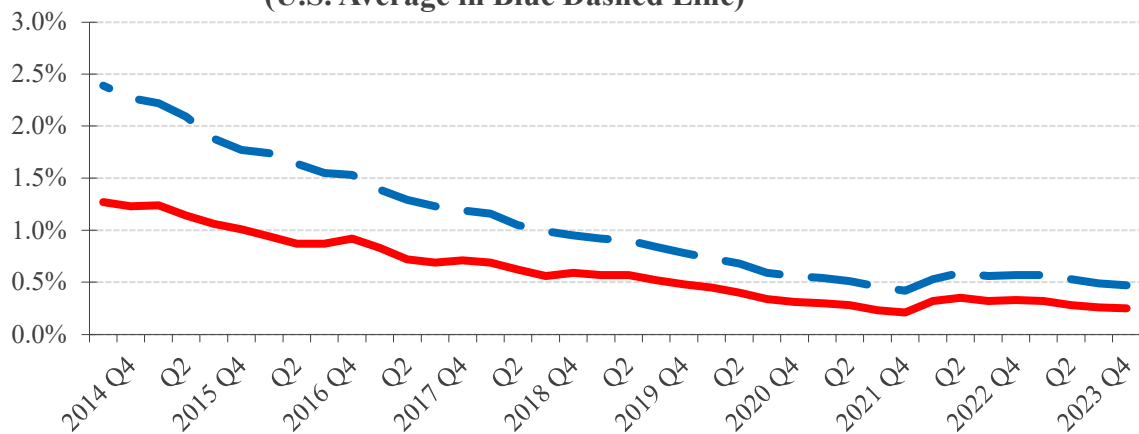
New Housing Construction

Local Fundamentals	Tennessee	U.S.	
12-month Sum of 1-unit Building Permits through Dec	199	not comparable	The current level of construction is 424.1% above the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	38	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	28.4%	-6.1%	Construction is on the rise relative to last year, suggesting that the local inventory has stabilized

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

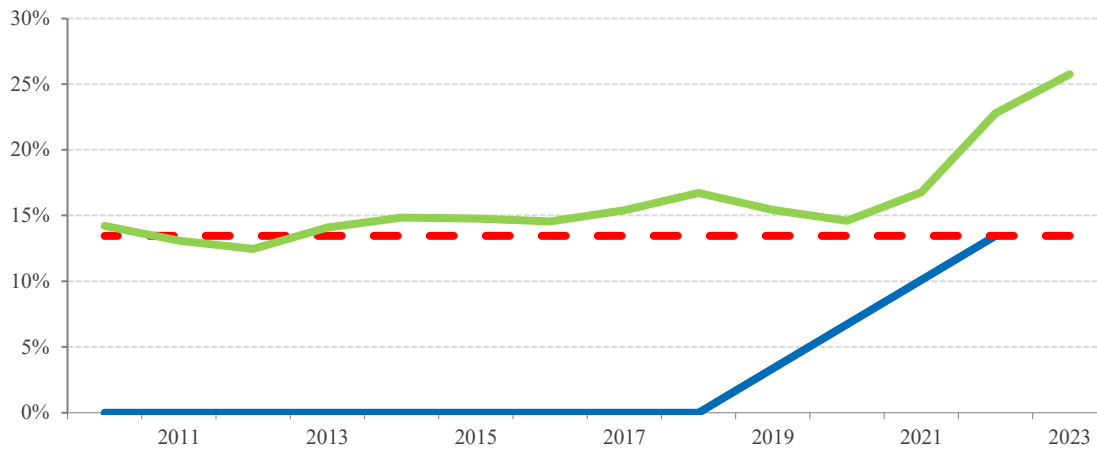


State Total Foreclosure Rate vs. U.S. Average
(U.S. Average in Blue Dashed Line)



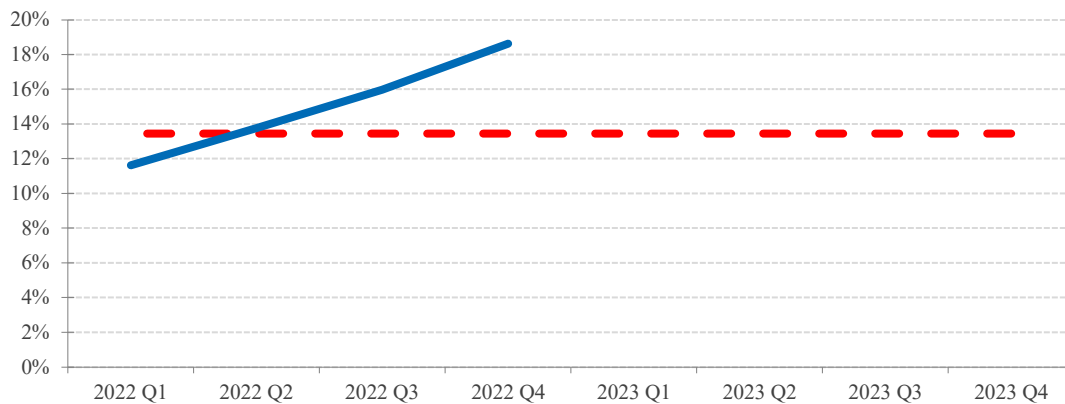
Affordability

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

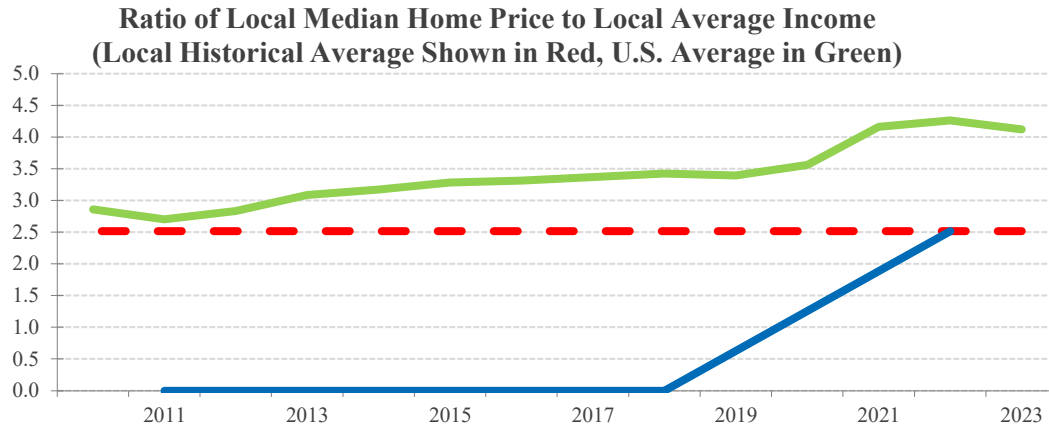


Monthly Mortgage Payment to Income	Tennessee	U.S.	
Ratio for 2023	NA	25.8%	NA
Ratio for 2023 Q4	NA	25.5%	
Historical Average	13.5%	17.0%	More affordable than most markets

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



Median Home Price to Income	Tennessee	U.S.	
Ratio for 2023	NA	4.1	NA
Ratio for 2023 Q4	NA	3.9	
Historical Average	2.5	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 Tennessee area referred to in this report covers the geographic area of the Kingsport-Bristol-Bristol 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:

Hawkins County, TN; Sullivan County, TN; Scott County, VA; Washington County, VA; Bristol city, VA

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

