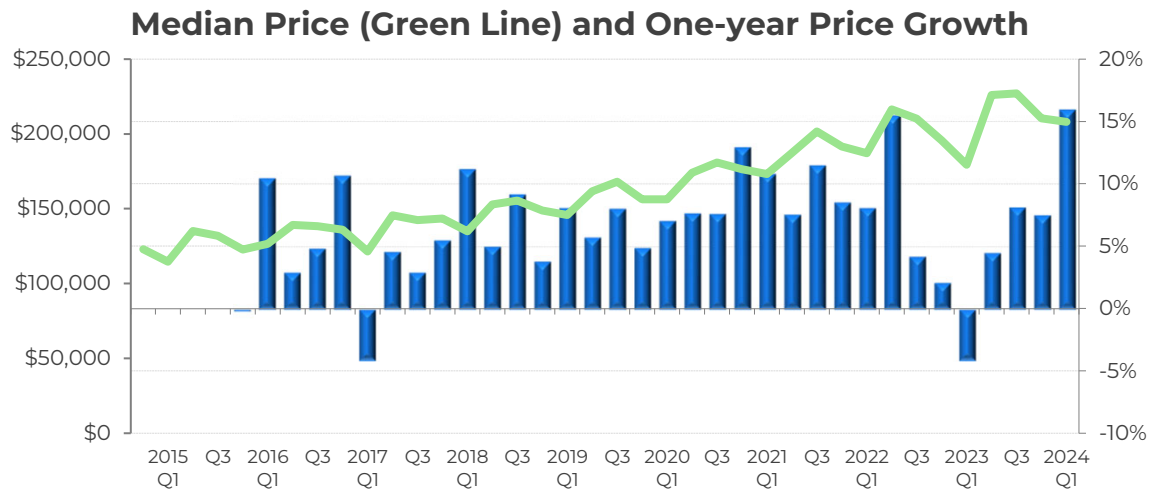


Lansing-East Lansing Area

Local Market Report, First Quarter 2024

Today's Market...



Local Price Trends			
Price Activity	Lansing	U.S.	Local Trend
Current Median Home Price (2024 Q1)	\$208,000	\$385,100	Prices continue to grow relative to last year
1-year (4-quarter) Appreciation (2024 Q1)	15.9%	5.1%	
3-year (12-quarter) Appreciation (2024 Q1)	20.2%	21.2%	
3-year (12-quarter) Housing Equity Gain*	\$34,900	\$67,467	Gains in the last 3 years have extended the trend of positive price growth after the recession
7-year (28 quarters) Housing Equity Gain*	\$86,600	\$154,400	
9-year (36 quarters) Housing Equity Gain*	\$93,400	\$181,700	

*Note: Equity gain reflects price appreciation only

	Lansing	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	27%	not comparable	

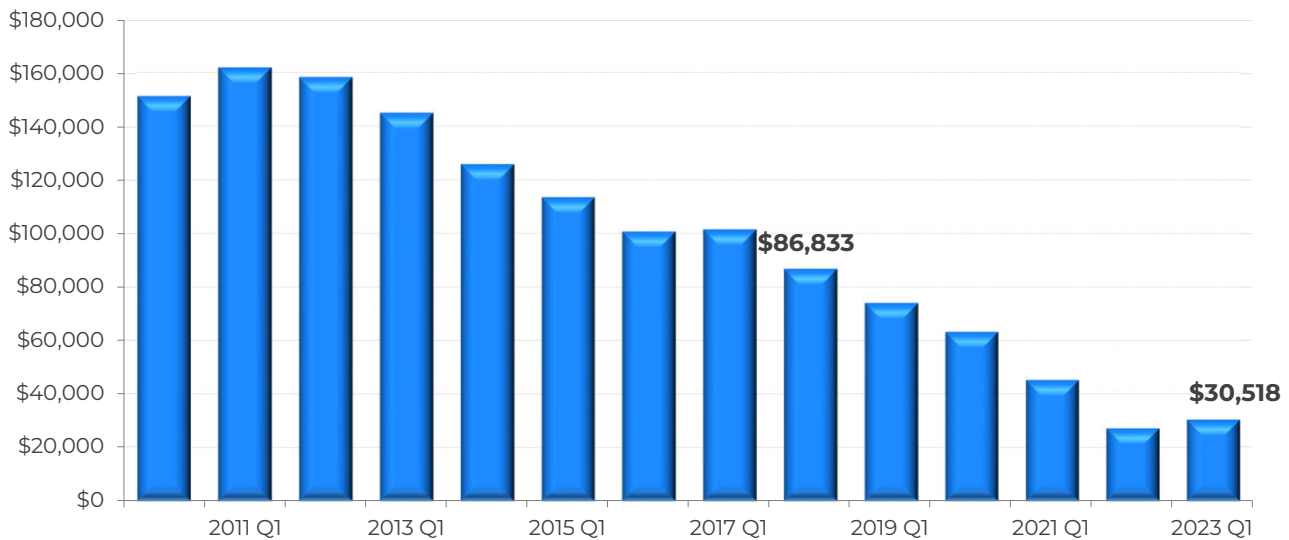
Note: limits are current and include the changes made on January 1st 2024.

Local NAR Leadership

The Lansing-East Lansing market is part of region 6 in the NAR governance system, which includes all of Ohio and Michigan. The 2024 NAR Regional Vice President representing region 6 is Sara Calo.

Benefits of Ownership: Total Equity Appreciation

Total Equity Accrued to Owner by Year and Quarter of Purchase



Total Equity Gained through 2024 Q1 from quarter in which home was of purchased**

Price Activity	Lansing	U.S.	Local Trend
1-year (4-quarter)	\$30,518	\$22,451	Price appreciation and principle payments in the last 3 years have boosted total equity growth since the recession
3-year (12-quarter)*	\$45,213	\$86,390	
5-year (20-quarter)*	\$74,111	\$152,868	
7-year (28 quarters)*	\$101,625	\$182,953	
9-year (36 quarters)*	\$113,532	\$217,432	

*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

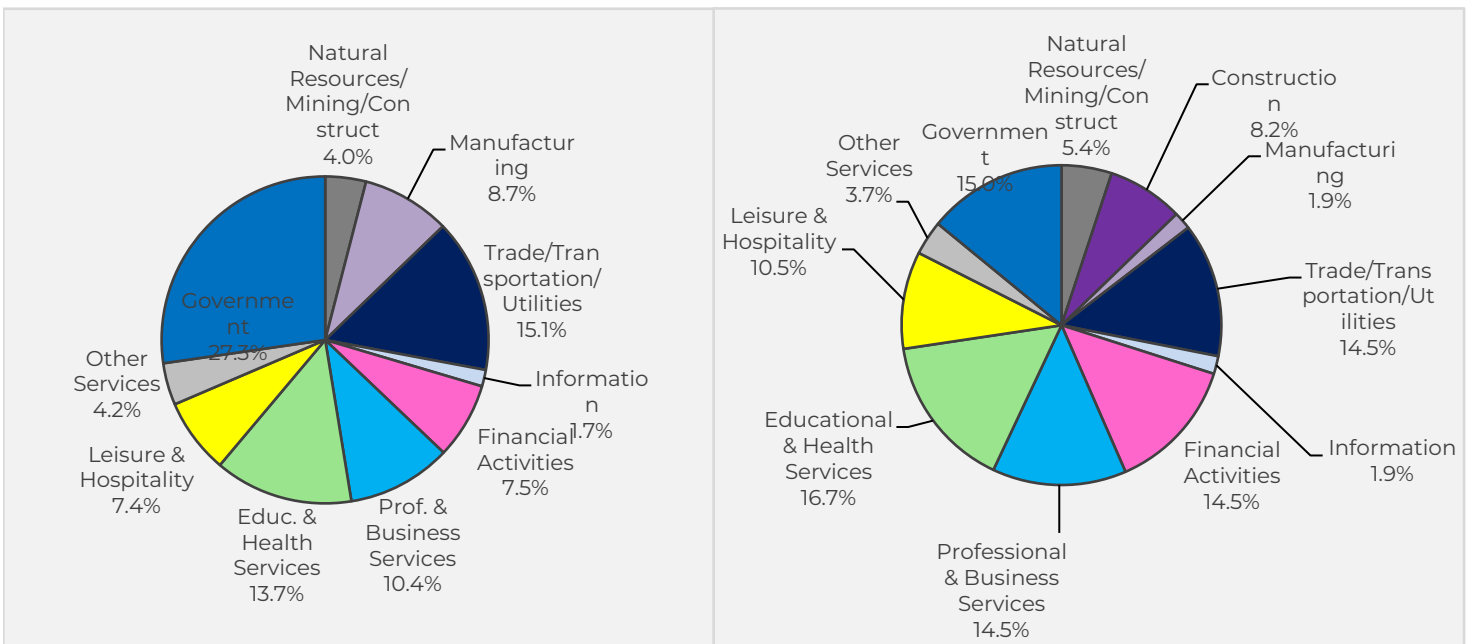
Drivers of Local Supply and Demand...

Local Economic Outlook	Lansing	U.S.	
12-month Job Change (Mar)	5,100	Not Comparable	Employment has held up and is on an upward trend
12-month Job Change (Feb)	5,000	Not Comparable	
36-month Job Change (Mar)	22,700	Not Comparable	Unemployment in Lansing is better than the national average and improving
Current Unemployment Rate (Mar)	3.5%	3.8%	
Year-ago Unemployment Rate	3.9%	3.5%	Local employment growth is strong compared to other markets
1-year (12 month) Job Growth Rate	2.1%	2.1%	

Share of Total Employment by Industry

Lansing-East Lansing Area

U.S.

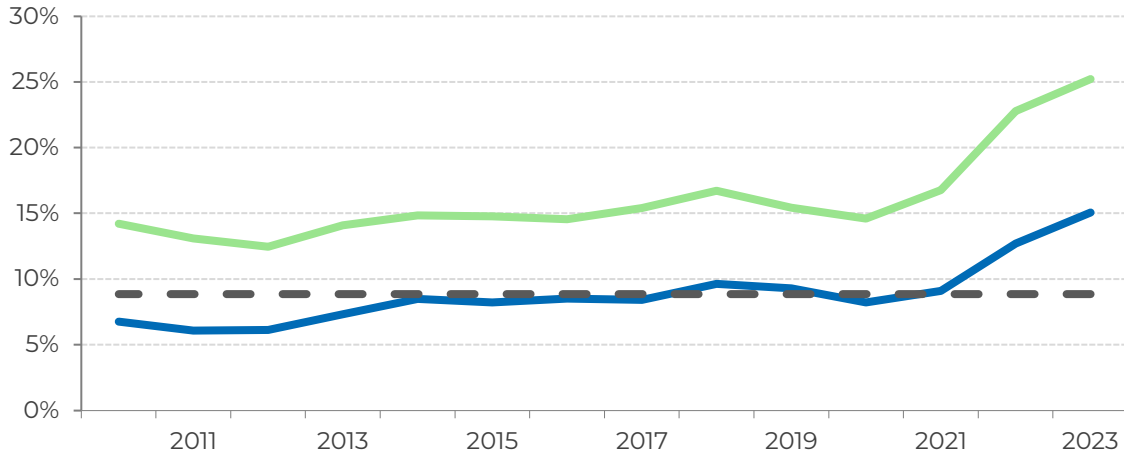


12-month Employment Change by Industry (Mar - 2024)

Goods Producing	NA	Information	100
Natural Resources/Mining/Construction	1,200	Financial Activities	-200
Natural Resources and Mining	NA	Prof. & Business Services	-800
Construction	NA	Educ. & Health Services	1,300
Manufacturing	-100	Leisure & Hospitality	700
Service Providing Excluding Government	NA	Other Services	100
Trade/Transportation/Utilities	500	Government	2,200

Affordability

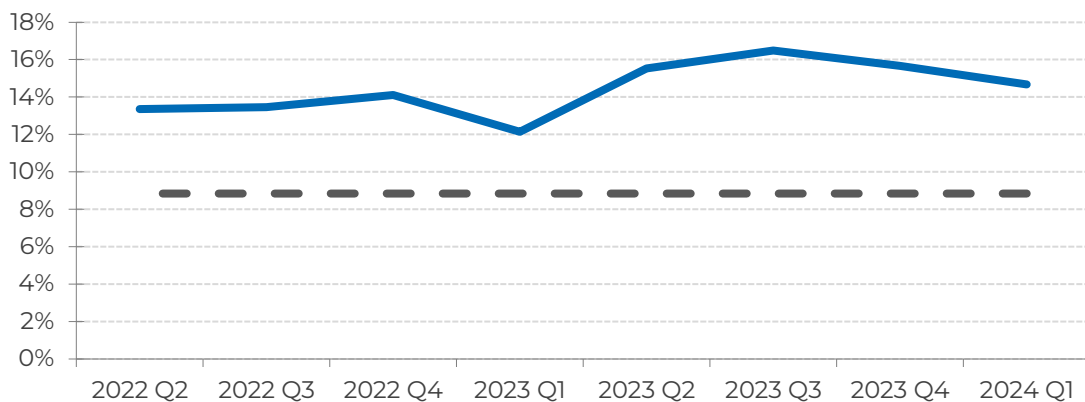
Long-Term Trend: Ratio of Local Mortgage Servicing Cost to Income
(Local Historical Average Shown in Grey, U.S. Average in Green)



Monthly Mortgage Payment to Income*	Lansing	U.S.	
Ratio for 2023	15.1%	25.2%	Weak by local standards, but better than the fourth quarter of 2023
Ratio for 2024 Q1	14.7%	23.7%	
Historical Average	8.9%	17.0%	More affordable than most markets

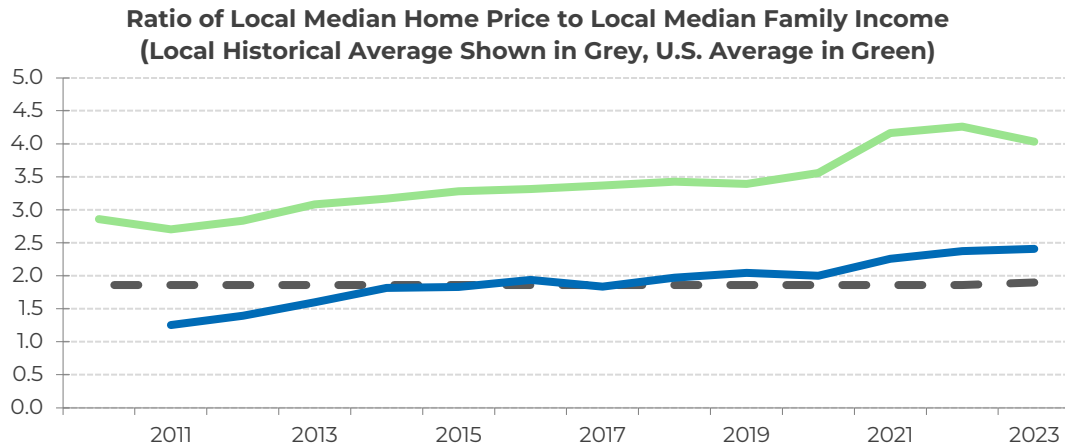
*The median family income was included for the calculation of the mortgage payment to income ratio

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



Median Home Price to Income*	Lansing	U.S.	
Ratio for 2023	2.4	4.0	The price-to-income ratio eased, but could be better
Ratio for 2024 Q1	2.4	3.8	
Historical Average	1.9	3.4	Affordable compared to most markets

*The median family income was included for the calculation of the median home price to income ratio



The Mortgage Market



During the first quarter of the year, housing affordability improved as mortgage rates fell below 7%. Steady interest rates from the Federal Reserve helped mortgage rates to ease in the first three months of the year. Nevertheless, even with this decrease, mortgage rates continued to be higher than a year ago. According to the mortgage provider Freddie Mac, the 30-year fixed mortgage rate rose to 6.75% in the first quarter from 6.36% a year earlier.

With lower interest rates on the horizon, mortgage rates are expected to ease later this year, thereby enhancing affordability for potential homebuyers. NAR forecasts the 30-year fixed mortgage rate to average 6.5% at the last quarter of the year.

Geographic Coverage for this Report

The Lansing area referred to in this report covers the geographic area of the Lansing-East Lansing 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:

Clinton County, Eaton County, and Ingham County

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