

20.Jul.2023

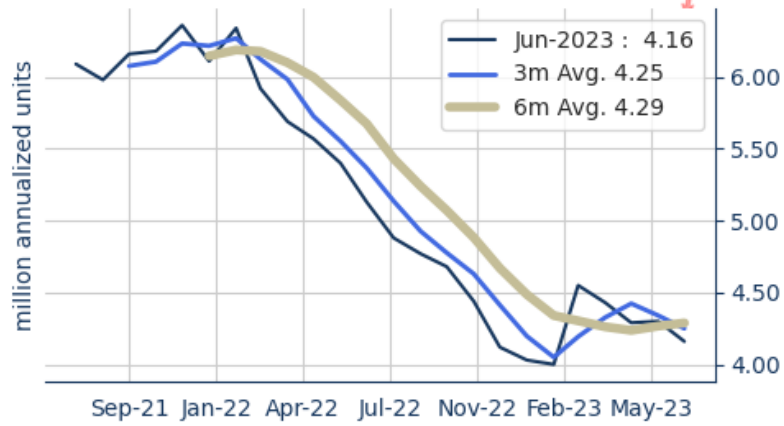
Existing Home Sales: Mostly Steady At Low Levels

Bottom Line: Existing home sales fell slightly more than expected in June after 30-year fixed-rate mortgages surged towards 7% in late May. Still, we continue to see signs of stabilization with solid underlying demand despite lower affordability. Inventories of existing home sales remain low, though, with potential sellers having little incentive to leave their homes, particularly if they enjoy mortgage rates that are less than half the prevailing rate today. Prices have started to move sharply higher again in the last few months, likely a result of low inventory. While we don't expect it to continue for a full year, median home prices were up an annualized 17% in the last six months, a sharp contrast to the headline year-on-year numbers that are still down.

Overall, housing remains in the process of bottoming, but new home activity will likely rebound much more quickly than existing home activity. And prices have likely bottomed for this cycle.

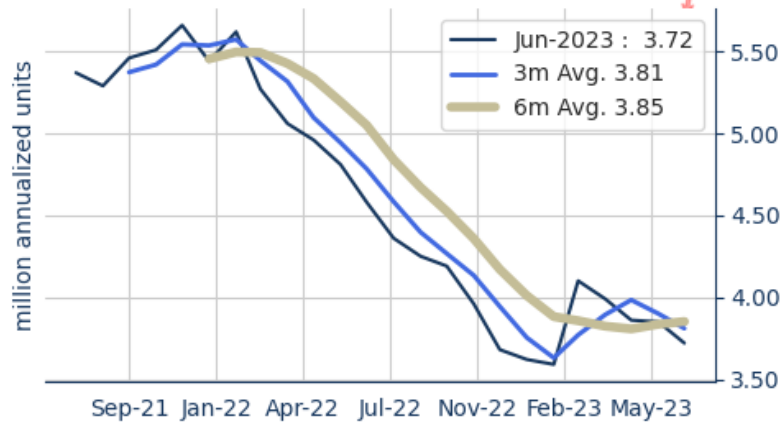
Existing Home Sales Total

June: +4.2, consensus: +4.2



Contingent Macro Advisors 2023 source: National Association of Realtors via Bloomberg LP

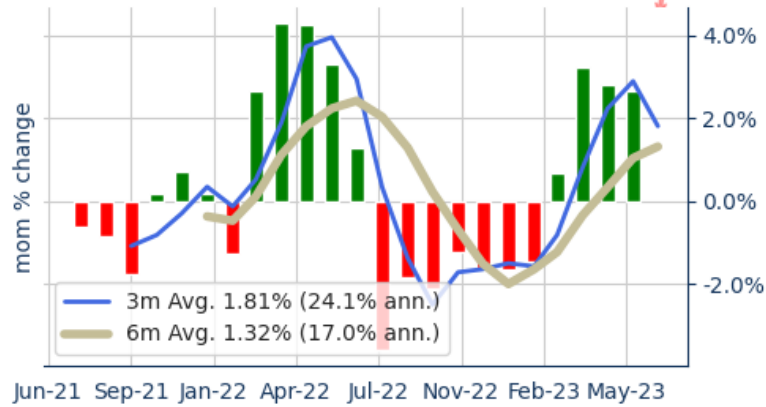
Existing Single-Family Home Sales



Contingent Macro Advisors 2023 source: National Association of Realtors via Bloomberg LP

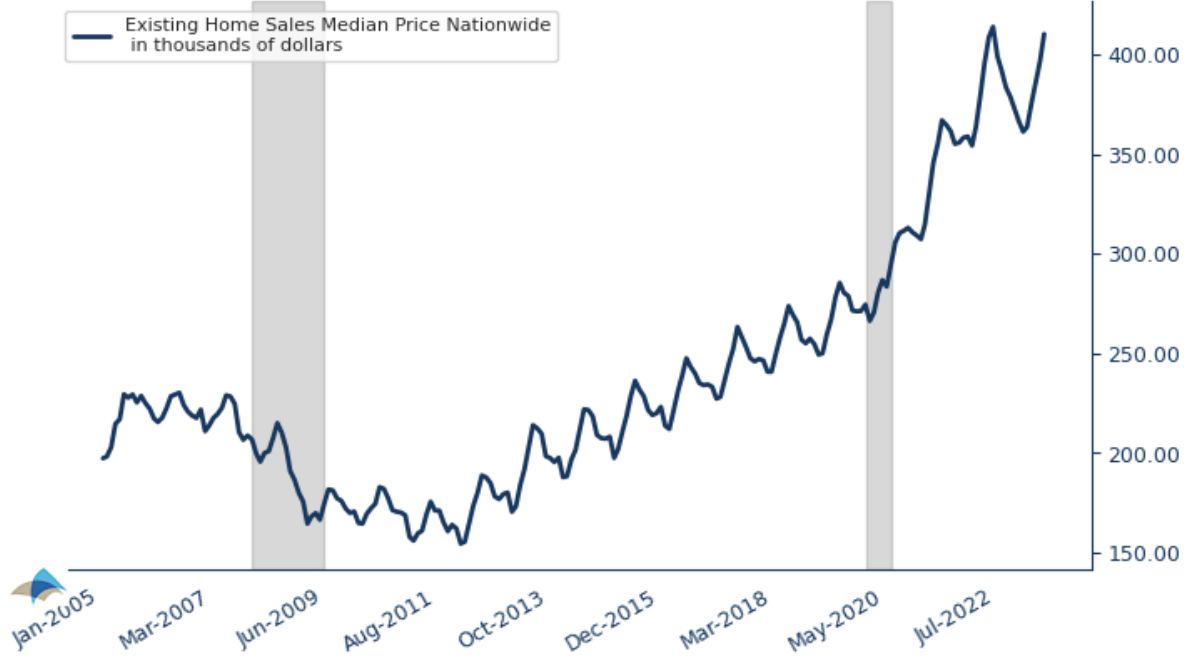
Existing Homes Median Price

year-on-year percent change

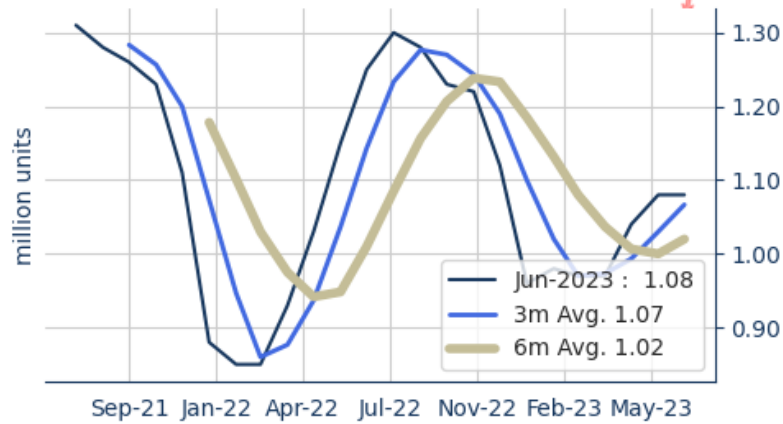


Contingent Macro Advisors 2023 source: National Association of Realtors via Bloomberg LP

Existing Homes Median Price



Existing Home Sales Inventory



Contingent Macro Advisors 2023 source: National Association of Realtors via Bloomberg LP

US Existing Home Sales (millions of units unless noted)	Jun-23	May-23	Apr-23	3m. avg.	6m. avg.	12m. avg.	2022	5y
Existing Home Sales Total	4.16	4.30	4.29	4.20	4.30	4.40	5.08	5.40
Single-Family Home Sales	3.72	3.85	3.86	3.80	3.90	3.90	4.53	4.80
Condo Sales	0.44	0.45	0.43	0.40	0.40	0.50	0.55	0.60
Northeast	0.51	0.50	0.51	0.50	0.50	0.50	0.63	0.70
Midwest	0.99	0.99	1.02	1.00	1.00	1.10	1.20	1.30
South	1.91	2.02	1.99	2.00	2.00	2.00	2.27	2.40
West	0.75	0.79	0.77	0.80	0.80	0.80	0.97	1.10
National Inventory for Sale	1.08	1.08	1.04	1.10	1.00	1.10	1.10	1.40
Months Supply (in months,	3.10	3.00	2.90	3.00	2.80	3.00	2.68	3.10

Sales/Inventory)								
New Listings	0.43	0.45	0.41	0.40	0.40	0.40	0.43	0.40

Source: National Ass. Of Realtors via Bloomberg

US Existing Home Prices (000s of Dollars)	Jun-23	May-23	Apr-23	3m. avg.	6m. avg.	12m. avg.	2022	5y
Median Price Nationally	410.2	396.4	385.9	397.5	382.1	382.1	383.9	323.6
Northeast - Median	475.3	439.0	422.7	445.7	417.3	417.9	413.3	356.5
Midwest - Median	311.8	298.0	286.3	298.7	280.1	278.4	275.6	242.6
South - Median	366.6	361.4	353.3	360.4	350.1	349.2	349.4	287.3
West - Median	606.5	598.6	576.3	593.8	571.5	579.6	595.8	491.0

Source: National Ass. Of Realtors via Bloomberg