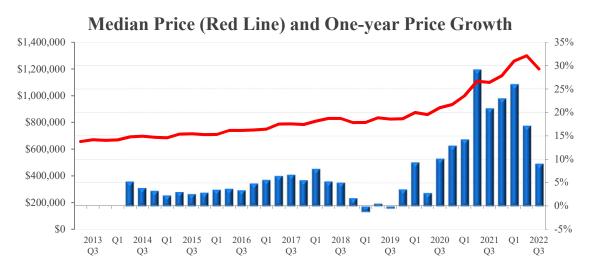


Anaheim-Santa Ana-Irvine Area

Local Market Report, Third Quarter 2022

Today's Market...



| Anaheim | | | |
|-------------|---|---|--|
| Anancini | U.S. | Local Trend | |
| \$1,200,000 | \$391,467 | Duises and you from a year and but maid | |
| 9.1% | 8.6% | Prices are up from a year ago, but price growth is slowing | |
| 45.3% | 41.4% | | |
| \$374,000 | \$114,567 | Gains in the last 3 years have extended trend of positive price growth after the recession | |
| \$484,700 | \$164,133 | | |
| \$529,300 | \$184,600 | | |
| | 9.1% 45.3% \$374,000 \$484,700 | 9.1% 8.6% 45.3% 41.4% \$374,000 \$114,567 \$484,700 \$164,133 | |

| | Anaheim | U.S. | | |
|--|-------------|----------------|---|--|
| Conforming Loan Limit** | \$1,089,300 | \$1,089,300 | Government-backed financing is limited in | |
| FHA Loan Limit | \$1,089,300 | \$1,089,300 | this market, hampering home sales | |
| Local Median to Conforming Limit Ratio | 110% | not comparable | tins market, nampering nome sales | |
| Note: limits are current and include the changes made on January 1st 2023. | | | | |

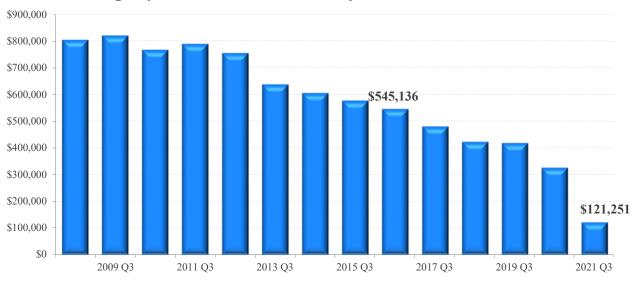
Local NAR Leadership

The Anaheim-Santa Ana-Irvine market is part of region 13 in the NAR governance system, which includes all of California, Hawaii, and Guam. The 2022 NAR Regional Vice President representing region 13 is Shannon King.



Benefits of Ownership: Total Equity Appreciation

Total Equity Accrued to Owner by Year and Quarter of Purchase



| Total Equity Gained** through 2022 Q3 from quarter in which home was of purchased | | | | |
|---|-----------|-----------|---|--|
| Price Activity | Anaheim | U.S. | Local Trend | |
| 1-year (4-quarter) | \$121,251 | \$38,029 | | |
| 3-year (12-quarter)* | \$417,590 | \$129,179 | | |
| 5-year (20-quarter)* | \$479,816 | \$160,886 | Price appreciation and principle payments in the last 3 years have boosted total equity | |
| 7-year (28 quarters)* | \$575,982 | \$193,144 | growth since the recession | |
| 9-year (36 quarters)* | \$637,006 | \$217,820 | | |

*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



28,000

1,000

-2,500

Drivers of Local Supply and Demand...

| Local Economic Outlook | Anaheim | U.S. | | |
|-----------------------------------|---------|-------------------|--|--|
| 12-month Job Change (Sep) | 73,500 | Not Comparable | Employment has held up and is on an | |
| 12-month Job Change (Aug) | 60,400 | Not Comparable | upward trend | |
| 36-month Job Change (Sep) | -2,900 | Not Comparable | Unemployment in Anaheim is better than | |
| Current Unemployment Rate (Sep) | 2.7% | 3.5% | the national average and improving | |
| Year-ago Unemployment Rate | 5.0% | 4.7% | Local employment growth is strong | |
| 1-year (12 month) Job Growth Rate | 4.6% | 4.3% | compared to other markets | |

Share of Total Employment by Industry

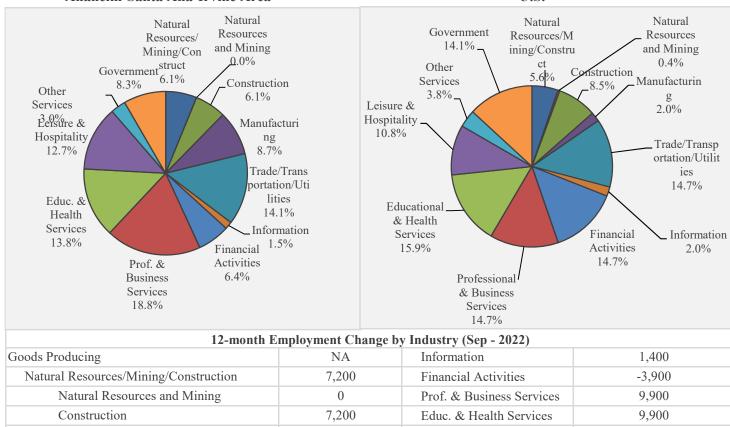
Anaheim-Santa Ana-Irvine Area

Manufacturing

Service Providing Excluding Government

Trade/Transportation/Utilities

U.S.



| State Economic Activity Index | California | U.S. | |
|-------------------------------|------------|------|--|
| 12-month change (2022 - Sep) | 8.5% | 4.9% | California's economy is stronger than the nation's, but slowed from last month's |
| 36-month change (2022 - Sep) | 9.9% | 5.2% | 9.27% change |

Leisure & Hospitality

Other Services

Government

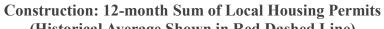
7,400

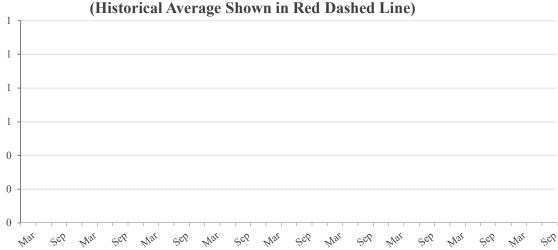
NA

2,000

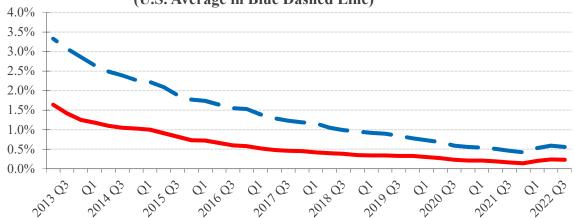


| New Housing Construction | | | | | | |
|---|----|----------------|--------------------------|--|--|--|
| Local Fundamentals Anaheim U.S. | | | | | | |
| 12-month Sum of 1-unit Building Permits through Sep | NA | not comparable | Local Data Not Available | | | |
| 8-year average for 12-month Sum of 1-Unit Building Permits | NA | not comparable | Local Data Not Available | | | |
| Single-Family Housing Permits (Sep) 12-month sum vs. a year ago | NA | -7.7% | Local Data Not Available | | | |









Source: Mortgage Bankers' Association

Affordability



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



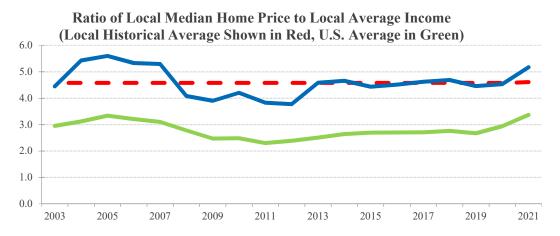
| Monthly Mortgage Payment to Income | Anaheim | U.S. | | |
|------------------------------------|---------|-------|--|--|
| Ratio for 2021 | 26.0% | 16.9% | Weak by local standards and could weig | |
| Ratio for 2022 Q3 | 39.4% | 24.4% | on demand | |
| Historical Average | 28.8% | 18.1% | Weaker affordability than most markets | |

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

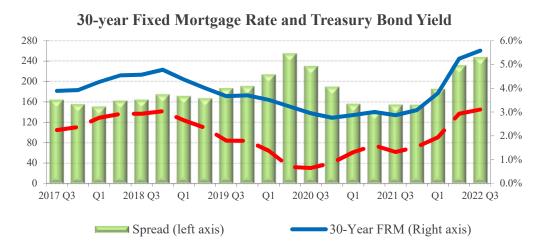


| Median Home Price to Income | Anaheim | U.S. | |
|-----------------------------|---------|------|--|
| Ratio for 2021 | 5.2 | 3.4 | The price-to-income ratio eased, but could |
| Ratio for 2022 Q3 | 5.7 | 3.6 | be better |
| Historical Average | 4.6 | 2.7 | Less affordable than most markets |





The Mortgage Market



Mortgage rates continued their upward trek in the third quarter of the year. Due to elevated inflation, the Federal Reserve raised twice its short-term interest rates by 75 basis points each time. While both rising inflation and higher interest rates typically move up mortgage rates, the 30-year fixed mortgage rate surpassed the 6.5 percent threshold moving closer to 7 percent. According to the mortgage finance provider Freddie Mac, the 30-year fixed mortgage rate rose to 5.6 percent in Q3 2022 from 2.9 percent a year earlier. As long as inflation remains elevated, mortgage rates will continue to rise. NAR forecasts the 30-year fixed mortgage rate to average 6.5 percent at the end of the year.



Geographic Coverage for this Report

The Anaheim area referred to in this report covers the geographic area of the Anaheim-Santa Ana-Irvine 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:

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|--------|-----|----------|------|
| Oran | oe. | Co | บทรา |
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More information on the OMB's geographic definitions can be found at https://obamawhitehouse.archives.gov/omb/bulletins_default/