



KEEPING CURRENT MATTERS

HOW'S THE MARKET?

Presented by David Childers, Keeping Current Matters





“People do not follow the best leaders. They follow the ones they can understand the easiest.”

Donald Miller



1. Where Are Rates Going Next?
2. Will More Homes Sell Next Year?
3. What's Happening with Home Prices?

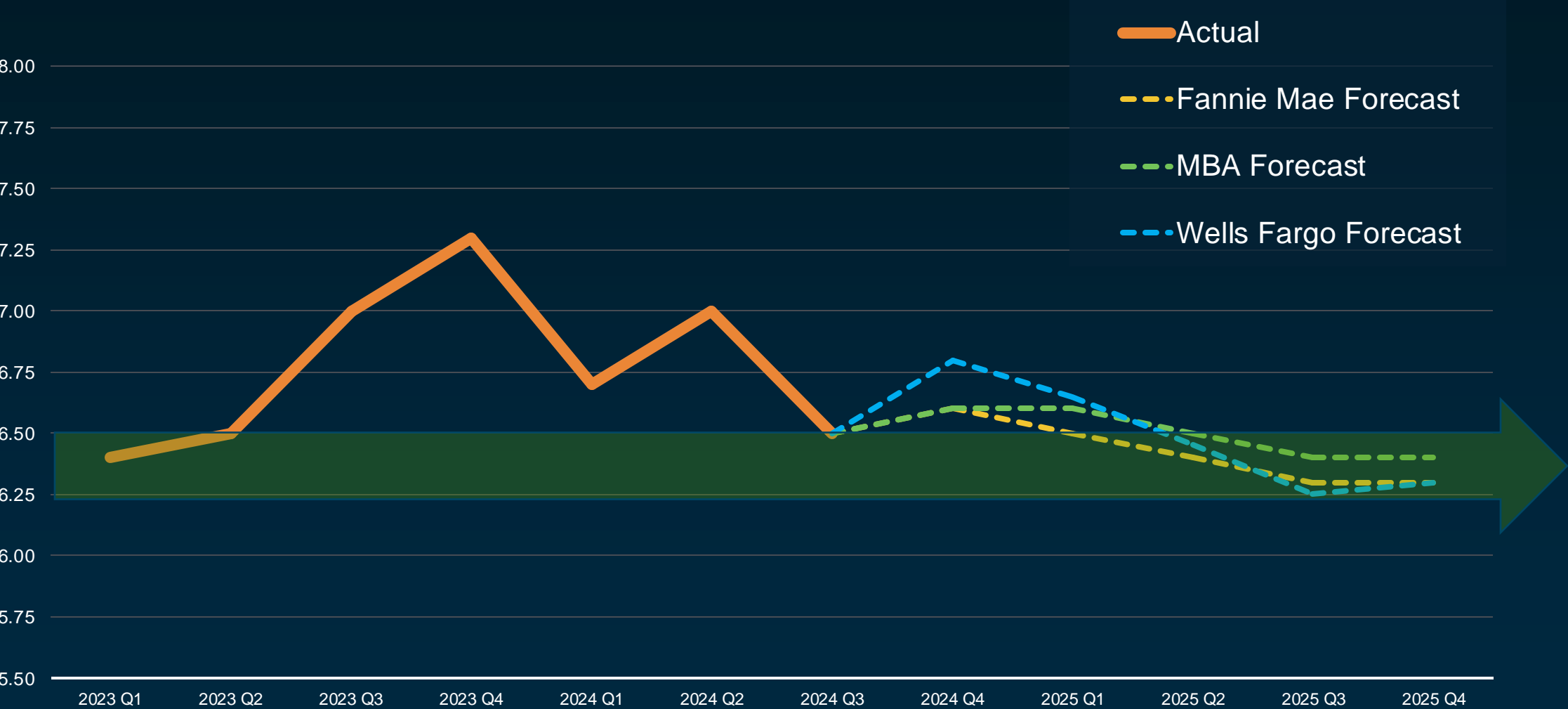


Are we going to go back to 4%? Per my forecast, unfortunately, we will not. It's more likely that we'll go back to 6%. **That will be the new normal, bouncing around 5.5%-6.5%.**

Lawrence Yun
Chief Economist, NAR

Mortgage Rates & Projections

30-Year Fixed Rate, As of 12/6/2024



Mortgage Rate Projections

30-Year Fixed Rate, As of 12/6/2024

Quarter	Fannie Mae	MBA	Wells Fargo	Average of All Three
2024 Q4	6.60%	6.60%	6.80%	6.67%
2025 Q1	6.50%	6.60%	6.65%	6.58%
2025 Q2	6.40%	6.50%	6.45%	6.45%
2025 Q3	6.30%	6.40%	6.25%	6.32%
2025 Q4	6.30%	6.40%	6.30%	6.33%



Lower mortgage rates are expected to boost the housing market, **but the lift will be modest given continued tightness in the existing inventory and homebuyers staying on the sidelines expecting further rate declines.**

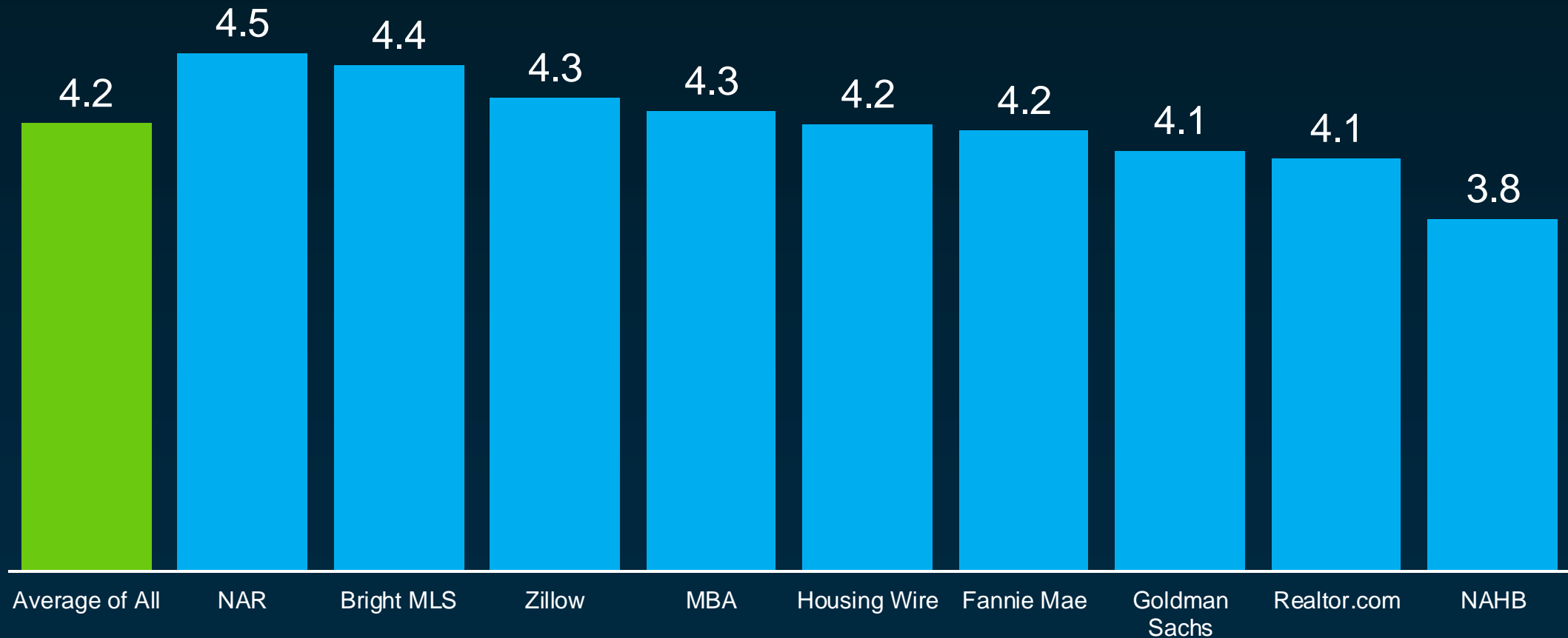
Freddie Mac



We expect existing home sales to tick up next year, ending 2025 at an annualized rate of **between 4.1 million and 4.4 million**. That represents a year-over-year increase of between 2% and 9%. We're presenting an unusually wide sales range this year because while high housing costs may price out some would-be buyers, there's also a fair amount of pent-up demand in the market.

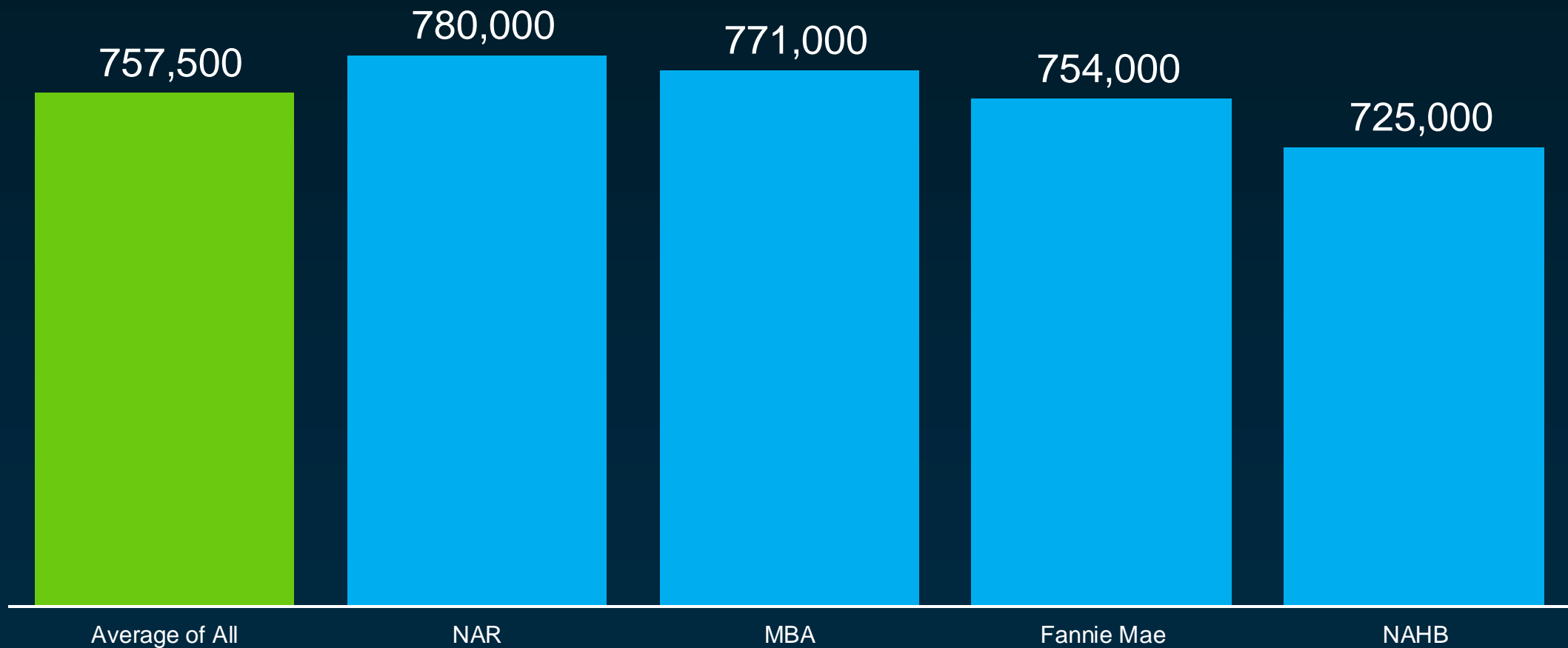
2025 Existing Home Sales Forecasts

In Millions, As of 12/6/2024



2025 **New** Home Sales Forecasts

As of 12/5/2024



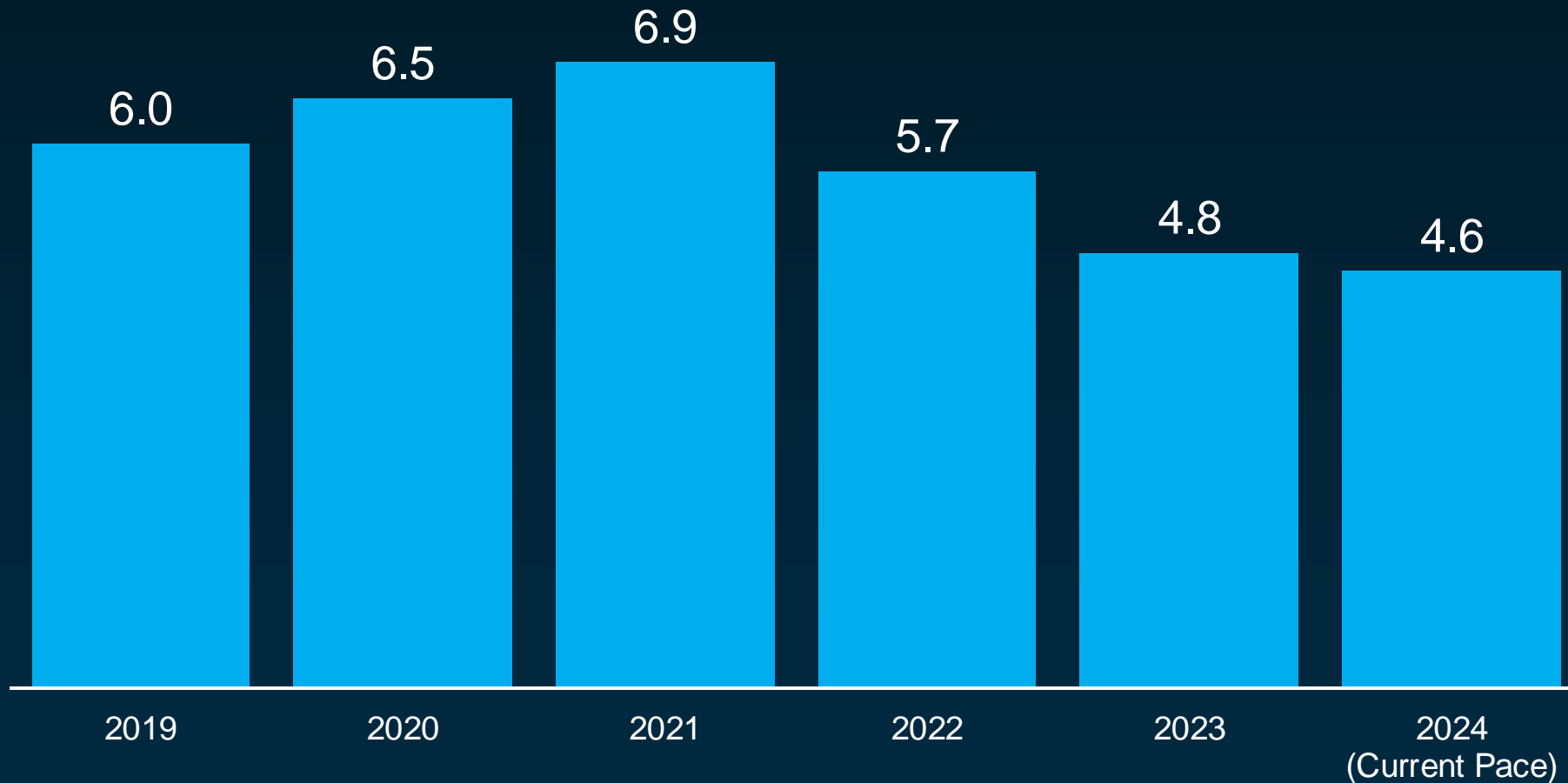


. . . our 2025 forecast shows that as both lower rates and time chisel away at the “lock-in” effect that has held back sales this year, **we should expect home sales to rise modestly by 1.5% in 2025.**

Ralph McLaughlin
Senior Economist, Realtor.com

Total Home Sales Forecast To Rise

In Millions, 2019–2025





Prices will rise at a pace similar to that of the second half of 2024 because we don't expect there to be enough new inventory to meet demand.

Redfin

2025 Home Price Forecasts

Percent Appreciation as of 12/6/2024





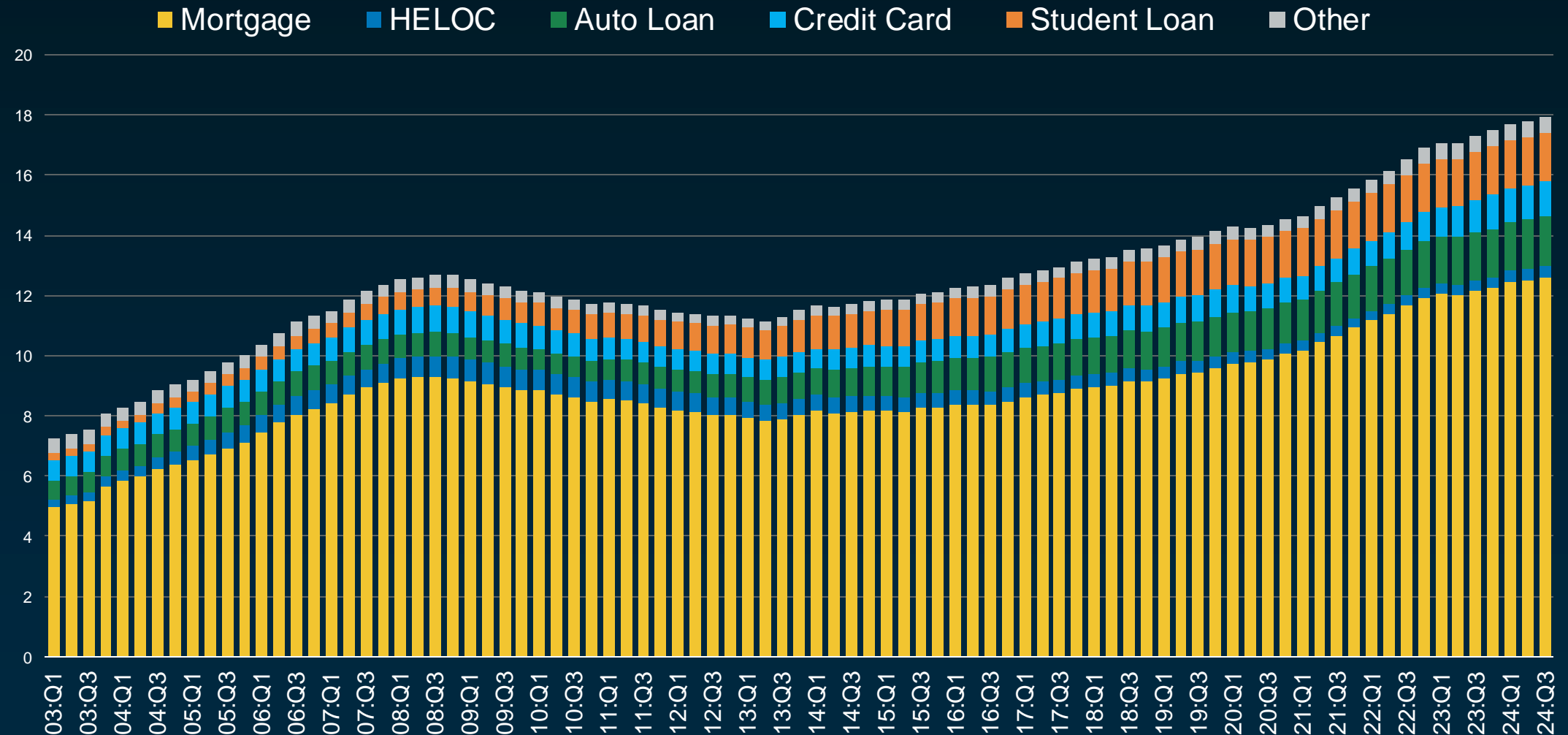
With the recent house price increases, some people are worried about a new housing bubble – but mortgage debt isn't a concern, and lending standards are much better now than during the bubble.

Bill McBride

Housing Analyst, CalculatedRisk

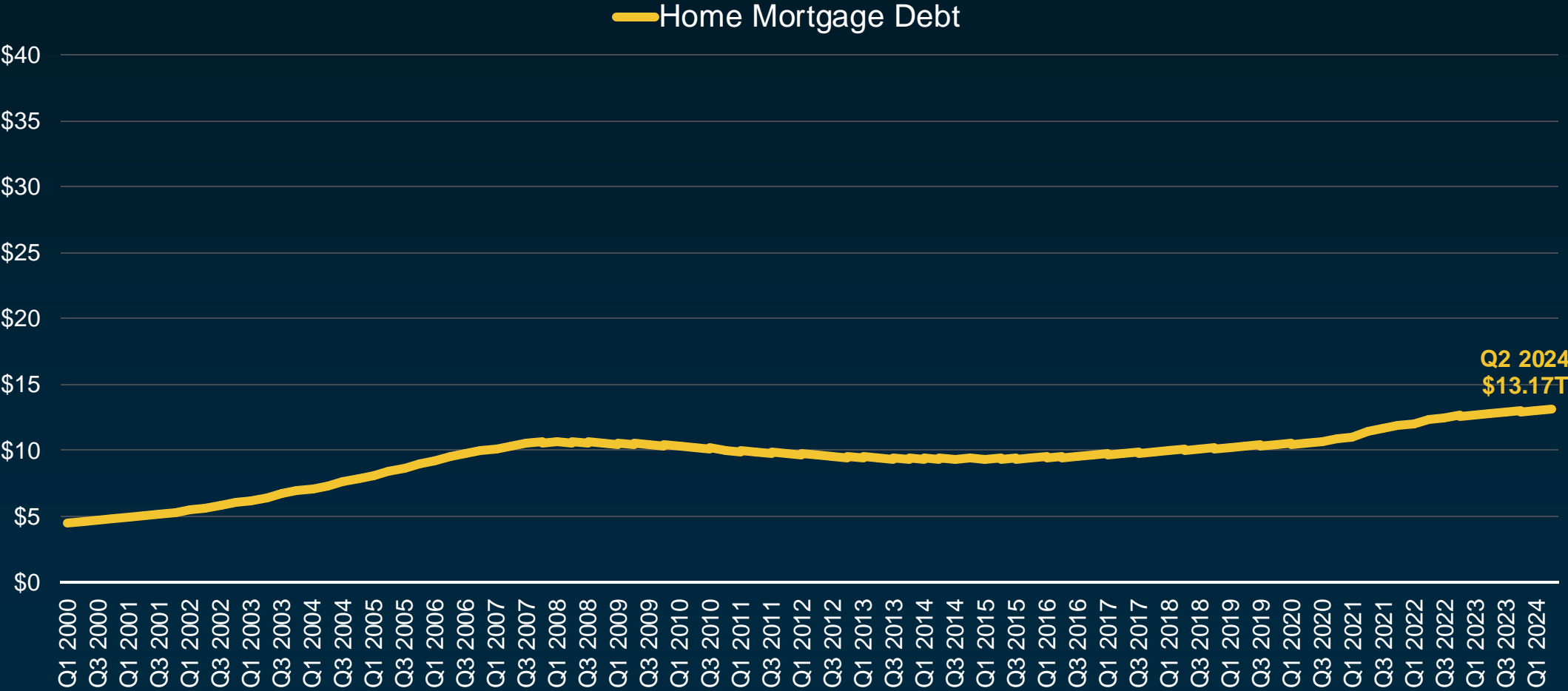
Consumer Debt at Record Level

Total Debt Balance and Its Composition, in Trillions



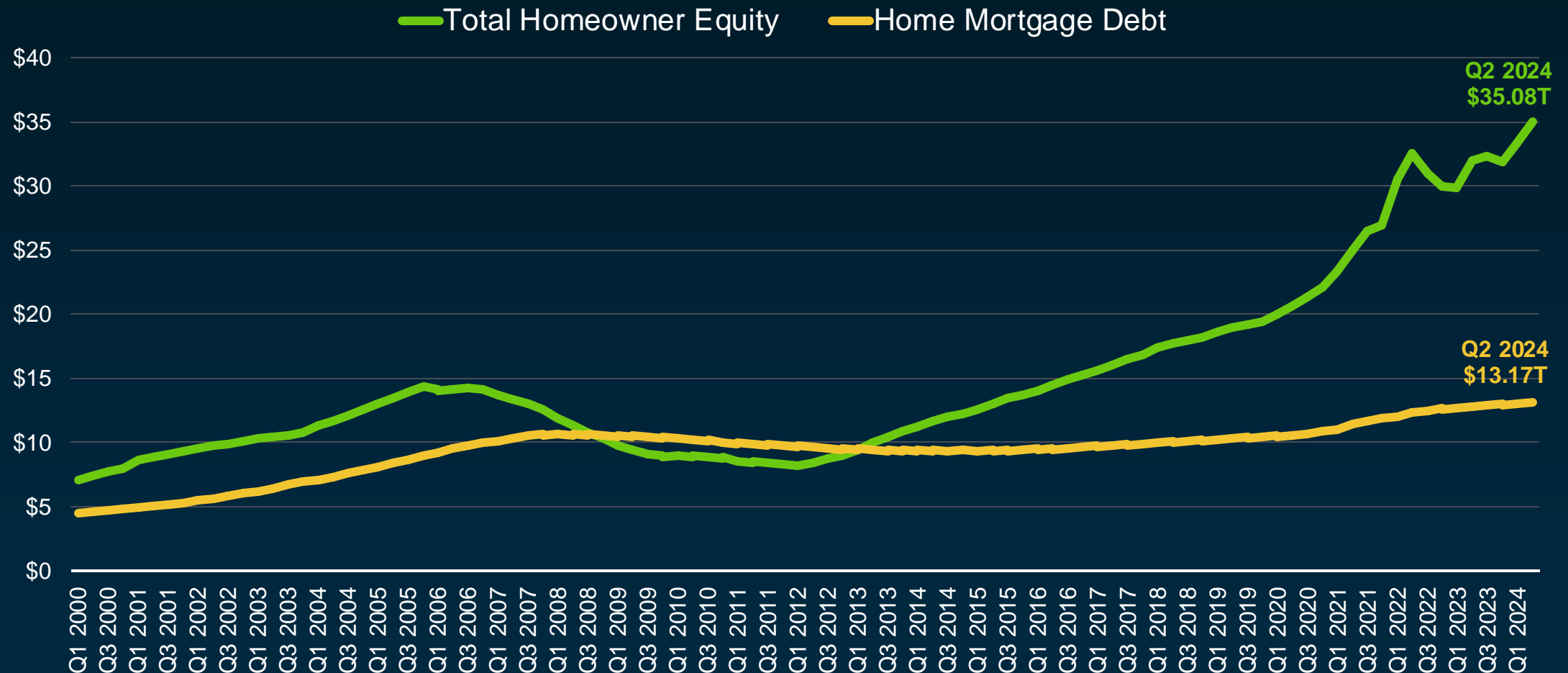
Home Equity Is Far Outpacing Mortgage Debt

Total Homeowner Equity and Home Mortgage Debt, in Trillions



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Total Homeowner Equity and Home Mortgage Debt, in Trillions

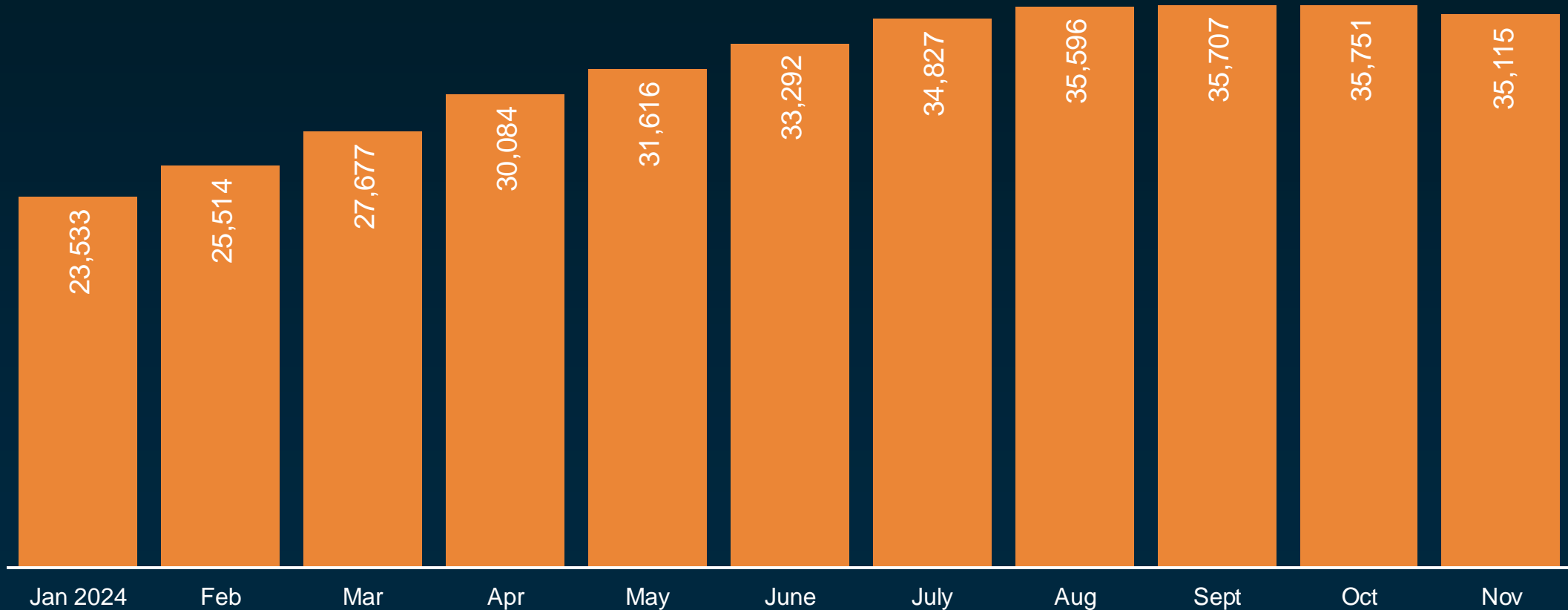




**BIGGEST
OPPORTUNITY**

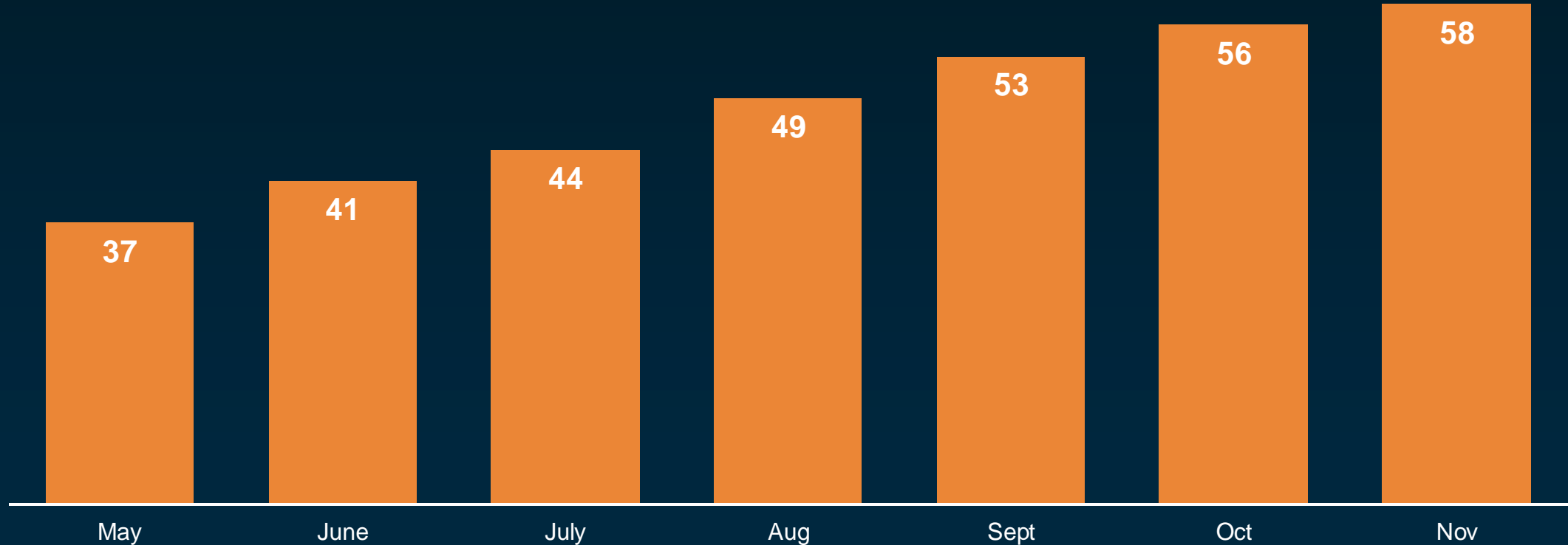
Dallas, TX: Total Listing Count

Since Jan 2024



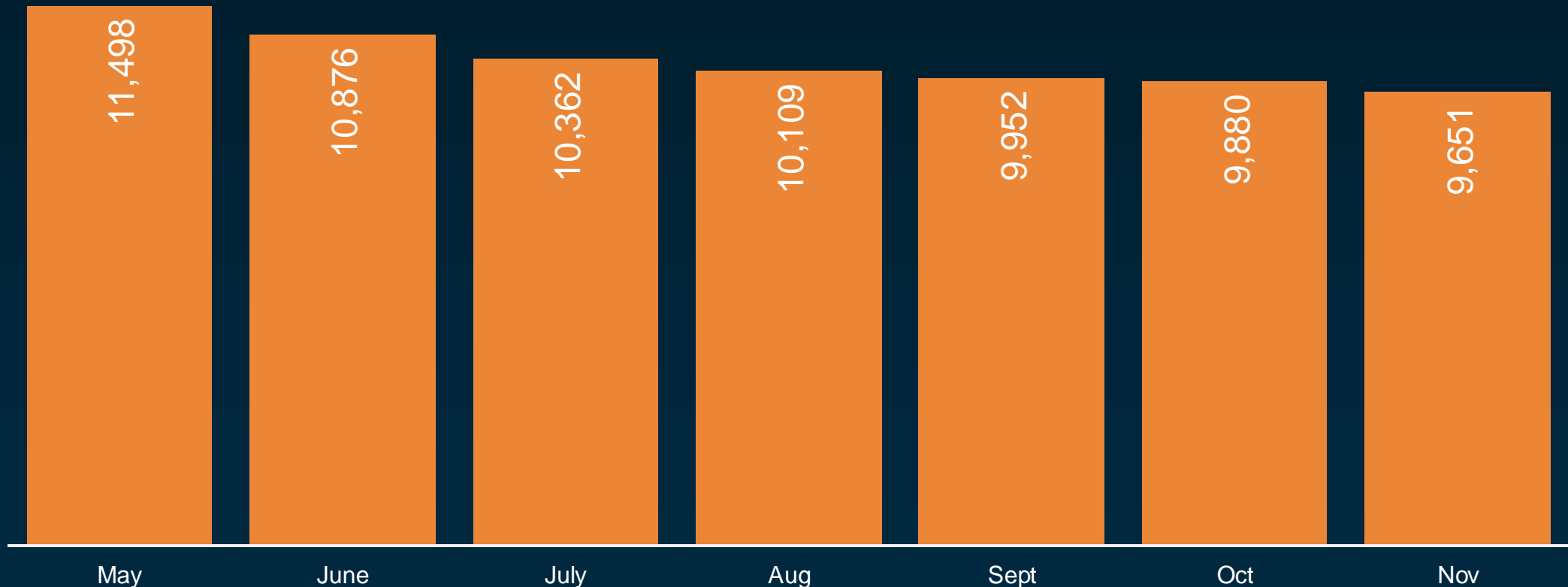
Median Days on the Market Since May 2024

Dallas, TX



Pending Listing Count since May 2024

Dallas, TX



Days on Market



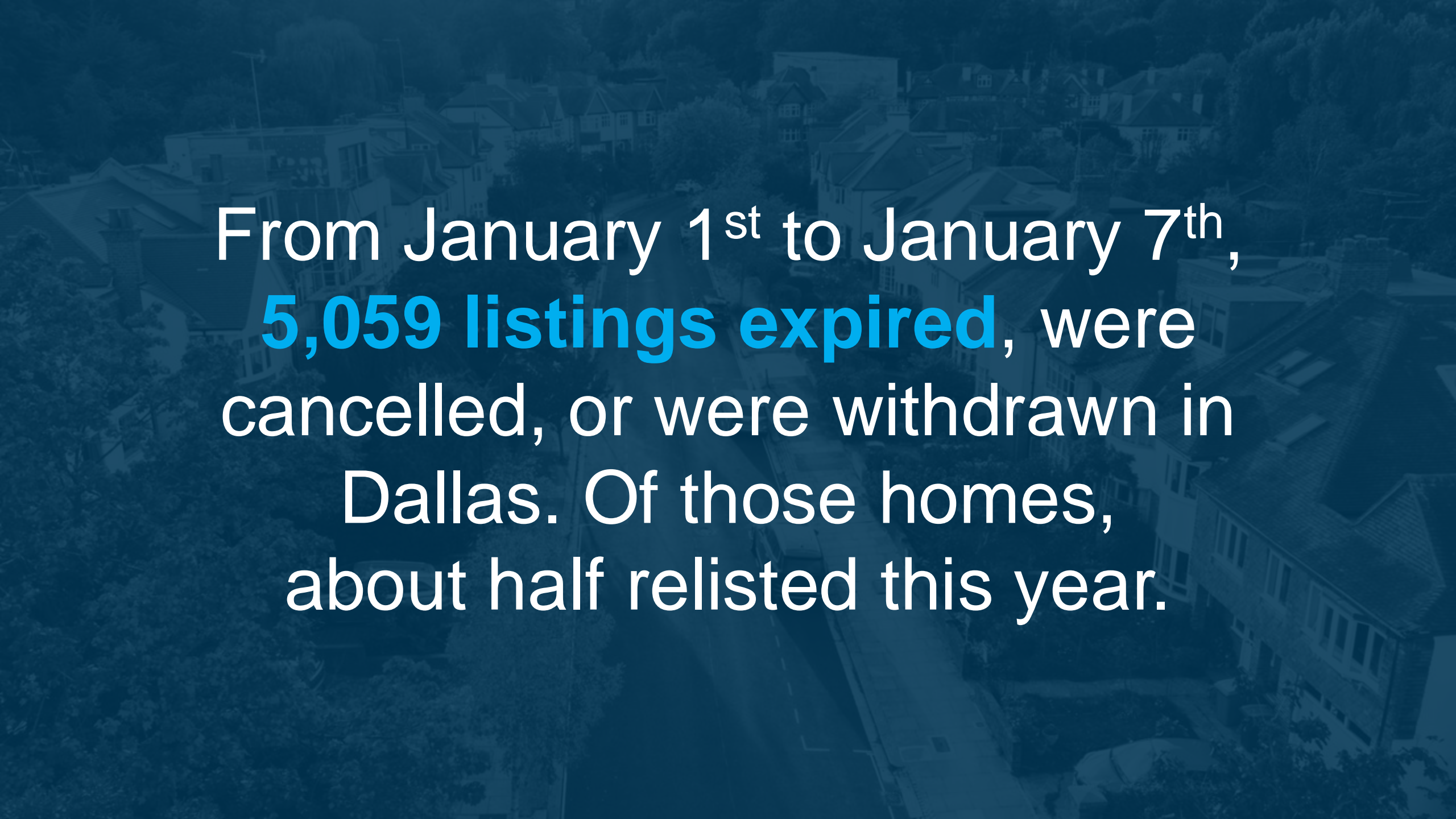
Inventory



Sales



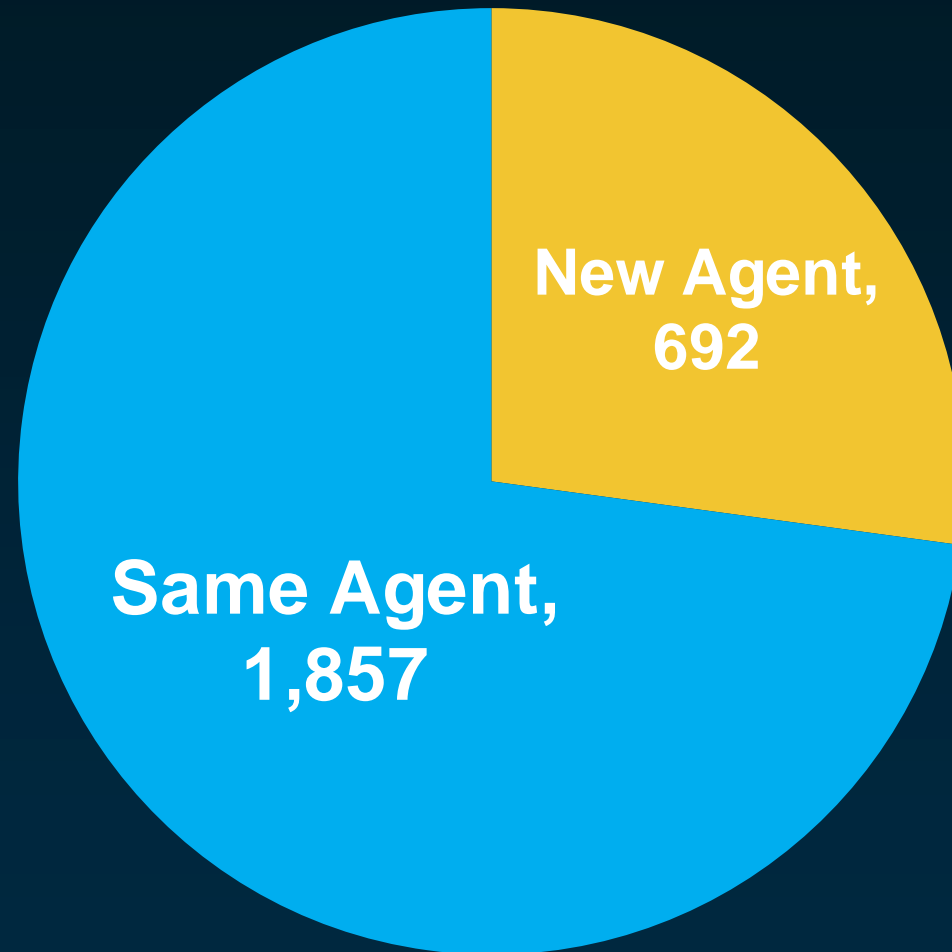
EXPIRED LISTINGS



From January 1st to January 7th,
5,059 listings expired, were
cancelled, or were withdrawn in
Dallas. Of those homes,
about half relisted this year.

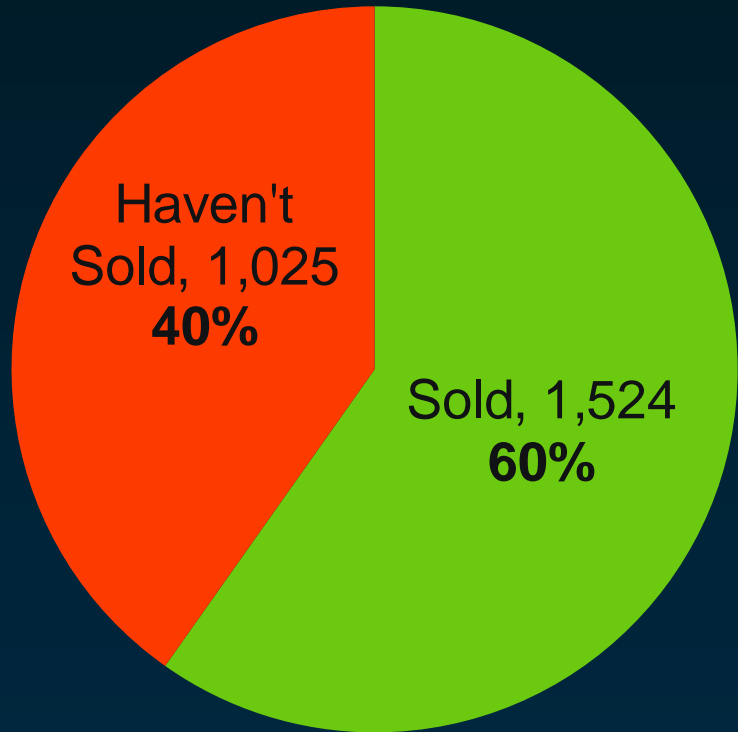
1 in 4 Relist with a Different Agent

Expired, Cancelled, and Withdrawn Listings in Dallas, TX, January 1-7, 2024



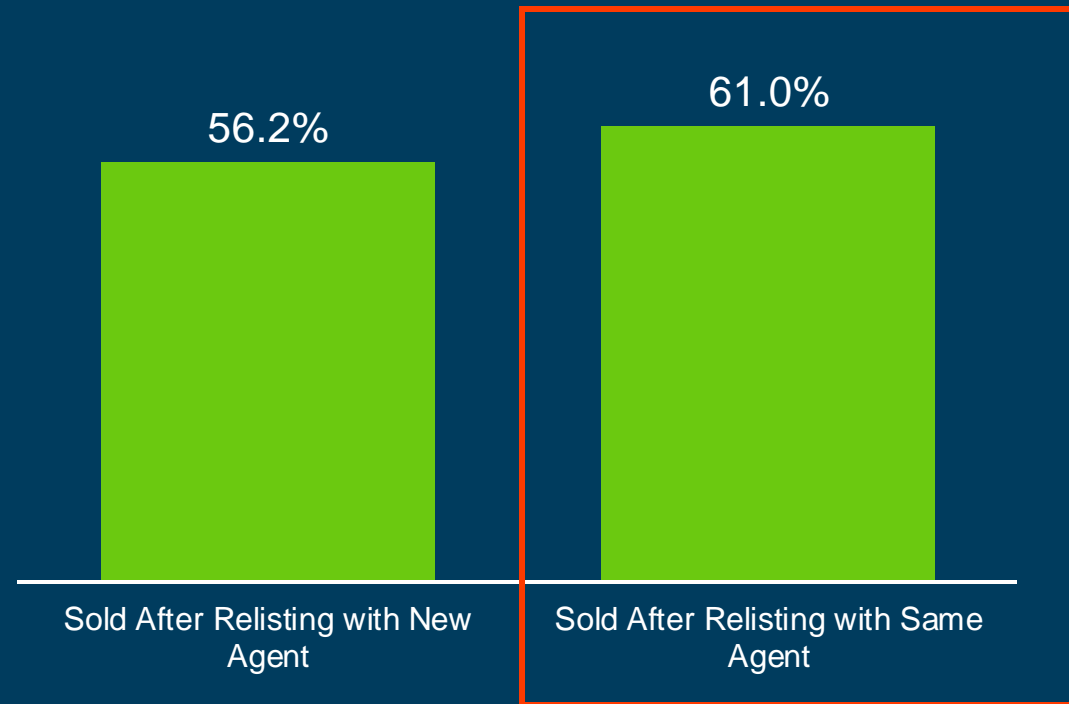
Most of the Relisted Homes Have Sold

Expired, Cancelled, and Withdrawn Listings in Dallas, TX, January 1-7, 2024



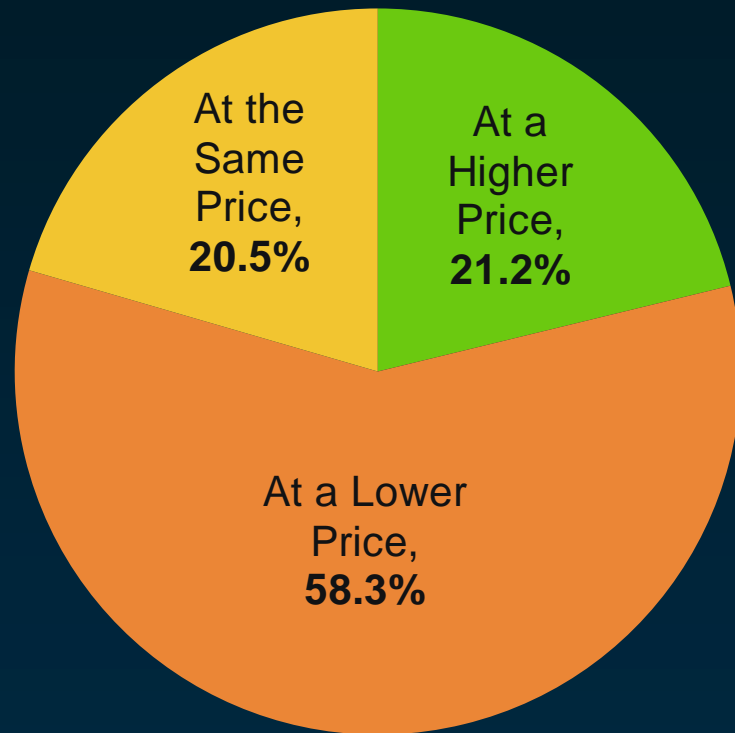
Of the 2,549 homes that were relisted, **60% have sold.**

Relisting with the Same Agent Produced a Better Sales Success Rate



Most Sellers Relist at a Lower Price

Expired, Cancelled, and Withdrawn Listings in Dallas, TX, January 1-7, 2024

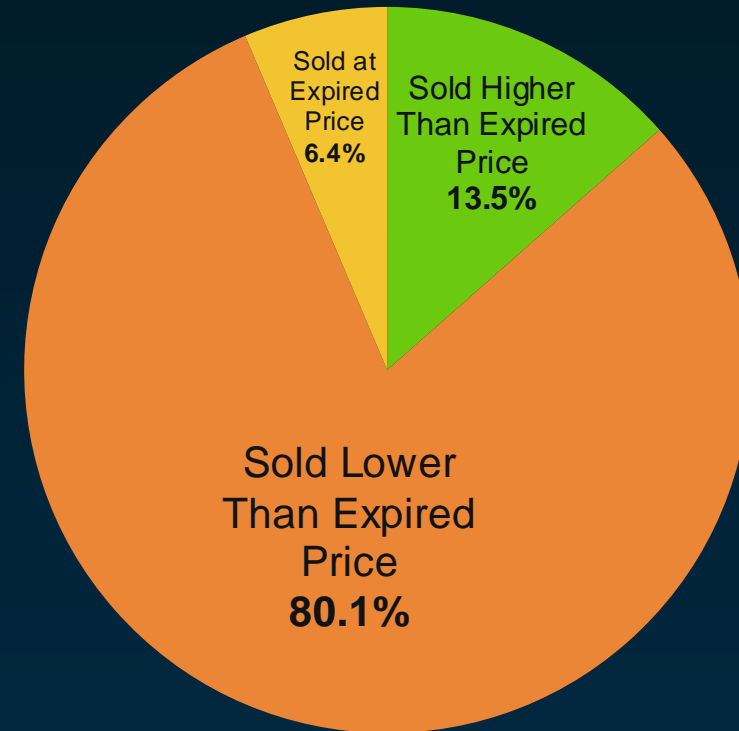


Of the 2,549 sellers who relisted, **nearly 60% did so at a lower price.**

Most Relisted Homes Sold at a Lower Price

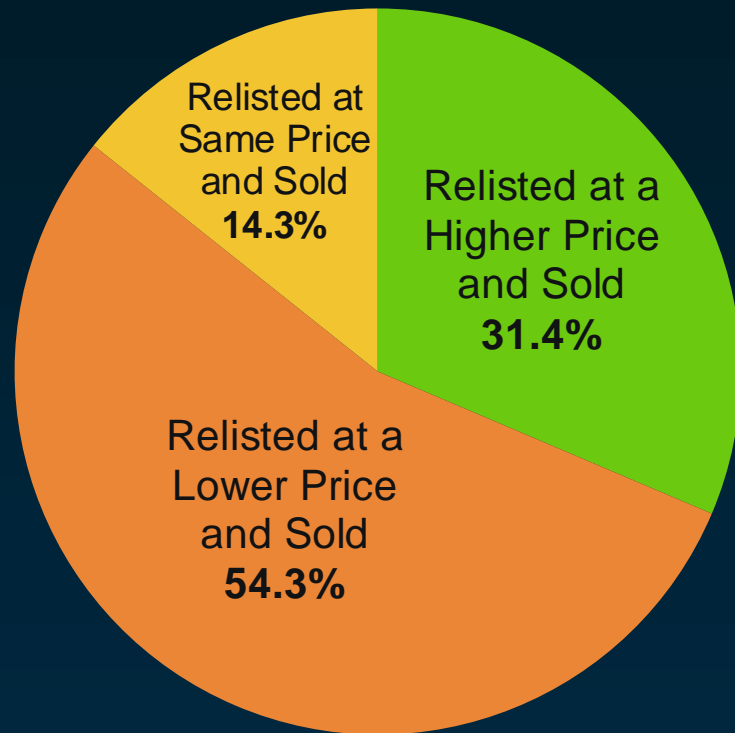
Expired, Cancelled, and Withdrawn Listings in Dallas, TX, January 1-7, 2024

Of the 1,524 relisted homes that have sold, **about 80% did so for lower than the expired price.**

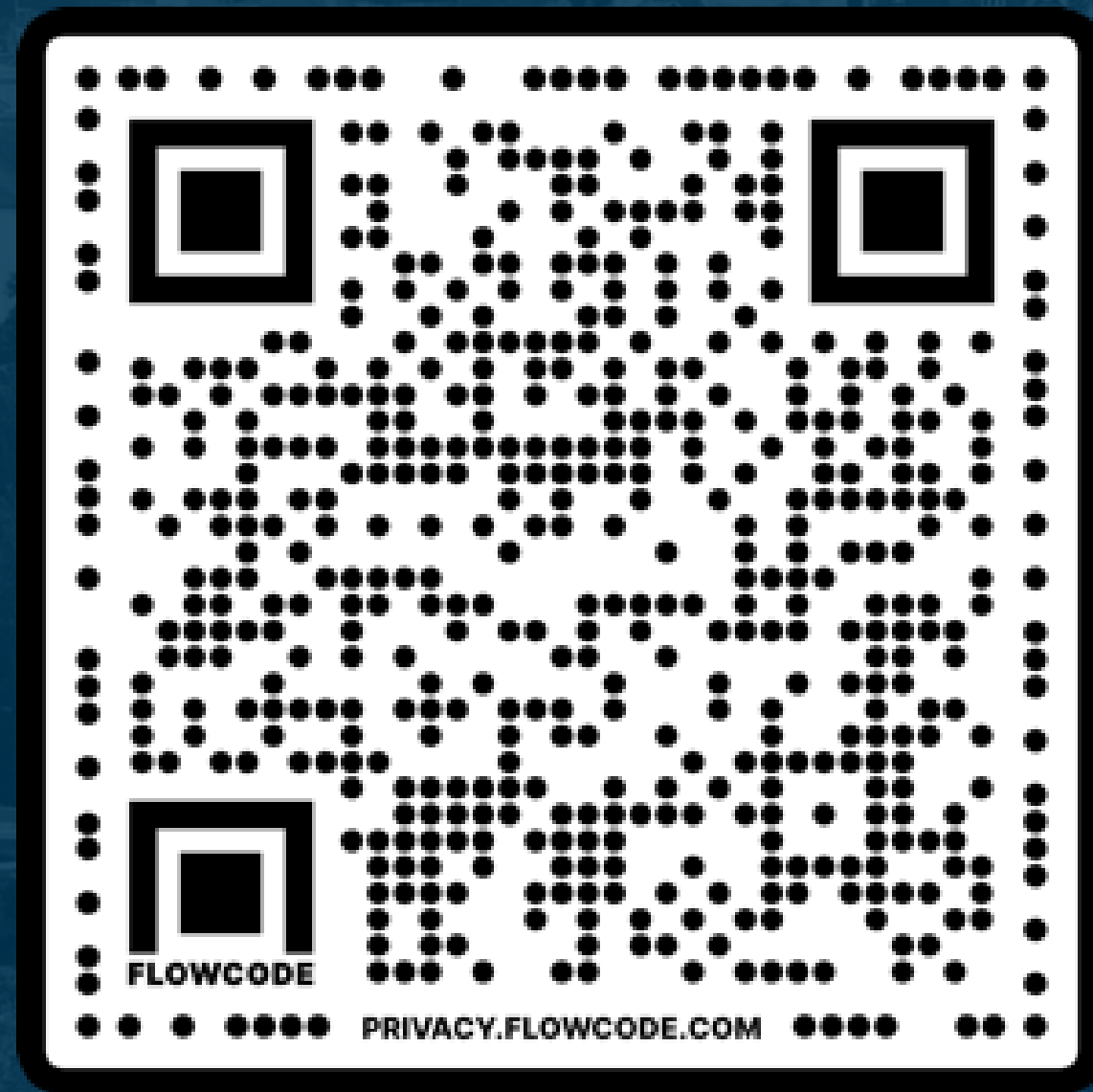


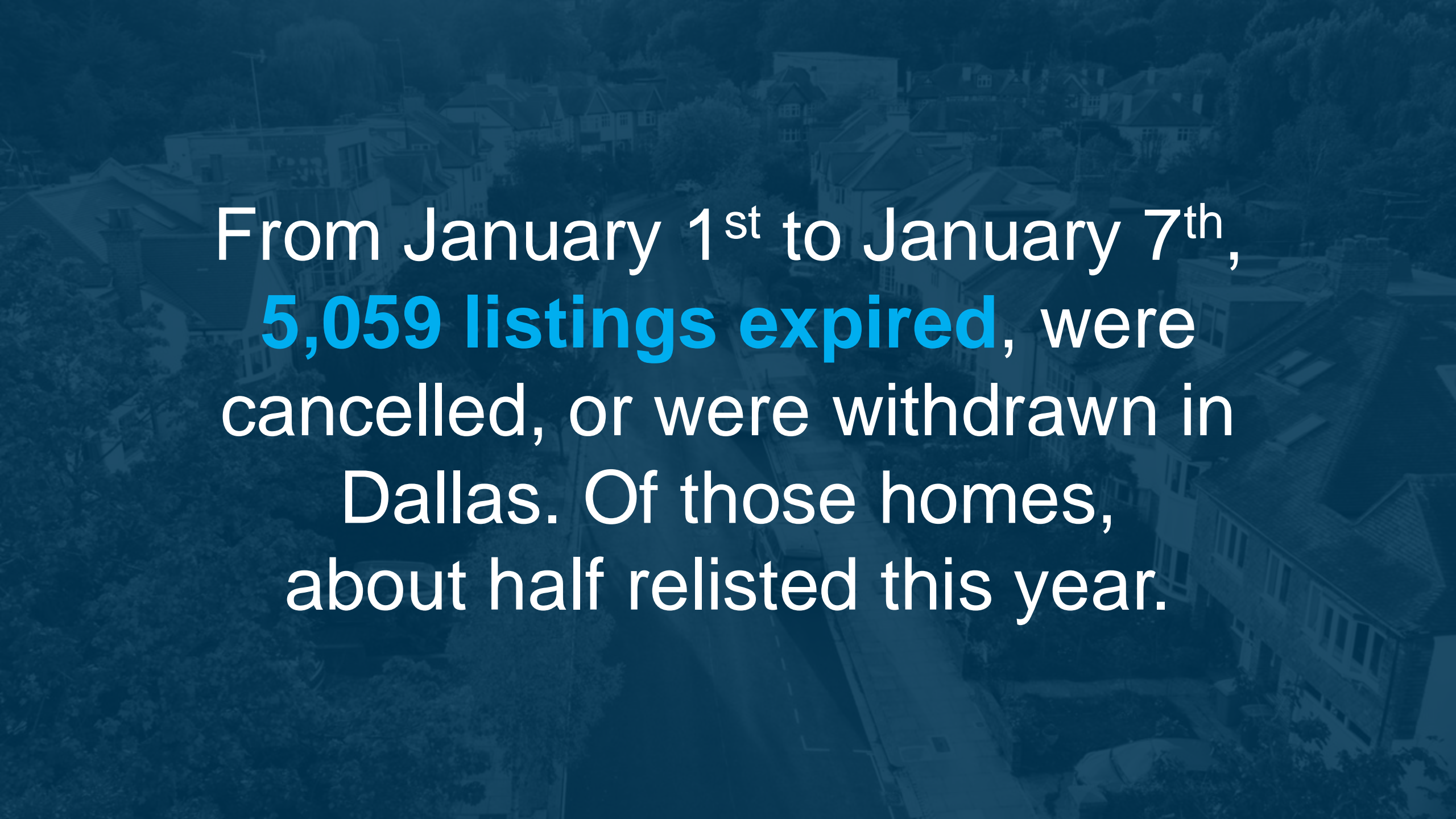
Your Best Bet Is Relisting at a Lower Price

Expired, Cancelled, and Withdrawn Listings in Dallas, TX, January 1-7, 2024



Of the 1,524 relisted homes that have sold, **over half were relisted at a lower price.**





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“

Your success
is determined by
what's inside YOU.

Steve Harney

Founder, Keeping Current Matters

