



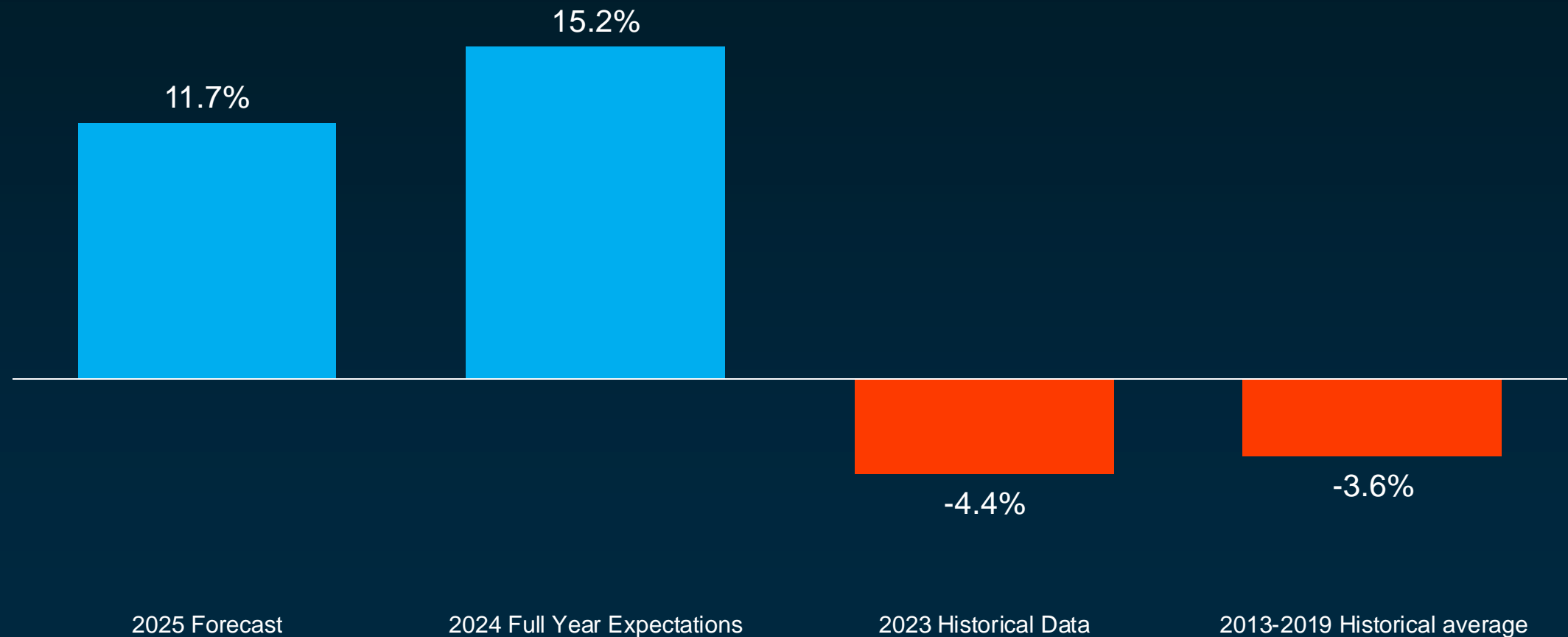
2025 Housing Market Forecast



In 2024, the housing market broke free from the clutches of tight for-sale inventory, and we expect the trend to continue in 2025 with a **forecasted increase in inventory of 11.7% compared with 2024.**

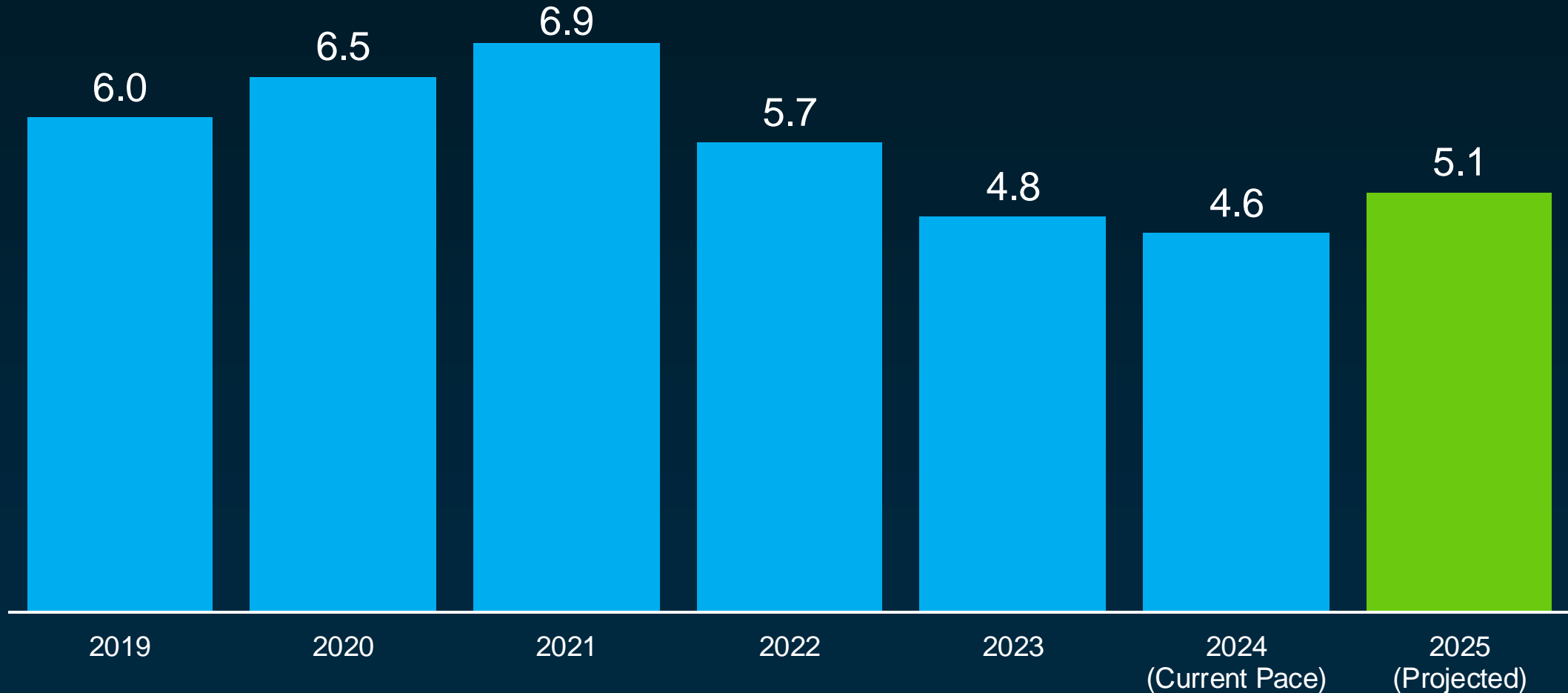
2025 Existing Home For-Sale Inventory

Year-over-Year



Total Home Sales Forecast To Rise

In Millions, 2019–2025



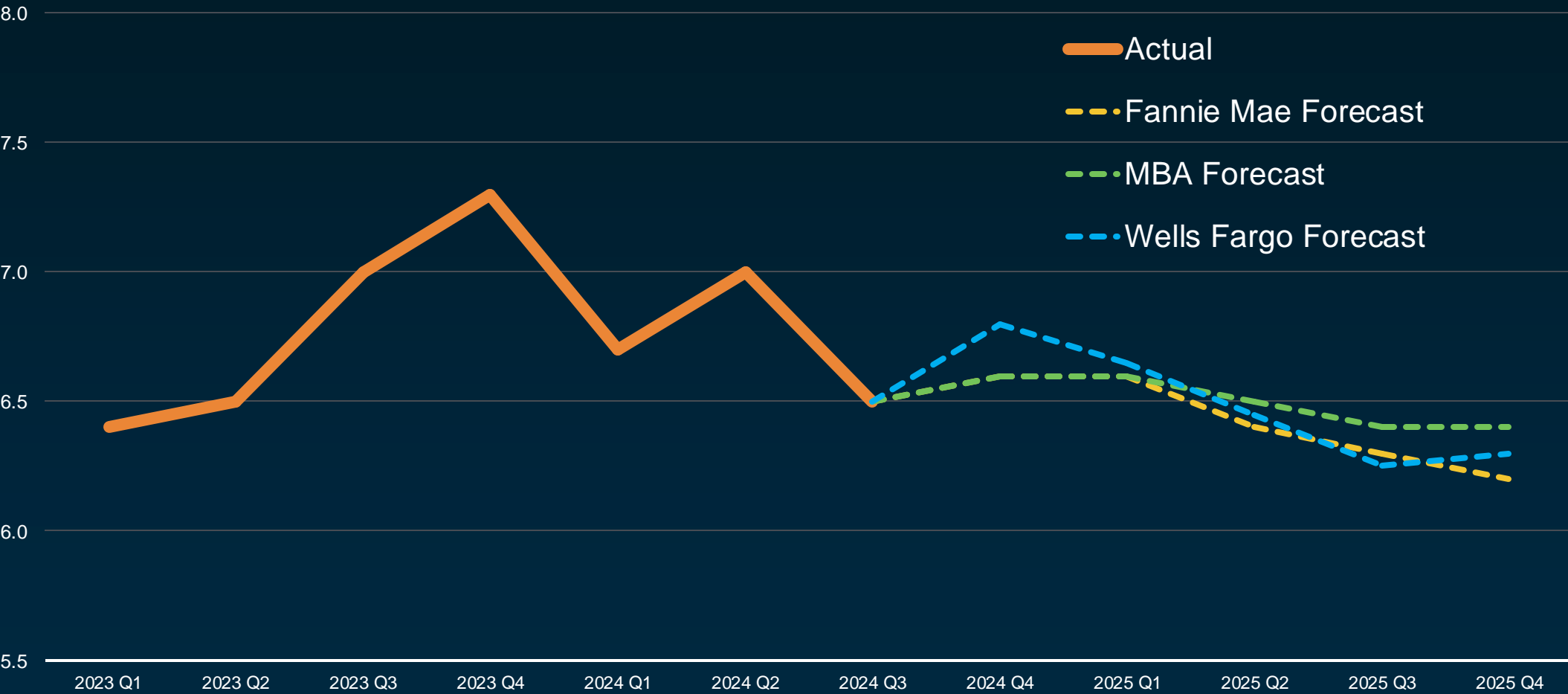
Mortgage Rate Projections

30-Year Fixed Rate, As of 12/16/2024

Quarter	Fannie Mae	MBA	Wells Fargo	Average of All Three
2025 Q1	6.60%	6.60%	6.65%	6.62%
2025 Q2	6.40%	6.50%	6.45%	6.45%
2025 Q3	6.30%	6.40%	6.25%	6.32%
2025 Q4	6.20%	6.40%	6.30%	6.30%

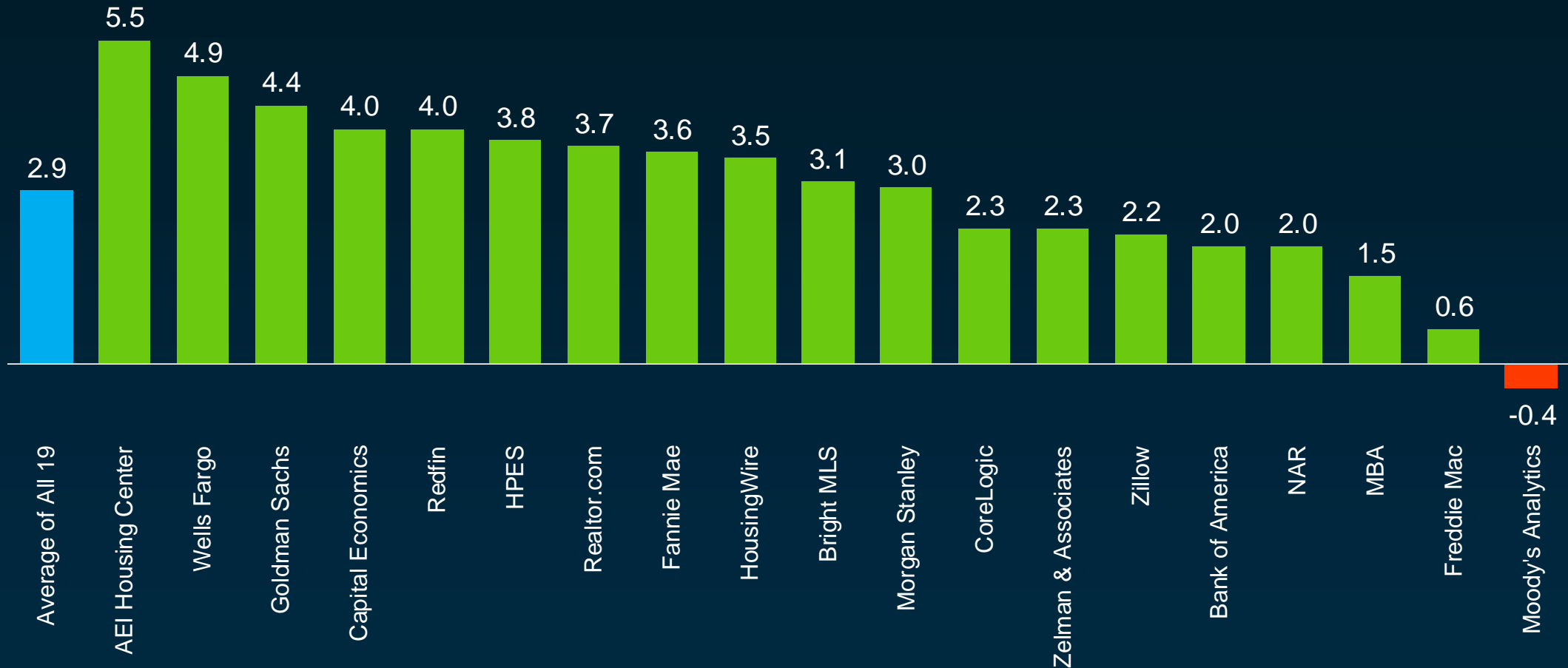
Mortgage Rates & Projections

30-Year Fixed Rate, As of 12/16/2024



2025 Home Price Forecasts

Percent Appreciation as of 12/17/2024

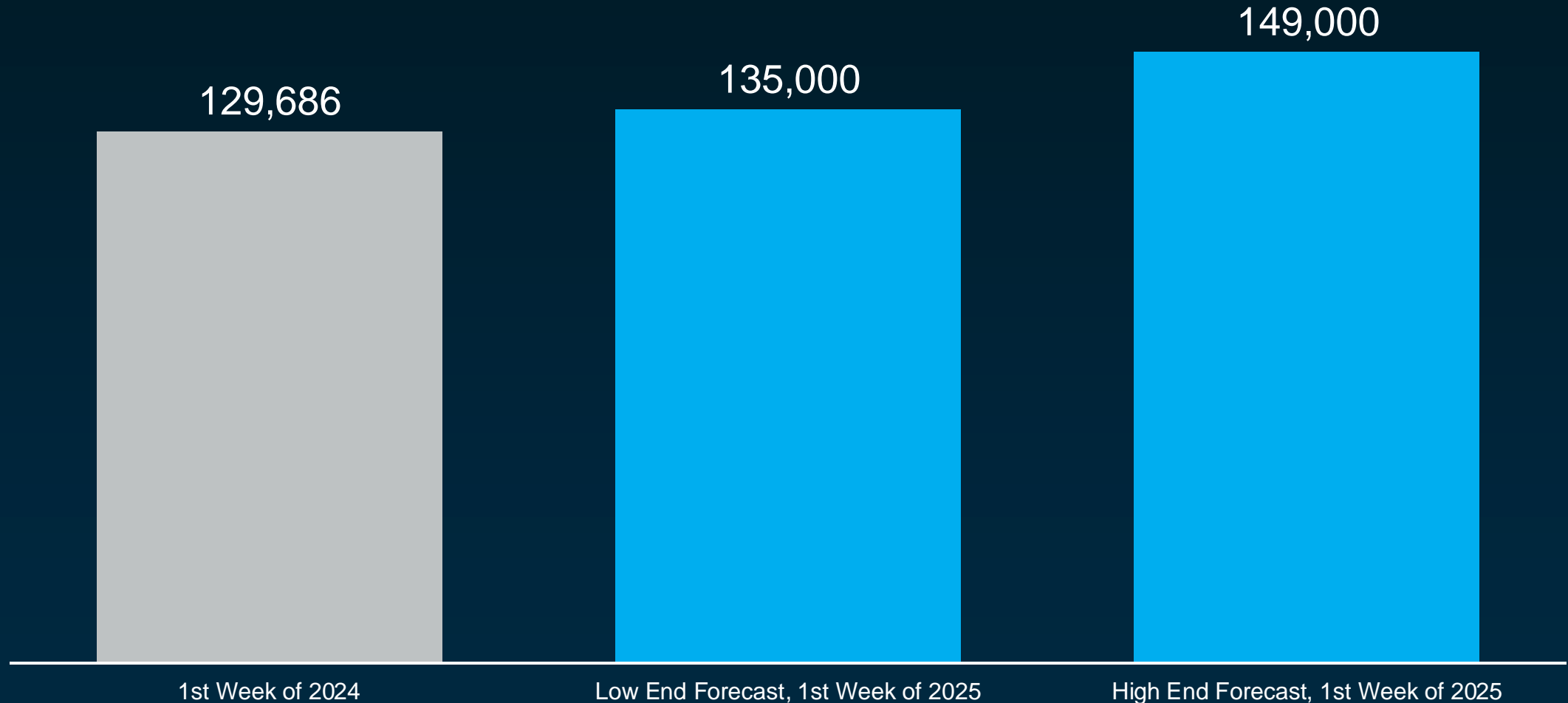


Expired Listings



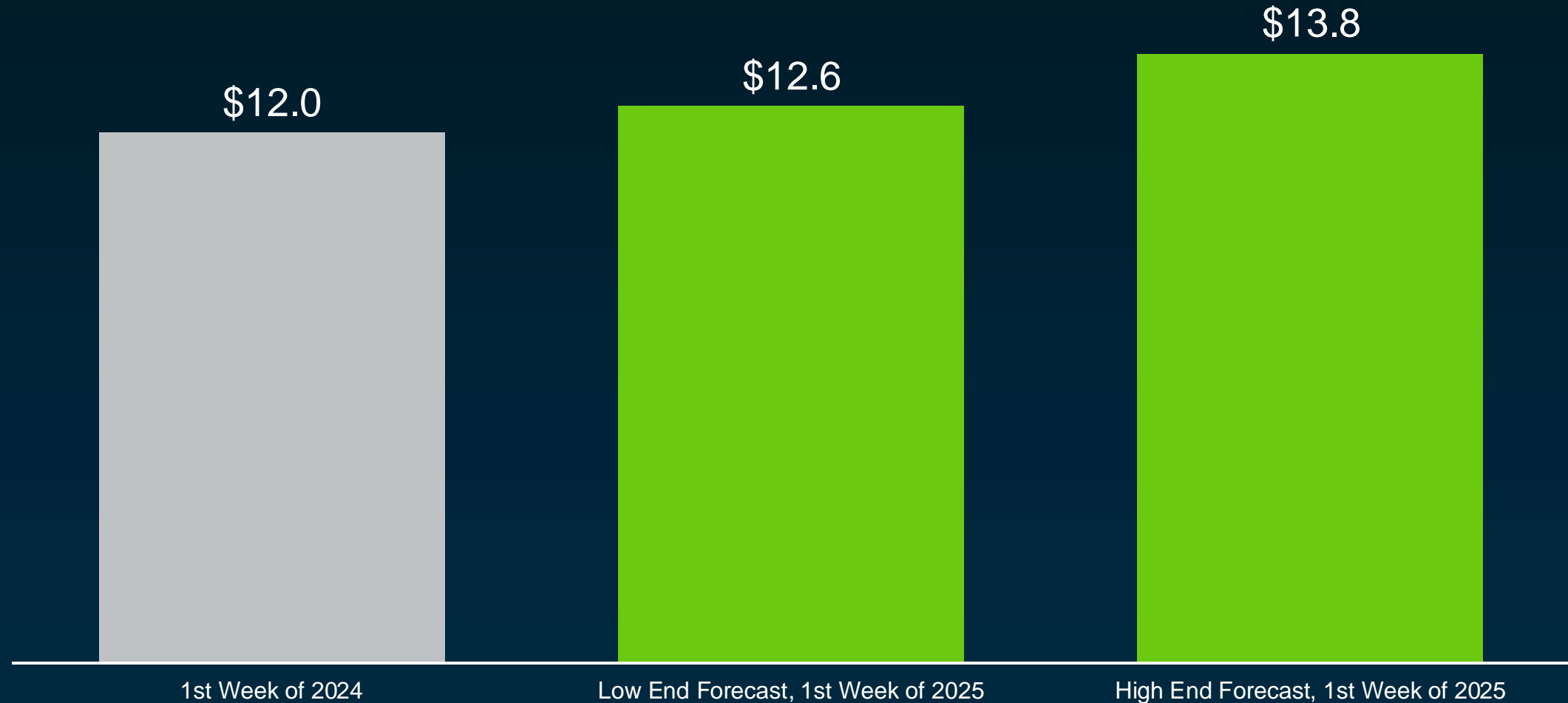
Expect an Increase in Expired Listings

Expired, Cancelled, or Withdrawn Listings, 1st Week of '24 vs 1st Week of '25 Forecasts



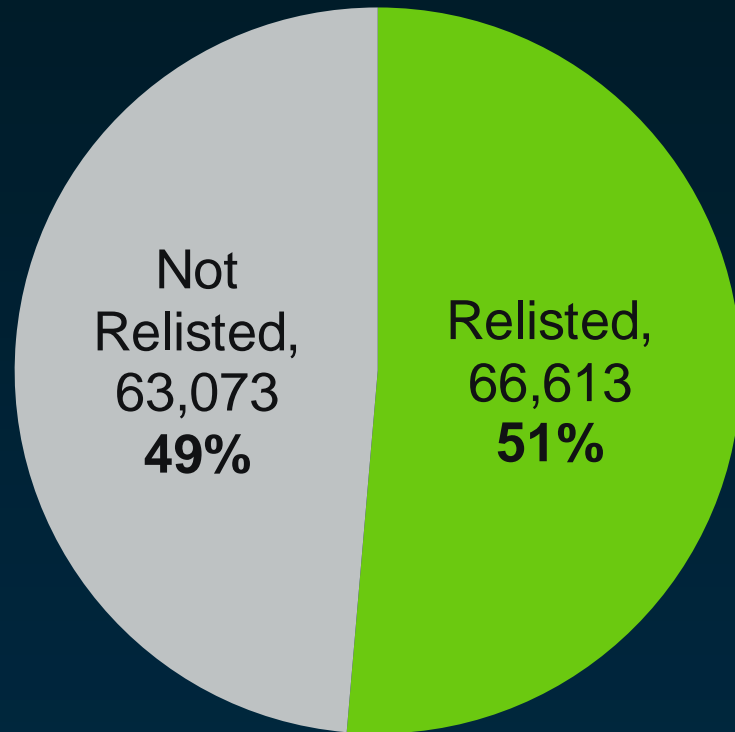
Expired Listing Sales Volume Is Going To Go Up

Total Expired Sales Volume in Billions, 1st Week of '24 vs 1st Week of '25 Forecasts



Half of Expireds Have Relisted

Expired, Cancelled, and Withdrawn Listings

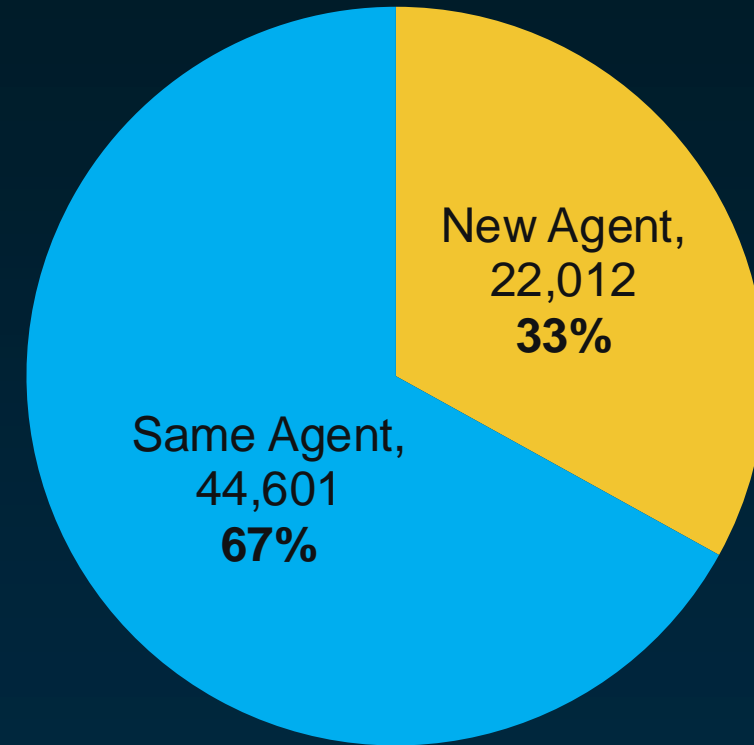


From January 1st to January 7th, 2024, **129,686 listings expired, were cancelled, or were withdrawn in America.** Of those homes, **about half have been relisted so far this year.**

1 in 3 Relist with a Different Agent

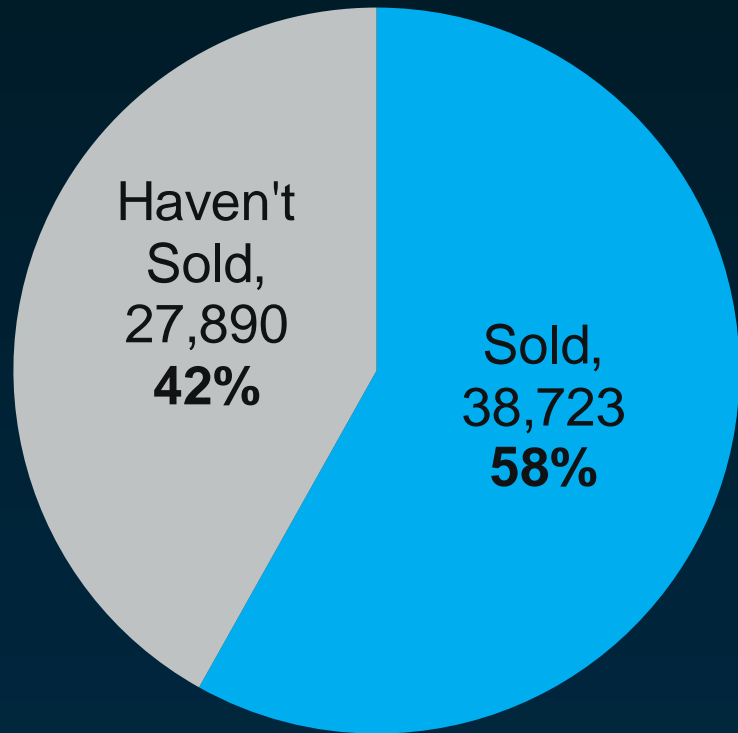
Expired, Cancelled, and Withdrawn Listings, January 1–7, 2024

Of the 66,613 homes that have been relisted, **about a third were relisted with a new agent.**



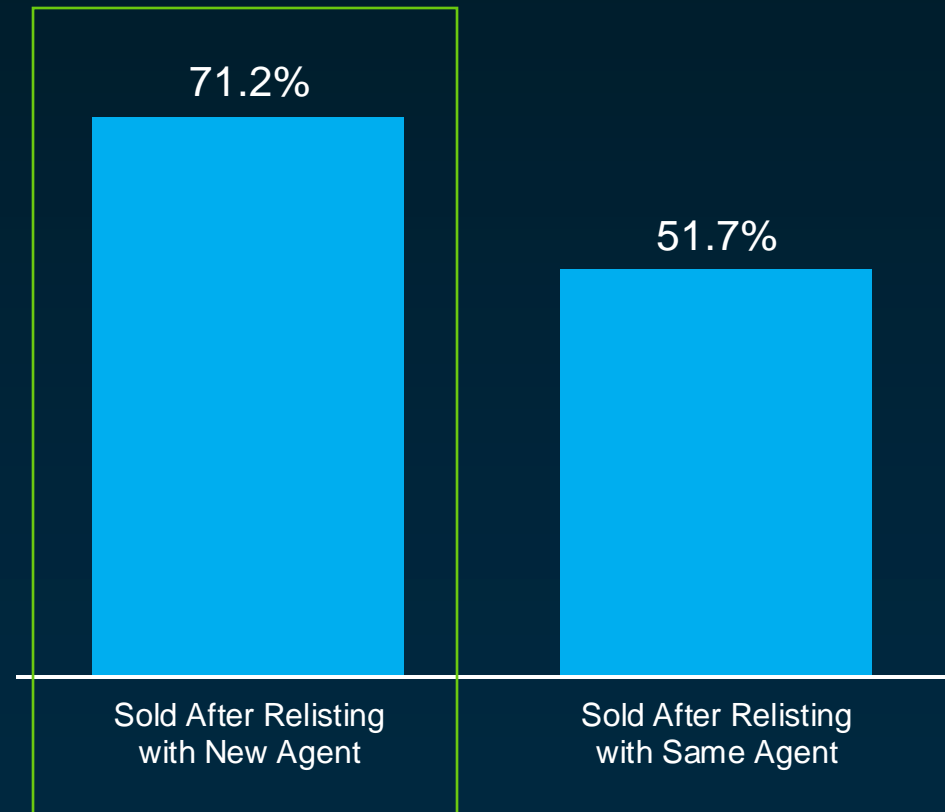
Most of the Relisted Homes Have Sold

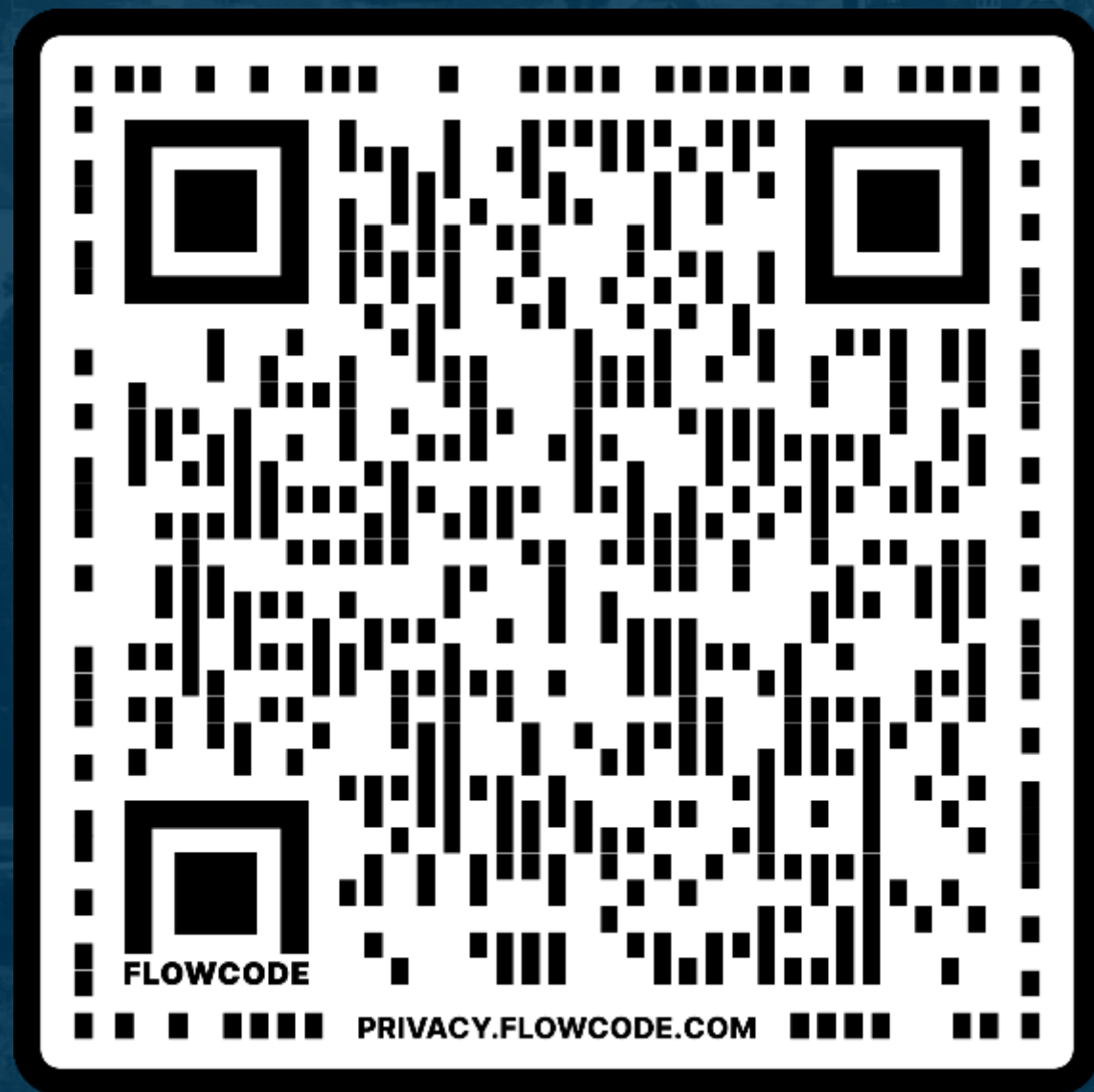
Expired, Cancelled, and Withdrawn Listings, January 1–7, 2024



Of the 66,613 homes that were relisted, **58% have sold.**

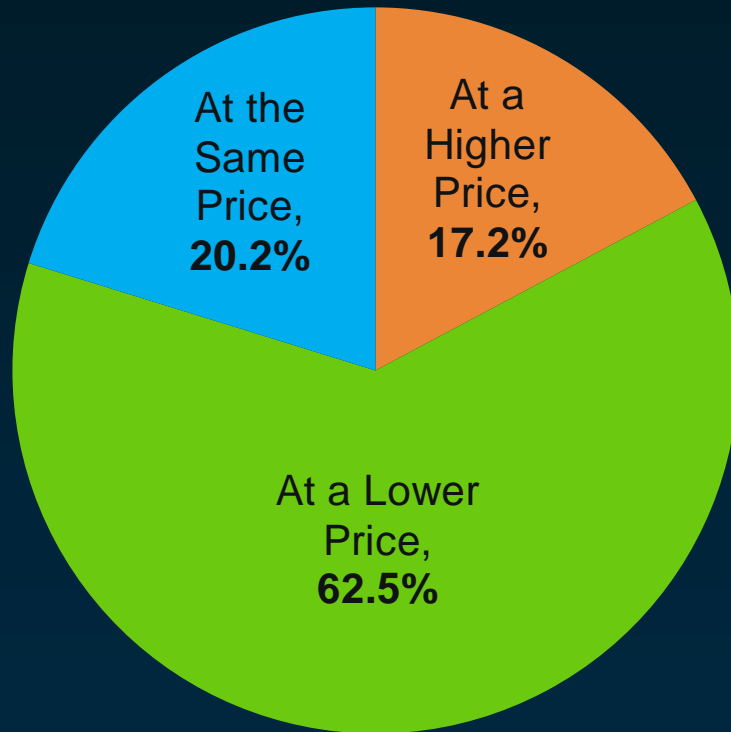
Relisting with a Different Agent Produced a Better Sales Success Rate





Most Sellers Relist at a Lower Price

Expired, Cancelled, and Withdrawn Listings, January 1–7, 2024



Of the 66,613 sellers who relisted, **over 60% did so at a lower price.**

Most Relisted Homes Sold at a Lower Price

Expired, Cancelled, and Withdrawn Listings, January 1–7, 2024

Of the 38,723 relisted homes that have sold, **about 80% did so for lower than the expired price.**

