

IMPACT OF PANDEMIC ON REAL ESTATE AND ECONOMIC OUTLOOK

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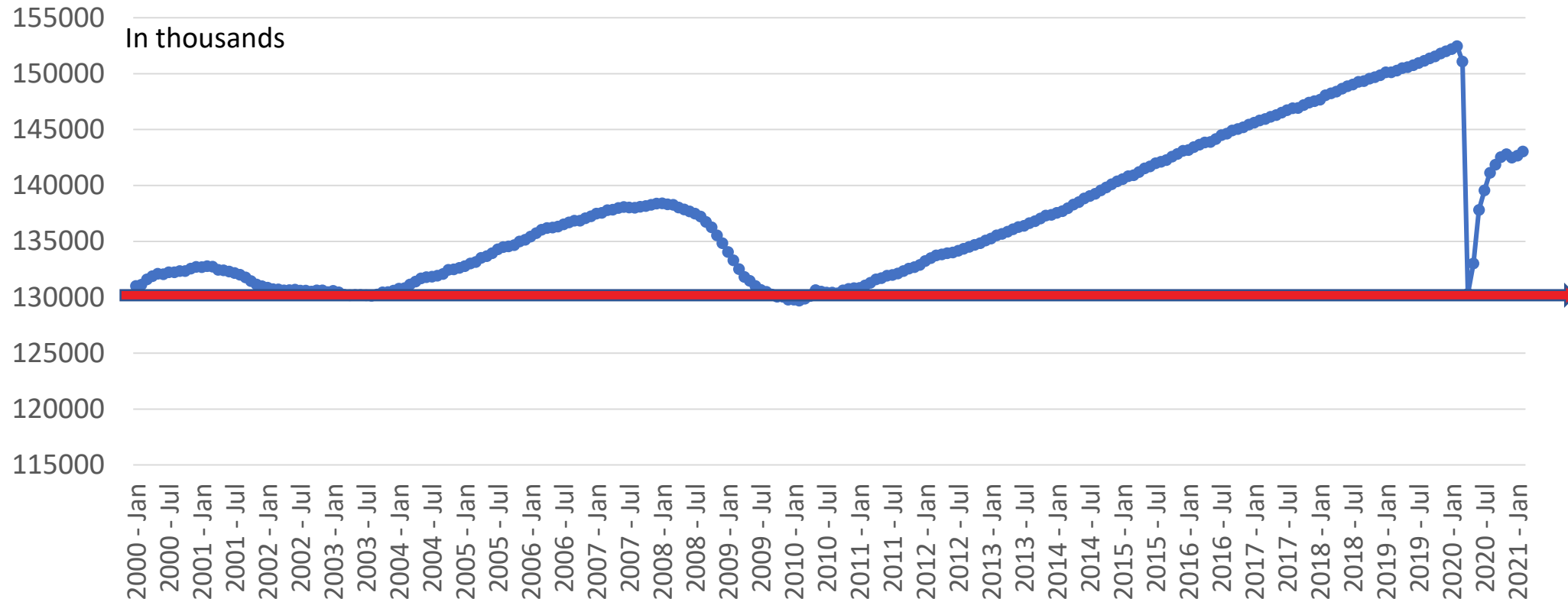


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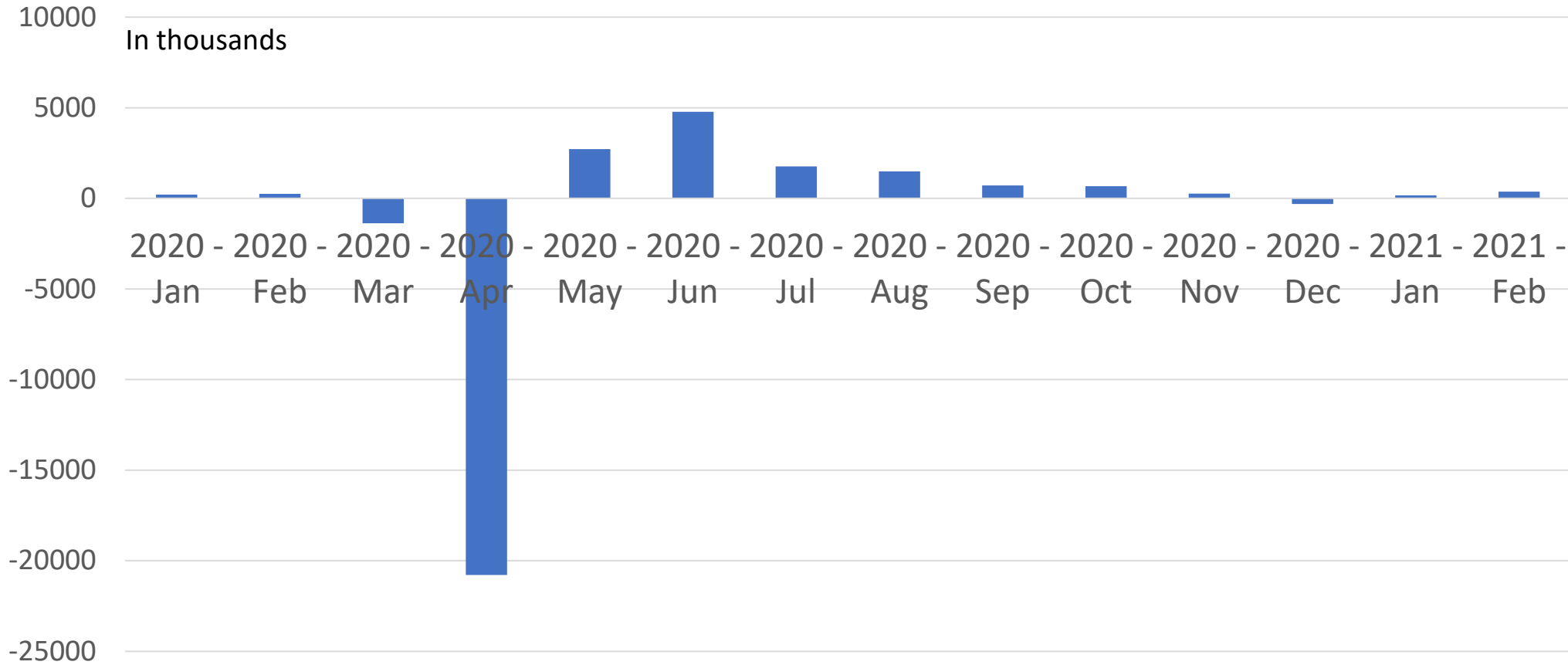


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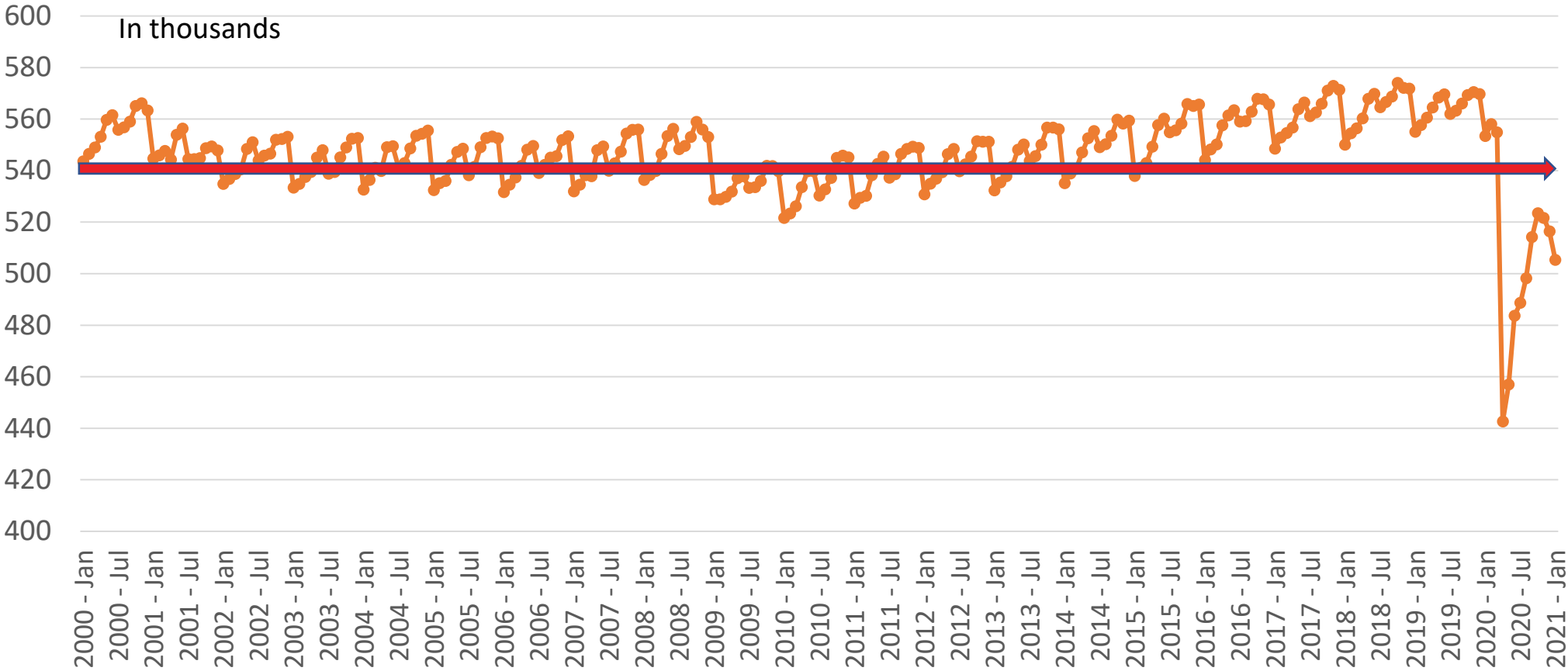
JOBS RECOVERY ... NEED 9.4 MILLION MORE JOBS TO REACH PRE-PANDEMIC LEVELS



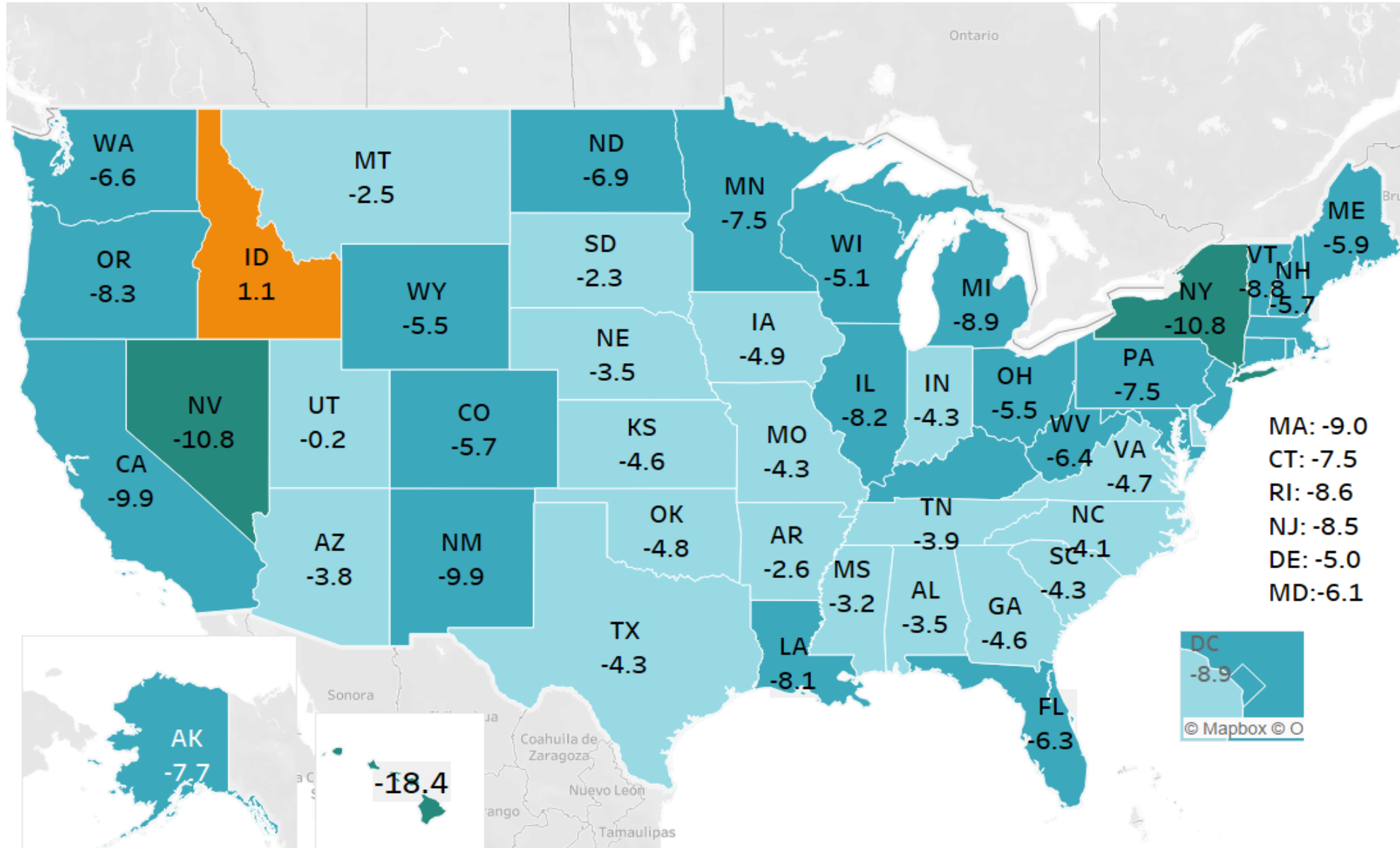
MONTHLY JOB ADDITIONS



JOBS IN BUFFALO-NIAGARA



Year-over-year Percent Change in Nonfarm Payroll Employment in January 2021

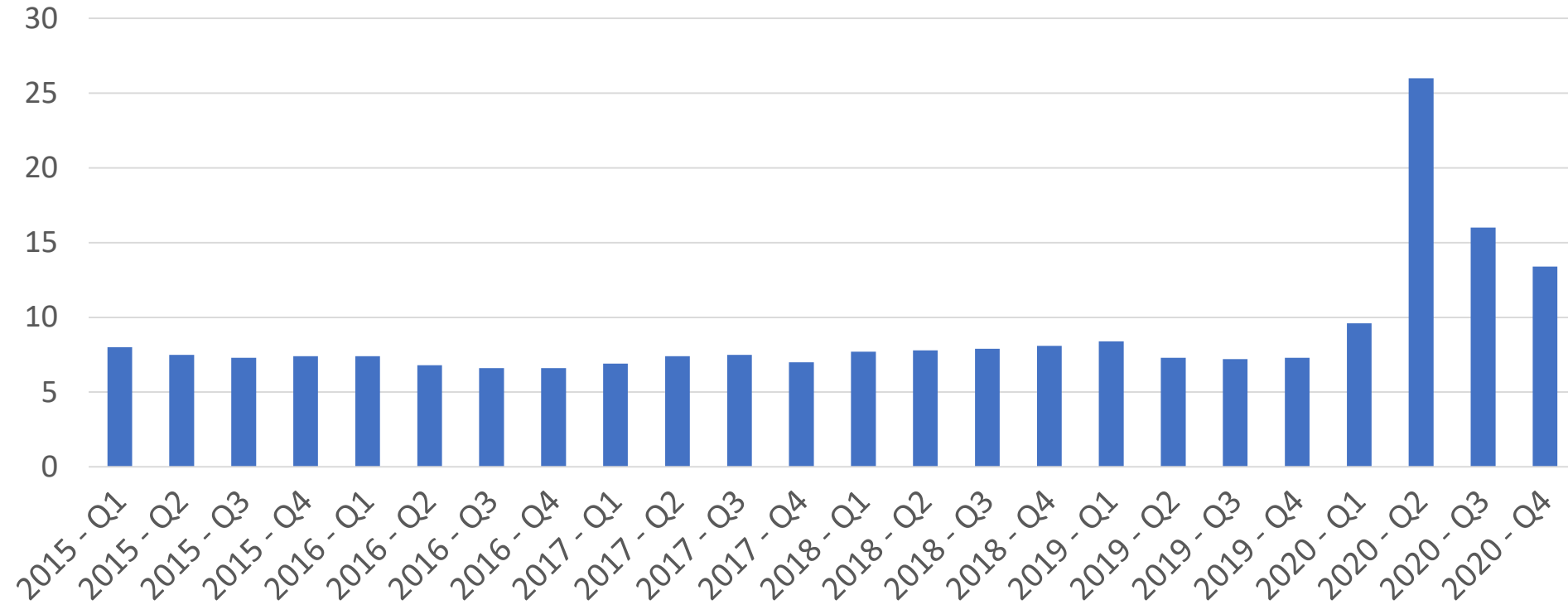


SOURCE: BLS ESTABLISHMENT SURVEY, SEASONALLY ADJUSTED DATA

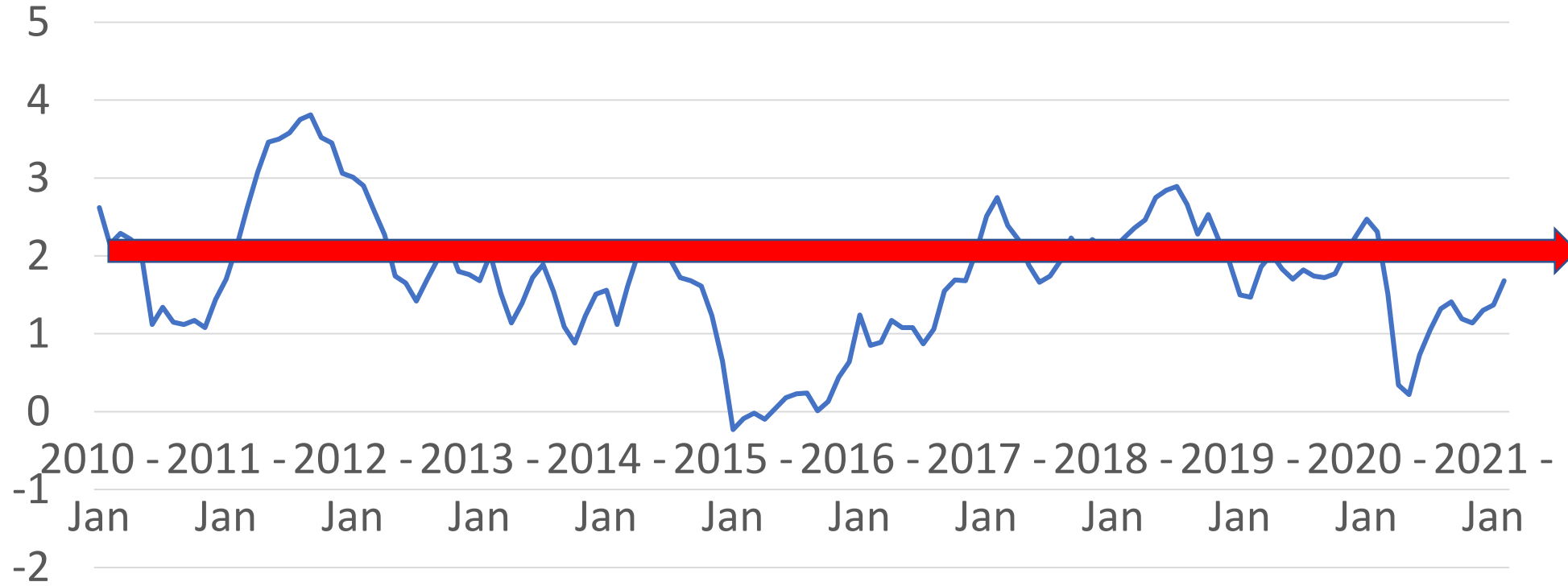
GDP IS LOWER BUT INCOME IS HIGHER FROM STIMULUS MEASURES

	GDP (% change from a year ago)	Personal Income (% change from a year ago)
2020 Q2	-8.5%	+10.7%
2020 Q4	-1.2%	+4.3%

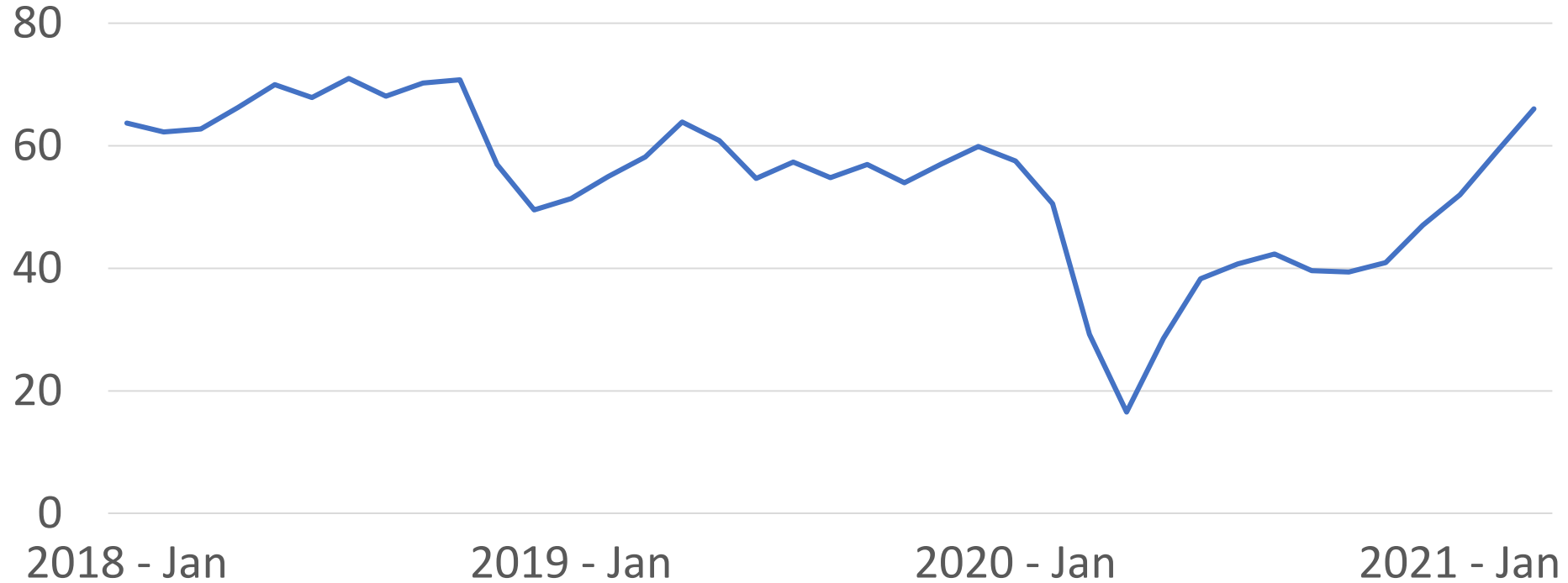
SAVINGS RATE ELEVATED ... READY TO BE UNLEASHED ONCE HERD IMMUNITY



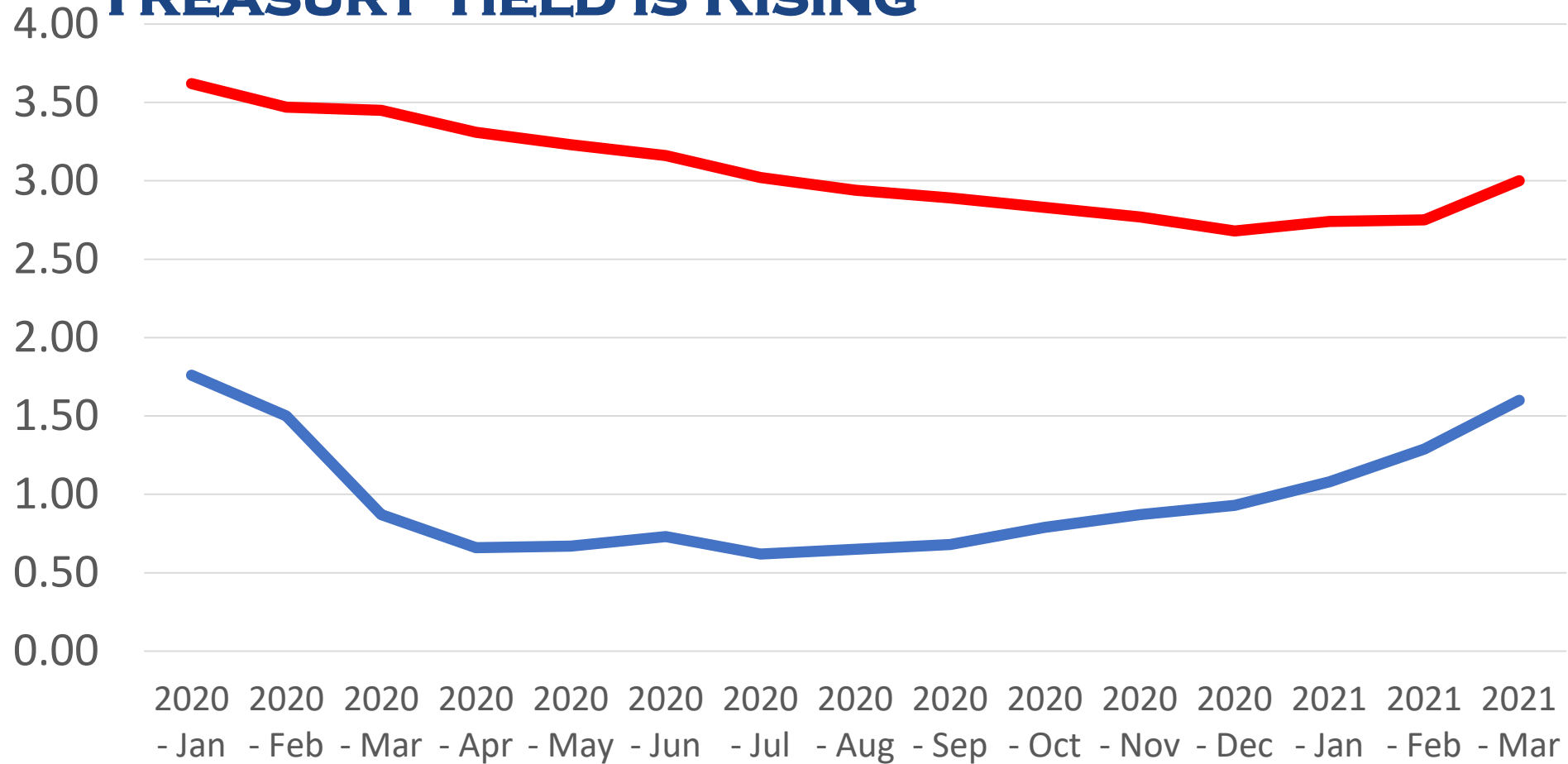
CONSUMER PRICE INFLATION



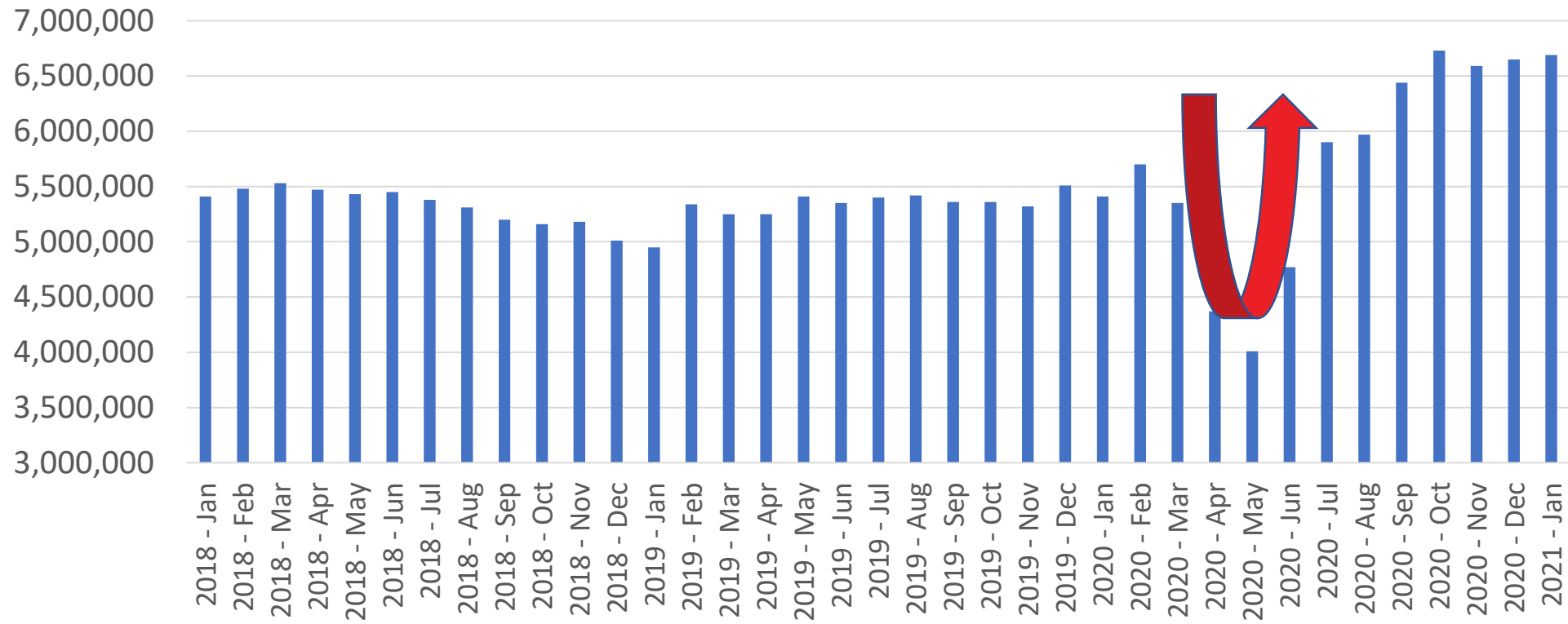
OIL PRICE AT CUSHING OK



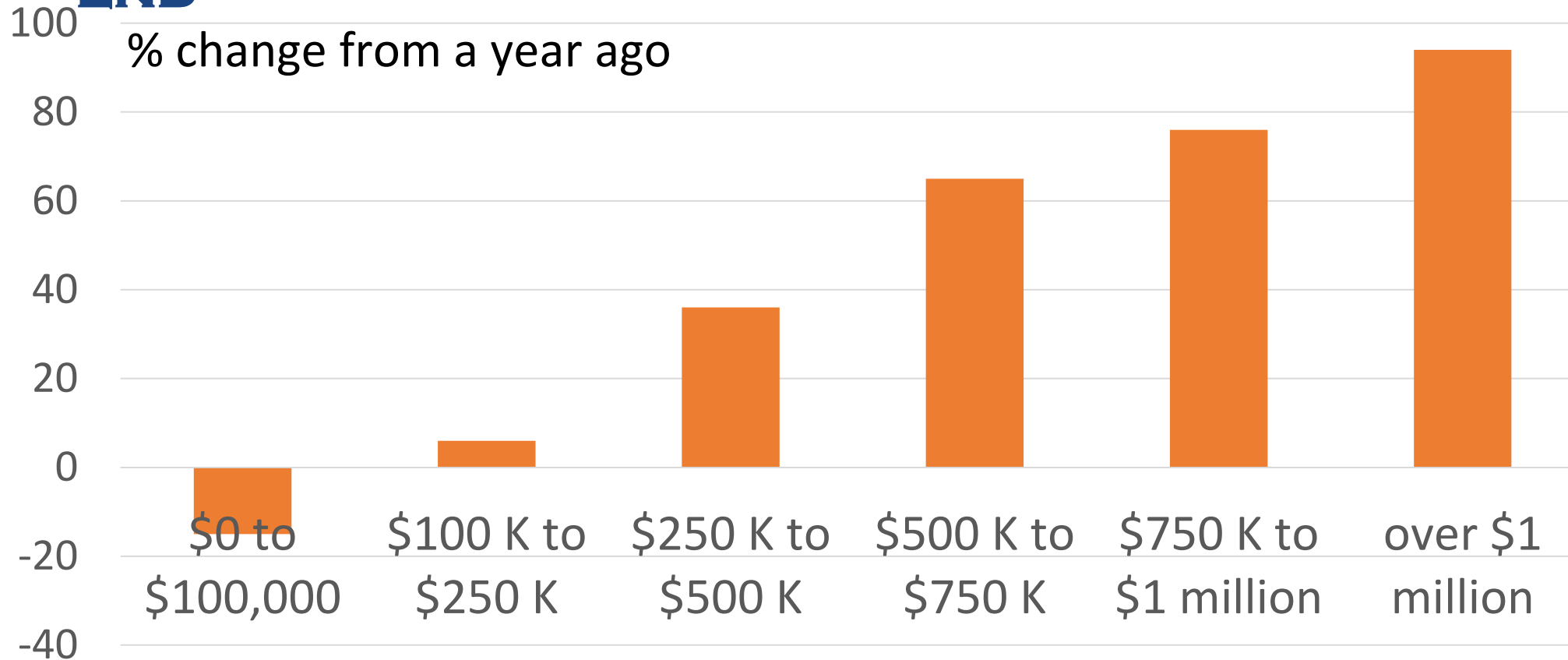
MORTGAGE RATES TO RISE ... BECAUSE 10-YEAR TREASURY YIELD IS RISING



EXISTING HOME SALES MAKES A U-TURN

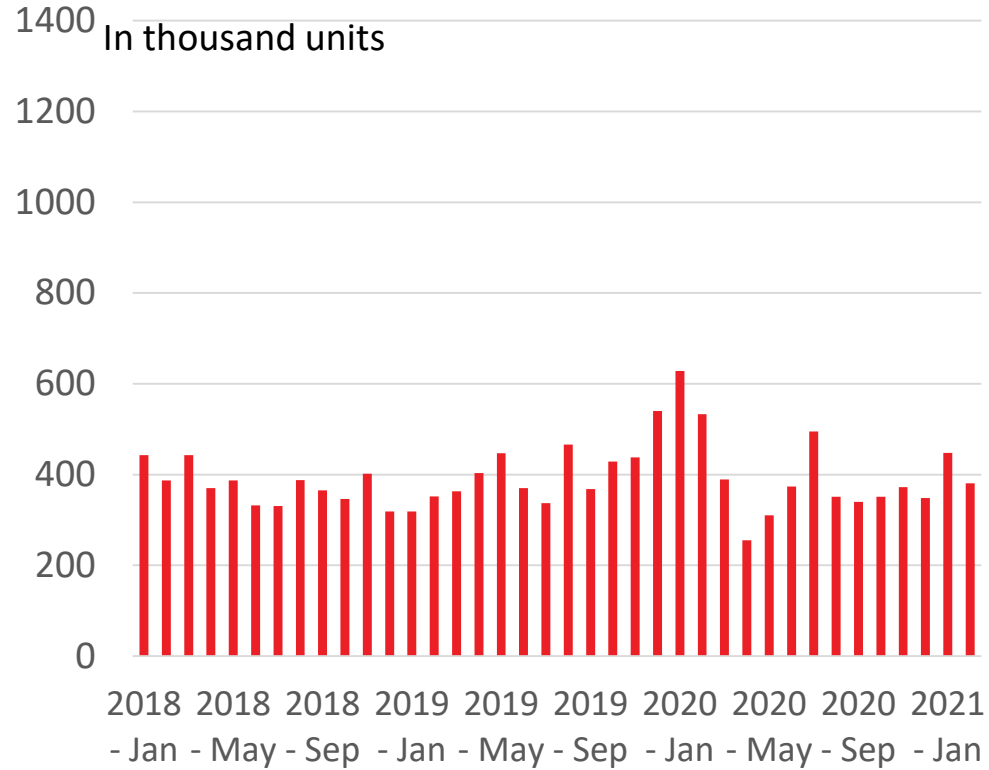
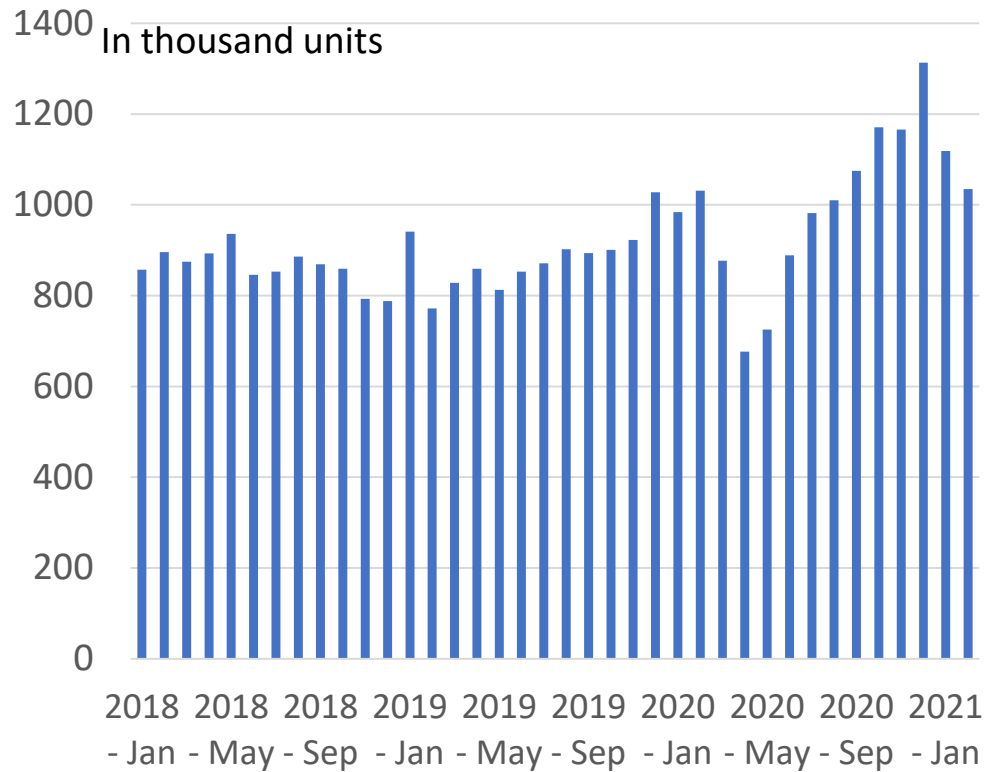


HOME SALES GROWTH STRONGER IN THE UPPER- END



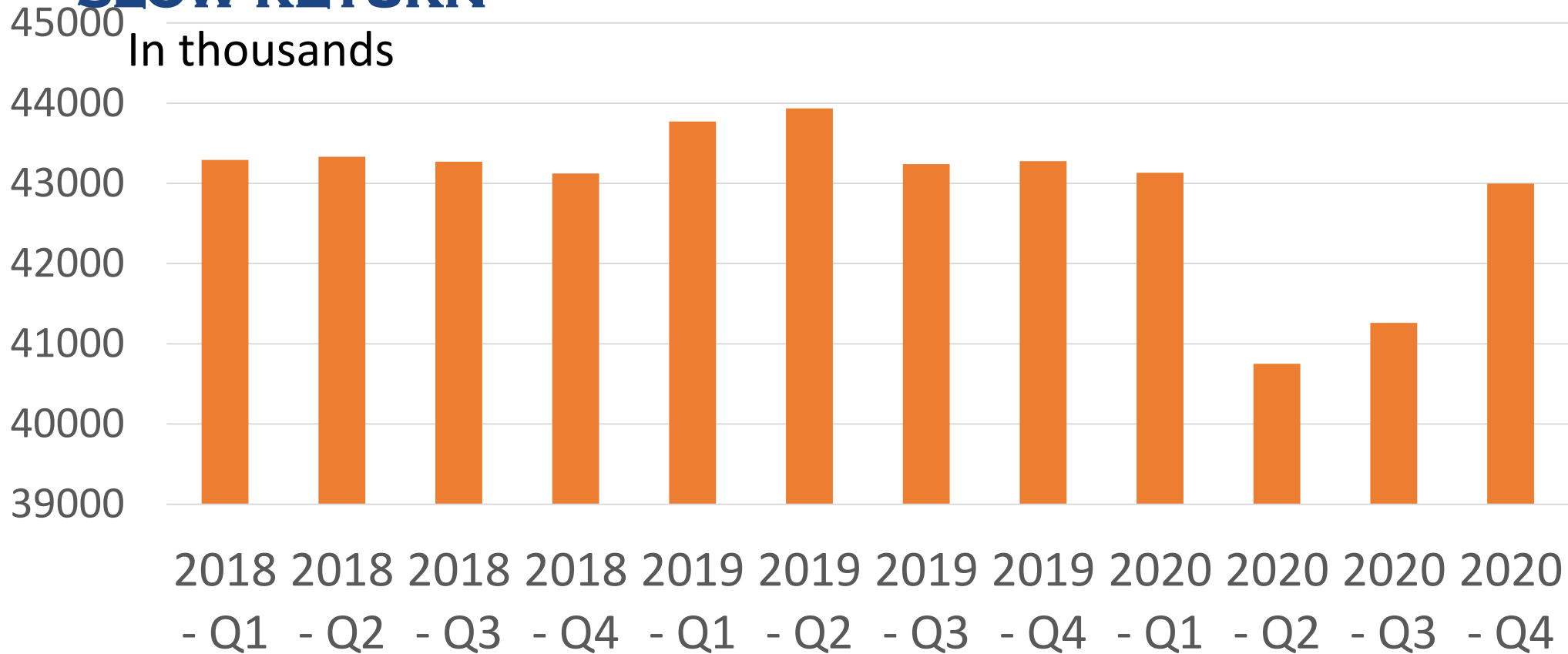
SINGLE-FAMILY HOUSING STARTS WAS RAMPING UP

.. MULTIFAMILY FLAT

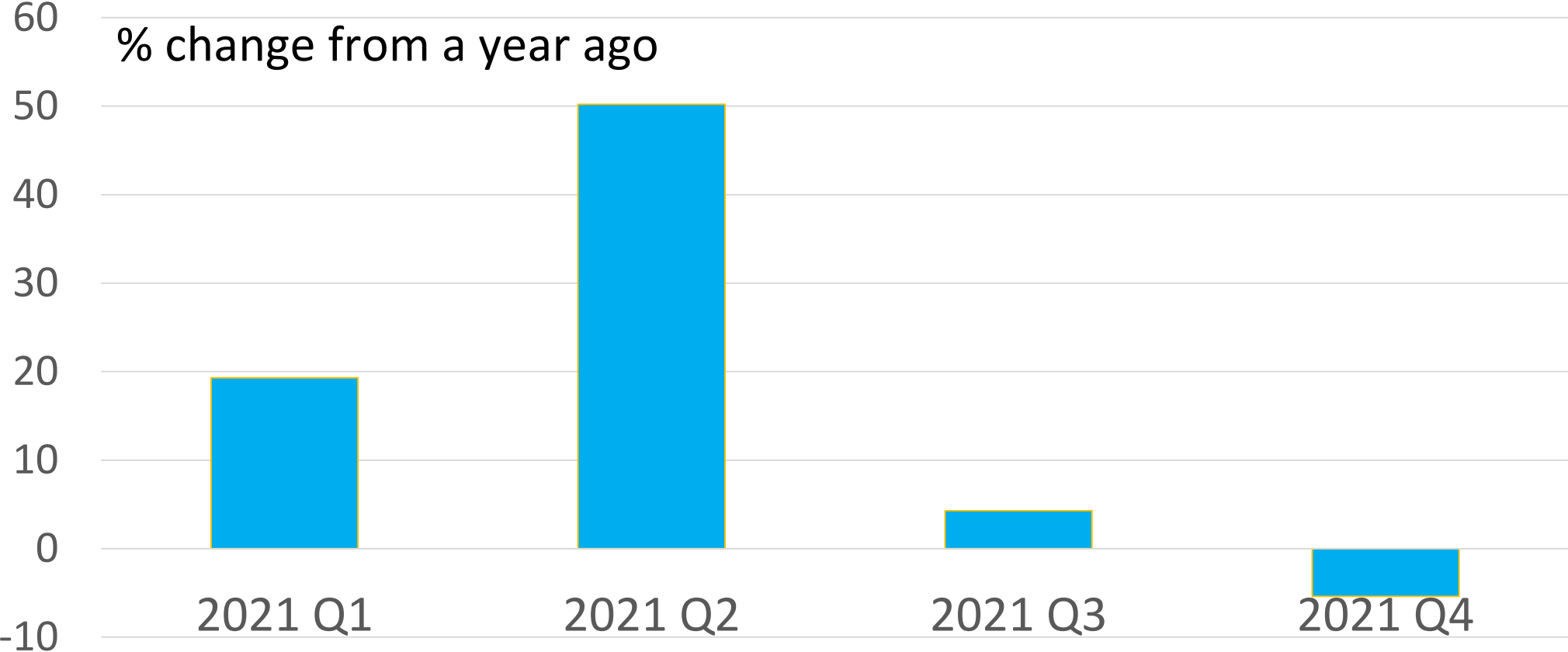


RENTER HOUSEHOLDS COLLAPSED AND NOW A

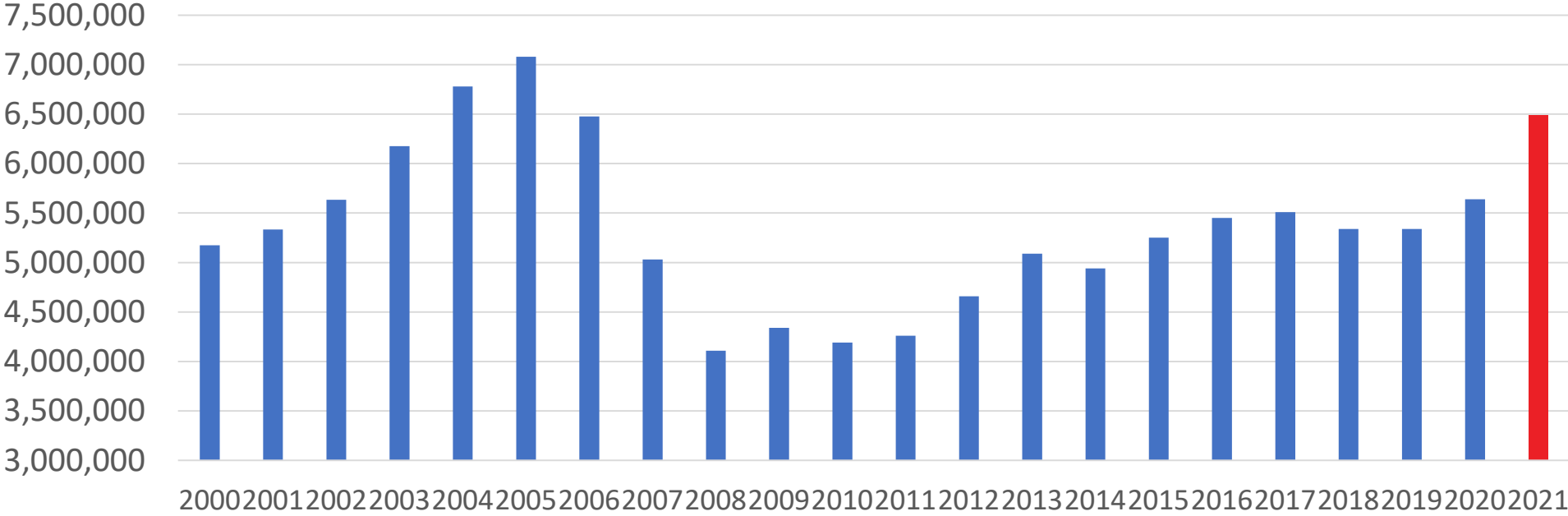
SLOW RETURN



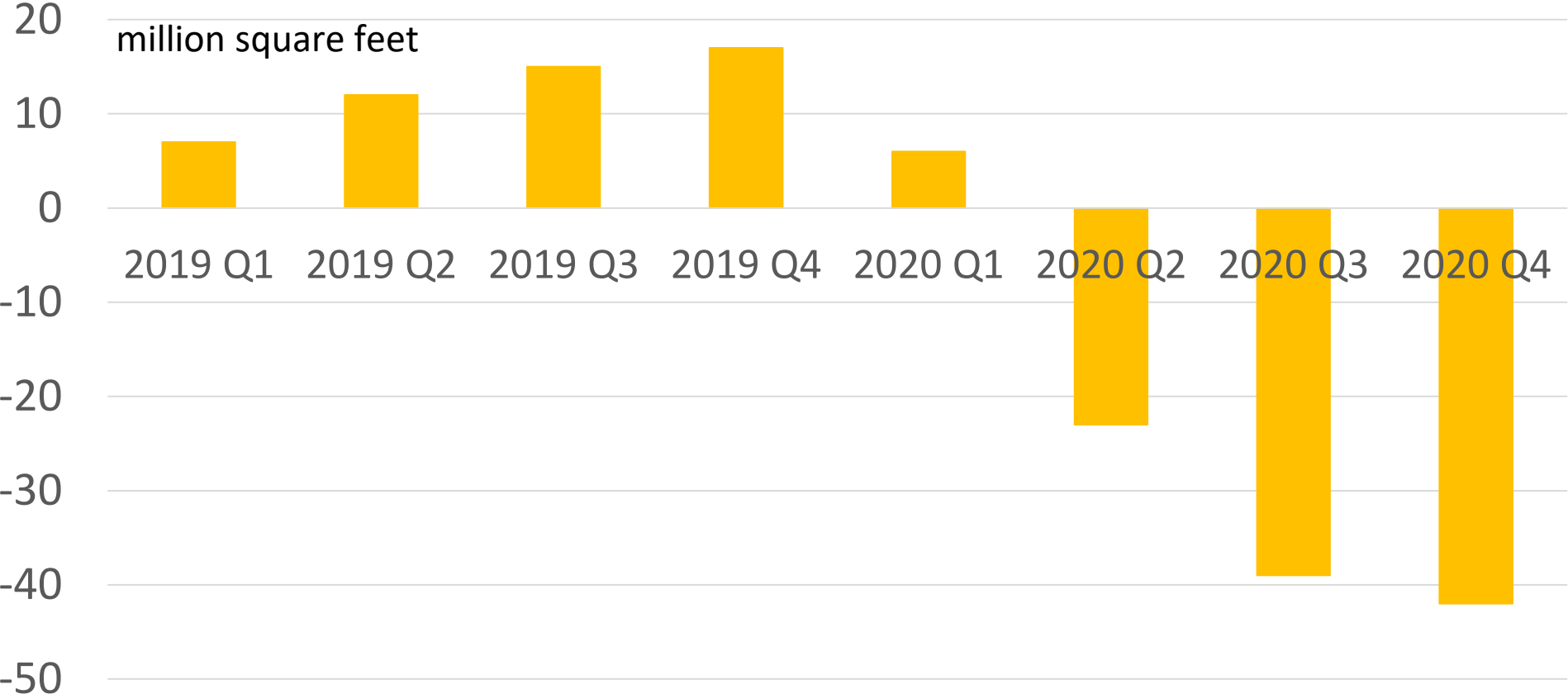
LIKELY PATH OF HOME SALES IN 2021



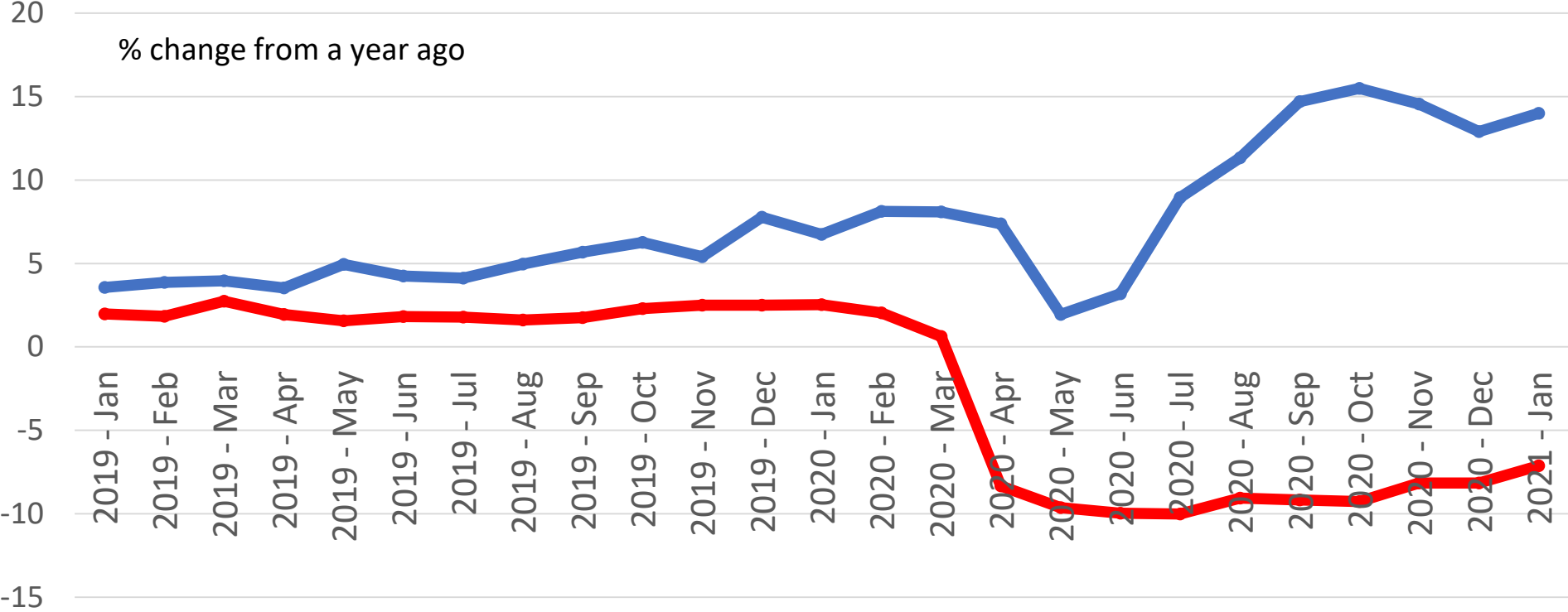
EXISTING HOME SALES: ANNUAL AND FORECAST



OFFICE LEASING (NET ABSORPTION)



REAL ESTATE PRICE GROWTH: RESIDENTIAL AND COMMERCIAL



ECONOMIC FORECAST

	2019	2020	2021 Forecast
GDP Growth	2.3%	-3.5%	+4%
Job Gains	+2.2 million	- 9 million	+ 3 million
10-Year Treasury	2.1%	0.9%	1.3%
Consumer Price Inflation	1.8%	1.3%	2.3%

HOUSING MARKET FORECAST

	2019	2020	2021 Forecast
Mortgage Rates	3.9%	3.0%	3.1%
New Home Sales	+11%	+19%	+24%
Existing Home Sales	0%	+6%	+15%
Home Price	+5%	+7%	+3%

THANK YOU.



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