Real Estate and Economic Outlook

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Chief Economist
National Association of REALTORS®

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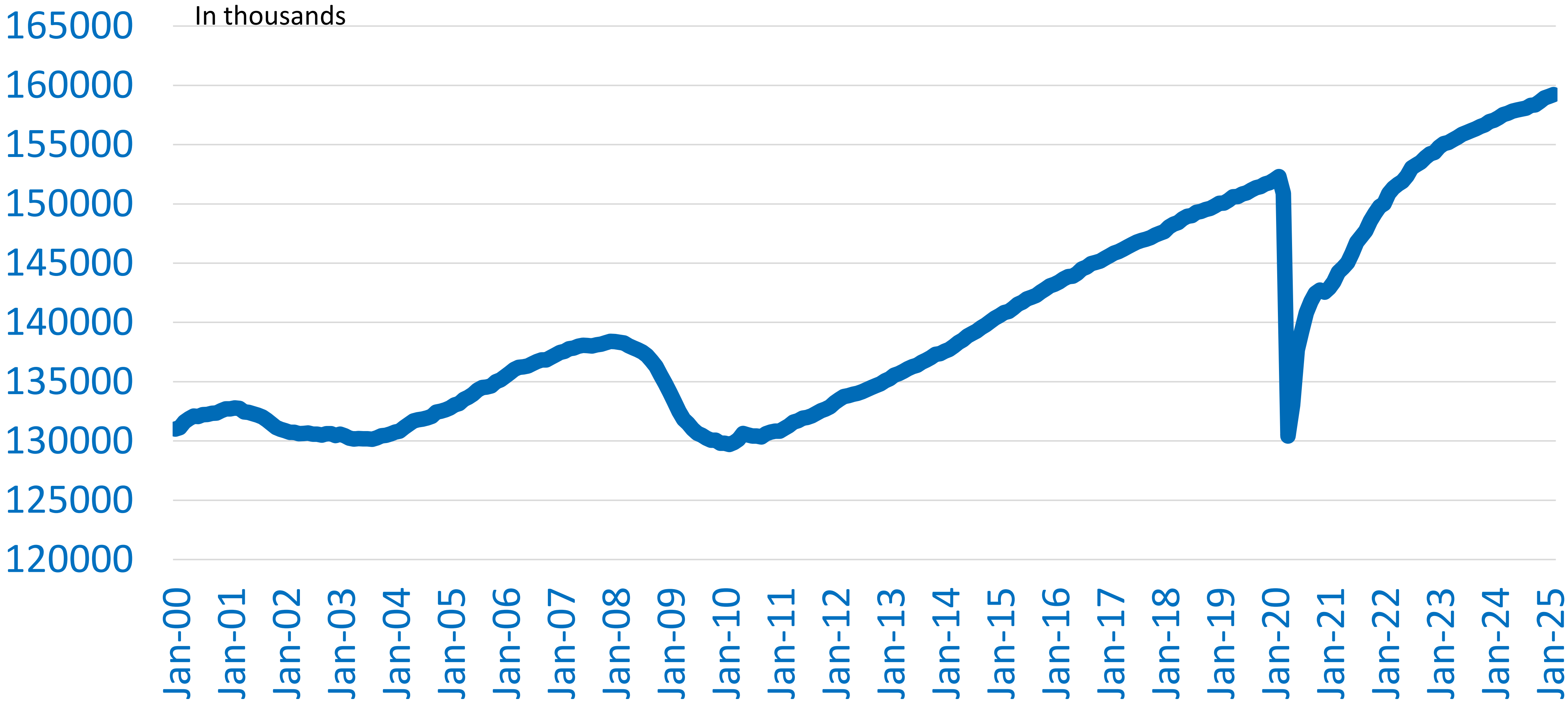
Total Payroll Jobs
(+30 million from 2000)



Source: BLS

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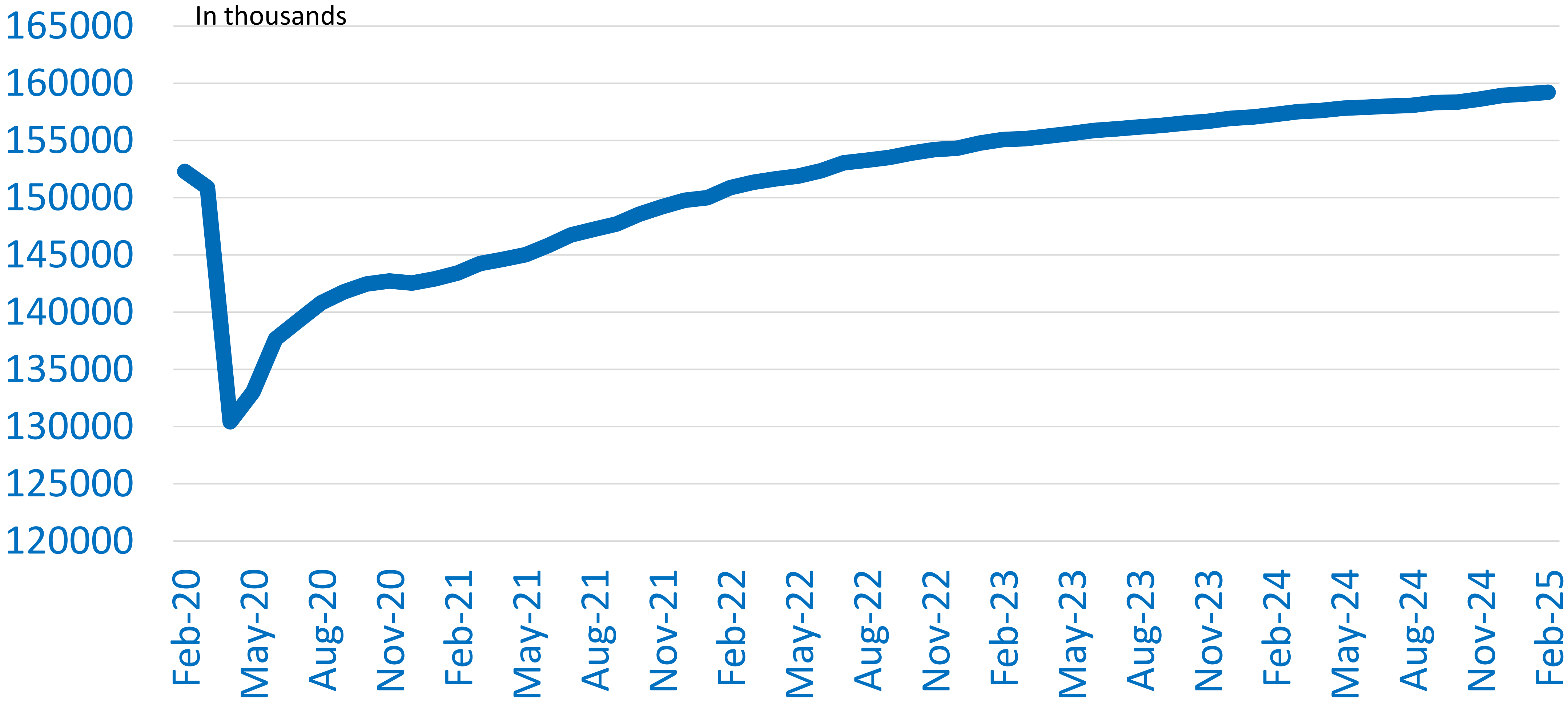
Total Payroll Jobs
(+7 million from Pre-Covid 2020)



Source: BLS

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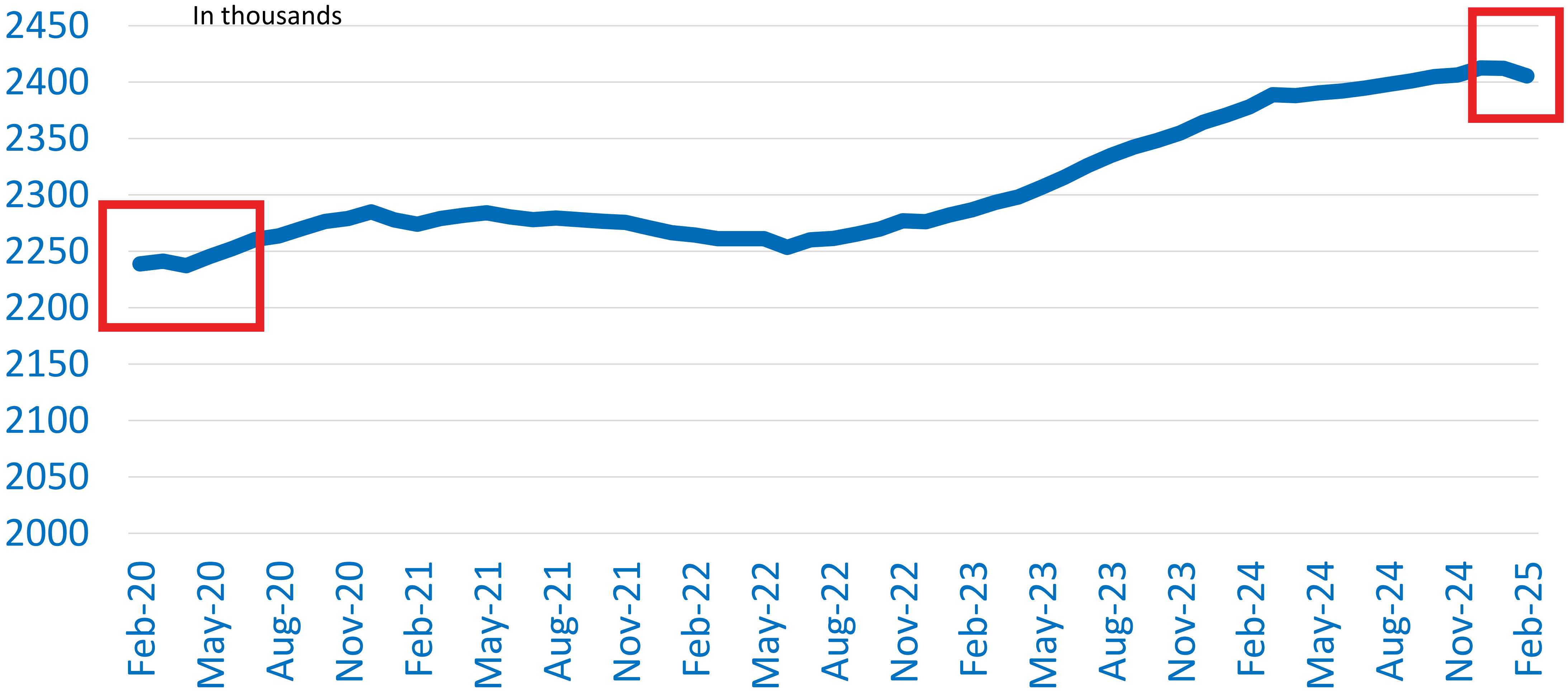
DOGE Impact - Federal Government Employee (down by 10,000 in February 2025)



Source: BLS, excluding Decennial Temporary Census and Postal Workers

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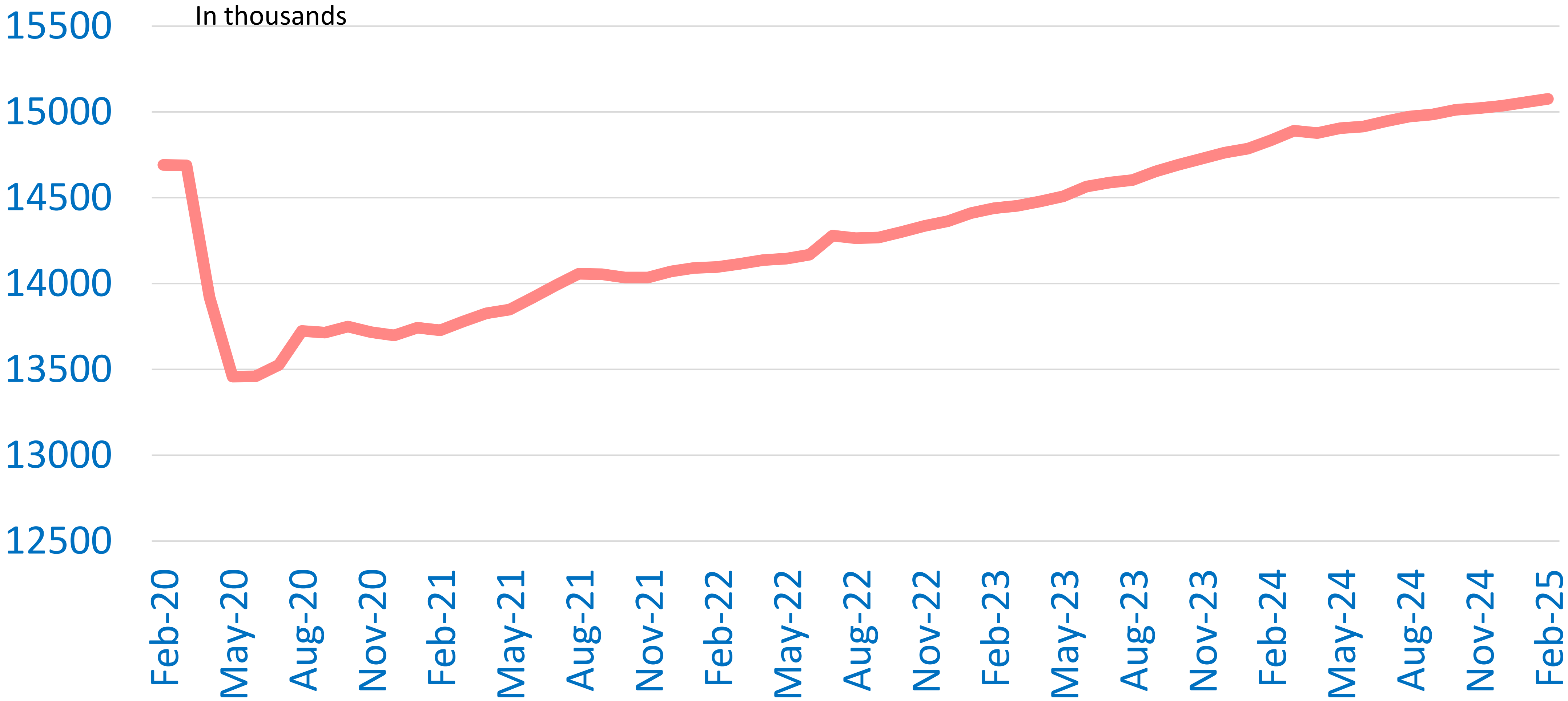
Local Government Employee … related to School (up by 20,000 in February 2025)



Source: BLS

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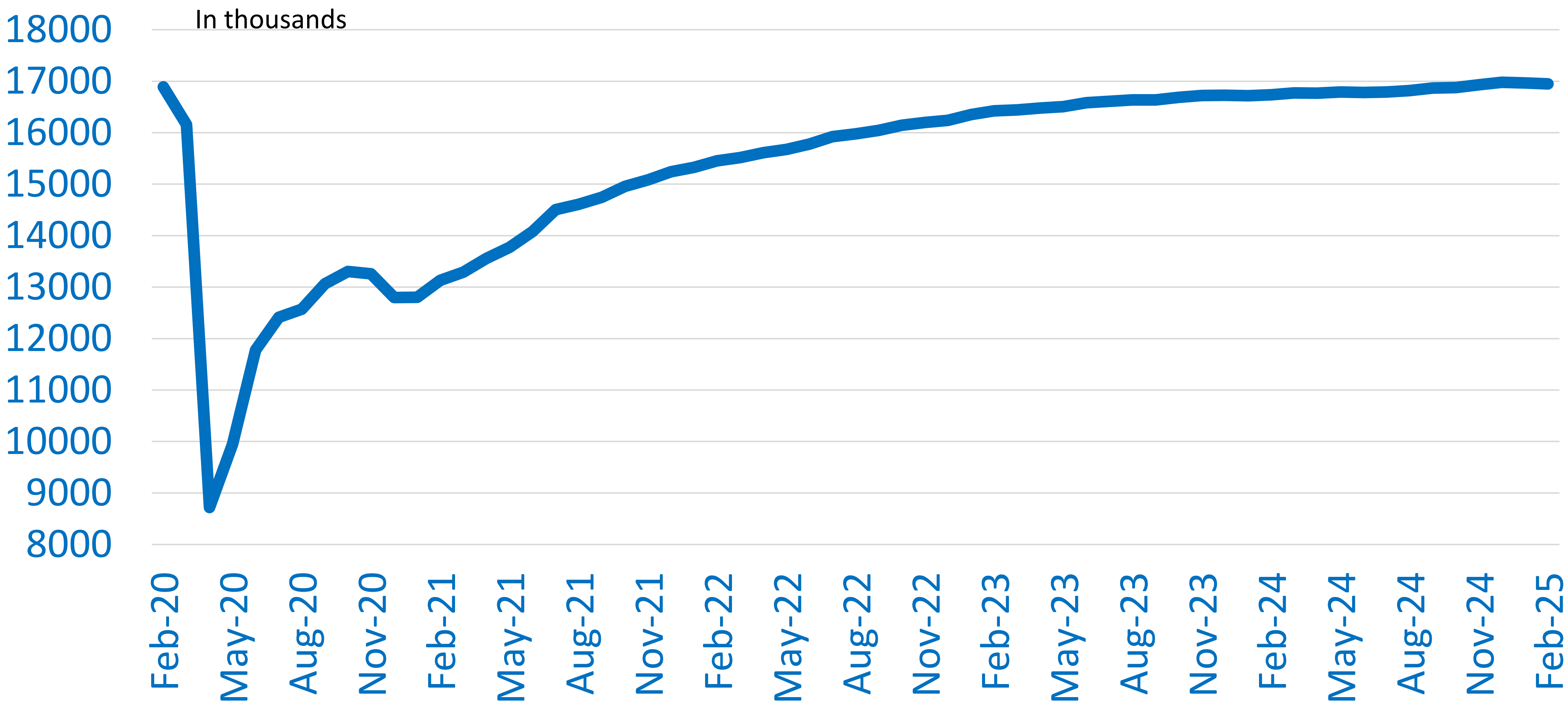
Leisure and Hospitality Sector
(Down 16,000 in February 2025)



Source: BLS

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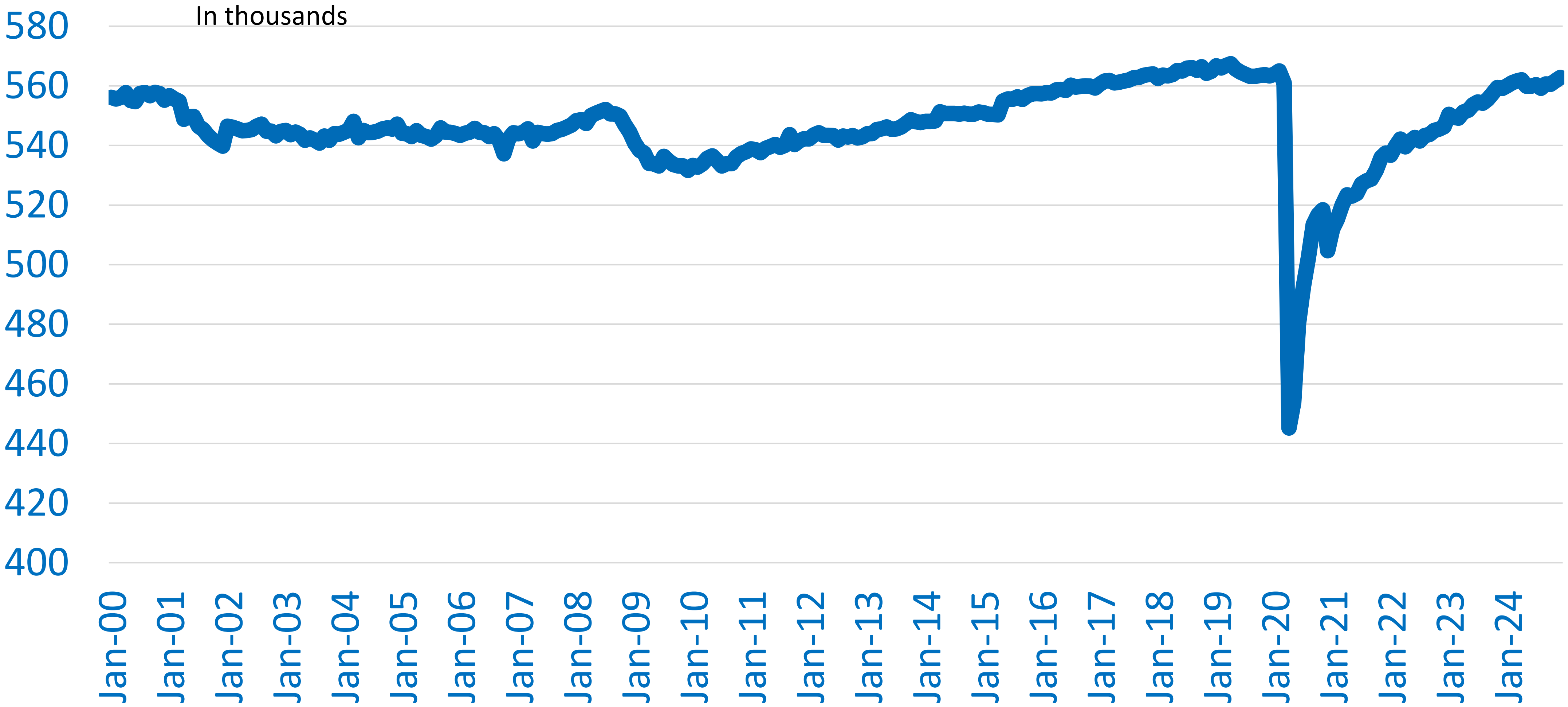
Total Jobs in Buffalo-Niagara



Source: BLS

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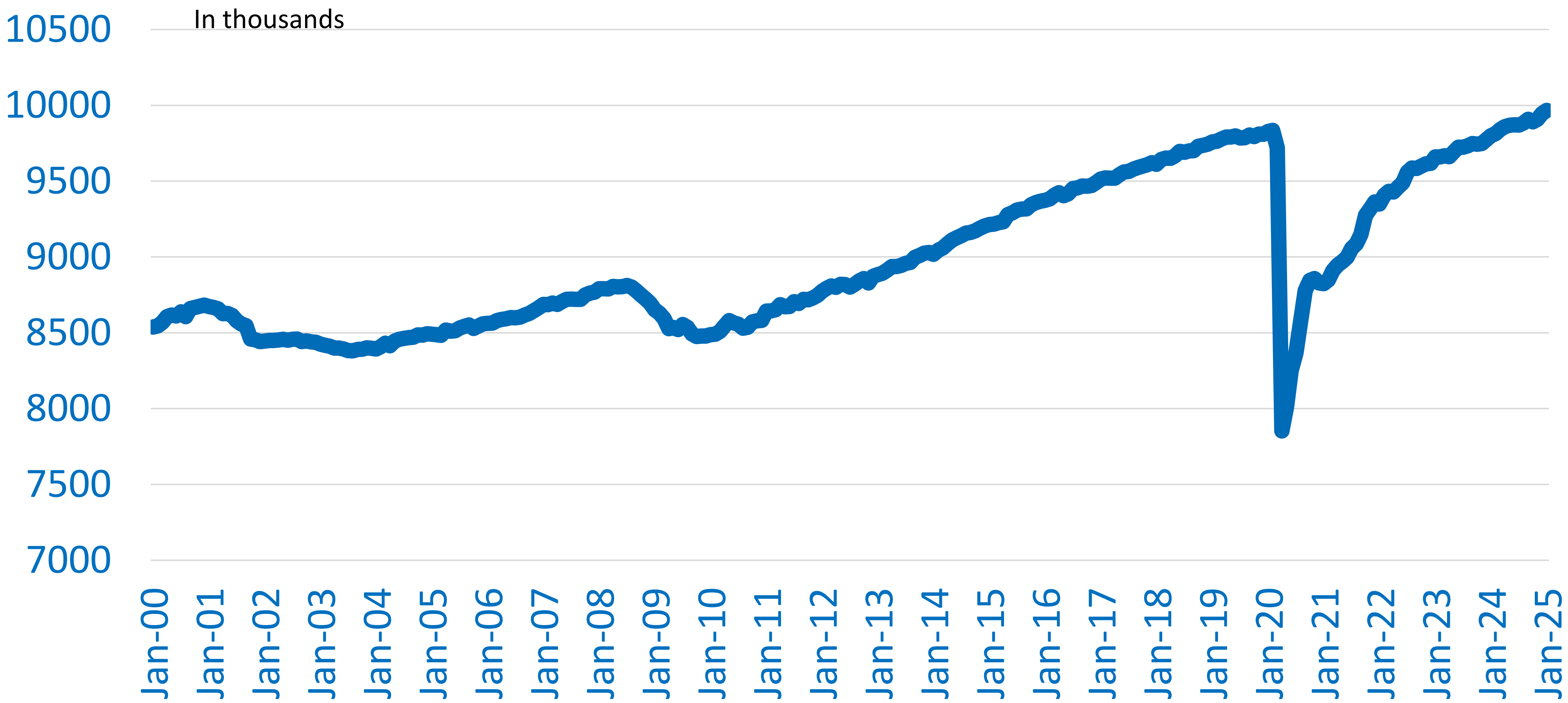
Total Jobs in NY State
+1.5 million from 2000 to 2024



Source: BLS

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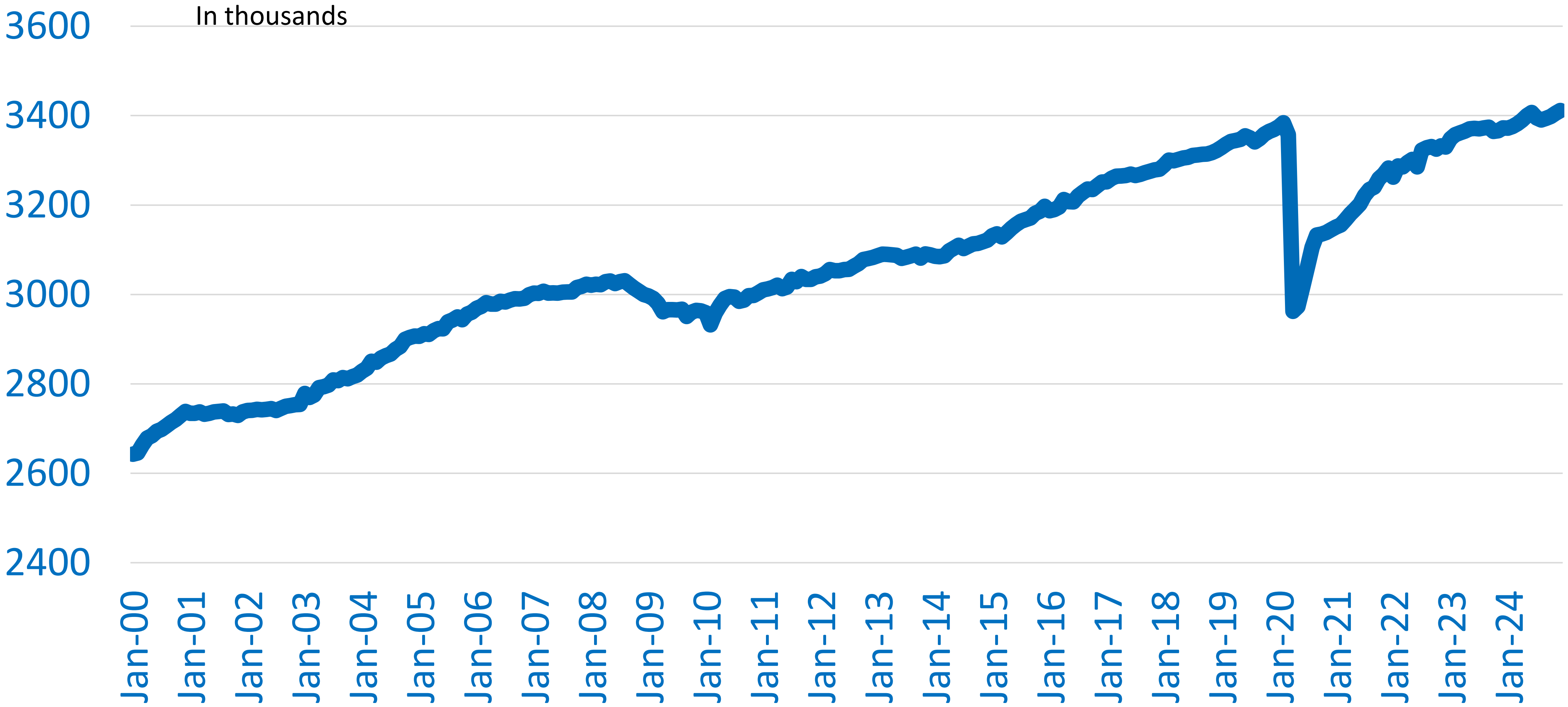
Total Jobs in Washington DC Metro +600,000 from 2000 to 2024



Source: BLS

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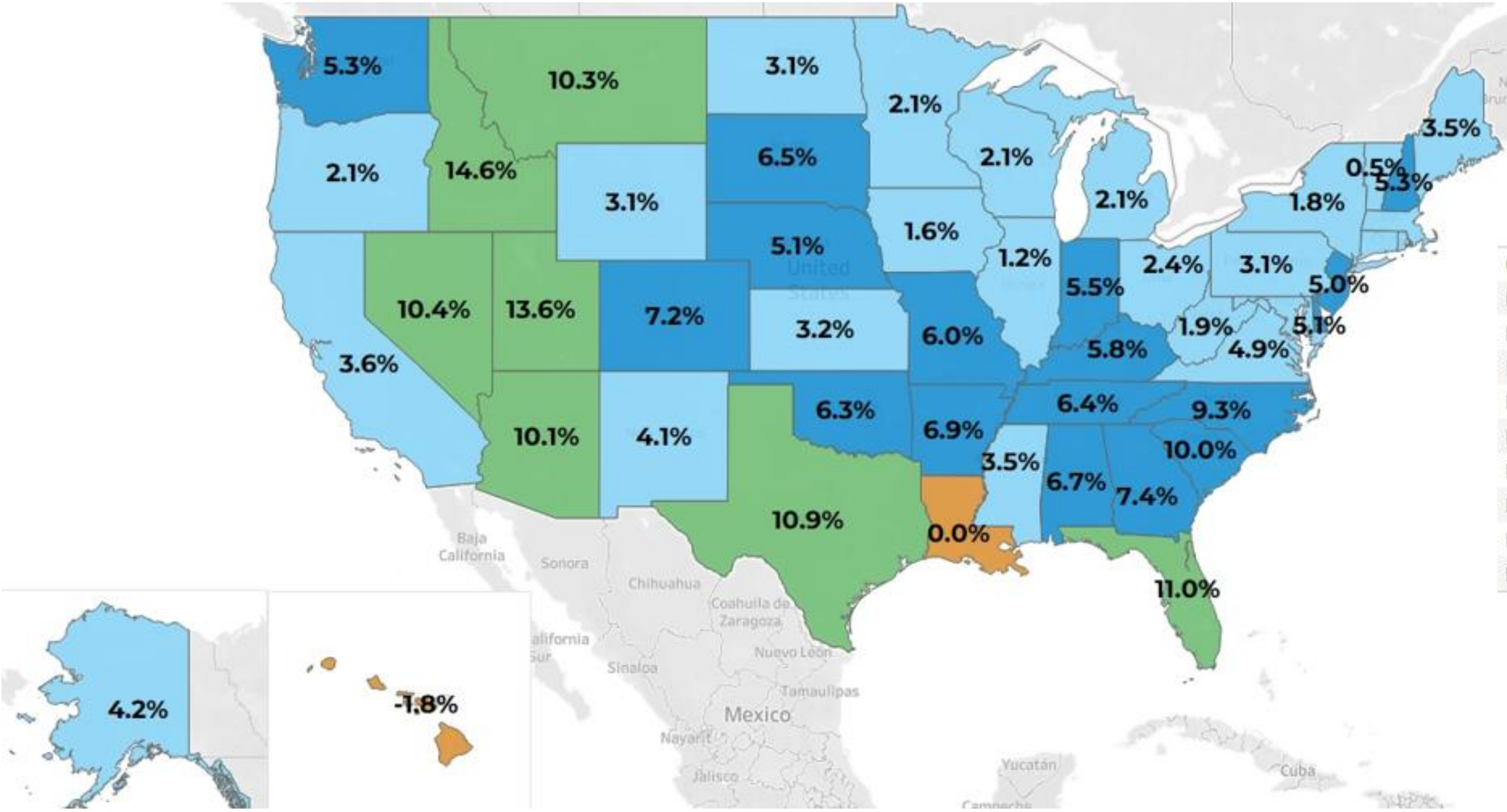
Job Gains Since Pre-COVID Record High Payroll Employment

% change from March 2020 to December 2024



CT	1.9%
DC	-2.8%
DE	5.1%
IL	1.2%
MA	0.9%
MD	0.7%
NE	5.1%
NH	5.3%
NJ	5.0%
RI	2.4%

Source: NAR Analysis of BLS data

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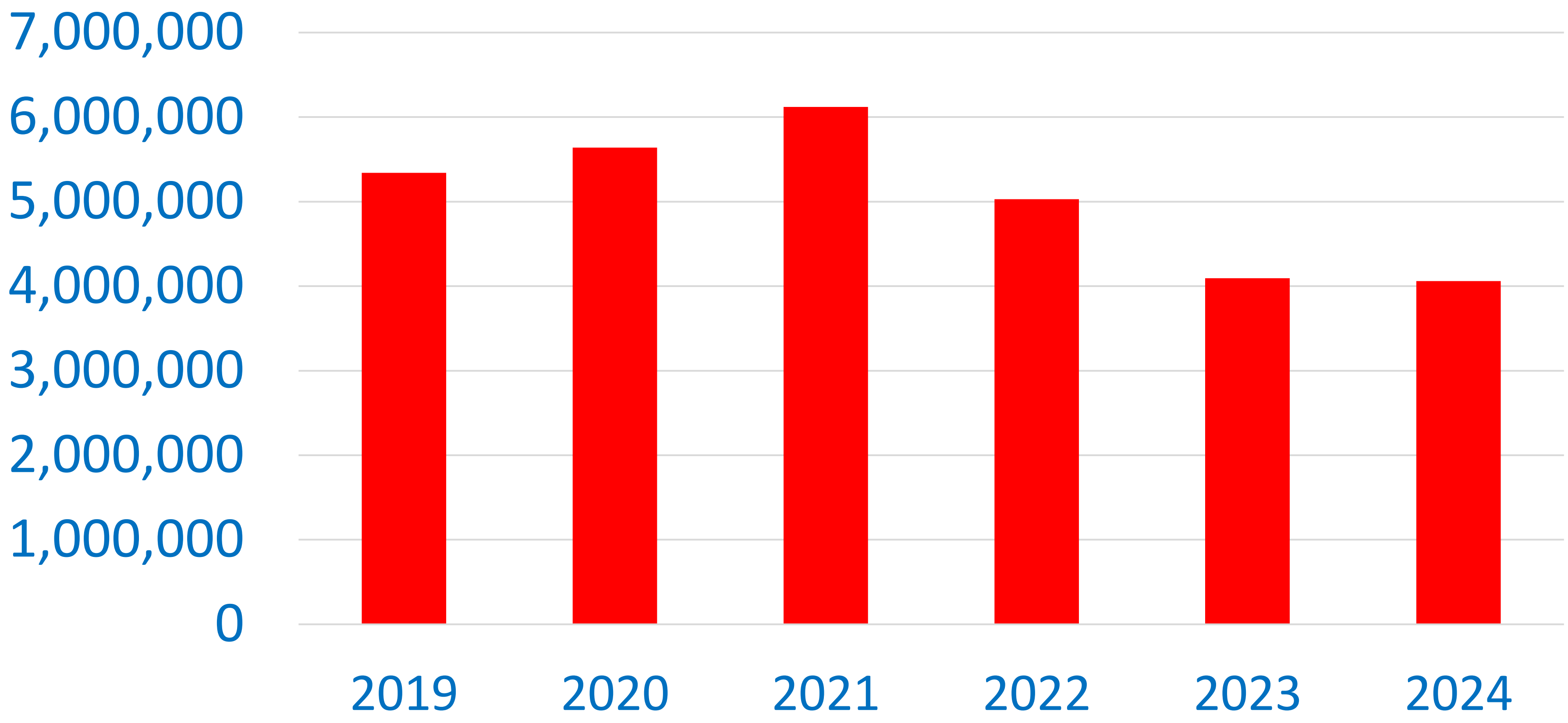
Existing Home Sales … Two of Most Difficult Years



Source: NAR

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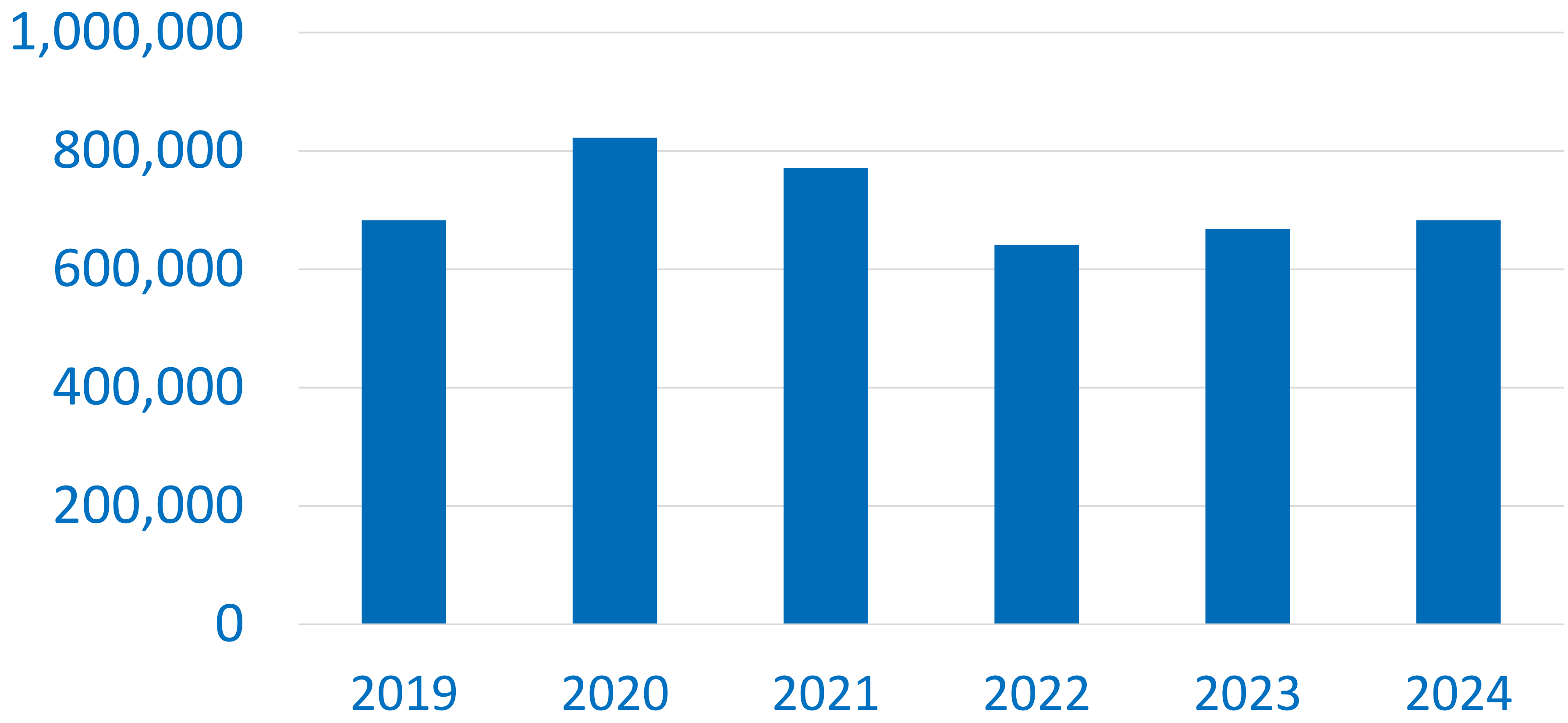
New Home Sales … Gained .. Matching Pre-Covid



Source: NAR

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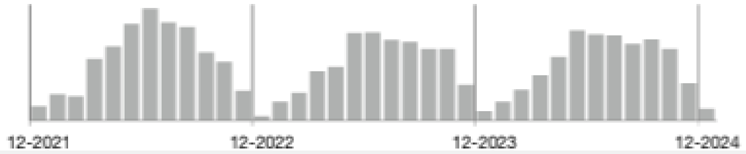
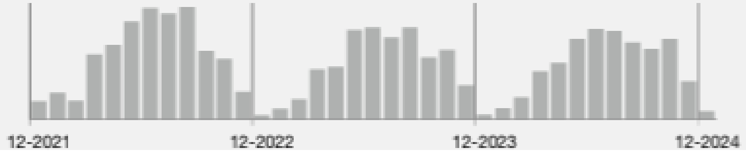
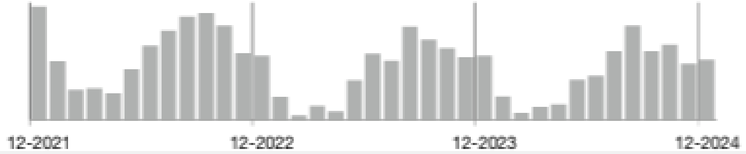
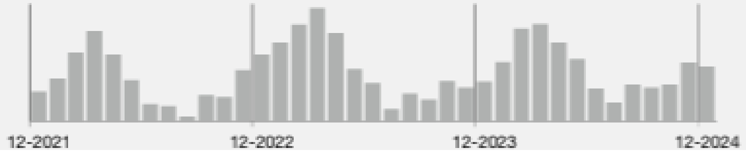
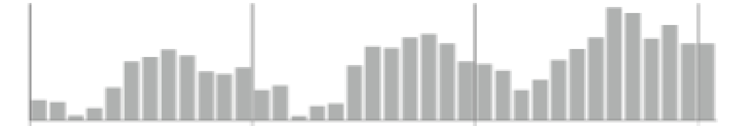
2024 Total

Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	12-2023	12-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		499	**527**	+ 5.6%	12,534	**12,830**	+ 2.4%
Pending Sales		512	**535**	+ 4.5%	10,318	**10,417**	+ 1.0%
Closed Sales		967	**937**	- 3.1%	10,322	**10,186**	- 1.3%
Days on Market		21	**24**	+ 14.3%	22	**23**	+ 4.5%
Median Sales Price		$233,000	**$250,000**	+ 7.3%	$235,000	**$250,000**	+ 6.4%

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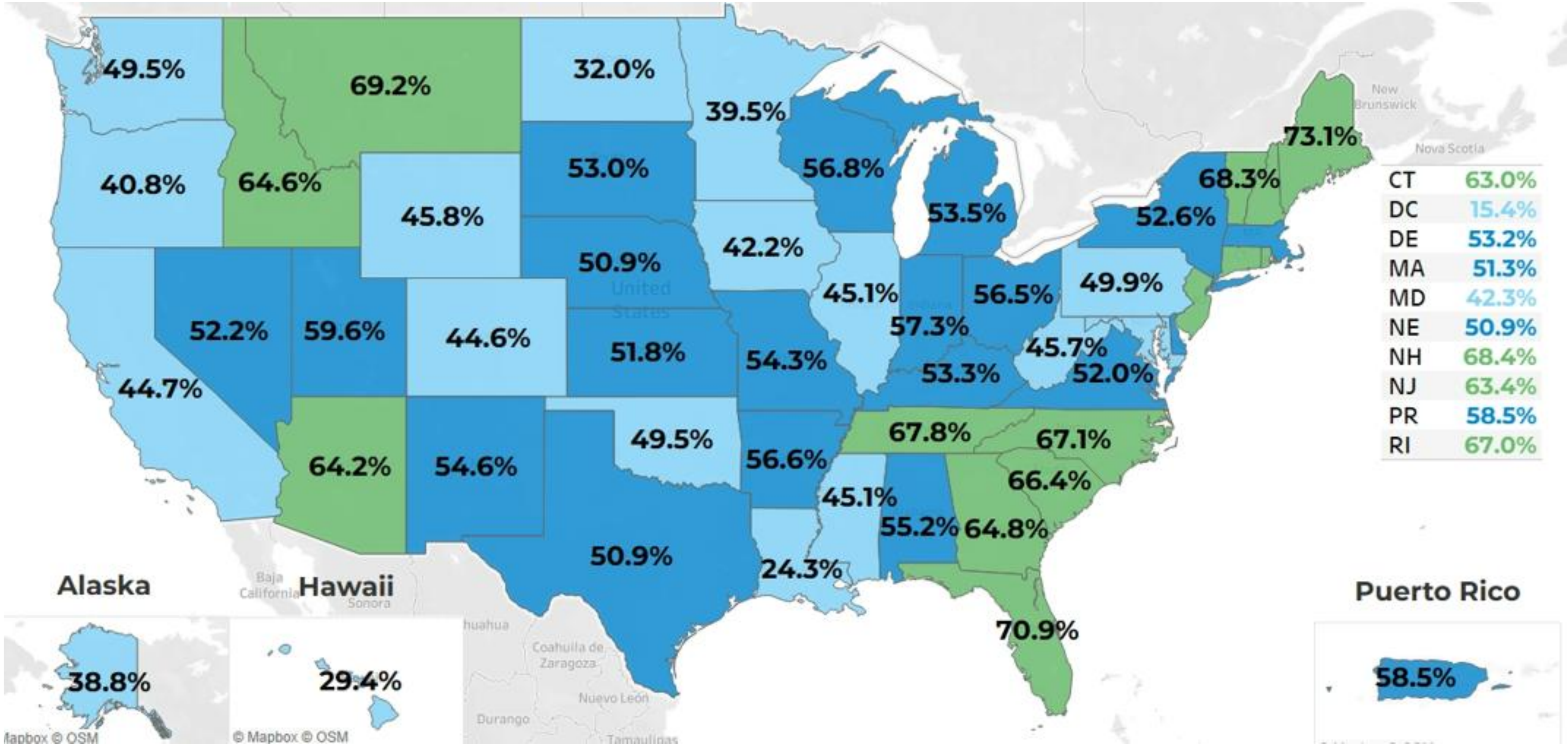
Home Price Gains Since Pre-COVID
% change from 2020 Q1 to 2024 Q4



CT	63.0%
DC	15.4%
DE	53.2%
MA	51.3%
MD	42.3%
NE	50.9%
NH	68.4%
NJ	63.4%
PR	58.5%
RI	67.0%

Source: NAR Analysis of FHFA data

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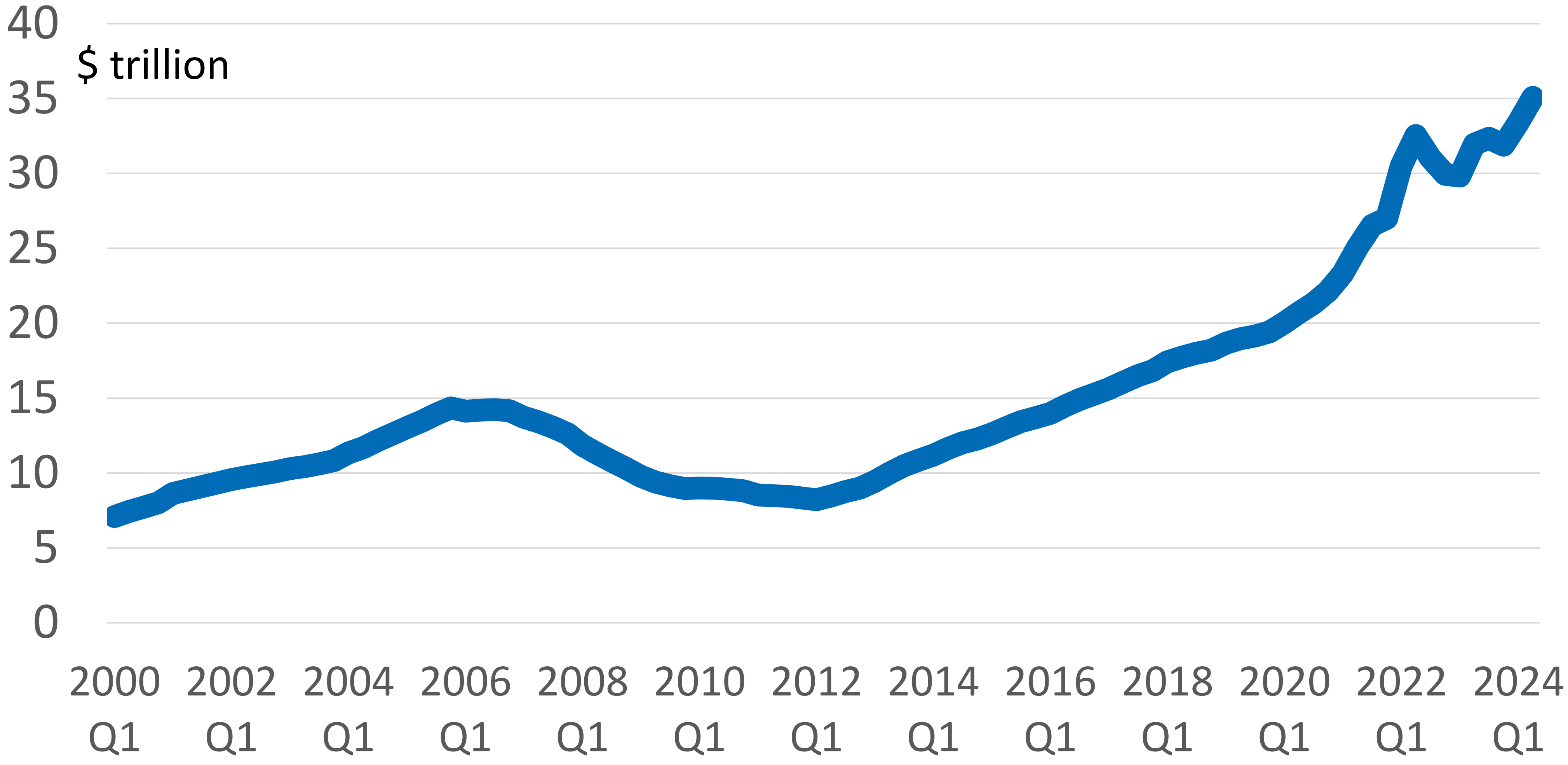
Household Equity in Real Estate in U.S.



Source: Federal Reserve

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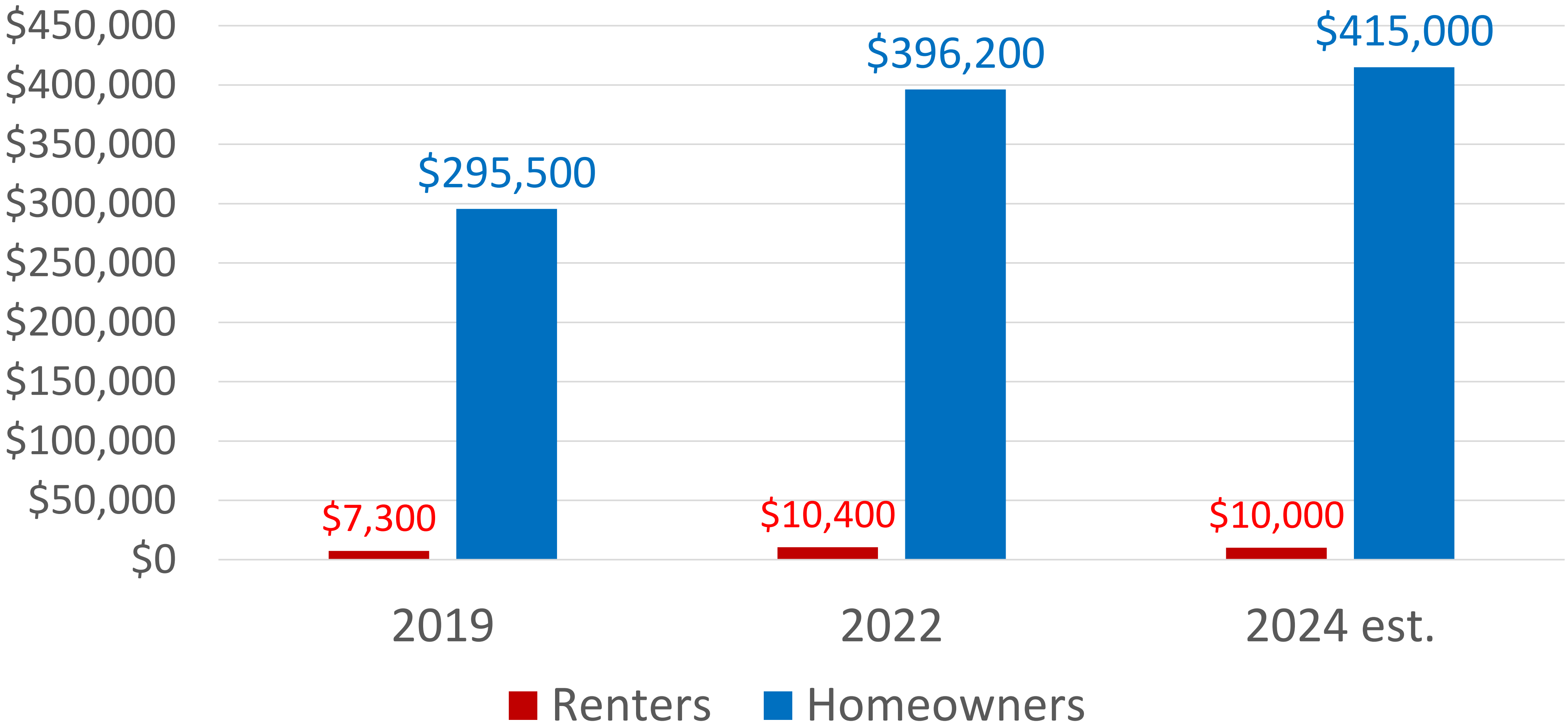
Median Net Worth between Owners and Renters



Source: Median Net Worth from Federal Reserve Survey of Consumer Finance

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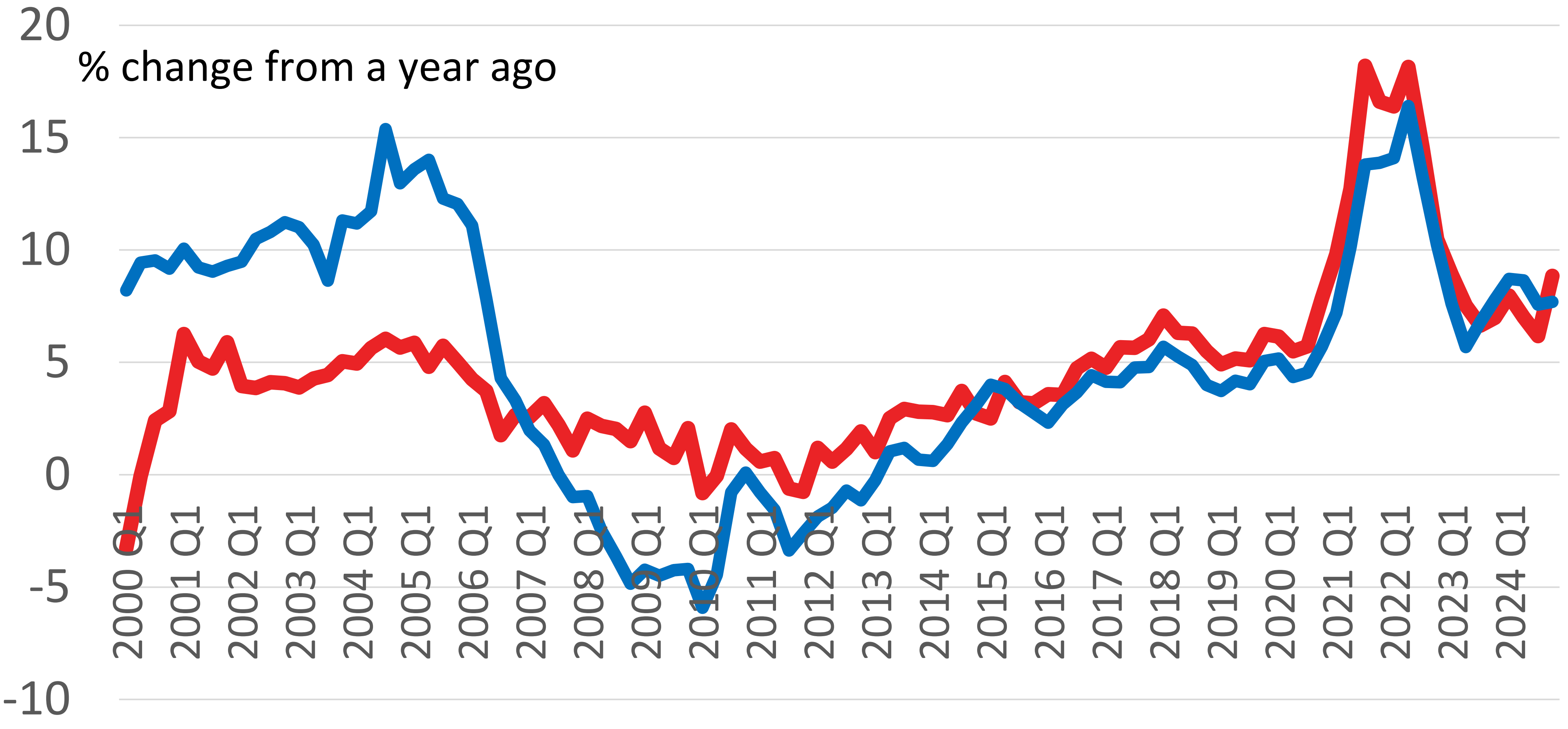
Home Price Appreciation in Buffalo-Niagara and NY State



Source: FHFA

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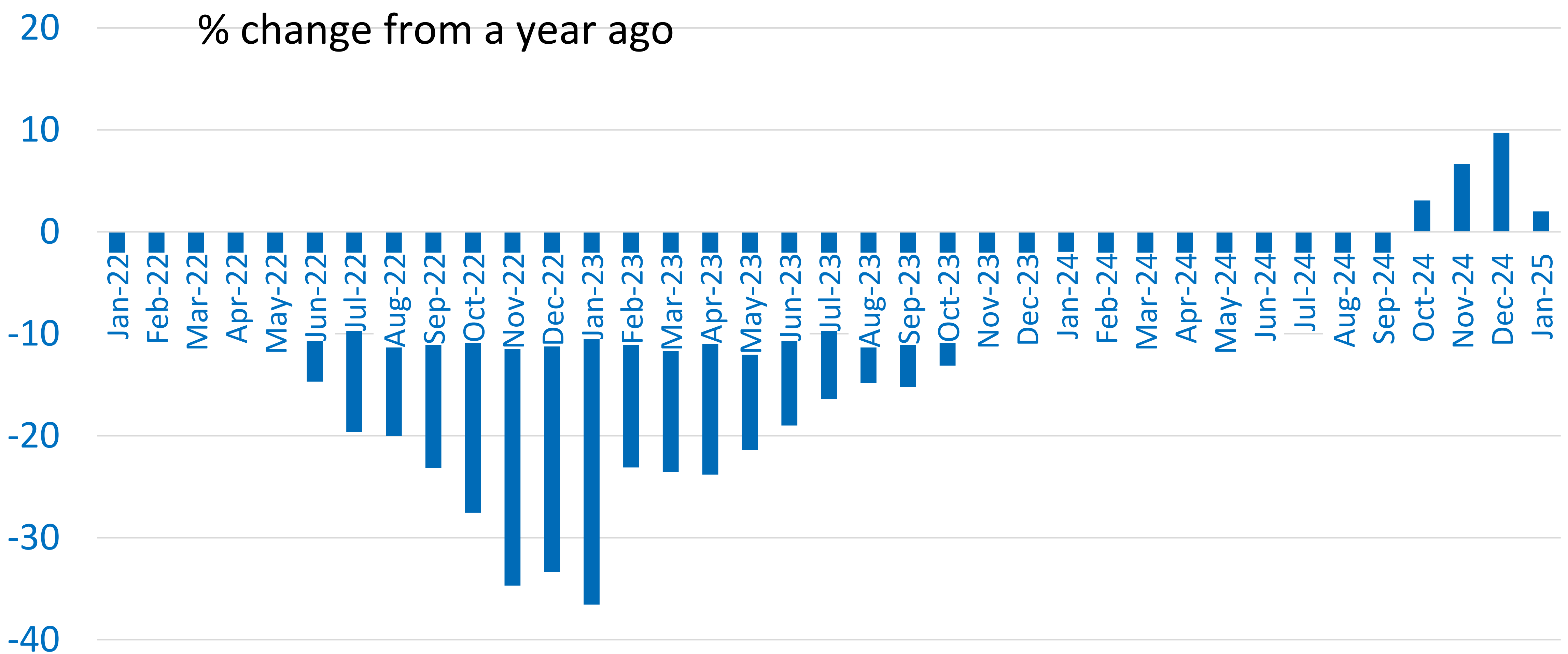
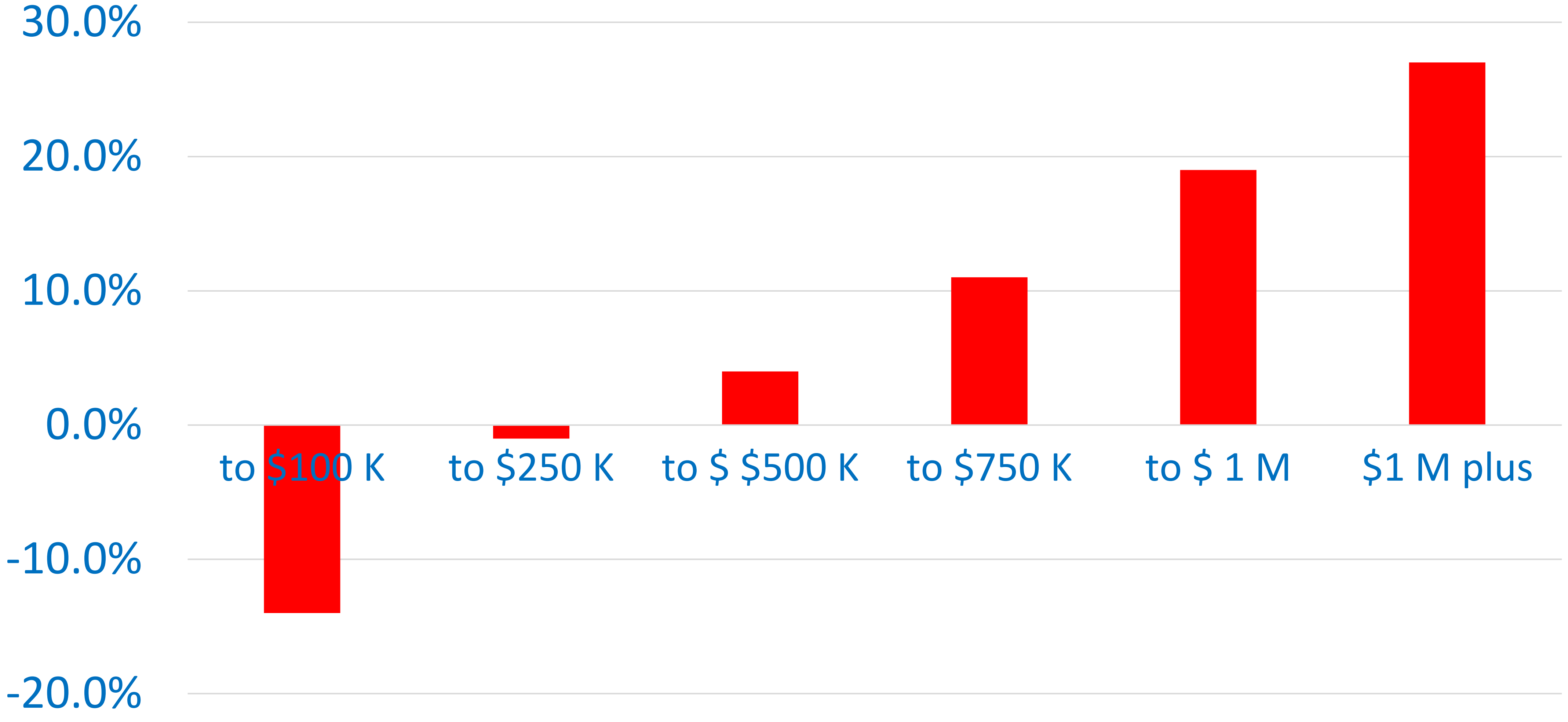
Recent Home Sale Closings Nationwide



Source: NAR

Home Sales Change by Price Points in January
(% change from a year ago)



Source: NAR

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Housing Statistics January 2025

Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

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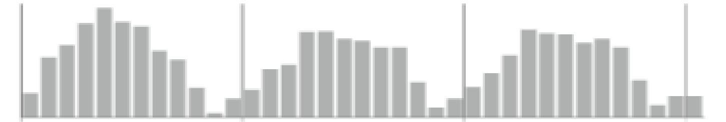
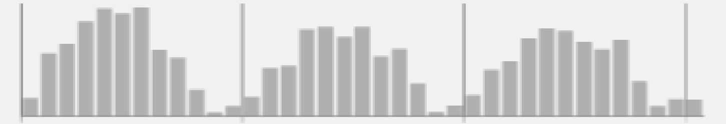
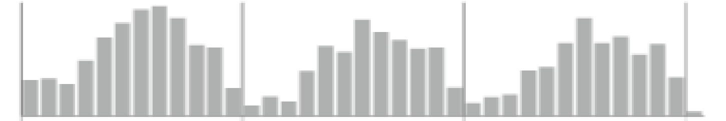
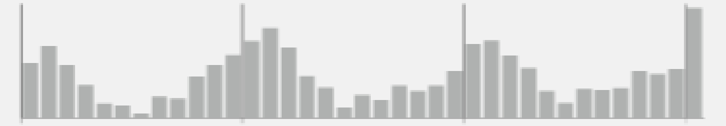
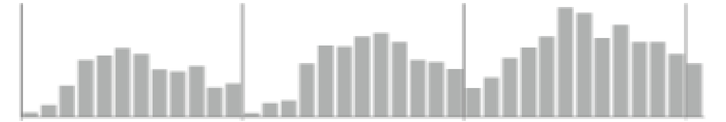
Key Metrics	Historical Sparkbars	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		751	**638**	- 15.0%	1,363	**1,278**	- 6.2%
Pending Sales		633	**598**	- 5.5%	1,187	**1,199**	+ 1.0%
Closed Sales		573	**512**	- 10.6%	1,256	**1,268**	+ 1.0%
Days on Market		31	**40**	+ 29.0%	27	**31**	+ 14.8%
Median Sales Price		$210,940	**$232,000**	+ 10.0%	$220,000	**$236,600**	+ 7.5%

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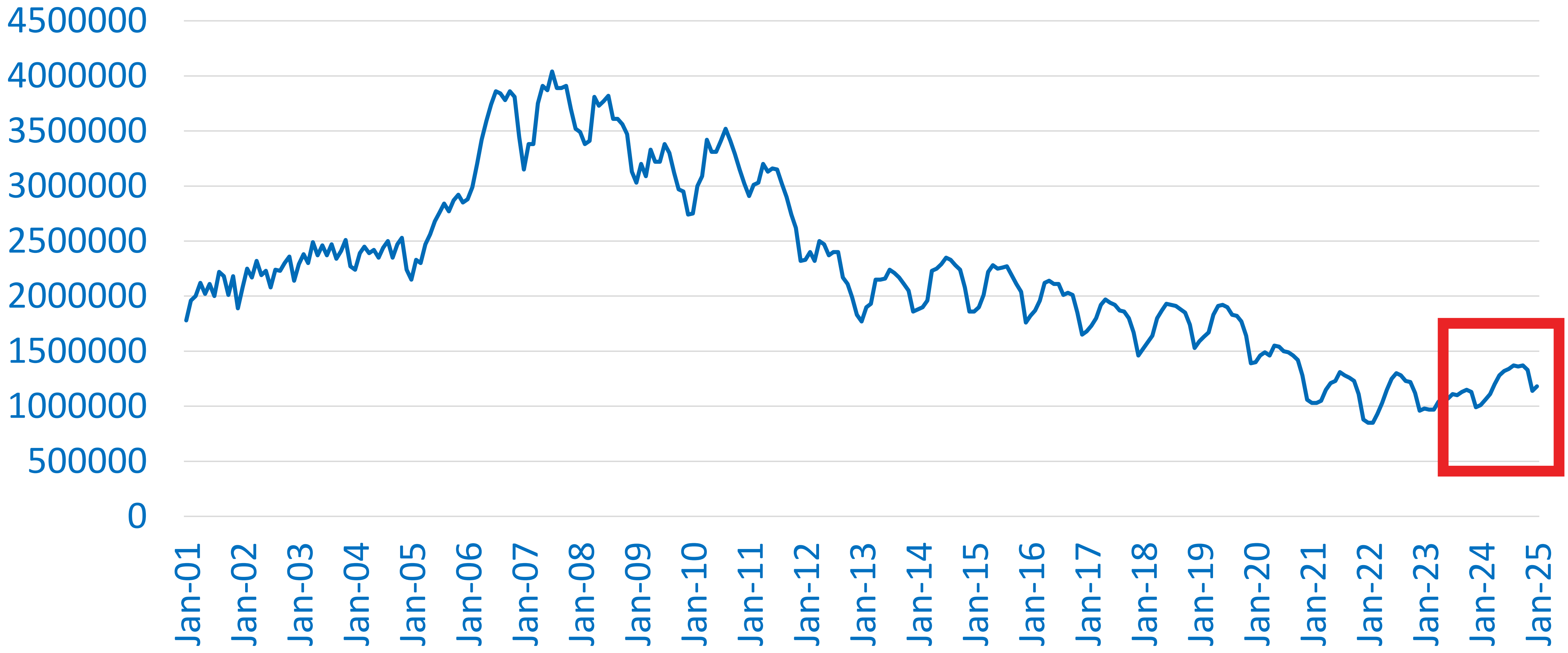
National Inventory



Source: NAR

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Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

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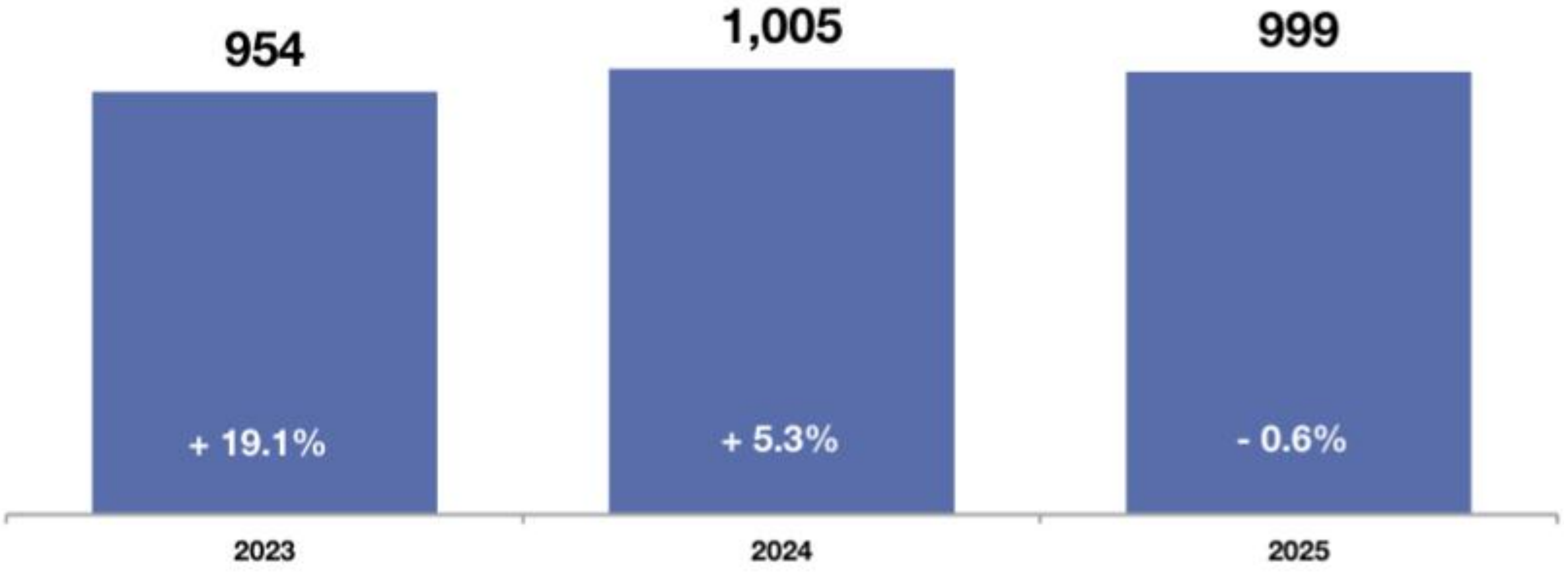
February



Homes for Sale		Prior Year	Percent Change
March 2024	980	970	+1.0%
April 2024	1,082	1,002	+8.0%
May 2024	1,318	1,171	+12.6%
June 2024	1,441	1,322	+9.0%
July 2024	1,536	1,414	+8.6%
August 2024	1,590	1,386	+14.7%
September 2024	1,718	1,498	+14.7%
October 2024	1,658	1,503	+10.3%
November 2024	1,521	1,370	+11.0%
December 2024	1,255	1,123	+11.8%
January 2025	1,102	1,008	+9.3%
February 2025	**999**	**1,005**	**-0.6%**
12-Month Avg*	1,350	1,231	+9.7%

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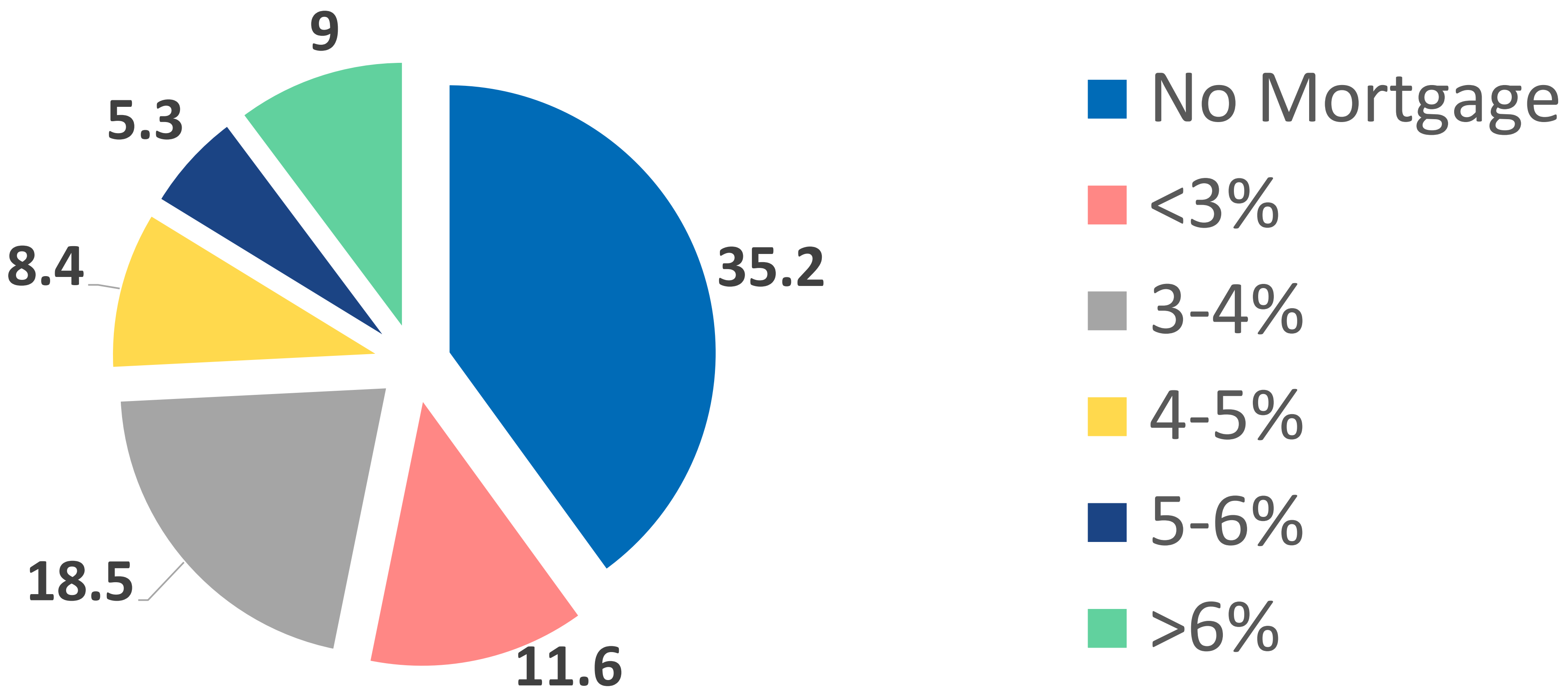
88 million Homeowners

Distribution by Mortgage Rates



Source: NAR estimate using data on mortgage distribution by FHFA 2024 Q2

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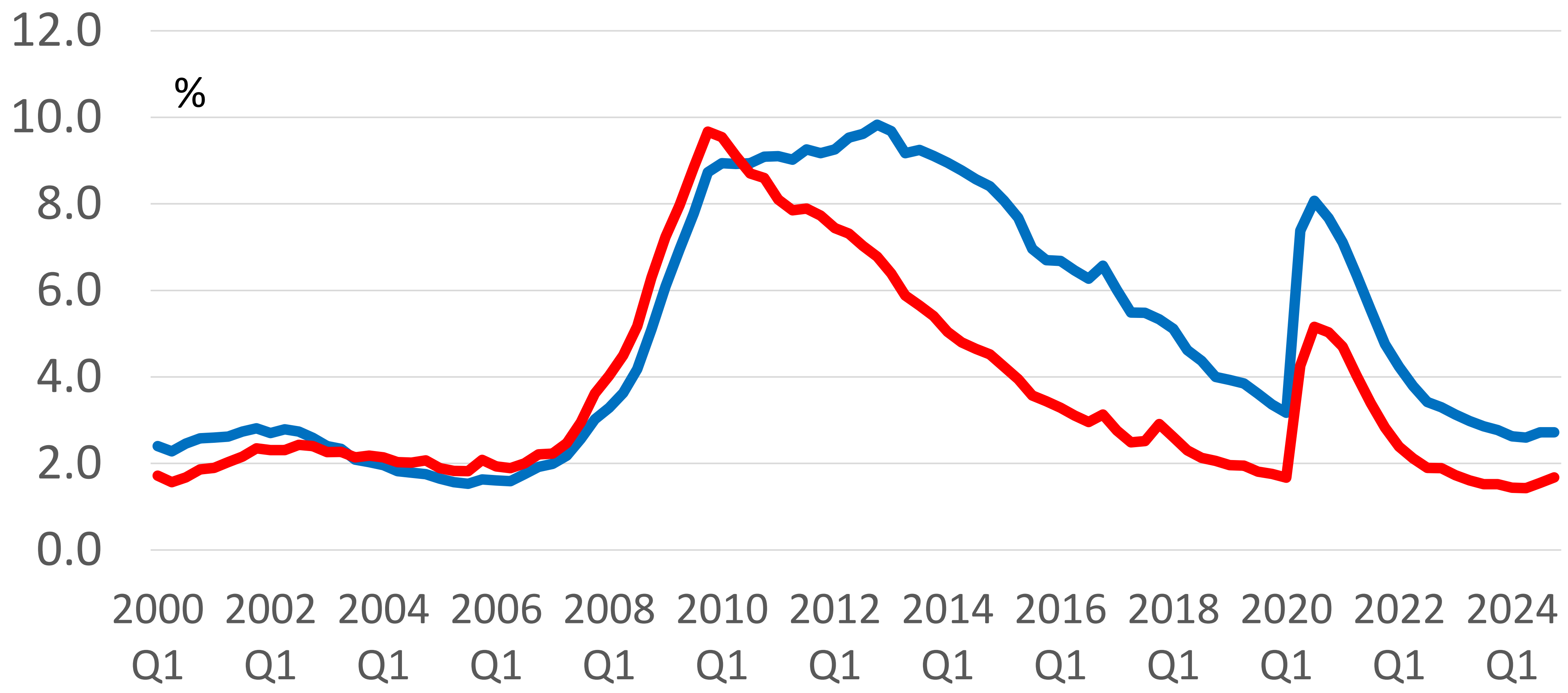
NY Mortgages in Seriously Delinquent Status
… 3 months late or in foreclosure
… Higher compared to U.S. levels



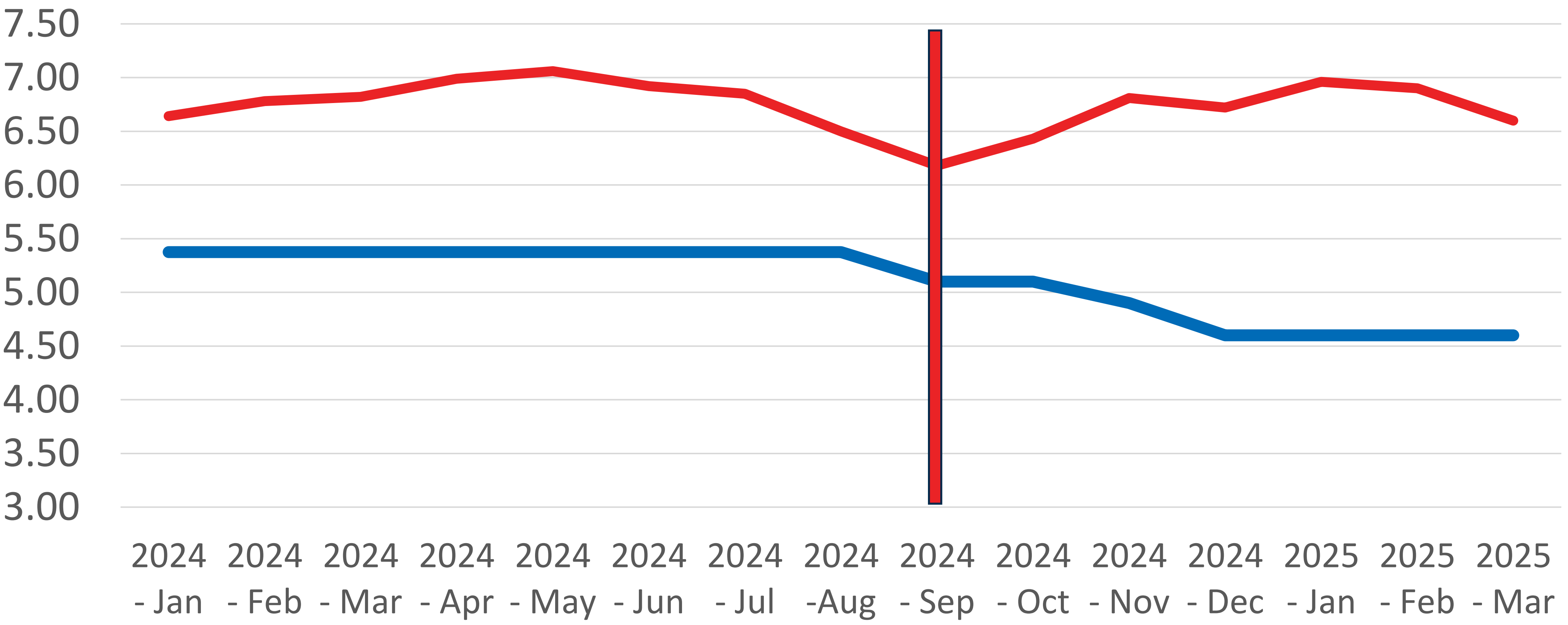
Source: Mortgage Bankers Association

Home Sales Depend Mainly on

Jobs and Mortgage Rates

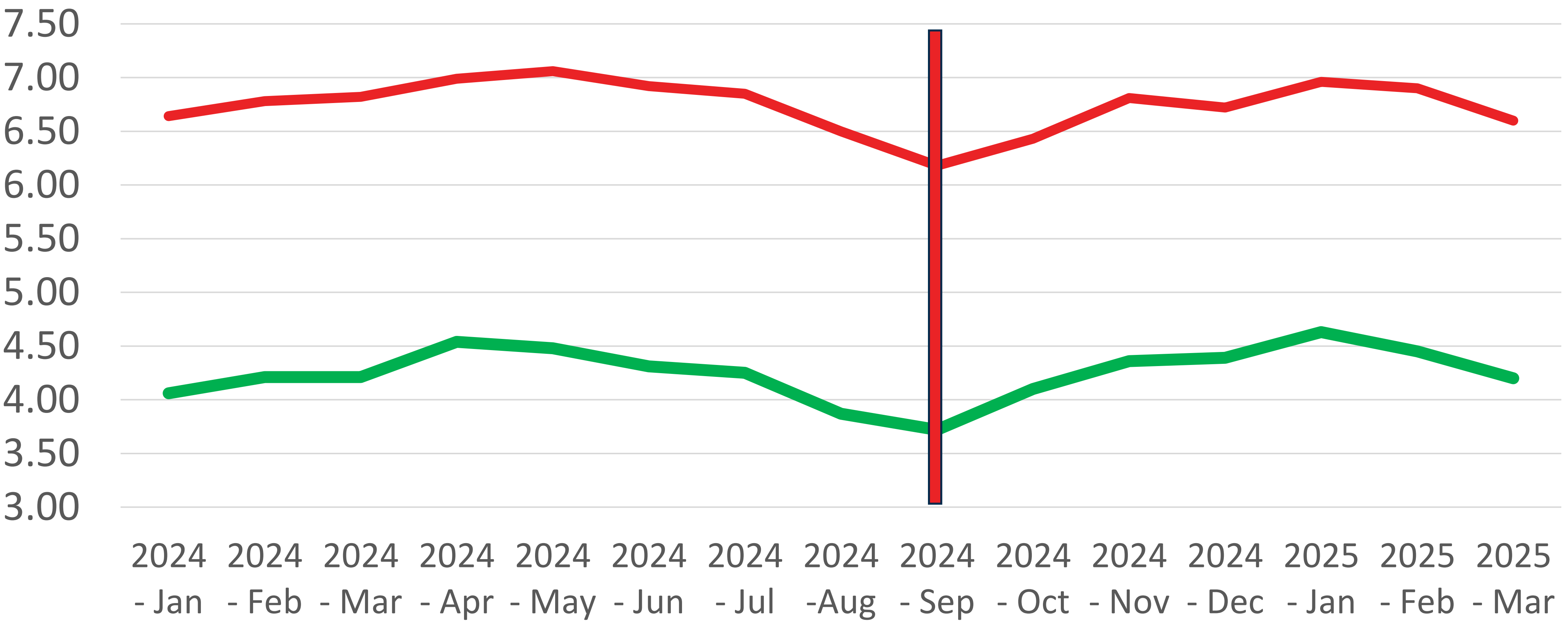
New Factor: Inventory Availability

Fed Rate Cuts from September …
… Did not bring down Mortgage Rates



Source: Federal Reserve and Feddie Mac Mortgage Rate

The 10-year Treasury Yield will move Mortgage Rates



Source: Federal Reserve and Feddie Mac Mortgage Rate

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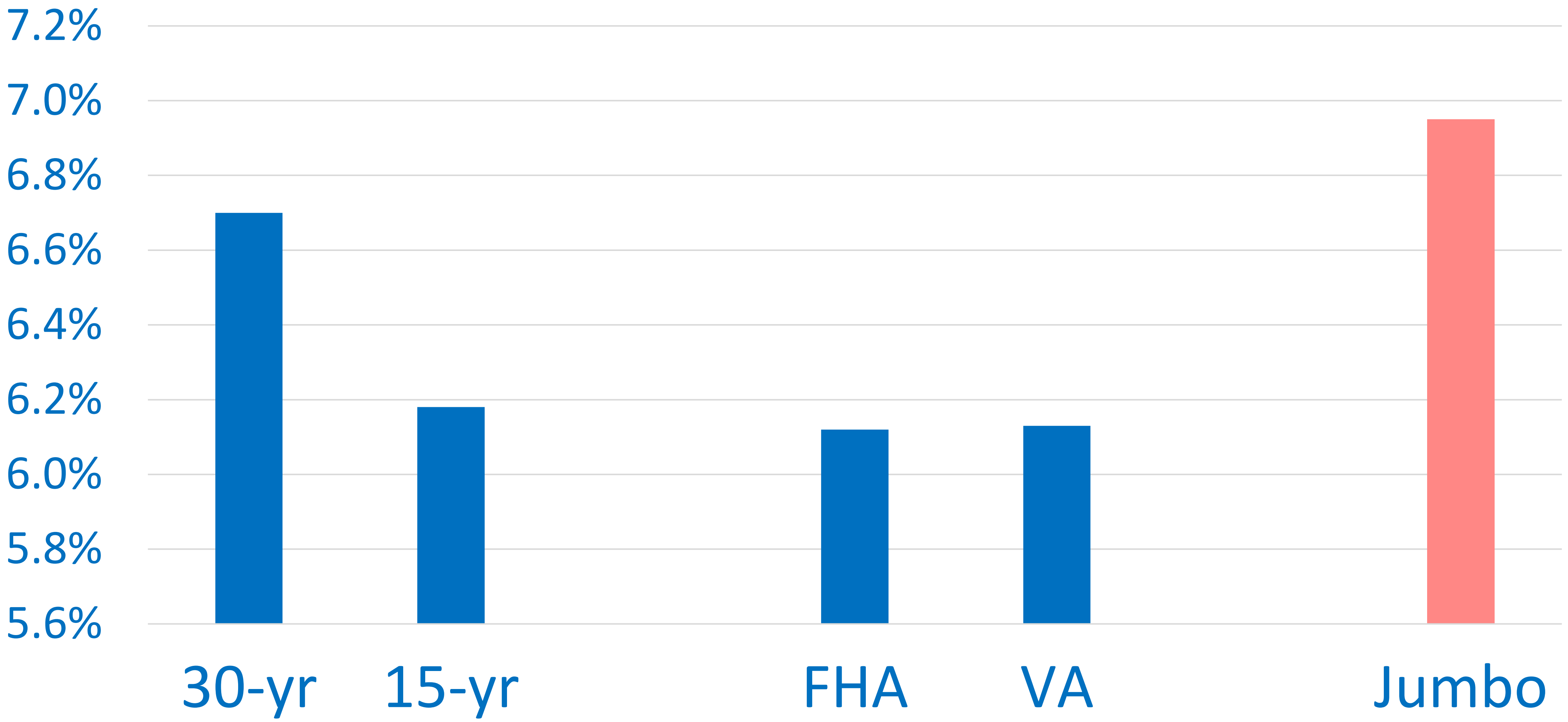
Average Mortgage Rate Early-March



Source: Mortgage News Daily

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3.2%
3.4%
3.4%
3.4%
3.3%
3.5%
3.5%
3.4%
3.5%
3.4%
3.3%
3.2%
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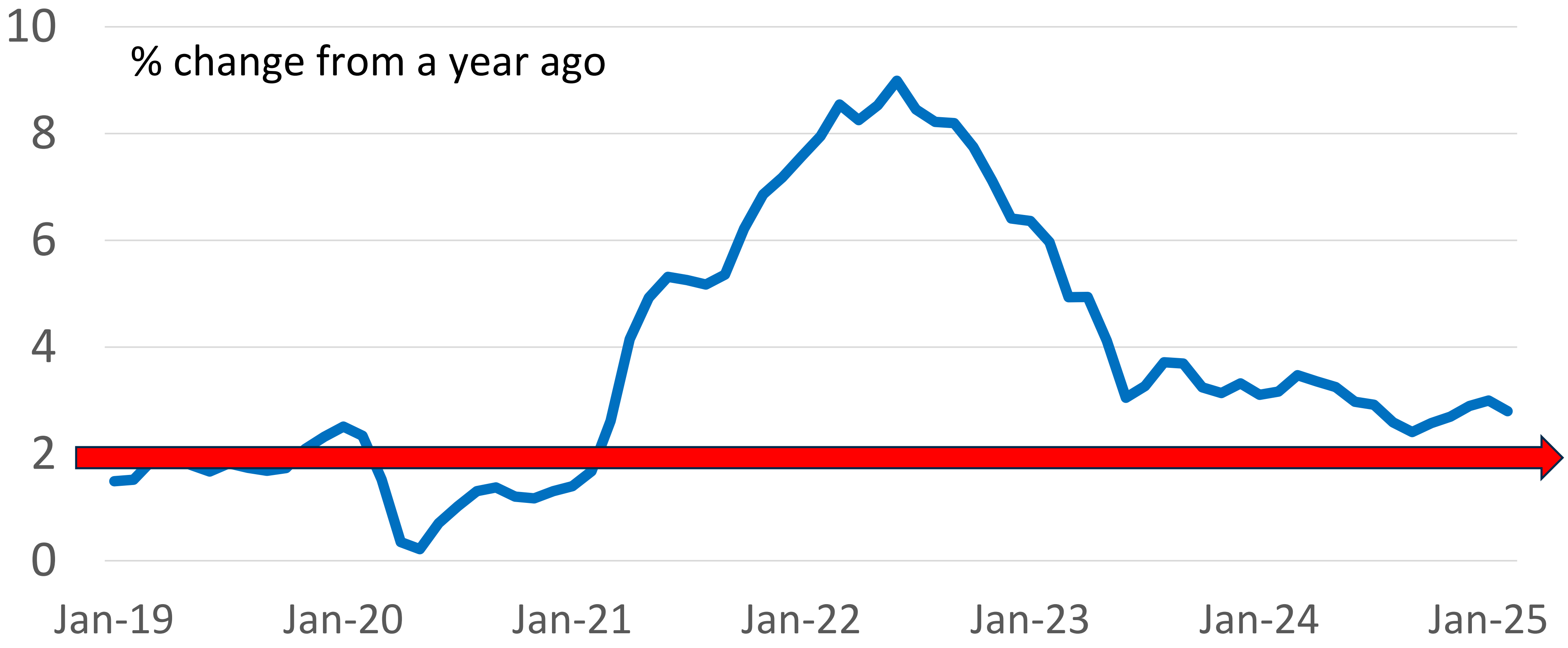
2.3%
2.3%
2.1%
2.0%
1.9%
1.9%
1.6%
1.4%
1.7%
2.1%
2.2%
2.6%
2.8%
2.8%
3.2%
3.5%
3.9%
4.2%
4.4%
4.7%
5.0%
5.1%
5.4%
5.6%
5.7%
6.3%
6.6%
6.9%
7.1%
7.5%
7.9%
8.1%
8.2%
8.1%
8.0%
7.8%
7.7%
7.3%
7.2%
6.7%
6.5%
6.2%
6.1%
5.8%
5.6%
5.5%
5.4%
5.1%
5.0%
5.2%
4.9%
4.9%
4.8%
4.6%
4.4%

CPI at 2.8% in February … above 2% target



Source: BLS

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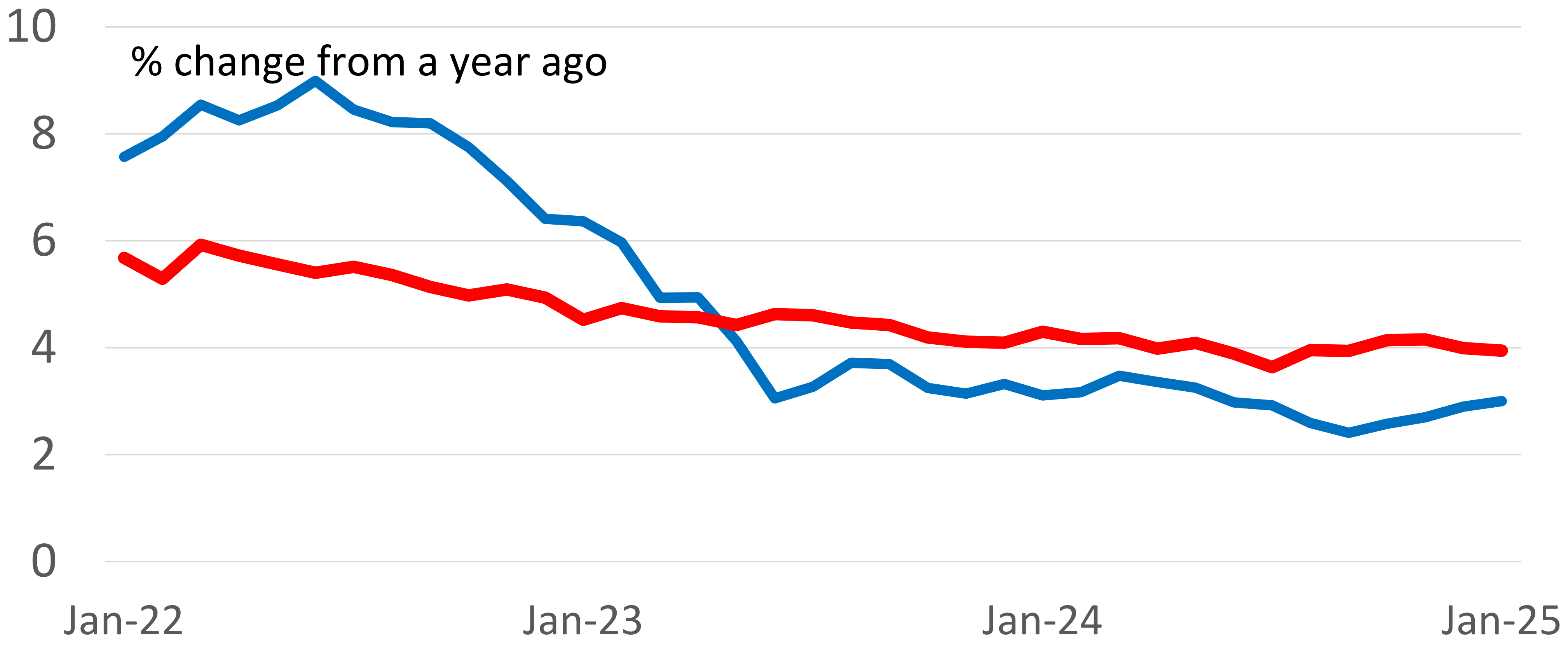
Consumer Price (blue) at 2.8% in February … Wage Growth (red) 4.0% in February



Source: BLS

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Prospect of Falling Inflation and Falling Mortgage Rates

- Tariff … inflationary
- Deregulation … disinflationary
- Oil Summit ?… disinflationary

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Average Gasoline Price …
Getting close to $2 per gallon as in Pre-Covid

Source: Energy Information Administration

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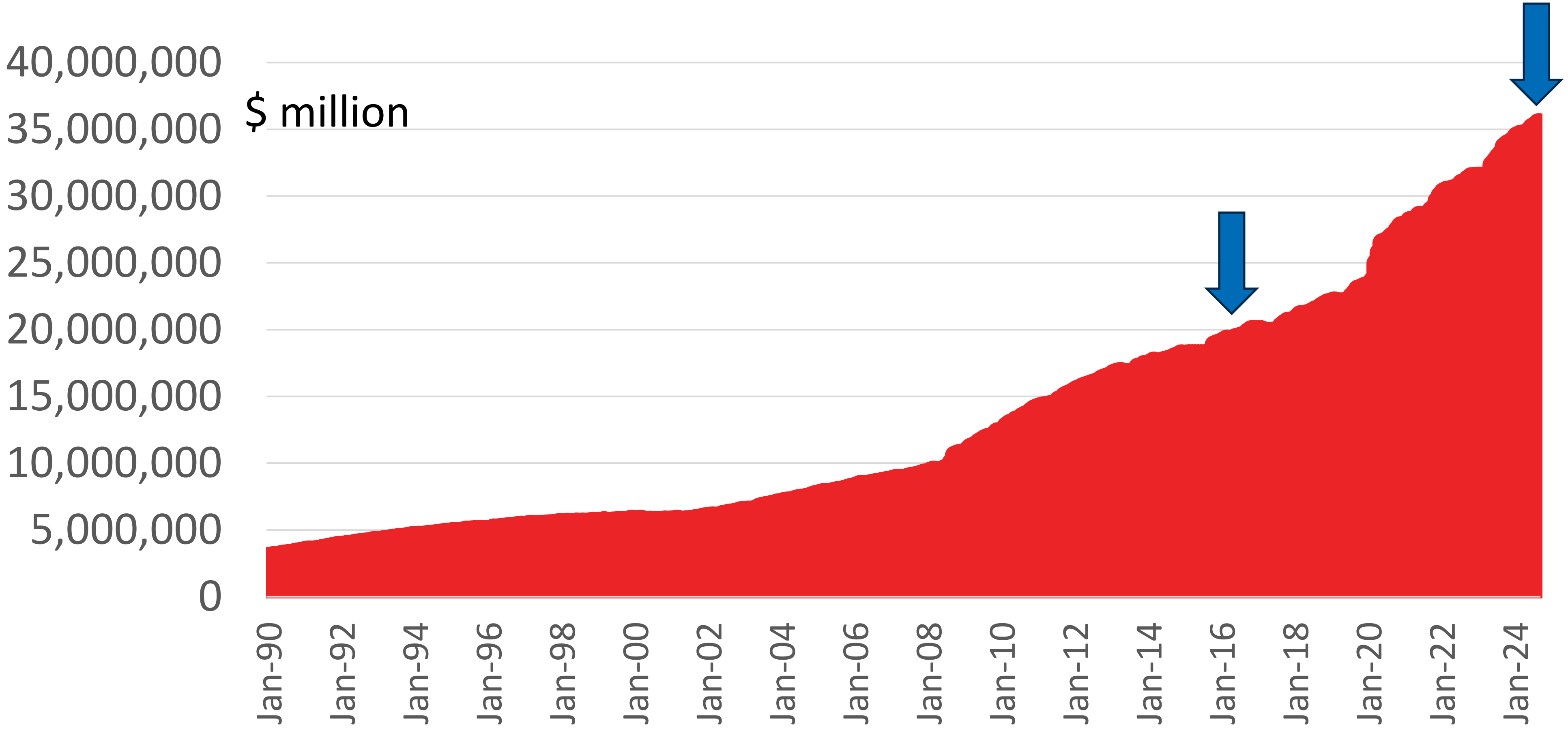
National Debt
(cumulative of all past deficits)



Source: Congressional Budget Office

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Forecast

Nationwide Forecast

	2025	2026
Existing Home Sales	+9%	+13%
New Home Sales	+11%	+8%
Median Home Price	2%	2%
Mortgage Rate	Near 6%	Near 6%
Job Gains	Near 2 million	Near 2 million

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Thank You !

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