



COVID-19 Update

Panelists

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OCTOBER RETAIL SALES



0.3 % ▲

OCTOBER



1.1 % ▲

**OCTOBER INDUSTRIAL
PRODUCTION**



1.0 % ▲

MANUFACTURING



0.1 % ▼

**MOTOR VEHICLES
& PARTS**

UNEMPLOYMENT RATES

Source: U.S. Bureau of Labor Statistics



6.9% ▼

OCTOBER



6.7% ▼

NOVEMBER

NONFARM PAYROLL JOBS

Source: U.S. Bureau of Labor Statistics



INITIAL JOBLESS CLAIMS

853,000

(Week ending December 5, 2020)

Source: U.S. Department of Labor

NOVEMBER 2020 INFLATION

Source: U.S. Bureau of Labor Statistics

ALL ITEMS

1.2% ▲

Y/Y

CORE

1.6% ▲

Y/Y

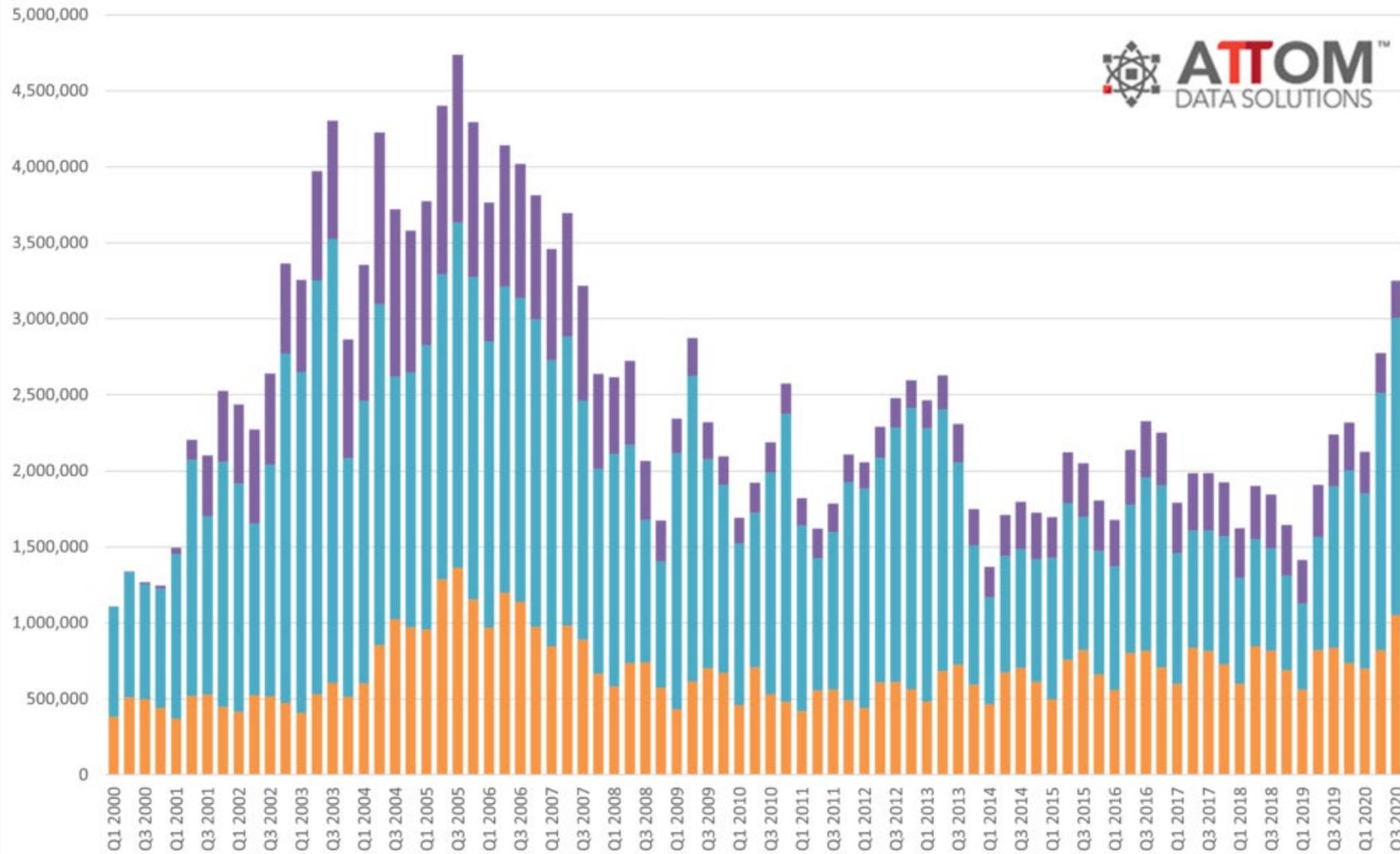
30-YEAR FIXED MORTGAGE RATES

Source: Freddie Mac



U.S. Residential Mortgage Originations

■ Purchase ■ Refinance ■ HELOCs



Q3 2020 U.S. HOUSEHOLD DEBT

(Source: New York Federal Reserve)

\$14.35 TRILLION

(UP \$87 BILLION)

NOVEMBER MEDIAN HOME ASKING PRICE



Source: Realtor.com November Housing
Market Trends Report

MEDIAN HOME ASKING PRICE



(Week Ending December 5)

NOVEMBER MEDIAN HOME ASKING PRICE



Source: Realtor.com November Housing
Market Trends Report

REGIONAL STATISTICS

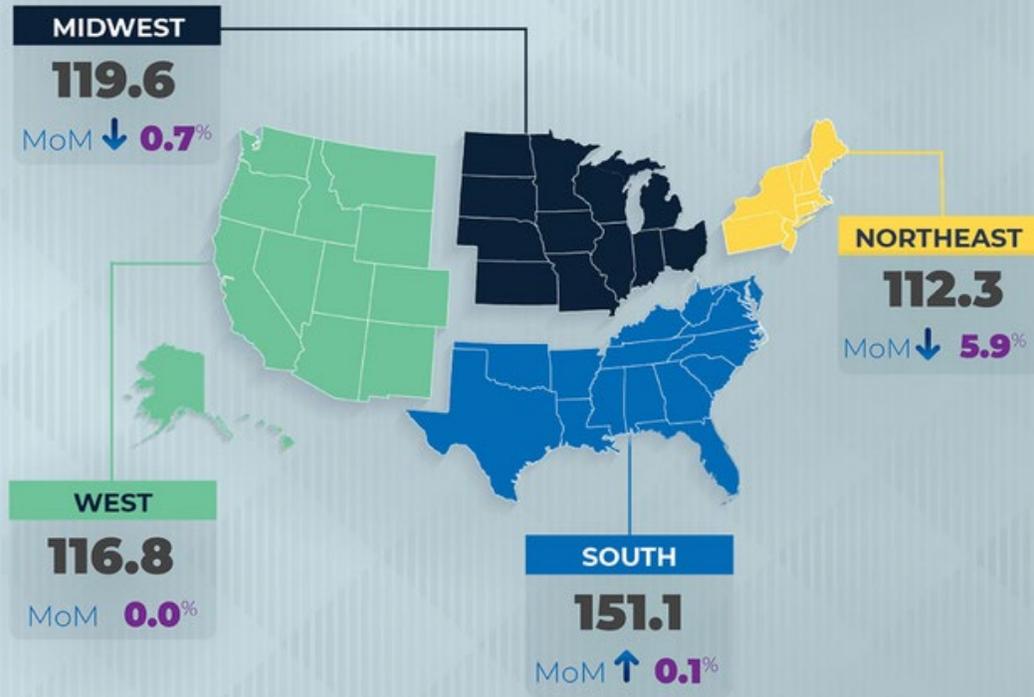
Region	Active Listing Count YoY	New Listing Count YoY	Median Listing Price YoY
U.S.	-39.2%	-8.7%	+12.7%
Northeast	-35.3%	+1.7%	+11.6%
Midwest	-42.5%	-8.7%	+8.6%
South	-42.9%	-12.1%	+6.9%
West	-30.6%	+5.0%	+10.6%

Source: Realtor.com November Housing

HOUSING SNAPSHOT

PENDING HOME SALES OCTOBER 2020

INDEX **128.9**^{*} MoM ↓ **1.1%**



*An index above 100 coincides with a higher level of activity relative to 2001 (2001=100).

MEDIAN HOME ASKING PRICE

2020 PEAK

\$350,000

NOV 2020

\$348,000

Source: Realtor.com November Housing
Market Trends Report



HOME PRICE GROWTH

**BELOW BASELINE IN 26 OF 50
LARGEST METRO MARKETS**

Source: Realtor.com Housing
Market Recovery Index

TIME ON MARKET

**TRENDS FASTER THAN BASELINE IN
45 OF 50 LARGEST METRO MARKETS**

Source: Realtor.com Housing
Market Recovery Index

EXISTING HOME SALES

EXISTING HOME SALES: 6,850,000 (SAAR) | +4.3% MOM | 26.6% YOY

EXISTING HOME INVENTORY: 1.42 MILLION | -19.8% YOY

EXISTING HOME SUPPLY: 2.5 MONTHS

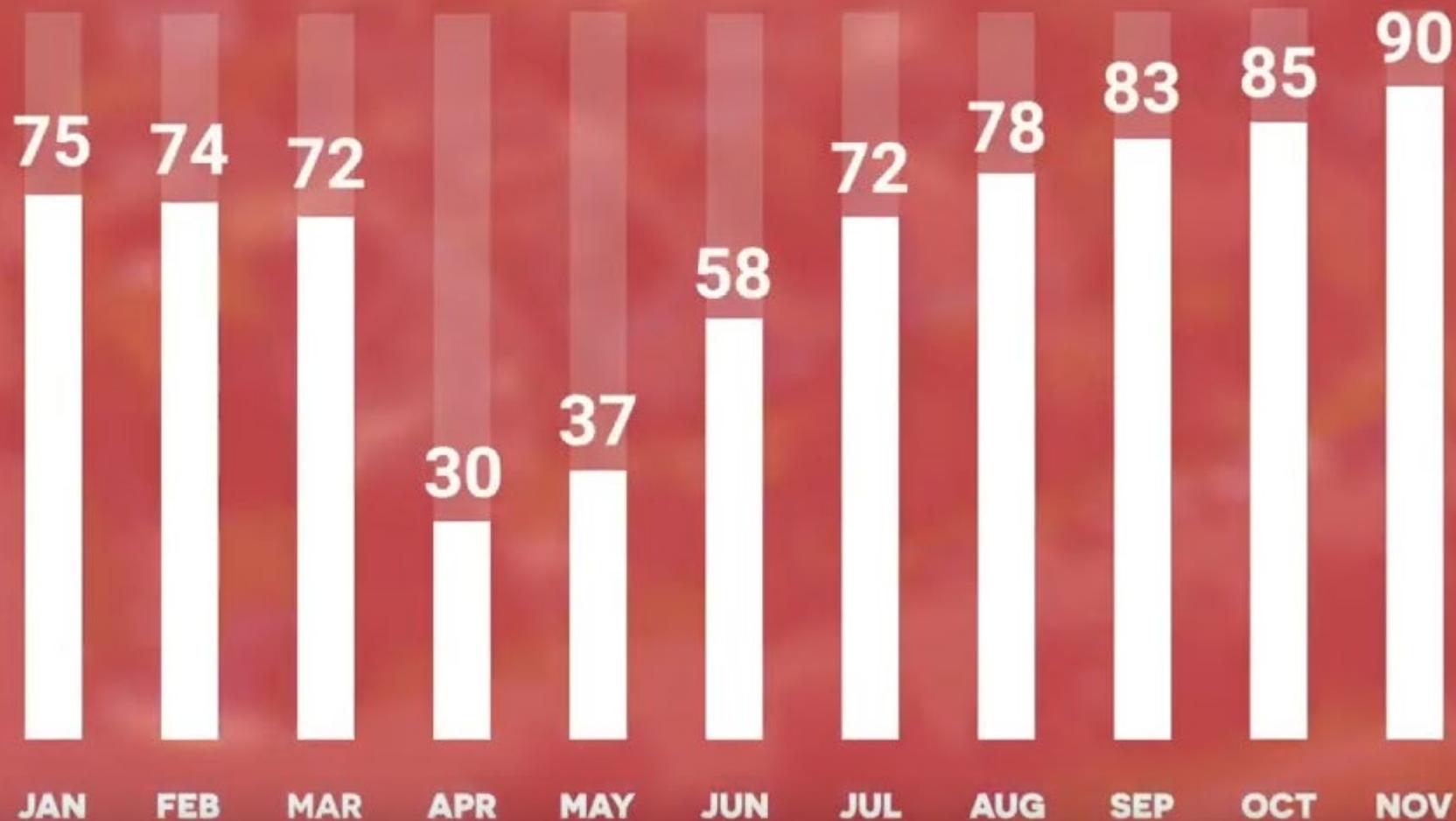


week_end_date	median_listing_price_yy	active_listing_count_yy	median_days_on_market_by_day_yy	median_days_on_market_yy	new_listing_count_yy
12/5/2020	13.50%	-39.10%	-14	-18.20%	-7.30%
11/28/2020	13.10%	-39.10%	-14	-18.90%	0.50%
11/21/2020	13.10%	-38.80%	-13	-18.30%	-4.70%

SUBURB VS CITY CENTER

Metro	Suburb	Suburb Median Listing Price (1800+ SqFt)
Atlanta, GA	Marietta, GA	\$440,000
Boston, MA	Hanover, MA	\$670,000
Chicago, IL	Palos Hills, IL	\$379,000
Dallas-Fort Worth, TX	Cedar Hill, TX	\$352,000
Houston, TX	Jersey Village, TX	\$447,000
Los Angeles, CA	Fullerton, CA	\$1,155,000
Miami, FL	Pine Island Ridge-Plantation, FL	\$679,000
New York, NY	Clark, NJ	\$798,000

NAHB/WELLS FARGO HOUSING MARKET INDEX



CONSTRUCTION DATA

BUILDING PERMITS: 1,545,000 (SAAR) | 0.0% MOM | +2.8% YOY

HOUSING STARTS: 1,530,000 (SAAR) | +4.9% MOM | +14.2% YOY

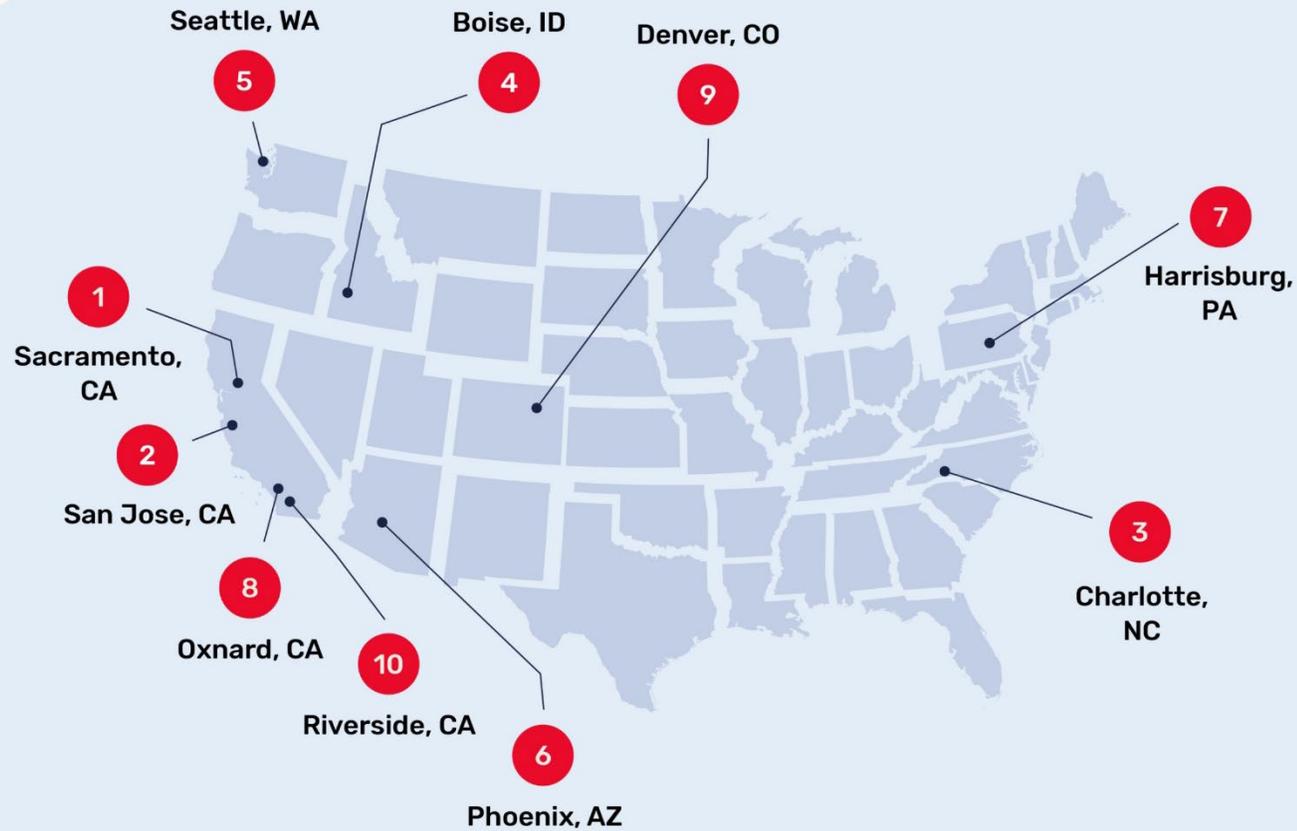
HOUSING COMPLETIONS: 1,343,000 (SAAR) | -4.5% MOM | +5.4% YOY

REALTOR.COM 2021 FORECAST FOR **KEY HOUSING INDICATORS**

Housing Indicator	Realtor.com 2021 Forecast
Existing Home Sales	Up 7.0%
Existing Home Median Sales Price Appreciation	Up 5.7%
Mortgage Rates	Average 3.2% throughout the year, 3.4% by end of year
Single-Family Home Housing Starts	Up 9%
Homeownership Rate	65.9%

 Watch in Pic

Top Housing Markets — of 2021 —



Top 10 Markets During and in a Post-COVID-19 Environment



NMHC Rent Payment Tracker Finds 75.4 Percent of Apartment Households Paid Rent as of December 6

DECEMBER 1-6, 2020

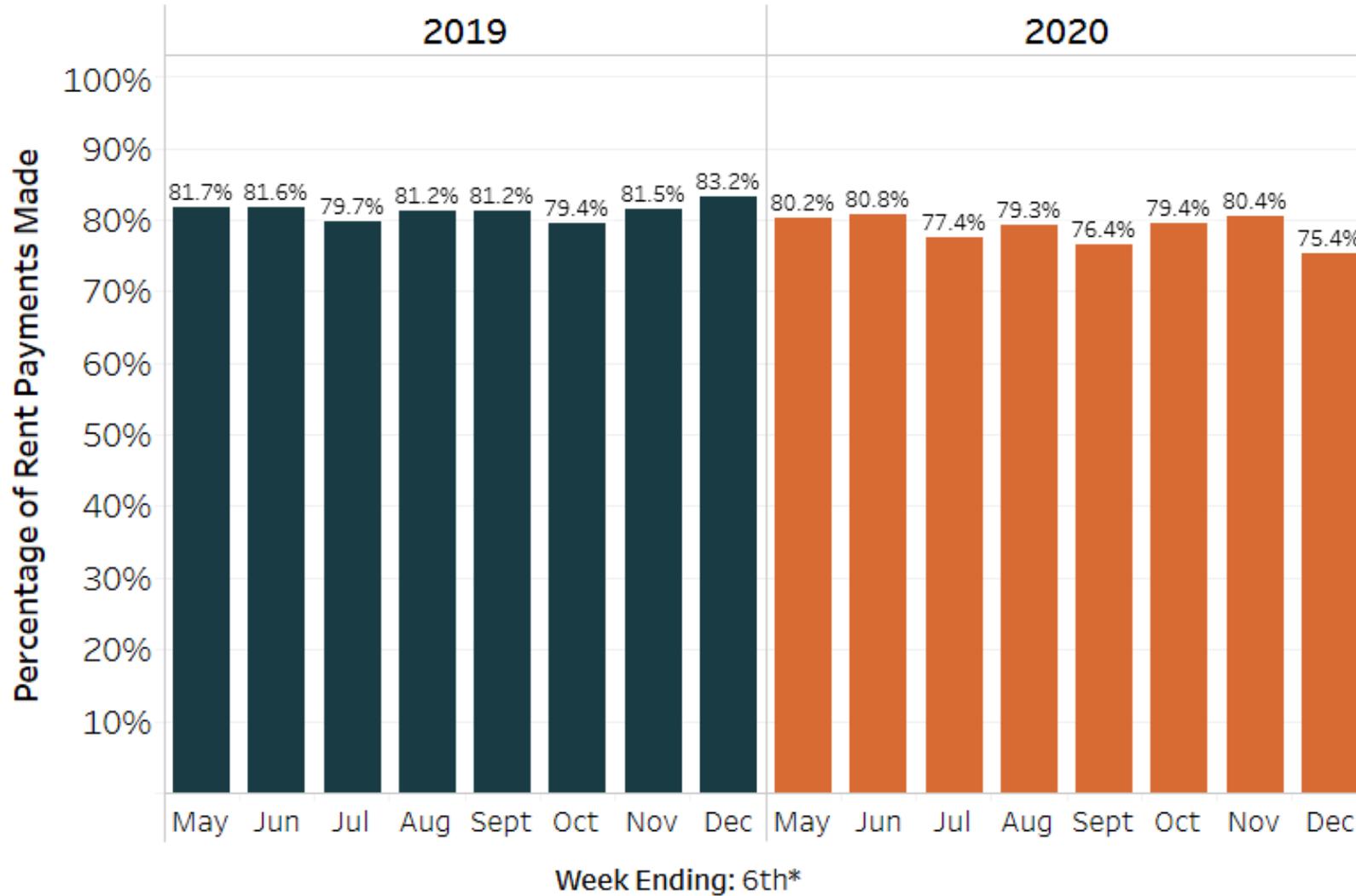
▼ 75.4%



of rent payments made

Rent Payment Tracker: Weekly Results

**Data collected from between 11.1 - 11.5 million apartment units each month



MARKETS WITH LARGEST RENT DECREASES

NOVEMBER 2020 1-BED

Rank	County	Median Rent	YoY Percent Change
1	San Francisco, Calif.	2,716	-27.0%
2	New York, N.Y.	3,175	-18.6%
3	San Mateo, Calif.	2,424	-17.6%
4	Suffolk, Mass.	2,500	-17.4%
5	King, Wash.	1,729	-14.4%

MARKET WITH LARGEST RENT INCREASES

NOVEMBER 2020 1-BED

Rank	County	Median Rent	YoY Percent Change
1	Sacramento, Calif.	1,462	14.7%
2	Monroe, N.Y.	1,078	13.6%
3	Marion, Ind.	950	13.6%
4	Hamilton, Ohio	1,150	13.5%
5	Pinellas, Fla.	1,300	12.1%

 Watch in Picture-in-P



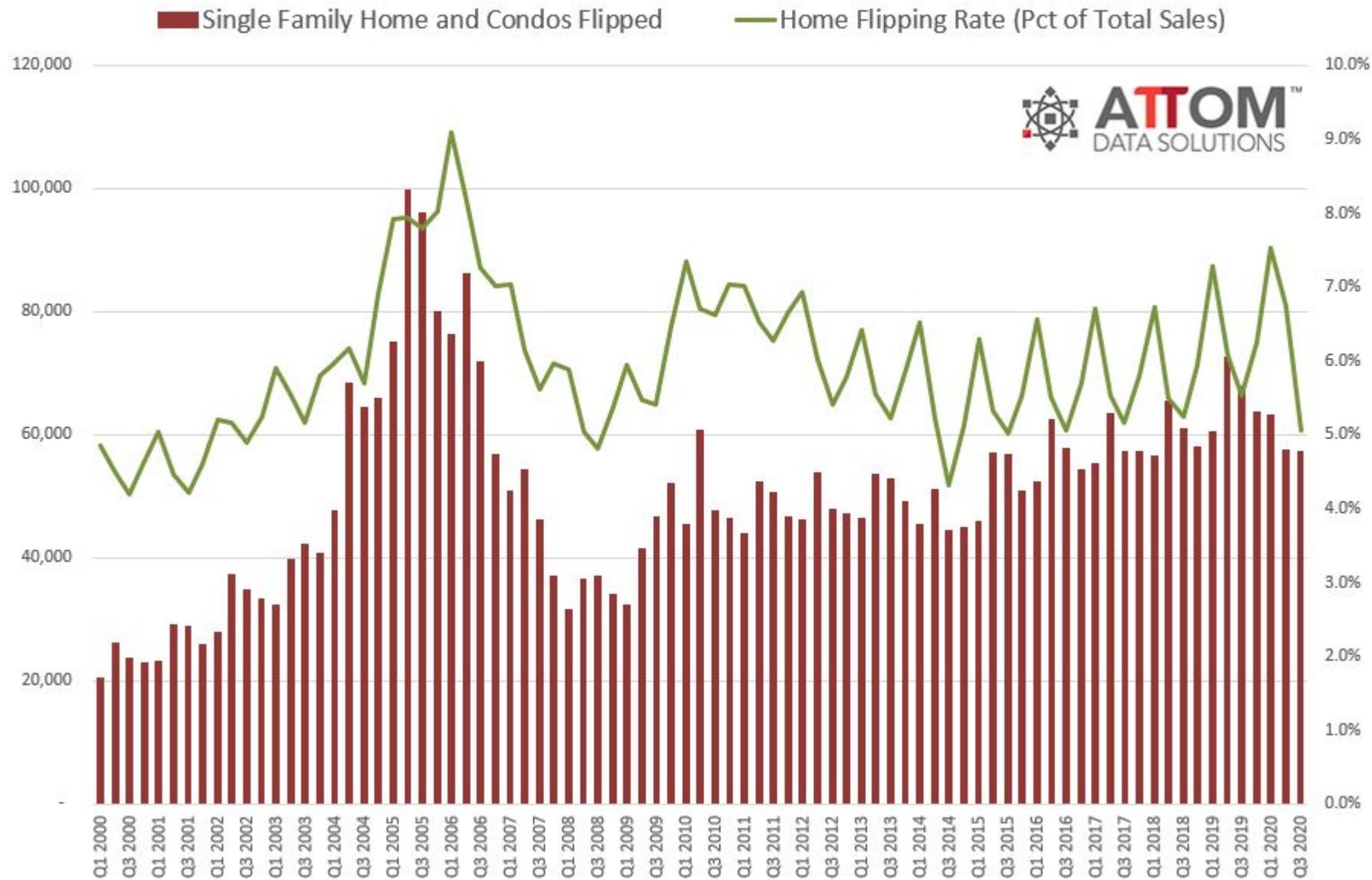


- **Foreclosure starts decline monthly nationwide**
A total of 5,256 U.S. properties started the foreclosure process in November 2020, down 13 percent from last month and down 79 percent from a year ago.
- **Bank repossessions see a 22 percent decline from last month**
- *Median Price of Foreclosed Homes 36% Less Than Median for All Sales in Third Quarter of 2020 (\$180,250)*
- *Discount Up for 4th Straight Quarter*
- *Gap Highest in Lower-Priced Areas of Nation*
- *REO discount at best level since Q3 2017*
- **Florida, Illinois and Oklahoma post highest state foreclosure rates**

Deepest discounts on REO properties in Midwest and South

- ▶ **Key local market takeaways:**
- ▶ The biggest discount during the third quarter of 2020 came in West Virginia where the median \$49,000 price of a bank-owned property was 73 percent off the typical \$182,750 price of all homes.
- ▶ In Michigan, the median \$82,450 price of a bank-owned property was 57 percent off the broader median of \$192,500.
- ▶ At the opposite end of the discount spectrum, the typical REO home in Nevada sold for \$278,000, or just 12 percent off the median for all homes of \$315,000.
- ▶ In Hawaii, the state with nation's most expensive housing, the median price for a bank-owned property in the third quarter stood at \$492,000, or only 15 percent off the \$577,500 median for all homes.

U.S. Home Flipping Trends



Largest Quarterly Decreases

- ▶ Killeen, TX (rate down 44.5 percent);
- ▶ Savannah, GA (down 43 percent);
- ▶ York, PA (down 42 percent);
- ▶ Greeley, CO (down 41.5 percent)
- ▶ Springfield, MA (down 39.8 percent).

Biggest quarterly decreases – Large Metro – 1M+

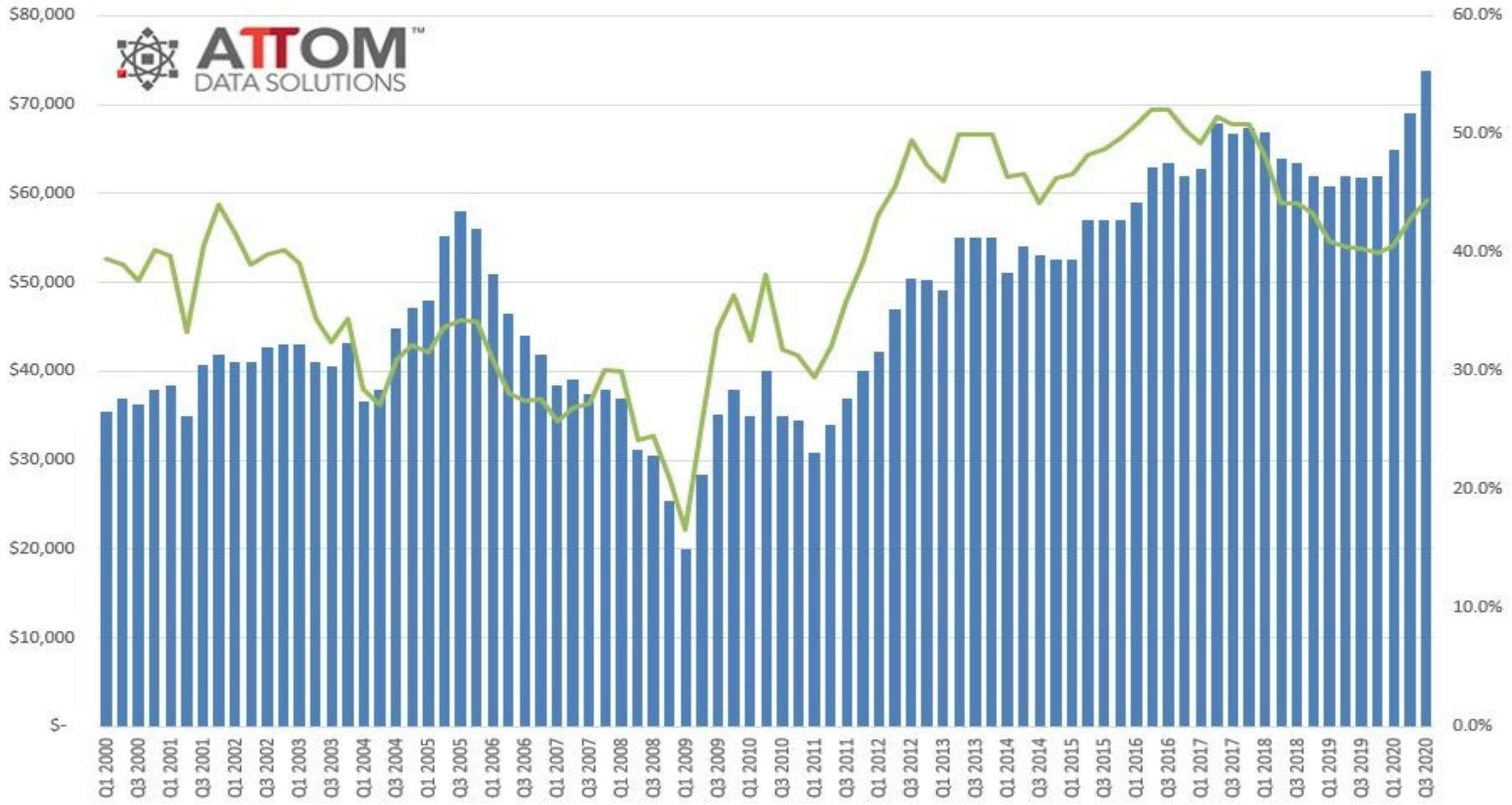
- ▶ Raleigh, NC (rate down 39.1 percent)
- ▶ Atlanta, GA (down 38.5 percent)
- ▶ Kansas City, MO (down 38.3 percent)
- ▶ San Diego, CA (down 38.1 percent)
- ▶ Rochester, NY (down 37 percent)

Increases

- ▶ Davenport, IA (rate up 18.5 percent)
- ▶ Hilton Head, SC (up 16.8 percent)
- ▶ Scranton, PA (up 12.2 percent)
- ▶ Amarillo, TX (up 10.9 percent)
- ▶ Kalamazoo, MI (up 7.7 percent)

Home Flipping Profit Trends

Gross Profit Gross ROI





Home flipping profit margins increased from the third quarter of 2019 to the third quarter of 2020 in 104 of the 159 metro areas with enough data to analyze (65.4 %).

Markets with the biggest gains

- ▶ Brownsville, TX (return on investment up 182.9 percent)
- ▶ Austin, TX (up 176.4 percent)
- ▶ Waco, TX (up 157.4 percent)
- ▶ Springfield, MO (up 145.3 percent)
- ▶ Savannah, GA (up 143.6 percent)

Large Markets

1M+

- ▶ Aside from Austin, TX, metro areas with a population of at least 1 million that had the biggest annual increases in flipping profit margins in the third quarter of 2020 were
- ▶ Raleigh, NC (ROI up 74 percent)
- ▶ Phoenix, AZ (up 69.8 percent)
- ▶ Kansas City, MO (up 55.9 percent)
- ▶ Las Vegas, NV (up 54.4 percent)

Smallest Margins

- ▶ The smallest third-quarter 2020 profit margins on typical home flips were in
- ▶ Boulder, CO (7.4 percent, down from 23.8 percent a year ago)
- ▶ Corpus Christi, TX (7.9 percent, down from 34.3 percent a year ago)
- ▶ Hilton Head, SC (9.4 percent, down from 34.6 percent a year ago)
- ▶ Reno, NV (14.3 percent, down from 21.3 percent a year ago)
- ▶ Killeen, TX (16.6 percent, up from 13.4 percent a year ago)

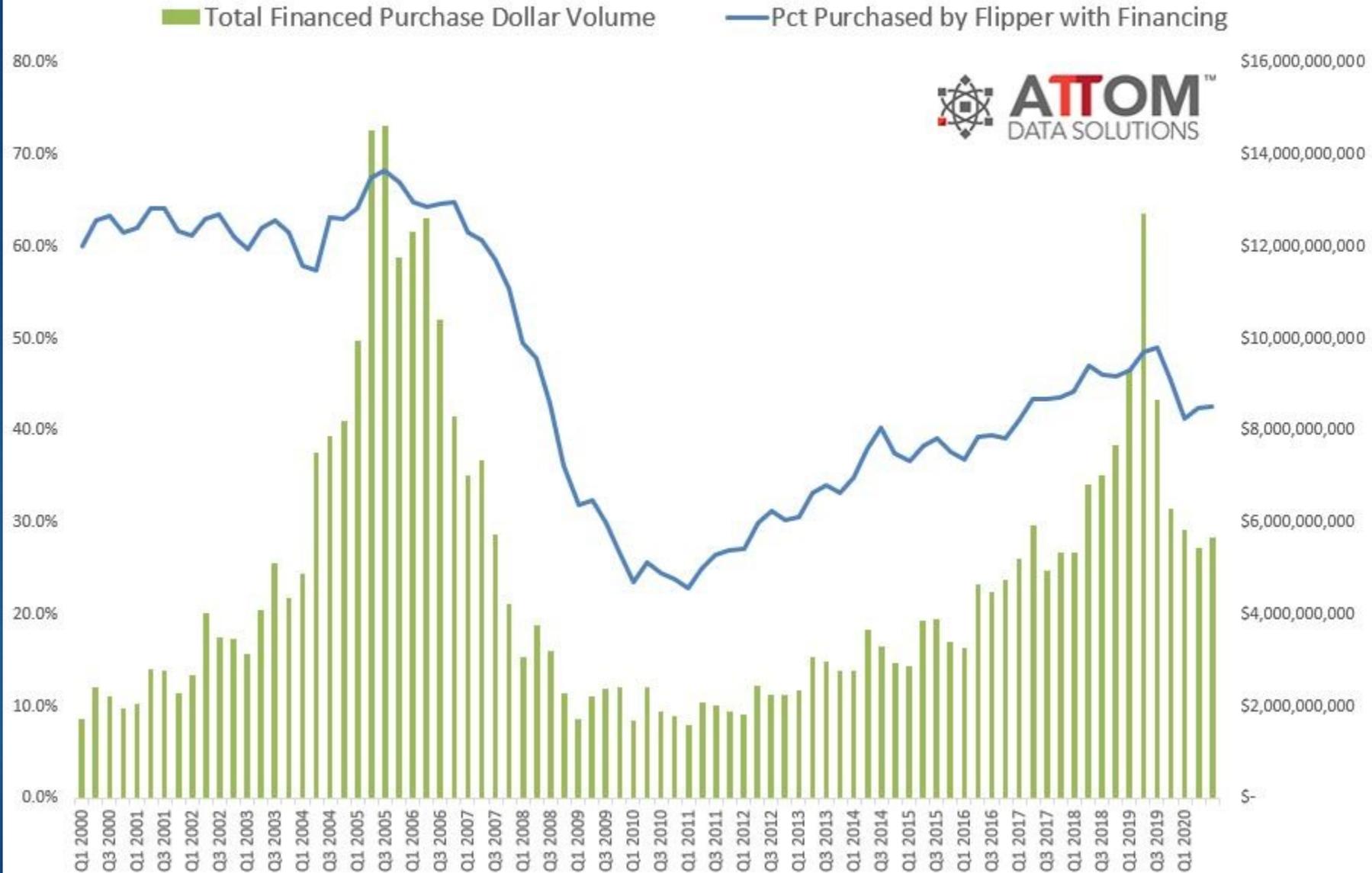
Highest raw profits still in the West & Northeast

- ▶ Among metro areas with enough data to analyze, 22 of the top 25 were in those regions, led by
- ▶ San Jose, CA (gross profit of \$290,000);
- ▶ Ventura, CA (\$180,000);
- ▶ Bridgeport, CT (\$177,500);
- ▶ Los Angeles, CA (\$161,500) and
- ▶ San Francisco, CA (\$158,500).

Lowest Raw Profits in the South

- ▶ Among the markets analyzed, 17 of 20 posted the smallest home flipping profits measured in dollars in the third quarter, and were spread across southern metro areas, led by
- ▶ Corpus Christi, TC (\$14,817 profit)
- ▶ Hilton Head, SC (\$24,000)
- ▶ Killeen, TX (\$26,197)
- ▶ El Paso, TX (\$27,116)
- ▶ Lubbock, TX (\$28,869)

Fix-and-Flip Financing Trends



Average time to flip nationwide rises to 192 days

- ▶ Home flippers who sold homes in the third quarter of 2020 took an average of 192 days to complete the transactions –
- ▶ The highest level since the third quarter of 2003.
- ▶ The latest number is up from an average of 184 in the second quarter of 2020 and 176 days in the third quarter of last year.



*Happy
Holidays*