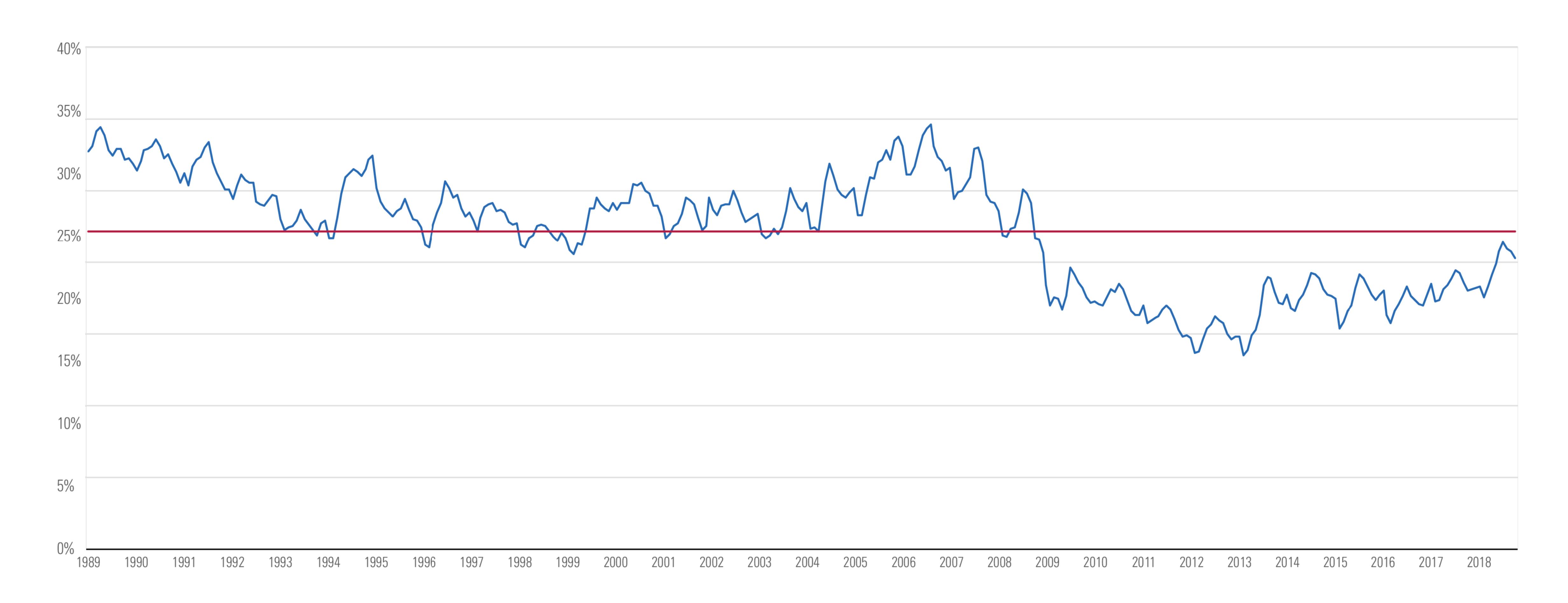
Key Housing Data

YTD Through September	2017	2018	2018
Single-Family Housing Starts	649,000	687,700	6.0%
Multi-Family Housing Starts	265,000	284,600	7.4%
New Single-Family Homes Sold	469,000	486,000	3.6%
Median Sales Price of New Single-Family Homes Sold*	\$317,044	\$322,522	1.7%
Existing Home Sales	4,201,000	4,113,000	-2.1%
Median Sales Price of Existing Home Sales*	\$245,744	\$257,922	5.0%
Months Supply of Existing Homes for Sale*	4.02	3.97	-1.4%
30-Year Fixed Mortgage Rate Average*	4.01%	4.46%	0.45%

^{*}average Jan-Sep 2017 and 2018

Low Rates Have Kept Rising Home Prices in Check

- Mortgage Payment to Gross Income %
- Historical Avg Mortgage Payment to Gross Income %

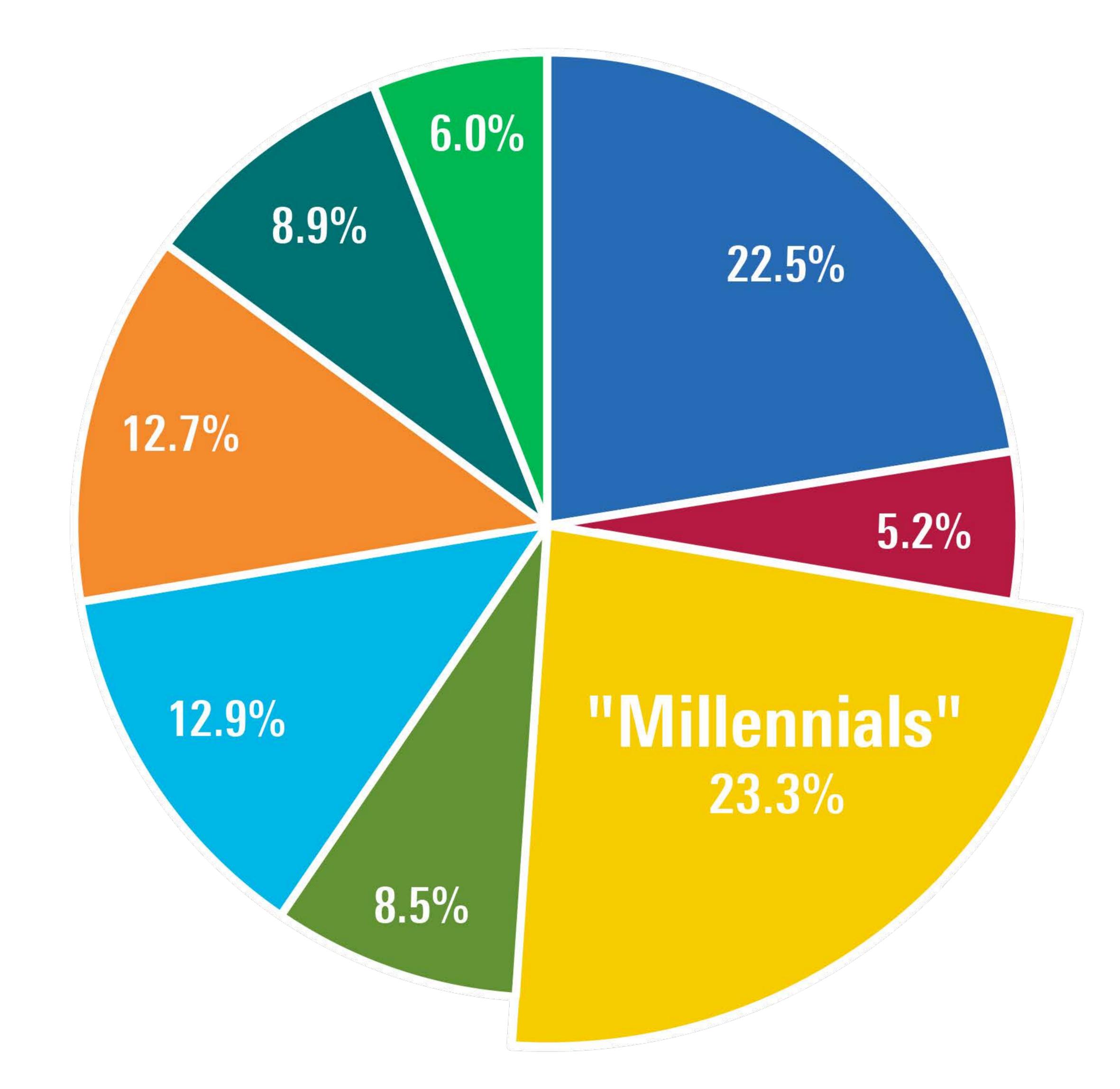


Source: U.S. Census ACS, National Association of Realtors, Freddie Mac, Morningstar Research Services LLC

Millennials Are the Largest Generation

Estimated 2018 U.S. Population by Age Group

- <18
- 18 to 21
- 22 to 38
- **39 to 45**
- 46 to 55
- 56 to 65
- 66 to 75
- > 75



Average Homeownership Rate

Age Group	1990-2017A	2017A	2018-2028E 22.9%	
< 25 Years	20.7%	22.6%		
25-29 Years	36.1%	32.1%	32.9%	
30-34 Years	51.9%	45.7%	46.7%	
35-39 Years	62.0%	56.4%	57.5%	
40-44 Years	68.4%	61.8%	62.2%	
45-49 Years	72.9%	67.5%	67.6%	
50-54 Years	76.1%	71.1%	71.1%	
55-59 Years	78.6%	73.8%	73.8%	
60-64 Years	80.2%	76.9%	76.9%	
65-69 Years	81.5%	79.1%	79.1%	
70-74 Years	81.7%	81.4%	81.3%	
> 75 Years	77.1%	76.8%	76.7%	
Total	66.1%	63.9%	64.6%	

Housing Forecast

