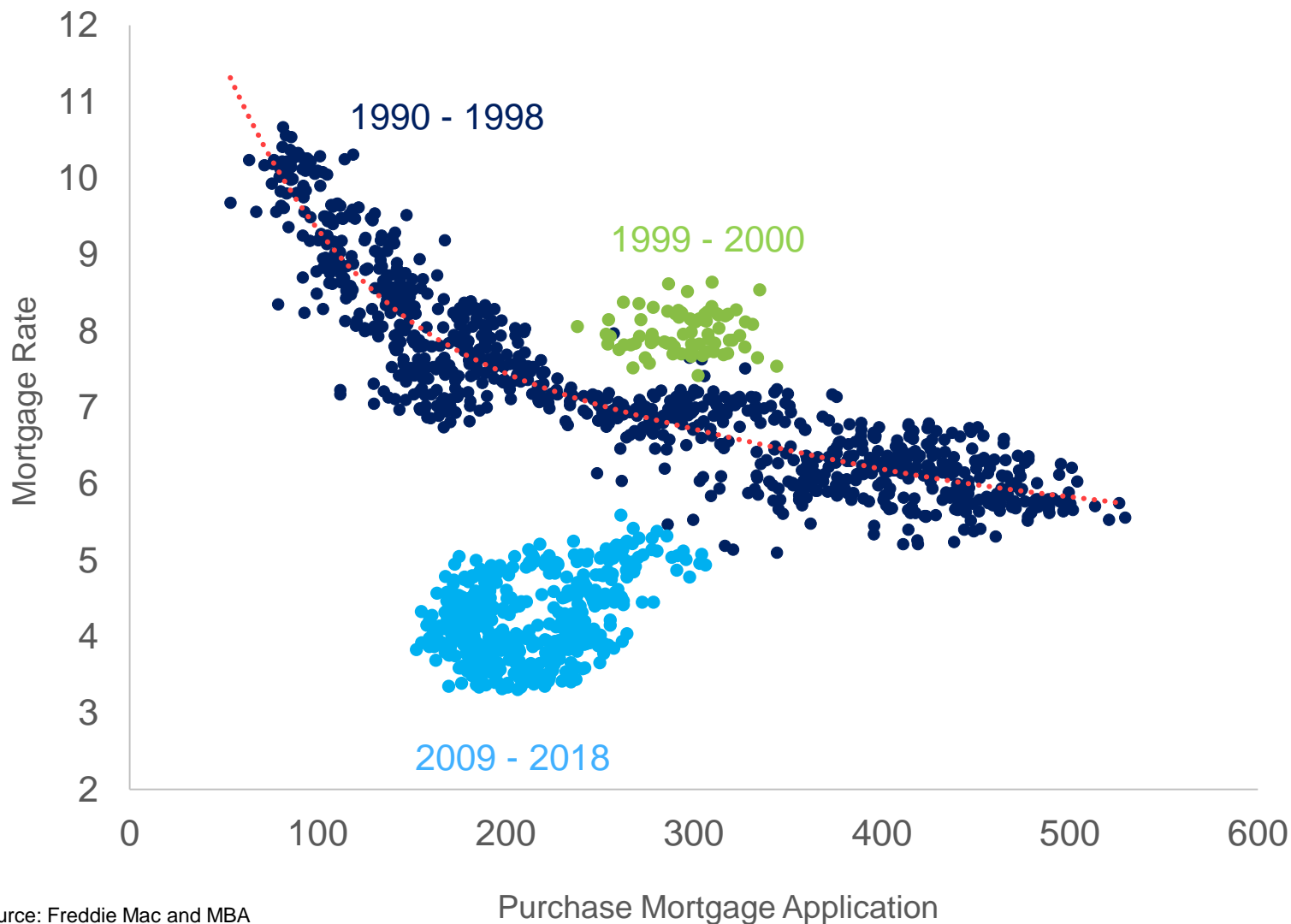


Purchase Market Clearly Remains Wounded...

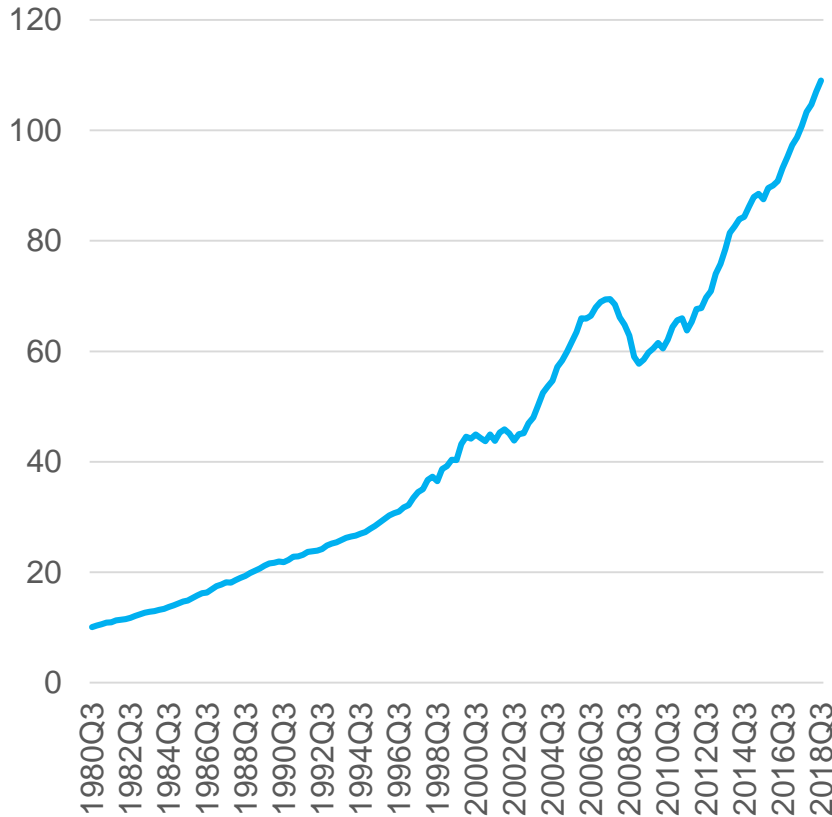
Weekly Purchase Applications From 1990 - Present



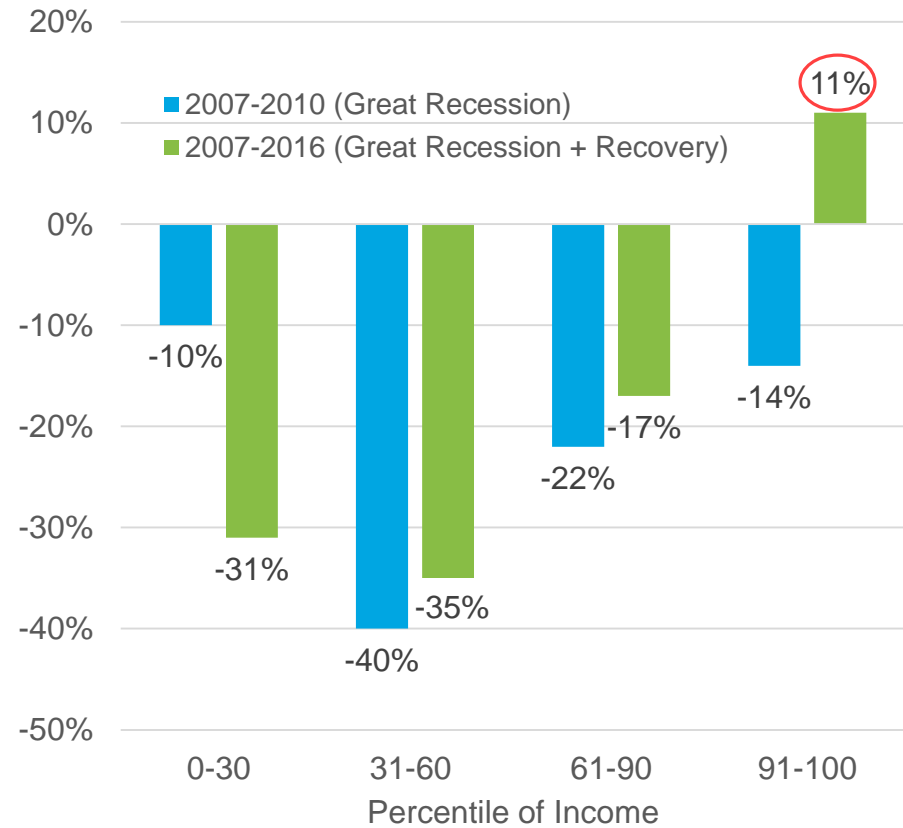
Source: Freddie Mac and MBA

... Likely Due to Lingering Effects of Recession and Decline in Wealth for Most of Americans...

Household Wealth (\$Trillions)



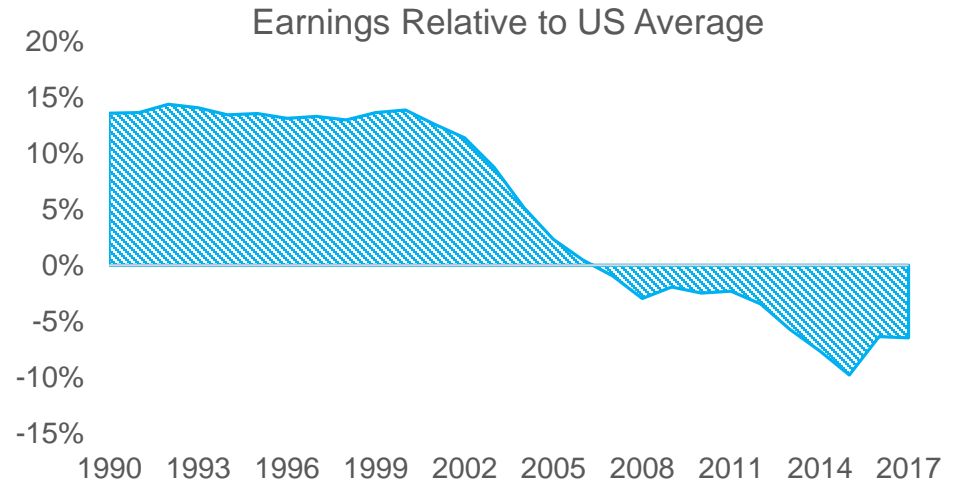
Percent Change in Real Wealth (by Income Distribution)



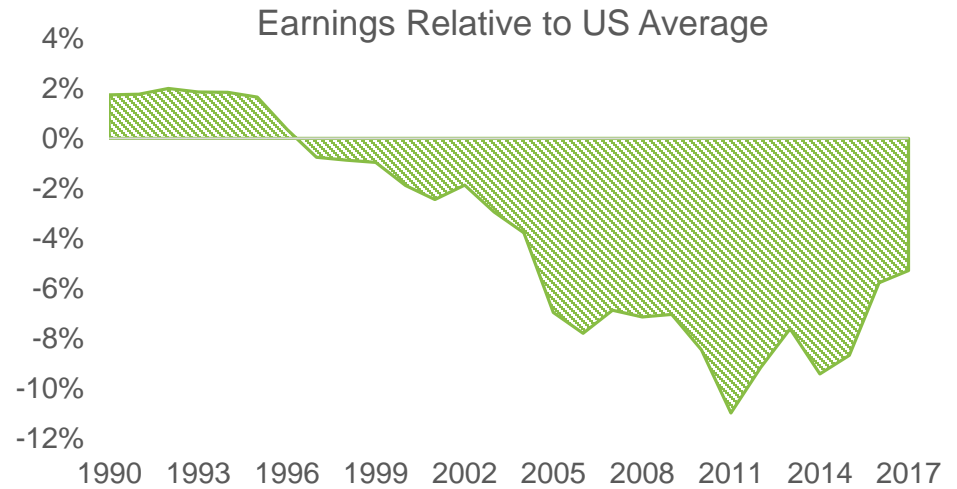
Source: Flow of Funds and Fed Notes “A Wealthless Recovery? Asset Ownership and the Uneven Recovery from the Great Recession” Lisa Dettling, Joanne Hsu and Elizabeth Llanes” Sept, 2018. The 2016 data in the wealth change is the latest available.

...and Weak Wage Growth in Even Fast Growing Employment Segments

Warehousing & Storage Employment

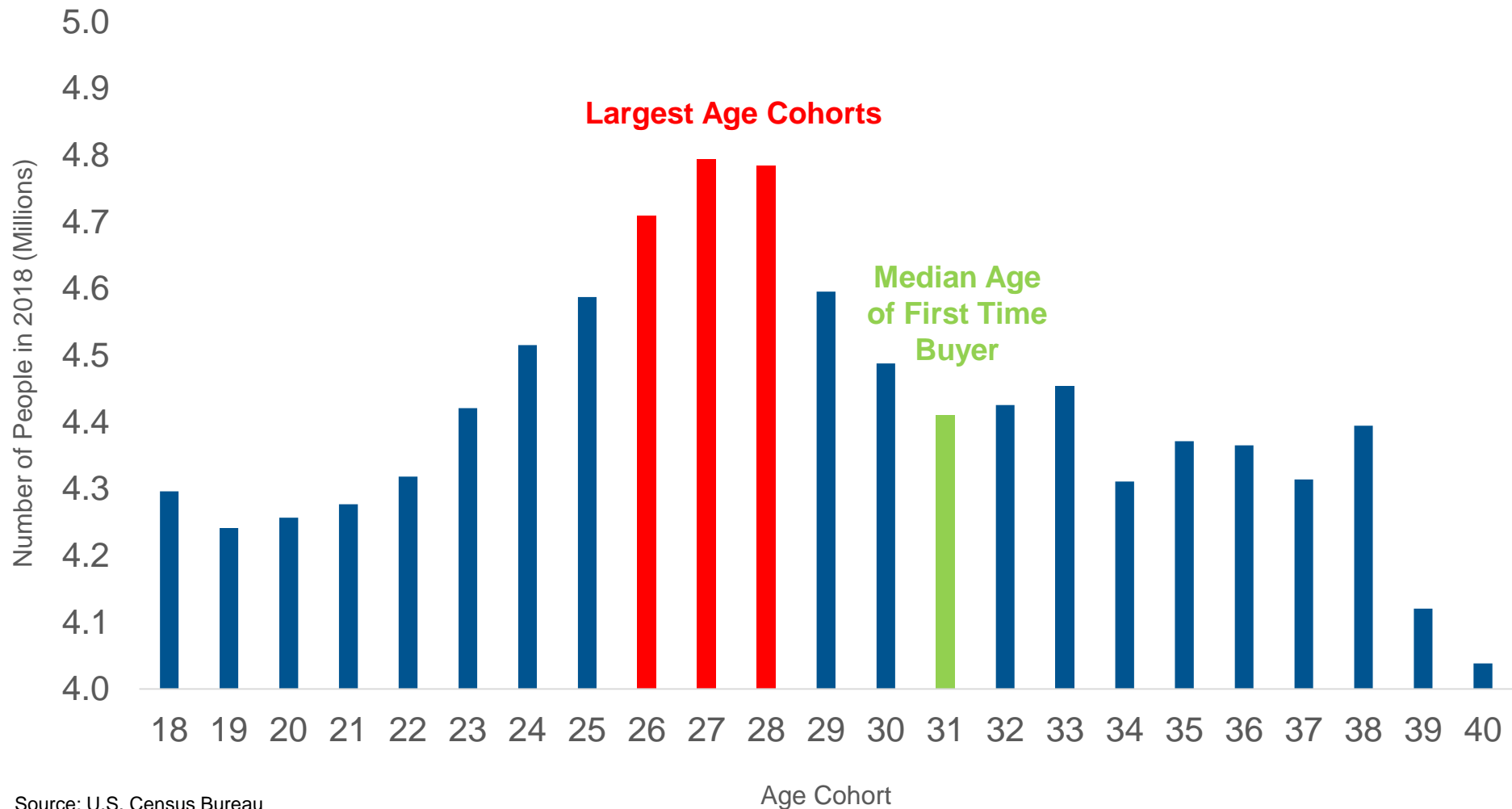


Food Manufacturing



But Large Wave of Entry-Level Buyers Coming...

Population by Age Cohort, 2018

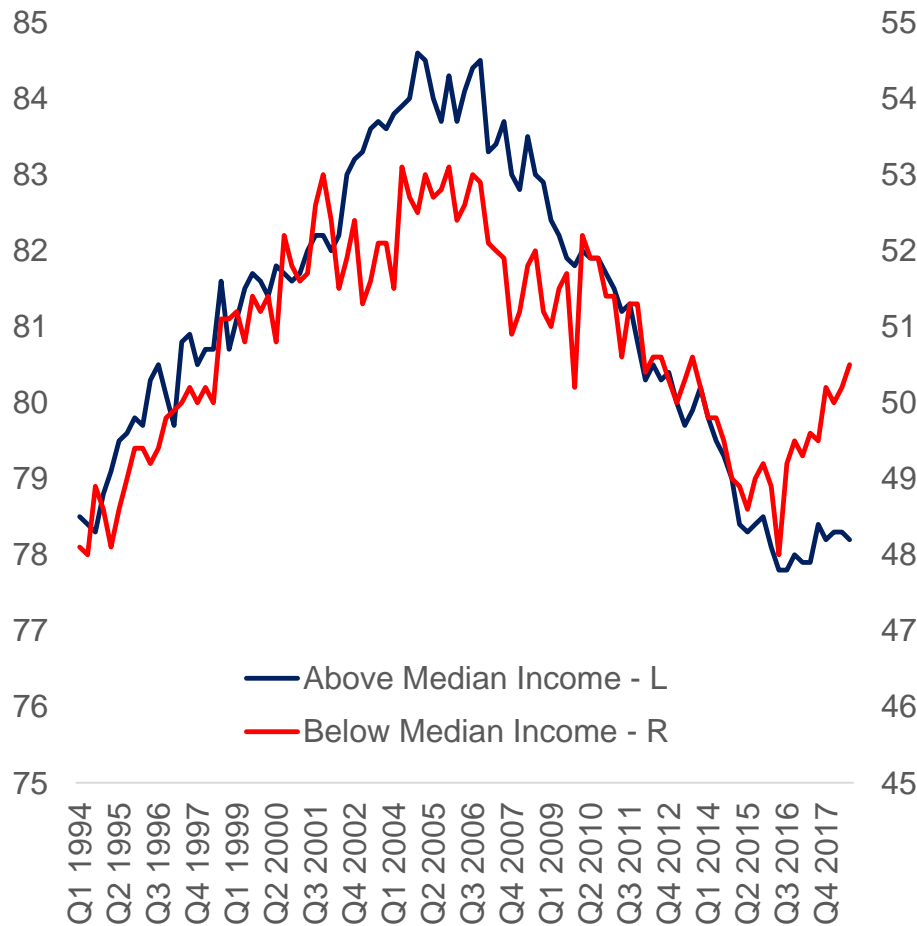


Source: U.S. Census Bureau

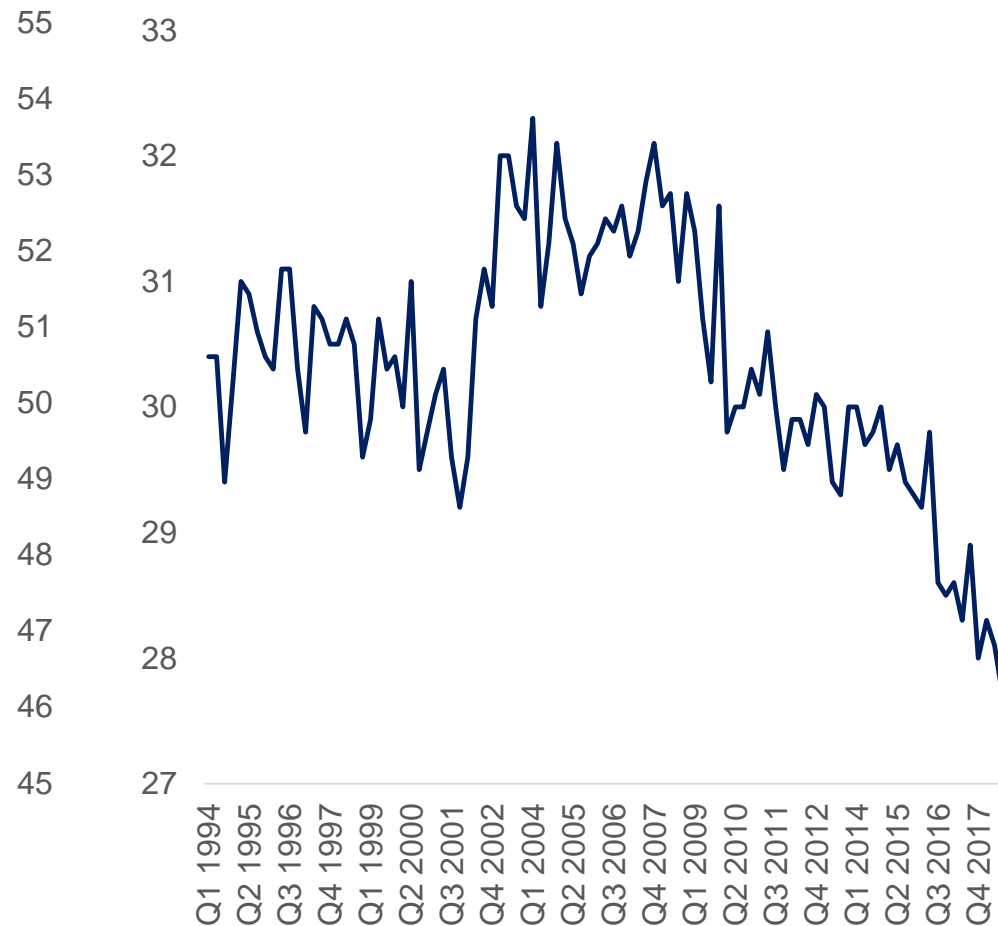
...Driving Up Homeownership for Younger Moderate Income Borrowers...



Low Income Homeownership is Rising



Income Homeownership Gap Lowest in Nearly 25 Years



Source: NAR and Census