

## Inventory Recovery Varies

### Active Listing Growth by Region

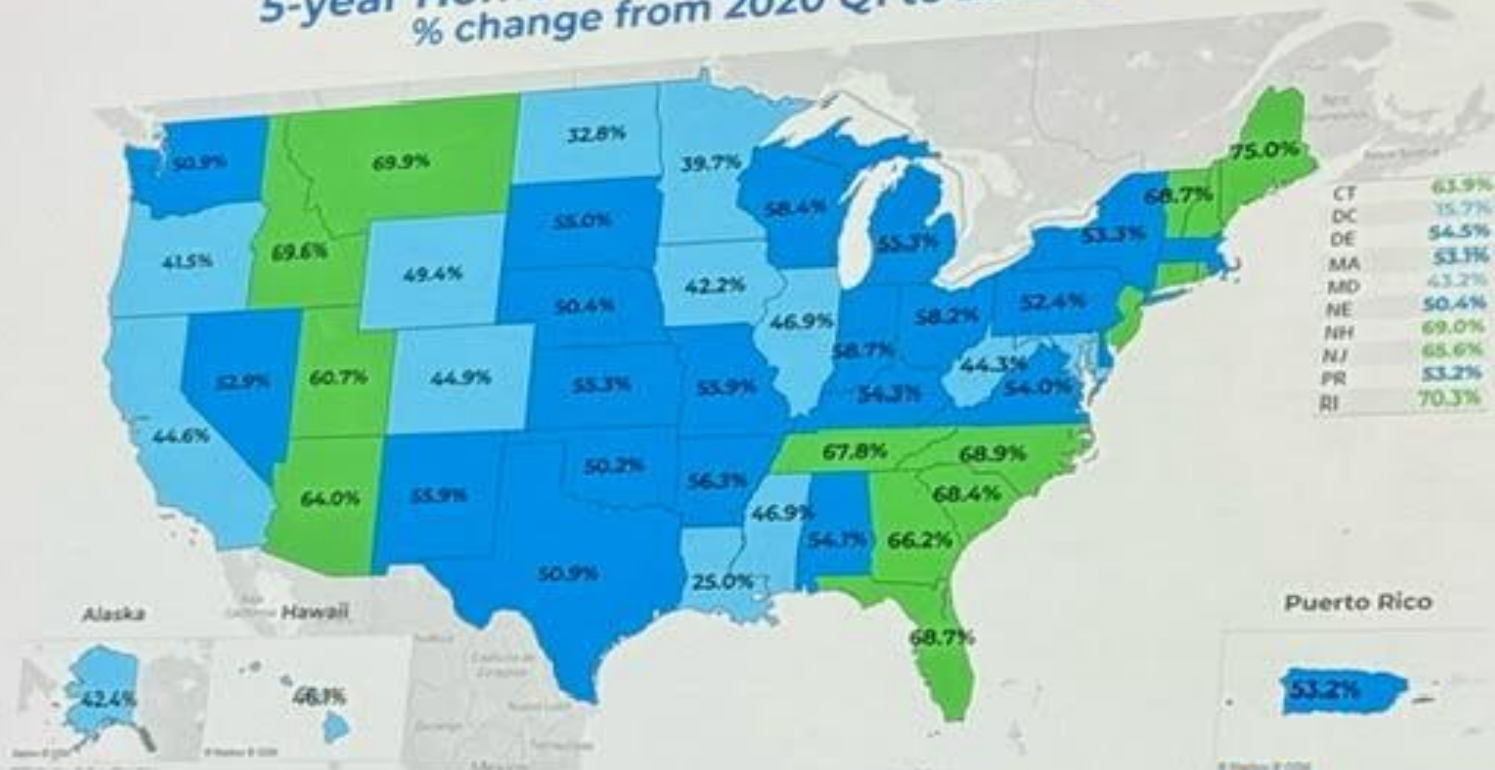
West Leads Y/Y and vs. Pre-Pandemic in Apr 2025



Region	Y/Y	vs. Pre-pandemic
Northeast	+12.4%	-55.7%
Midwest	+18.7%	-44.0%
South	+33.3%	+1.2%
West	+41.7%	+4.8%

# 5-year Home Price Gains Since Pre-COVID

% change from 2020 Q1 to 2025 Q1



Source: NAR Analysis of FHFA data

# Recent 1-year Home Price Gains

## % change from 2024 Q1 to 2025 Q1



Source: NAR Analysis of FHFA data

# Raw Existing-Home Sales: Flickering of Light at the End of the Tunnel (% change from a year ago)



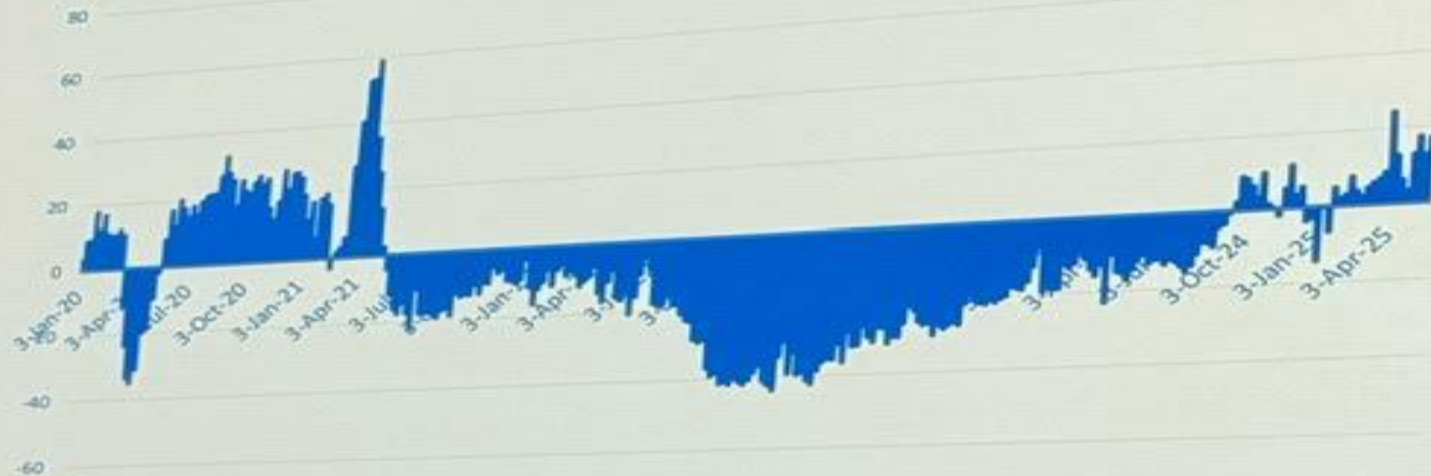
Source: NAR



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## Light Showing on Mortgage Applications to Buy a Home (% change from a year ago)



Source: NAR



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## Price Cuts from Lengthening Days on Market

DOM	April and May 2025	April 2019
0 to 7	4.9%	4.4%
8 to 14	5.3%	4.9%
15 to 21	6.0%	5.3%
22 to 30	6.5%	5.6%
31 to 60	7.7%	6.6%
61 to 90	9.9%	8.1%
91 to 120	11.6%	9.3%
+120	14.2%	11.8%



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Residential Properties in Waterloo and Cedar Falls **for sale or sale pending** as of 6/23/25 at 10:30am.

393 properties- Active (212) Pending (181)

High-\$1,300,000

Median-\$269,900

AVERAGE-\$309,043

Low-\$32,000

**Sold**-1/1/2025 to 6/23/2025 10:45am

579 properties sold

High-\$914,152

Median-\$200,000

AVERAGE-\$239,026

Low-\$22,000

Avg days on the market 34

Commercial Properties-**Active and Pending for Lease or Sale**  
**in Black Hawk County-** 213 total

**Commercial Real Estate** is designated in different categories

Industrial

Office

Office/Industrial

Office/Retail

Retail

45 have sold or leased since Jan 1, 2025  
with average DOM of 159



## Nationwide Forecast

	2025	2026
Existing-Home Sales	+6%	+11%
New Home Sales	+10%	+5%
Median Home Price	3%	4%
Mortgage Rate	6.4%	6.1%
Job Gains	1.6 million	2.4 million

## Renter Survey about Homeownership



Source: NY Federal Reserve Survey of Consumer Expectations (February 2025)



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