

# Real Estate and Economic Outlook

Lawrence Yun, Ph.D.

Chief Economist

National Association of REALTORS®

# Headed to Economic Recession?

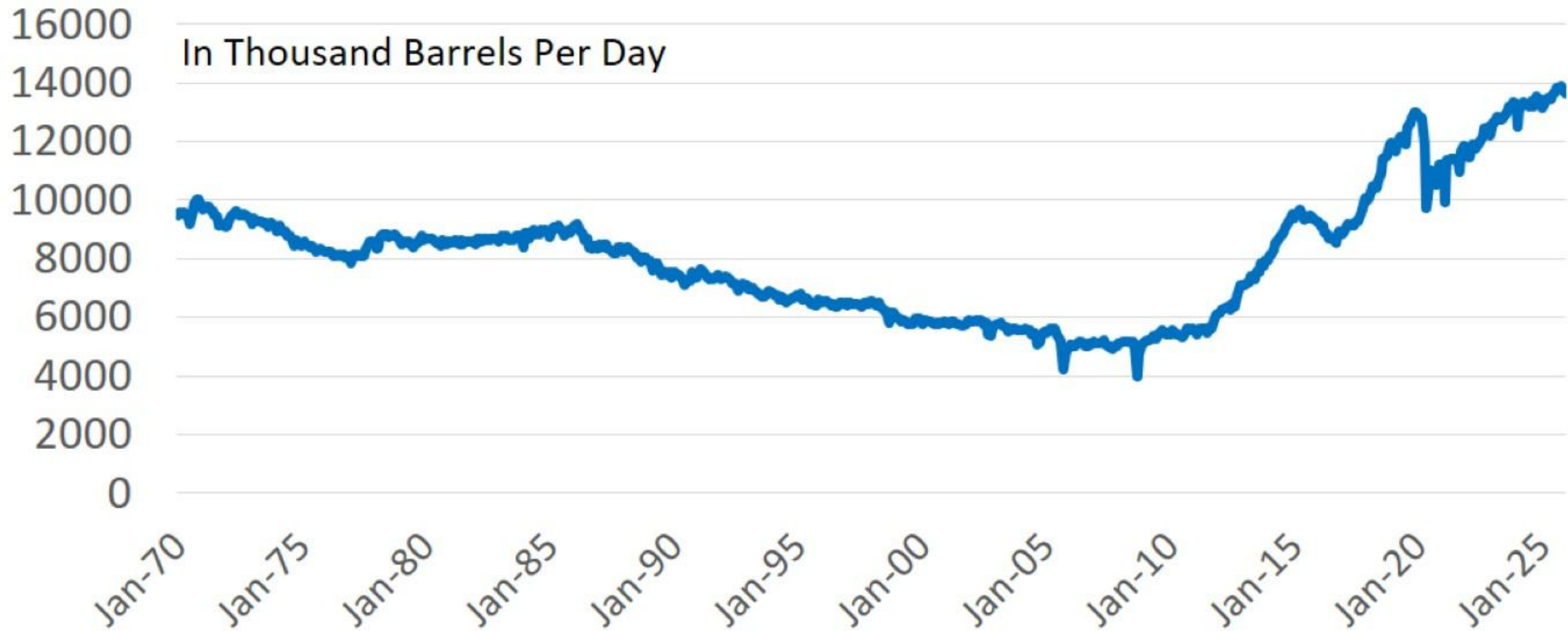
- **Geopolitics and Oil**
- **Near Record Stock Market Wealth but overvalued?**
- **Near Record Housing Wealth (appears on solid ground)**
- **Job Gains were weakening**
- **Consumers not happy**
- **Consumers are defaulting on loans**

# Oil Price



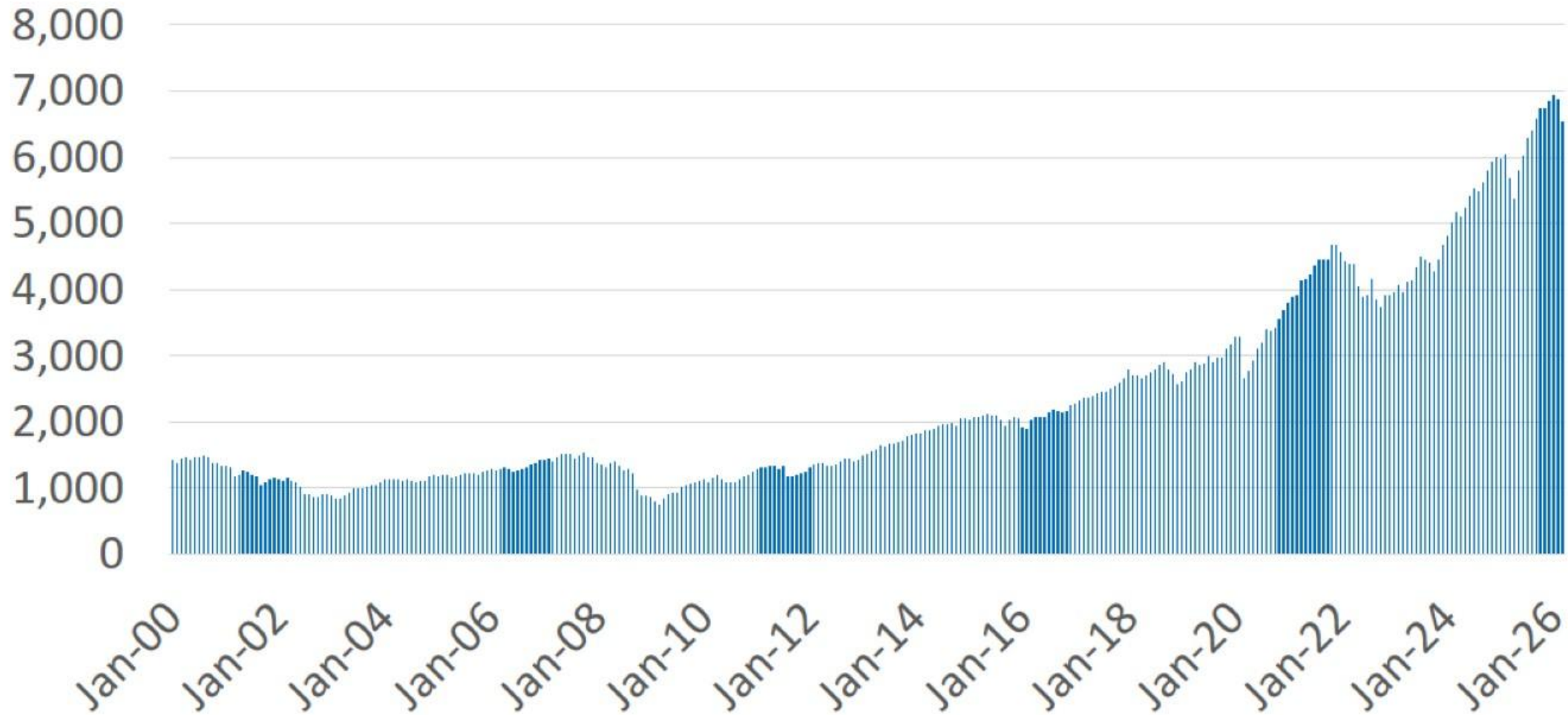
Source: West Texas Intermediate

# Oil Production in U.S.



Source: U.S. Energy Information Administration

# Stock Market ... S&P 500 Index



Source: Standard & Poor's

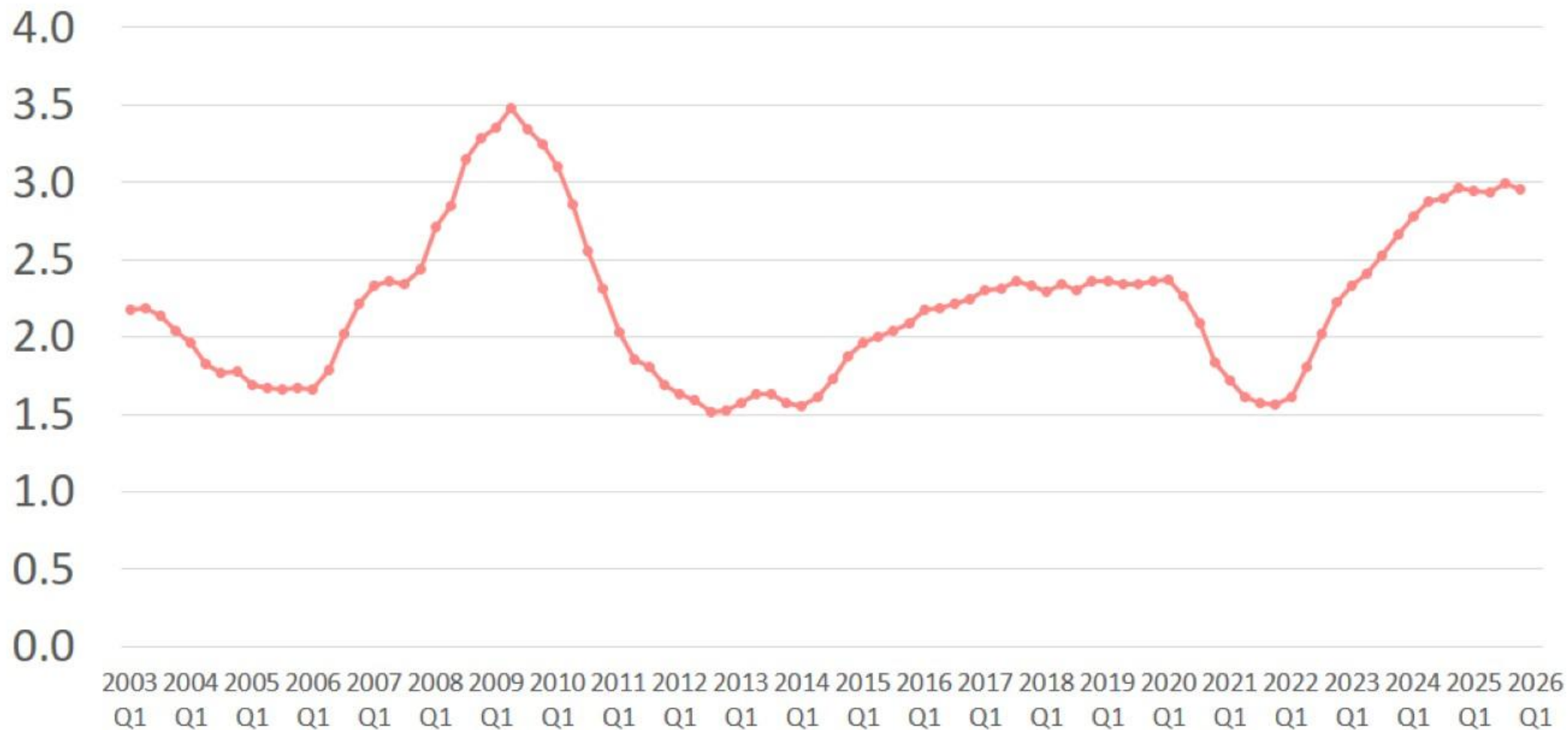
# Consumer Sentiment (Overall Index)



Source: University of Michigan

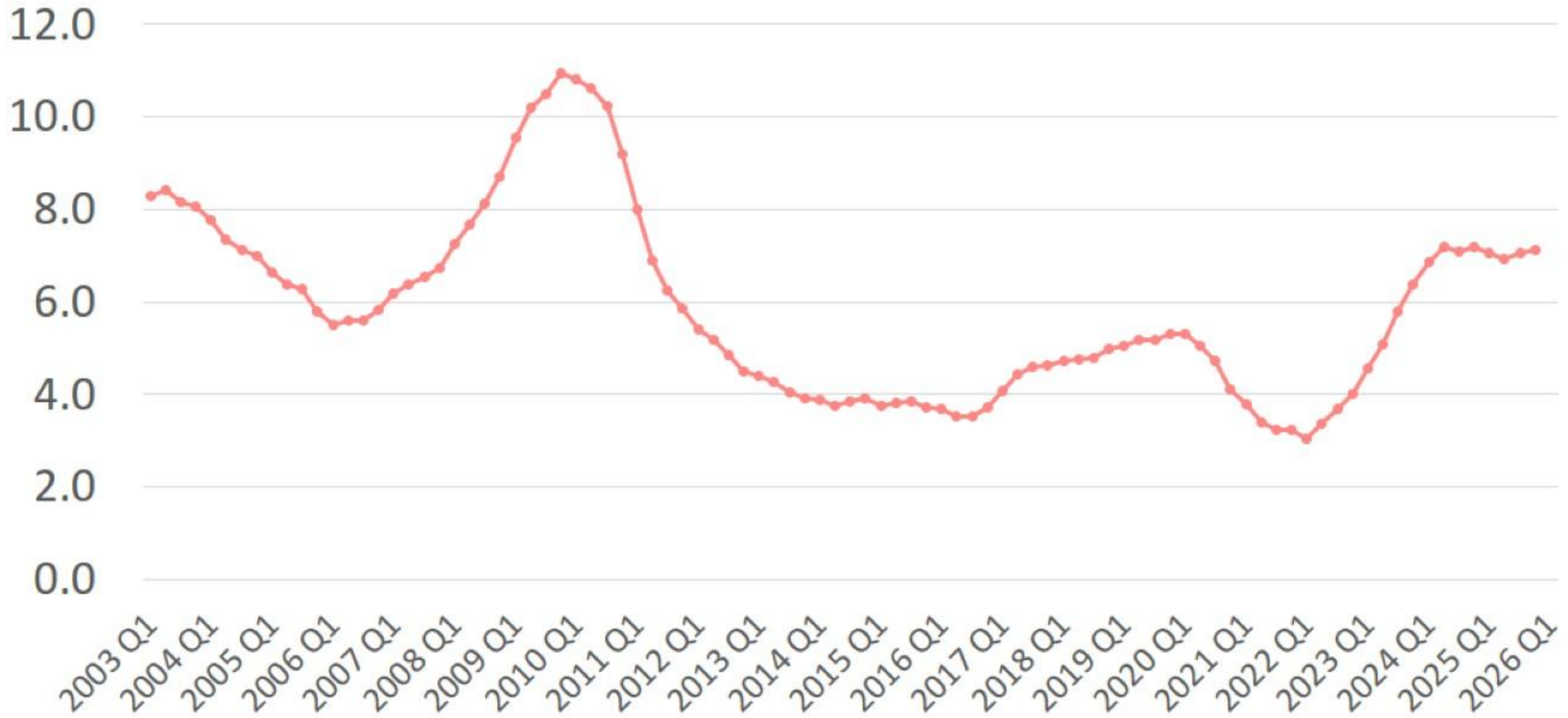


# Auto Loan 90+ Days Delinquency



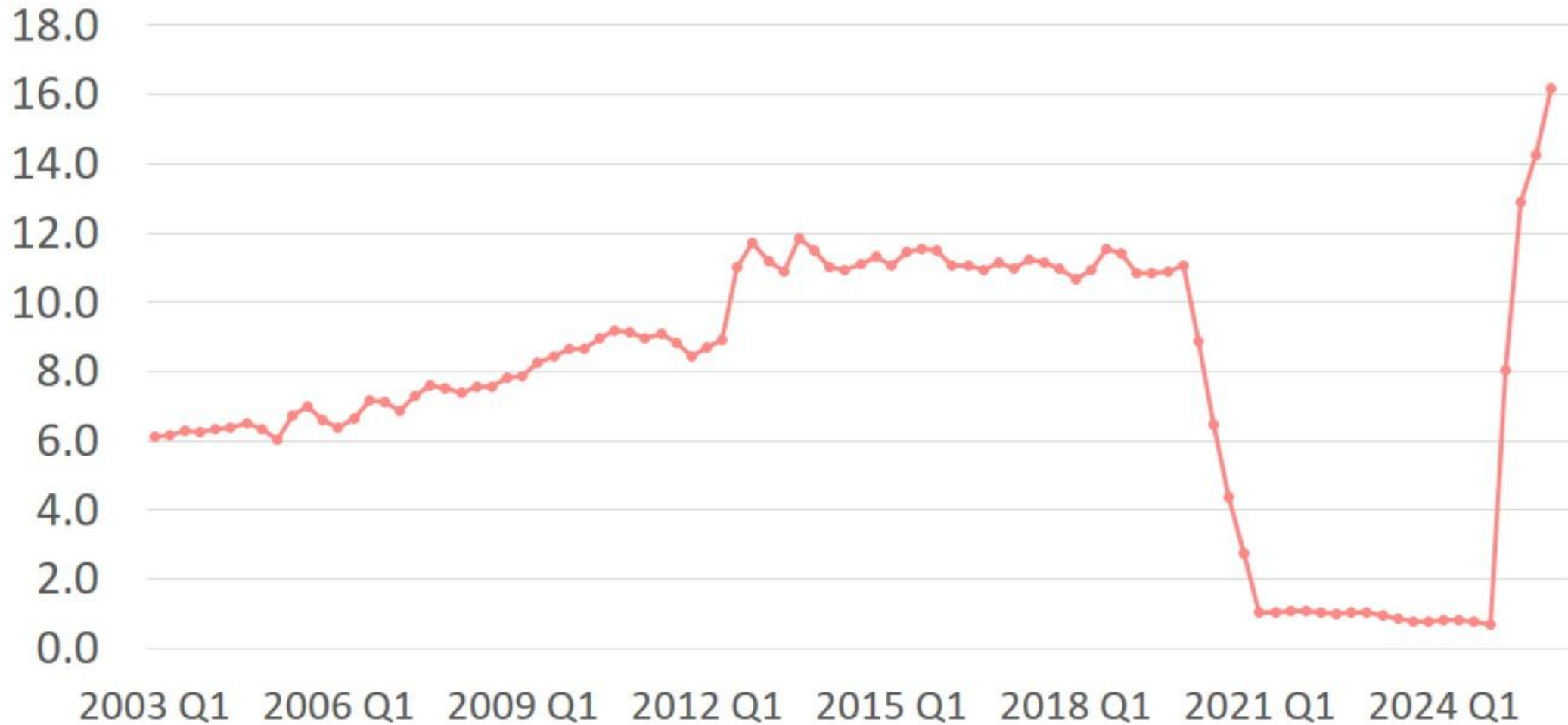
Source: Federal Reserve Bank of NY

# Credit Card 90+ Days Delinquency



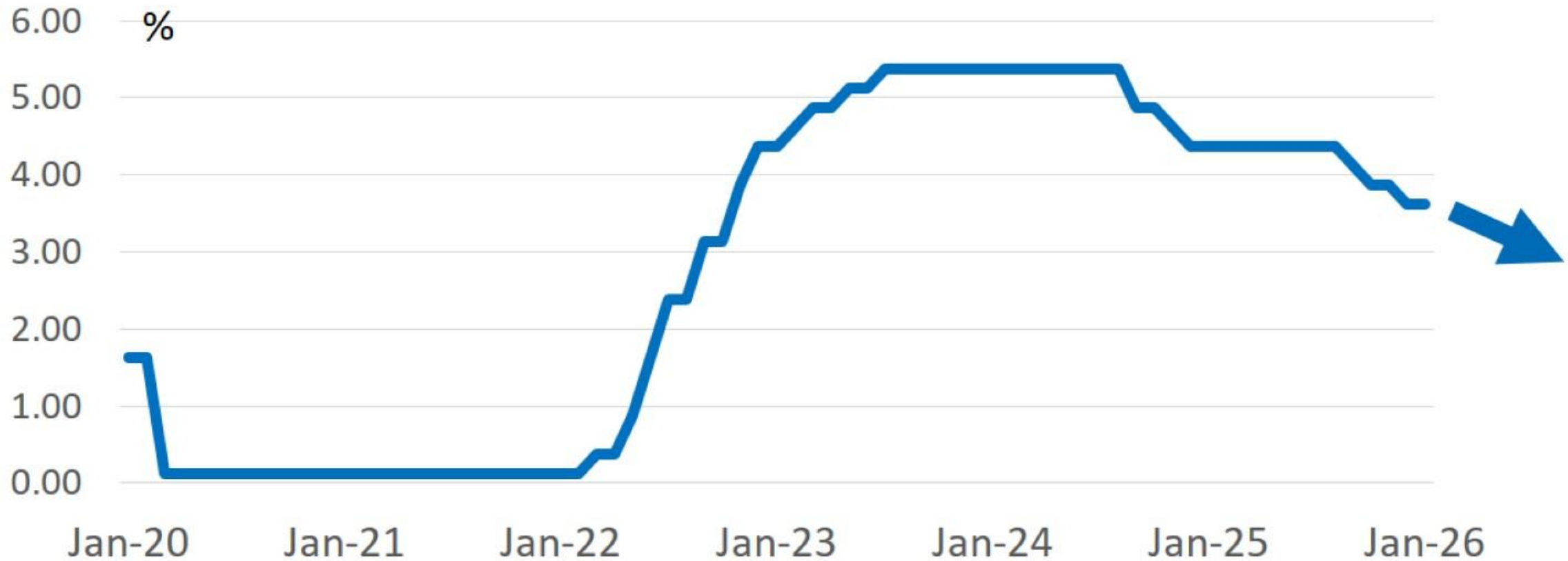
Source: Federal Reserve Bank of NY

# Student Debt 90+ Days Delinquency



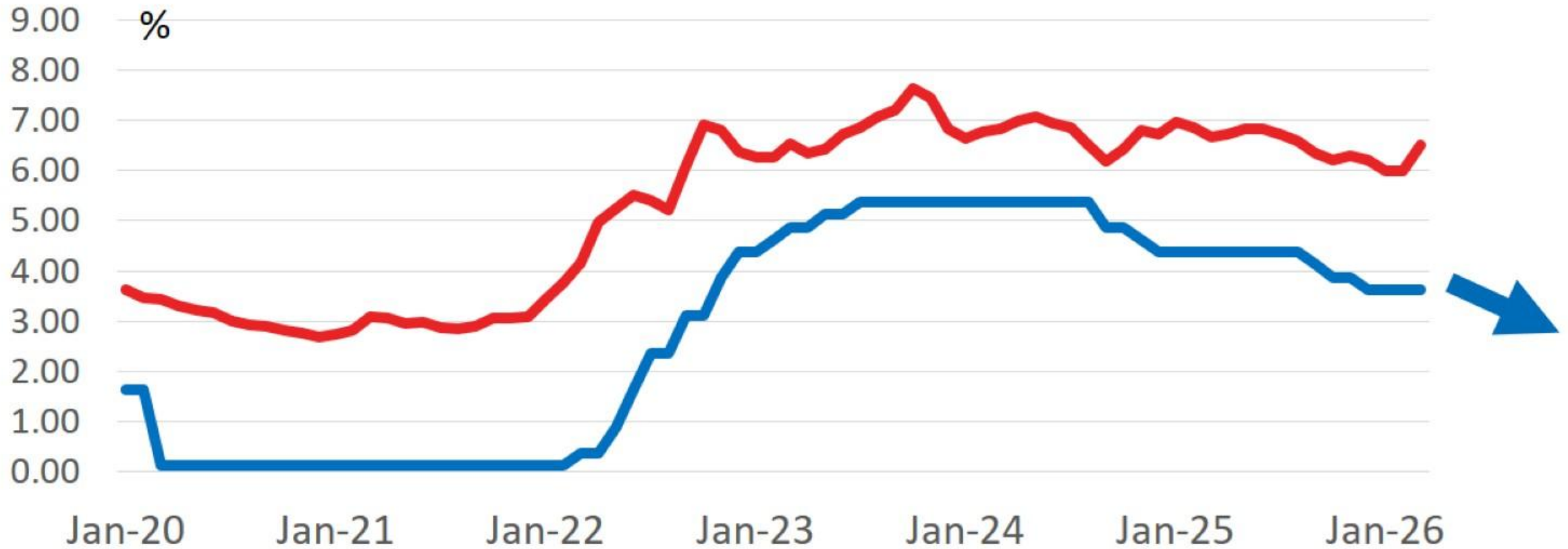
Source: Federal Reserve Bank of NY

# To Avert Economic Stress Fed Funds Rate getting Cut (blue)



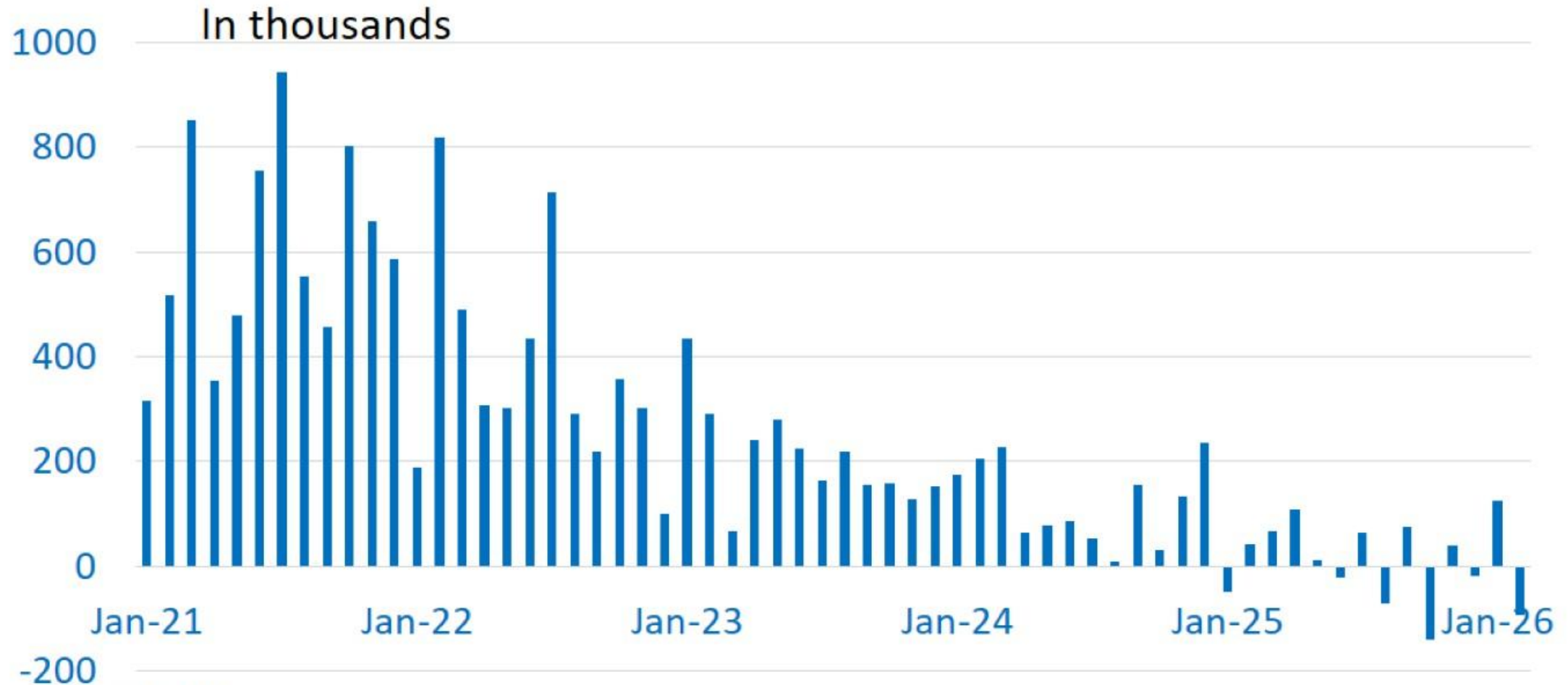
Source: Federal Reserve and Freddie Mac Mortgage Rate

# Mortgage Rate (red) Fed Funds Rate getting Cut (blue)



Source: Federal Reserve and Freddie Mac Mortgage Rate

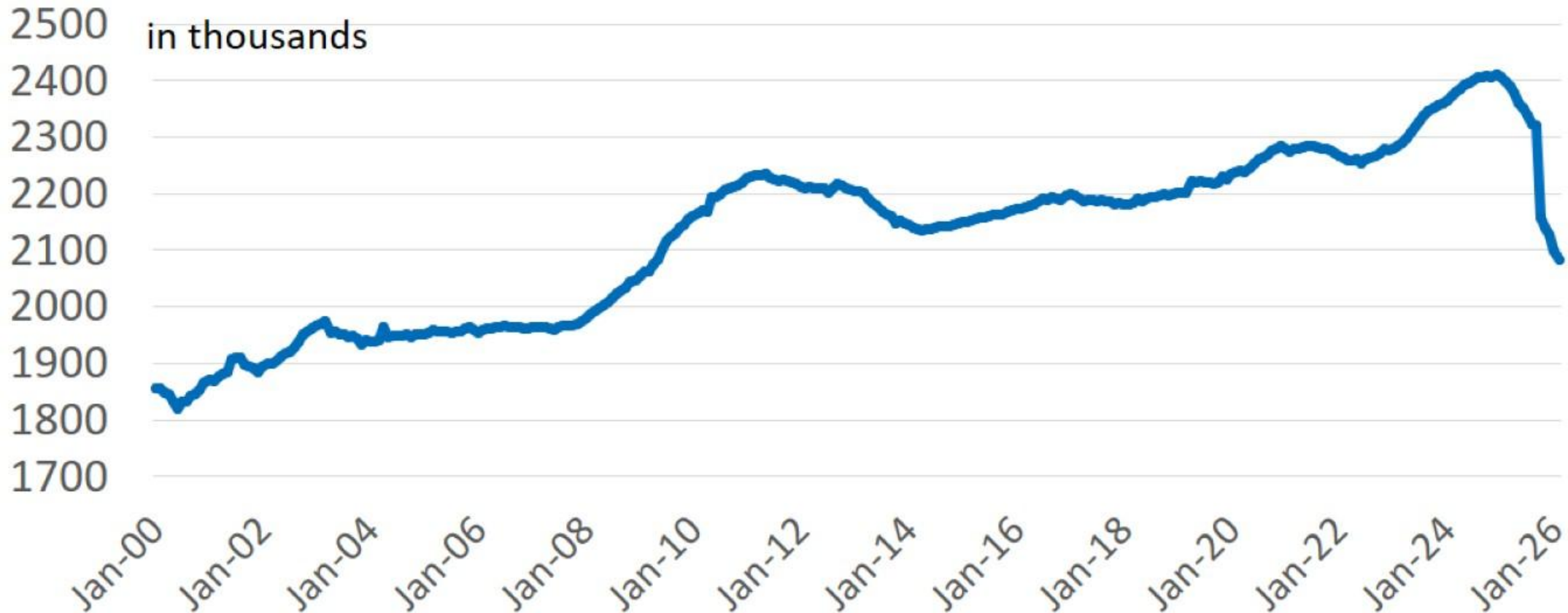
# 92,000 Net Job Losses in February ... circling near zero in recent months



Source: BLS

# Federal Government Jobs

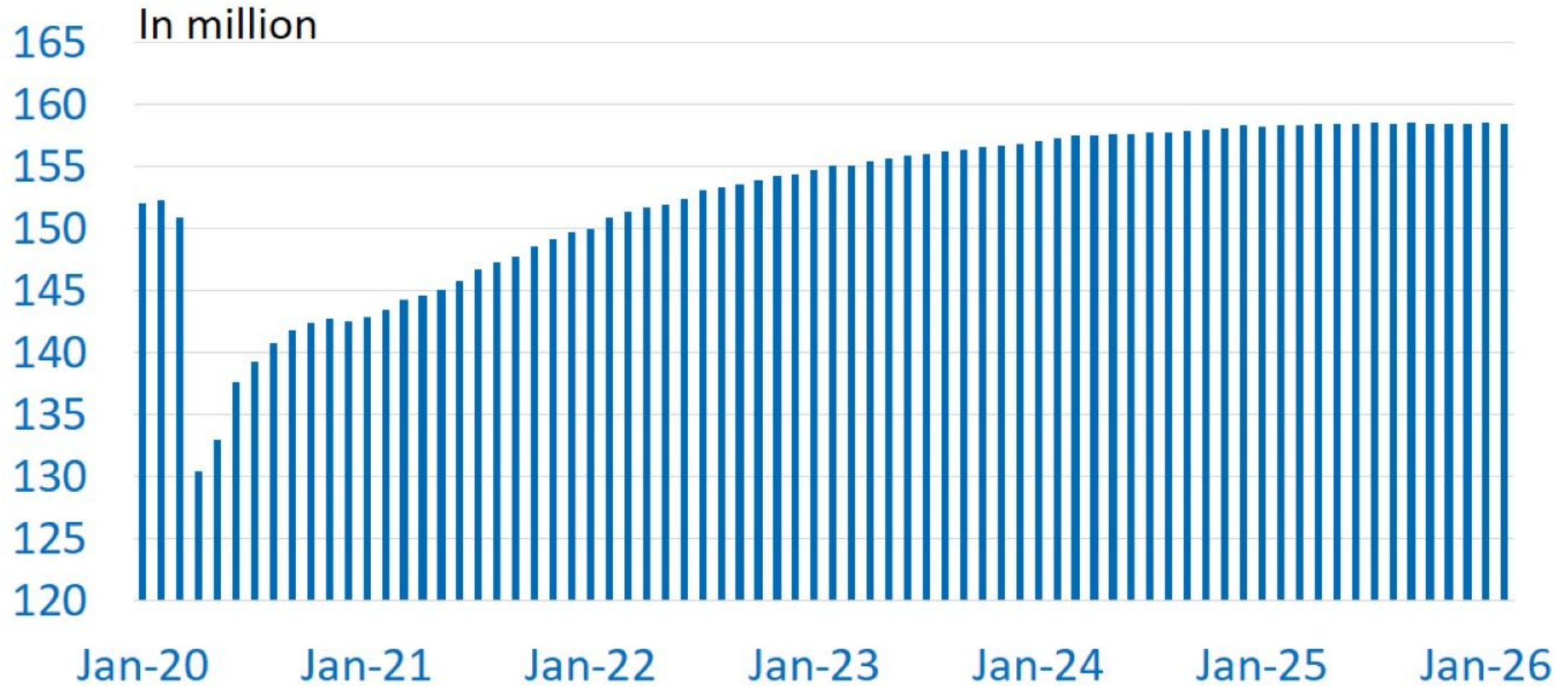
(tumbling down ... 323,000 fewer from January 2025)



Source: BLS (Federal Workers except Census and Postal workers)

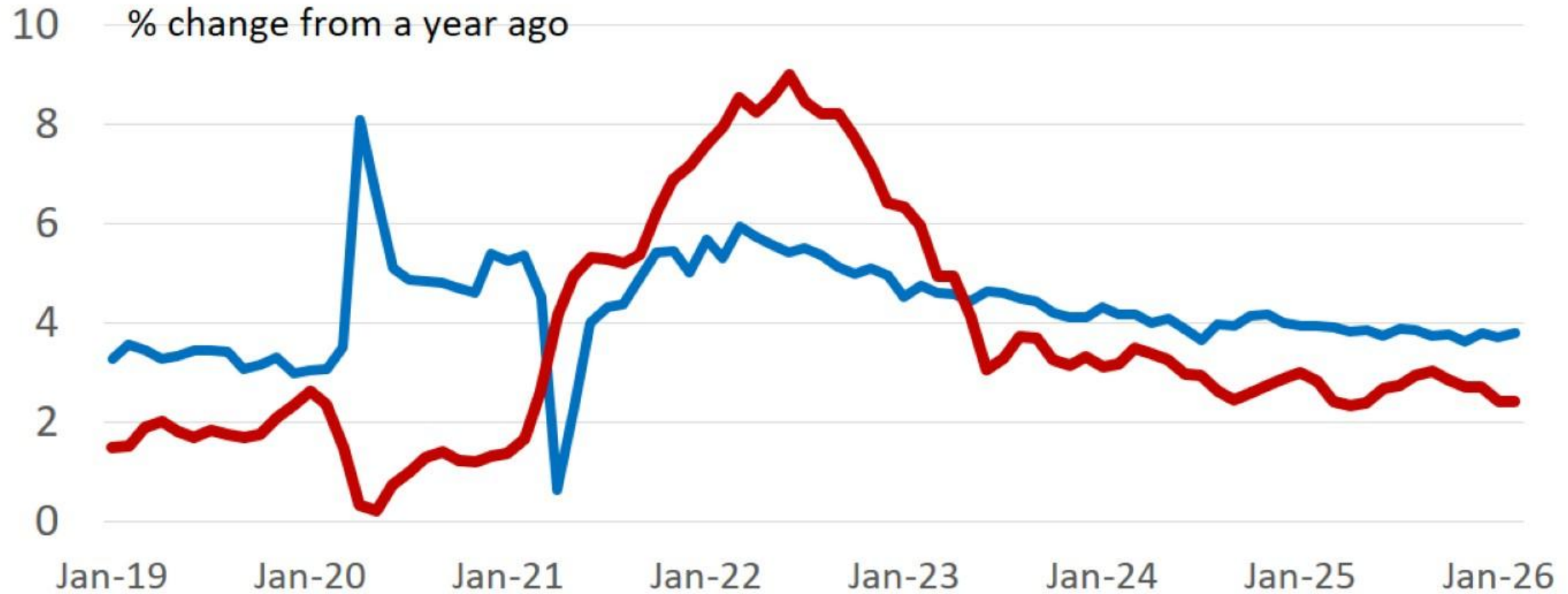
# Total Payroll Jobs to February 2026

## +6.2 Million More Jobs from Pre-COVID Highs



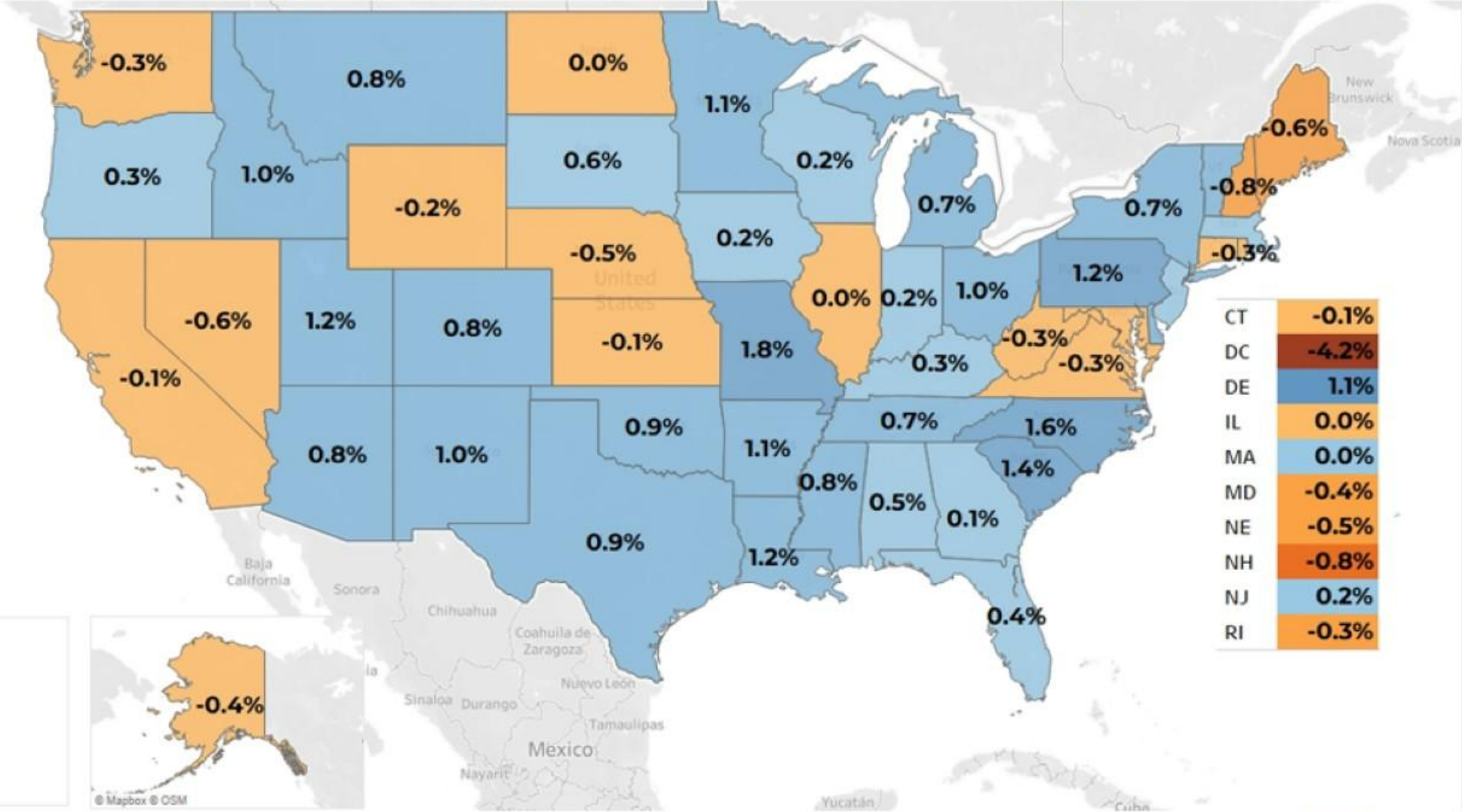
Source: BLS

# Wage Rate Rising at 3.8% (blue) Faster than Consumer Prices at 2.4% (red)



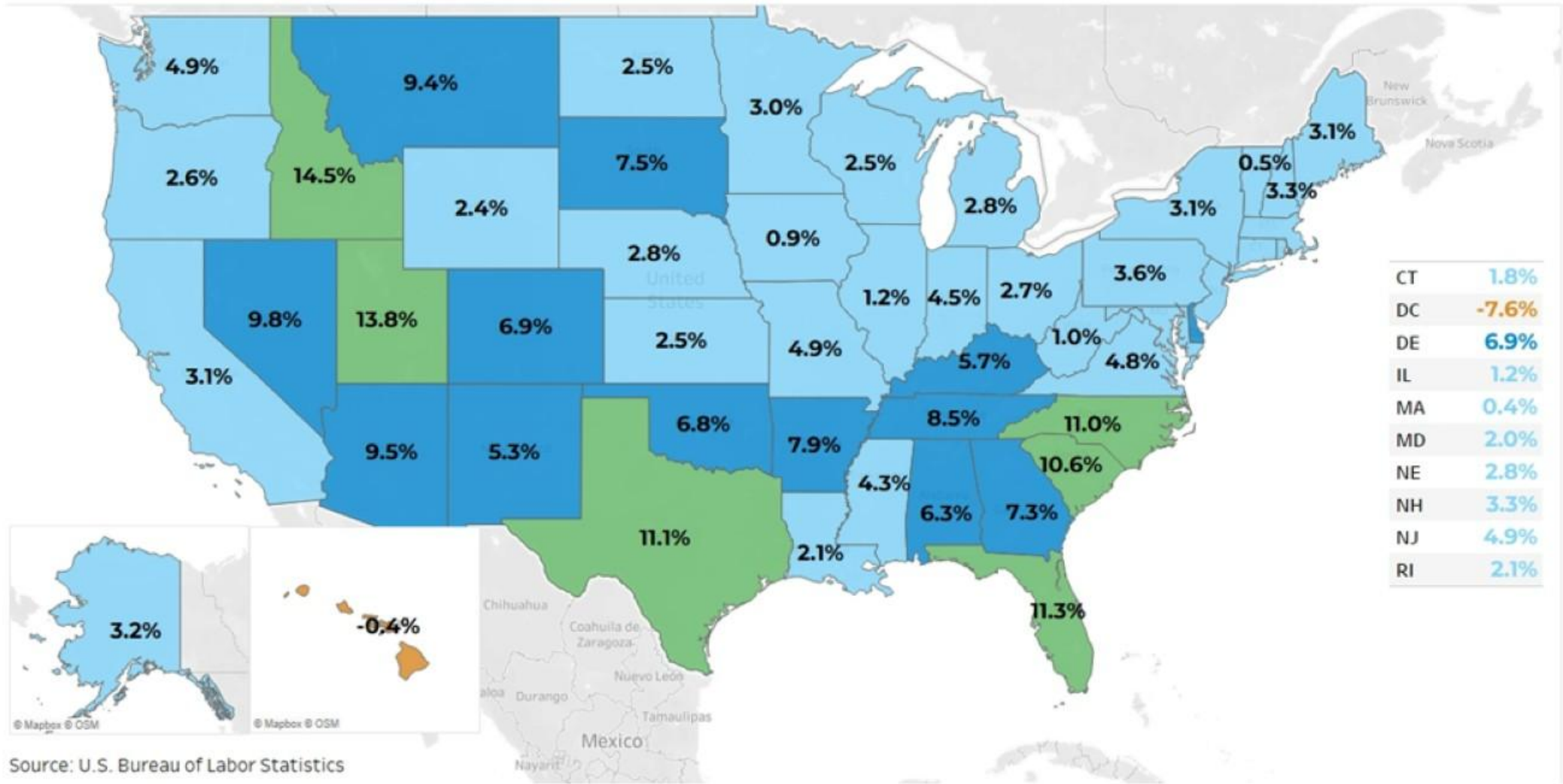
Source: NAR calculation of BLS data

# One-year Payroll Job Gain (% change Dec. 2024 to Dec. 2025)



Source: NAR Analysis of BLS data

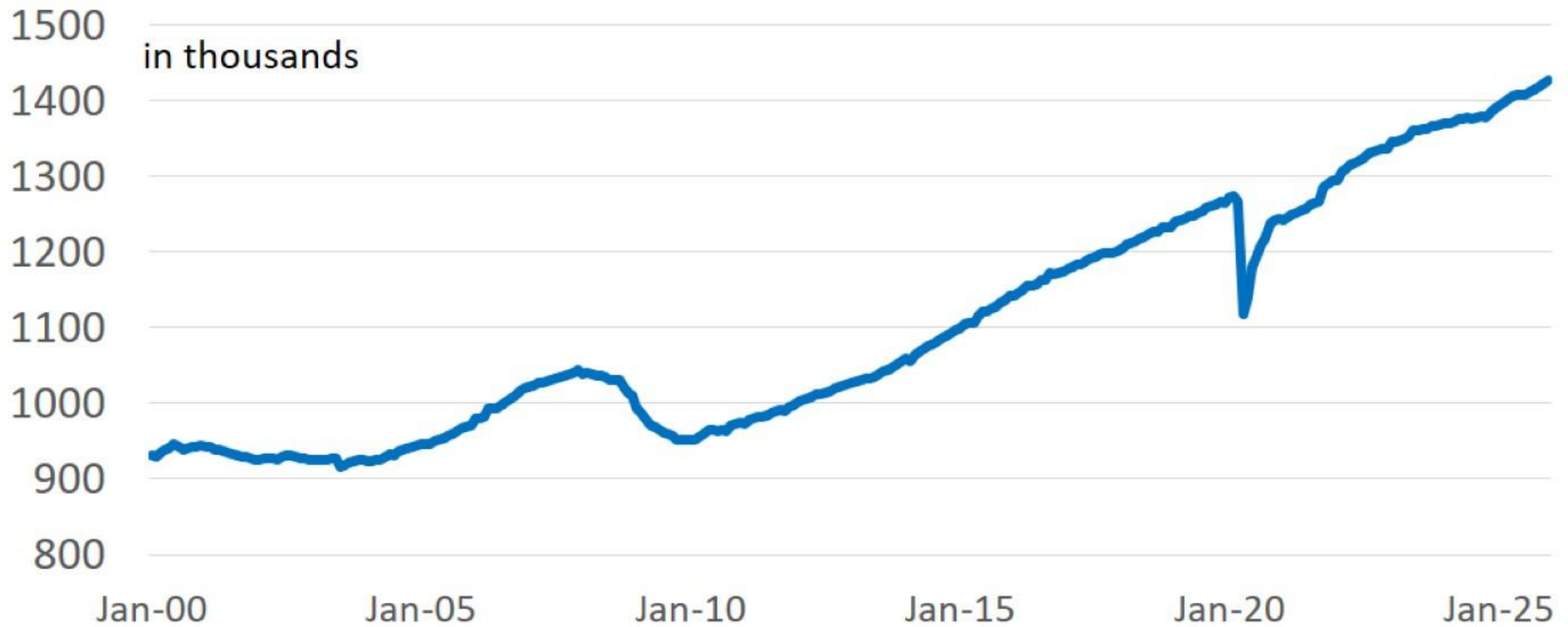
# Job Gains Since Pre-COVID Record High Payroll Employment (% change from March 2020 to December 2025)



Source: U.S. Bureau of Labor Statistics

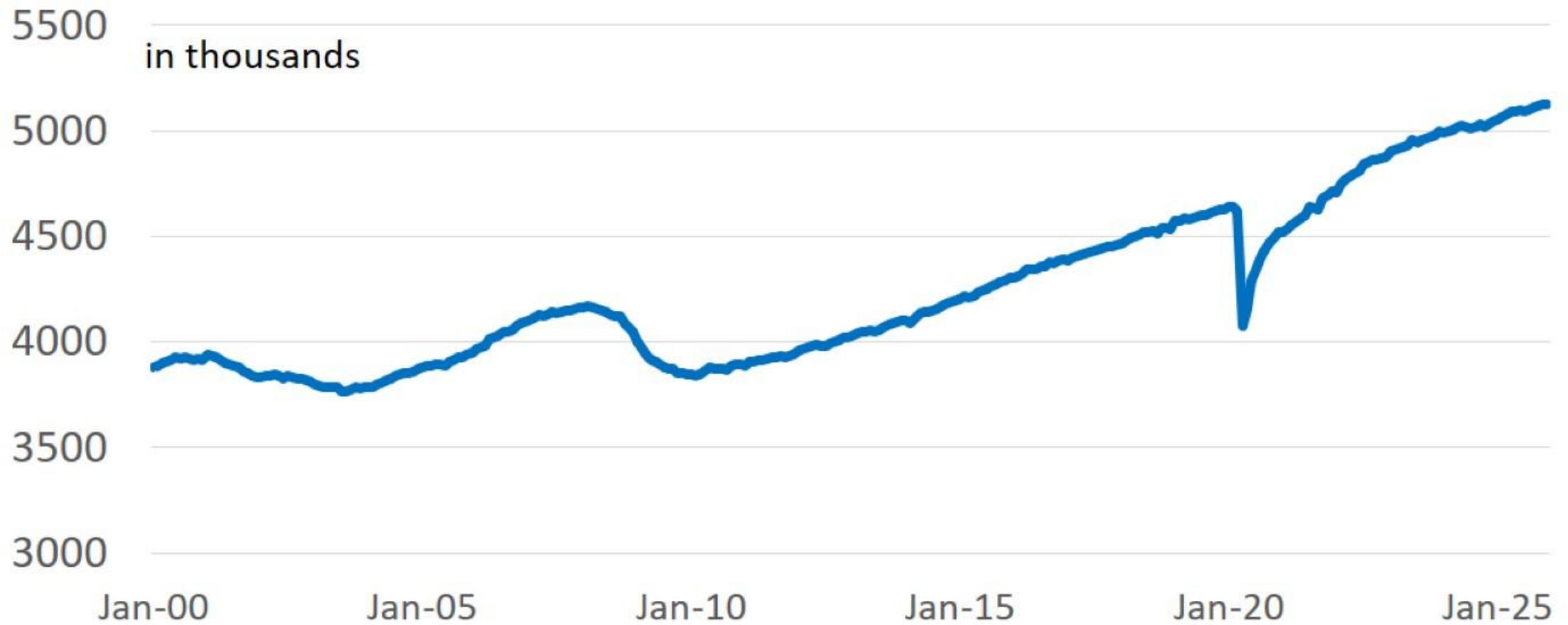
Source: NAR Analysis of BLS data

# Payroll Jobs in Charlotte-Concord-Gastonia Metro (+500,000 million in 25 years)



Source: BLS

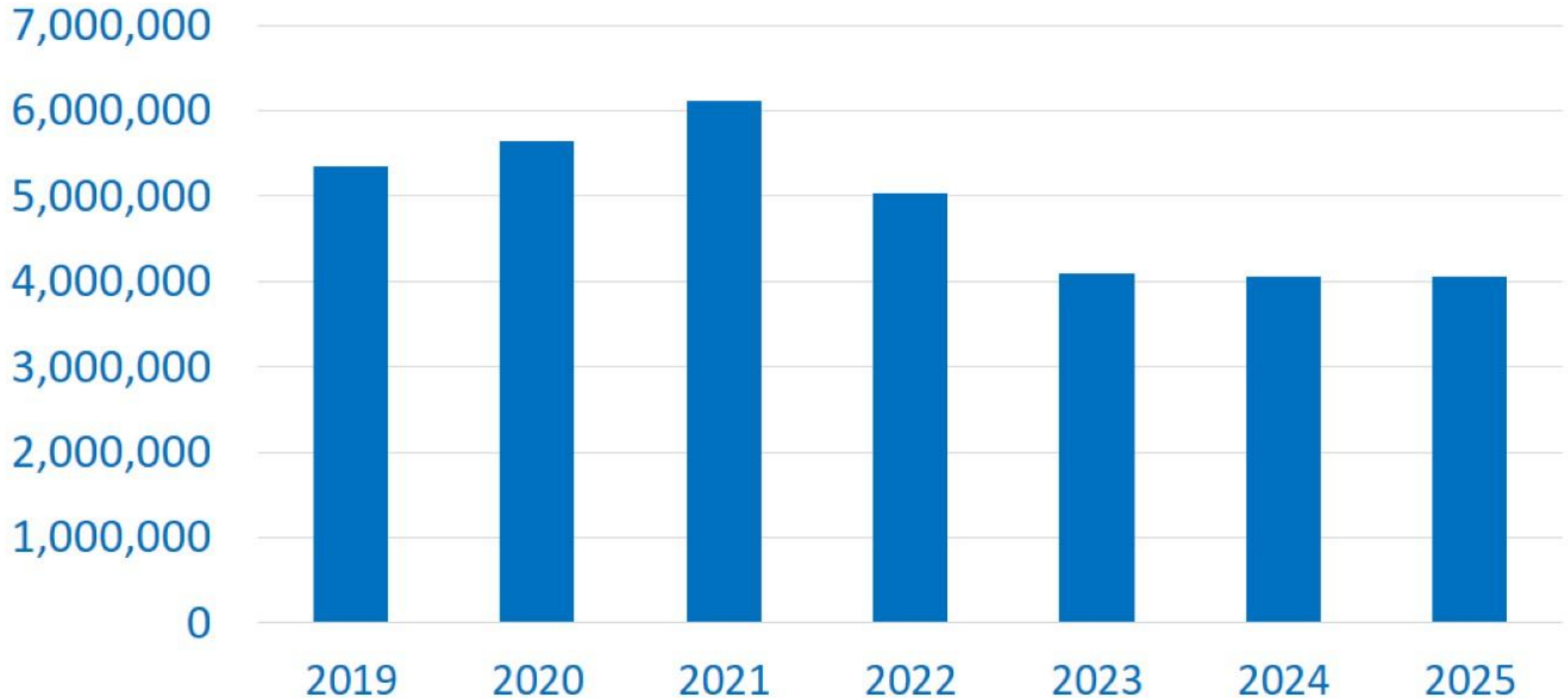
## Payroll Jobs in North Carolina (+1.2 million in 25 years)



Source: BLS

# Residential Real Estate Fundamentals

## National Existing-Home Sales ... Three Subpar Years 75% of Pre-covid Activity



Source: NAR

# Local Market Update for **December 2025**



A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION  
FOR MORE INFORMATION, CONTACT A REALTOR®

## Charlotte Region

Includes Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly and Union Counties in North Carolina and Chester, Chesterfield, Lancaster and York Counties in South Carolina

Key Metrics	December			Year to Date		
	2024	2025	Percent Change	Thru 12-2024	Thru 12-2025	Percent Change
New Listings	2,726	<b>2,705</b>	- 0.8%	55,170	<b>59,092</b>	+ 7.1%
Pending Sales	2,509	<b>2,523</b>	+ 0.6%	42,190	<b>43,426</b>	+ 2.9%
Closed Sales	3,358	<b>3,458</b>	+ 3.0%	42,134	<b>43,361</b>	+ 2.9%
Median Sales Price*	\$385,000	<b>\$400,000</b>	+ 3.9%	\$392,000	<b>\$399,990</b>	+ 2.0%
Average Sales Price*	\$475,757	<b>\$512,430</b>	+ 7.7%	\$493,374	<b>\$509,538</b>	+ 3.3%

# Local Market Update for February 2026

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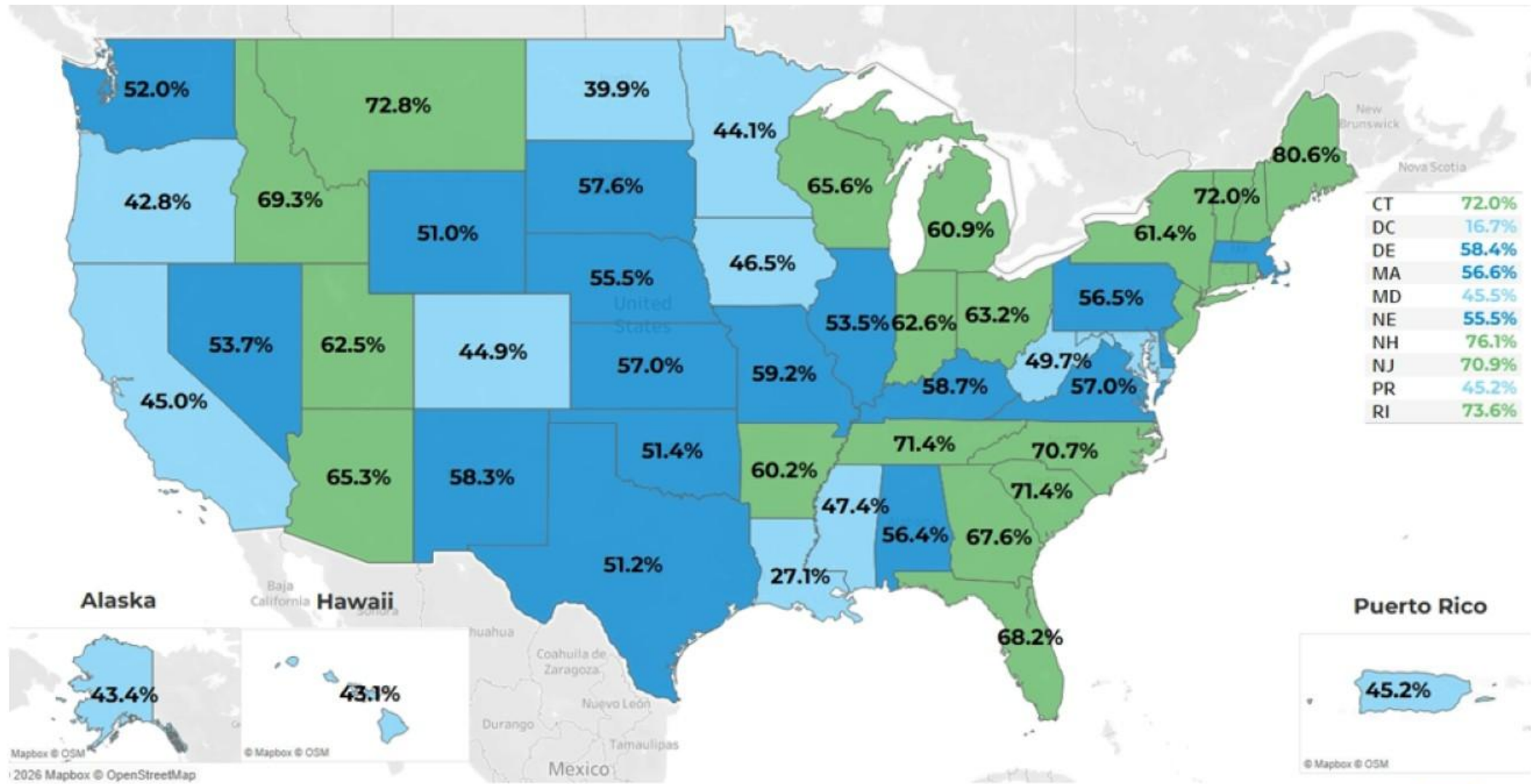
## Charlotte Region

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Key Metrics	February			Year to Date		
	2025	2026	Percent Change	Thru 2-2025	Thru 2-2026	Percent Change
New Listings	4,542	4,531	- 0.2%	8,680	8,748	+ 0.8%
Pending Sales	3,501	3,537	+ 1.0%	6,666	6,787	+ 1.8%
Closed Sales	2,855	2,603	- 8.8%	5,438	4,900	- 9.9%
Median Sales Price*	\$385,000	\$390,000	+ 1.3%	\$384,000	\$390,000	+ 1.6%
Average Sales Price*	\$473,655	\$483,392	+ 2.1%	\$480,014	\$489,826	+ 2.0%

# 5-year Home Price Gains Since Pre-COVID

## % change from 2020 Q1 to 2025 Q3



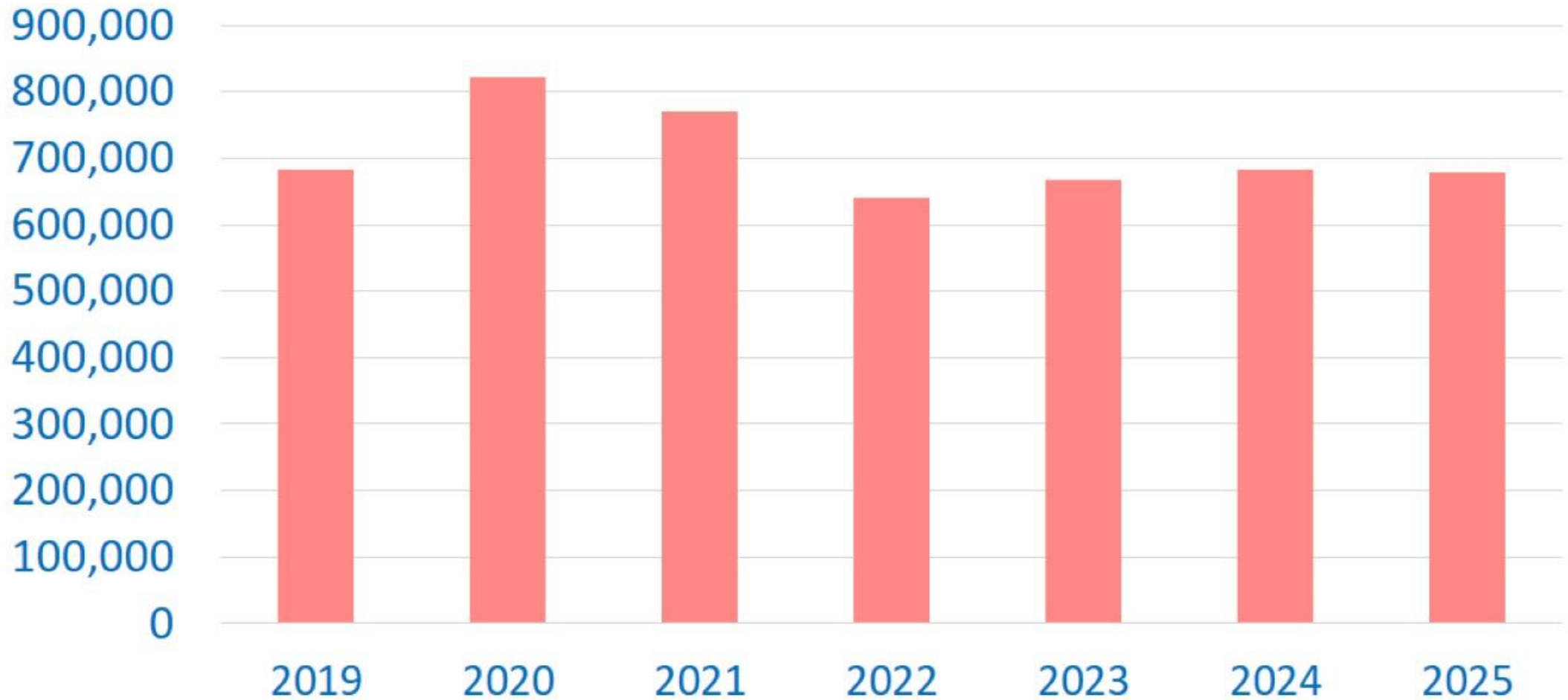
Source: NAR Analysis of FHFA data

# Real Estate Net Worth – Near Record High



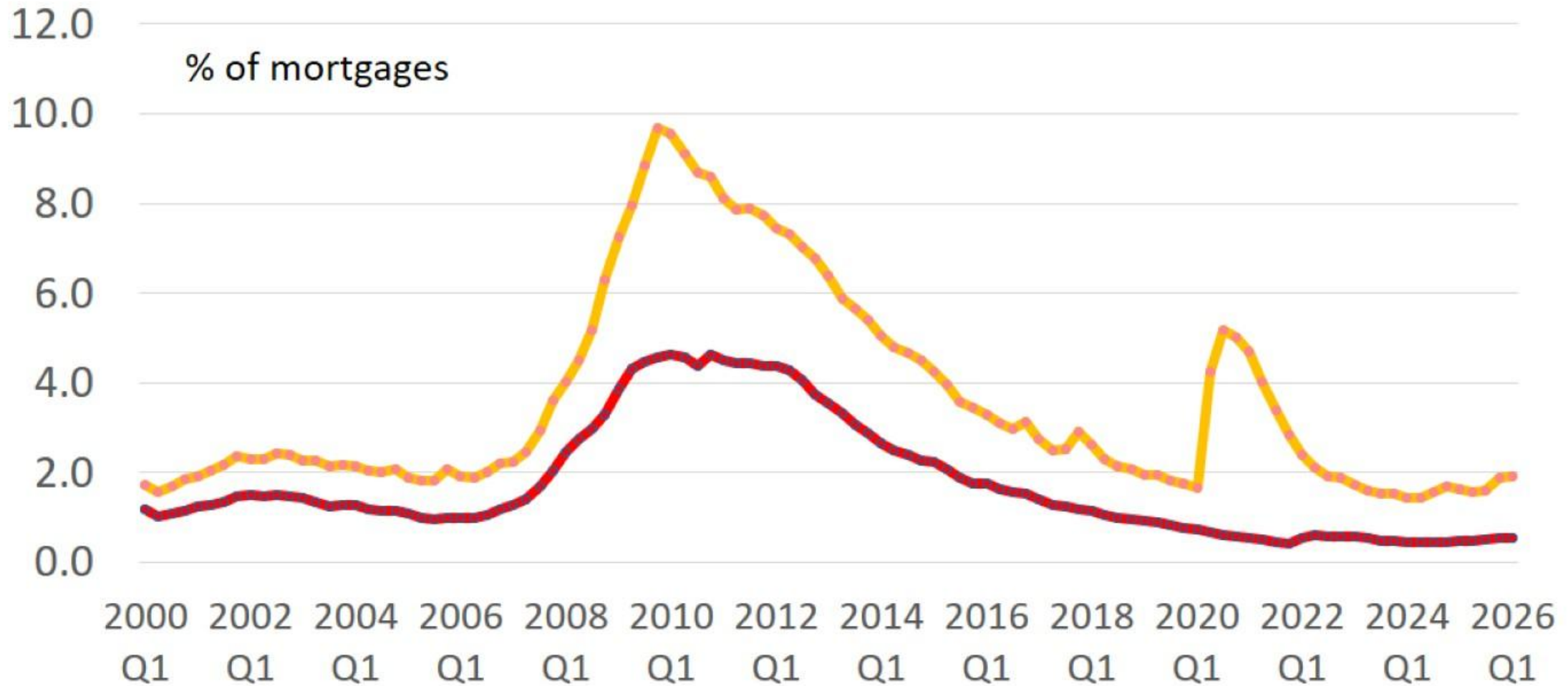
Source: Federal Reserve

## New Home Sales ... Back to Pre-Covid Sales Activity



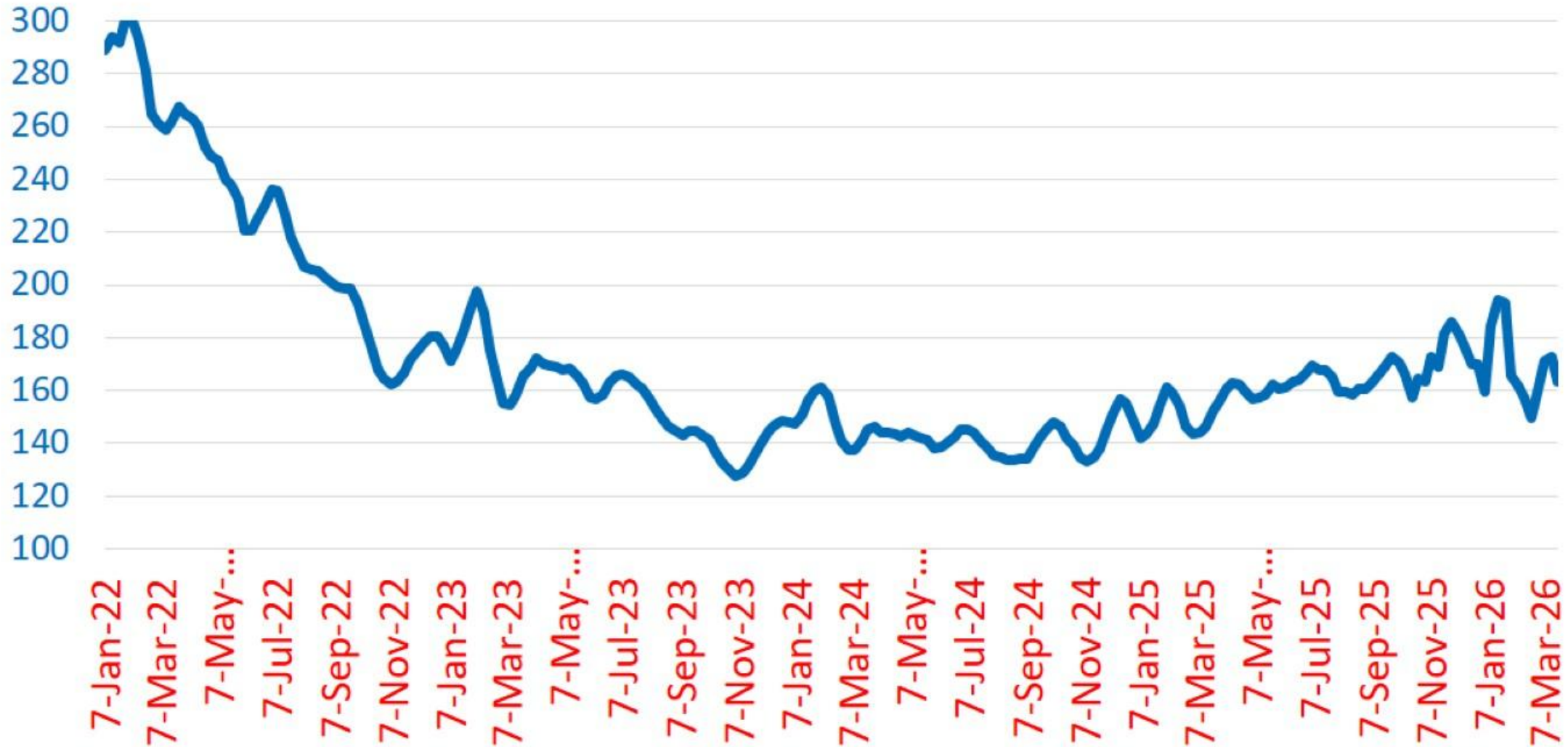
Source: Census

# Seriously Delinquent Mortgages and Foreclosure (90+ days late or in foreclosure)



Source: Mortgage Bankers Association

# Light Flashing on Weekly Mortgage Applications to Buy a Home (4-week moving average)



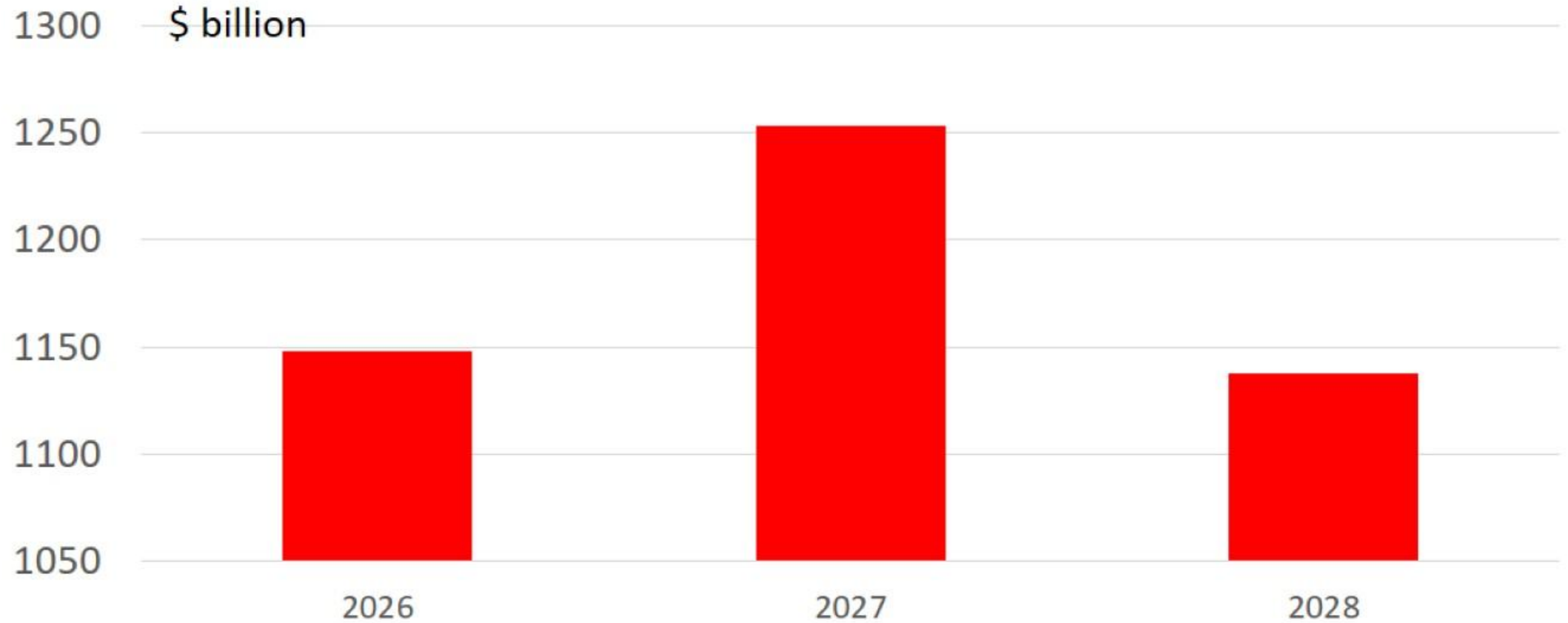
Source: Mortgage Bankers Association

# Residential Market Forecast (before oil price shock)

	2025	2026
Existing-Home Sales	+0%	+14%
New Home Sales	-2%	+5%
Median Home Price	+3%	+4%
Mortgage Rate	6.7%	6.0%
Job Gains	0.2 million (not 2 million)	0.8 million (not 2 million)
Unemployment Rate	4.3%	4.6% (not 5.5%)

# Aside from Oil ... Other Risks

# CRE Loan Requiring Refinancing ... At Higher Interest Rate and Lower Collateral Value



Source: S&P Global

# Commercial Real Estate Loans

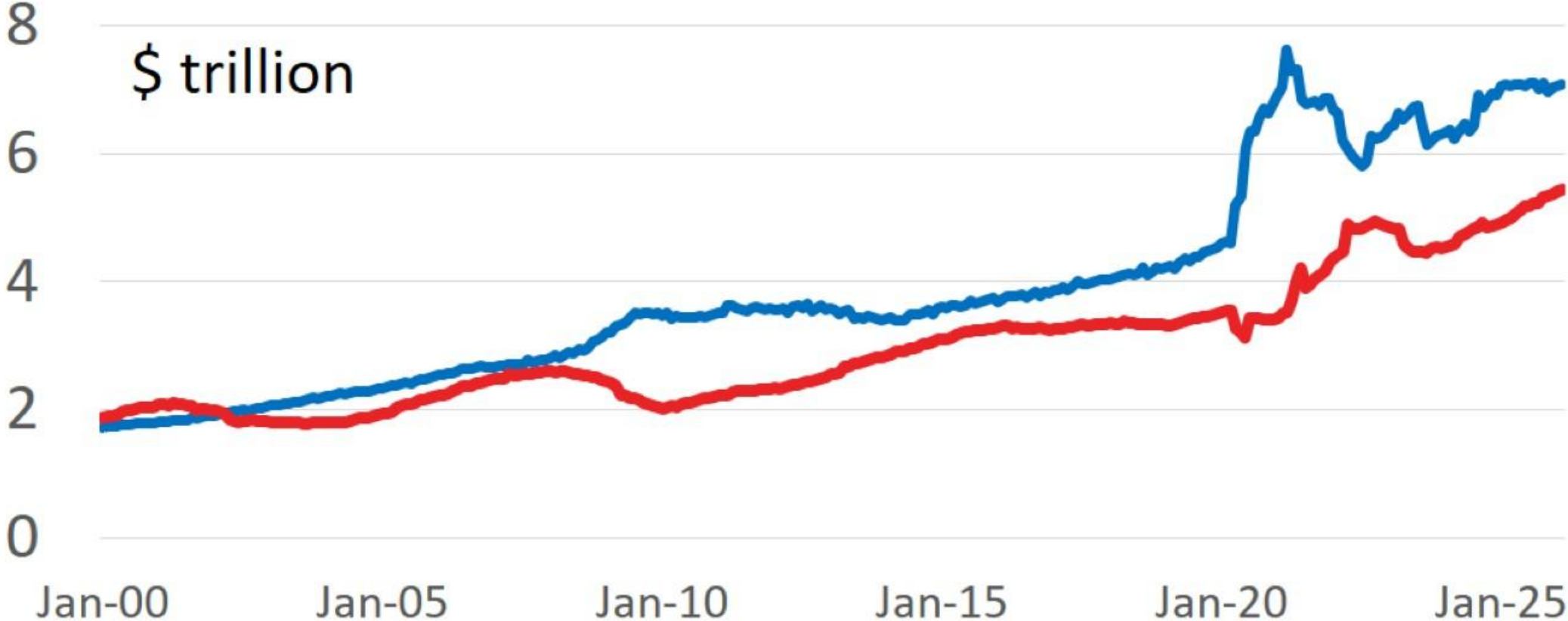
Growth Primarily from Small Banks (red); Not Big Banks (green)



Source: Federal Reserve

# Federal Government Outlays and Receipts

(rolling 12-month total)



Source: NAR analysis of monthly Treasury statements



**Thank You !**