Northwest Federal Credit Union

2025 Housing Market Forecast

NMLS #411458 EQUAL HOUSING LENDER

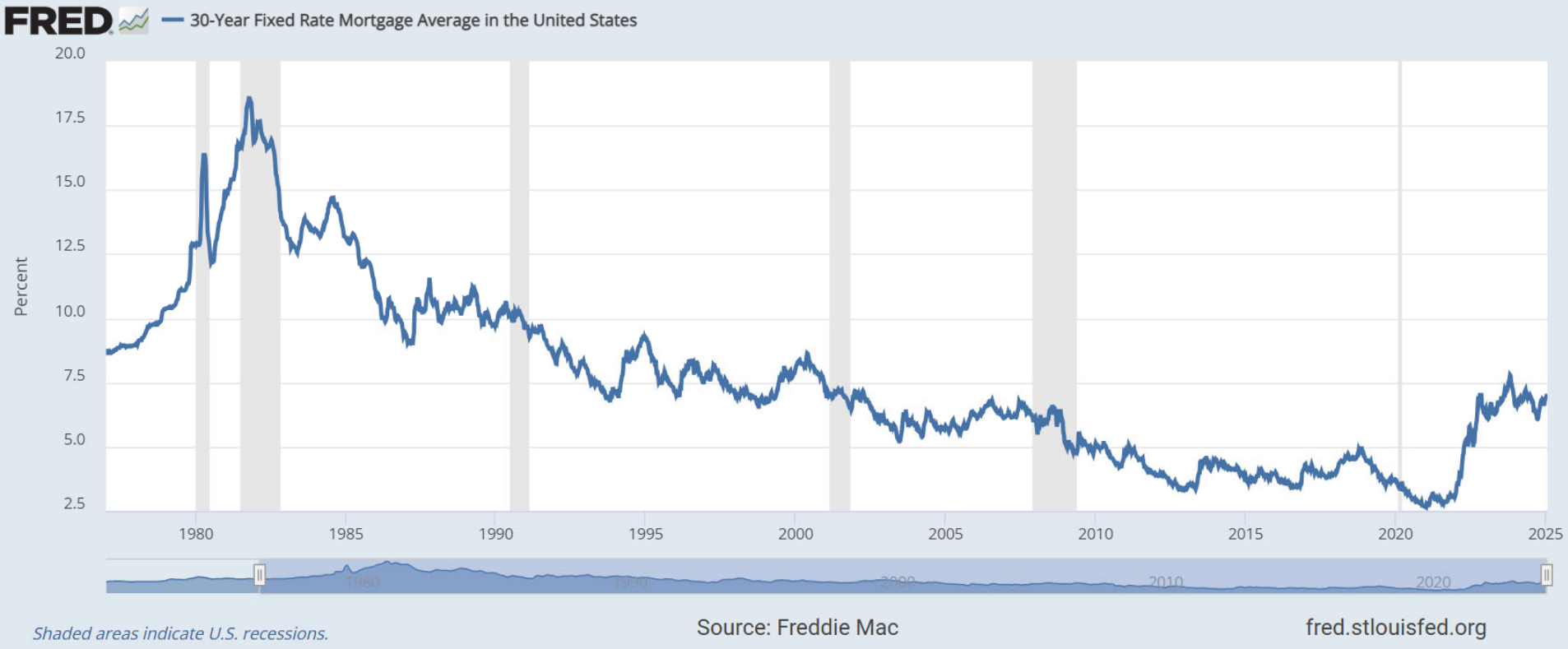


Seminar Agenda

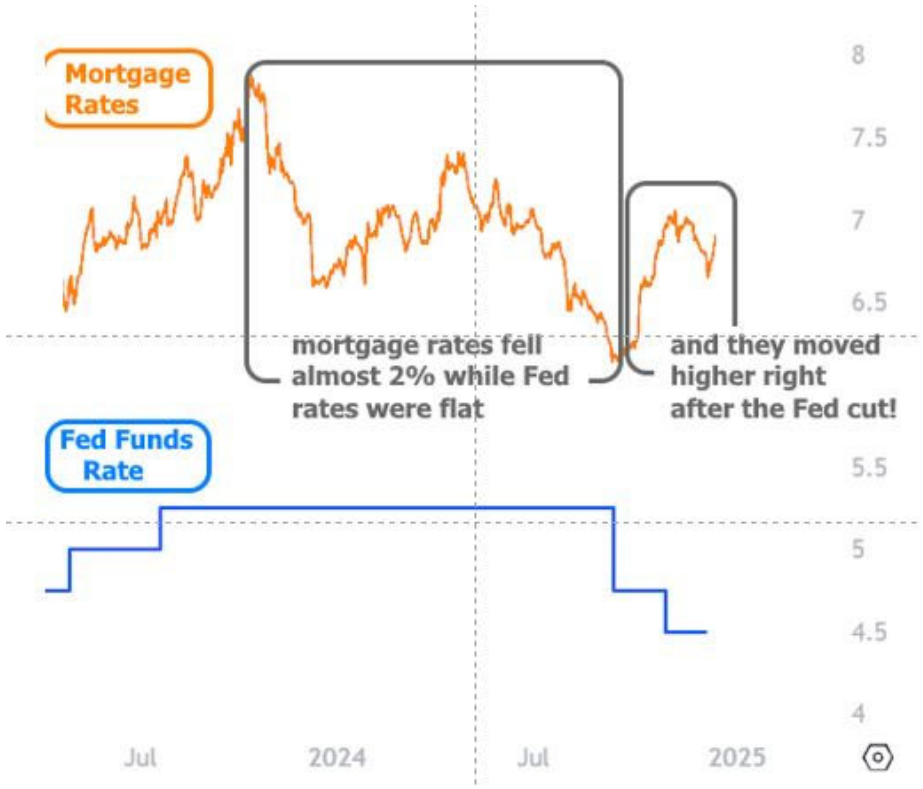
- Interest Rates
- Home Equity
- Mortgage Options and Products
- Resources
- Market Statistics
- 2025 Forecast

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Mortgage Rates Over the Years

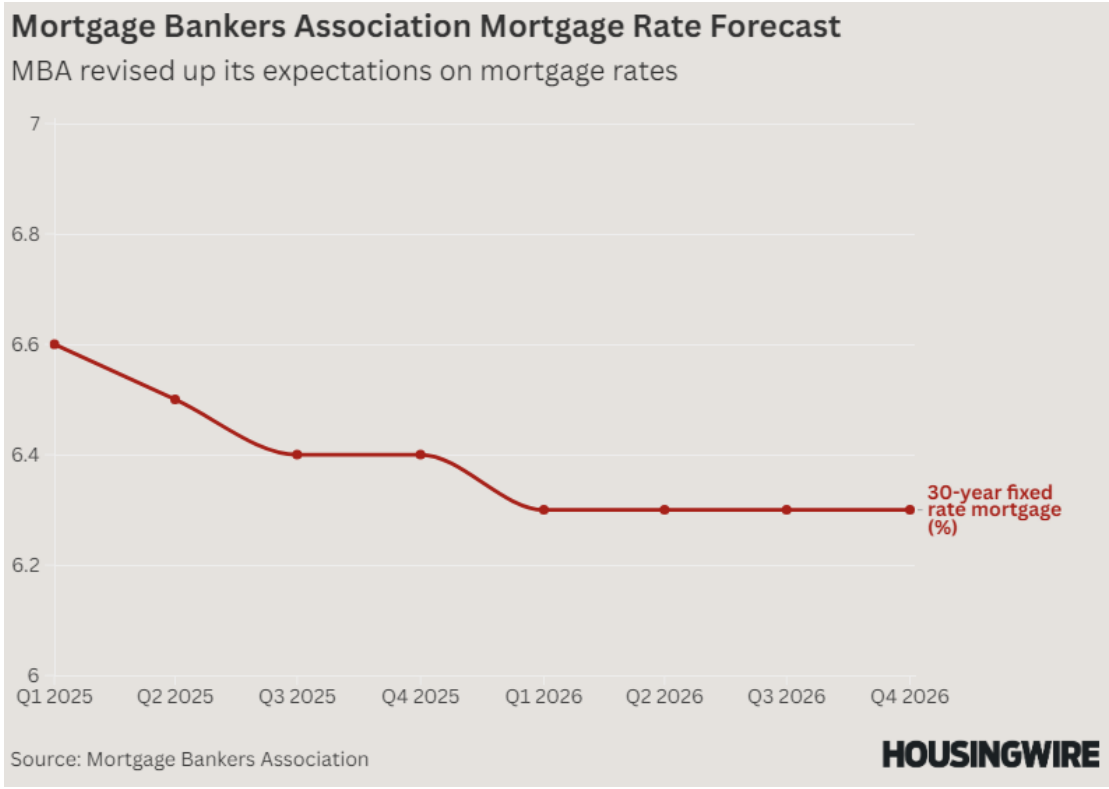


Fed Rate vs. Mortgage Rates



www.mbslive.net

Mortgage Rate Forecast



Home Equity Options – Should I tap into my equity?



Home Equity Line of Credit (HELOC)

- Variable Rate.
- Apply once, draw funds when needed.

Ways you can use your Home Equity

- Funding Student Loan for yourself or your children.
- Payoff Debt or consolidating credit cards.
- Paying for a wedding.
- Making home Improvements or upgrades.
- Funding the down payment on your next home purchase.

Home Equity Loan

- Fixed Rate
- Apply once for a specific amount and pay back at the term you choose, fixed payment.

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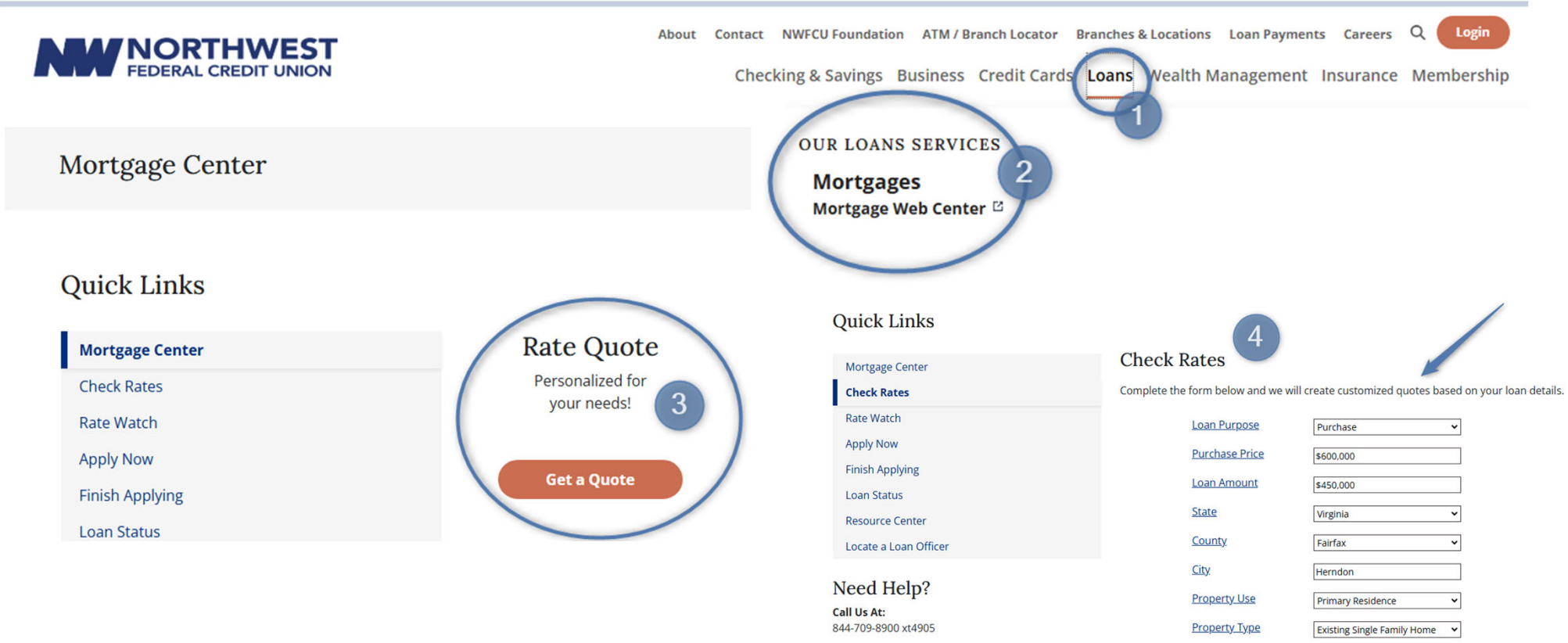
NWFCU Mortgage Options

- Competitive rates and unique Loan Products
- 100% Financing: VA Loans & Conforming Loans
- First-Time Homebuyers – Low Down Payment
- Down payment assistance: County Grants and FHLBA
- Jumbo Loans up to $2,000,000
- Free Platinum Pre-approval
- Nationwide Lending
- Servicing for the life of the loan

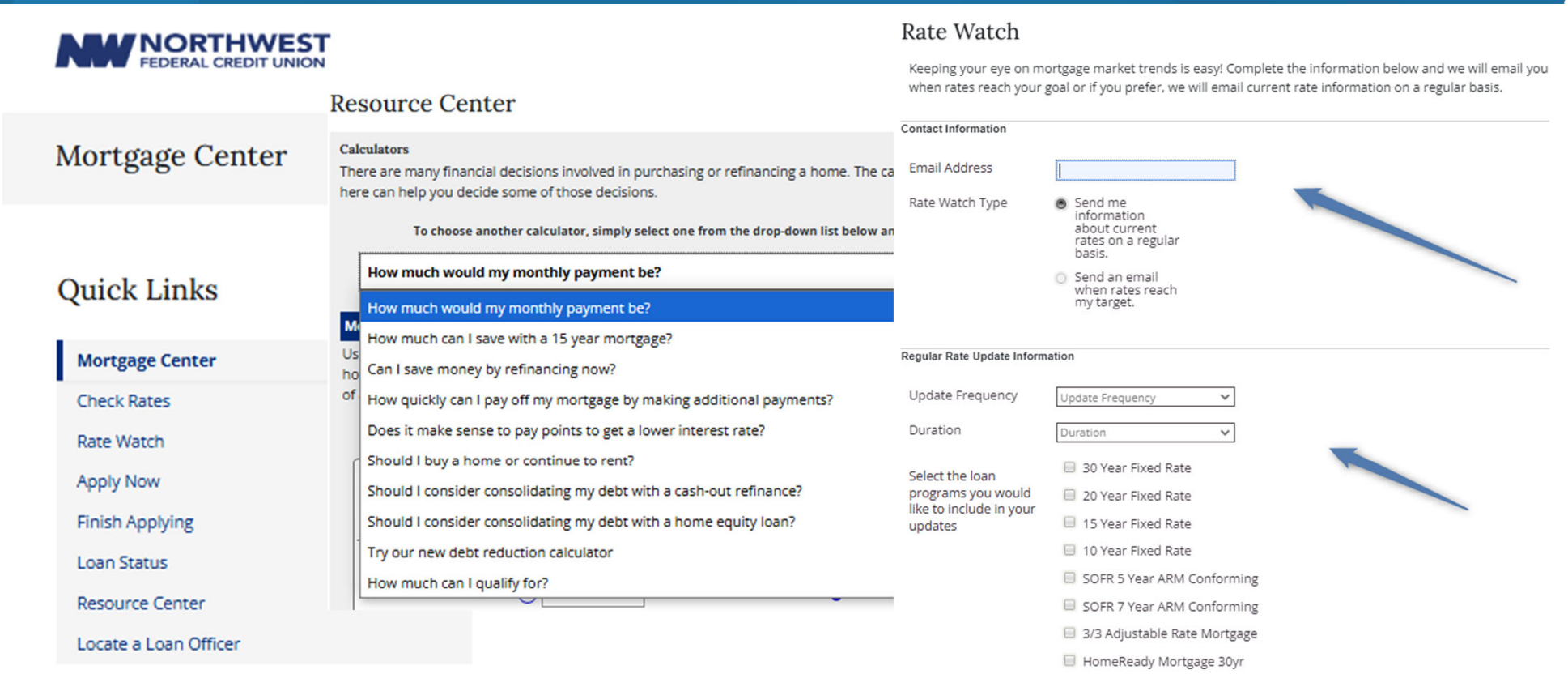


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www.nwfcu.org



Mortgage Center/Resources



2024 Nationwide Stats

- Existing home sales rose to 4.24 million (seasonally adjusted)
- Total housing inventory 1.15 million units
- Unsold inventory 3.3-month supply
- All four regions of the United States saw price increases in December 2024
- Median Sales price of $404,300

As reported by NAR

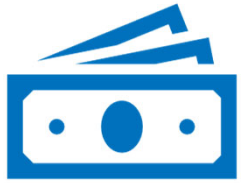
2024 Summary



Home sale units for 2024 49,942 a 2% increase over 2023



Average Home Prices Appreciation: Attached 4.77% Detached 7.56%



Financing: Cash deals 20% | 114 Assumptions

2024 Summary

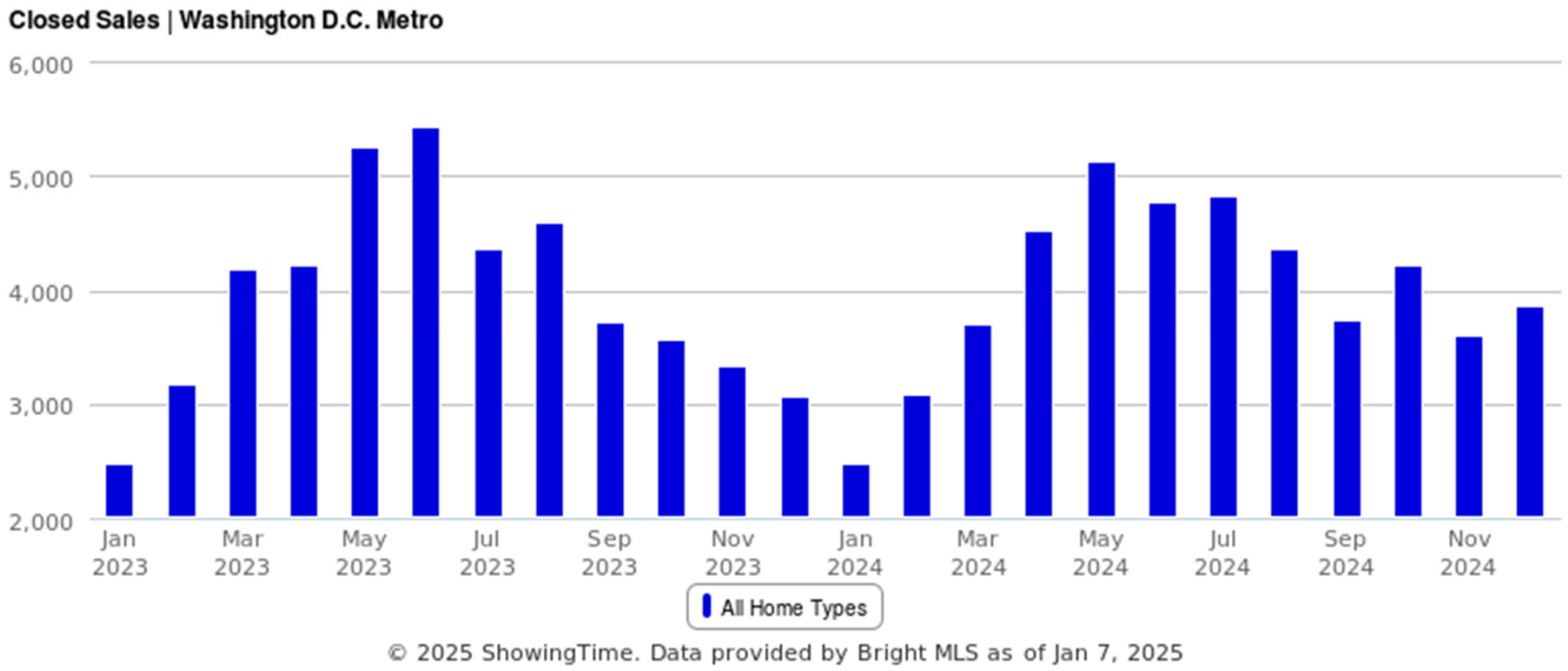


Bank-mediated sales 680 units or 1.4%

New listings were 65,754 a 6.5% increase over 2023 | 1,087,456 showings

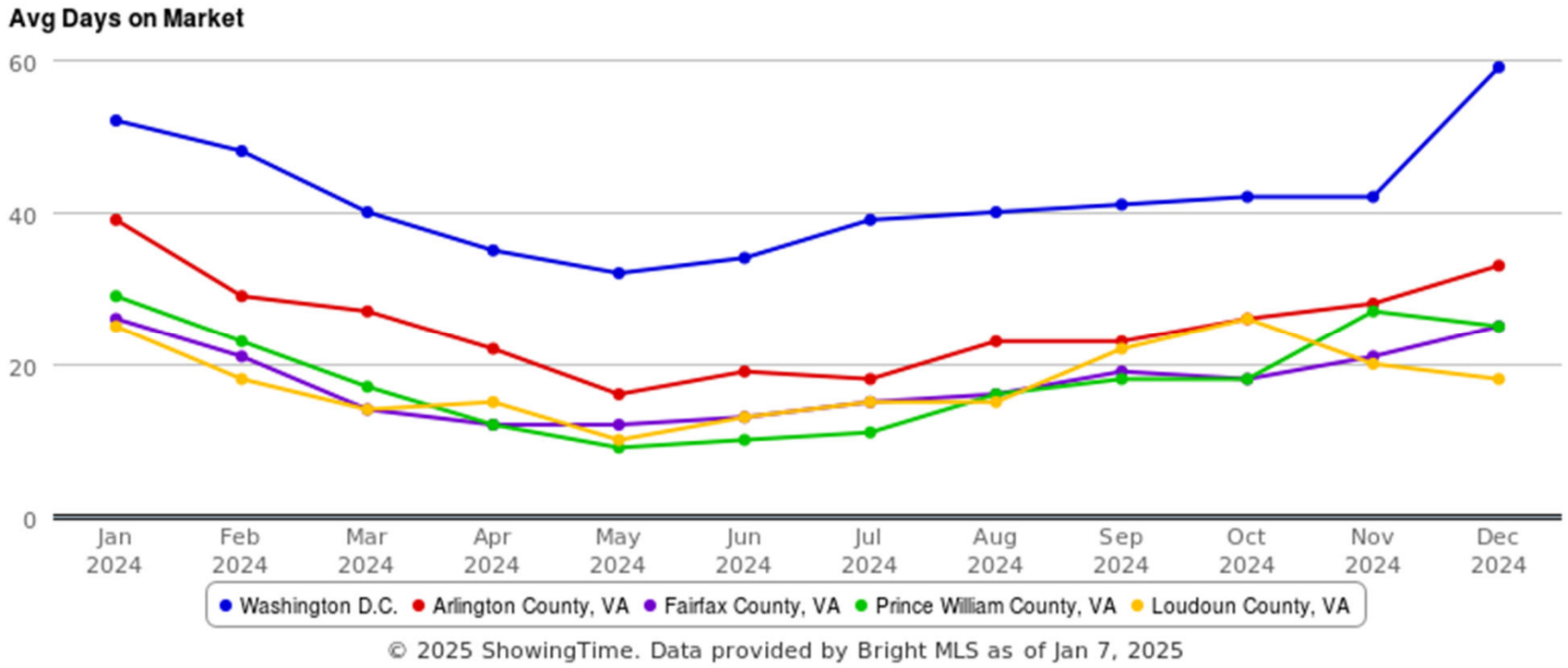
Buyers surged at the end of 2024 & have adjusted their expectations. Buyers have acclimated to the new normal for interest rates

Inventory Status



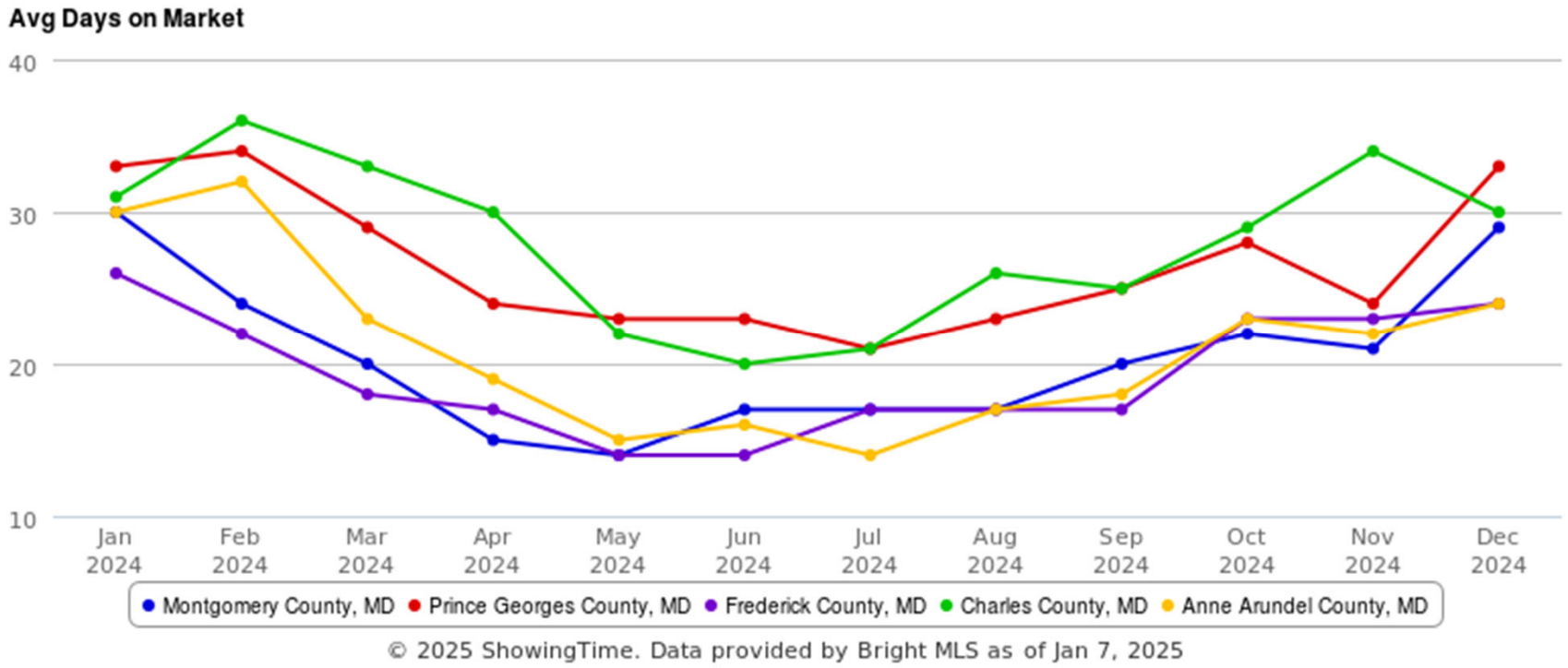
Annual Sales 2023 48,950 | 2024 49,942

Average DOM by County



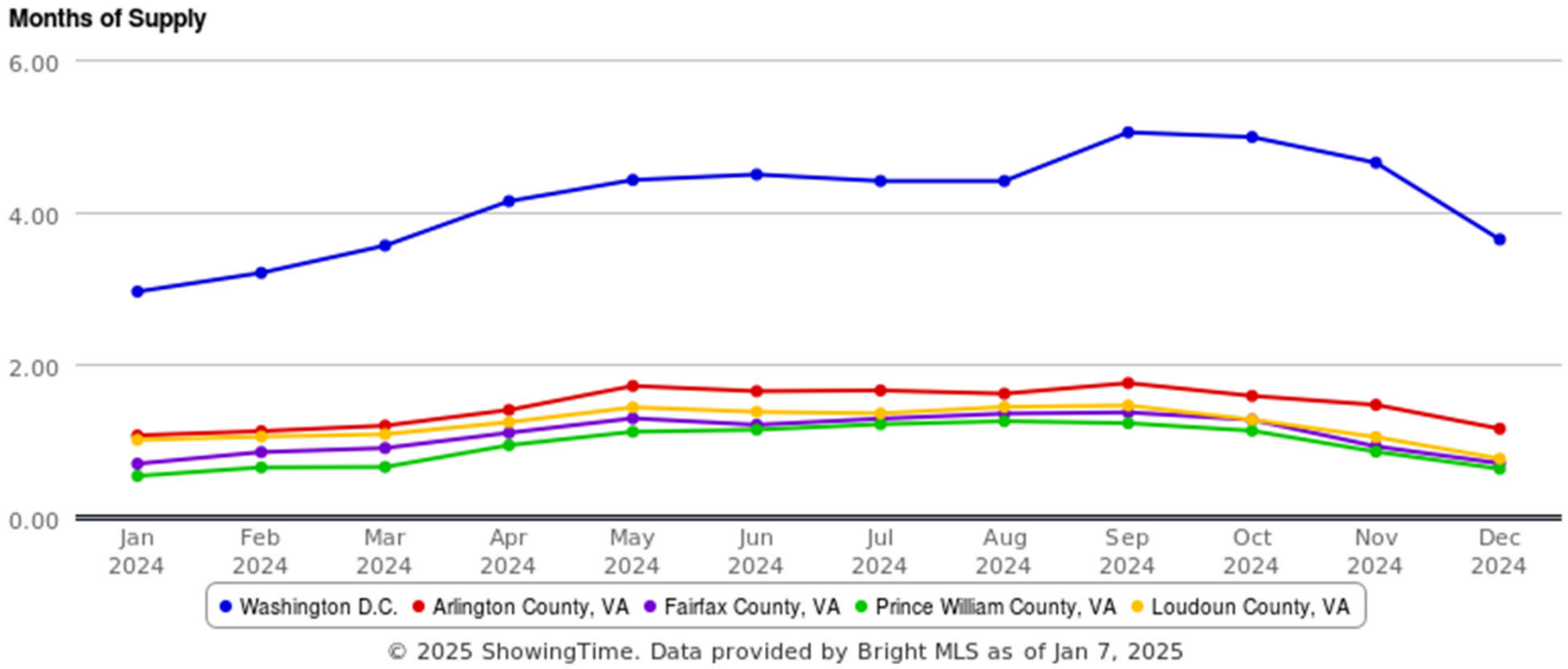
DC 59 days | Arlington 33 days | Fairfax & Prince William 25 days | Loudoun 18 days

Average DOM by County (MD)

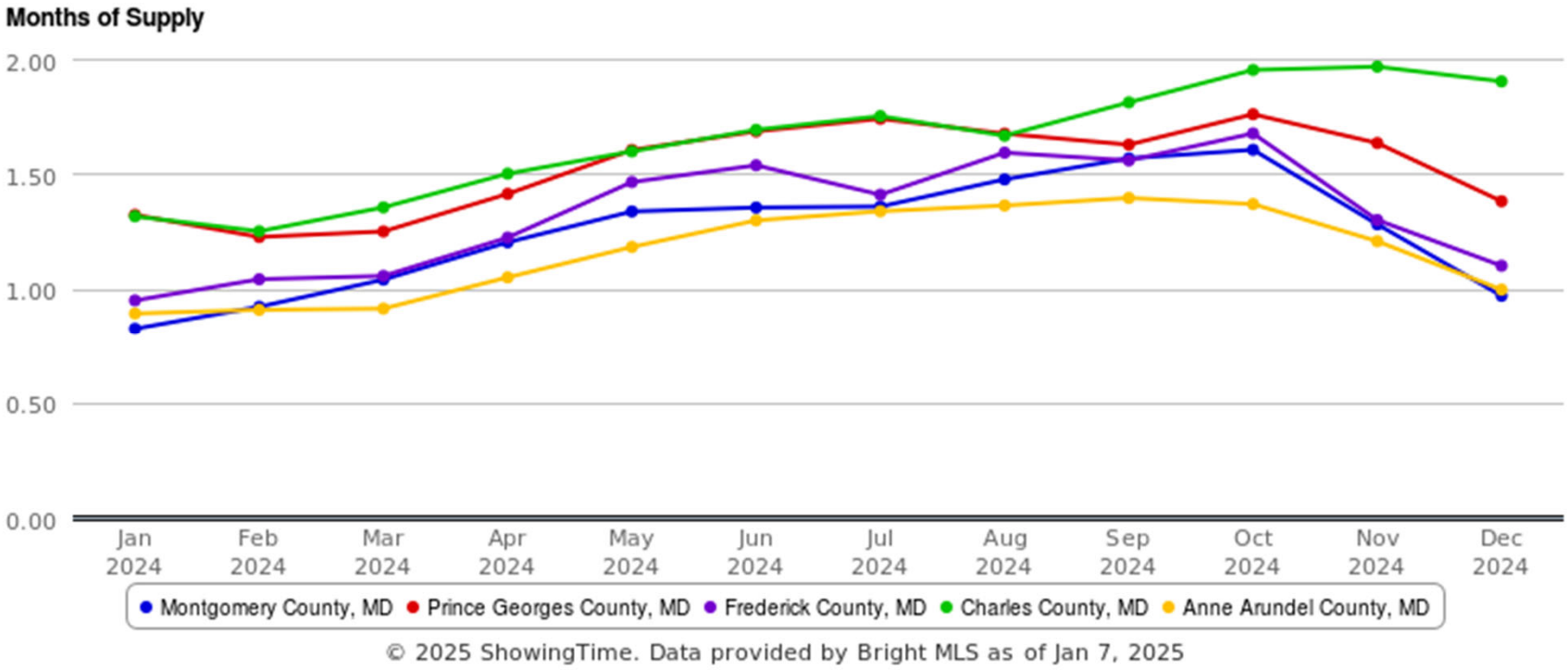


Montgomery 29 days | PG 33 days | Frederick & Anne Arundel 24 days | Charles 30 Days

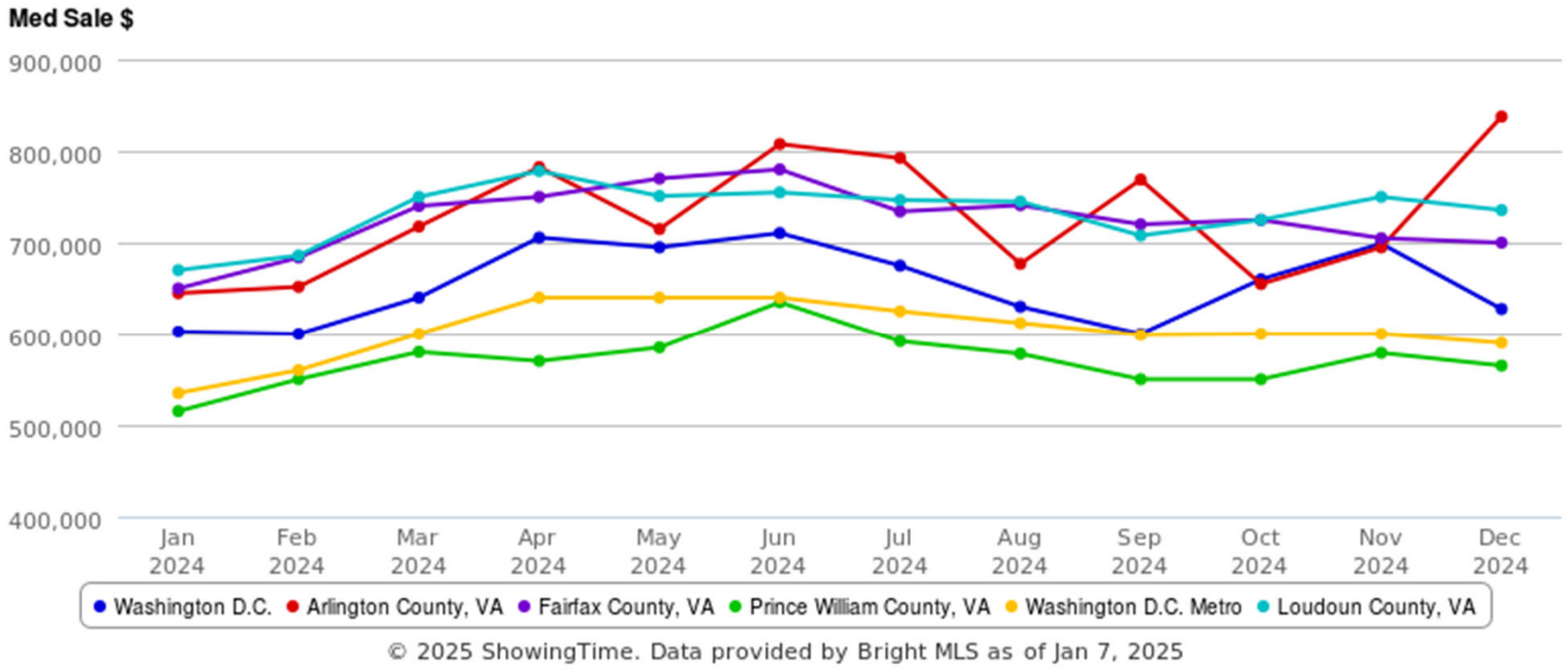
Months of supply by County



Months of supply by County (MD)

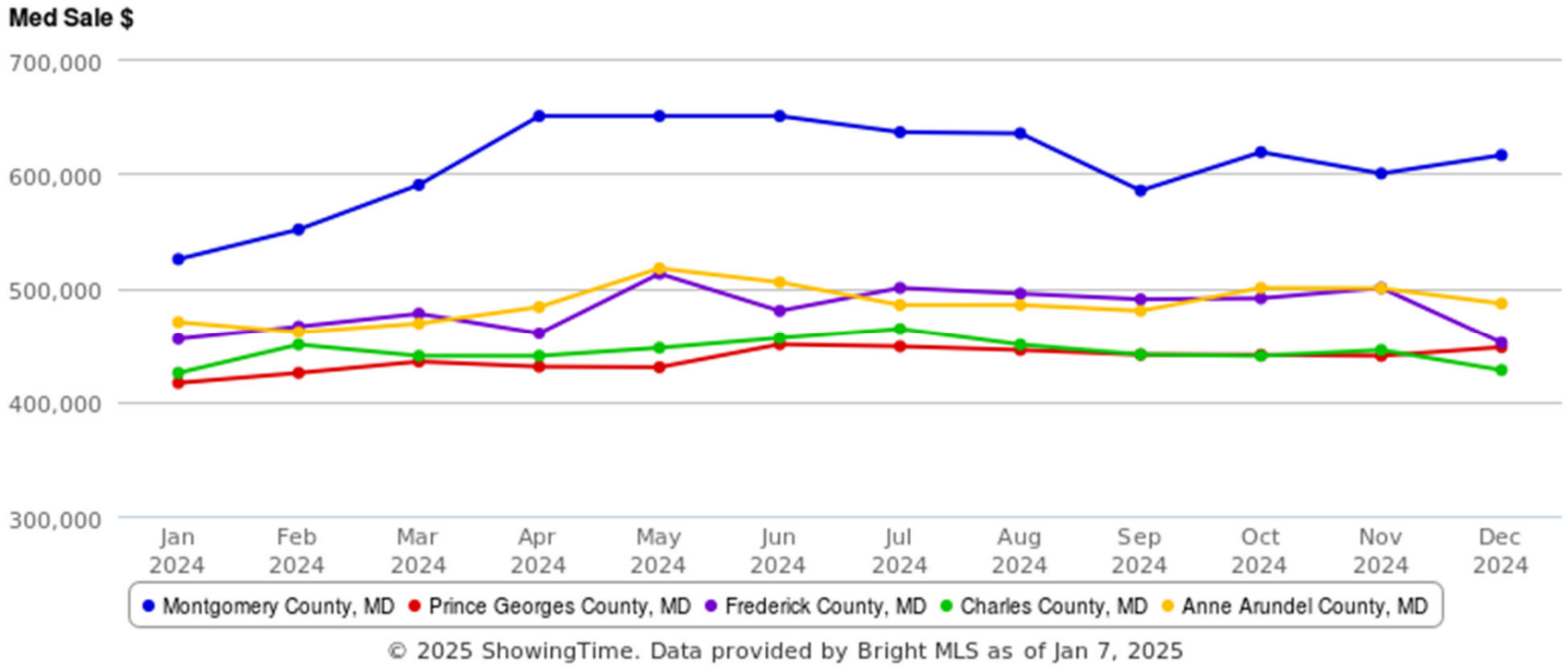


Median Sold Price by County



DC $627,500 | Arlington $$837,500 | Fairfax $700,000 | Loudoun $$735,533 | PW $590,000

Median Sold Price by County (MD)



Montgomery $615,990 | PG $447,490 | Frederick $451,699 | Charles $427,500 | Anne Arundel $286,250

2025 Forecast

- Mortgage rates impact
- Affordability challenges
- Shift toward smaller homes
- First-Time buyers remain active
- Hyper-localized trends
- New construction on the rise
- Competitive market will remain in 2025

QUESTIONS



Thank you for joining us!

Contact Us!

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NORTHWEST
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