

THE YEAR AHEAD 12.12.23



# REAL ESTATE FORECAST SUMMIT

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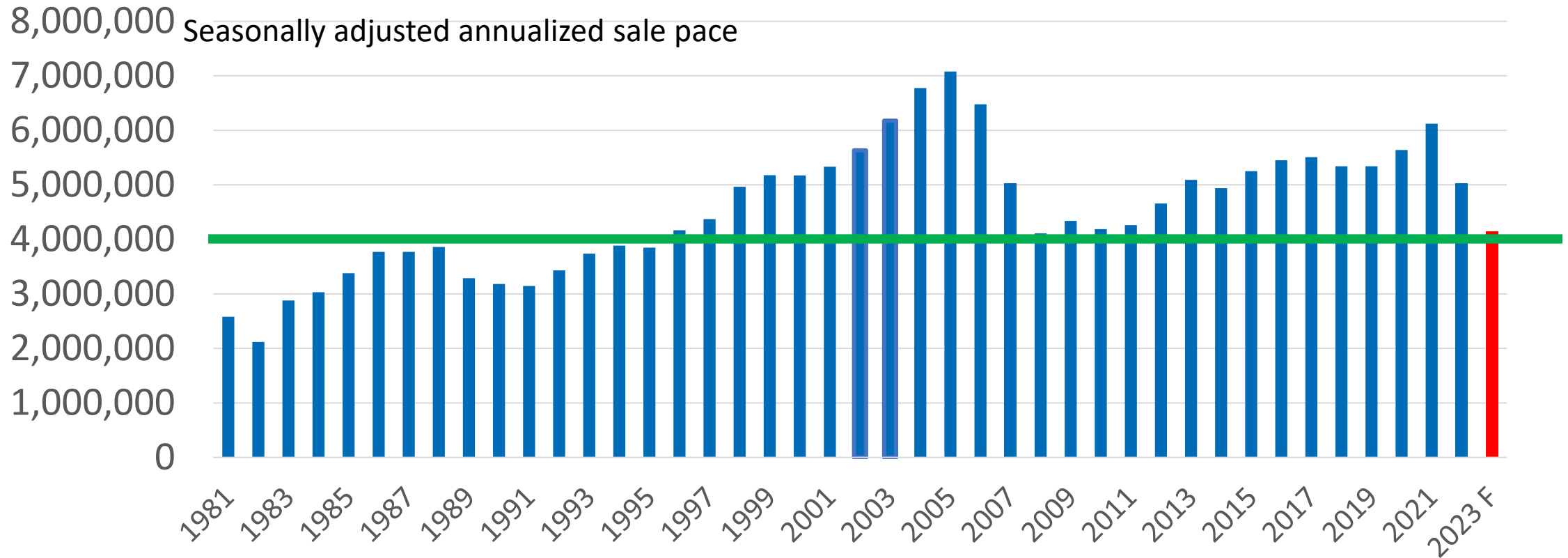


# ECONOMIC & REAL ESTATE OUTLOOK

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Lawrence Yun, PhD  
NAR Chief Economist and  
Senior Vice-President for Research

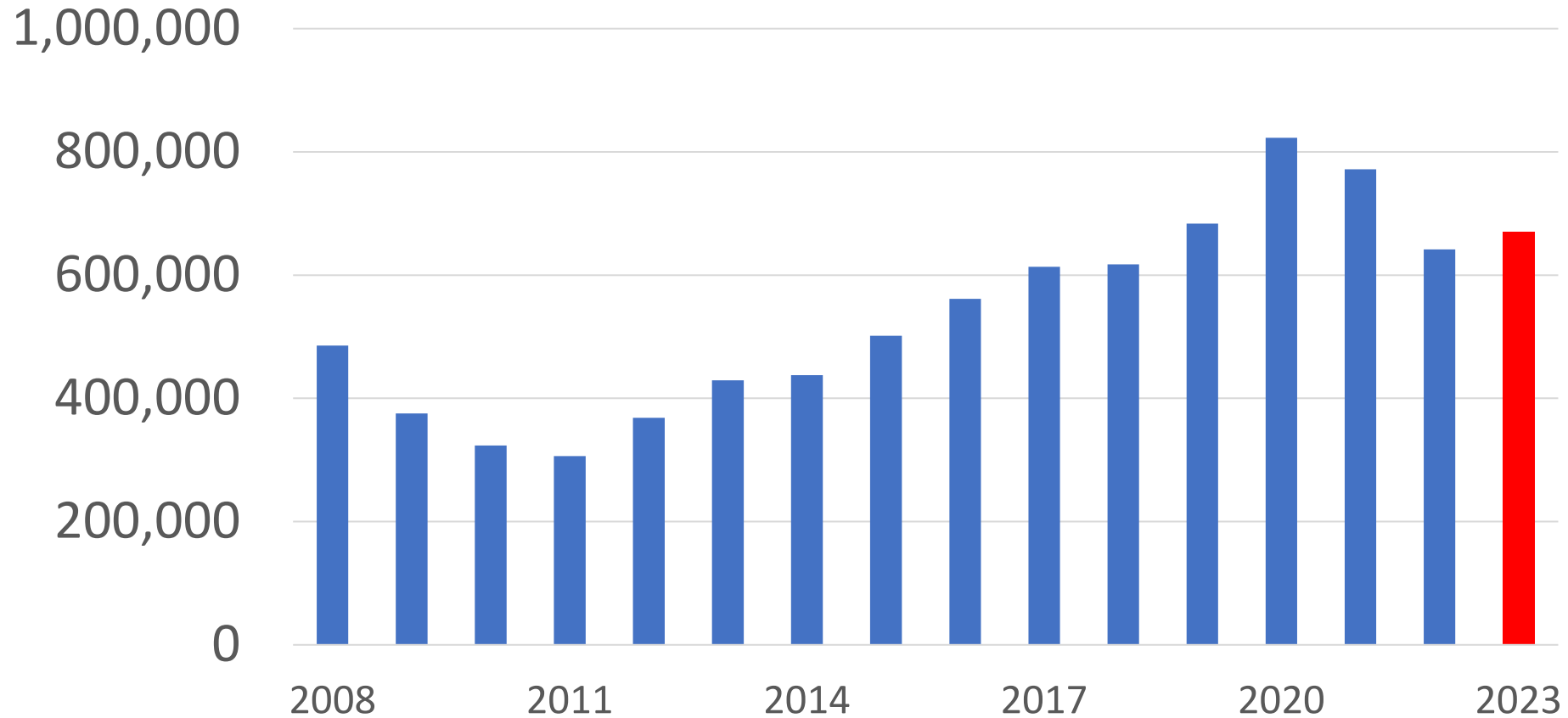
# Annual Existing-Home Sales: Likely 18% Decline, On track for the worst year since 2008 or since 1995



Source: NAR

# New Home Sales Up 4.5% year-to-date to October

## On track for the 3<sup>rd</sup> or 4<sup>th</sup> best year since 2008 foreclosure year



Source: NAR forecast and HUD

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