

The Barclays Real Estate A.G.E.N.T.

(Analyzing, Gauging, & Exploring Neighborhood Trends)

U.S. Homebuilding & Building Products

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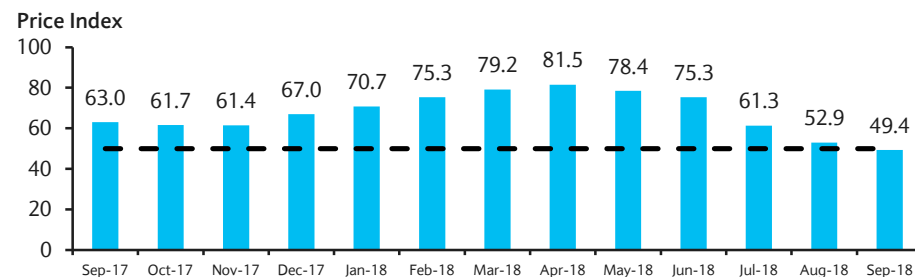
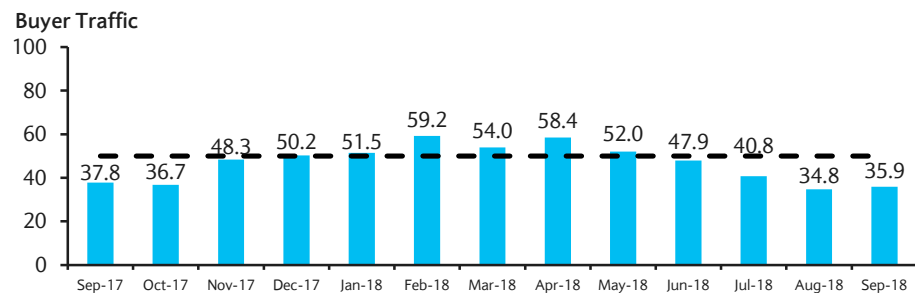
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Homebuilding & Building Products

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Source: Barclays Research

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PLEASE SEE ANALYST CERTIFICATIONS AND IMPORTANT DISCLOSURES BEGINNING ON PAGE 45.

September 2018 Real Estate A.G.E.N.T. Survey

Traffic Steadies as Price Continues to Decelerate, Listings Rise

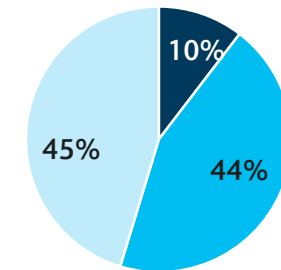
Traffic Stable in September: Our Buyer Traffic Index was relatively unchanged in September at a reading of 36, up 1 pt from 35 in August, suggesting traffic trends remained below normal seasonal expectations. Challenged affordability attributable to still-elevated home prices and increasing mortgage rates were the most commonly cited factors pressuring demand, with buyers preferring to take a wait-and-see approach with interest rates and almost no mention of the rate rise as fostering buyer urgency at this point. Broadly, agent responses highlighted widespread inventory build, while the average time to sell continues to lengthen across most regions. Agents in particular highlighted higher priced and/or older inventory as sitting on the market for longer. In hurricane-affected states, namely the Carolinas, agents cited the impact of Florence on softening traffic. Interestingly, our Buyer Traffic Index during weeks 3-4 of September showed a reading of 40 vs. a reading of 30 for the earlier portion of month, indicating that demand trends may be showing signs of bottoming as price and inventory adjust.

Traffic Declines Remain Widespread: In September, 6 of 40 markets surveyed saw better-than-expected traffic (4 in August), 7 saw traffic in-line with expectations (5 in August), and 27 saw lower than expected traffic (31 in August). California remained weak (-2 pts m/m to 29), with notable softness in the Inland Empire (a reading of 8), Sacramento (15), Los Angeles (25), and San Francisco (29). The Southeast (-6) had the most significant monthly decline among regions, likely due at least in part to the impact of Hurricane Florence. The Southwest and Pacific Northwest regions experienced the largest sequential increases (both +13), followed by the Northeast (+8).

Prices Flat Sequentially: Our Home Price Index registered a 49 reading in September, down 4 pts from August. Of the 40 markets surveyed, 14 saw higher prices m/m (18 in August), 10 experienced flat prices (8 in August), and 16 saw lower prices (14 in August). Agents in only 1 market (Tucson, AZ) uniformly indicated that they saw higher prices sequentially (also 1 in August).

Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	58.4	81.5	46.3	50.9	60.0
May-18	52.0	78.4	46.7	50.2	53.3
Jun-18	47.9	75.3	46.8	48.1	48.3
Jul-18	40.8	61.3	40.3	45.2	35.1
Aug-18	34.8	52.9	38.5	41.8	29.9
Sep-18	35.9	49.4	37.6	38.4	28.2
Change	1.1	(3.6)	(0.9)	(3.4)	(1.7)

September Buyer Traffic Index of 35.9



■ Better than expected ■ In-line with expectations ■ Worse than expected

Source: Barclays Research

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Source: Barclays Research

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Atlanta, GA – Traffic Normalizes with Prices Flat

(24,508 single-family building permits in 2017, 3rd largest market in the country)

Synopsis:

- Traffic levels within our index rose to 50 in September vs. a reading of 36 in August, indicating trends in line with seasonal expectations.
- Home prices were unchanged during the month. Our Price Index registered a reading of 50 vs. 57 in the prior period.
- The number of home listings decreased during the month (a reading of 70), while the time to sell was unchanged (a reading of 50).

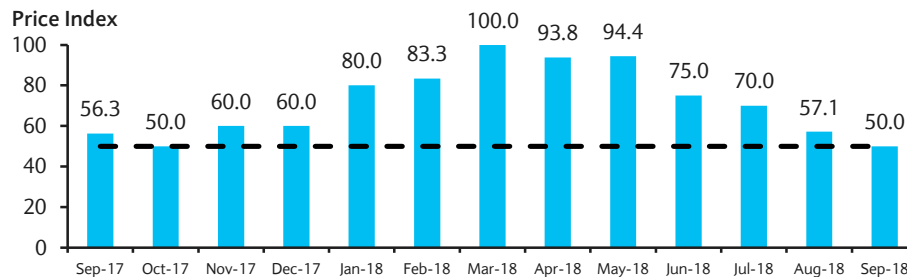
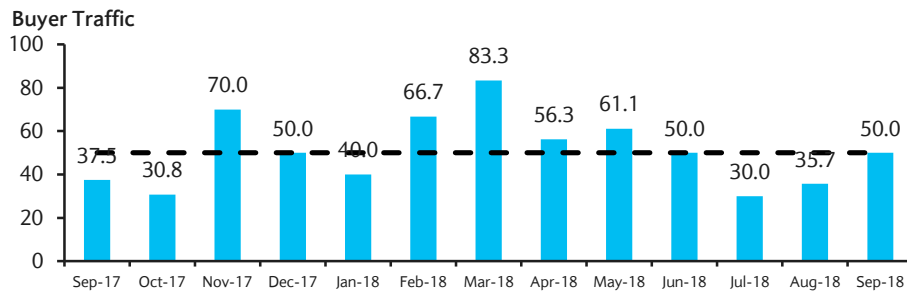
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	56.3	93.8	37.5	43.8	87.5
May-18	61.1	94.4	44.4	33.3	61.1
Jun-18	50.0	75.0	50.0	83.3	75.0
Jul-18	30.0	70.0	50.0	80.0	55.0
Aug-18	35.7	57.1	35.7	71.4	50.0
Sep-18	50.0	50.0	40.0	70.0	50.0
Change	14.3	(7.1)	4.3	(1.4)	0.0



Local Real Estate Agent Comments:

- “Stronger demand at lower price points.”
- “Demand is still robust despite tight inventory.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Austin, TX – Prices Decline as Traffic Ticks Higher

(15,291 single-family building permits in 2017, 5th largest market in the country)

Synopsis:

- Traffic levels within our index rose to 71 in September vs. a reading of 56 in August, indicating trends better than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 36 vs. 69 in the prior period.
- The number of home listings increased during the month (a reading of 29), while the time to sell was unchanged (a reading of 50).

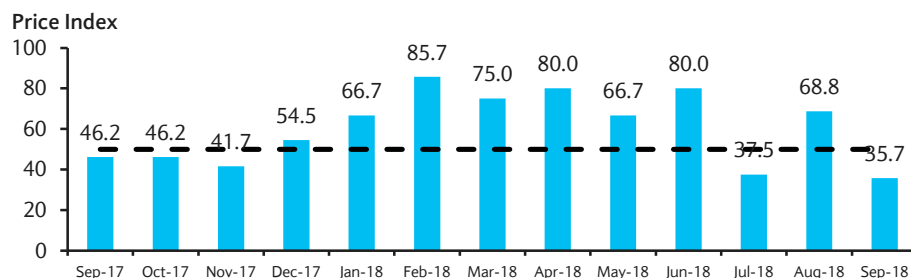
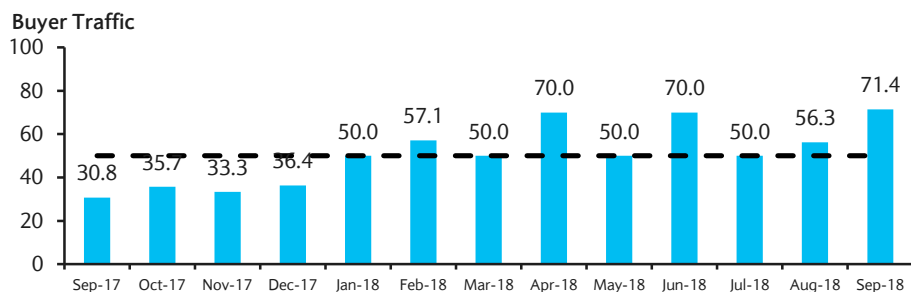
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	70.0	80.0	50.0	30.0	60.0
May-18	50.0	66.7	33.3	41.7	33.3
Jun-18	70.0	80.0	30.0	50.0	60.0
Jul-18	50.0	37.5	28.6	25.0	31.3
Aug-18	56.3	68.8	35.7	43.8	31.3
Sep-18	71.4	35.7	33.3	28.6	50.0
Change	15.2	(33.0)	(2.4)	(15.2)	18.8



Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Local Real Estate Agent Comments:

- “Summer season is just about over, there is still buyer demand with not enough inventory especially in the \$250-\$400K price range.”
- “Jobs continue to be the driver for incoming transplants.”
- “Increasing supply.”
- “Late summer buying season. Continued traffic from out of town transfers.”

Baltimore, MD – Traffic Softens Alongside Declining Prices

(4,916 single-family building permits in 2017, 39th largest market in the country)

Synopsis:

- Traffic levels within our index fell to 17 in September vs. a reading of 25 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 33 vs. 50 in the prior period.
- The number of home listings was unchanged during the month (a reading of 50), while the time to sell increased (a reading of 0).

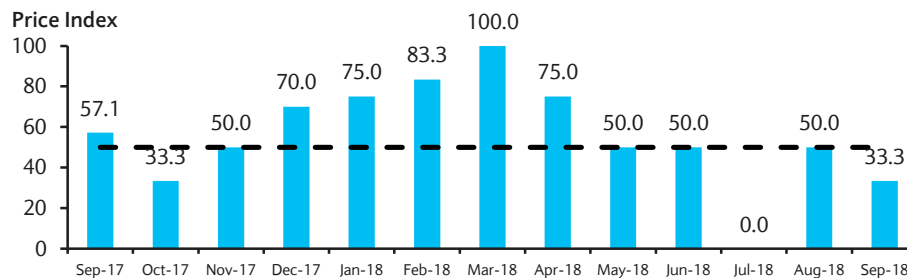
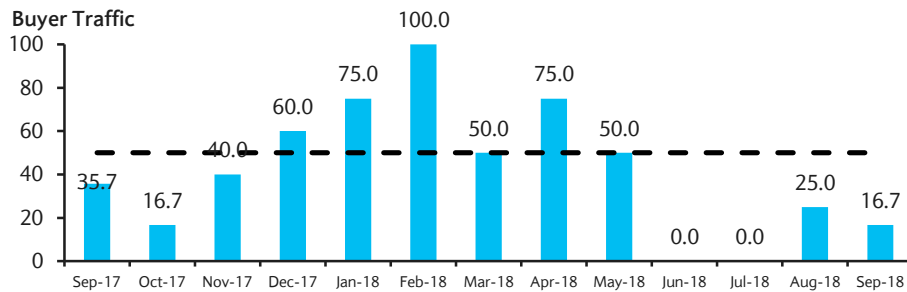
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	75.0	75.0	50.0	50.0	75.0
May-18	50.0	50.0	50.0	75.0	100.0
Jun-18	0.0	50.0	50.0	0.0	0.0
Jul-18	0.0	0.0	0.0	50.0	0.0
Aug-18	25.0	50.0	0.0	0.0	0.0
Sep-18	16.7	33.3	50.0	50.0	0.0
Change	(8.3)	(16.7)	50.0	50.0	0.0



Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Local Real Estate Agent Comments:

- “Buyer traffic has picked up since August but it's still a very slow market. I think the rate hikes have really thrown off buyers.”
- “Low inventory. Current inventory has been picked through so over-priced listing tend to languish.”
- “We are finding that the market this fall is fairly good.”

Boston, MA – Traffic and Prices Flat, Inventory Building

(5,194 single-family building permits in 2017, 32nd largest market in the country)

Synopsis:

- Traffic levels within our index rose to 50 in September vs. a reading of 44 in August, indicating trends in line with seasonal expectations.
- Home prices were unchanged during the month. Our Price Index registered a reading of 50 vs. 33 in the prior period.
- The number of home listings increased during the month (a reading of 29), while the time to sell also increased (a reading of 29).

Traffic Status:

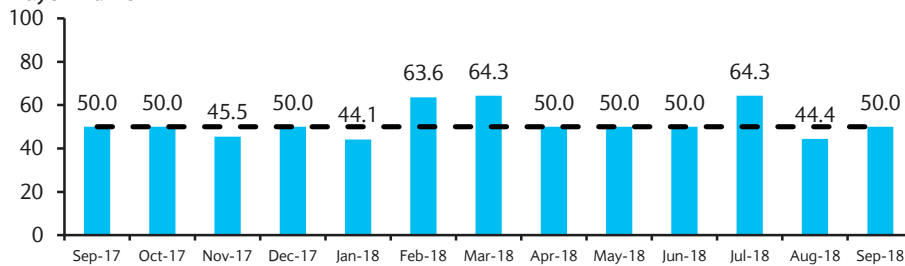


Traffic Trend:

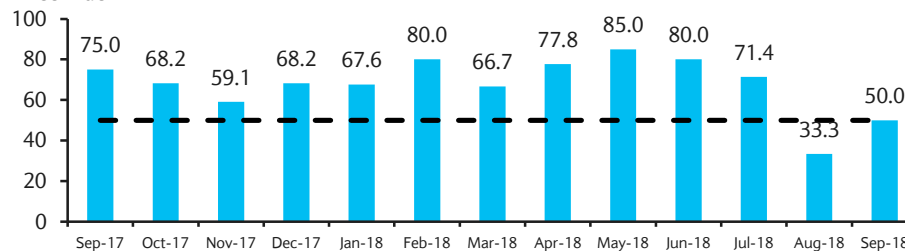


Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	50.0	77.8	55.6	38.9	66.7
May-18	50.0	85.0	50.0	35.0	55.0
Jun-18	50.0	80.0	40.0	40.0	40.0
Jul-18	64.3	71.4	50.0	57.1	50.0
Aug-18	44.4	33.3	56.3	61.1	27.8
Sep-18	50.0	50.0	50.0	28.6	28.6
Change	5.6	16.7	(6.3)	(32.5)	0.8

Buyer Traffic



Price Index



Local Real Estate Agent Comments:

- “Most inventory is overpriced.”
- “The market is definitely starting to show signs of slowing down, given the decreased traffic at my last few open houses.”
- “Sluggish start to the fall market, but things are picking up in the shortened market.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Charleston, SC – Hurricane Weighs on Traffic and Prices

(4,961 single-family building permits in 2017, 33rd largest market in the country)

Synopsis:

- Traffic levels within our index fell to 13 in September vs. a reading of 25 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 50 vs. 75 in the prior period.
- The number of home listings was unchanged during the month (a reading of 50), while the time to sell increased (a reading of 25).

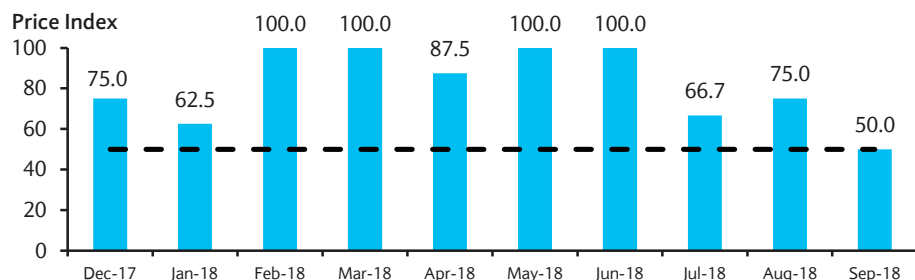
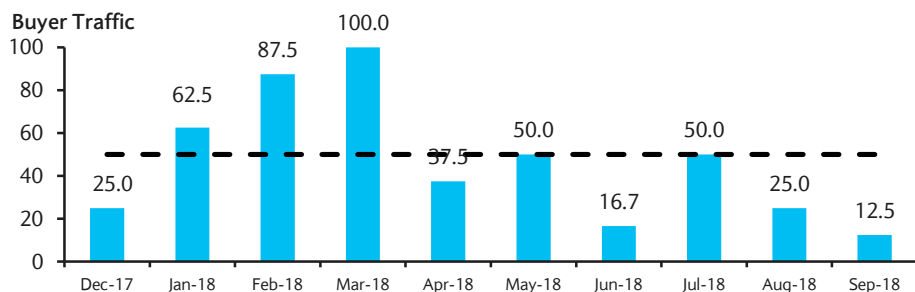
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	37.5	87.5	33.3	75.0	50.0
May-18	50.0	100.0	25.0	66.7	50.0
Jun-18	16.7	100.0	50.0	75.0	50.0
Jul-18	50.0	66.7	30.0	30.0	0.0
Aug-18	25.0	75.0	50.0	50.0	0.0
Sep-18	12.5	50.0	0.0	50.0	25.0
Change	(12.5)	(25.0)	(50.0)	0.0	25.0



Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Local Real Estate Agent Comments:

- “Weather evacuations and lack of affordable inventory.”
- “Hurricane Florence and the mandatory evacuation.”

Charlotte, NC – Price Gains Erased as Inventory Builds

(13,970 single-family building permits in 2017, 8th largest market in the country)

Synopsis:

- Traffic levels within our index rose to 33 in September vs. a reading of 25 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 17 vs. 75 in the prior period.
- The number of home listings increased during the month (a reading of 33), while the time to sell also increased (a reading of 17).

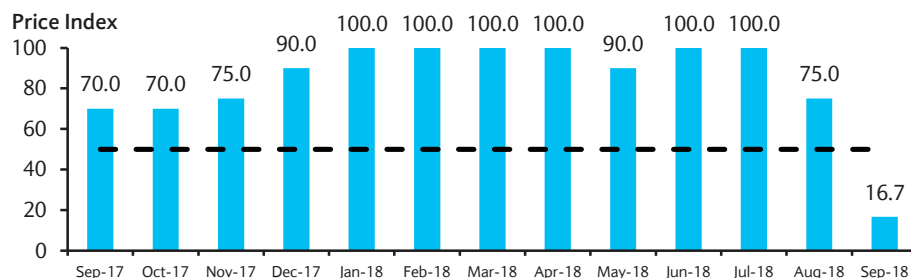
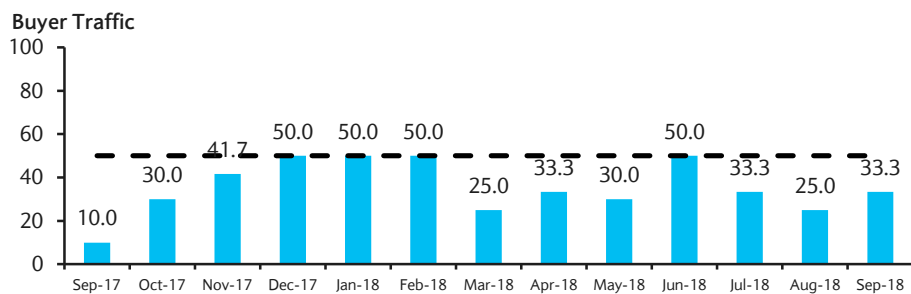
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	33.3	100.0	50.0	66.7	50.0
May-18	30.0	90.0	20.0	50.0	40.0
Jun-18	50.0	100.0	33.3	33.3	50.0
Jul-18	33.3	100.0	33.3	83.3	33.3
Aug-18	25.0	75.0	50.0	62.5	25.0
Sep-18	33.3	16.7	16.7	33.3	16.7
Change	8.3	(58.3)	(33.3)	(29.2)	(8.3)



Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Chicago, IL – Pricing Wanes as Soft Traffic Persists

(8,312 single-family building permits in 2017, 19th largest market in the country)

Synopsis:

- Traffic levels within our index remained flat at 21 in September vs. a reading of 21 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 26 vs. 36 in the prior period.
- The number of home listings increased during the month (a reading of 38), while the time to sell also increased (a reading of 21).

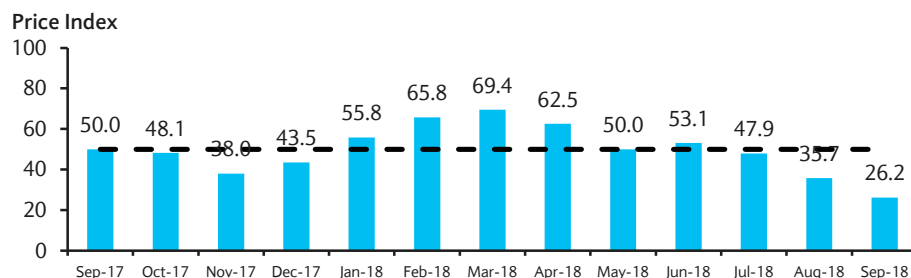
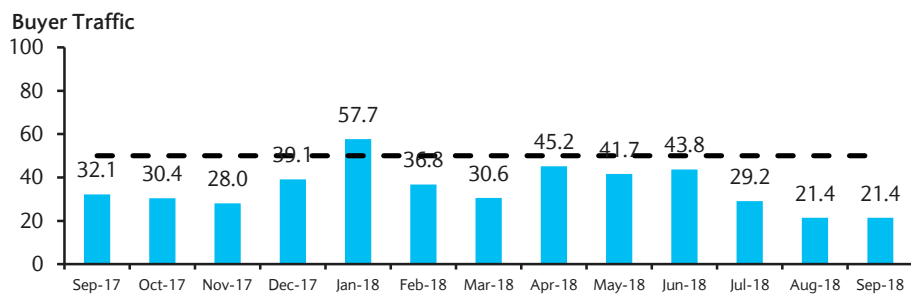
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	45.2	62.5	42.5	38.1	45.2
May-18	41.7	50.0	44.1	30.6	19.4
Jun-18	43.8	53.1	40.0	46.9	31.3
Jul-18	29.2	47.9	45.8	41.7	33.3
Aug-18	21.4	35.7	38.1	42.9	21.4
Sep-18	21.4	26.2	45.2	38.1	21.4
Change	0.0	(9.5)	7.1	(4.8)	0.0



Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Local Real Estate Agent Comments:

- “Consumers are stagnant leading up to the midterm elections with many contemplating leaving the state if the Democrat wins the governorship. Taxes keep going up and employers keep leaving the state.”
- “The lack of well-priced inventory has hurt the beginning of the fall market. Buyers are getting nervous about committing and sellers are not willing to accept that prices have flattened out or even dropped. There seems to be a new reality coming.”
- “Buyer expectations are high. Luxury market is at a standstill.”
- “Limited amount of mid-range, move-up/downsizing buyers. It seems people are staying in their homes longer.”

Cincinnati, OH – Traffic and Prices Higher in September

(4,440 single-family building permits in 2017, 43rd largest market in the country)

Synopsis:

- Traffic levels within our index rose to 63 in September vs. a reading of 40 in August, indicating trends better than seasonal expectations.
- Home prices increased during the month. Our Price Index registered a reading of 88 vs. 70 in the prior period.
- The number of home listings was unchanged during the month (a reading of 50), while the time to sell increased (a reading of 25).

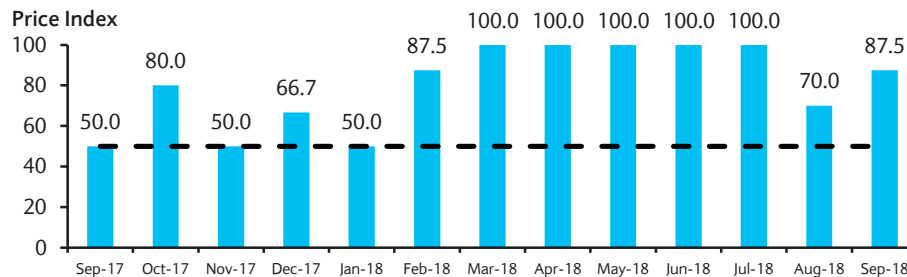
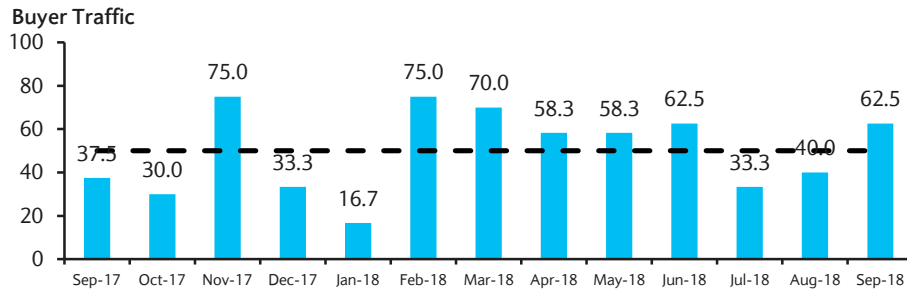
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	58.3	100.0	41.7	66.7	66.7
May-18	58.3	100.0	80.0	70.0	70.0
Jun-18	62.5	100.0	33.3	50.0	75.0
Jul-18	33.3	100.0	33.3	83.3	83.3
Aug-18	40.0	70.0	40.0	50.0	40.0
Sep-18	62.5	87.5	37.5	50.0	25.0
Change	22.5	17.5	(2.5)	0.0	(15.0)



Local Real Estate Agent Comments:

- “Market has softened ever so slightly.”
- “Low inventory.”
- “Location. Location. Location.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Columbus, OH – Prices Slide as Traffic Wanes

(4,248 single-family building permits in 2017, 46th largest market in the country)

Synopsis:

- Traffic levels within our index fell to 30 in September vs. a reading of 50 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered 40 vs. 50 in the prior period.
- The number of home listings increased during the month (a reading of 20), while the time to sell also increased (a reading of 20).

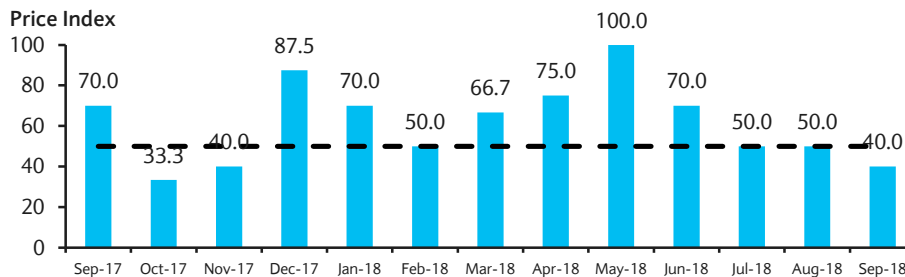
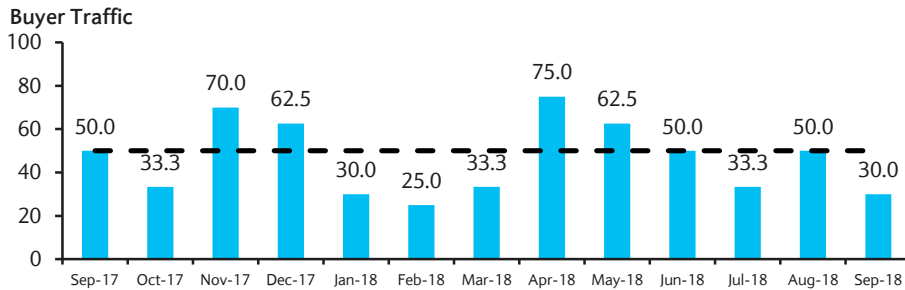
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	75.0	75.0	25.0	50.0	50.0
May-18	62.5	100.0	37.5	75.0	87.5
Jun-18	50.0	70.0	40.0	40.0	30.0
Jul-18	33.3	50.0	50.0	50.0	50.0
Aug-18	50.0	50.0	50.0	50.0	50.0
Sep-18	30.0	40.0	40.0	20.0	20.0
Change	(20.0)	(10.0)	(10.0)	(30.0)	(30.0)



Local Real Estate Agent Comments:

- “Market has cooled significantly. Cannot point to any reason in particular. Now more homes coming on the market than going off and price revisions (which were rare in April - June) are becoming common.”
- “Maybe a little more inventory than last month.”
- “Slightly more inventory.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Dallas, TX – Prices Decline Further Alongside Softer Traffic

(34,461 single-family building permits in 2017, 2nd largest market in the country)

Synopsis:

- Traffic levels within our index remained flat at 22 in September, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 39 vs. 43 in the prior period.
- The number of home listings increased during the month (a reading of 28), while the time to sell also increased (a reading of 0).

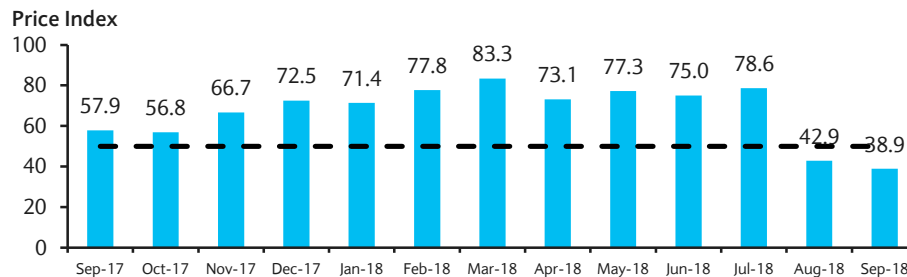
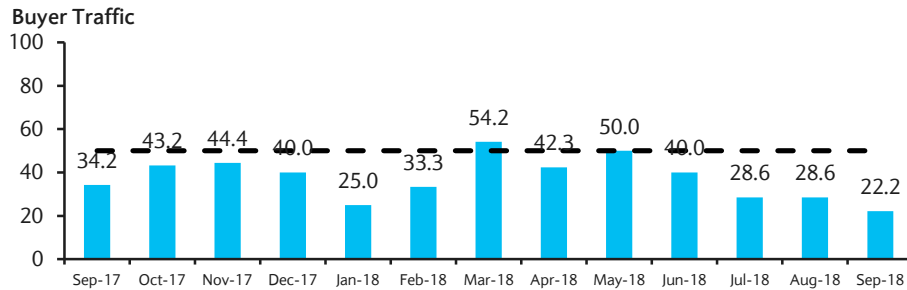
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	42.3	73.1	25.0	34.6	38.5
May-18	50.0	77.3	36.4	36.4	22.7
Jun-18	40.0	75.0	45.0	30.0	35.0
Jul-18	28.6	78.6	21.4	14.3	7.1
Aug-18	28.6	42.9	35.7	28.6	14.3
Sep-18	22.2	38.9	31.3	27.8	0.0
Change	(6.3)	(4.0)	(4.5)	(0.8)	(14.3)



Local Real Estate Agent Comments:

- “General slowdown in market conditions. Many of the people transferring to DFW have now found homes and demand has settled into more normal market conditions. Housing inventory has stabilized, builders are catching up with demand for new housing and houses previously listed or under contract have failed to close, returned to the market and/or have price reductions. Increasing mortgage rates have also been a factor in the ability for buyers to qualify for housing that has substantially increased in value over the past several years.”
- “Buyers are still out there but rising interest rates and taxes will restrict price point for some buyers.”
- “Corporate relocations.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Denver, CO – Traffic Remains Weak as Prices Stabilize

(10,933 single-family building permits in 2017, 11th largest market in the country)

Synopsis:

- Traffic levels within our index edged higher to 25 in September vs. a reading of 23 in August, indicating trends worse than seasonal expectations.
- Home prices were effectively unchanged during the month. Our Price Index registered a reading of 54 vs. 35 in the prior period.
- The number of home listings increased during the month (a reading of 21), while the time to sell also increased (a reading of 12).

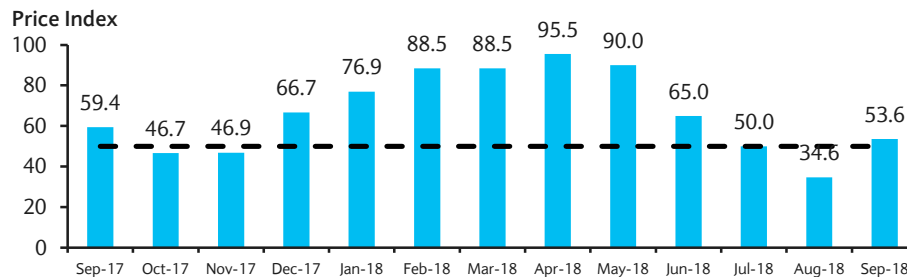
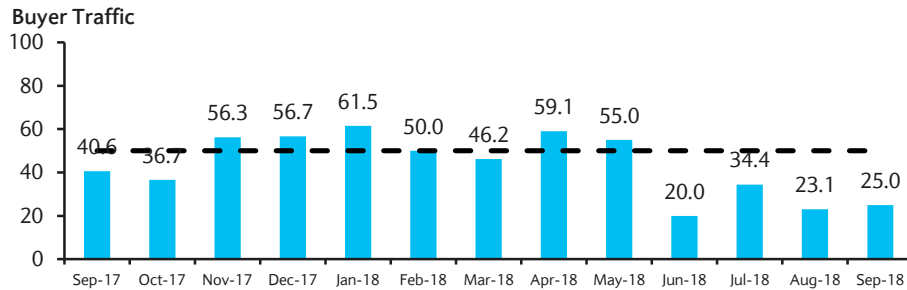
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	59.1	95.5	50.0	36.4	54.5
May-18	55.0	90.0	35.0	35.0	35.0
Jun-18	20.0	65.0	45.0	30.0	38.9
Jul-18	34.4	50.0	37.5	25.0	28.1
Aug-18	23.1	34.6	26.9	26.9	16.7
Sep-18	25.0	53.6	39.3	21.4	11.5
Change	1.9	19.0	12.4	(5.5)	(5.1)



Local Real Estate Agent Comments:

- “Seasonal slow down.”
- “Market is cooling.”
- “Interest rates are the main topic of conversation. With the high home prices and higher rates, buyer traffic has dropped substantially.”
- “Inventory slight increase”
- “Shortage of first-time home buyers.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Detroit, MI – Traffic Sluggish, Pricing Begins to Slip

(6,613 single-family building permits in 2017, 24th largest market in the country)

Synopsis:

- Traffic levels within our index edged higher to 13 in September vs. a reading of 10 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 44 vs. 50 in the prior period.
- The number of home listings increased during the month (a reading of 19), while the time to sell also increased (a reading of 19).

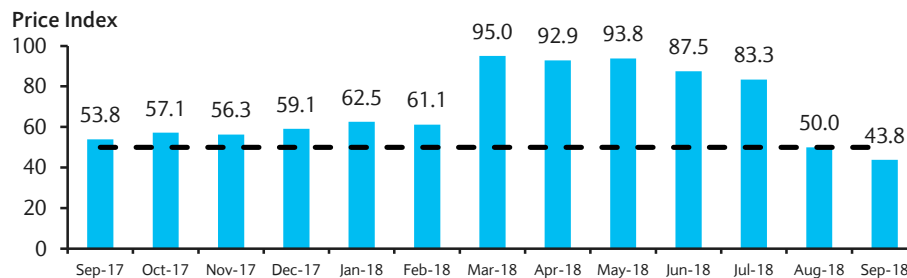
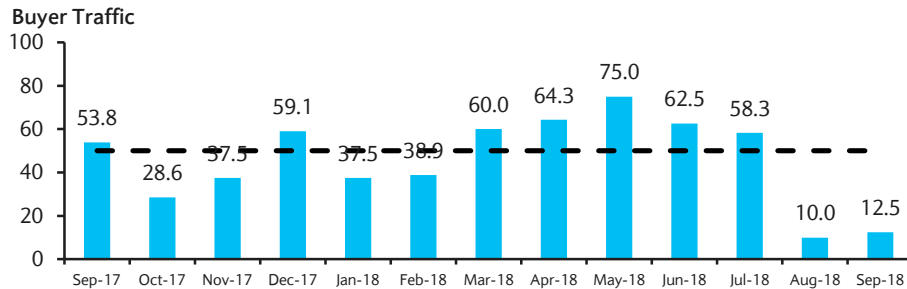
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	64.3	92.9	64.3	50.0	78.6
May-18	75.0	93.8	57.1	37.5	68.8
Jun-18	62.5	87.5	50.0	25.0	43.8
Jul-18	58.3	83.3	40.0	25.0	41.7
Aug-18	10.0	50.0	44.4	25.0	5.0
Sep-18	12.5	43.8	37.5	18.8	18.8
Change	2.5	(6.3)	(6.9)	(6.3)	13.8



Local Real Estate Agent Comments:

- “Higher interest rates, higher prices, low inventory. Better-than-expected weather.”
- “The market is changing, more inventory than there was a few months ago. But still traffic and activity is holding up. Buyers are beginning to get more fussy due to the increased inventory.”
- “Rising interest rates and seasonal.”
- “Prices have reached the point of resistance.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Fort Myers, FL – Demand Remains Positive with Prices Flat

(4,798 single-family building permits in 2017, 40th largest market in the country)

Synopsis:

- Traffic levels within our index fell to 60 in September vs. a reading of 69 in August, indicating trends better than seasonal expectations.
- Home prices were unchanged during the month. Our Price Index registered a reading of 50 vs. 56 in the prior period.
- The number of home listings decreased during the month (a reading of 60), while the time to sell was unchanged (a reading of 50).

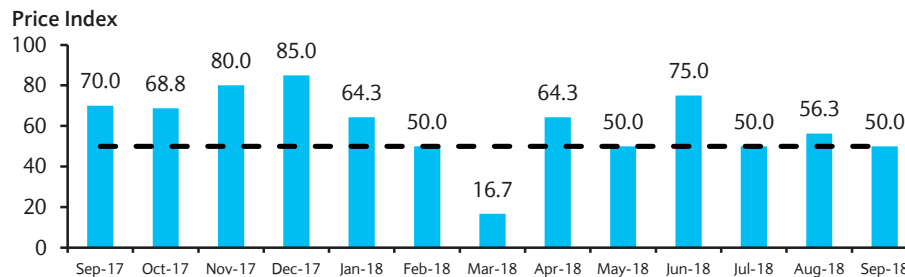
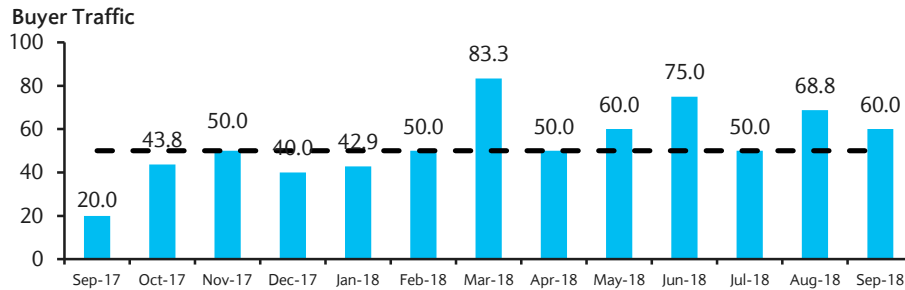
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	50.0	64.3	21.4	42.9	42.9
May-18	60.0	50.0	30.0	40.0	50.0
Jun-18	75.0	75.0	25.0	75.0	75.0
Jul-18	50.0	50.0	33.3	33.3	33.3
Aug-18	68.8	56.3	25.0	75.0	42.9
Sep-18	60.0	50.0	30.0	60.0	50.0
Change	(8.8)	(6.3)	5.0	(15.0)	7.1



Local Real Estate Agent Comments:

- “Listing repositions and interest rates.”
- “Pent up demand.”
- “Interest rates moving higher.”
- “Water-related issues (i.e. blue-green algae and red tide).”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Houston, TX – Demand Slumps with Inventory Building

(39,014 single-family building permits in 2017, largest market in the country)

Synopsis:

- Traffic levels within our index fell to 14 in September vs. a reading of 39 in August, indicating trends worse than seasonal expectations.
- Home prices were unchanged during the month. Our Price Index registered a reading of 50 vs. 44 in the prior period.
- The number of home listings increased during the month (a reading of 33), while the time to sell also increased (a reading of 25).

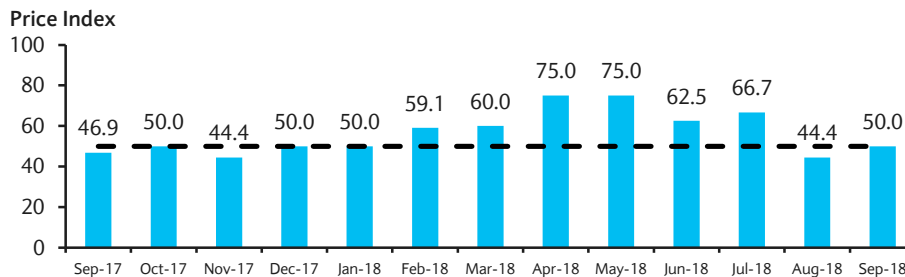
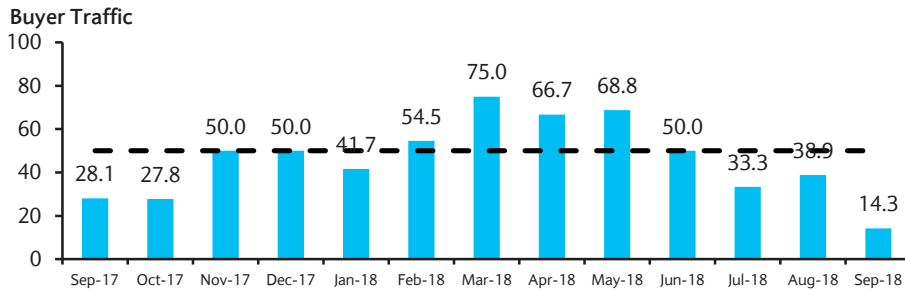
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	66.7	75.0	41.7	42.9	62.5
May-18	68.8	75.0	64.3	50.0	64.3
Jun-18	50.0	62.5	35.7	50.0	50.0
Jul-18	33.3	66.7	38.9	55.6	11.1
Aug-18	38.9	44.4	44.4	44.4	16.7
Sep-18	14.3	50.0	41.7	33.3	25.0
Change	(24.6)	5.6	(2.8)	(11.1)	8.3



Local Real Estate Agent Comments:

- “The Energy Corridor West Houston area is now just getting settled in after Harvey. Lack of inventory, higher rates, and all-time high average and median prices also slowed traffic.”
- “Difficult to pinpoint the cause, but we have definitely seen a marked slowdown inside the 610 Loop, starting in May. Affordability effects of higher interest rates and rising construction and land costs seems to be the prime suspect.”
- “Higher interest rate, school starting, rainy weather, lots of inventory.”
- “Back-to-school blues, specifically in New Construction sales.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Inland Empire, CA – Demand Drops in September Alongside Softer Prices and More Listings

(9,905 single-family building permits in 2017, 14th largest market in the country)

Synopsis:

- Traffic levels within our index fell to 8 in September vs. a reading of 43 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 25 vs. 64 in the prior period.
- The number of home listings increased during the month (a reading of 8), while the time to sell also increased (a reading of 17).

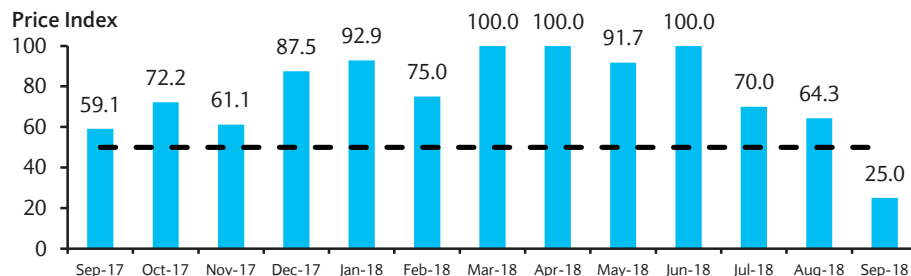
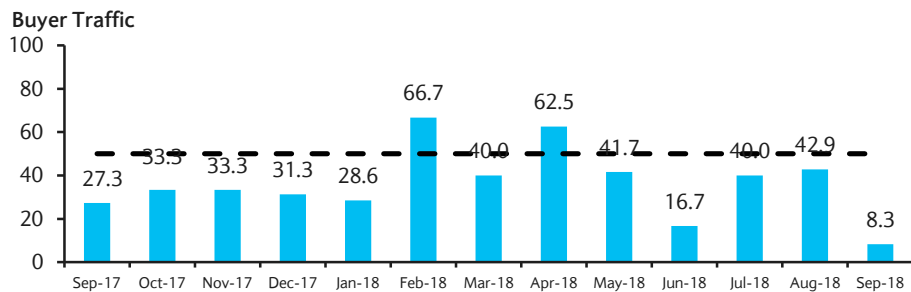
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	62.5	100.0	50.0	75.0	87.5
May-18	41.7	91.7	50.0	50.0	50.0
Jun-18	16.7	100.0	50.0	83.3	66.7
Jul-18	40.0	70.0	70.0	70.0	60.0
Aug-18	42.9	64.3	42.9	50.0	50.0
Sep-18	8.3	25.0	25.0	8.3	16.7
Change	(34.5)	(39.3)	(17.9)	(41.7)	(33.3)



Local Real Estate Agent Comments:

- “Buyers are still being put off by lack of inventory and higher interest rates.”
- “Unrealistic listing prices, higher mortgage rates.”
- “Most likely interest rate increase along with back to school distractions and end of summer activities. There may be more insidious reasons i.e. market may be faltering. Too early to tell.”
- “Very little lower-priced inventory, higher interest rates; therefore fewer buyers.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Jacksonville, FL – Prices Improve Despite Slumping Demand

(9,824 single-family building permits in 2017, 16th largest market in the country)

Synopsis:

- Traffic levels within our index fell to 17 in September vs. a reading of 25 in August, indicating trends worse than seasonal expectations.
- Home prices increased during the month. Our Price Index registered a reading of 67 vs. 50 in the prior period.
- The number of home listings was unchanged during the month (a reading of 50), while the time to sell also was unchanged (a reading of 50).

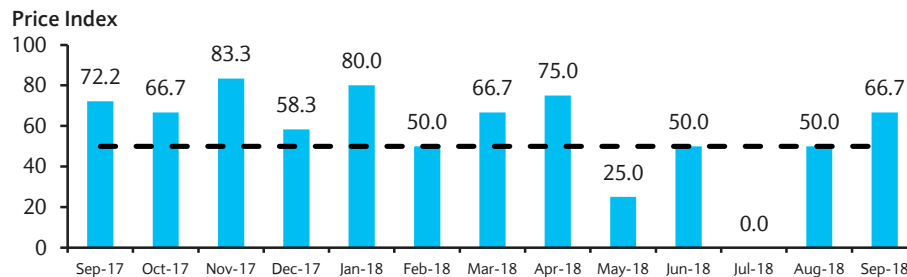
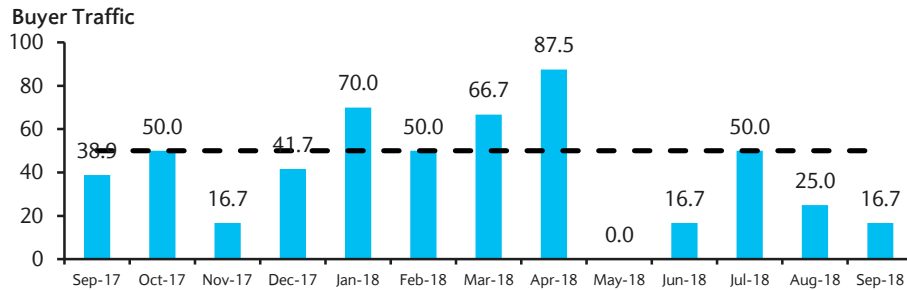
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	87.5	75.0	37.5	50.0	75.0
May-18	0.0	25.0	50.0	50.0	50.0
Jun-18	16.7	50.0	50.0	50.0	50.0
Jul-18	50.0	0.0	0.0	0.0	0.0
Aug-18	25.0	50.0	25.0	75.0	50.0
Sep-18	16.7	66.7	16.7	50.0	50.0
Change	(8.3)	16.7	(8.3)	(25.0)	0.0



Local Real Estate Agent Comments:

- “Beginning of school slow down.”
- “Slower economy, high rates, limited, overpriced inventory.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Kansas City, MO – Tightening Inventory Supports Pricing Despite Slow Traffic

(5,920 single-family building permits in 2017, 30th largest market in the country)

Synopsis:

- Traffic levels within our index fell to 17 in September vs. a reading of 33 in August, indicating trends worse than seasonal expectations.
- Home prices increased during the month. Our Price Index registered a reading of 67 vs. 50 in the prior period.
- The number of home listings decreased during the month (a reading of 67), while the time to sell increased (a reading of 33).

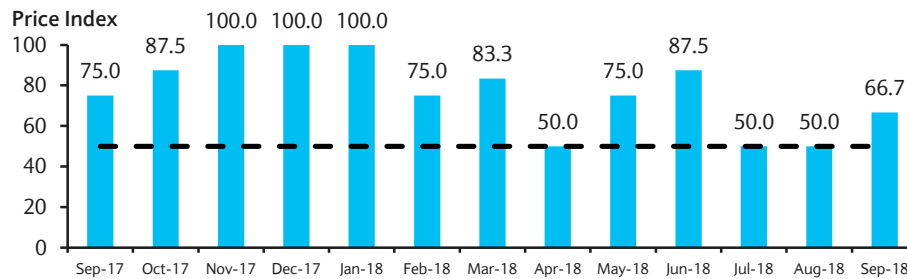
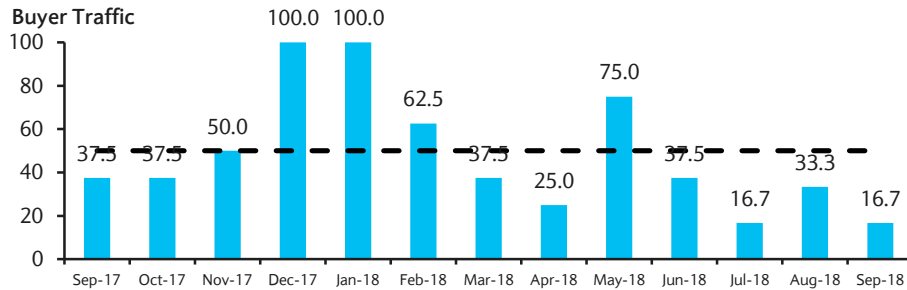
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	25.0	50.0	50.0	50.0	75.0
May-18	75.0	75.0	75.0	75.0	75.0
Jun-18	37.5	87.5	50.0	25.0	50.0
Jul-18	16.7	50.0	66.7	66.7	33.3
Aug-18	33.3	50.0	50.0	33.3	16.7
Sep-18	16.7	66.7	50.0	66.7	33.3
Change	(16.7)	16.7	0.0	33.3	16.7



Local Real Estate Agent Comments:

- “Buyer fatigue from low inventory/tight market.”
- “Fear of interest rate hikes and tariffs reducing incomes in this farming community.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Las Vegas, NV – Traffic Rebounds, Pricing Remains Positive

(9,740 single-family building permits in 2017, 17th largest market in the country)

Synopsis:

- Traffic levels within our index rose to 64 in September vs. a reading of 43 in August, indicating trends better than seasonal expectations.
- Home prices increased during the month. Our Price Index remained flat at 57, the same level measured in the prior period.
- The number of home listings was unchanged during the month (a reading of 50), while the time to sell increased (a reading of 43).

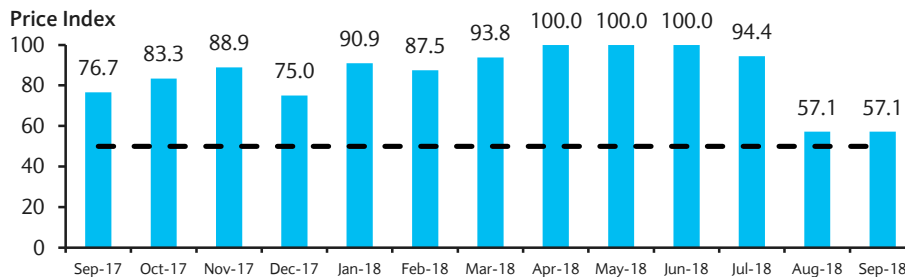
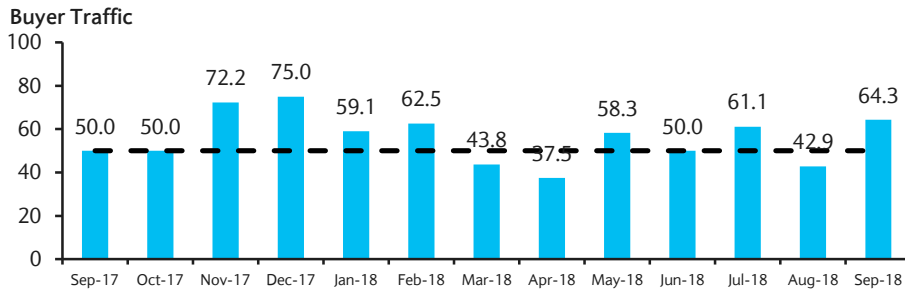
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	37.5	100.0	25.0	87.5	75.0
May-18	58.3	100.0	41.7	75.0	66.7
Jun-18	50.0	100.0	55.0	65.0	80.0
Jul-18	61.1	94.4	33.3	44.4	61.1
Aug-18	42.9	57.1	28.6	42.9	64.3
Sep-18	64.3	57.1	35.7	50.0	42.9
Change	21.4	0.0	7.1	7.1	(21.4)



Local Real Estate Agent Comments:

- “Increasing prices.”
- “Low inventory.”
- “Need more entry level housing. Prices are becoming unaffordable for first time buyers - need more townhouse attached product that can be built at lower price points. Luxury demand is great as people flee California politics and taxes.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Los Angeles, CA – Pricing Continues to Slip as Inventory Builds

(4,936 single-family building permits in 2017, 37th largest market in the country)

Synopsis:

- Traffic levels within our index rose to 25 in September vs. a reading of 18 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 34 vs. 38 in the prior period.
- The number of home listings increased during the month (a reading of 16), while the time to sell also increased (a reading of 4).

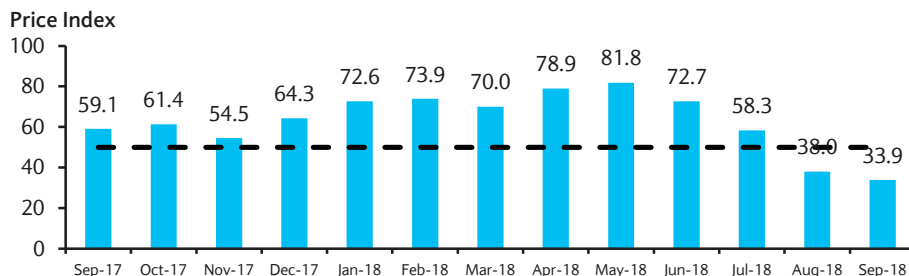
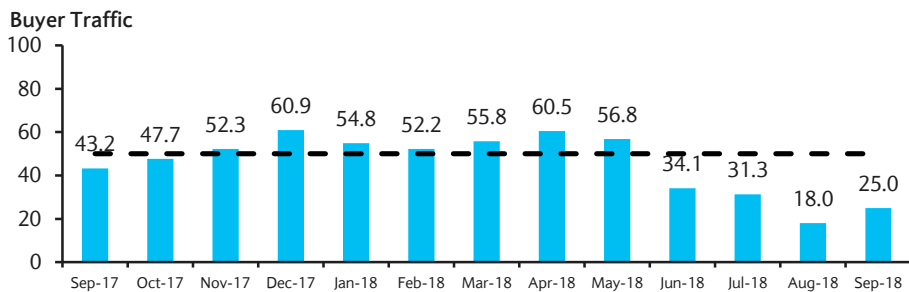
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	60.5	78.9	40.0	44.4	50.0
May-18	56.8	81.8	39.5	47.7	59.1
Jun-18	34.1	72.7	39.5	34.1	25.0
Jul-18	31.3	58.3	44.4	25.0	16.7
Aug-18	18.0	38.0	27.5	20.0	10.0
Sep-18	25.0	33.9	35.7	16.1	3.6
Change	7.0	(4.1)	8.2	(3.9)	(6.4)



Local Real Estate Agent Comments:

- “Prices are out of reach because monthly payments are too high in this current interest rate environment. Housing is due for a correction and price reduction.”
- “Buyers are either afraid of CA’s continued high prices, over-regulation, high taxes, low public education and there continues to be a mass exodus of educated working class from the state moving to more affordable, lower taxed states.”
- “Normal slow-down from mid-August through September due to end of summer, back to school, vacations.”
- “In certain price ranges there is too little supply (lower end) in the luxury end there is too much supply “

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Miami, FL – Traffic Improves Slightly, Loosening Inventory

(6,494 single-family building permits in 2017, 25th largest market in the country)

Synopsis:

- Traffic levels within our index rose to 42 in September vs. a reading of 23 in August, indicating trends worse than seasonal expectations.
- Home prices increased during the month. Our Price Index registered a reading of 58 vs. 64 in the prior period.
- The number of home listings increased during the month (a reading of 17), while the time to sell also increased (a reading of 17).

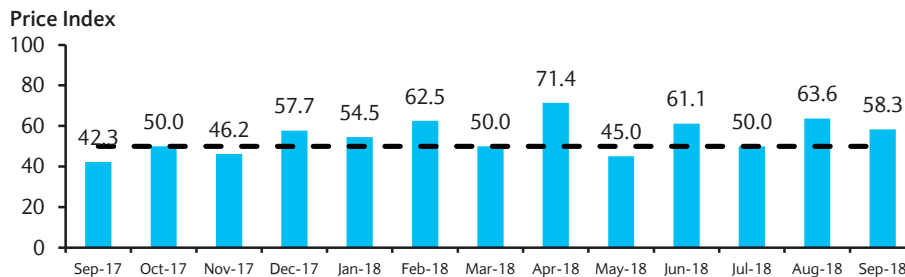
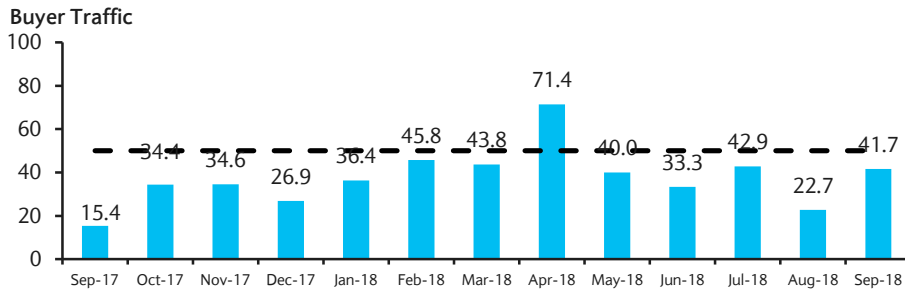
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	71.4	71.4	28.6	50.0	28.6
May-18	40.0	45.0	25.0	50.0	30.0
Jun-18	33.3	61.1	42.9	37.5	37.5
Jul-18	42.9	50.0	33.3	30.0	41.7
Aug-18	22.7	63.6	40.0	31.8	36.4
Sep-18	41.7	58.3	41.7	16.7	16.7
Change	18.9	(5.3)	1.7	(15.2)	(19.7)



Local Real Estate Agent Comments:

- “Uncertainty in the financial markets. Economy on shaky ground.”
- “Inventory very low.”
- “Lack of foreign investors and glut of luxury homes has affected the market.”
- “Overpriced market.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Minneapolis, MN – Prices Flatten in September

(8,620 single-family building permits in 2017, 18th largest market in the country)

Synopsis:

- Traffic levels within our index rose to 40 in September vs. a reading of 25 in August, indicating trends worse than seasonal expectations.
- Home prices were unchanged during the month. Our Price Index registered a reading of 50 vs. 63 in the prior period.
- The number of home listings was unchanged during the month (a reading of 50), while the time to sell decreased (a reading of 60).

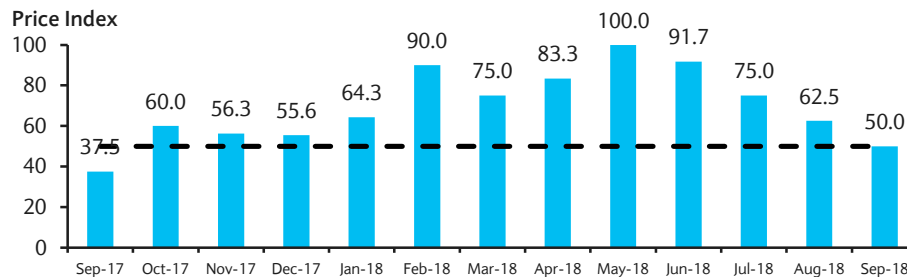
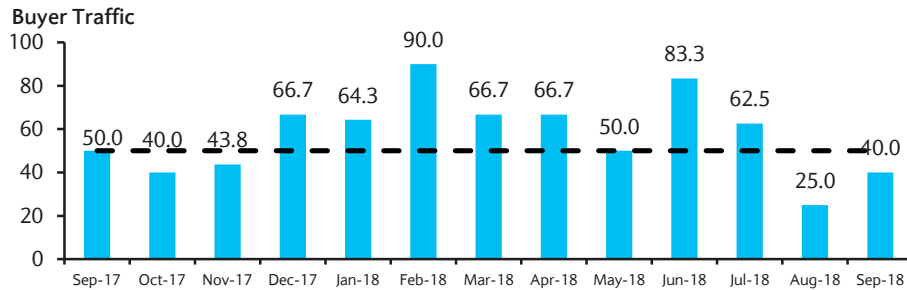
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	66.7	83.3	60.0	75.0	75.0
May-18	50.0	100.0	62.5	87.5	87.5
Jun-18	83.3	91.7	66.7	58.3	83.3
Jul-18	62.5	75.0	62.5	37.5	37.5
Aug-18	25.0	62.5	50.0	62.5	37.5
Sep-18	40.0	50.0	50.0	50.0	60.0
Change	15.0	(12.5)	0.0	(12.5)	22.5



Local Real Estate Agent Comments:

- “Slowdown had to happen at some point.”
- “Steady but slow.”
- “Low inventory.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Nashville, TN – Normal Traffic Trends Persist

(12,719 single-family building permits in 2017, 9th largest market in the country)

Synopsis:

- Traffic levels within our index remained flat at 50 in September, indicating trends in line with seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 25 vs. 50 in the prior period.
- The number of home listings increased during the month (a reading of 0), while the time to sell also increased (a reading of 0).

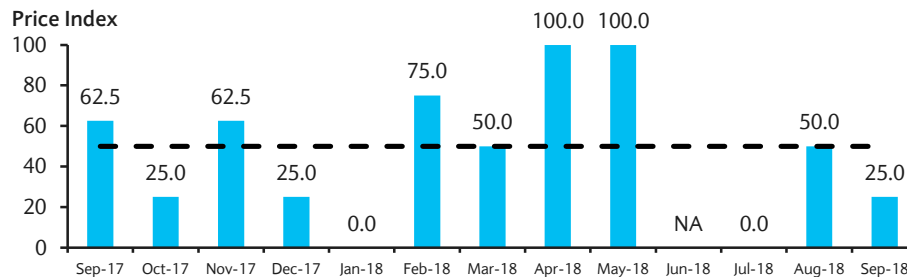
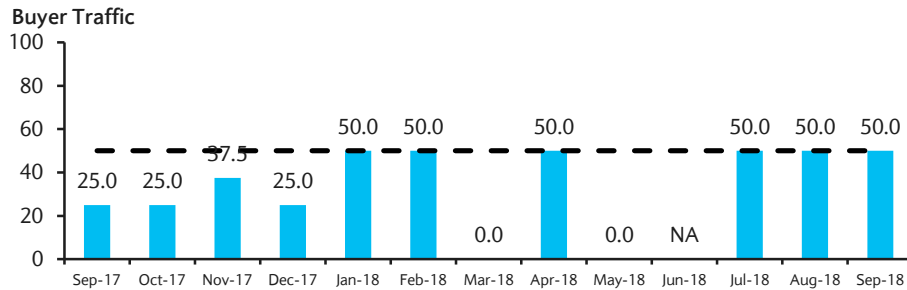
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	50.0	100.0	50.0	50.0	50.0
May-18	0.0	100.0	50.0	0.0	0.0
Jun-18	-	-	-	-	-
Jul-18	50.0	0.0	0.0	0.0	0.0
Aug-18	50.0	50.0	0.0	0.0	0.0
Sep-18	50.0	25.0	0.0	0.0	0.0
Change	0.0	(25.0)	0.0	0.0	0.0



Local Real Estate Agent Comments:

- “Lacking affordable entry level inventory but luxury homes have plenty of inventory.”
- “We are still very short of entry level inventory. Prices are leveling off in the upper price range here.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

New York-Northern NJ – Demand Improves Modestly but Remains Soft, Price Trend Reverses

(10,260 single-family building permits in 2017, 13th largest market in the country)

Synopsis:

- Traffic levels within our index rose to 36 in September vs. a reading of 26 in August, indicating trends worse than seasonal expectations.
- Home prices increased during the month. Our Price Index registered a reading of 62 vs. 57 in the prior period.
- The number of home listings increased during the month (a reading of 43), while the time to sell also increased (a reading of 28).

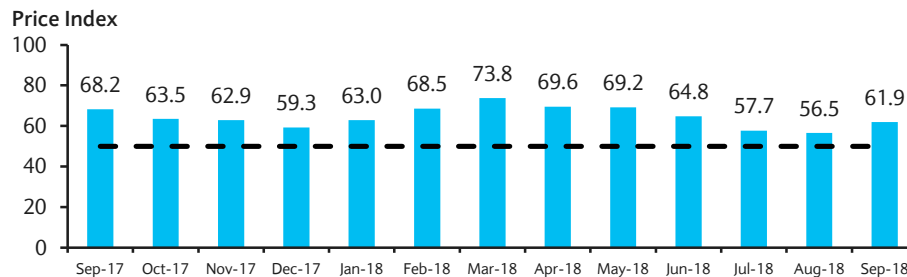
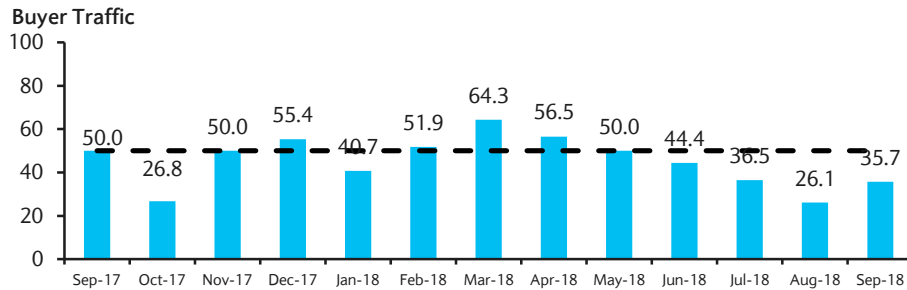
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	56.5	69.6	54.8	41.3	45.7
May-18	50.0	69.2	56.5	43.8	60.4
Jun-18	44.4	64.8	47.8	53.7	59.3
Jul-18	36.5	57.7	45.5	38.5	40.0
Aug-18	26.1	56.5	38.9	50.0	37.0
Sep-18	35.7	61.9	47.2	42.5	27.5
Change	9.6	5.4	8.3	(7.5)	(9.5)



Local Real Estate Agent Comments:

- “Still insufficient inventory with high priced older homes remaining on the market.”
- “Consumer confidence and rumors that rates may go up drives buyers to act now instead of later.”
- “Lack of good inventory.”
- “Changes in mortgage rates confusing some buyers; buyers not listing due to doing upgrades to current home; buyers unsure of the market.”
- “Homes are still selling but a lot less interest at these prices and rates.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Orange County, CA – Traffic, Prices Swing Higher

(4,942 single-family building permits in 2017, 36th largest market in the country)

Synopsis:

- Traffic levels within our index rose to 67 in September vs. a reading of 40 in August, indicating trends better than seasonal expectations.
- Home prices increased during the month. Our Price Index registered a reading of 67 vs. 40 in the prior period.
- The number of home listings increased during the month (a reading of 0), while the time to sell also increased (a reading of 17).

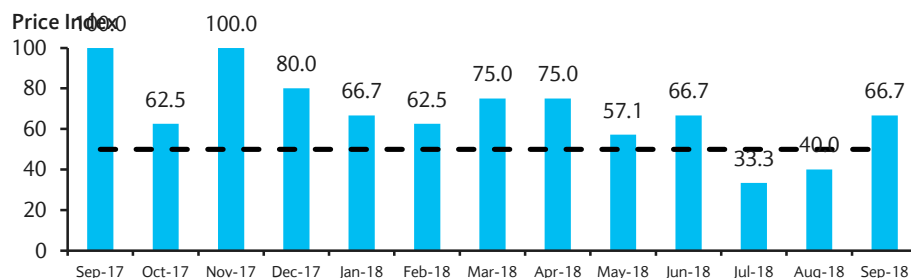
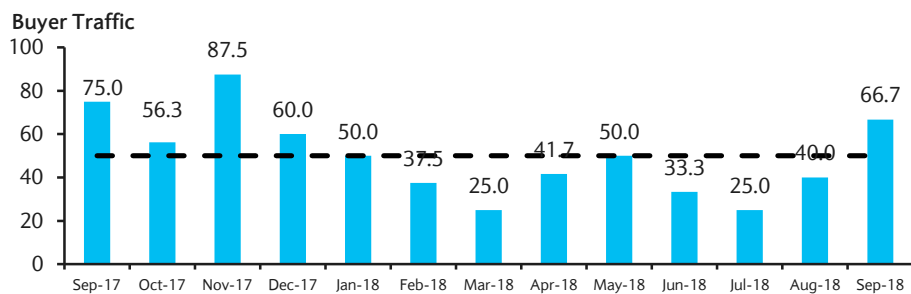
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	41.7	75.0	58.3	25.0	25.0
May-18	50.0	57.1	41.7	33.3	33.3
Jun-18	33.3	66.7	66.7	33.3	33.3
Jul-18	25.0	33.3	40.0	8.3	8.3
Aug-18	40.0	40.0	50.0	10.0	10.0
Sep-18	66.7	66.7	33.3	0.0	16.7
Change	26.7	26.7	(16.7)	(10.0)	6.7



Local Real Estate Agent Comments:

- “Seasonality.”
- “First time buyers.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Orlando, FL – September Traffic Lighter but Prices Increase

(14,951 single-family building permits in 2017, 6th largest market in the country)

Synopsis:

- Traffic levels within our index fell to 20 in September vs. a reading of 30 in August, indicating trends worse than seasonal expectations.
- Home prices increased during the month. Our Price Index registered a reading of 60 vs. 60 in the prior period.
- The number of home listings increased during the month (a reading of 40), while the time to sell also increased (a reading of 40).

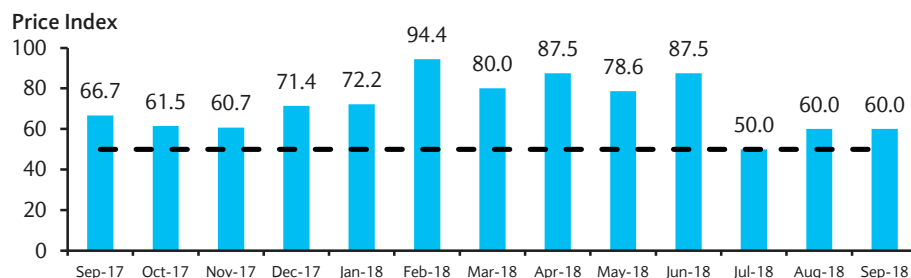
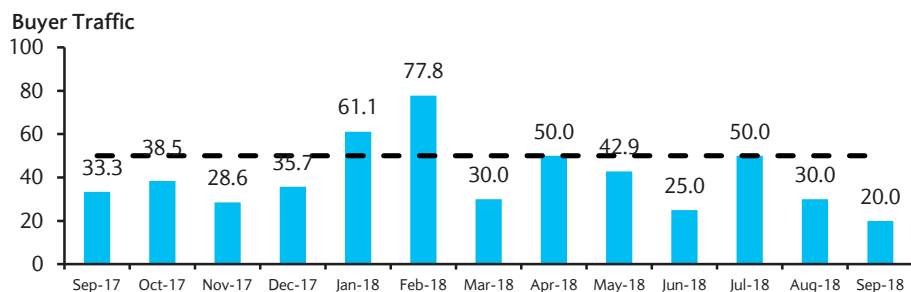
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	50.0	87.5	50.0	87.5	50.0
May-18	42.9	78.6	50.0	64.3	35.7
Jun-18	25.0	87.5	37.5	75.0	50.0
Jul-18	50.0	50.0	25.0	75.0	25.0
Aug-18	30.0	60.0	60.0	60.0	20.0
Sep-18	20.0	60.0	50.0	40.0	40.0
Change	(10.0)	0.0	(10.0)	(20.0)	20.0



Local Real Estate Agent Comments:

- “Higher interest rates.”
- “Prices high.”
- “Buyers have temporarily given up due to lack of inventory and frustration over competition in winning contracts.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Philadelphia, PA-Southern NJ – Prices Flatten as Traffic Normalizes

(7,136 single-family building permits in 2017, 21st largest market in the country)

Synopsis:

- Traffic levels within our index fell to 45 in September vs. a reading of 59 in August, indicating trends worse than seasonal expectations.
- Home prices were unchanged during the month. Our Price Index registered a reading of 50 vs. 73 in the prior period.
- The number of home listings increased during the month (a reading of 40), while the time to sell was unchanged (a reading of 50).

Traffic Status:

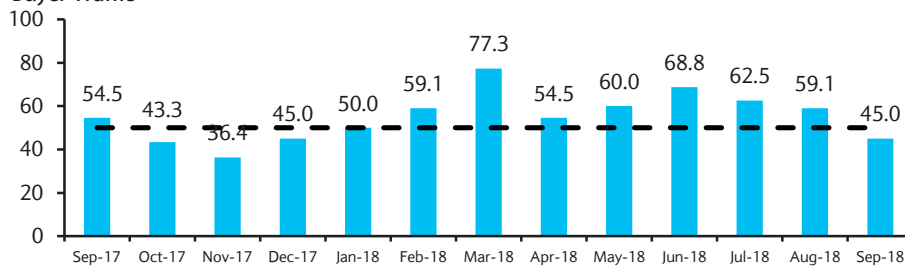


Traffic Trend:

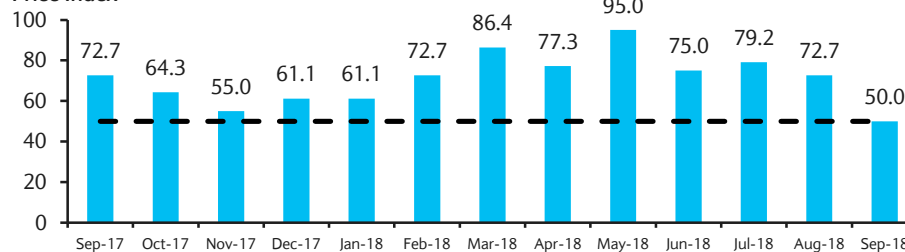


Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	54.5	77.3	50.0	63.6	72.7
May-18	60.0	95.0	44.4	80.0	90.0
Jun-18	68.8	75.0	56.3	62.5	75.0
Jul-18	62.5	79.2	50.0	68.2	63.6
Aug-18	59.1	72.7	44.4	45.5	72.7
Sep-18	45.0	50.0	50.0	40.0	50.0
Change	(14.1)	(22.7)	5.6	(5.5)	(22.7)

Buyer Traffic



Price Index



Local Real Estate Agent Comments:

- “Market conditions are steady.”
- “While quiet early in the month as back to school & back to work took hold and the weather was extremely poor, buyers came back in force at the end of the month as some sellers cut prices whetting buyers appetites and absorbing whatever inventory remained or came online.”
- “Fear of loss due to low inventory.”
- “Less listings available”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Phoenix, AZ – Prices Gain Momentum with Normal Traffic

(20,455 single-family building permits in 2017, 4th largest market in the country)

Synopsis:

- Traffic levels within our index fell to 50 in September vs. a reading of 70 in August, indicating trends in line with seasonal expectations.
- Home prices increased during the month. Our Price Index registered a reading of 80 vs. 70 in the prior period.
- The number of home listings decreased during the month (a reading of 60), while the time to sell also decreased (a reading of 65).

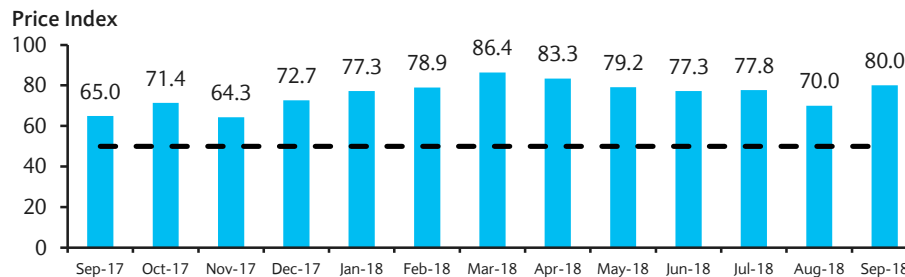
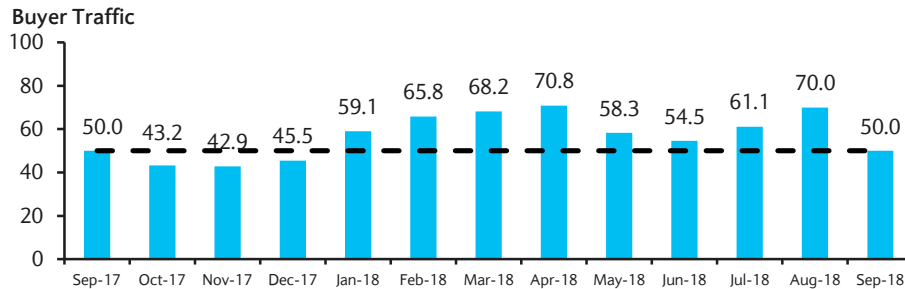
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	70.8	83.3	41.7	83.3	79.2
May-18	58.3	79.2	50.0	79.2	66.7
Jun-18	54.5	77.3	60.0	77.3	68.2
Jul-18	61.1	77.8	50.0	66.7	66.7
Aug-18	70.0	70.0	44.4	70.0	65.0
Sep-18	50.0	80.0	50.0	60.0	65.0
Change	(20.0)	10.0	5.6	(10.0)	0.0



Local Real Estate Agent Comments:

- “A slight increase in mortgage rates and the active inventory has decreased. The active inventory is about 40% below what the average monthly inventory should be normally.”
- “Hard to say but prices rebounded a lot in recent years and a lot of activity took place. Perhaps buyer exhaustion at current price levels.”
- “Higher mortgage rates, many buyers have already acted and procured property and limited inventory.”
- “Little inventory build which is in line with this time of year.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Portland, OR – Pricing Dips as Traffic Edges Lower

(6,814 single-family building permits in 2017, 23rd largest market in the country)

Synopsis:

- Traffic levels within our index edged lower to 33 in September vs. a reading of 36 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 25 vs. 50 in the prior period.
- The number of home listings decreased during the month (a reading of 58), while the time to sell increased (a reading of 25).

Traffic Status:

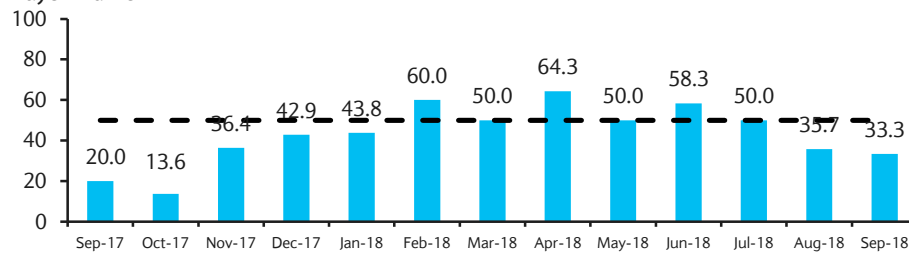


Traffic Trend:

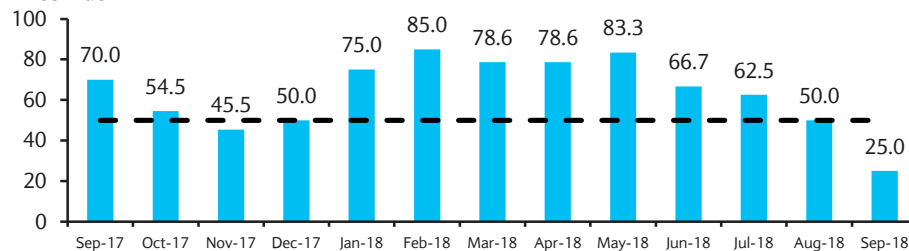


Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	64.3	78.6	57.1	50.0	50.0
May-18	50.0	83.3	58.3	33.3	41.7
Jun-18	58.3	66.7	41.7	16.7	25.0
Jul-18	50.0	62.5	50.0	37.5	50.0
Aug-18	35.7	50.0	42.9	7.1	28.6
Sep-18	33.3	25.0	33.3	58.3	25.0
Change	(2.4)	(25.0)	(9.5)	51.2	(3.6)

Buyer Traffic



Price Index



Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Local Real Estate Agent Comments:

- “Low inventory for entry level Homes. Higher prices. Higher interest rates.”
- “Market is in transition - may rebound a bit in early 2019, but for now buyer activity has slowed. Home prices have not been realistic to meet the buyer level.”

Raleigh, NC – Pricing Momentum Erased as Traffic Slumps, Hurricane Only Part of the Blame

(10,875 single-family building permits in 2017, 12th largest market in the country)

Synopsis:

- Traffic levels within our index fell to 18 in September vs. a reading of 38 in August, indicating trends worse than seasonal expectations.
- Home prices were effectively unchanged during the month. Our Price Index registered a reading of 55 vs. 100 in the prior period.
- The number of home listings decreased during the month (a reading of 59), while the time to sell increased (a reading of 23).

Traffic Status:

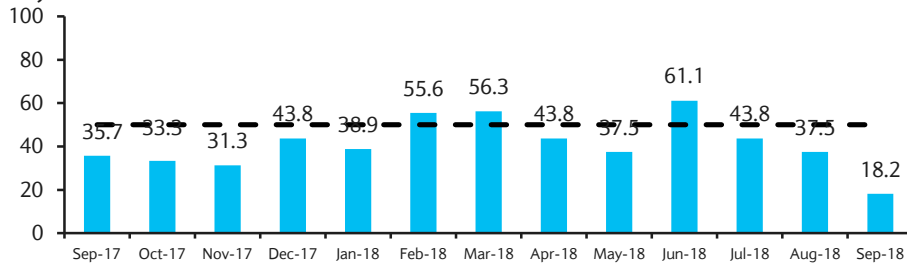


Traffic Trend:

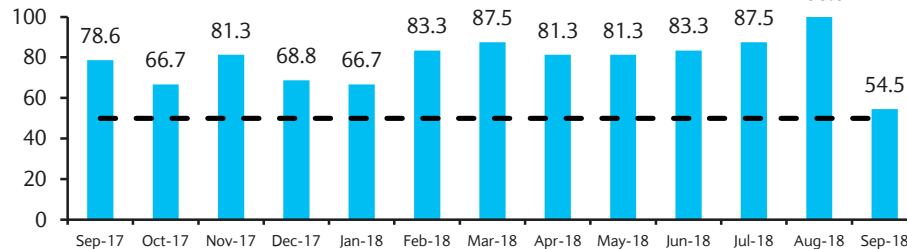


Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	43.8	81.3	56.3	75.0	62.5
May-18	37.5	81.3	42.9	75.0	56.3
Jun-18	61.1	83.3	61.1	88.9	72.2
Jul-18	43.8	87.5	62.5	75.0	56.3
Aug-18	37.5	100.0	62.5	25.0	62.5
Sep-18	18.2	54.5	50.0	59.1	22.7
Change	(19.3)	(45.5)	(12.5)	34.1	(39.8)

Buyer Traffic



Price Index



Local Real Estate Agent Comments:

- “Weather was certainly a part of it. But traffic was down from previous year's levels both before and after Hurricane Florence.”
- “Continued limited inventory. Rising interest rates, rising home prices.”
- “Late summer and September are seasonally slow; expect fall market to tick up.”
- “Low inventory of affordable homes.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Sacramento, CA – Traffic, Pricing Continue to Edge Lower

(6,854 single-family building permits in 2017, 22nd largest market in the country)

Synopsis:

- Traffic levels within our index fell to 15 in September vs. a reading of 20 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 25 vs. 40 in the prior period.
- The number of home listings increased during the month (a reading of 5), while the time to sell also increased (a reading of 0).

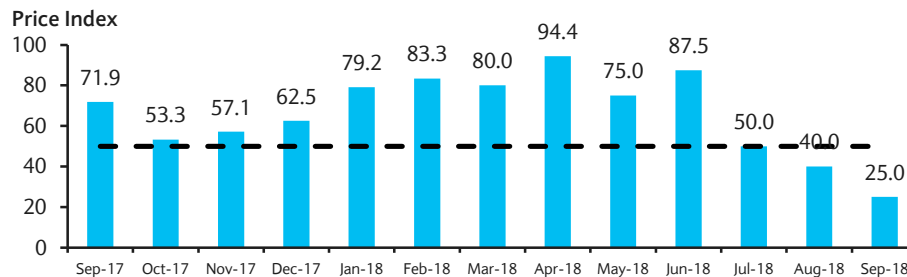
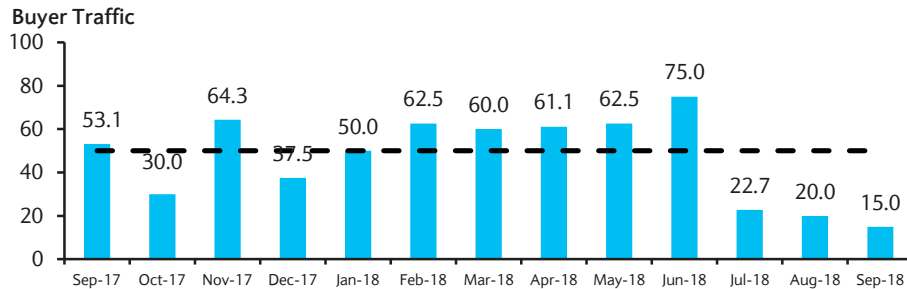
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	61.1	94.4	50.0	33.3	55.6
May-18	62.5	75.0	50.0	56.3	50.0
Jun-18	75.0	87.5	50.0	0.0	33.3
Jul-18	22.7	50.0	45.0	36.4	13.6
Aug-18	20.0	40.0	50.0	20.0	5.0
Sep-18	15.0	25.0	35.0	5.0	0.0
Change	(5.0)	(15.0)	(15.0)	(15.0)	(5.0)



Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Local Real Estate Agent Comments:

- “Normal seasonal slowing combined with buyer resistance to prices and available inventory.”
- “Rising prices combined with rising interest rates have dampened both demand and eligibility.”
- “Price. If a home is over priced, it will sit. Properly priced properties, slightly under market value, will get traffic and offers.”
- “The slow down in the Bay Area and the affordability factor in the greater Silicon Valley area has caused a shift in the market.”

San Antonio, TX – Demand Trends in Line with Expectations as Price Appreciation Continues

(7,428 single-family building permits in 2017, 20th largest market in the country)

Synopsis:

- Traffic levels within our index rose to 50 in September vs. a reading of 38 in August, indicating trends in line with seasonal expectations.
- Home prices increased during the month. Our Price Index registered a reading of 67 vs. 63 in the prior period.
- The number of home listings was unchanged during the month (a reading of 50), while the time to sell increased (a reading of 33).

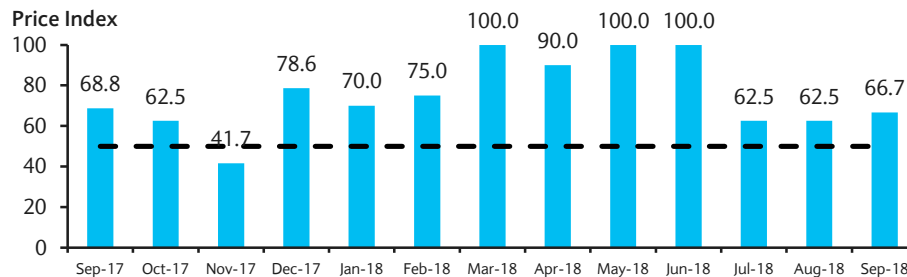
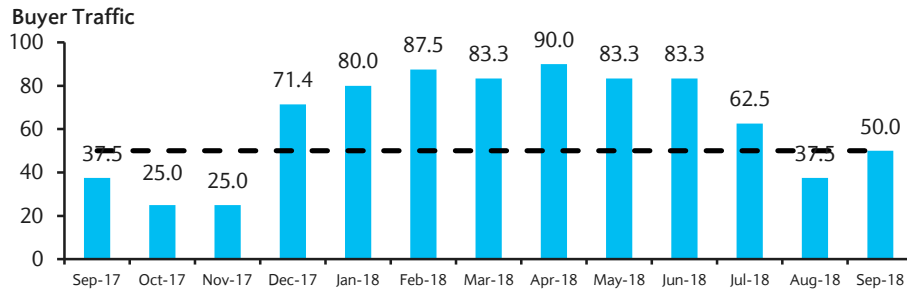
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	90.0	90.0	50.0	70.0	70.0
May-18	83.3	100.0	50.0	0.0	66.7
Jun-18	83.3	100.0	50.0	16.7	50.0
Jul-18	62.5	62.5	50.0	0.0	25.0
Aug-18	37.5	62.5	12.5	25.0	37.5
Sep-18	50.0	66.7	33.3	50.0	33.3
Change	12.5	4.2	20.8	25.0	(4.2)



Local Real Estate Agent Comments:

- “The start of school seems to always slow things temporarily.”
- “The buying frenzy has slowed some because prices have gotten high relative to our market. Some people may have gotten discouraged and put off their home search.”
- “Plenty of new houses, but a shortage of existing houses for sale.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

San Diego, CA – Prices Reverse Trend, Improve

(4,074 single-family building permits in 2017, 48th largest market in the country)

Synopsis:

- Traffic levels within our index rose to 30 in September vs. a reading of 23 in August, indicating trends worse than seasonal expectations.
- Home prices increased during the month. Our Price Index registered a reading of 60 vs. 40 in the prior period.
- The number of home listings increased during the month (a reading of 30), while the time to sell also increased (a reading of 5).

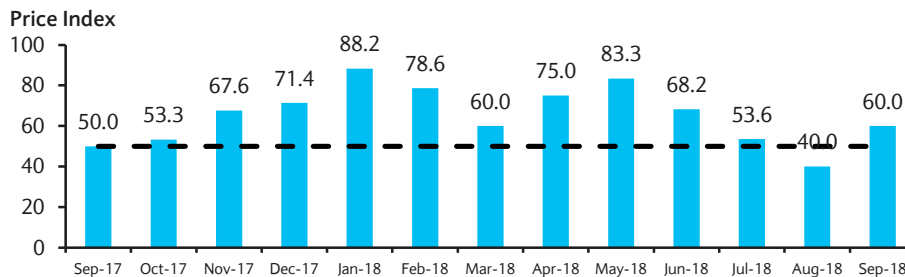
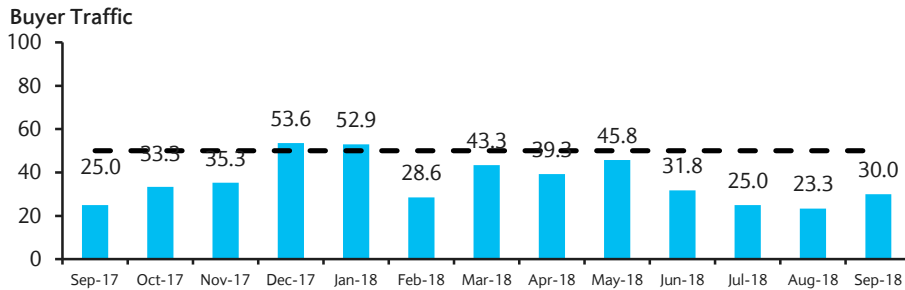
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	39.3	75.0	50.0	28.6	46.4
May-18	45.8	83.3	50.0	29.2	41.7
Jun-18	31.8	68.2	42.9	5.6	27.8
Jul-18	25.0	53.6	42.3	25.0	14.3
Aug-18	23.3	40.0	32.1	16.7	7.1
Sep-18	30.0	60.0	40.0	30.0	5.0
Change	6.7	20.0	7.9	13.3	(2.1)



Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Local Real Estate Agent Comments:

- “While inventory is building, many buyers are still standing on the sidelines.”
- “More first time buyers entered the market.”
- “Limited inventory. Reluctance to reduce prices, so far.”
- “Perception about the future related to Washington politics.”
- “Some fatigue in the market.”

San Francisco, CA – Traffic and Price Continue to Slip

(4,756 single-family building permits in 2017, 41st largest market in the country)

Synopsis:

- Traffic levels within our index fell to 29 in September vs. a reading of 43 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 32 vs. 40 in the prior period.
- The number of home listings increased during the month (a reading of 17), while the time to sell also increased (a reading of 6).

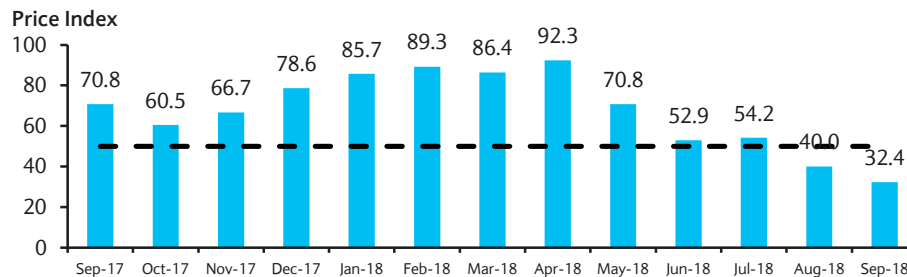
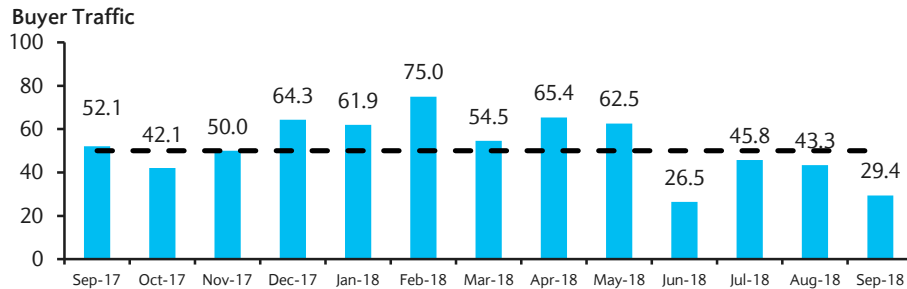
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	65.4	92.3	45.5	42.3	50.0
May-18	62.5	70.8	40.9	20.8	25.0
Jun-18	26.5	52.9	50.0	40.6	20.6
Jul-18	45.8	54.2	31.8	45.5	12.5
Aug-18	43.3	40.0	31.8	28.6	17.9
Sep-18	29.4	32.4	37.5	16.7	6.3
Change	(13.9)	(7.6)	5.7	(11.9)	(11.6)



Local Real Estate Agent Comments:

- “Buyer traffic has slowed. I think interest rates are having an impact, even if no one wants to say that.”
- “Higher interest rates, buyer fatigue.”
- “Fear of market reaching a relative top. High prices. Fewer Asian cash buyers.”
- “Still strong demand for well located property.”
- “Market is tight, rents are high and people want to buy but no one is selling.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Sarasota, FL – Prices Gain Momentum in September

(6,066 single-family building permits in 2017, 29th largest market in the country)

Synopsis:

- Traffic levels within our index fell to 33 in September vs. a reading of 50 in August, indicating trends worse than seasonal expectations.
- Home prices increased during the month. Our Price Index registered a reading of 75 vs. 67 in the prior period.
- The number of home listings decreased during the month (a reading of 67), while the time to sell increased (a reading of 33).

Traffic Status:

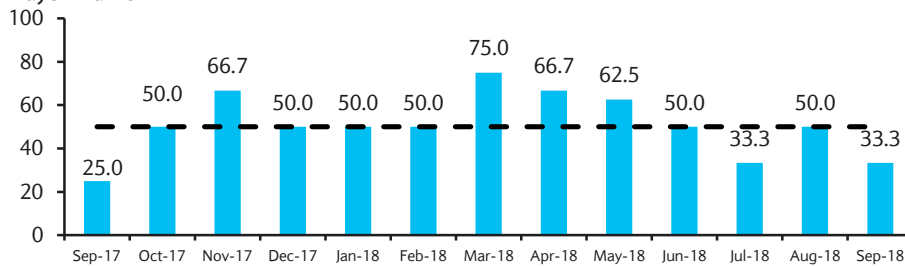


Traffic Trend:

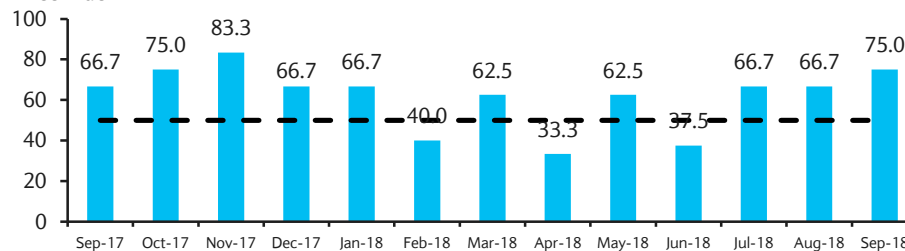


Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	66.7	33.3	66.7	50.0	16.7
May-18	62.5	62.5	50.0	75.0	16.7
Jun-18	50.0	37.5	37.5	62.5	37.5
Jul-18	33.3	66.7	50.0	83.3	33.3
Aug-18	50.0	66.7	50.0	33.3	33.3
Sep-18	33.3	75.0	50.0	66.7	33.3
Change	(16.7)	8.3	0.0	33.3	0.0

Buyer Traffic



Price Index



Local Real Estate Agent Comments:

- “Buyers seem to be pulling back. I think it is buyer fatigue, increased interest rates, and uncertainty over the mid terms.”
- “Typical market slowdown from the summer. Fewer quality homes are coming on market to attract buyers who are still very concerned about the recent anti-immigration policies.”
- “Slow time of year. Market softening.”
- “It seems like buyers have cooled off on buying right now and taking a wait and see approach.”
- “Low inventory, upbeat economy.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Seattle, WA – Traffic Improves to Average, but Pricing Slips

(9,901 single-family building permits in 2017, 15th largest market in the country)

Synopsis:

- Traffic levels within our index rose to 42 in September vs. a reading of 13 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 25 vs. 50 in the prior period.
- The number of home listings increased during the month (a reading of 8), while the time to sell also increased (a reading of 8).

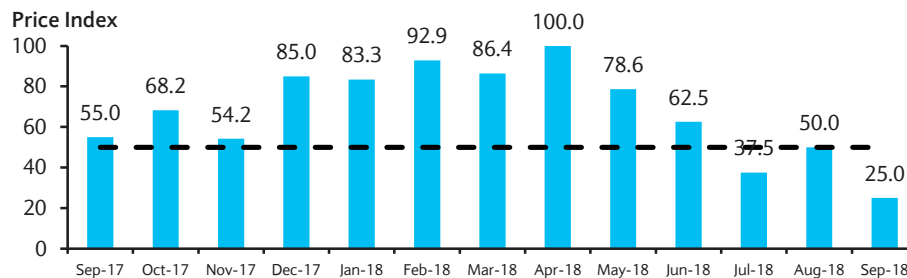
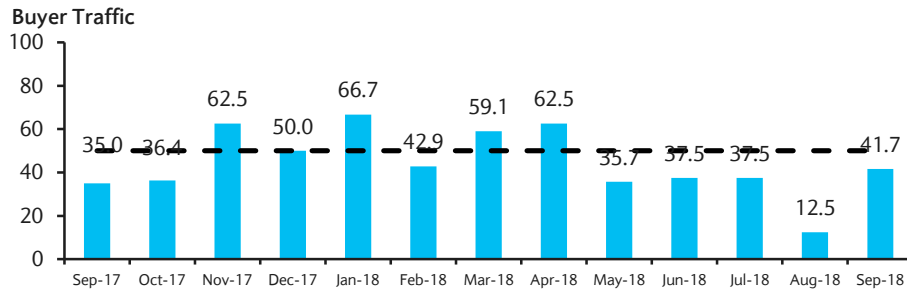
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	62.5	100.0	75.0	12.5	87.5
May-18	35.7	78.6	58.3	0.0	35.7
Jun-18	37.5	62.5	50.0	25.0	25.0
Jul-18	37.5	37.5	37.5	25.0	12.5
Aug-18	12.5	50.0	37.5	0.0	0.0
Sep-18	41.7	25.0	33.3	8.3	8.3
Change	29.2	(25.0)	(4.2)	8.3	8.3



Local Real Estate Agent Comments:

- “More listings finally on the market.”
- “Better inventory and interest rate increases driving buyers to buy now.”
- “Typical Fall slowdown.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Tampa, FL – Signs of Improvement for Traffic, Pricing, Although Still Soft Readings

(12,658 single-family building permits in 2017, 10th largest market in the country)

Synopsis:

- Traffic levels within our index rose to 33 in September vs. a reading of 25 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 42 vs. 25 in the prior period.
- The number of home listings decreased during the month (a reading of 58), while the time to sell increased (a reading of 25).

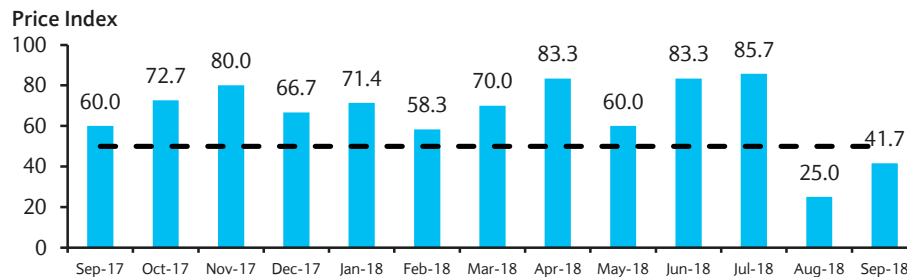
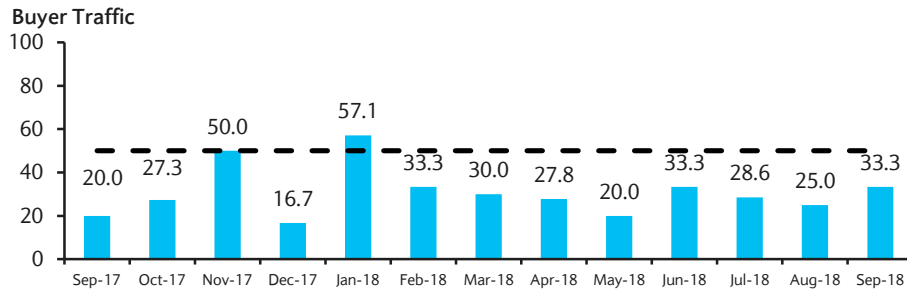
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	27.8	83.3	35.7	61.1	61.1
May-18	20.0	60.0	40.0	70.0	60.0
Jun-18	33.3	83.3	50.0	83.3	33.3
Jul-18	28.6	85.7	28.6	64.3	42.9
Aug-18	25.0	25.0	12.5	75.0	25.0
Sep-18	33.3	41.7	33.3	58.3	25.0
Change	8.3	16.7	20.8	(16.7)	0.0



Local Real Estate Agent Comments:

- “Downsizing.”
- “Higher rates and prices of homes.”
- “Traffic continues to be steady.”
- “Still no entry-level homes for sale.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Tucson, AZ – Positive September Swing for Traffic, Price

(2,697 single-family building permits in 2017, 65th largest market in the country)

Synopsis:

- Traffic levels within our index jumped to 83 in September vs. a reading of 33 in August, indicating trends better than seasonal expectations.
- Home prices increased during the month. Our Price Index registered a reading of 100 vs. 67 in the prior period.
- The number of home listings decreased during the month (a reading of 67), while the time to sell also decreased (a reading of 83).

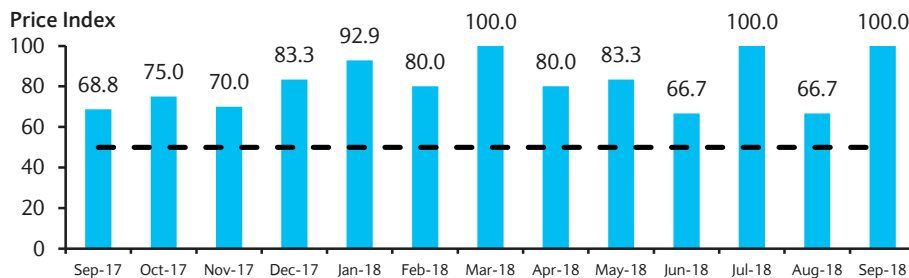
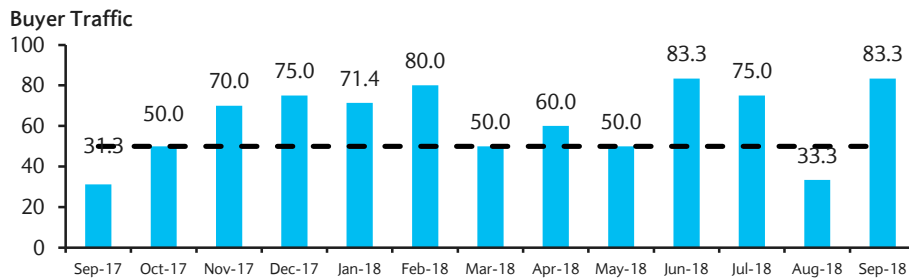
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	60.0	80.0	50.0	60.0	70.0
May-18	50.0	83.3	50.0	83.3	50.0
Jun-18	83.3	66.7	50.0	66.7	66.7
Jul-18	75.0	100.0	37.5	87.5	100.0
Aug-18	33.3	66.7	33.3	100.0	66.7
Sep-18	83.3	100.0	50.0	66.7	83.3
Change	50.0	33.3	16.7	(33.3)	16.7



Local Real Estate Agent Comments:

- “Snowbirds returning early.”
- “It’s a snowball effect, building upon itself.”
- “Late summer month is slow. Expect pick up with winter season and snowbirds.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Virginia Beach, VA – Traffic and Pricing Recover as Inventory Tightens

(4,282 single-family building permits in 2017, 45th largest market in the country)

Synopsis:

- Traffic levels within our index jumped to 50 in September vs. a reading of 0 in August, indicating trends in line with seasonal expectations.
- Home prices increased during the month. Our Price Index registered a reading of 75 vs. 25 in the prior period.
- The number of home listings decreased during the month (a reading of 75), while the time to sell also decreased (a reading of 75).

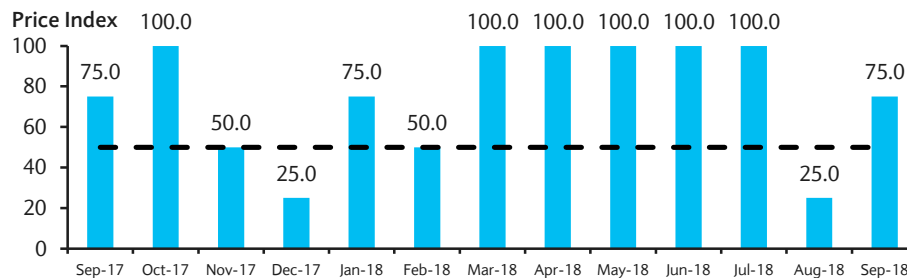
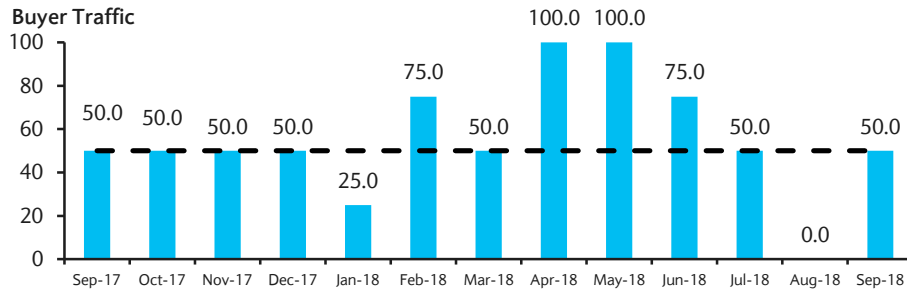
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	100.0	100.0	50.0	50.0	100.0
May-18	100.0	100.0	50.0	50.0	100.0
Jun-18	75.0	100.0	50.0	75.0	50.0
Jul-18	50.0	100.0	75.0	25.0	50.0
Aug-18	0.0	25.0	50.0	50.0	25.0
Sep-18	50.0	75.0	50.0	75.0	75.0
Change	50.0	50.0	0.0	25.0	50.0



Local Real Estate Agent Comments:

- “Referrals from past clients, and it is mostly fear of rates going higher.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Washington, D.C. – Trend of Softening Fundamentals Continues

(14,419 single-family building permits in 2017, 7th largest market in the country)

Synopsis:

- Traffic levels within our index fell to 30 in September vs. a reading of 46 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 30 vs. 33 in the prior period.
- The number of home listings increased during the month (a reading of 20), while the time to sell also increased (a reading of 20).

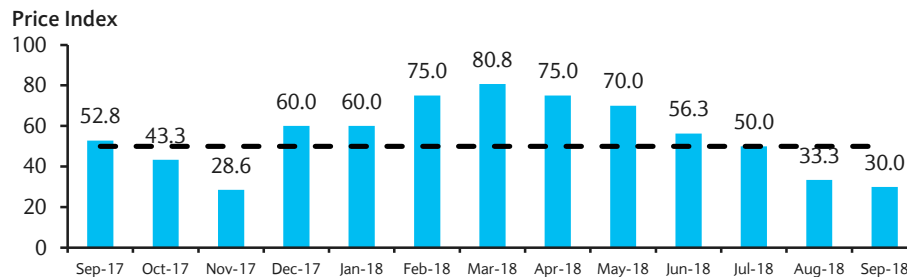
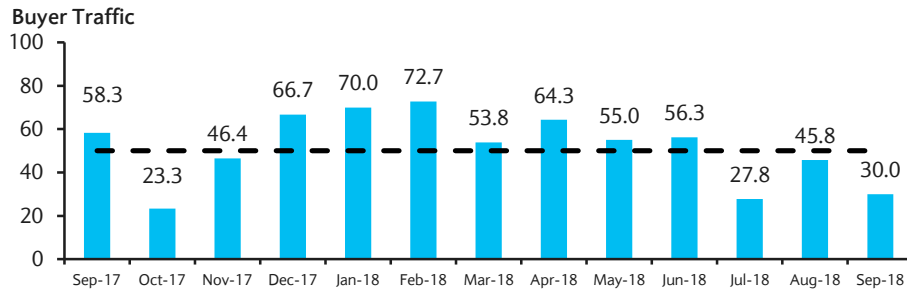
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	64.3	75.0	57.7	53.6	64.3
May-18	55.0	70.0	35.0	45.0	55.0
Jun-18	56.3	56.3	43.8	31.3	25.0
Jul-18	27.8	50.0	37.5	55.6	33.3
Aug-18	45.8	33.3	41.7	45.8	37.5
Sep-18	30.0	30.0	30.0	20.0	20.0
Change	(15.8)	(3.3)	(11.7)	(25.8)	(17.5)



Local Real Estate Agent Comments:

- “The buyers have disappeared. Many are keeping their money in the stock market and holding for higher gains there. Others are nervous due to the lack of consumer confidence in the government despite a booming economy.”
- “Worse than expected due to weather.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Wilmington, NC – Hurricane Halts Activity

(1,585 single-family building permits in 2017, 104th largest market in the country)

Synopsis:

- Traffic levels within our index fell to 25 in September vs. a reading of 50 in August, indicating trends worse than seasonal expectations.
- Home prices declined during the month. Our Price Index registered a reading of 38 vs. 40 in the prior period.
- The number of home listings was unchanged during the month (a reading of 50), while the time to sell increased (a reading of 25).

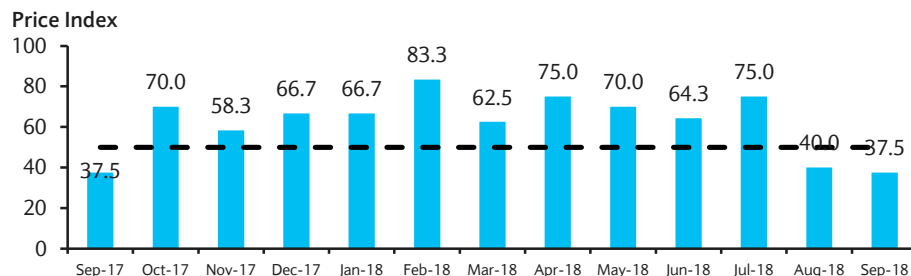
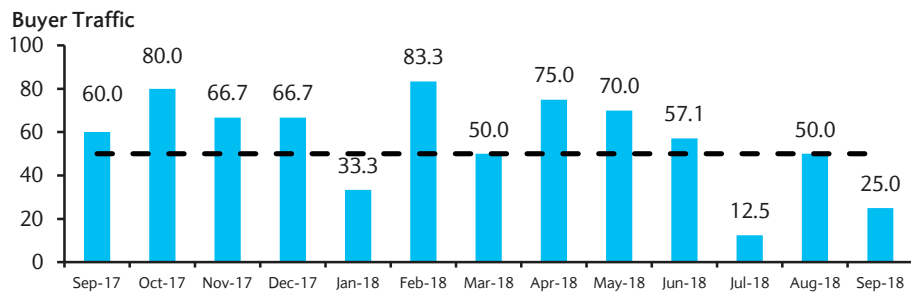
Traffic Status:



Traffic Trend:



Month	Buyer Traffic Index	Home Price Index	Incentive Index	Home Listings Index	Time to Sell Index
Apr-18	75.0	75.0	25.0	0.0	50.0
May-18	70.0	70.0	50.0	60.0	70.0
Jun-18	57.1	64.3	57.1	78.6	85.7
Jul-18	12.5	75.0	50.0	62.5	50.0
Aug-18	50.0	40.0	50.0	62.5	37.5
Sep-18	25.0	37.5	50.0	50.0	25.0
Change	(25.0)	(2.5)	0.0	(12.5)	(12.5)



Local Real Estate Agent Comments:

- “Hurricane.”
- “In line with expectations due to seasonality.”
- “Hurricane and preparing for it.”

Note: Buyer Traffic: <50 – worse than expected; =50 in-line; >50 – better than expected. Home Price: <50 – decreased m/m; =50 flat m/m; >50 – increased m/m. Incentive, Listings, Time to Sell: <50 – increased m/m; =50 flat m/m; >50 – decreased m/m.

Source: Barclays Research, Census Bureau

Index Methodology

We survey real estate agents, as we believe agents provide an accurate assessment of local housing market trends in both the new and existing home markets. We view trends in the existing home market as crucial to homebuilders as it represents over 90% of total sales, and trends in the existing home market often dictate trends in the new home market.

Each month, we survey agents about trends in buyer traffic levels, home prices, incentives, inventory levels, and the length of time needed to sell a home. This month we received responses from 381 real estate agents across the country. We review responses and calculate a diffusion index for each of the questions, with a level above 50 indicating positive trends, a level below 50 indicating worsening trends, and a level of 50 indicating neutral trends.

1) Are traffic levels in-line, better, or worse than your expectations for this time of year? Traffic tends to be seasonal - generally more traffic in Spring and less in Fall/Winter, so we ask about traffic relative to expectations for this time of year rather than vs. last month. A Buyer Traffic Index above 50 means that traffic was better than agents' expectations, a Buyer Traffic Index of 50 means that traffic was in-line with expectations, and a Buyer Traffic Index below 50 means that traffic was worse than expectations.

2) Have prices remained the same, increased, or decreased over the past 30 days? A Home Price Index above 50 indicates that prices increased over the past 30 days, a Home Price Index of 50 indicates that prices were flat, and a Home Price Index below 50 indicates that prices decreased.

3) Have incentives remained the same, increased, or decreased over the past 30 days? An incentive index above 50 indicates that incentives decreased over the past 30 days, an incentive index of 50 indicates that incentives were unchanged, and an incentive index below 50 indicates that incentives increased.

4) Do you see the same, more, or fewer listings as compared with 30 days ago? An inventory (listings) index above 50 indicates that the inventory of homes for sale decreased over the past 30 days, an inventory index of 50 indicates that inventories were unchanged, and an inventory index below 50 indicates that inventories increased.

5) Does it take the same, more, or less time to sell a house? A time to sell index above 50 indicates that the time needed to sell a home decreased over the past 30 days, a time to sell index of 50 indicates that the time needed to sell a home was unchanged, and a time to sell index below 50 indicates that the time needed to sell a home increased.

Source: Barclays Research

September 2018 A.G.E.N.T. Survey Data

September, 2018	Buyer Traffic Index	Home Price Index	Incentive Index	Listings Index	Time to Sell Index
Atlanta, GA	50.0	50.0	40.0	70.0	50.0
Austin, TX	71.4	35.7	33.3	28.6	50.0
Baltimore, MD	16.7	33.3	50.0	50.0	0.0
Boston, MA	50.0	50.0	50.0	28.6	28.6
Charleston, SC	12.5	50.0	0.0	50.0	25.0
Charlotte, NC	33.3	16.7	16.7	33.3	16.7
Chicago, IL	21.4	26.2	45.2	38.1	21.4
Cincinnati, OH	62.5	87.5	37.5	50.0	25.0
Columbus, OH	30.0	40.0	40.0	20.0	20.0
Dallas, TX	22.2	38.9	31.3	27.8	0.0
Denver, CO	25.0	53.6	39.3	21.4	11.5
Detroit, MI	12.5	43.8	37.5	18.8	18.8
Fort Myers, FL	60.0	50.0	30.0	60.0	50.0
Houston, TX	14.3	50.0	41.7	33.3	25.0
Inland Empire, CA	8.3	25.0	25.0	8.3	16.7
Jacksonville, FL	16.7	66.7	16.7	50.0	50.0
Kansas City, MO	16.7	66.7	50.0	66.7	33.3
Las Vegas, NV	64.3	57.1	35.7	50.0	42.9
Los Angeles, CA	25.0	33.9	35.7	16.1	3.6
Miami, FL	41.7	58.3	41.7	16.7	16.7
Minneapolis, MN	40.0	50.0	50.0	50.0	60.0
Nashville, TN	50.0	25.0	0.0	0.0	0.0
New York, NY	35.7	61.9	47.2	42.5	27.5
Orange County, CA	66.7	66.7	33.3	0.0	16.7
Orlando, FL	20.0	60.0	50.0	40.0	40.0
Philadelphia, PA	45.0	50.0	50.0	40.0	50.0
Phoenix, AZ	50.0	80.0	50.0	60.0	65.0
Portland, OR	33.3	25.0	33.3	58.3	25.0
Raleigh, NC	18.2	54.5	50.0	59.1	22.7
Sacramento, CA	15.0	25.0	35.0	5.0	0.0
San Antonio, TX	50.0	66.7	33.3	50.0	33.3
San Diego, CA	30.0	60.0	40.0	30.0	5.0
San Francisco, CA	29.4	32.4	37.5	16.7	6.3
Sarasota, FL	33.3	75.0	50.0	66.7	33.3
Seattle, WA	41.7	25.0	33.3	8.3	8.3
Tampa, FL	33.3	41.7	33.3	58.3	25.0
Tucson, AZ	83.3	100.0	50.0	66.7	83.3
Virginia Beach, VA	50.0	75.0	50.0	75.0	75.0
Washington, D.C.	30.0	30.0	30.0	20.0	20.0
Wilmington, NC	25.0	37.5	50.0	50.0	25.0
Total Index Level	35.9	49.4	37.6	38.4	28.2

Source: Barclays Research

Restricted - External

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Our coverage analysts use a relative rating system in which they rate stocks as Overweight, Equal Weight or Underweight (see definitions below) relative to other companies covered by the analyst or a team of analysts that are deemed to be in the same industry (“the industry coverage universe”). To see a list of companies that comprise a particular industry coverage universe, please go to <https://publicresearch.barclays.com>.

In addition to the stock rating, we provide industry views which rate the outlook for the industry coverage universe as Positive, Neutral or Negative (see definitions below). A rating system using terms such as buy, hold and sell is not the equivalent of our rating system. Investors should carefully read the entire research report including the definitions of all ratings and not infer its contents from ratings alone.

Stock Rating

Overweight - The stock is expected to outperform the unweighted expected total return of the industry coverage universe over a 12-month investment horizon.

Equal Weight - The stock is expected to perform in line with the unweighted expected total return of the industry coverage universe over a 12-month investment horizon.

Underweight - The stock is expected to underperform the unweighted expected total return of the industry coverage universe over a 12-month investment horizon.

Rating Suspended - The rating and target price have been suspended temporarily due to market events that made coverage impracticable or to comply with applicable regulations and/or firm policies in certain circumstances including where the Investment Bank of Barclays Bank PLC is acting in an advisory capacity in a merger or strategic transaction involving the company.

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Positive - industry coverage universe fundamentals/valuations are improving.

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Negative - industry coverage universe fundamentals/valuations are deteriorating.

Important Disclosures (cont'd)

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Barclays Equity Research has 1531 companies under coverage.

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