

Consumer Federation of America Financial Services Conference

Housing Issues: Outlook for America - Owners – Tailwinds/Headwinds

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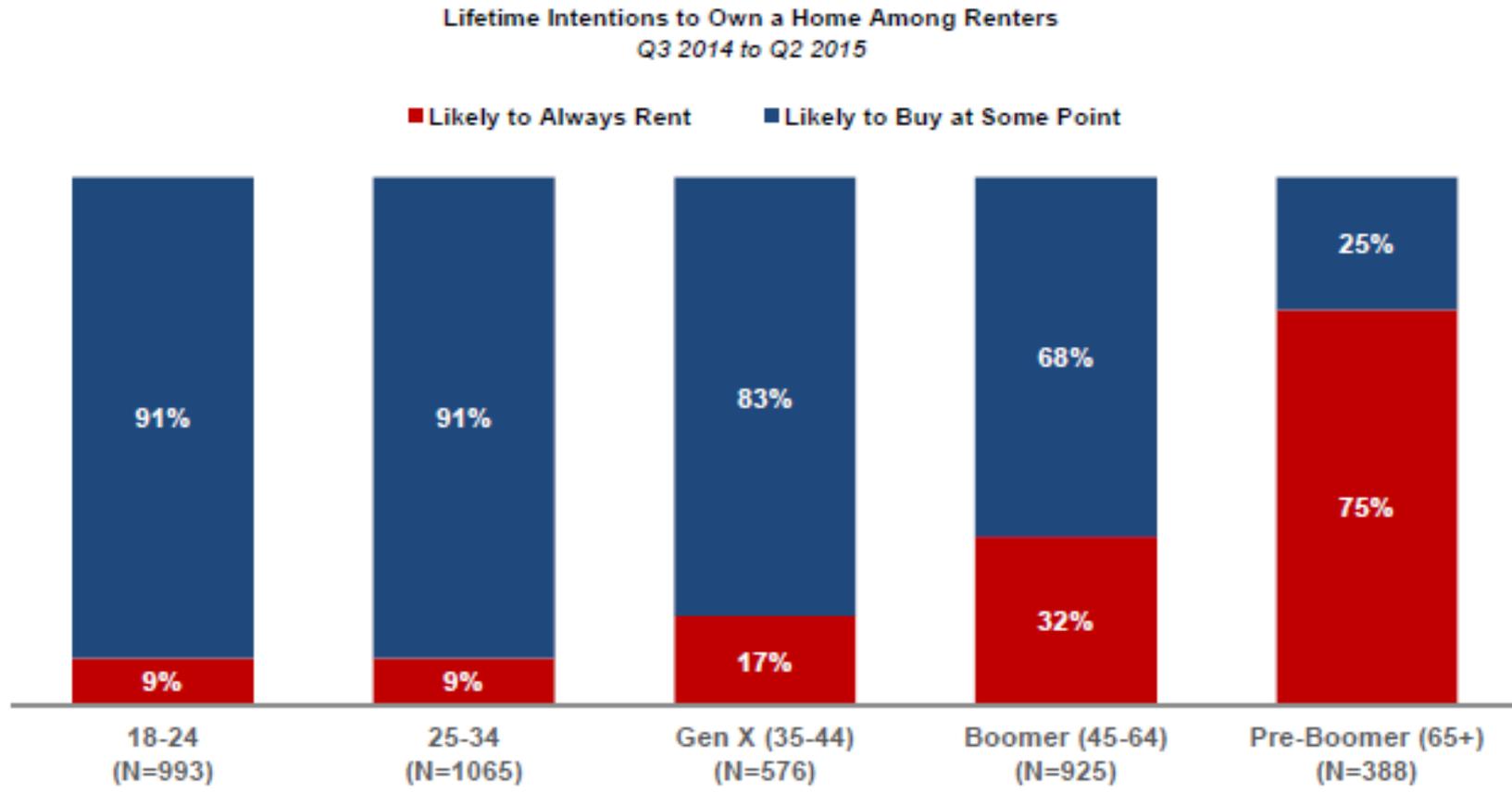
Today's Topics

- Demographics
- Home Prices
- Access to Credit

Demographics



The Vast Majority of Renters Age 18-44 Indicate They Do Plan to Buy at Some Point in the Future



Q31 – If you were going to move, would you be more likely to: Rent / Buy
 Q50 – (IF Q31=RENT) In the future, are you more likely to: Always rent / Buy at some point in the future

Likely to buy at some point: Q31= Buy or Q50 = Buy at some point in the future
 Likely to always rent: Q50 = Always Rent

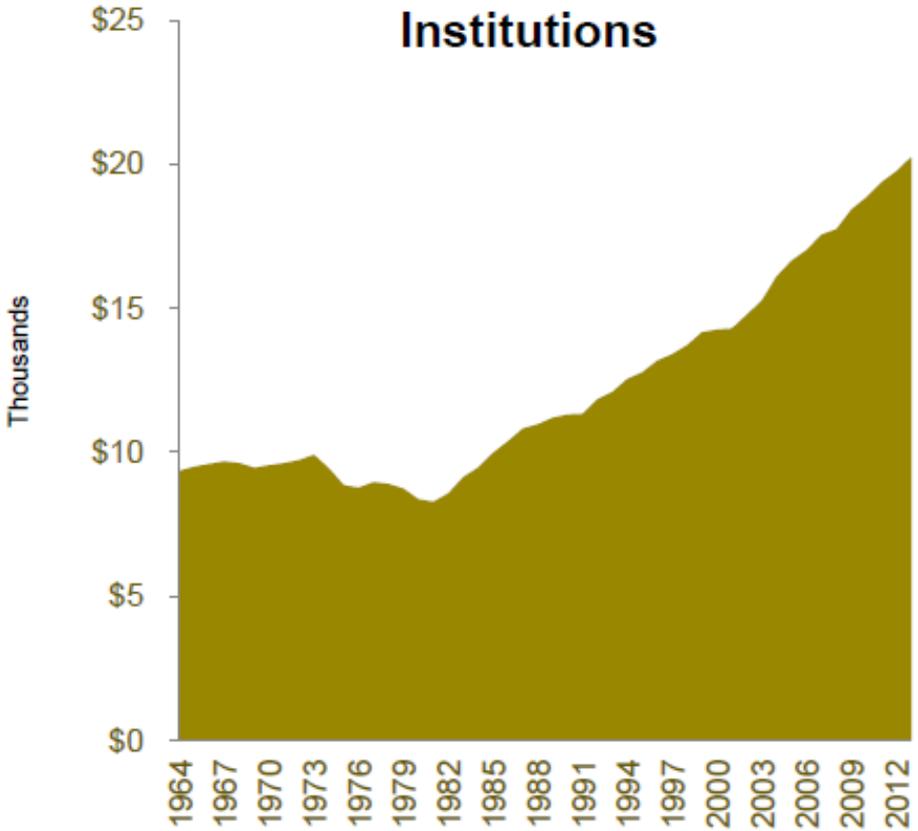
Marriage and Homeownership

Delays feed delays

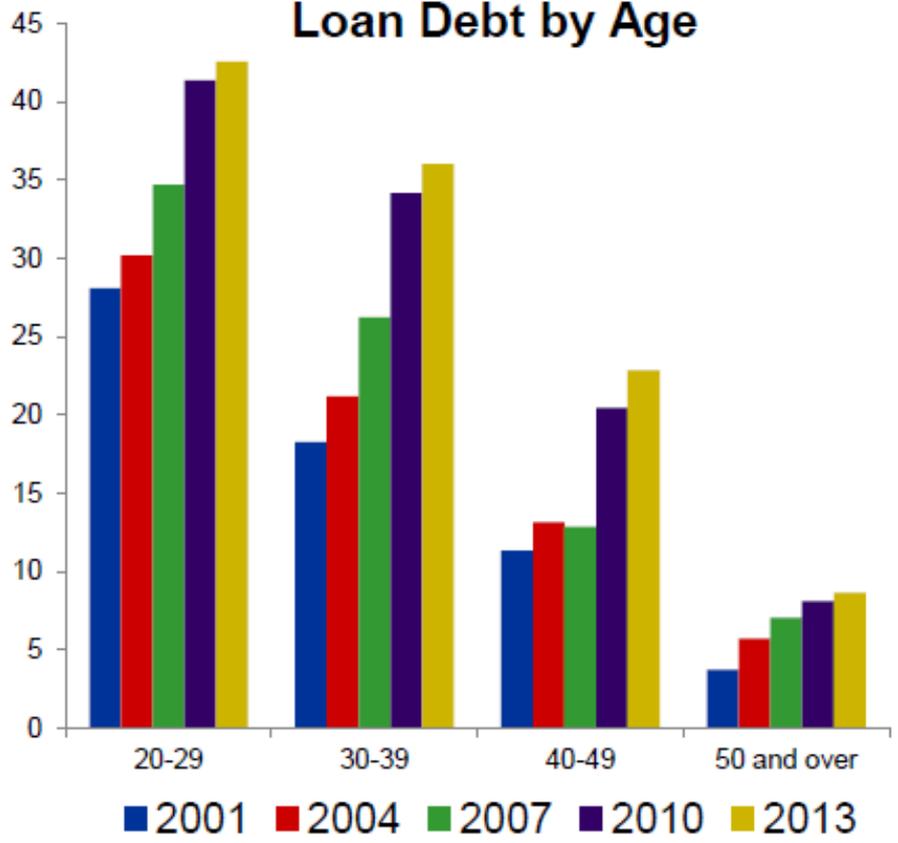


College Tuition Up, Increasingly Financed with Debt

Real Average Tuition For All Institutions



Percent of Households with Student Loan Debt by Age



Source: MBA, Harvard JCHS tabulations of Federal Reserve Board. Survey of Consumer Finances, and NCES

Home Prices



Case-Shiller Home Price Indices

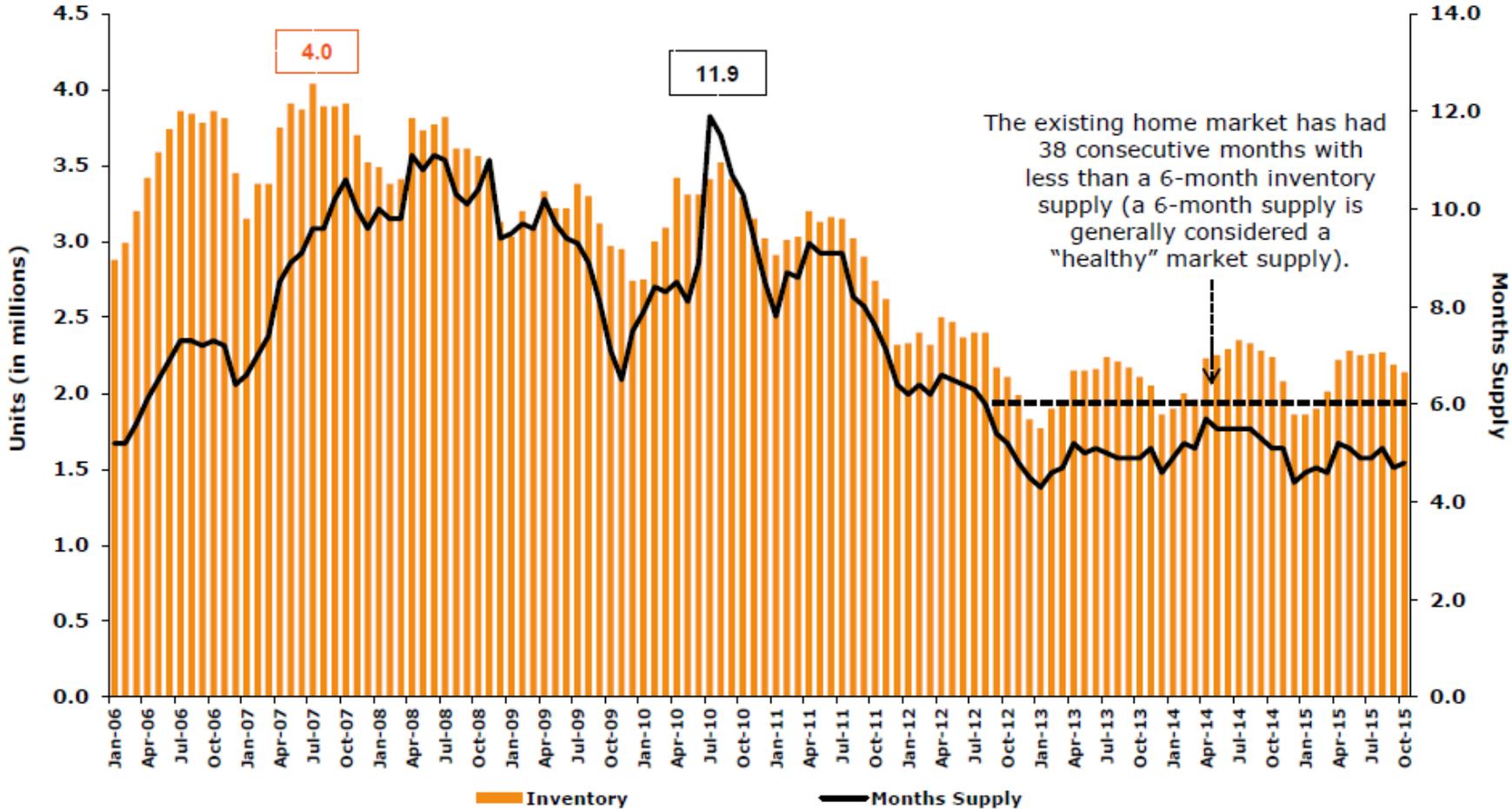
Through June 2015 (released 08/25/15)

Area	June 2015 Level	Jun 2015/ May 2015 Change (%)	May 2015/ Apr 2015 Change (%)	1 Year Change (%)	Housing Bubble Peak	Housing Bubble Peak Level	New Peak Level
Dallas	151.59	0.9%	1.0%	8.2%	Jun-07	126.47	151.59
Denver	170.09	1.3%	1.1%	10.2%	Aug-06	140.28	170.09
Detroit	102.87	1.8%	1.5%	5.7%	Dec-05	127.05	
Los Angeles	237.54	0.9%	1.2%	6.3%	Sep-06	273.94	
Miami	200.66	0.3%	0.8%	7.7%	Dec-06	280.87	
Washington	213.61	1.1%	0.7%	1.6%	May-06	251.07	
Composite-20	180.88	1.0%	1.1%	5.0%	Jul-06	206.52	

US Existing Home Inventory and Months Supply

2006 through October 2015

Housing inventory continues to remain relatively low



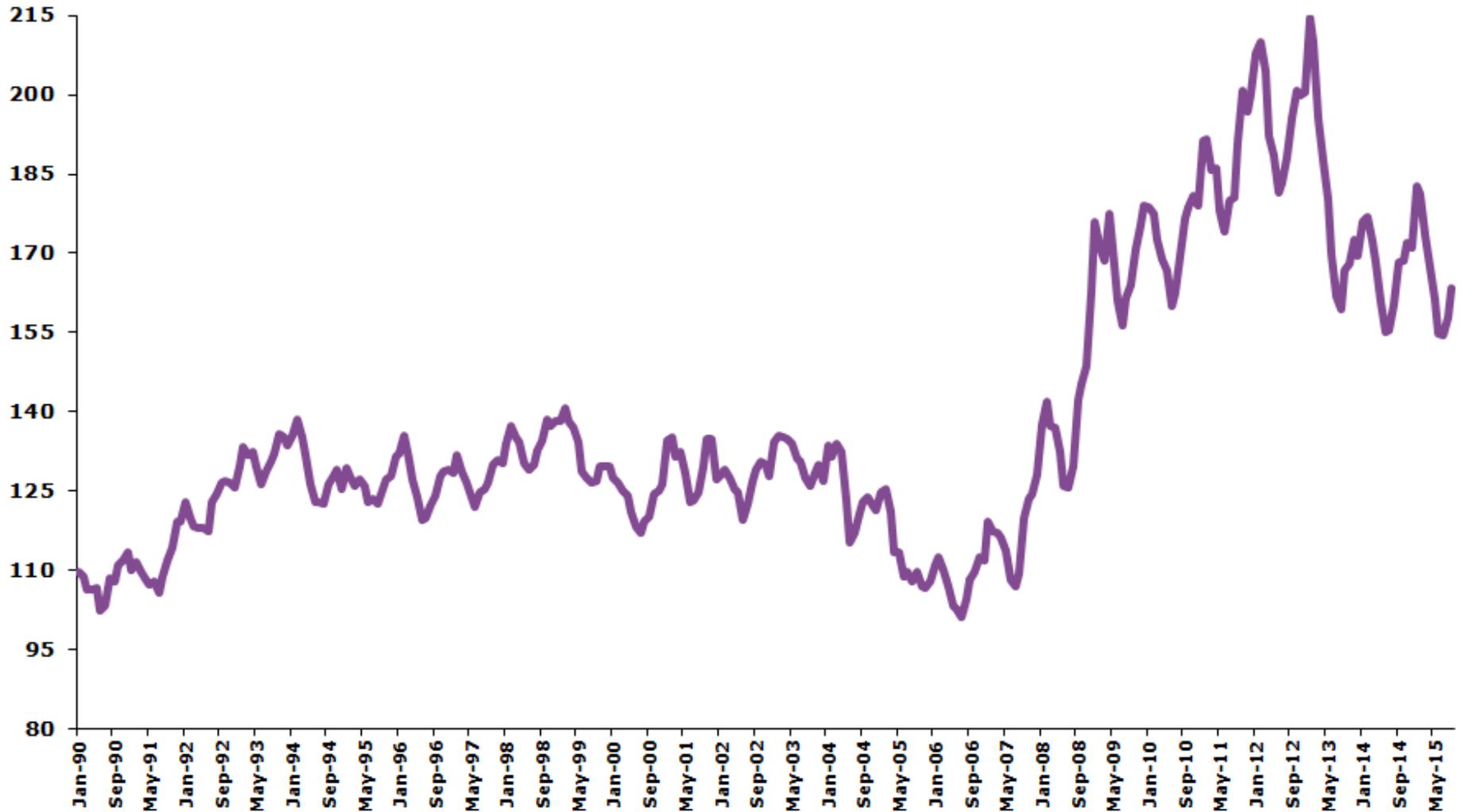
Note: The data above reflects NAR's "re-benchmarked" data set released in December 2011.

Source: National Association of Realtors (NAR), Published 11/23/2015.

Homebuyer Affordability Index

1990 through Sep 2015

- Affordability continues to remain strong relative to history.



New Rent vs. Buy Considerations

Institutional quality single-family rental homes provide a new option to those who want to live in a high-quality home and school district but do not choose to own at this time



Year Built:	1967
Size:	1,232 sq. ft.
Rooms:	3 bed/2 baths
Kitchen:	Eat-in
Garage:	Carport
HOA:	No
Rent:	\$900
Rent/sq. ft.:	\$.73/sq. ft.

Year Built:	2006
Size:	2,216 sq. ft.
Rooms:	4 bed/3 baths
Kitchen:	Kitchen/great room
Garage:	2 car garage
HOA:	Yes
Rent:	\$1,325
Rent/sq. ft.:	\$.60/sq. ft.

Access to Credit



Access to Credit/Regulatory Conundrum

- Significant progress in Rep and Warrant Balance – GSE/Lender/Advocacy Dialogue
- FHA Certification Issue.....not so much
- From July '14-August '15, 79 Agency, 30 Government and 49 collateral overlays removed, and counting
- \$125 billion /\$10 million commitment to the Hispanic community
- Recent NAACP conversation – LMI/LMW
- FHA vs. HomeReady...role of the Non-profit?

Thank You

