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# The Real State of USA Real Estate

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# Phoenix Housing Market Value & Trends Update

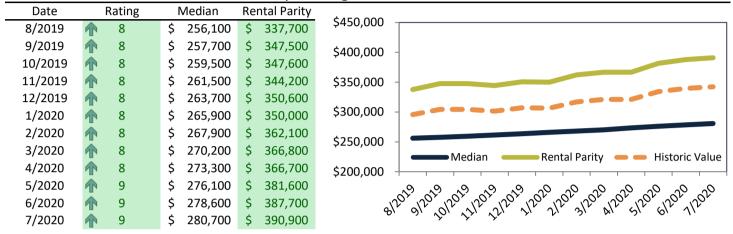
Historically, properties in this market sell at a -12.4% discount. Today's discount is 28.1%. This market is 15.7% undervalued.

Median home price is \$280,700, and resale \$/SF is \$170/SF. Prices rose 6.1% year-over-year.

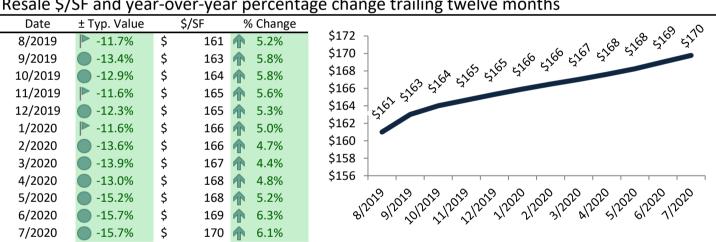
Monthly cost of ownership is \$1,135, and rents average \$1,567, making owning \$431 per month less costly than renting. Rents rose 8.2% year-over-year. The current capitalization rate (rent/price) is 5.4%.

Market rating = 9

### Median Home Price and Rental Parity trailing twelve months



# Resale \$/SF and year-over-year percentage change trailing twelve months



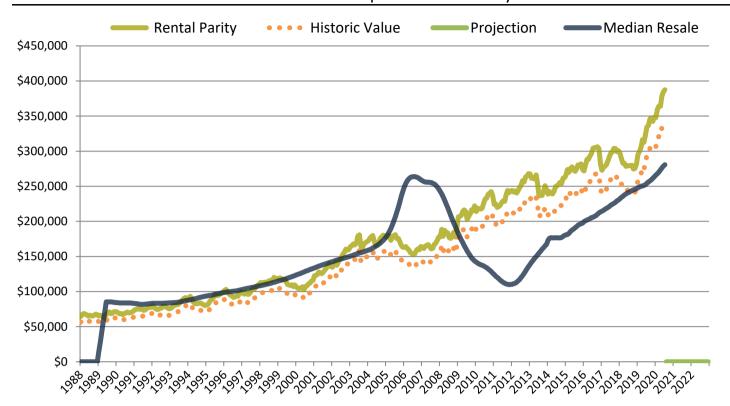
### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$1,700 \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \
8/2019	<b>&gt;</b> 7.9%	\$ 1,476	\$ 1,1:	10
9/2019	<b>2</b> 8.7%	\$ 1,487	\$ 1,10	\$1,600 - 5\\\\ 5\\\\\\\\\\\\\\\\\\\\\\\\\\\\
10/2019	<b>9.3%</b>	\$ 1,499	\$ 1,13	19 \$1,500 -
11/2019	<b>9.4%</b>	\$ 1,509	\$ 1,14	47 \$1,400 -
12/2019	<b>9.2%</b>	\$ 1,519	\$ 1,14	42 \$1,300 -
1/2020	<b>2</b> 8.8%	\$ 1,527	\$ 1,16	51,200
2/2020	<b>2</b> 8.6%	\$ 1,536	\$ 1,13	36
3/2020	<b>2</b> 8.4%	\$ 1,545	\$ 1,13	
4/2020	<b>2</b> 8.4%	\$ 1,554	\$ 1,1!	
5/2020	<b>2</b> 8.4%	\$ 1,563	\$ 1,13	31 29 6/2020 20/2020 21/2020 21/2020 6/2020
6/2020	<b>2</b> 8.3%	\$ 1,572	\$ 1,12	31 29 8/2029 30/2029 32/2029 2/2020 8/2020
7/2020	<b>8.2%</b>	\$ 1,567	\$ 1,13	35

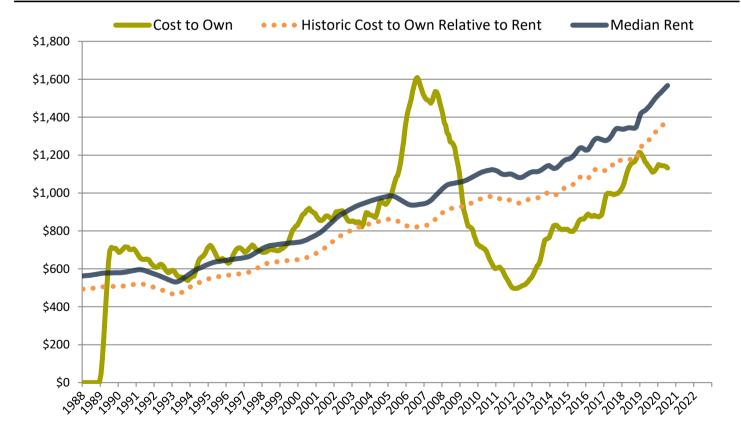
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### Phoenix median home price since January 1988



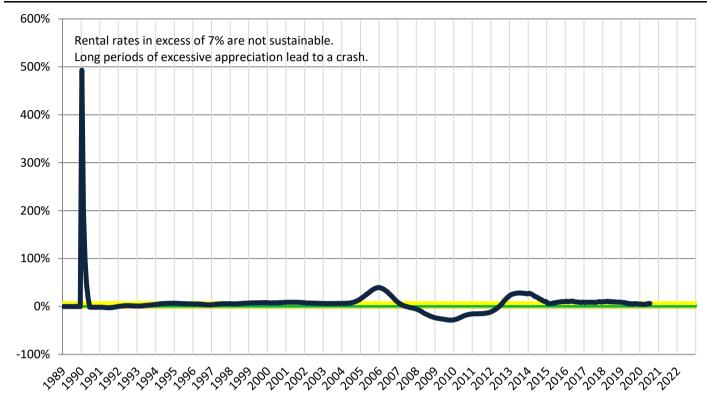
### Phoenix median rent and monthly cost of ownership since January 1988



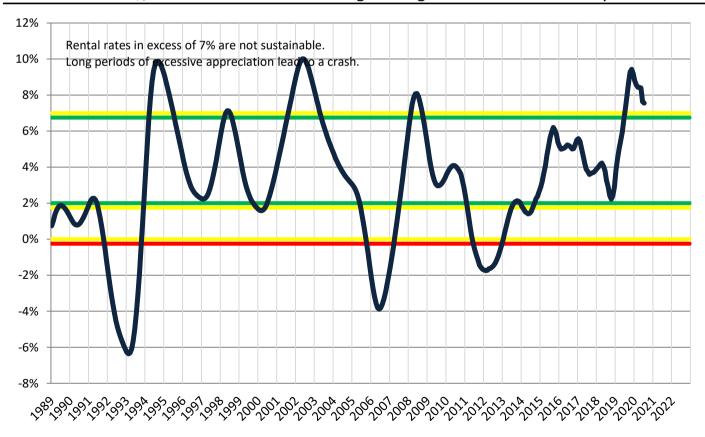
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### Resale \$/SF Year-over-Year Percentage Change: Phoenix since January 1989



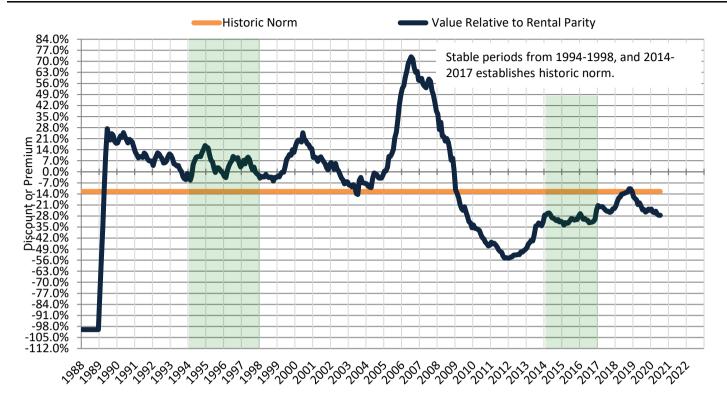
Rental \$/SF Year-over-Year Percentage Change: Phoenix since January 1989



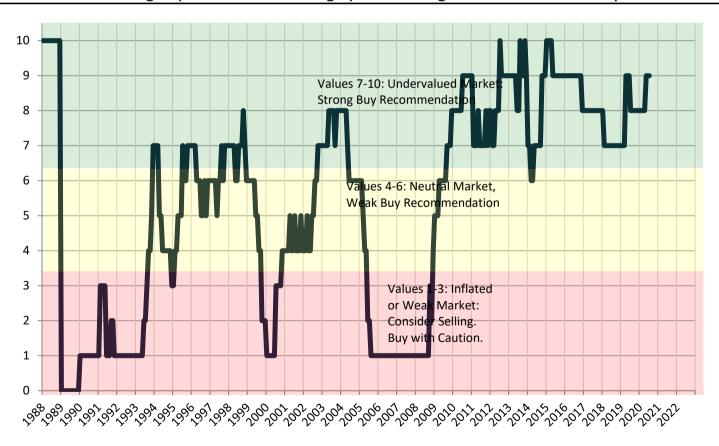
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### Historic Median Home Price Relative to Rental Parity: Phoenix since January 1988



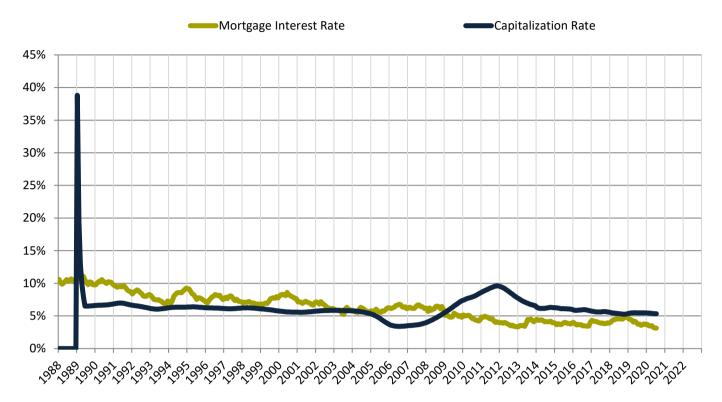
TAIT Housing Report® Market Timing System Rating: Phoenix since January 1988



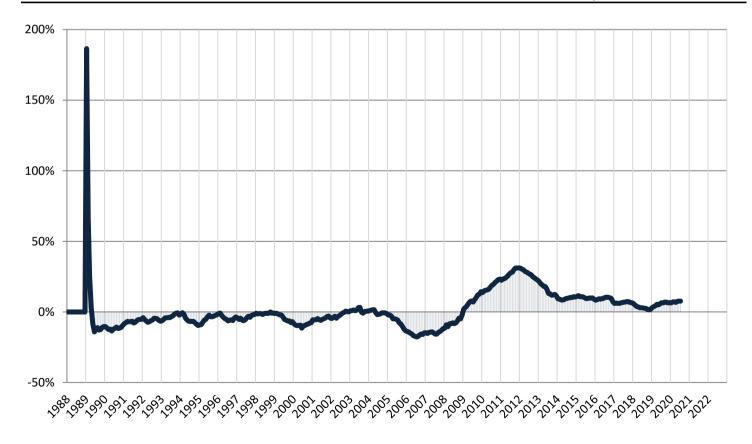
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### Cash Investor Capitalization Rate: Phoenix since January 1988



Financed Investor Cash-on-Cash Return: Phoenix since January 1988



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# Market Performance and Trends: Phoenix and Major Cities and Zips

Study Area	Median Resale \$		Resale % lange YoY	Resale	\$/SF	Rent % Change YoY	Median Rent \$		Cost of Ownership		ership ı./Disc.	Cap Rate
Phoenix	\$ 280,700	1	6.1%	\$	170	≥ 8.2%	\$	1,581	\$	1,135	\$ (446)	5.4%.
Maricopa County	\$ 313,900	1	6.6%	\$	173	<b>9.4%</b>	\$	1,714	\$	1,269	\$ (444)	5.2%.
Pima County	\$ 233,400	1	6.3%	\$	141	<b>5.9%</b>	\$	1,372	\$	944	\$ (428)	5.6%.
Pinal County	\$ 243,700	1	6.0%	\$	126	<b>11.2%</b>	\$	1,449	\$	985	\$ (463)	5.7%.
Yavapai County	\$ 333,400	1	2.7%	\$	188	<b>1</b> 2.6%	\$	1,665	\$	1,348	\$ (317)	4.8%.
Tucson	\$ 221,000	2	8.2%	\$	141	<b>2</b> 7.2%	\$	1,319	\$	894	\$ (426)	5.7%.
Mesa	\$ 289,300	1	6.8%	\$	170	<b>9.5%</b>	\$	1,652	\$	1,170	\$ (483)	5.5%.
Chandler	\$ 359,200	1	5.8%	\$	185	<b>11.2%</b>	\$	1,900	\$	1,453	\$ (447)	5.1%.
Glendale	\$ 267,500	2	7.6%	\$	151	<b>2</b> 8.4%	\$	1,577	\$	1,082	\$ (495)	5.7%.
Gilbert	\$ 380,700	1	6.0%	\$	177	<b>2</b> 7.6%	\$	1,859	\$	1,539	\$ (320)	4.7%.
Scottsdale	\$ 551,600	1	4.8%	\$	253	4.6%	\$	3,080	\$	2,231	\$ (849)	5.4%.
Tempe	\$ 330,200	1	6.0%	\$	192	<b>13.2%</b>	\$	1,954	\$	1,335	\$ (619)	5.7%.
Peoria	\$ 322,500	1	5.3%	\$	161	<b>9</b> .9%	\$	1,729	\$	1,304	\$ (424)	5.1%.
Yuma	\$ 178,600	1	3.4%	\$	118	<b>5.4%</b>	\$	1,052	\$	722	\$ (330)	5.7%.
Queen Creek	\$ 338,100	1	4.3%	\$	145	<b>1</b> 0.9%	\$	1,594	\$	1,367	\$ (227)	4.5%.
Surprise	\$ 290,600	1	5.8%	\$	150	<b>9.1%</b>	\$	1,608	\$	1,175	\$ (433)	5.3%.
Rio Vista	\$ 385,000	1	4.9%	\$	151	<b>6.2%</b>	\$	1,982	\$	1,557	\$ (425)	4.9%.
Paradise Valley	\$ 378,000	1	5.6%	\$	206	<b>11.3%</b>	\$	2,116	\$	1,529	\$ (587)	5.4%.
Deer Valley	\$ 286,300	1	6.5%	\$	169	<b>2</b> 8.4%	\$	1,613	\$	1,158	\$ (455)	5.4%.
Camelback East	\$ 392,500	1	4.2%	\$	229	<b>9.0%</b>	\$	2,181	\$	1,587	\$ (593)	5.3%.
South Mountain	\$ 232,100	2	7.9%	\$	151	<b>2</b> 7.7%	\$	1,423	\$	939	\$ (484)	5.9%.
Ahwatukee Foothills	\$ 371,400	A	0.0%	\$	187	<b>9.8%</b>	\$	1,974	\$	1,502	\$ (472)	5.1%.
Estrella	\$ 241,200	2	8.3%	\$	134	≥ 8.1%	\$	1,405	\$	975	\$ (430)	5.6%.
Encanto	\$ 326,200	1	2.8%	\$	210	<b>≥</b> 7.4%	\$	1,581	\$	1,319	\$ (262)	4.7%.
Desert View	\$ 464,500	1	4.0%	\$	210	≥ 8.1%	\$	2,508	\$	1,878	\$ (629)	5.2%.
Laveen	\$ 272,800	2	7.9%	\$	132	<b>9</b> .3%	\$	1,551	\$	1,103	\$ (448)	5.5%.

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# Market Performance and Trends: Phoenix and Major Cities and Zips

Study Area	Median Resale \$			Resale \$/SF		Rent % Change YoY	Median Rent \$		ost of nership	Ownership Prem./Disc.		Cap Rate
North Gateway	\$ 414,500	1	4.2%	\$	161	≥ 10.1%	\$ 2,259	\$	1,676	\$	(583)	5.2%.
85032	\$ 305,800	1	6.6%	\$	194	<b>9.3%</b>	\$ 1,718	\$	1,237	\$	(481)	5.4%.
85022	\$ 315,300	1	4.9%	\$	179	≥ 8.8%	\$ 1,818	\$	1,275	\$	(543)	5.5%.
85008	\$ 253,300	1	3.0%	\$	179	<b>9.8%</b>	\$ 1,517	\$	1,024	\$	(492)	5.7%.
85254	\$ 568,400	1	5.4%	\$	239	<b>&gt;</b> 7.6%	\$ 2,787	\$	2,299	\$	(488)	4.7%.
85016	\$ 374,200	1	5.2%	\$	228	<b>10.7%</b>	\$ 1,927	\$	1,513	\$	(414)	4.9%.
85018	\$ 610,700	A	0.2%	\$	298	<b>3</b> 1.4%	\$ 2,860	\$	2,470	\$	(391)	4.5%.
85044	\$ 334,200	1	5.5%	\$	193	≥ 10.9%	\$ 1,846	\$	1,351	\$	(494)	5.3%.
85041	\$ 239,000	2	10.5%	\$	144	<b>≥</b> 7.5%	\$ 1,421	\$	966	\$	(454)	5.7%.
85020	\$ 287,900	1	6.7%	\$	201	≥ 9.2%	\$ 1,711	\$	1,164	\$	(547)	5.7%.
85021	\$ 311,400	1	4.5%	\$	186	≥ 7.9%	\$ 1,730	\$	1,259	\$	(470)	5.3%.
85015	\$ 236,400	1	6.4%	\$	148	<b>6.2%</b>	\$ 1,461	\$	956	\$	(505)	5.9%.
85023	\$ 286,800	21	7.1%	\$	167	<b>≥</b> 7.7%	\$ 1,618	\$	1,160	\$	(458)	5.4%.
85339	\$ 282,000	1	4.7%	\$	129	≥ 8.7%	\$ 1,596	\$	1,140	\$	(456)	5.4%.
85048	\$ 398,000	1	5.8%	\$	187	<b>5.0%</b>	\$ 1,988	\$	1,609	\$	(378)	4.8%.
85014	\$ 324,000	1	5.5%	\$	211	≥ 8.8%	\$ 1,756	\$	1,310	\$	(446)	5.2%.
85050	\$ 394,700	1	4.1%	\$	205	<b>9</b> .4%	\$ 2,101	\$	1,596	\$	(505)	5.1%.
85331	\$ 537,000	1	4.8%	\$	219	<b>1</b> 5.9%	\$ 2,657	\$	2,172	\$	(485)	4.7%.
85053	\$ 250,800	2	8.1%	\$	148	<b>&gt;</b> 7.9%	\$ 1,522	\$	1,014	\$	(508)	5.8%.
85353	\$ 257,000	1	5.9%	\$	128	<b>9.8%</b>	\$ 1,507	\$	1,039	\$	(468)	5.6%.
85024	\$ 328,900	1	4.9%	\$	188	<b>9</b> .9%	\$ 1,790	\$	1,330	\$	(460)	5.2%.
85013	\$ 356,100	1	2.3%	\$	212	<b>≥</b> 7.6%	\$ 1,777	\$	1,440	\$	(337)	4.8%.
85085	\$ 424,700	1	4.1%	\$	166	<b>9.2%</b>	\$ 2,312	\$	1,717	\$	(594)	5.2%.

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# Market Timing Rating and Valuations: Phoenix and Major Cities and Zips

Study Area		Rating	Median	Re	ntal Parity	% Over/Under Rental Parity	Historic Premium	% Over/Under Historic Prem.
Phoenix	1	9	\$ 280,700	\$	390,900	-28.1%	-12.4%	-15.7%
Maricopa County	1	8	\$ 313,900	\$	423,800	26.0%	-12.6%	-13.4%
Pima County	1	9	\$ 233,400	\$	339,300	<b>31.2%</b>	-17.8%	-13.4%
Pinal County	1	10	\$ 243,700	\$	358,200	-32.0%	-11.0%	-21.0%
Yavapai County	1	8	\$ 333,400	\$	411,800	19.0%	-12.8%	▶ -6.2%
Tucson	₹	7	\$ 221,000	\$	326,200	-32.2%	-21.5%	<b> </b> ►-10.7%
Mesa	1	8	\$ 289,300	\$	408,600	29.2%	-16.7%	-12.5%
Chandler	1	9	\$ 359,200	\$	469,700	-23.5%	-7.3%	-16.2%
Glendale	<b>A</b>	7	\$ 267,500	\$	389,800	_31.3%	-18.9%	12.4%
Gilbert	1	8	\$ 380,700	\$	459,700	17.2%	-5.3%	<b> </b> ►-11.9%
Scottsdale	1	8	\$ 551,600	\$	761,600	27.5%	-29.9%	▶ 2.4%
Tempe	1	8	\$ 330,200	\$	483,200	<b>31.7%</b>	-19.9%	<b> </b> ►-11.8%
Peoria	1	9	\$ 322,500	\$	427,400	-24.5%	-6.6%	17.9%
Yuma	1	8	\$ 178,600	\$	260,200	-31.4%	-30.0%	<sup>▶</sup> -1.4%
Queen Creek	1	9	\$ 338,100	\$	394,100	-14.2%	1.5%	15.7%
Surprise	1	10	\$ 290,600	\$	397,600	-26.9%	-5.1%	-21.8%
Rio Vista	1	10	\$ 385,000	\$	490,000	21.5%	-2.4%	19.1%
Paradise Valley	1	8	\$ 378,000	\$	523,200	27.7%	-14.7%	<b>-13.0%</b>
Deer Valley	1	8	\$ 286,300	\$	398,800	-28.2%	-17.4%	<b> </b> ►-10.8%
Camelback East	<b>A</b>	7	\$ 392,500	\$	539,200	-27.2%	-26.8%	<b> </b> -0.4%
South Mountain	A	6	\$ 232,100	\$	351,800	<u>-34.0%</u>	-31.1%	<b> </b> -2.9%
Ahwatukee Foothills	1	9	\$ 371,400	\$	488,100	23.9%	-6.8%	17.1%
Estrella	<b>A</b>	7	\$ 241,200	\$	347,400	<b>-30.6%</b>	-17.0%	<b>-13.6%</b>
Encanto	77	6	\$ 326,200	\$	390,900	16.6%	-25.4%	▶ 8.8%
Desert View	1	9	\$ 464,500	\$	620,100	-25.1%	-10.7%	-14.4%
Laveen	1	8	\$ 272,800	\$	383,500	-28.8%	-11.9%	-16.9%

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# Market Timing Rating and Valuations: Phoenix and Major Cities and Zips

Study Area		Rating	l	Median	Re	ntal Parity	% Over/Under Rental Parity	Historic Premium	% Over/Under Historic Prem.
North Gateway	1	10	\$	414,500	\$	558,500	25.8%	-3.7%	-22.1%
85032	<b>A</b>	7	\$	305,800	\$	424,700	-28.0%	-21.1%	<b>▶</b> -6.9%
85022	1	8	\$	315,300	\$	449,500	-29.9%	-17.3%	<b>-12.6%</b>
85008	77	7	\$	253,300	\$	375,000	-32.5%	-17.8%	▶ 2.1%
85254	₹	7	\$	568,400	\$	689,100	17.5%	-13.6%	<b> </b> -3.9%
85016	A	7	\$	374,200	\$	476,600	-21.4%	-24.0%	<b>№</b> 2.6%
85018	•	2	\$	610,700	\$	707,300	<b>-13.7%</b>	-28.4%	<b>1</b> 4.7%
85044	1	9	\$	334,200	\$	456,400	-26.8%	-11.6%	15.2%
85041	网	6	\$	239,000	\$	351,300	-31.9%	-26.7%	<b> </b> -5.2%
85020	N	7	\$	287,900	\$	423,100	-32.0%	-29.6%	<b> </b> -2.4%
85021	N	7	\$	311,400	\$	427,700	-27.2%	-24.5%	<b> </b> -2.7%
85015	1	8	\$	236,400	\$	361,300	<b>34.6%</b>	-33.2%	-1.4%
85023	1	8	\$	286,800	\$	400,000	-28.3%	-12.3%	-16.0%
85339	1	9	\$	282,000	\$	394,600	-28.5%	-11.6%	16.9%
85048	1	9	\$	398,000	\$	491,500	-19.1%	-7.4%	<b> </b> ►-11.7%
85014	A	7	\$	324,000	\$	434,300	-25.4%	-27.4%	▶ 2.0%
85050	1	9	\$	394,700	\$	519,500	-24.0%	-9.5%	-14.5%
85331	1	9	\$	537,000	\$	657,000	<b>-</b> 18.3%	-6.3%	<b> </b> ►-12.0%
85053	₹	7	\$	250,800	\$	376,400	-33.4%	-22.0%	<b> </b> ►-11.4%
85353	1	9	\$	257,000	\$	372,600	-31.0%	-10.8%	20.2%
85024	1	8	\$	328,900	\$	442,500	-25.7%	-13.0%	12.7%
85013	<b>A</b>	7	\$	356,100	\$	439,400	<b>-</b> 19.0%	-21.7%	▶ 2.7%
85085	1	9	\$	424,700	\$	571,600	-25.7%	-7.6%	18.1%

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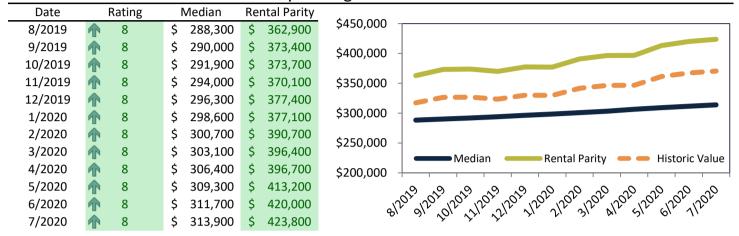
# Maricopa County Housing Market Value & Trends Update

Historically, properties in this market sell at a -12.6% discount. Today's discount is 26.0%. This market is 13.4% undervalued. Median home price is \$313,900, and resale \$/SF is \$173/SF. Prices rose 6.6% year-over-year.

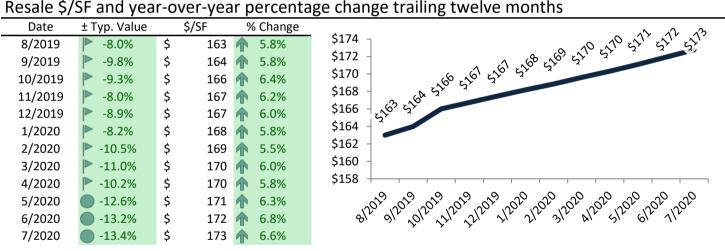
Monthly cost of ownership is \$1,269, and rents average \$1,713, making owning \$444 per month less costly than renting. Rents rose 9.4% year-over-year. The current capitalization rate (rent/price) is 5.2%.

Market rating = 8

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>,</b>		1.		
Date	% Change	Rent		Own	\$1,800 7 6 3 3 3 3 3 3 3 3 3
8/2019	<b>2</b> 7.8%	\$ 1,586	\$	1,260	\$1,800 ] 38 35 35 55 55 55 55 55 55 55 55 55 55 55
9/2019	<b>2</b> 8.6%	\$ 1,598	\$	1,241	\$1,600
10/2019	<b>9.4%</b>	\$ 1,611	\$	1,258	\$1,000 ·
11/2019	<b>9.7%</b>	\$ 1,623	\$	1,289	Ć4 400
12/2019	<b>9.7%</b>	\$ 1,635	\$	1,283	\$1,400
1/2020	<b>9.7%</b>	\$ 1,646	\$	1,303	
2/2020	<b>9.7%</b>	\$ 1,657	\$	1,275	\$1,200 -
3/2020	9.8%	\$ 1,669	\$	1,276	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>9.9%</b>	\$ 1,681	\$	1,298	\$1,000
5/2020	9.8%	\$ 1,692	\$	1,267	<sup>2</sup> 43 <sup>2</sup> 43 <sup>2</sup> 43 <sup>2</sup> 40 <sup>2</sup> 40 <sup>2</sup> 40
6/2020	<b>9.5%</b>	\$ 1,703	\$	1,264	8/213 July 2/2013 1/2010 M2010 6/2010
7/2020	9.4%	\$ 1.714	\$	1.269	УУУ

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# Pima County Housing Market Value & Trends Update

Historically, properties in this market sell at a -17.8% discount. Today's discount is 31.2%. This market is 13.4% undervalued.

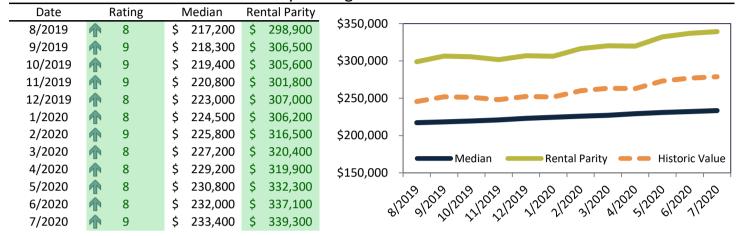
Median home price is \$233,400, and resale \$/SF is \$141/SF. Prices rose 6.3% year-over-year.

Monthly cost of ownership is \$943, and rents average \$1,372, making owning \$428 per month less costly than renting.

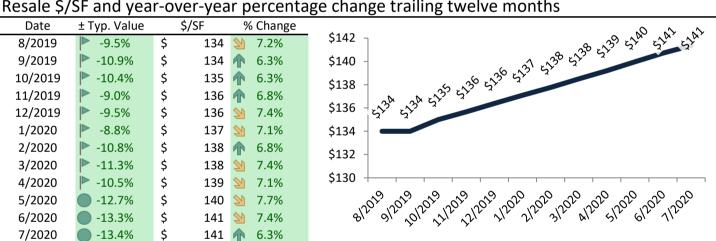
Rents rose 5.9% year-over-year. The current capitalization rate (rent/price) is 5.6%.

Market rating = 9

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

			<u> </u>	
Date	% Change	Rent	Own	\$1,500 7 66 17 28 18 29 26 18 28 28 28 28 28
8/2019	<b>4.8%</b>	\$ 1,306	\$ 949	
9/2019	<b>5.1%</b>	\$ 1,312	\$ 934	
10/2019	<b>5.4%</b>	\$ 1,318	\$ 946	\$1,300 -
11/2019	<b>5.7%</b>	\$ 1,324	\$ 968	\$1,200 -
12/2019	<b>5.9%</b>	\$ 1,330	\$ 966	\$1,100 -
1/2020	<b>6.0%</b>	\$ 1,336	\$ 980	\$1,000 -
2/2020	<b>6.1%</b>	\$ 1,343	\$ 958	
3/2020	<b>6.2%</b>	\$ 1,349	\$ 957	\$900 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>6.3%</b>	\$ 1,355	\$ 971	\$800 +
5/2020	<b>6.2%</b>	\$ 1,361	\$ 945	
6/2020	<b>6.0%</b>	\$ 1,367	\$ 941	state totale thate thate thate thate
7/2020	5.9%	\$ 1.372	\$ 944	y y

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# Pinal County Housing Market Value & Trends Update

Historically, properties in this market sell at a -11.0% discount. Today's discount is 32.0%. This market is 21.0% undervalued.

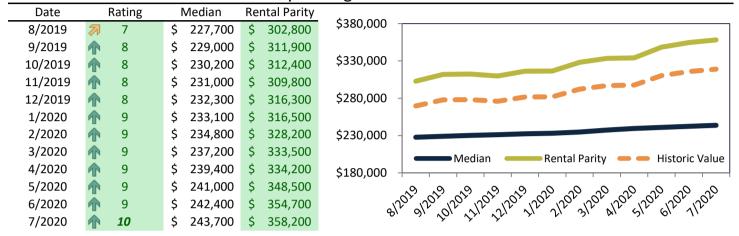
Median home price is \$243,700, and resale \$/SF is \$126/SF. Prices rose 6.0% year-over-year.

Monthly cost of ownership is \$985, and rents average \$1,448, making owning \$463 per month less costly than renting.

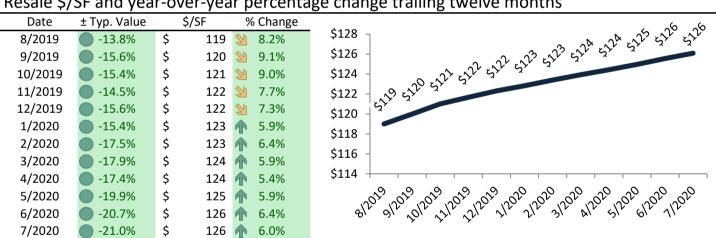
Rents rose 11.2% year-over-year. The current capitalization rate (rent/price) is 5.7%.

Market rating = 10

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

						, , , ,
Date	% Change		Rent		Own	\$1,500 7 23 24 28 20 28 20 28 28
8/2019	<b>9.7%</b>	\$	1,323	\$	995	
9/2019	<b>10.5%</b>	\$	1,335	\$	980	• • •
10/2019	<b>11.2%</b>	\$	1,347	\$	992	\$1,300 -
11/2019	<b>11.5%</b>	\$	1,359	\$	1,013	\$1,200 -
12/2019	<b>11.6%</b>	\$	1,370	\$	1,006	\$1,100 -
1/2020	<b>11.5%</b>	\$	1,381	\$	1,017	\$1,000 -
2/2020	<b>11.6%</b>	\$	1,392	\$	996	
3/2020	<b>11.8%</b>	\$	1,404	\$	999	\$900 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>11.9%</b>	\$	1,416	\$	1,014	\$800
5/2020	<b>11.8%</b>	\$	1,428	\$	987	23 23 23 20 20 20
6/2020	<b>11.4%</b>	\$	1,438	\$	983	812029 2012029 212020 812020 812020 812020
7/2020	<b>№</b> 11.2%	Ś	1.449	Ś	985	у у

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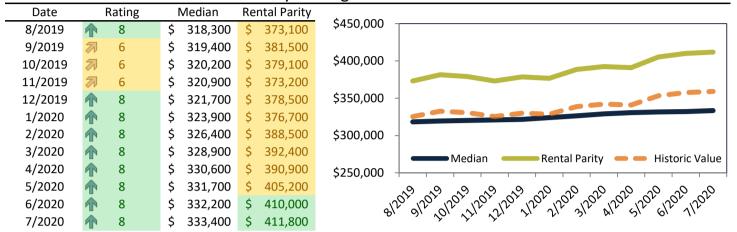
# Yavapai County Housing Market Value & Trends Update

Historically, properties in this market sell at a -12.8% discount. Today's discount is 19.0%. This market is 6.2% undervalued. Median home price is \$333,400, and resale \$/SF is \$188/SF. Prices rose 2.7% year-over-year.

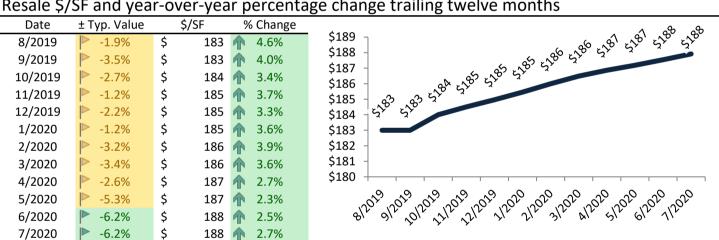
Monthly cost of ownership is \$1,348, and rents average \$1,665, making owning \$317 per month less costly than renting. Rents rose 2.6% year-over-year. The current capitalization rate (rent/price) is 4.8%.

Market rating = 8

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

			1		
Date	% Change	Rent	0	wn	\$1,700 ] 30 30 30 30 30 30 30 30 30 30 30 30
8/2019	<b>1</b> 2.1%	\$ 1,630	\$	1,391	\$1,700 \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \
9/2019	2.0%	\$ 1,632	\$	1,367	\$1,600
10/2019	<b>1.9%</b>	\$ 1,634	\$	1,380	
11/2019	2.0%	\$ 1,637	\$	1,407	\$1,500 -
12/2019	<b>1</b> 2.1%	\$ 1,640	\$	1,393	\$1,400 -
1/2020	<b>1.4%</b>	\$ 1,644	\$	1,413	\$1,400
2/2020	<b>1</b> 2.6%	\$ 1,648	\$	1,384	\$1,300 -
3/2020	<b>1</b> 2.8%	\$ 1,652	\$	1,385	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>1</b> 2.9%	\$ 1,656	\$	1,401	\$1,200
5/2020	<b>1.9%</b>	\$ 1,660	\$	1,358	59 59 59 50 50
6/2020	<b>1</b> 2.7%	\$ 1,662	\$	1,347	state totale that that there was show
7/2020	<b>2.6%</b>	\$ 1.665	\$	1.348	y y

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# Tucson Housing Market Value & Trends Update

Historically, properties in this market sell at a -21.5% discount. Today's discount is 32.2%. This market is 10.7% undervalued.

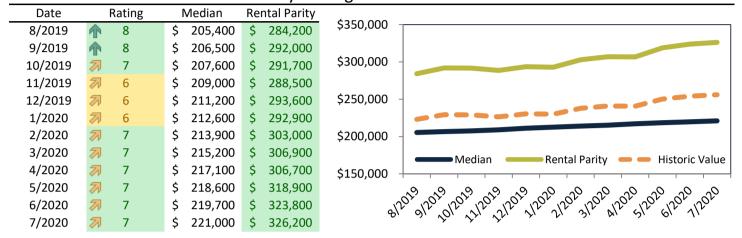
Median home price is \$221,000, and resale \$/SF is \$141/SF. Prices rose 8.2% year-over-year.

Monthly cost of ownership is \$893, and rents average \$1,319, making owning \$425 per month less costly than renting.

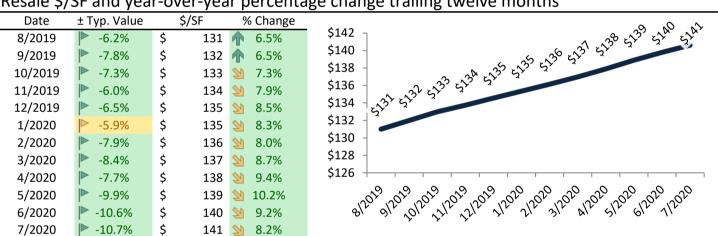
Rents rose 7.2% year-over-year. The current capitalization rate (rent/price) is 5.7%.

Market rating = 7

#### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>/</b>				
Date	% Change	Rent		Own	. \$1,500 ] N N N N N N N N N N N N N N N N N N
8/2019	<b>6.5%</b>	\$ 1,2	42 \$	897	. \$1,500 ] ^ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \
9/2019	<b>2</b> 7.0%	\$ 1,2	49 \$	884	\$1,300
10/2019	<b>2</b> 7.5%	\$ 1,2	57 \$	895	
11/2019	<b>2</b> 7.7%	\$ 1,2	65 \$	916	\$1,100 -
12/2019	<b>2</b> 7.6%	\$ 1,2	72 \$	915	\$900 -
1/2020	<b>&gt;</b> 7.5%	\$ 1,2	79 \$	928	2500
2/2020	<b>2</b> 7.4%	\$ 1,2	85 \$	907	\$700 -
3/2020	<b>2</b> 7.5%	\$ 1,2	92 \$	906	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>2</b> 7.6%	\$ 1,2	.99 \$	920	\$500 +
5/2020	<b>2</b> 7.5%	\$ 1,3	06 \$	895	29 29 29 20 20 20
6/2020	<b>&gt;</b> 7.3%	\$ 1,3	13 \$	891	81219 Jolans Juans Juans 11200 11200 612010
7/2020	<b>№</b> 7.2%	\$ 1.3	19 S	894	У

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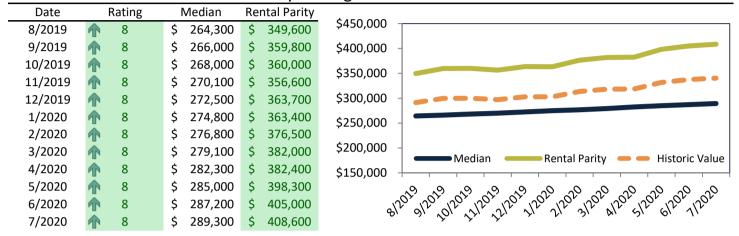
# Mesa Housing Market Value & Trends Update

Historically, properties in this market sell at a -16.7% discount. Today's discount is 29.2%. This market is 12.5% undervalued. Median home price is \$289,300, and resale \$/SF is \$170/SF. Prices rose 6.8% year-over-year.

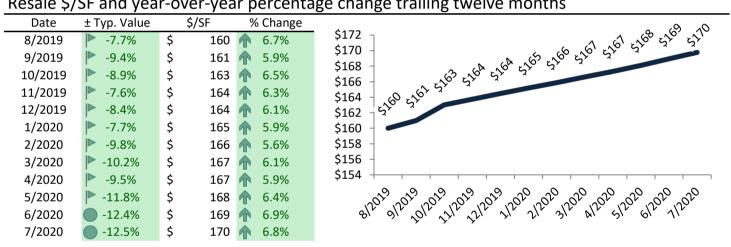
Monthly cost of ownership is \$1,169, and rents average \$1,652, making owning \$482 per month less costly than renting. Rents rose 9.5% year-over-year. The current capitalization rate (rent/price) is 5.5%.

Market rating = 8

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

			7 1-		
Date	% Change	Ren	it	Own	\$1,700 7 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3
8/2019	<b>2</b> 7.7%	\$ 1	.,528 \$	1,155	\$1,700 5 50 50 50 50 50 50 50 50 50 50 50 50
9/2019	<b>2</b> 8.6%	\$ 1	,540 \$	1,138	
10/2019	9.3%	\$ 1	,552 \$	1,155	\$1,500 -
11/2019	<b>9.7%</b>	\$ 1	,564 \$	1,184	\$1,400 -
12/2019	<b>9.8%</b>	\$ 1	,575 \$	1,180	\$1,300 -
1/2020	<b>9.7%</b>	\$ 1	.,586 \$	1,199	\$1,200 -
2/2020	<b>9.8%</b>	\$ 1	,597 \$	1,174	
3/2020	<b>9.9%</b>	\$ 1	,609 \$	1,175	\$1,100 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>10.0%</b>	\$ 1	,620 \$	1,196	\$1,000
5/2020	<b>9.9%</b>	\$ 1	,632 \$	1,167	25 25 25 20 20 20
6/2020	<b>9.6%</b>	\$ 1	,642 \$	1,164	shore intore those those those elose
7/2020	9.5%	\$ 1	.652 \$	1.170	у

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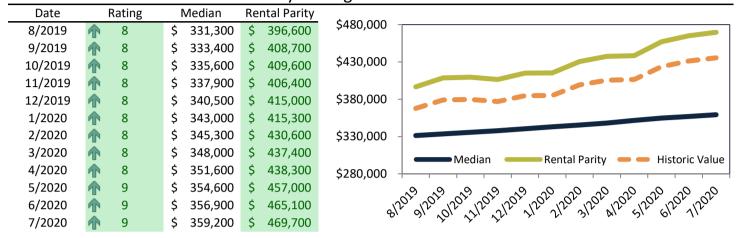
# Chandler Housing Market Value & Trends Update

Historically, properties in this market sell at a -7.3% discount. Today's discount is 23.5%. This market is 16.2% undervalued. Median home price is \$359,200, and resale \$/SF is \$185/SF. Prices rose 5.8% year-over-year.

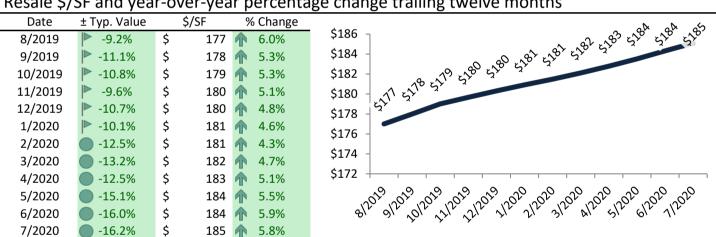
Monthly cost of ownership is \$1,452, and rents average \$1,899, making owning \$447 per month less costly than renting. Rents rose 11.2% year-over-year. The current capitalization rate (rent/price) is 5.1%.

Market rating = 9

#### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	7		7 7 0 0 1.	٠ ٢	3	5
Date	% Change	R	Rent		Own	\$2,000 7 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
8/2019	<b>9.0%</b>	\$	1,733	\$	1,447	\$2,000 - 51,900 - 51,800 - 51,100 - 51,8
9/2019	2 10.1%	\$	1,749	\$	1,426	11 271 27 3 x
10/2019	<b>11.2%</b>	\$	1,766	\$	1,447	\$1,800 - \$2, - 3, - 1
11/2019	<b>11.7%</b>	\$	1,782	\$	1,482	\$1,700 -
12/2019	<b>11.8%</b>	\$	1,798	\$	1,475	\$1,600 -
1/2020	<b>11.7%</b>	\$	1,812	\$	1,497	\$1,500 -
2/2020	<b>11.6%</b>	\$	1,827	\$	1,465	
3/2020	<b>11.7%</b>	\$	1,841	\$	1,465	\$1,400 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>11.8%</b>	\$	1,857	\$	1,489	\$1,300
5/2020	<b>11.7%</b>	\$	1,872	\$	1,452	25 25 25 20 20 20
6/2020	<b>11.3%</b>	\$	1,886	\$	1,447	812013 1012013 112013 11200 NIDOO 612020
7/2020	<b>№</b> 11.2%	\$	1.900	\$	1.453	Y Y

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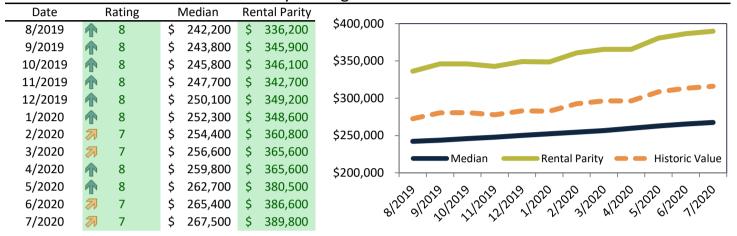
# Glendale Housing Market Value & Trends Update

Historically, properties in this market sell at a -18.9% discount. Today's discount is 31.3%. This market is 12.4% undervalued. Median home price is \$267,500, and resale \$/SF is \$151/SF. Prices rose 7.6% year-over-year.

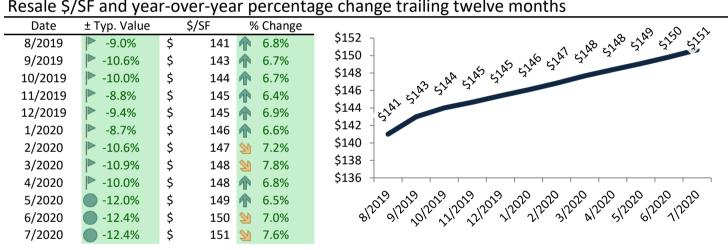
Monthly cost of ownership is \$1,081, and rents average \$1,576, making owning \$494 per month less costly than renting. Rents rose 8.4% year-over-year. The current capitalization rate (rent/price) is 5.7%.

Market rating = 7

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

					,
Date	% Change	Rent		Own	\$1,700 7 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
8/2019	<b>8.0%</b>	\$ 1,469	\$	1,058	\$1,700
9/2019	<b>2</b> 8.7%	\$ 1,480	\$	1,043	\$1,600 - 1,100
10/2019	<b>9.4%</b>	\$ 1,492	\$	1,059	\$1,500
11/2019	<b>9.5%</b>	\$ 1,503	\$	1,086	\$1,400 -
12/2019	<b>9.4%</b>	\$ 1,513	\$	1,083	\$1,300 -
1/2020	<b>9.0%</b>	\$ 1,521	\$	1,101	\$1,200 -
2/2020	<b>21</b> 8.8%	\$ 1,530	\$	1,079	
3/2020	<b>2</b> 8.7%	\$ 1,539	\$	1,080	\$1,100 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>2</b> 8.7%	\$ 1,549	\$	1,101	\$1,000
5/2020	<b>3</b> 8.7%	\$ 1,558	\$	1,076	23 23 23 20 20 20
6/2020	≥ 8.5%	\$ 1,567	\$	1,076	812023 3012023 312023 312020 W12020 612020
7/2020	<b>№</b> 8.4%	\$ 1577	Ś	1.082	y y

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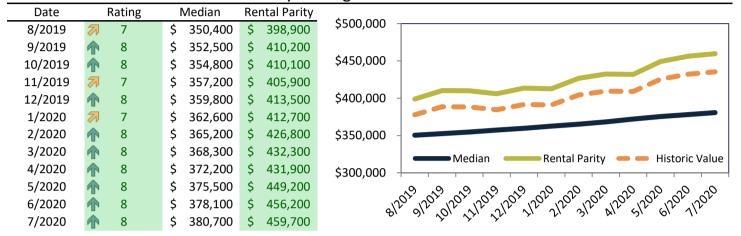
# Gilbert Housing Market Value & Trends Update

Historically, properties in this market sell at a -5.3% discount. Today's discount is 17.2%. This market is 11.9% undervalued. Median home price is \$380,700, and resale \$/SF is \$177/SF. Prices rose 6.0% year-over-year.

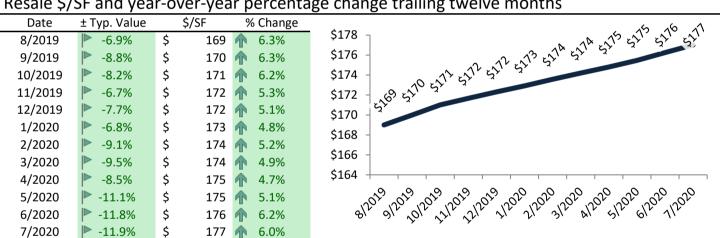
Monthly cost of ownership is \$1,539, and rents average \$1,859, making owning \$319 per month less costly than renting. Rents rose 7.6% year-over-year. The current capitalization rate (rent/price) is 4.7%.

Market rating = 8

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

			J		
Date	% Change	Rent	0	wn	\$1,900 7 6 6 60 60 60 60 60 60 60
8/2019	<b>2</b> 7.0%	\$ 1,743	\$	1,531	\$1,900
9/2019	<b>2</b> 7.8%	\$ 1,755	\$	1,508	\$1,800 5 5 5 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7
10/2019	<b>2</b> 8.4%	\$ 1,768	\$	1,529	
11/2019	<b>2</b> 8.6%	\$ 1,780	\$	1,566	\$1,700 -
12/2019	<b>%</b> 8.6%	\$ 1,791	\$	1,559	\$1,600 -
1/2020	<b>2</b> 8.3%	\$ 1,801	\$	1,582	<b>J1,000</b>
2/2020	<b>2</b> 8.1%	\$ 1,811	\$	1,549	\$1,500 -
3/2020	<b>2</b> 7.9%	\$ 1,820	\$	1,551	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>2</b> 7.8%	\$ 1,830	\$	1,577	\$1,400
5/2020	<b>2</b> 7.7%	\$ 1,840	\$	1,538	25 25 25 20 20 20
6/2020	<b>2</b> 7.6%	\$ 1,850	\$	1,533	shore intore those those those enough
7/2020	<b>№</b> 7.6%	\$ 1.859	\$	1.539	у

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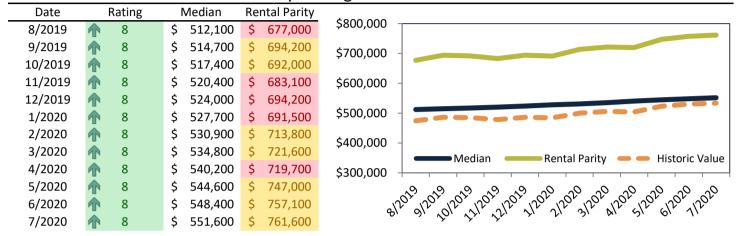
# Scottsdale Housing Market Value & Trends Update

Historically, properties in this market sell at a -29.9% discount. Today's discount is 27.5%. This market is 2.4% overvalued. Median home price is \$551,600, and resale \$/SF is \$253/SF. Prices rose 4.8% year-over-year.

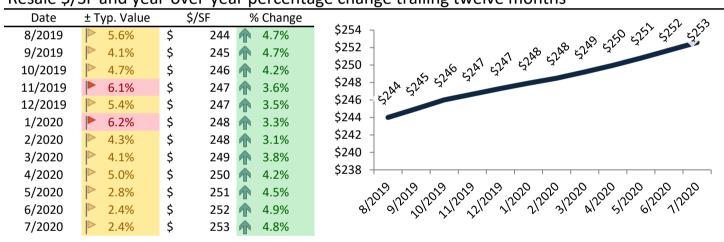
Monthly cost of ownership is \$2,230, and rents average \$3,079, making owning \$849 per month less costly than renting. Rents rose 4.6% year-over-year. The current capitalization rate (rent/price) is 5.4%.

Market rating = 8

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

								, , , , , , , , , , , , , , , , , , , ,
Date	е	%	Change		Rent		Own	\$3,400 7 69 69 69 69 69 69 69 69 69 69
8/202	19	1	4.0%	\$	2,958	\$	2,237	\$3,400 \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \
9/20:	19	1	4.4%	\$	2,970	\$	2,202	\$2,900
10/20	19	1	4.8%	\$	2,983	\$	2,230	\$2,900
11/20	19	1	5.0%	\$	2,996	\$	2,282	42.400
12/20	19	1	5.0%	\$	3,007	\$	2,270	\$2,400 -
1/202	20	1	4.9%	\$	3,018	\$	2,303	
2/202	20	1	4.8%	\$	3,028	\$	2,252	\$1,900 -
3/202	20	1	4.8%	\$	3,038	\$	2,251	Rent Own Historic Cost to Own Relative to Rent
4/202	20	1	4.8%	\$	3,049	\$	2,288	\$1,400
5/202	20	1	4.8%	\$	3,060	\$	2,230	
6/202	20	1	4.7%	\$	3,070	\$	2,223	81213 101213 11213 11212 WIDIO 91212
7/202	20		4.6%	Ś	3.080	Ś	2.231	Y Y

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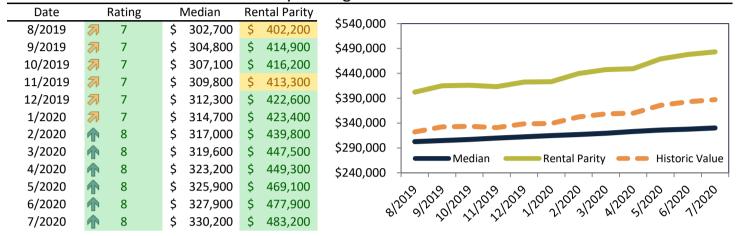
# Tempe Housing Market Value & Trends Update

Historically, properties in this market sell at a -19.9% discount. Today's discount is 31.7%. This market is 11.8% undervalued. Median home price is \$330,200, and resale \$/SF is \$192/SF. Prices rose 6.0% year-over-year.

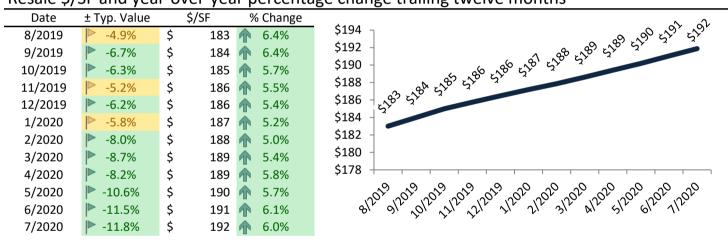
Monthly cost of ownership is \$1,335, and rents average \$1,954, making owning \$618 per month less costly than renting. Rents rose 13.2% year-over-year. The current capitalization rate (rent/price) is 5.7%.

Market rating = 8

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>,</b>		,	1 .		, , , , , , , , , , , , , , , , , , , ,
Date	% Change	R	Rent		Own	\$2,100 7
8/2019	<b>10.0%</b>	\$	1,757	\$	1,323	\$1,900 3,151,155,165,165,1653,653,654,654,654,653,654,653,654
9/2019	<b>11.3%</b>	\$	1,775	\$	1,304	\$1,900 = \$11 551 551 551 57 57
10/2019	<b>12.4%</b>	\$	1,794	\$	1,324	
11/2019	<b>13.0%</b>	\$	1,813	\$	1,359	\$1,700 -
12/2019	<b>13.3%</b>	\$	1,831	\$	1,353	\$1,500 -
1/2020	<b>13.4%</b>	\$	1,848	\$	1,373	\$1,500
2/2020	<b>13.6%</b>	\$	1,866	\$	1,345	\$1,300 -
3/2020	<b>13.9%</b>	\$	1,884	\$	1,346	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>14.2%</b>	\$	1,903	\$	1,369	\$1,100
5/2020	<b>14.0%</b>	\$	1,921	\$	1,335	23 23 23 20 20 20
6/2020	<b>13.5%</b>	\$	1,938	\$	1,329	812029 JO12029 J12020 V12020 P12020 P12020
7/2020	≥ 13.2%	Ś	1.954	\$	1.335	у у

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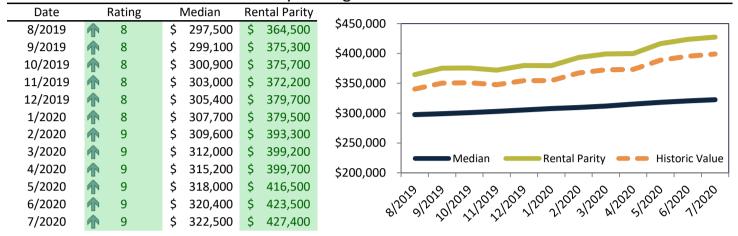
# Peoria Housing Market Value & Trends Update

Historically, properties in this market sell at a -6.6% discount. Today's discount is 24.5%. This market is 17.9% undervalued. Median home price is \$322,500, and resale \$/SF is \$161/SF. Prices rose 5.3% year-over-year.

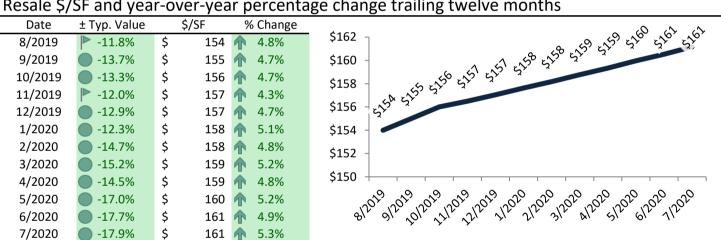
Monthly cost of ownership is \$1,304, and rents average \$1,728, making owning \$424 per month less costly than renting. Rents rose 9.9% year-over-year. The current capitalization rate (rent/price) is 5.1%.

Market rating = 9

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$1,600 7 293-
8/2019	<b>8.1%</b>	\$ 1,593	\$ 1,300	\$1,600
9/2019	<b>9.0%</b>	\$ 1,606	\$ 1,280	\$1,500
10/2019	9.8%	\$ 1,619	\$ 1,297	\$1,500
11/2019	<b>10.1%</b>	\$ 1,633	\$ 1,329	Ć4 400
12/2019	<b>10.2%</b>	\$ 1,645	\$ 1,323	\$1,400 -
1/2020	<b>10.1%</b>	\$ 1,656	\$ 1,343	
2/2020	2 10.2%	\$ 1,668	\$ 1,313	\$1,300
3/2020	2 10.3%	\$ 1,681	\$ 1,314	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>10.5%</b>	\$ 1,694	\$ 1,335	\$1,200
5/2020	<b>10.4%</b>	\$ 1,706	\$ 1,302	25 25 25 20 20
6/2020	<b>10.1%</b>	\$ 1,717	\$ 1,299	81213 July 211013 11010 More 61210
7/2020	<b>9.9%</b>	\$ 1,729	\$ 1,304	у у

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# Yuma Housing Market Value & Trends Update

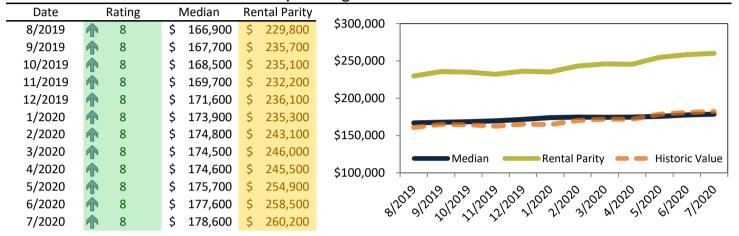
Historically, properties in this market sell at a -30.0% discount. Today's discount is 31.4%. This market is 1.4% undervalued. Median home price is \$178,600, and resale \$/SF is \$118/SF. Prices rose 3.4% year-over-year.

Monthly cost of ownership is \$722, and rents average \$1,052, making owning \$329 per month less costly than renting.

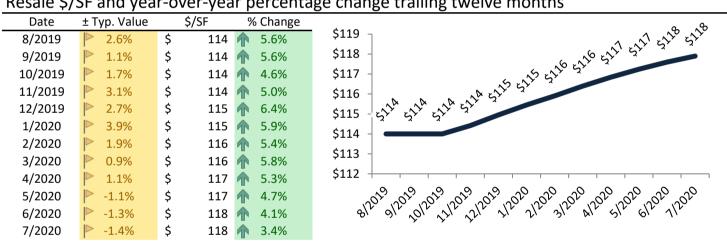
Rents rose 5.4% year-over-year. The current capitalization rate (rent/price) is 5.7%.

Market rating = 8

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<i> </i>	- 7	 	
Date	% Change	Rent	Own	\$1,100 7 20 20 20 20 20 20 20 20 20 20 20 20 20
8/2019	4.3%	\$ 1,004	\$ 729	
9/2019	4.8%	\$ 1,009	\$ 718	\$1,000 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3
10/2019	<b>5.2%</b>	\$ 1,014	\$ 726	\$900 -
11/2019	<b>5.5%</b>	\$ 1,018	\$ 744	
12/2019	<b>5.6%</b>	\$ 1,023	\$ 743	\$800 -
1/2020	<b>5.6%</b>	\$ 1,027	\$ 759	\$700 -
2/2020	5.7%	\$ 1,031	\$ 741	\$600 -
3/2020	<b>5.7%</b>	\$ 1,036	\$ 735	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>5.6%</b>	\$ 1,040	\$ 740	\$500 +
5/2020	5.6%	\$ 1,044	\$ 720	
6/2020	5.5%	\$ 1,048	\$ 720	8/213 July 2/2123 1/220 M2020 Ploto
7/2020	5.4%	\$ 1.052	\$ 722	Y Y

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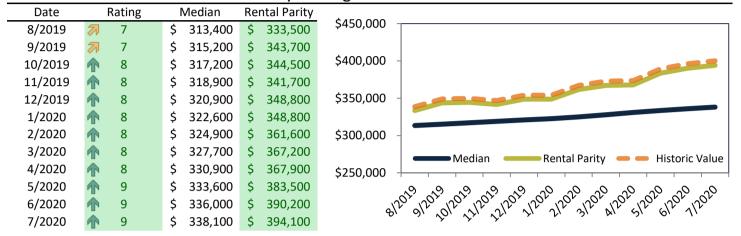
# Queen Creek Housing Market Value & Trends Update

Historically, properties in this market sell at a 1.5% premium. Today's discount is 14.2%. This market is 15.7% undervalued. Median home price is \$338,100, and resale \$/SF is \$145/SF. Prices rose 4.3% year-over-year.

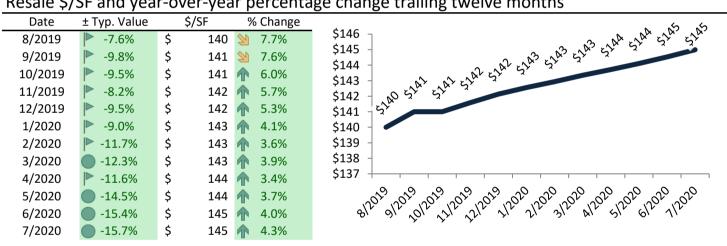
Monthly cost of ownership is \$1,367, and rents average \$1,593, making owning \$226 per month less costly than renting. Rents rose 10.9% year-over-year. The current capitalization rate (rent/price) is 4.5%.

Market rating = 9

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

- remains	te arra year		<del>. , c</del>	<u> </u>	3. 00	Se change training twenternamen
Date	% Change	R	Rent		Own	\$1,700 7
8/2019	9.9%	\$	1,457	\$	1,369	\$1,700 \$1,600 \$1,500
9/2019	<b>10.8%</b>	\$	1,471	\$	1,349	\$1,600 - 3 3 80 80 55 55 55 55 55 55 55
10/2019	<b>11.7%</b>	\$	1,485	\$	1,367	EN EN EN EN EN EN
11/2019	<b>12.0%</b>	\$	1,499	\$	1,398	\$1,500
12/2019	<b>11.9%</b>	\$	1,511	\$	1,390	\$1,400 -
1/2020	<b>11.5%</b>	\$	1,522	\$	1,408	<b>31,400</b>
2/2020	<b>11.4%</b>	\$	1,534	\$	1,378	\$1,300 -
3/2020	<b>11.4%</b>	\$	1,546	\$	1,380	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>11.5%</b>	\$	1,559	\$	1,402	\$1,200
5/2020	<b>11.4%</b>	\$	1,571	\$	1,366	25 25 25 20 20
6/2020	<b>11.1%</b>	\$	1,582	\$	1,362	81213 101213 171213 17510 11510 PISTO
7/2020	<b>10.9%</b>	\$	1,594	\$	1,367	y

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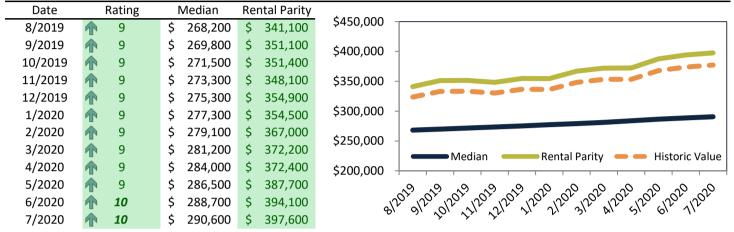
# Surprise Housing Market Value & Trends Update

Historically, properties in this market sell at a -5.1% discount. Today's discount is 26.9%. This market is 21.8% undervalued. Median home price is \$290,600, and resale \$/SF is \$150/SF. Prices rose 5.8% year-over-year.

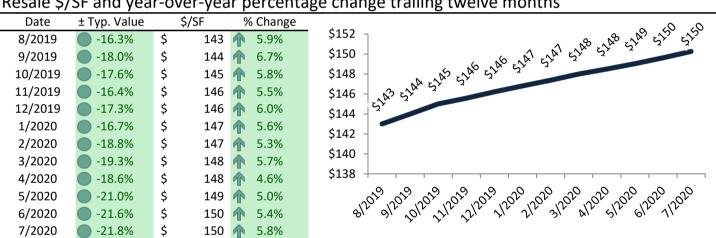
Monthly cost of ownership is \$1,175, and rents average \$1,607, making owning \$432 per month less costly than renting. Rents rose 9.1% year-over-year. The current capitalization rate (rent/price) is 5.3%.

Market rating = 10

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>,</b>	- <i>1</i>	1.		
Date	% Change	Rent		Own	\$1,700 7 8 8 8 8 8
8/2019	<b>2</b> 7.8%	\$ 1,490	\$	1,172	\$1,700 3,600 3,600 3,500
9/2019	<b>8.7%</b>	\$ 1,502	\$	1,154	7 7
10/2019	<b>9.5%</b>	\$ 1,515	\$	1,170	\$1,500 -
11/2019	9.8%	\$ 1,527	\$	1,198	\$1,400 -
12/2019	<b>9.7%</b>	\$ 1,537	\$	1,192	\$1,300 -
1/2020	<b>9.5%</b>	\$ 1,547	\$	1,210	\$1,200 -
2/2020	<b>9.4%</b>	\$ 1,557	\$	1,184	
3/2020	<b>9.4%</b>	\$ 1,567	\$	1,184	\$1,100 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>9.5%</b>	\$ 1,578	\$	1,203	\$1,000
5/2020	<b>9.4%</b>	\$ 1,588	\$	1,173	75 75 75 70 70 70
6/2020	<b>9.2%</b>	\$ 1,598	\$	1,170	81213 July 211213 11212 Ways 91212
7/2020	9.1%	\$ 1.608	\$	1.175	у у

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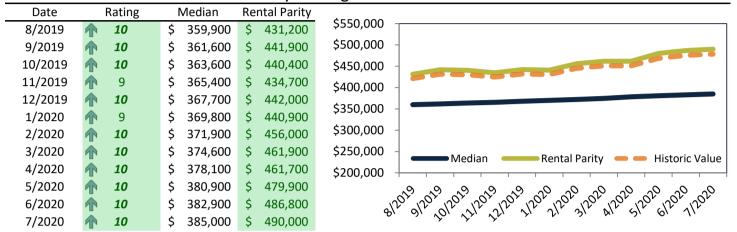
# Rio Vista Housing Market Value & Trends Update

Historically, properties in this market sell at a -2.4% discount. Today's discount is 21.5%. This market is 19.1% undervalued. Median home price is \$385,000, and resale \$/SF is \$151/SF. Prices rose 4.9% year-over-year.

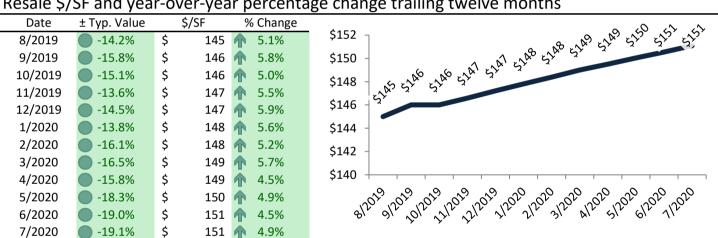
Monthly cost of ownership is \$1,556, and rents average \$1,981, making owning \$424 per month less costly than renting. Rents rose 6.2% year-over-year. The current capitalization rate (rent/price) is 4.9%.

Market rating = 10

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

			1	0 0 0
Date	% Change	Rent	Own	. \$2,200 ¬ & A A A A A A A A A A A A A
8/2019	4.7%	\$ 1,884	\$ 1,572	
9/2019	4.9%	\$ 1,891	\$ 1,547	\$5,000 - 2, 2, 2, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3,
10/2019	<b>5.0%</b>	\$ 1,899	\$ 1,567	\$1,800 -
11/2019	<b>5.2%</b>	\$ 1,906	\$ 1,602	
12/2019	5.4%	\$ 1,915	\$ 1,593	\$1,600 -
1/2020	5.7%	\$ 1,924	\$ 1,614	\$1,400 -
2/2020	<b>6.2%</b>	\$ 1,934	\$ 1,577	\$1,200
3/2020	<b>6.5%</b>	\$ 1,945	\$ 1,577	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>6.9%</b>	\$ 1,956	\$ 1,602	\$1,000
5/2020	<b>6.7%</b>	\$ 1,966	\$ 1,560	S S S S S
6/2020	6.4%	\$ 1,974	\$ 1,552	grais joins trais trais mas plass
7/2020	6.2%	\$ 1.982	\$ 1.557	Y Y

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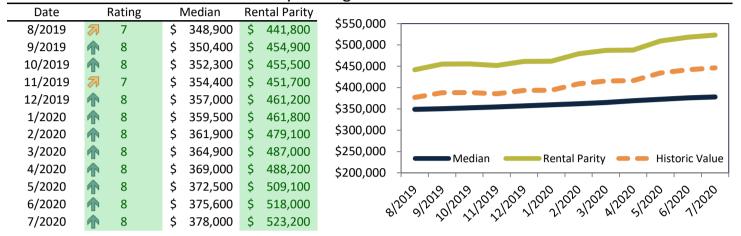
# Paradise Valley Housing Market Value & Trends Update

Historically, properties in this market sell at a -14.7% discount. Today's discount is 27.7%. This market is 13.0% undervalued. Median home price is \$378,000, and resale \$/SF is \$206/SF. Prices rose 5.6% year-over-year.

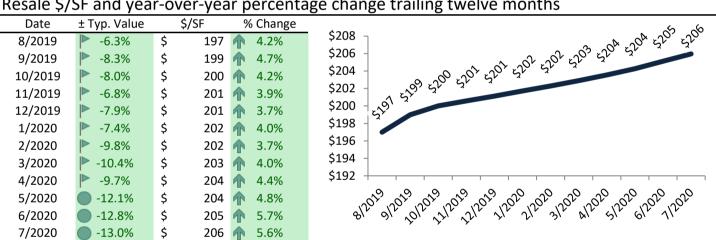
Monthly cost of ownership is \$1,528, and rents average \$2,115, making owning \$587 per month less costly than renting. Rents rose 11.3% year-over-year. The current capitalization rate (rent/price) is 5.4%.

Market rating = 8

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

					, , , , , , , , , , , , , , , , , , , ,	
Date	% Change	Rent		Own	\$2,200 7 30 36 35 36 35 36 36 36 36 36 36	
8/2019	<b>2</b> 8.3%	\$ 1,930	\$	1,524	+ \\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	
9/2019	<b>9.2%</b>	\$ 1,946	\$	1,499	\$5,000 - 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3,	
10/2019	2 10.1%	\$ 1,963	\$	1,519	\$1,800 -	
11/2019	<b>10.7%</b>	\$ 1,981	\$	1,554		
12/2019	<b>11.1%</b>	\$ 1,998	\$	1,546	\$1,600 -	
1/2020	<b>11.4%</b>	\$ 2,015	\$	1,569	\$1,400 -	
2/2020	<b>11.7%</b>	\$ 2,032	\$	1,535	\$1,200	
3/2020	<b>11.9%</b>	\$ 2,050	\$	1,536	Rent Own Historic Cost to Own Relative to Rent	
4/2020	<b>12.1%</b>	\$ 2,068	\$	1,563	\$1,000	
5/2020	<b>11.9%</b>	\$ 2,085	\$	1,526		
6/2020	<b>11.5%</b>	\$ 2,100	\$	1,523	shore rolore rhore whose shore	
7/2020	<b>№</b> 11.3%	\$ 2.116	Ś	1.529	Y Y	

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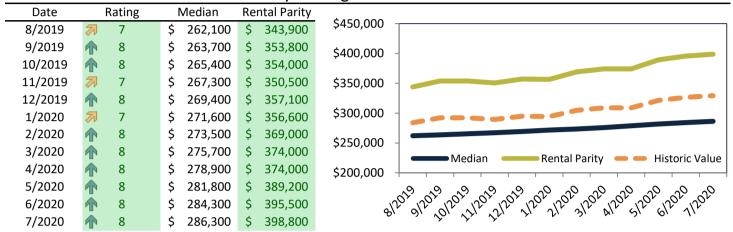
# Deer Valley Housing Market Value & Trends Update

Historically, properties in this market sell at a -17.4% discount. Today's discount is 28.2%. This market is 10.8% undervalued. Median home price is \$286,300, and resale \$/SF is \$169/SF. Prices rose 6.5% year-over-year.

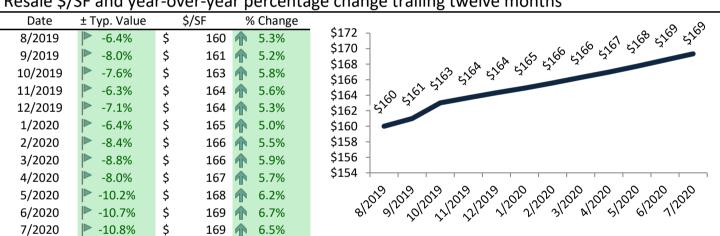
Monthly cost of ownership is \$1,157, and rents average \$1,612, making owning \$454 per month less costly than renting. Rents rose 8.4% year-over-year. The current capitalization rate (rent/price) is 5.4%.

Market rating = 8

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<i> </i>				
Date	% Change	Rent		Own	\$1,700 7 32 0 0 29 0 0 0 0 0 0 0 0 0 0 0
8/2019	<b>2</b> 7.5%	\$ 1,503	3 \$	1,145	
9/2019	<b>8.3%</b>	\$ 1,514	\$	1,128	
10/2019	<b>9.1%</b>	\$ 1,526	5 \$	1,144	\$1,500 -
11/2019	9.3%	\$ 1,537	7 \$	1,172	\$1,400 -
12/2019	<b>9.2%</b>	\$ 1,547	7 \$	1,167	\$1,300 -
1/2020	<b>%</b> 8.8%	\$ 1,556	5 \$	1,185	\$1,200 -
2/2020	<b>2</b> 8.7%	\$ 1,569	5 \$	1,160	
3/2020	<b>2</b> 8.7%	\$ 1,575	5 \$	1,161	\$1,100 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>2</b> 8.7%	\$ 1,584	\$	1,181	\$1,000
5/2020	<b>2</b> 8.7%	\$ 1,594	\$	1,154	59 59 59 50 50
6/2020	<b>2</b> 8.5%	\$ 1,603	\$	1,153	state totale that that shap shap shap
7/2020	≥ 8.4%	\$ 1.613	3 \$	1.158	У

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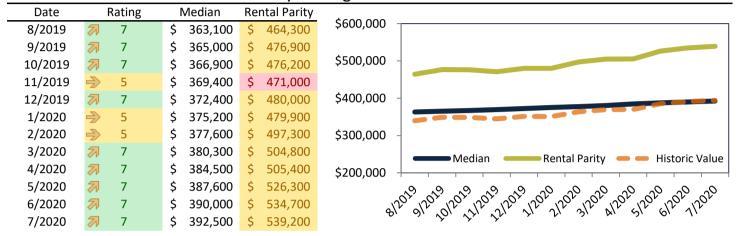
# Camelback East Housing Market Value & Trends Update

Historically, properties in this market sell at a -26.8% discount. Today's discount is 27.2%. This market is 0.4% undervalued. Median home price is \$392,500, and resale \$/SF is \$229/SF. Prices rose 4.2% year-over-year.

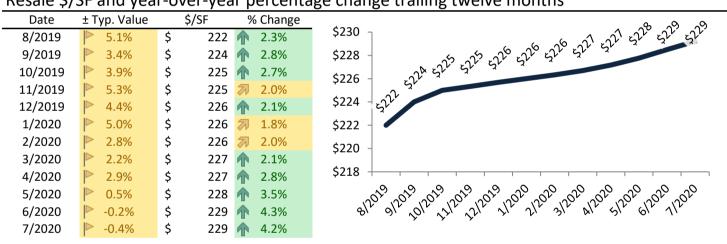
Monthly cost of ownership is \$1,587, and rents average \$2,180, making owning \$593 per month less costly than renting. Rents rose 9.0% year-over-year. The current capitalization rate (rent/price) is 5.3%.

Market rating = 7

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>,</b>		10.00		
Date	% Change	Rent		Own	\$2,400 7 9 80 89 80 80 80 80 80 80 80 80 80 80 80 80 80
8/2019	<b>2</b> 7.1%	\$ 2,029	\$	1,586	
9/2019	<b>2</b> 7.3%	\$ 2,040	\$	1,562	
10/2019	<b>2</b> 7.6%	\$ 2,053	\$	1,581	\$2,000 -
11/2019	<b>2</b> 7.9%	\$ 2,066	\$	1,620	\$1,800 -
12/2019	<b>2</b> 8.3%	\$ 2,080	\$	1,613	\$1,600
1/2020	<b>2</b> 8.8%	\$ 2,094	\$	1,637	\$1,400 -
2/2020	<b>9.2%</b>	\$ 2,110	\$	1,602	
3/2020	<b>9.5%</b>	\$ 2,125	\$	1,601	\$1,200 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>9.8%</b>	\$ 2,141	\$	1,629	\$1,000
5/2020	<b>9.6%</b>	\$ 2,155	\$	1,587	
6/2020	<b>9.2%</b>	\$ 2,168	\$	1,581	state totale that that shap shap shap
7/2020	9.0%	\$ 2.181	\$	1.587	Y Y

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# South Mountain Housing Market Value & Trends Update

Historically, properties in this market sell at a -31.1% discount. Today's discount is 34.0%. This market is 2.9% undervalued.

Median home price is \$232,100, and resale \$/SF is \$151/SF. Prices rose 7.9% year-over-year.

Monthly cost of ownership is \$938, and rents average \$1,422, making owning \$484 per month less costly than renting.

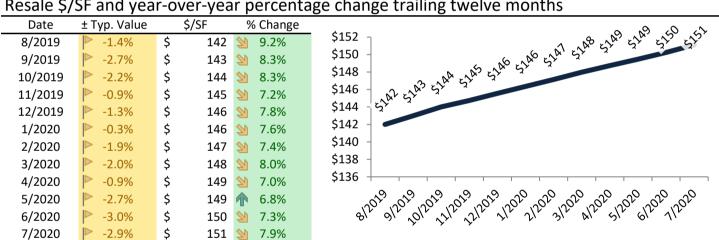
Rents rose 7.7% year-over-year. The current capitalization rate (rent/price) is 5.9%.

Market rating = 6

### Median Home Price and Rental Parity trailing twelve months

Date		Rating	Median		ntal Parity	4400 000	
8/2019	A	6	\$ 205,900	\$	305,000	\$400,000 -	
9/2019	网	6	\$ 207,500	\$	313,800	\$350,000 -	
10/2019	A	6	\$ 209,100	\$	313,800	<b>4330,000</b>	
11/2019	A	6	\$ 211,300	\$	310,700	\$300,000 -	
12/2019	A	6	\$ 213,900	\$	316,400		
1/2020	A	6	\$ 216,400	\$	315,600	\$250,000 -	
2/2020	刁	6	\$ 218,500	\$	326,400	\$200,000 -	
3/2020	刁	6	\$ 221,200	\$	330,600	\$200,000 -	Median Rental Parity Historic Value
4/2020	团	6	\$ 224,400	\$	330,300	\$150,000 -	- Wichian - Northan arity - Mistorie Value
5/2020	ZV	7	\$ 227,300	\$	343,600		0, 0, 0, 0, 0, 0, 0, 0, 0, 0
6/2020	网	6	\$ 230,000	\$	349,000	2/2	023/1020/1/1023/1023/1020/1020/1020/1020
7/2020	刻	6	\$ 232,100	\$	351,800	901	2, 10, 12, 10, 2, 10, 2, 10, 11,

### Resale \$/SF and year-over-year percentage change trailing twelve months



### Rental rate and year-over-year percentage change trailing twelve months

	<b>,</b>				0	0 0 0
Date	% Change	Re	nt	-	Own	- \$1,500 \ 32 \psi \psi \psi \psi \psi \psi \psi \psi
8/2019	<b>2</b> 8.2%	\$	1,333	\$	900	- \$1,500 xx x
9/2019	<b>2</b> 8.8%	\$	1,343	\$	888	\$1,300 -
10/2019	9.3%	\$	1,353	\$	901	\$1,500 °
11/2019	<b>9.4%</b>	\$	1,363	\$	927	44.400
12/2019	<b>9.0%</b>	\$	1,371	\$	927	\$1,100 -
1/2020	<b>2</b> 8.5%	\$	1,378	\$	944	
2/2020	<b>8.2%</b>	\$	1,385	\$	927	\$900 -
3/2020	<b>2</b> 8.0%	\$	1,392	\$	931	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>2</b> 7.9%	\$	1,400	\$	951	\$700
5/2020	<b>&gt;</b> 7.9%	\$	1,407	\$	931	43 43 43 50 50 50
6/2020	<b>&gt;</b> 7.8%	\$	1,415	\$	932	slars plars rilars riago mago ciago
7/2020	<b>№</b> 7.7%	Ś	1.423	\$	939	у

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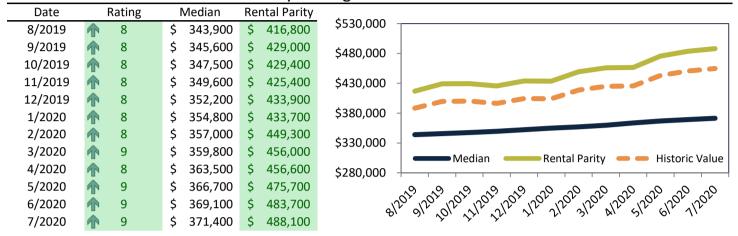
# Ahwatukee Foothills Housing Market Value & Trends Update

Historically, properties in this market sell at a -6.8% discount. Today's discount is 23.9%. This market is 17.1% undervalued. Median home price is \$371,400, and resale \$/SF is \$187/SF. Prices rose 4.5% year-over-year.

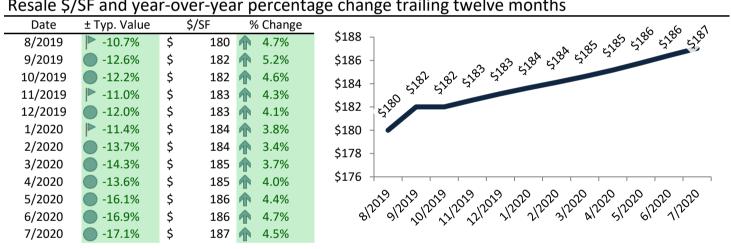
Monthly cost of ownership is \$1,501, and rents average \$1,973, making owning \$471 per month less costly than renting. Rents rose 9.8% year-over-year. The current capitalization rate (rent/price) is 5.1%.

Market rating = 9

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>,</b>			 	
Date	% Change	R	ent	Own	\$2,100 7
8/2019	<b>2</b> 7.9%	\$	1,821	\$ 1,503	
9/2019	<b>2</b> 8.7%	\$	1,836	\$ 1,479	\$2,000 - 32,000 53,00 53,00 53,00 53,0 53,0 53,0 53
10/2019	<b>9.5%</b>	\$	1,851	\$ 1,498	\$1,900 \$7, \$7, \$7
11/2019	<b>10.0%</b>	\$	1,866	\$ 1,533	\$1,800 -
12/2019	<b>10.0%</b>	\$	1,880	\$ 1,526	\$1,700 -
1/2020	<b>9.9%</b>	\$	1,893	\$ 1,548	\$1,600 -
2/2020	<b>10.0%</b>	\$	1,906	\$ 1,514	
3/2020	<b>10.1%</b>	\$	1,920	\$ 1,515	\$1,500 - Rent Own Historic Cost to Own Relative to Rent
4/2020	2 10.3%	\$	1,934	\$ 1,540	\$1,400
5/2020	<b>10.2%</b>	\$	1,948	\$ 1,502	
6/2020	<b>9.9%</b>	\$	1,961	\$ 1,496	812023 2012023 212023 712020 MIDIO PLOSO
7/2020	9.8%	\$	1.974	\$ 1.502	Y Y

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# Estrella Housing Market Value & Trends Update

Historically, properties in this market sell at a -17.0% discount. Today's discount is 30.6%. This market is 13.6% undervalued.

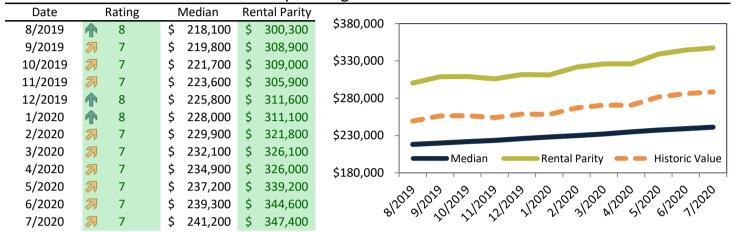
Median home price is \$241,200, and resale \$/SF is \$134/SF. Prices rose 8.3% year-over-year.

Monthly cost of ownership is \$975, and rents average \$1,405, making owning \$429 per month less costly than renting.

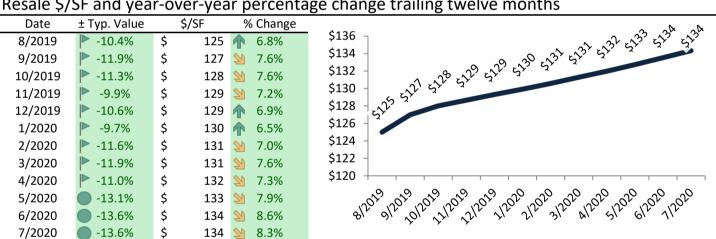
Rents rose 8.1% year-over-year. The current capitalization rate (rent/price) is 5.6%.

Market rating = 7

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>,</b>				
Date	% Change	Rent		Own	\$1,500 7 22 22 23 24 25 25 25 25 25 25 25 25
8/2019	<b>2</b> 7.8%	\$ 1,312	\$	953	\$1,500 7 32 32 32 32 32 32 32 32 32 32 32 32 32
9/2019	<b>2</b> 8.5%	\$ 1,322	\$	940	\$1,300
10/2019	<b>9.1%</b>	\$ 1,332	\$	956	
11/2019	9.3%	\$ 1,342	\$	981	\$1,100 -
12/2019	<b>9.1%</b>	\$ 1,350	\$	978	\$900 -
1/2020	<b>2</b> 8.7%	\$ 1,358	\$	995	3500 -
2/2020	<b>2</b> 8.5%	\$ 1,365	\$	975	\$700 -
3/2020	<b>2</b> 8.4%	\$ 1,373	\$	977	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>2</b> 8.4%	\$ 1,381	. \$	995	\$500 +
5/2020	<b>2</b> 8.4%	\$ 1,389	\$	971	29 29 29 20 20
6/2020	≥ 8.2%	\$ 1,397	\$	970	state intate that state was state
7/2020	≥ 8.1%	\$ 1.405	\$	975	У

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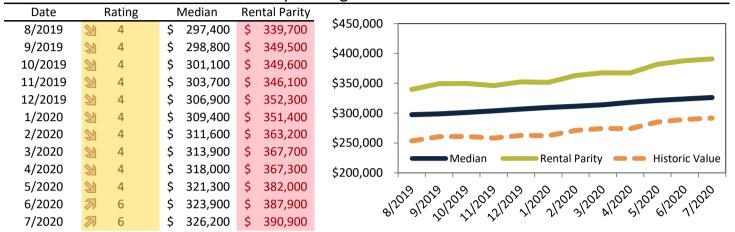
# **Encanto Housing Market Value & Trends Update**

Historically, properties in this market sell at a -25.4% discount. Today's discount is 16.6%. This market is 8.8% overvalued. Median home price is \$326,200, and resale \$/SF is \$210/SF. Prices rose 2.8% year-over-year.

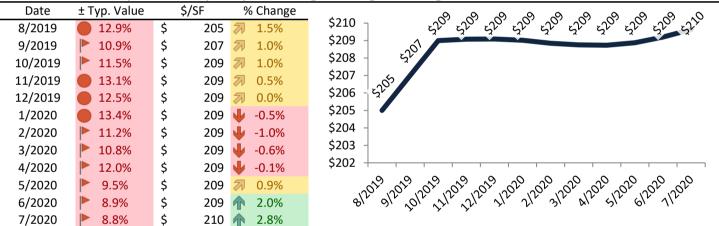
Monthly cost of ownership is \$1,319, and rents average \$1,581, making owning \$262 per month less costly than renting. Rents rose 7.4% year-over-year. The current capitalization rate (rent/price) is 4.7%.

#### Market rating = 6

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>,</b>		 	
Date	% Change	Rent	Own	\$1,700 7 6 5 5 5 5 6 5 6 5 6
8/2019	2 7.7%	\$ 1,484	\$ 1,299	'8k '0k '8k '5k '5k '5k '5k '5k '5k '5k '5k '5k '5
9/2019	<b>2</b> 8.5%	\$ 1,496	\$ 1,278	2, 4,
10/2019	<b>9.1%</b>	\$ 1,507	\$ 1,298	\$1,500 -
11/2019	<b>9.1%</b>	\$ 1,518	\$ 1,332	\$1,400 -
12/2019	<b>2</b> 8.7%	\$ 1,526	\$ 1,329	\$1,300 -
1/2020	<b>2</b> 8.1%	\$ 1,534	\$ 1,350	\$1,200 -
2/2020	2 7.8%	\$ 1,541	\$ 1,322	
3/2020	<b>2</b> 7.6%	\$ 1,548	\$ 1,322	\$1,100 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>2</b> 7.5%	\$ 1,556	\$ 1,347	\$1,000
5/2020	<b>&gt;</b> 7.5%	\$ 1,565	\$ 1,316	29 29 29 20 20
6/2020	<b>21</b> 7.4%	\$ 1,573	\$ 1,313	812023 2012023 2112023 VIDOS 112020 PIDOS
7/2020	<b>№</b> 7.4%	\$ 1.581	\$ 1.319	Y Y

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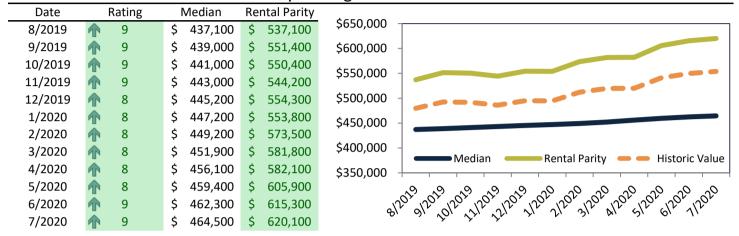
# Desert View Housing Market Value & Trends Update

Historically, properties in this market sell at a -10.7% discount. Today's discount is 25.1%. This market is 14.4% undervalued. Median home price is \$464,500, and resale \$/SF is \$210/SF. Prices rose 4.0% year-over-year.

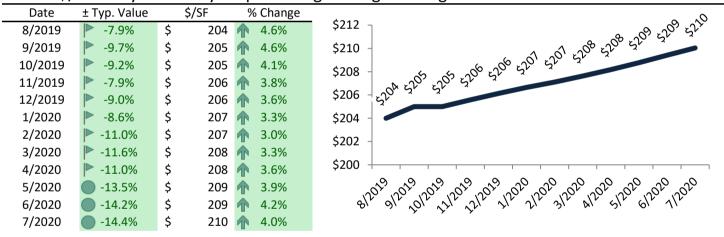
Monthly cost of ownership is \$1,878, and rents average \$2,507, making owning \$629 per month less costly than renting. Rents rose 8.1% year-over-year. The current capitalization rate (rent/price) is 5.2%.

Market rating = 9

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$2,600 7 6 6 6 6 6 6 6
8/2019	<b>4.8%</b>	\$ 2,347	\$ 1,910	\$2,600
9/2019	<b>5.4%</b>	\$ 2,359	\$ 1,878	\$2,400
10/2019	<b>6.0%</b>	\$ 2,373	\$ 1,901	32,400
11/2019	<b>6.6%</b>	\$ 2,387	\$ 1,943	¢2 200
12/2019	<b>&gt;</b> 7.1%	\$ 2,401	\$ 1,928	\$2,200 -
1/2020	<b>2</b> 7.6%	\$ 2,417	\$ 1,951	
2/2020	<b>2</b> 8.0%	\$ 2,433	\$ 1,905	\$2,000 -
3/2020	<b>2</b> 8.4%	\$ 2,449	\$ 1,902	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>2</b> 8.7%	\$ 2,466	\$ 1,932	\$1,800
5/2020	<b>8.6%</b>	\$ 2,482	\$ 1,881	812029 2012029 212029 212020 812020 812020
6/2020	<b>8.2%</b>	\$ 2,495	\$ 1,874	81219 July 21219 21220 Mayo 61220
7/2020	<b>8.1%</b>	\$ 2,508	\$ 1,878	у у

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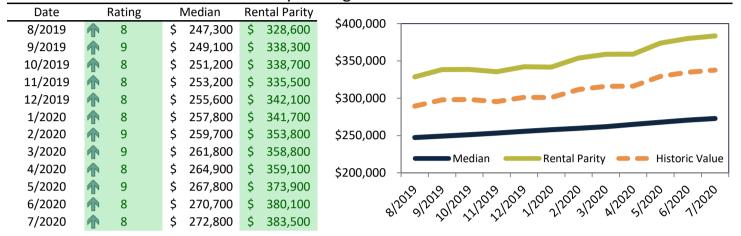


Historically, properties in this market sell at a -11.9% discount. Today's discount is 28.8%. This market is 16.9% undervalued. Median home price is \$272,800, and resale \$/SF is \$132/SF. Prices rose 7.9% year-over-year.

Monthly cost of ownership is \$1,103, and rents average \$1,551, making owning \$447 per month less costly than renting. Rents rose 9.3% year-over-year. The current capitalization rate (rent/price) is 5.5%.

Market rating = 8

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

					, , , ,
Date	% Change	Rent		Own	\$1,600 7 6 6 6 6 6 6 6 6
8/2019	<b>2</b> 8.6%	\$ 1,436	\$	1,080	V V V V V V V V V V V V V V V V V V V
9/2019	9.4%	\$ 1,448	\$	1,066	\$1,500 8, 8, 8, 8, 8, 8, 8, 8, 8, 8, 8, 8, 8,
10/2019	2 10.1%	\$ 1,460	\$	1,083	\$1,400 -
11/2019	<b>10.3%</b>	\$ 1,472	\$	1,110	
12/2019	<b>10.1%</b>	\$ 1,482	\$	1,107	\$1,300 -
1/2020	9.8%	\$ 1,491	\$	1,125	\$1,200 -
2/2020	<b>9.6%</b>	\$ 1,501	\$	1,102	\$1,100 -
3/2020	<b>9.6%</b>	\$ 1,511	\$	1,102	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>9.7%</b>	\$ 1,521	\$	1,122	\$1,000
5/2020	<b>9.6%</b>	\$ 1,532	\$	1,097	
6/2020	<b>9.4%</b>	\$ 1,541	\$	1,097	8/2023 10/2023 17/2023 17/2020 M/2020 P/2020
7/2020	9.3%	\$ 1.551	Ś	1.103	Y Y

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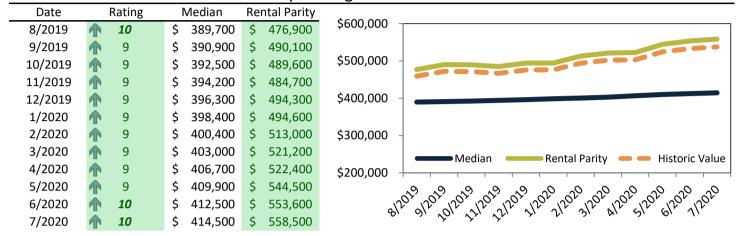
## North Gateway Housing Market Value & Trends Update

Historically, properties in this market sell at a -3.7% discount. Today's discount is 25.8%. This market is 22.1% undervalued. Median home price is \$414,500, and resale \$/SF is \$161/SF. Prices rose 4.2% year-over-year.

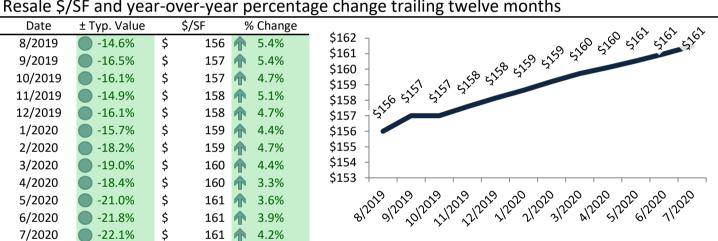
Monthly cost of ownership is \$1,676, and rents average \$2,258, making owning \$582 per month less costly than renting. Rents rose 10.1% year-over-year. The current capitalization rate (rent/price) is 5.2%.

Market rating = 10

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent		Own	\$2,400 7 6 6 5 6 6
8/2019	<b>6.8%</b>	\$ 2,084	\$	1,703	\$2,400 50 50 50 50 50 50 50 50 50 50 50 50 5
9/2019	<b>2</b> 7.2%	\$ 2,097	\$	1,672	
10/2019	<b>21</b> 7.7%	\$ 2,111	\$	1,692	\$2,000 -
11/2019	<b>8.3%</b>	\$ 2,126	\$	1,729	\$1,800 -
12/2019	<b>2</b> 8.9%	\$ 2,142	\$	1,717	\$1,600 -
1/2020	<b>9.5%</b>	\$ 2,159	\$	1,738	\$1,400 -
2/2020	<b>10.1%</b>	\$ 2,176	\$	1,698	
3/2020	<b>10.6%</b>	\$ 2,194	\$	1,697	\$1,200 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>11.0%</b>	\$ 2,213	\$	1,723	\$1,000
5/2020	<b>10.9%</b>	\$ 2,230	\$	1,679	
6/2020	<b>10.3%</b>	\$ 2,244	\$	1,672	8/2023 10/2023 17/2023 17/2020 M/2020 P/2020
7/2020	№ 10.1%	\$ 2.259	Ś	1.676	у у

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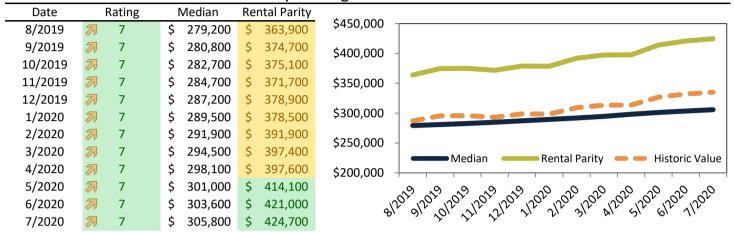


Historically, properties in this market sell at a -21.1% discount. Today's discount is 28.0%. This market is 6.9% undervalued. Median home price is \$305,800, and resale \$/SF is \$194/SF. Prices rose 6.6% year-over-year.

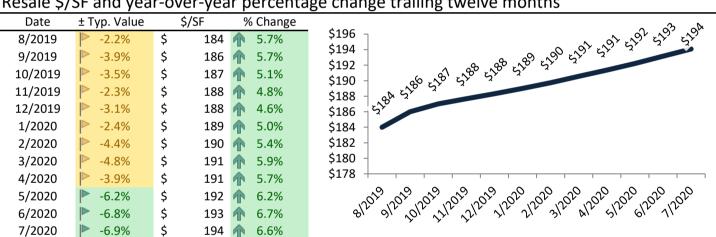
Monthly cost of ownership is \$1,236, and rents average \$1,717, making owning \$480 per month less costly than renting. Rents rose 9.3% year-over-year. The current capitalization rate (rent/price) is 5.4%.

Market rating = 7

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

					, , , , , , , , , , , , , , , , , , , ,
Date	% Change	Rent		Own	\$1,800 7 8 8 8 8 8 8 8 8 8
8/2019	<b>2</b> 8.3%	\$ 1,590	\$	1,220	\$1,800 3,50 3,60 3,60 3,60 3,60 3,60 3,60 3,60 3,6
9/2019	<b>9.2%</b>	\$ 1,603	\$	1,201	\$1,600
10/2019	<b>10.0%</b>	\$ 1,617	\$	1,219	\$1,000
11/2019	<b>10.2%</b>	\$ 1,630	\$	1,248	44.400
12/2019	<b>10.1%</b>	\$ 1,642	\$	1,244	\$1,400 -
1/2020	<b>9.7%</b>	\$ 1,652	\$	1,263	
2/2020	<b>9</b> .6%	\$ 1,662	\$	1,238	\$1,200 -
3/2020	<b>9.6%</b>	\$ 1,673	\$	1,240	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>9.6%</b>	\$ 1,685	\$	1,263	\$1,000
5/2020	<b>9.6%</b>	\$ 1,696	\$	1,233	
6/2020	<b>9.4%</b>	\$ 1,707	\$	1,231	812023 2012023 212023 212020 W12020 P12020
7/2020	9.3%	\$ 1.718	Ś	1.237	Y Y

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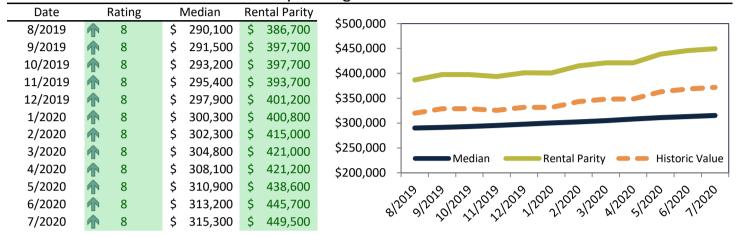


Historically, properties in this market sell at a -17.3% discount. Today's discount is 29.9%. This market is 12.6% undervalued. Median home price is \$315,300, and resale \$/SF is \$179/SF. Prices rose 4.9% year-over-year.

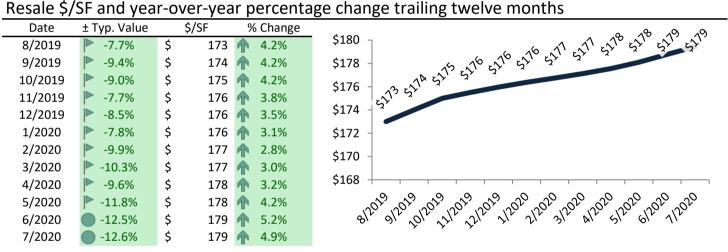
Monthly cost of ownership is \$1,275, and rents average \$1,817, making owning \$542 per month less costly than renting. Rents rose 8.8% year-over-year. The current capitalization rate (rent/price) is 5.5%.

Market rating = 8

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

			<u> </u>	
Date	% Change	Rent	Own	\$2,000 7 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
8/2019	2 7.3%	\$ 1,690	\$ 1,267	\$2,000
9/2019	<b>2</b> 8.0%	\$ 1,702	\$ 1,247	\$1,800 \$7, \$7, \$7, \$7, \$7, \$7
10/2019	<b>2</b> 8.7%	\$ 1,714	\$ 1,264	
11/2019	9.0%	\$ 1,727	\$ 1,295	\$1,600 -
12/2019	9.0%	\$ 1,738	\$ 1,290	\$1,400 -
1/2020	9.0%	\$ 1,749	\$ 1,310	\$1,400
2/2020	<b>9.1%</b>	\$ 1,760	\$ 1,282	\$1,200 -
3/2020	<b>9.2%</b>	\$ 1,772	\$ 1,283	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>9.4%</b>	\$ 1,785	\$ 1,305	\$1,000
5/2020	9.3%	\$ 1,796	\$ 1,273	25 25 25 20 20
6/2020	9.0%	\$ 1,807	\$ 1,270	state intate that there where electe
7/2020	≥ 8.8%	\$ 1.818	\$ 1.275	у

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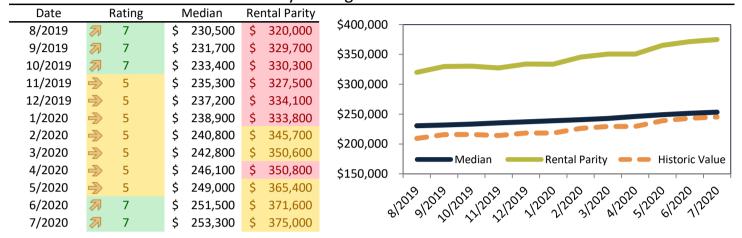


Historically, properties in this market sell at a -34.6% discount. Today's discount is 32.5%. This market is 2.1% overvalued. Median home price is \$253,300, and resale \$/SF is \$179/SF. Prices rose 3.0% year-over-year.

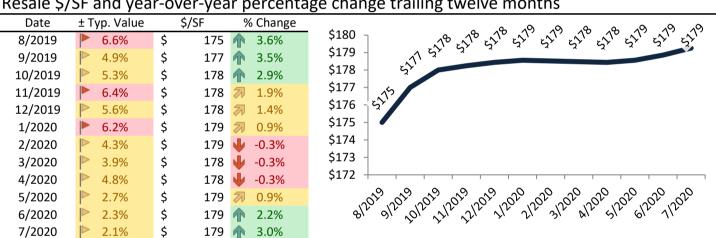
Monthly cost of ownership is \$1,024, and rents average \$1,516, making owning \$492 per month less costly than renting. Rents rose 9.8% year-over-year. The current capitalization rate (rent/price) is 5.7%.

Market rating = 7

#### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change		Rent		Own	\$1,700 7 6 5 6 50 50 50 50 50 50 50 50 50 50
8/2019	<b>9.6%</b>	\$	1,398	\$	1,007	\$1,700 37.98 57.82 57.82 57.85 57.85 57.85 57.85 57.85 57.85 57.85
9/2019	<b>10.5%</b>	\$	1,411	\$	991	\$1,500 \$2, \$2, \$2, \$3, \$3, \$3, \$4, \$4, \$4, \$4, \$4, \$4, \$4, \$4, \$4, \$4
10/2019	<b>11.2%</b>	\$	1,424	\$	1,006	
11/2019	<b>11.4%</b>	\$	1,436	\$	1,032	\$1,300 -
12/2019	<b>11.1%</b>	\$	1,447	\$	1,027	\$1,100 -
1/2020	2 10.6%	\$	1,457	\$	1,042	\$1,100
2/2020	2 10.3%	\$	1,466	\$	1,021	\$900 -
3/2020	<b>10.2%</b>	\$	1,476	\$	1,022	Rent Own Historic Cost to Own Relative to Rent
4/2020	2 10.1%	\$	1,487	\$	1,043	\$700 +
5/2020	<b>10.0%</b>	\$	1,497	\$	1,020	
6/2020	<b>9.9%</b>	\$	1,507	\$	1,020	81219 July 21219 11212 Mais 61212
7/2020	9.8%	Ś	1.517	Ś	1.024	y y

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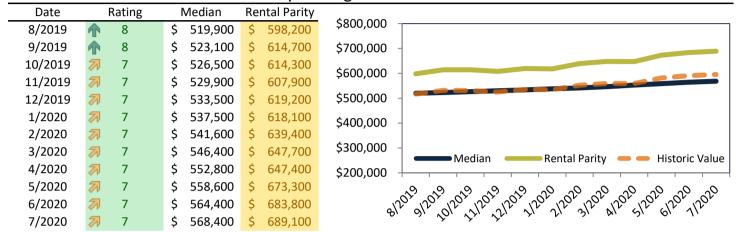


Historically, properties in this market sell at a -13.6% discount. Today's discount is 17.5%. This market is 3.9% undervalued. Median home price is \$568,400, and resale \$/SF is \$239/SF. Prices rose 5.4% year-over-year.

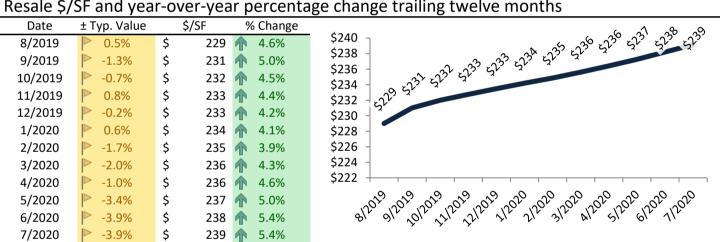
Monthly cost of ownership is \$2,298, and rents average \$2,786, making owning \$488 per month less costly than renting. Rents rose 7.6% year-over-year. The current capitalization rate (rent/price) is 4.7%.

Market rating = 7

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	7	7	·   -	3. 2	5
Date	% Change	Rent		Own	\$3,000 7 2 29 28 26 28 28 29 27 27 28 28 28
8/2019	<b>6.4%</b>	\$ 2,614	\$	2,271	\$3,000 - 50 50 50 50 50 50 50 50 50 50 50 50 50
9/2019	<b>7.0%</b>	\$ 2,630	\$	2,238	\$2,500 -
10/2019	<b>&gt;</b> 7.6%	\$ 2,648	\$	2,269	72,300
11/2019	<b>8.1%</b>	\$ 2,666	\$	2,324	42.000
12/2019	<b>2</b> 8.2%	\$ 2,682	\$	2,311	\$2,000 -
1/2020	<b>2</b> 8.0%	\$ 2,698	\$	2,345	
2/2020	<b>2</b> 7.9%	\$ 2,712	\$	2,297	\$1,500 -
3/2020	<b>&gt;</b> 7.9%	\$ 2,727	\$	2,300	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>2</b> 7.9%	\$ 2,743	\$	2,342	\$1,000
5/2020	<b>2</b> 7.8%	\$ 2,758	\$	2,288	50 50 50 50 50
6/2020	<b>2</b> 7.7%	\$ 2,772	\$	2,288	8/213 July 2/2123 1/220 M2020 Ploto
7/2020	<b>№</b> 7.6%	\$ 2,787	\$	2.299	Y Y

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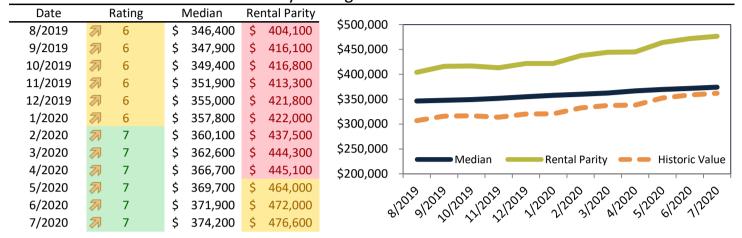


Historically, properties in this market sell at a -24.0% discount. Today's discount is 21.4%. This market is 2.6% overvalued. Median home price is \$374,200, and resale \$/SF is \$228/SF. Prices rose 5.2% year-over-year.

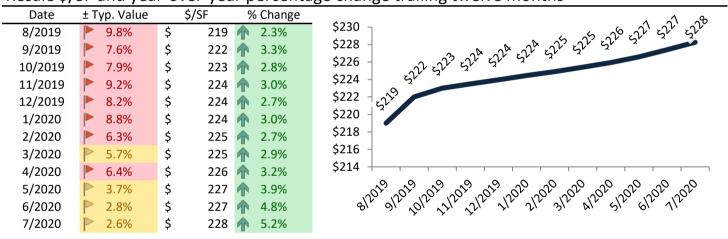
Monthly cost of ownership is \$1,513, and rents average \$1,927, making owning \$414 per month less costly than renting. Rents rose 10.7% year-over-year. The current capitalization rate (rent/price) is 4.9%.

Market rating = 7

#### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>,</b>		1			, , , , , , , , , , , , , , , , , , , ,
Date	% Change	Re	ent		Own	\$2,000 7 166 165 151 652 652 652 652 652 652
8/2019	<b>2</b> 8.6%	\$	1,766	\$	1,513	\$2,000 3,66 ,65 ,61 ,62 ,63 ,63 ,65 ,65 ,65 ,65 ,65 ,65
9/2019	<b>9.6%</b>	\$	1,781	\$	1,488	\$1,800
10/2019	<b>10.4%</b>	\$	1,797	\$	1,506	
11/2019	<b>10.9%</b>	\$	1,812	\$	1,543	\$1,600 -
12/2019	<b>11.1%</b>	\$	1,827	\$	1,538	\$1,400 -
1/2020	<b>11.1%</b>	\$	1,842	\$	1,561	\$1,400
2/2020	<b>11.1%</b>	\$	1,856	\$	1,527	\$1,200 -
3/2020	<b>11.2%</b>	\$	1,871	\$	1,527	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>11.3%</b>	\$	1,886	\$	1,553	\$1,000
5/2020	<b>11.2%</b>	\$	1,900	\$	1,514	23 23 23 20 20 20
6/2020	<b>10.8%</b>	\$	1,914	\$	1,508	812029 JO12029 J12020 V12020 P12020 P12020
7/2020	≥ 10.7%	Ś	1.927	Ś	1.513	у у

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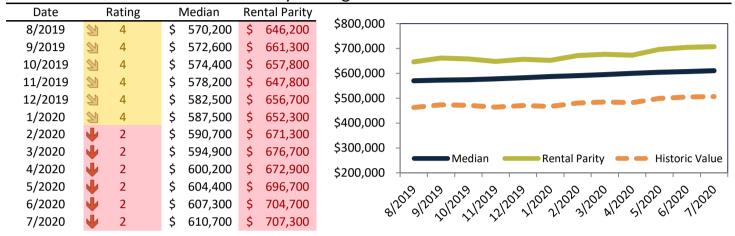


Historically, properties in this market sell at a -28.4% discount. Today's discount is 13.7%. This market is 14.7% overvalued. Median home price is \$610,700, and resale \$/SF is \$298/SF. Prices rose 0.2% year-over-year.

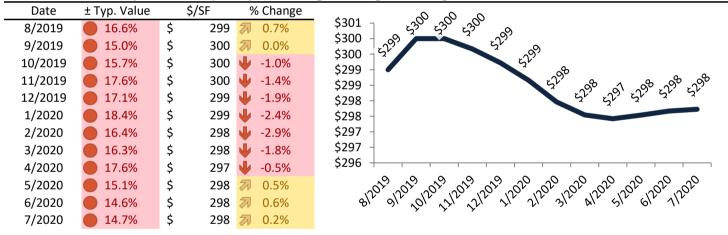
Monthly cost of ownership is \$2,469, and rents average \$2,860, making owning \$390 per month less costly than renting. Rents rose 1.4% year-over-year. The current capitalization rate (rent/price) is 4.5%.

Market rating = 2

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>/</b>	- <i> </i>	1 (	0 0 0
Date	% Change	Rent	Own	. \$3,000 ¬ ¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬¬
8/2019	<b>1</b> 3.3%	\$ 2,823	\$ 2,491	- \$3,000 John Strate St
9/2019	<b>3.3%</b>	\$ 2,830	\$ 2,450	\$2,500
10/2019	<b>1.2%</b>	\$ 2,836	\$ 2,476	\$2,500
11/2019	<b>3.0%</b>	\$ 2,841	\$ 2,535	42.000
12/2019	<b>2.6%</b>	\$ 2,845	\$ 2,523	\$2,000 -
1/2020	<b>2.1%</b>	\$ 2,847	\$ 2,564	
2/2020	<b>1.8%</b>	\$ 2,848	\$ 2,505	\$1,500 -
3/2020	<b>1.5%</b>	\$ 2,849	\$ 2,505	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>1.4%</b>	\$ 2,851	\$ 2,543	\$1,000
5/2020	<b>1.4%</b>	\$ 2,854	\$ 2,475	39 39 39 30 30
6/2020	<b>7</b> 1.5%	\$ 2,857	\$ 2,462	grais jorais virais viaso maso pisso
7/2020	<b>1.4%</b>	\$ 2.860	\$ 2.470	Y Y

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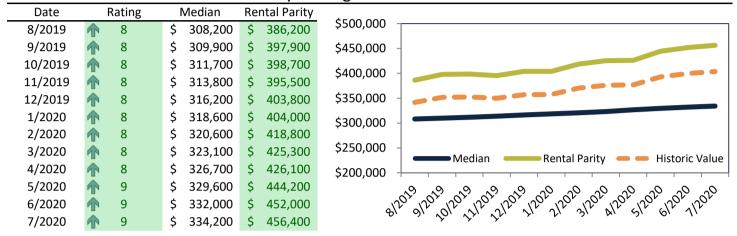


Historically, properties in this market sell at a -11.6% discount. Today's discount is 26.8%. This market is 15.2% undervalued. Median home price is \$334,200, and resale \$/SF is \$193/SF. Prices rose 5.5% year-over-year.

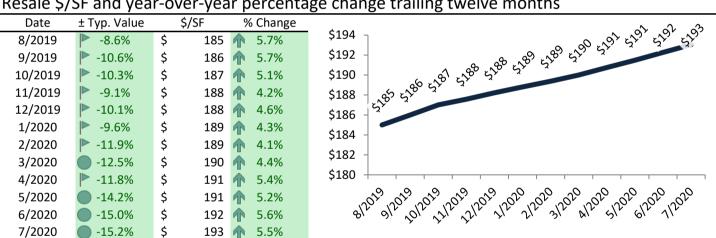
Monthly cost of ownership is \$1,351, and rents average \$1,845, making owning \$494 per month less costly than renting. Rents rose 10.9% year-over-year. The current capitalization rate (rent/price) is 5.3%.

Market rating = 9

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<i> </i>		/		
Date	% Change	Ren	t	Own	\$2,000 7 4 2 4 48 48 48 48 48 48 48 48 48
8/2019	<b>2</b> 8.8%	\$ 1,	,687 \$	1,347	\$2,000 - 51,8
9/2019	<b>9.9%</b>	\$ 1,	,703 \$	1,326	\$1,800 55 55 55 57 37 37 4 4 4 4
10/2019	<b>10.9%</b>	\$ 1,	,719 \$	1,344	
11/2019	<b>11.4%</b>	\$ 1,	,735 \$	1,376	\$1,600 -
12/2019	<b>11.5%</b>	\$ 1,	,749 \$	1,370	\$1,400 -
1/2020	<b>11.4%</b>	\$ 1,	,763 \$	1,390	\$1,400
2/2020	<b>11.4%</b>	\$ 1,	,777 \$	1,360	\$1,200 -
3/2020	<b>11.4%</b>	\$ 1,	,791 \$	1,360	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>11.5%</b>	\$ 1,	,805 \$	1,384	\$1,000
5/2020	<b>11.3%</b>	\$ 1,	,819 \$	1,350	<sup>2</sup> 43
6/2020	<b>11.1%</b>	\$ 1,	,833 \$	1,346	8/2023 20/2023 2/2023 2/2020 8/2020 6/2020
7/2020	≥ 10.9%	\$ 1.	.846 \$	1.351	у у

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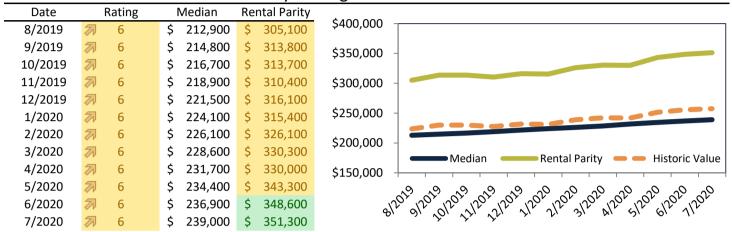


Historically, properties in this market sell at a -26.7% discount. Today's discount is 31.9%. This market is 5.2% undervalued. Median home price is \$239,000, and resale \$/SF is \$144/SF. Prices rose 10.5% year-over-year.

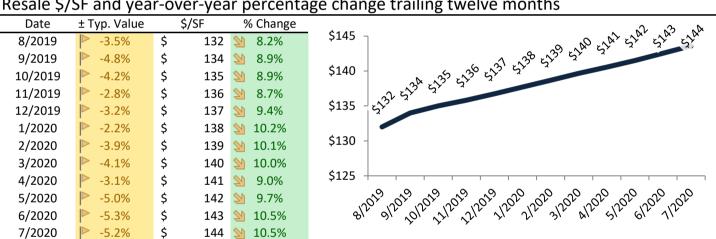
Monthly cost of ownership is \$966, and rents average \$1,420, making owning \$454 per month less costly than renting. Rents rose 7.5% year-over-year. The current capitalization rate (rent/price) is 5.7%.

Market rating = 6

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>,</b>				0 0 0
Date	% Change	Rent		Own	. \$1,500 ¬ 3° 3° 3° 3° 3° 3° 3° 3° 3° 3° 3° 3° 3°
8/2019	<b>2</b> 7.5%	\$ 1,3	33 \$	930	. \$1,500 33° 36° 36° 36° 37° 33° 33° 33° 33° 33° 33° 33° 33° 33
9/2019	<b>2</b> 8.1%	\$ 1,3	43 \$	919	\$1,300
10/2019	<b>2</b> 8.7%	\$ 1,3	52 \$	934	\$1,300
11/2019	<b>%</b> 8.8%	\$ 1,3	62 \$	960	44.400
12/2019	<b>2</b> 8.5%	\$ 1,3	69 \$	959	\$1,100 -
1/2020	<b>2</b> 8.1%	\$ 1,3	77 \$	978	
2/2020	<b>2</b> 7.9%	\$ 1,3	83 \$	959	\$900 -
3/2020	<b>2</b> 7.8%	\$ 1,3	91 \$	962	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>2</b> 7.7%	\$ 1,3	98 \$	982	\$700 +
5/2020	<b>&gt;</b> 7.7%	\$ 1,4	06 \$	960	39 39 39 30 30
6/2020	<b>&gt;</b> 7.6%	\$ 1,4	13 \$	960	grais joins trais trais mas plass
7/2020	<b>№</b> 7.5%	\$ 1.4	21 \$	966	Y Y

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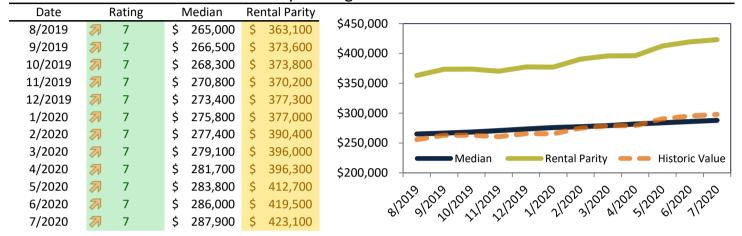


Historically, properties in this market sell at a -29.6% discount. Today's discount is 32.0%. This market is 2.4% undervalued. Median home price is \$287,900, and resale \$/SF is \$201/SF. Prices rose 6.7% year-over-year.

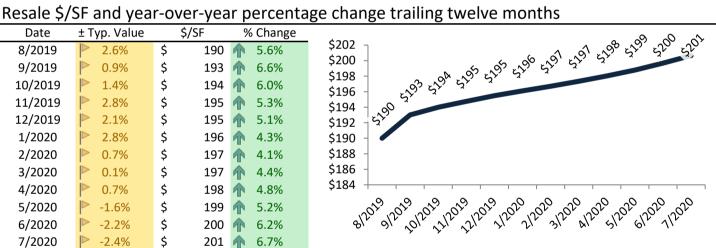
Monthly cost of ownership is \$1,164, and rents average \$1,711, making owning \$547 per month less costly than renting. Rents rose 9.2% year-over-year. The current capitalization rate (rent/price) is 5.7%.

Market rating = 7

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>,</b>		- 1		
Date	% Change	Rent		Own	\$1,800 7 20 30 30 30 30 30 30 30 30 30 30 30
8/2019	<b>2</b> 7.7%	\$ 1,58	7 \$	1,158	\$1,800
9/2019	<b>2</b> 8.5%	\$ 1,59	9 \$	1,140	\$1,600
10/2019	<b>9.2%</b>	\$ 1,61	1 \$	1,156	\$1,000
11/2019	<b>9.5%</b>	\$ 1,62	3 \$	1,187	ć4 400
12/2019	<b>9.5%</b>	\$ 1,63	5 \$	1,184	\$1,400 -
1/2020	<b>9.4%</b>	\$ 1,64	5 \$	1,203	
2/2020	<b>9.4%</b>	\$ 1,65	6 \$	1,177	\$1,200
3/2020	<b>9.5%</b>	\$ 1,66	7 \$	1,175	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>9.6%</b>	\$ 1,67	9 \$	1,193	\$1,000
5/2020	<b>9.5%</b>	\$ 1,69	) \$	1,162	59 59 59 50 50
6/2020	<b>9.3%</b>	\$ 1,70	1 \$	1,159	state totale that that shap shap shap
7/2020	9.2%	\$ 1.71	1 \$	1.164	У

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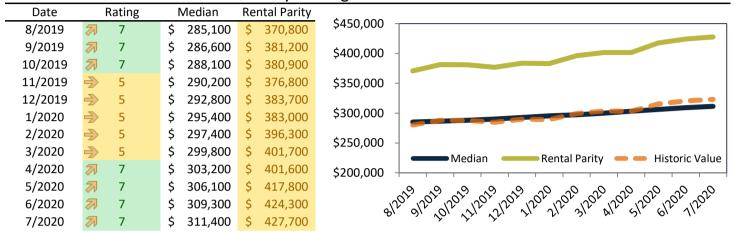


Historically, properties in this market sell at a -24.5% discount. Today's discount is 27.2%. This market is 2.7% undervalued. Median home price is \$311,400, and resale \$/SF is \$186/SF. Prices rose 4.5% year-over-year.

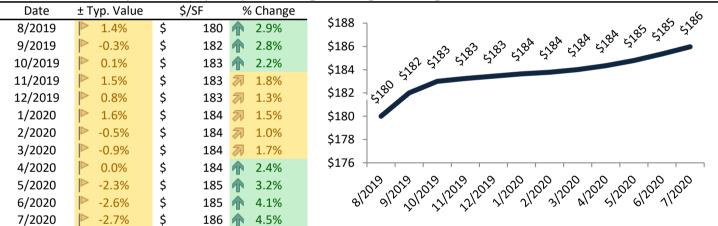
Monthly cost of ownership is \$1,259, and rents average \$1,729, making owning \$470 per month less costly than renting. Rents rose 7.9% year-over-year. The current capitalization rate (rent/price) is 5.3%.

Market rating = 7

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>,</b>				
Date	% Change	Rent		Own	\$1,800 7 62 63 63 63 63 63 63 63 63 63 63 63 63
8/2019	<b>2</b> 7.4%	\$ 1,62	) \$	1,246	\$1,800 7 60 60 60 60 60 60 60 60 70 70 70 70
9/2019	<b>2</b> 7.8%	\$ 1,63	1 \$	1,226	\$1,600
10/2019	<b>8.2%</b>	\$ 1,64	2 \$	1,242	\$1,000
11/2019	<b>%</b> 8.3%	\$ 1,65	2 \$	1,273	ć4 400
12/2019	<b>2</b> 8.3%	\$ 1,66	2 \$	1,268	\$1,400 -
1/2020	<b>3</b> 8.2%	\$ 1,67	2 \$	1,289	
2/2020	<b>8.2%</b>	\$ 1,68	1 \$	1,261	\$1,200 -
3/2020	<b>8.2%</b>	\$ 1,69	1 \$	1,262	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>2</b> 8.3%	\$ 1,70	1 \$	1,284	\$1,000
5/2020	<b>3</b> 8.2%	\$ 1,71	1 \$	1,254	
6/2020	<b>2</b> 8.0%	\$ 1,72	) \$	1,254	81219 July 21219 11212 Mais 61212
7/2020	<b>№</b> 7.9%	\$ 1.73	) \$	1.259	у

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Historically, properties in this market sell at a -33.2% discount. Today's discount is 34.6%. This market is 1.4% undervalued.

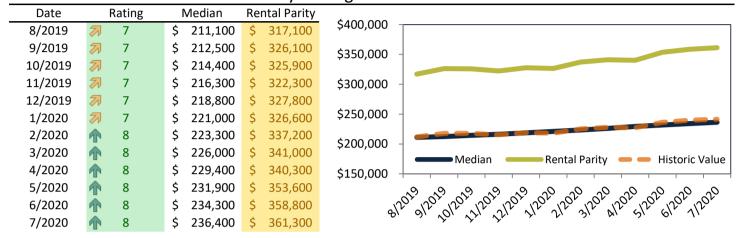
Median home price is \$236,400, and resale \$/SF is \$148/SF. Prices rose 6.4% year-over-year.

Monthly cost of ownership is \$955, and rents average \$1,461, making owning \$505 per month less costly than renting.

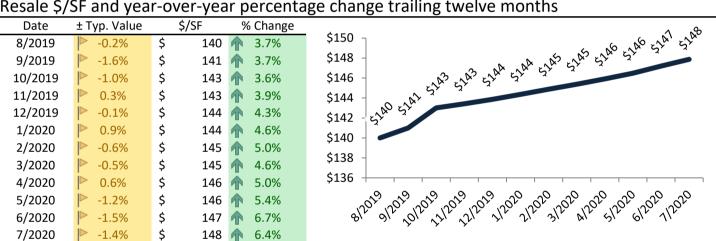
Rents rose 6.2% year-over-year. The current capitalization rate (rent/price) is 5.9%.

Market rating = 8

#### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

_	Date	% Change	Rent		Own	\$1,500 7 86 85 85 85 85 85 85 85 85 85 85
	8/2019	<b>2</b> 8.3%	\$ 1,3	86 \$	922	\$1,500 7 36 35 65 65 65 65 65 65 65 65 65
	9/2019	<b>2</b> 8.7%	\$ 1,3	95 \$	909	\$1,300 -
	10/2019	<b>2</b> 8.9%	\$ 1,4	105 \$	924	\$1,300 <del>-</del>
	11/2019	<b>2</b> 8.7%	\$ 1,4	13 \$	948	44.400
	12/2019	<b>%</b> 8.0%	\$ 1,4	120 \$	948	\$1,100 -
	1/2020	2 7.3%	\$ 1,4	125 \$	964	
	2/2020	<b>6.8%</b>	\$ 1,4	31 \$	947	\$900 -
	3/2020	<b>6.4%</b>	\$ 1,4	36 \$	951	Rent Own Historic Cost to Own Relative to Rent
	4/2020	<b>6.2%</b>	\$ 1,4	42 \$	972	\$700 \
	5/2020	<b>6.2%</b>	\$ 1,4	48 \$	950	
	6/2020	<b>6.3%</b>	\$ 1,4	\$ \$	950	8/2023 20/2023 21/2023 21/2020 W12020 P12020
	7/2020	6.2%	\$ 1.4	l61 \$	956	Y Y

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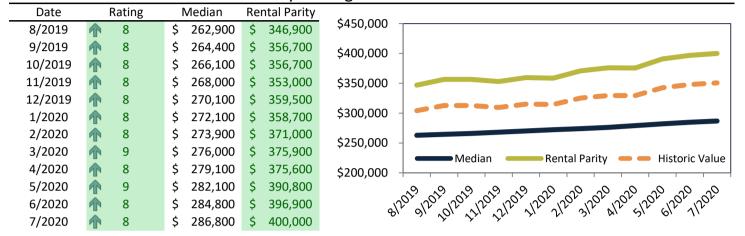


Historically, properties in this market sell at a -12.3% discount. Today's discount is 28.3%. This market is 16.0% undervalued. Median home price is \$286,800, and resale \$/SF is \$167/SF. Prices rose 7.1% year-over-year.

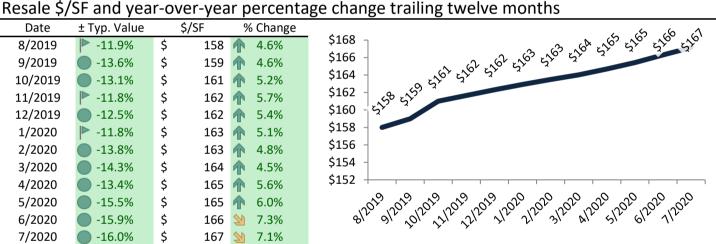
Monthly cost of ownership is \$1,159, and rents average \$1,617, making owning \$457 per month less costly than renting. Rents rose 7.7% year-over-year. The current capitalization rate (rent/price) is 5.4%.

Market rating = 8

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>/</b>		 	
Date	% Change	Rent	Own	\$1,700 7 6 6 6 6 6 6 6 6
8/2019	<b>&gt;</b> 7.1%	\$ 1,516	\$ 1,149	\\ \alpha_{\alpha}\alpha_{\alpha_{\alpha_{\alpha}\alpha_{\alpha_{\alpha}\alpha^{\alpha_{\alpha}\alpha_{\alpha}\alpha^{\alpha_{\alpha}\alpha^{\alpha}\alpha_{\alpha}\alpha^{\alpha_{\alpha}\alpha}}\alpha^{\alpha}\alpha^{\alpha}\alpha^{\alpha}\alpha^{\alpha}\alpha^{\alpha^{\alpha}\alpha^{\alpha^{\alpha}\alpha^{\alpha^{\alpha}\alpha^{\alpha}\alpha^{\alpha}\alpha^{\alpha}\alpha^{\alpha}\alpha^{\alpha^{\alpha}\alpha^{\alpha}\alpha^{\alpha^{\alpha}\alpha^{\alpha^{\alpha}\alpha^{\alpha^{\alpha}\alpha^{\alpha^{\alpha}\alpha^{\alpha^{\alpha}\alpha^{\alpha^{\alpha}\alpha^{\alpha^{\alpha^{\alpha}\alpha^{\alpha^{\alpha^{\alpha^{\alpha^{\alpha^{\alpha}\alpha^{\alpha\alpha^{\alpha^{\alpha^{\alpha}\alpha^{\alpha^{\alpha}\alpha^{\al
9/2019	<b>2</b> 7.8%	\$ 1,526	\$ 1,131	
10/2019	<b>8.5%</b>	\$ 1,538	\$ 1,147	\$1,500 -
11/2019	<b>2</b> 8.6%	\$ 1,548	\$ 1,175	\$1,400 -
12/2019	<b>2</b> 8.5%	\$ 1,557	\$ 1,170	\$1,300 -
1/2020	<b>2</b> 8.2%	\$ 1,566	\$ 1,187	\$1,200 -
2/2020	<b>8.0%</b>	\$ 1,574	\$ 1,162	
3/2020	<b>&gt;</b> 7.9%	\$ 1,583	\$ 1,162	\$1,100 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>2</b> 7.9%	\$ 1,592	\$ 1,182	\$1,000
5/2020	<b>2</b> 7.9%	\$ 1,600	\$ 1,155	
6/2020	<b>2</b> 7.8%	\$ 1,609	\$ 1,155	shors inhors thore those those elose
7/2020	<b>№</b> 7.7%	\$ 1.618	\$ 1.160	у

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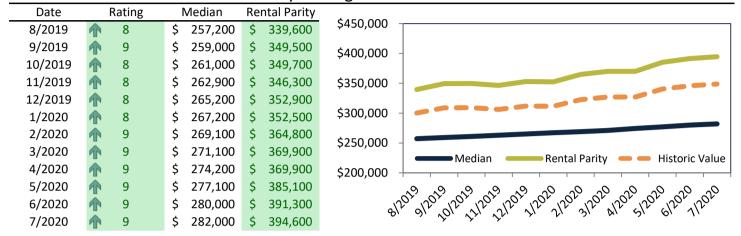


Historically, properties in this market sell at a -11.6% discount. Today's discount is 28.5%. This market is 16.9% undervalued. Median home price is \$282,000, and resale \$/SF is \$129/SF. Prices rose 4.7% year-over-year.

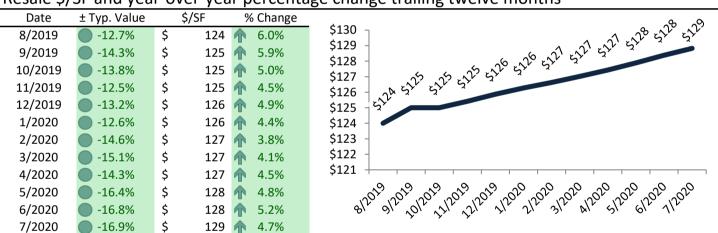
Monthly cost of ownership is \$1,140, and rents average \$1,595, making owning \$455 per month less costly than renting. Rents rose 8.7% year-over-year. The current capitalization rate (rent/price) is 5.4%.

Market rating = 9

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	<b>,</b>		1 1		
Date	% Change	Rent		Own	\$1,700 7 5 5 5 5 5 5 5 5 5 5
8/2019	2 7.8%	\$ 1,484	\$	1,124	'%' 'Ø', 'Ø', 'A', 'A', 'A', 'A', 'A', 'A'
9/2019	<b>2</b> 8.6%	\$ 1,495	\$	1,108	Z, Z, Z
10/2019	9.3%	\$ 1,507	\$	1,125	\$1,500 -
11/2019	<b>9.6%</b>	\$ 1,519	\$	1,153	\$1,400 -
12/2019	<b>9.5%</b>	\$ 1,529	\$	1,149	\$1,300
1/2020	<b>9.2%</b>	\$ 1,538	\$	1,166	\$1,200 -
2/2020	<b>9.1%</b>	\$ 1,548	\$	1,141	
3/2020	<b>9.0%</b>	\$ 1,557	\$	1,141	\$1,100 - Rent Own Historic Cost to Own Relative to Rent
4/2020	9.0%	\$ 1,567	\$	1,162	\$1,000
5/2020	9.0%	\$ 1,577	\$	1,135	25 25 25 20 20
6/2020	<b>2</b> 8.8%	\$ 1,587	\$	1,135	81213 July 211013 11010 More 61210
7/2020	≥ 8.7%	\$ 1.596	\$	1.140	у

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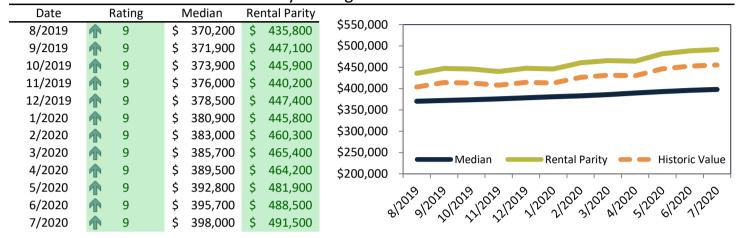


Historically, properties in this market sell at a -7.4% discount. Today's discount is 19.1%. This market is 11.7% undervalued. Median home price is \$398,000, and resale \$/SF is \$187/SF. Prices rose 5.8% year-over-year.

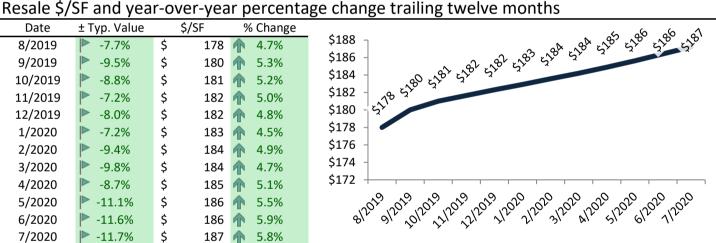
Monthly cost of ownership is \$1,609, and rents average \$1,987, making owning \$378 per month less costly than renting. Rents rose 5.0% year-over-year. The current capitalization rate (rent/price) is 4.8%.

Market rating = 9

#### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

Date	%	6 Change		Rent	Own	\$2,200 7 8 5 6 8 8 8 8 8
8/2019	1	4.8%	\$	1,904	\$ 1,617	
9/2019		5.2%	\$	1,913	\$ 1,591	\$5,000 - 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4,
10/2019	9	5.5%	\$	1,922	\$ 1,612	\$1,800 -
11/2019	9	5.6%	\$	1,931	\$ 1,649	44.500
12/2019	9	5.5%	\$	1,938	\$ 1,640	\$1,600 -
1/2020		5.4%	\$	1,945	\$ 1,662	\$1,400 -
2/2020		5.3%	\$	1,953	\$ 1,625	\$1,200 -
3/2020		5.2%	\$	1,960	\$ 1,624	Rent Own Historic Cost to Own Relative to Rent
4/2020		5.1%	\$	1,967	\$ 1,650	\$1,000
5/2020		5.1%	\$	1,974	\$ 1,609	73 73 73 70 70 70
6/2020		5.0%	\$	1,981	\$ 1,604	81219 101219 11219 11210 N1210 61210
7/2020		5.0%	Ś	1.988	\$ 1.609	y y

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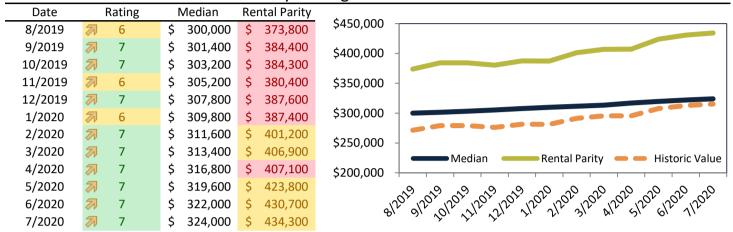


Historically, properties in this market sell at a -27.4% discount. Today's discount is 25.4%. This market is 2.0% overvalued. Median home price is \$324,000, and resale \$/SF is \$211/SF. Prices rose 5.5% year-over-year.

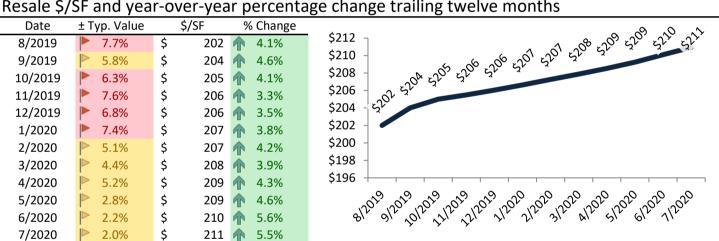
Monthly cost of ownership is \$1,310, and rents average \$1,756, making owning \$446 per month less costly than renting. Rents rose 8.8% year-over-year. The current capitalization rate (rent/price) is 5.2%.

Market rating = 7

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	7	7 7		3	5
Date	% Change	Rent		Own	\$1,800 7 33 65 51 68 59 59 50 55 55 55 56
8/2019	<b>2</b> 7.3%	\$ 1,633	\$	1,311	\$1,800 3 65 55 55 55 55 55 55 55 55 55 55 55 55
9/2019	<b>2</b> 8.0%	\$ 1,645	\$	1,290	\$1,600 -
10/2019	<b>2</b> 8.5%	\$ 1,657	\$	1,307	71,000
11/2019	<b>8.8%</b>	\$ 1,668	\$	1,338	A4 400
12/2019	<b>2</b> 8.9%	\$ 1,679	\$	1,333	\$1,400 -
1/2020	<b>9.0%</b>	\$ 1,691	\$	1,352	
2/2020	<b>9.1%</b>	\$ 1,702	\$	1,322	\$1,200 -
3/2020	<b>9.2%</b>	\$ 1,713	\$	1,319	Rent Own Historic Cost to Own Relative to Rent
4/2020	9.3%	\$ 1,725	\$	1,342	\$1,000
5/2020	<b>9.2%</b>	\$ 1,736	\$	1,309	25 25 25 20 20 20
6/2020	<b>2</b> 8.9%	\$ 1,746	\$	1,305	shore into it in the shore shore shore
7/2020	≥ 8.8%	\$ 1,756	\$	1.310	Y Y

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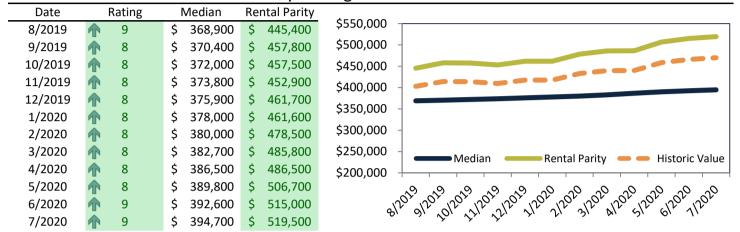


Historically, properties in this market sell at a -9.5% discount. Today's discount is 24.0%. This market is 14.5% undervalued. Median home price is \$394,700, and resale \$/SF is \$205/SF. Prices rose 4.1% year-over-year.

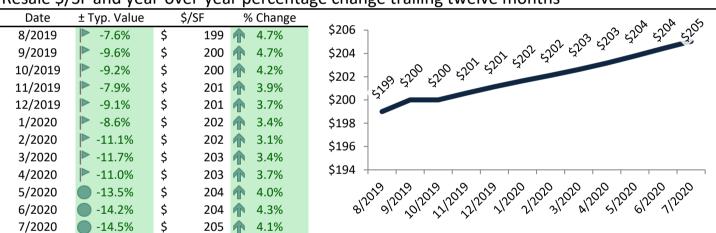
Monthly cost of ownership is \$1,596, and rents average \$2,100, making owning \$504 per month less costly than renting. Rents rose 9.4% year-over-year. The current capitalization rate (rent/price) is 5.1%.

Market rating = 9

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

		- <i>j</i>	1 -		
Date	% Change	Rent		Own	\$2,200 7 6 69 60 60 65 60 65 65 65 65 65
8/2019	<b>6.9%</b>	\$ 1,946	\$	1,612	+\\(\frac{1}{2}\)\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
9/2019	<b>2</b> 7.5%	\$ 1,959	\$	1,585	\$5,000 - 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3, 3,
10/2019	<b>%</b> 8.0%	\$ 1,972	\$	1,603	\$1,800 -
11/2019	<b>2</b> 8.5%	\$ 1,986	\$	1,639	
12/2019	<b>2</b> 8.9%	\$ 2,000	\$	1,628	\$1,600 -
1/2020	<b>9.2%</b>	\$ 2,015	\$	1,649	\$1,400 -
2/2020	<b>9.6%</b>	\$ 2,030	\$	1,612	\$1,200
3/2020	<b>9.9%</b>	\$ 2,045	\$	1,611	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>10.2%</b>	\$ 2,061	\$	1,637	\$1,000
5/2020	<b>10.0%</b>	\$ 2,075	\$	1,596	
6/2020	<b>9.6%</b>	\$ 2,088	\$	1,592	shore intore thore those shore shore
7/2020	9.4%	\$ 2.101	\$	1.596	Y Y

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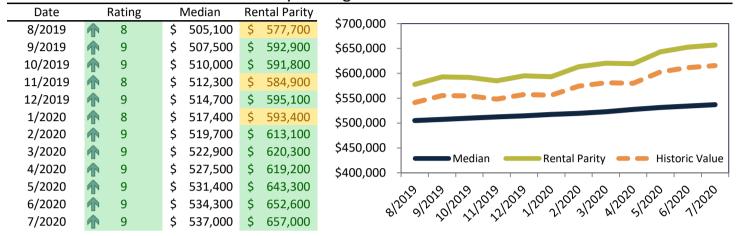


Historically, properties in this market sell at a -6.3% discount. Today's discount is 18.3%. This market is 12.0% undervalued. Median home price is \$537,000, and resale \$/SF is \$219/SF. Prices rose 4.8% year-over-year.

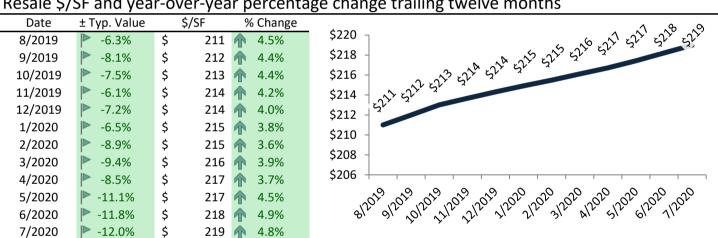
Monthly cost of ownership is \$2,171, and rents average \$2,656, making owning \$485 per month less costly than renting. Rents rose 5.9% year-over-year. The current capitalization rate (rent/price) is 4.7%.

Market rating = 9

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$2,700 7 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2
8/2019	4.9%	\$ 2,524 \$	2,207	\$2,700 30 50 50 50 50 50 50 50 50 50 50 50 50 50
9/2019	<b>5.4%</b>	\$ 2,537 \$	2,171	7-7300
10/2019	<b>6.0%</b>	\$ 2,551 \$	2,198	\$2,500 -
11/2019	<b>6.3%</b>	\$ 2,565 \$	2,246	\$2,400 -
12/2019	<b>6.4%</b>	\$ 2,578 \$	2,229	\$2,300 -
1/2020	<b>6.3%</b>	\$ 2,589 \$	2,258	\$2,200 -
2/2020	<b>6.2%</b>	\$ 2,601 \$	2,204	
3/2020	<b>6.2%</b>	\$ 2,612 \$	2,201	\$2,100 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>6.1%</b>	\$ 2,623 \$	2,235	\$2,000
5/2020	<b>6.1%</b>	\$ 2,635 \$	2,176	23 23 25 20 20 20
6/2020	6.0%	\$ 2,646 \$	2,166	what what what was what what
7/2020	<b>5.9%</b>	\$ 2,657 \$	2,172	y

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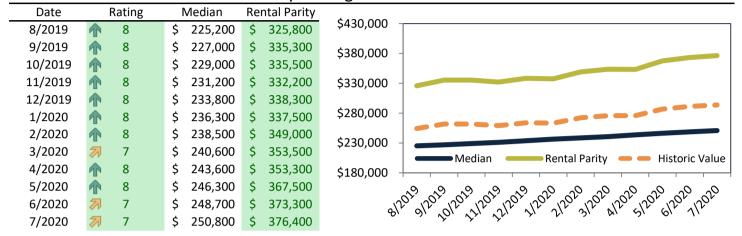


Historically, properties in this market sell at a -22.0% discount. Today's discount is 33.4%. This market is 11.4% undervalued. Median home price is \$250,800, and resale \$/SF is \$148/SF. Prices rose 8.1% year-over-year.

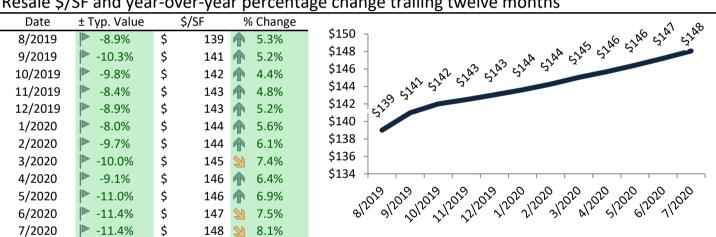
Monthly cost of ownership is \$1,014, and rents average \$1,522, making owning \$507 per month less costly than renting. Rents rose 7.9% year-over-year. The current capitalization rate (rent/price) is 5.8%.

Market rating = 7

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$1,600 7 2 25 25 25 25 25 25 25 25 25 25 25 25
8/2019	<b>2</b> 8.3%	\$ 1,424	\$ 984	\$1,600 3 4 5 5 4 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5
9/2019	<b>9.1%</b>	\$ 1,435	\$ 971	
10/2019	<b>9.7%</b>	\$ 1,447	\$ 987	\$1,400 -
11/2019	<b>9.6%</b>	\$ 1,457	\$ 1,014	\$1,300 -
12/2019	<b>9.2%</b>	\$ 1,466	\$ 1,013	\$1,200 -
1/2020	<b>2</b> 8.6%	\$ 1,473	\$ 1,031	\$1,100 -
2/2020	<b>2</b> 8.3%	\$ 1,481	\$ 1,012	
3/2020	<b>8.1%</b>	\$ 1,488	\$ 1,013	\$1,000 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>8.1%</b>	\$ 1,497	\$ 1,032	\$900 +
5/2020	<b>8.1%</b>	\$ 1,505	\$ 1,009	029 029 029 020 020
6/2020	<b>%</b> 8.0%	\$ 1,514	\$ 1,008	81229 201229 21229 21220 NI220 PISSO
7/2020	<b>&gt;</b> 7.9%	\$ 1,522	\$ 1,014	y y

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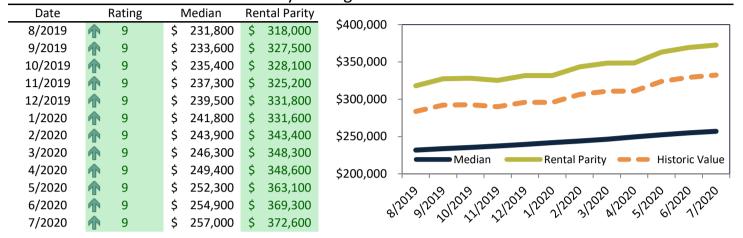


Historically, properties in this market sell at a -10.8% discount. Today's discount is 31.0%. This market is 20.2% undervalued. Median home price is \$257,000, and resale \$/SF is \$128/SF. Prices rose 5.9% year-over-year.

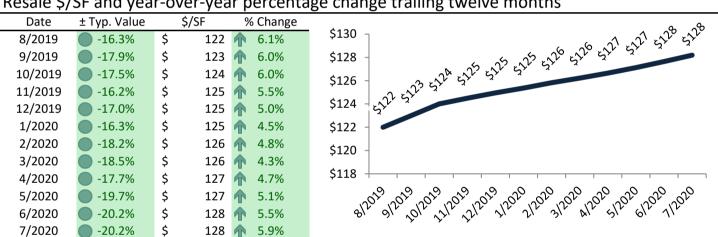
Monthly cost of ownership is \$1,039, and rents average \$1,507, making owning \$467 per month less costly than renting. Rents rose 9.8% year-over-year. The current capitalization rate (rent/price) is 5.6%.

Market rating = 9

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$1,600 7 8 20 20 20 20 20 20 20 20 20 20 20 20
8/2019	9.0%	\$ 1,389	\$ 1,013	\$1,600 3,30 3,103,103 32,103 32,103 32,103 32,103 32,103 32,103
9/2019	<b>10.0%</b>	\$ 1,402	\$ 999	7 1
10/2019	<b>10.7%</b>	\$ 1,414	\$ 1,015	\$1,400 -
11/2019	<b>11.0%</b>	\$ 1,426	\$ 1,041	\$1,300 -
12/2019	<b>10.9%</b>	\$ 1,437	\$ 1,037	\$1,200 -
1/2020	<b>10.5%</b>	\$ 1,447	\$ 1,055	\$1,100 -
2/2020	2 10.3%	\$ 1,457	\$ 1,035	
3/2020	2 10.2%	\$ 1,467	\$ 1,037	\$1,000 - Rent Own Historic Cost to Own Relative to Rent
4/2020	2 10.1%	\$ 1,477	\$ 1,057	\$900
5/2020	<b>10.1%</b>	\$ 1,487	\$ 1,033	
6/2020	9.9%	\$ 1,497	\$ 1,033	Stars bolars than that that
7/2020	9.8%	\$ 1,507	\$ 1,039	у

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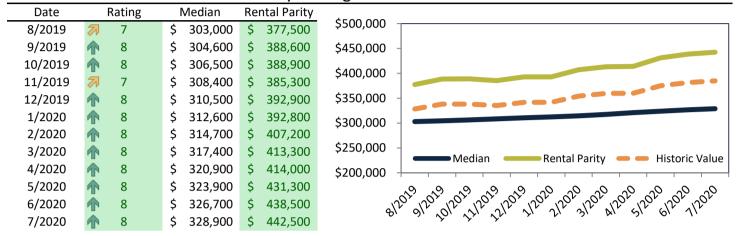


Historically, properties in this market sell at a -13.0% discount. Today's discount is 25.7%. This market is 12.7% undervalued. Median home price is \$328,900, and resale \$/SF is \$188/SF. Prices rose 4.9% year-over-year.

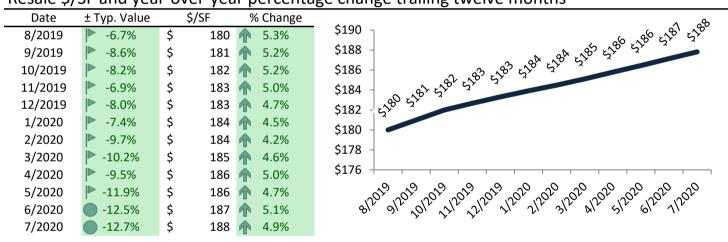
Monthly cost of ownership is \$1,330, and rents average \$1,789, making owning \$459 per month less costly than renting. Rents rose 9.9% year-over-year. The current capitalization rate (rent/price) is 5.2%.

Market rating = 8

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

	7				5
Date	% Change	Rent		Own	\$2,000 7
8/2019	<b>2</b> 7.6%	\$ 1,65	0 \$	1,324	\$1,800 53,65 53,65 53,65 53,65 53,70 53,73 53,72 53,72 53,73 53,75
9/2019	<b>2</b> 8.5%	\$ 1,66	3 \$	1,303	\$1,800 876, 876, 876, 876, 876, 876, 876, 876,
10/2019	9.3%	\$ 1,67	6 \$	1,321	
11/2019	<b>9.7%</b>	\$ 1,69	0 \$	1,352	\$1,600 -
12/2019	<b>9.9%</b>	\$ 1,70	2 \$	1,345	\$1,400 -
1/2020	9.9%	\$ 1,71	4 \$	1,364	71,400
2/2020	2 10.1%	\$ 1,72	7 \$	1,335	\$1,200
3/2020	2 10.3%	\$ 1,74	0 \$	1,336	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>10.5%</b>	\$ 1,75	4 \$	1,359	\$1,000 +
5/2020	<b>10.4%</b>	\$ 1,76	6 \$	1,326	81218 201218 21218 21210 N1210 612010
6/2020	<b>10.1%</b>	\$ 1,77	8 \$	1,324	shars rahars rhars rhare whose chase
7/2020	9.9%	\$ 1,79	0 \$	1.330	у у

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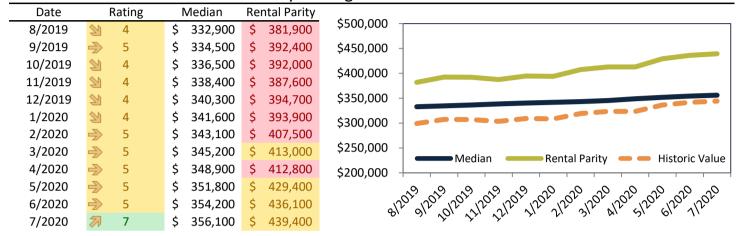


Historically, properties in this market sell at a -21.7% discount. Today's discount is 19.0%. This market is 2.7% overvalued. Median home price is \$356,100, and resale \$/SF is \$212/SF. Prices rose 2.3% year-over-year.

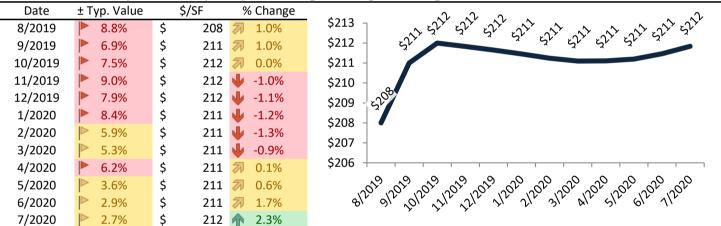
Monthly cost of ownership is \$1,440, and rents average \$1,777, making owning \$337 per month less costly than renting. Rents rose 7.6% year-over-year. The current capitalization rate (rent/price) is 4.8%.

Market rating = 7

### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

Date	% Change	Rent	Own	\$2,000 7
8/2019	2 7.4%	\$ 1,669	\$ 1,454	\$1,800 556 556 556 5576 5576 5576 5576 5576
9/2019	<b>2</b> 7.8%	\$ 1,679	\$ 1,431	\$1,800 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$50 \$
10/2019	<b>2</b> 8.0%	\$ 1,690	\$ 1,450	
11/2019	<b>2</b> 8.1%	\$ 1,700	\$ 1,484	\$1,600 -
12/2019	<b>%</b> 8.0%	\$ 1,710	\$ 1,474	\$1,400 -
1/2020	<b>2</b> 7.9%	\$ 1,719	\$ 1,491	71,400
2/2020	<b>2</b> 7.9%	\$ 1,729	\$ 1,455	\$1,200 -
3/2020	<b>8.0%</b>	\$ 1,739	\$ 1,453	Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>%</b> 8.0%	\$ 1,749	\$ 1,478	\$1,000
5/2020	<b>%</b> 8.0%	\$ 1,759	\$ 1,441	25 25 25 20 20 20
6/2020	<b>2</b> 7.7%	\$ 1,768	\$ 1,436	shore into it in the shore shore shore
7/2020	<b>№</b> 7.6%	\$ 1.777	\$ 1.440	УУУ

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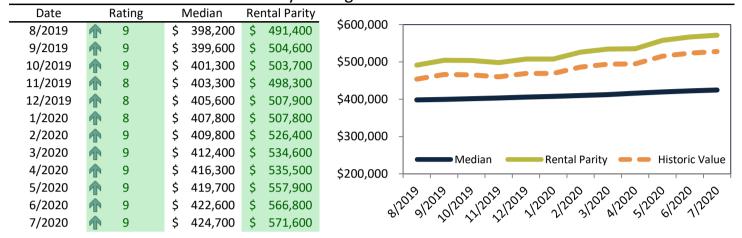


Historically, properties in this market sell at a -7.6% discount. Today's discount is 25.7%. This market is 18.1% undervalued. Median home price is \$424,700, and resale \$/SF is \$166/SF. Prices rose 4.1% year-over-year.

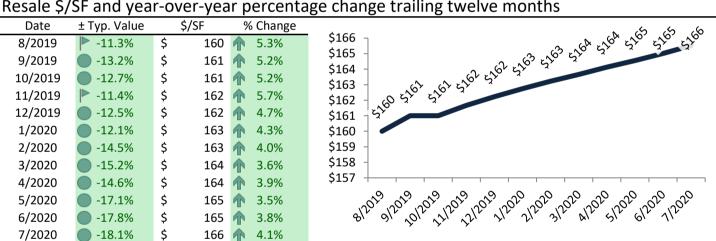
Monthly cost of ownership is \$1,717, and rents average \$2,311, making owning \$594 per month less costly than renting. Rents rose 9.2% year-over-year. The current capitalization rate (rent/price) is 5.2%.

Market rating = 9

#### Median Home Price and Rental Parity trailing twelve months



### Resale \$/SF and year-over-year percentage change trailing twelve months



#### Rental rate and year-over-year percentage change trailing twelve months

			1		
Date	% Change	Rent		Own	\$2,400 7 10 10 10 10 10 10 10 10 10 10 10 10 10
8/2019	<b>5.6%</b>	\$ 2,147	\$	1,740	
9/2019	<b>6.1%</b>	\$ 2,159	\$	1,710	
10/2019	<b>6.5%</b>	\$ 2,172	\$	1,730	\$2,000 -
11/2019	<b>2</b> 7.1%	\$ 2,185	\$	1,769	\$1,800 -
12/2019	<b>&gt;</b> 7.8%	\$ 2,200	\$	1,757	\$1,600 -
1/2020	<b>2</b> 8.5%	\$ 2,216	\$	1,780	\$1,400 -
2/2020	<b>9.1%</b>	\$ 2,233	\$	1,738	
3/2020	<b>9.6%</b>	\$ 2,251	\$	1,736	\$1,200 - Rent Own Historic Cost to Own Relative to Rent
4/2020	<b>10.1%</b>	\$ 2,269	\$	1,764	\$1,000
5/2020	<b>9.9%</b>	\$ 2,285	\$	1,719	
6/2020	<b>9.4%</b>	\$ 2,298	\$	1,713	shors inhors thore those those elose
7/2020	9.2%	\$ 2.312	\$	1.717	Y Y

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#### **TAIT Housing Report**

TAIT housing report and newsletter provides a clear picture of the health of the housing market. Readers find the information on location, valuation, and price trends, timely and relevant to their decision to buy or sell real estate. The TAIT report answers the most important questions:

- (1) Where should I look for bargains?
- (2) Are current prices over or under valued?
- (3) What direction are prices headed, up or down?

The TAIT monthly market report has distilled the market down to three key pieces of information:

- (1) Resale value relative to rent,
- (2) Yearly change in resale prices, and
- (3) Yearly changes in rents.

The resale value relative to rent, or Rental Parity, is calculated by taking the median rent reported by Zillow and utilizing that value as a payment to calculate the size of the loan that payment would support. The result is the price someone could pay and their resulting cost of ownership (payment mostly) would equal the cost of renting; thus the name Rental Parity. The median is the raw median number provided by Zillow. The historic value is what the median "should" be based on the historic relationship between rental parity and the median during periods of market stability (1992-1998 and 2014-2017). This historic value is important because some areas trade below rental parity and some trade above based on how desirable the area is. Whenever the median is above the historic value, the market is overvalued, and whenever the median is below the historic value, it is undervalued. Without this benchmark, there is no way to determine if the current median is overvalued or undervalued. The addition of this benchmark is the key innovation of the TAIT Housing Report.

#### **Using and Interpreting the TAIT Monthly Report**

The table of contents on the front page of the TAIT monthly report organizes the reports by area. The typical page of an area report breaks down into four parts:

- (1) The news overview,
- (2) Median Home Price and Rental Parity trailing twelve months,
- (3) Resale \$/SF and year-over-year percentage change trailing twelve months,
- (4) Rental rate and year-over-year percentage change trailing twelve months.

#### **NEWS OVERVIEW**

The news overview provides concise descriptions of the facts and conditions in the market. The news overview measures the current premium or discount, compares it to the historic premium or discount, and states whether the market is currently overvalued or undervalued. This is an important measure of future financial performance.



**Resale Market Value and Trends** 

### Orange County Housing Market Value & Trends Update

Historically, properties in this market sell at a 1.9% premium. Today's discount is 0.7%. This market is 2.6% undervalued. Median home price is \$730,800, and resale \$/SF is \$429/SF. Prices rose 0.8% year-over-year.

Monthly cost of ownership is \$3,204, and rents average \$3,225, making owning \$020 per month less costly than renting. Rents rose 3.7% year-over-year. The current capitalization rate (rent/price) is 4.2%.

Market rating = 6

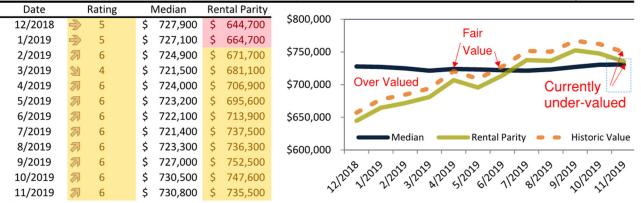


#### MEDIAN HOME PRICE AND RENTAL PARITY TRAILING TWELVE MONTHS

For those who want the bottom line without all the analysis and detail, the market rating is the first row of the first section of data. The rating encapsulates all the conditions of the market into one figure. A rating of 10 is good and a rating of 1 is bad. A highly rated property or market is a good financial buy.

Median Home Price and Rental Parity trailing twelve months

Premium Market Example



The chart displays three lines that reveal much about the market. The first two lines to note are the parallel green and orange lines, rental parity (green) and historic value (orange). As mentioned previously, some markets trade at a discount and some at a premium to rental parity. If the orange line (historic value) is above the green line (rental parity), the market is a premium market. If the orange line (historic value) is below the green line (rental parity), the market is a discount market. The larger the gap, the greater the premium or discount is.

The third line plotted against these two parallel lines is the median resale price for the area. This line reveals whether the market is currently trading at a premium or discount to rental parity and historic value. The more important of these relationships is between median resale price and historic value. Over time, the market has shown a tendency toward trading at historic value. If it trades above for a while, over time it will revert back to this value. That may happen either by an extended period of little or no appreciation or an outright decline in prices. If the market trades below its historic value, it's likely to see a rebound back to this value in the future.

Valuation is more important that price movement. The best markets trade at a discount to historic value.

#### RESALE \$/SF AND YEAR-OVER-YEAR PERCENTAGE CHANGE TRAILING TWELVE MONTHS

Since the historic value is so important, the first column in next section displays the premium or discount from historic value over the last year. The second column and the chart shows the dollars per square foot resale price in the market. The line on the chart visually shows the general direction of prices, and the third column shows the actual percentage change.

Resale \$/SF and year-over-year percentage change trailing twelve months

Date	± Typ. Value	\$/SF	% Change	9 9
12/2018	<b>11.0%</b>	\$ 427	4.1%	\$430 \$428   5421 5421 55
1/2019	7.5%	\$ 427	3.4%	\$458 - 22 22 22
2/2019	▶ 6.0%	\$ 425	2.4%	\$426 - \$426 - \$424 -
3/2019	▶ 4.0%	\$ 424	<b>3</b> 1.9%	3" 4W3 4W3 4W
4/2019	0.5%	\$ 425	7 1.9%	\$424 -
5/2019	▶ 2.0%	\$ 424	₹ 1.2%	\$422 -
6/2019	-0.8%	\$ 423	0.5%	\$420 -
7/2019	-4.1%	\$ 423	3 0.0%	
8/2019	▶ -3.7%	\$ 424	-0.2%	\$418
9/2019	-5.3%	\$ 427	<b>3</b> 0.5%	21/2013 1/2013 1/2013 1/2013 1/2013 1/2013 1/2013 1/2013 1/2013 1/2013 1/2013
10/2019	-4.2%	\$ 429	0.9%	21/202 1/202 1/202 3/202 1/202 3/202 6/202 1/202 8/202 3/202 9/202 1/2028
11/2019	▶ -2.6%	\$ 429	匆 0.8%	, , , , , , , , , , , , , , , , , , ,



#### RENTAL RATE AND YEAR-OVER-YEAR PERCENTAGE CHANGE TRAILING TWELVE MONTHS

The final table and chart on the page is similar to the first grouping; it displays three lines, two of which are parallel and show current rent and the historic cost of ownership relative to rent, and the third line is the current cost of ownership. The relationships are similar, the charts will look similar, and the interpretations are the same.

Rental rate and year-over-year percentage change trailing twelve months

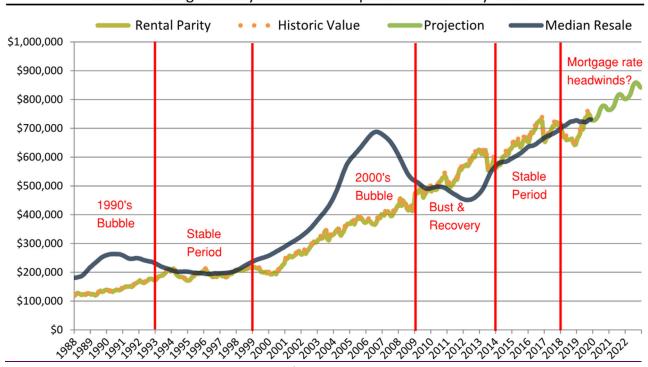


This method of looking at the data is more revealing to those who like to focus on monthly costs rather than purchase price. It reveals how affordable properties are relative to monthly rent, which is what rental parity analysis is all about. The first column of data shows the rate of rent growth over the last year, and the next two columns show the cost of renting and the cost of owning during the same period.

#### **HISTORIC MARKET DATA CHARTS**

The next page of the report shows two charts: County median home price since January 1988, and County median rent and monthly cost of ownership since January 1988. These charts are designed to put current circumstances in historic context. They answer questions like, "How volatile are prices?" and "How does today's pricing compare to the fluctuations of the past?" and "How much danger is there in buying today?"

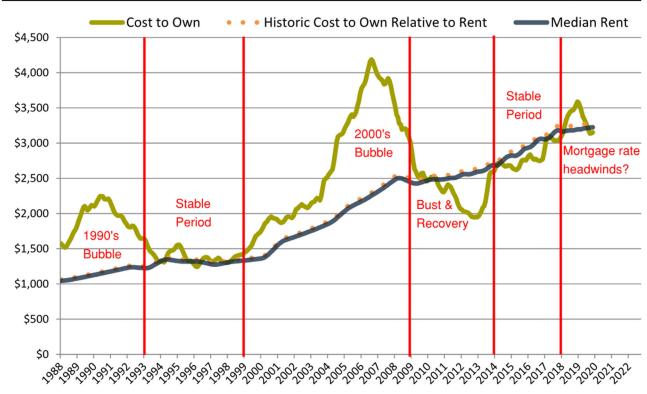
#### Orange County median home price since January 1988





With the green line for rental parity and the orange line for historic value, it's easy to tell when the market is fairly valued, overvalued, or undervalued.

### Orange County median rent and monthly cost of ownership since January 1988

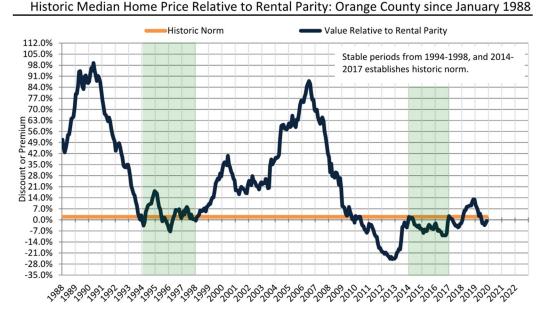


The chart above shows rent and monthly cost of ownership. It looks similar to the rental parity and resale home price chart, as it merely converts that information to a monthly format. For those who have difficulty relating to the large numbers of purchase price, viewing the data in terms of monthly expenses is easier to put into context.

# HISTORIC VALUATION

The next page in the report shows two charts: Historic Median Home Price Relative to Rental Parity: County since January 1988, and TAIT Market Timing System Rating: Orange County since January 1988.

The chart above shows, at a glance, how close the market trades to its

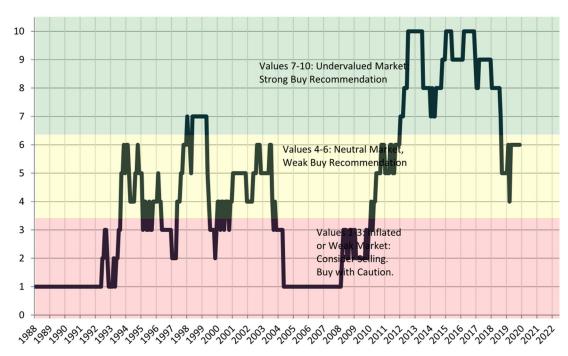


historic norm. The benchmark period is shown in green, and the degree of market volatility can be inferred from the scale to the left. For example, Orange County traded for as much as 25% below rental parity and 100% above it during the 31-year period shown.



#### TAIT RATING SYSTEM CHART

The market timing rating system mechanically identifies both good and buy dimes to buy based on valuation, resale price change, and rental rate change.



#### The importance of rental parity

Rental parity is important because it represents the threshold of affordability. When prices are above rental parity, it costs more to own than to rent, so owning is often not a wise financial decision. Owning may still be right for people, and many are willing to pay the premium to own to obtain the emotional benefits of ownership; however, on a purely financial basis, paying more than rental parity is generally not wise because prices will inevitably return to this price level in time.

When prices are below rental parity, it costs less to own than to rent, so owning under these circumstances is generally a wise choice. Since a buyer who pays less than rental parity for a house is saving money, there is a clear financial benefit obtained irrespective of fluctuations in resale price.

When the cost of ownership is less than rental parity, an owner is far less likely to be forced to sell at a loss. The property can always be rented to cover costs rather than sell for a loss. Further, this ability to rent and at least break even provides the owner with flexibility to move if necessary. Mobility to take a new job or buy a different house is denied to those who overpaid and who are stuck paying more in the cost of ownership than they can obtain in rent.

With these advantages, buying at a price below rental parity using fixed-rate financing is critical. Every buyer should consider rental parity in their buying decision.

#### **RENTAL PARITY AS BASIS OF VALUE**

Valuation is the least understood, yet most important, aspect of a housing market. Economists look at various ratios including price-to-income, price-to-rent, and other aggregate measures to attempt to establish valuation metrics. Each of these has strengths and weaknesses, but each of them fails because they don't directly connect the actions of an individual buyer to the activity in the broader market. For this reason, I strongly favor rental parity as the best measure of valuation. Rental parity ties together income, rent, interest rates, and financing terms in a way that matches the activities of individual buyers to the overall price activity in the market.