




ESPRESSO
COUNTRY
RWANDA
ORIGIN / FARM
RUGALI
PROCESS
NATURAL
FILTER NO 1
COUNTRY
PANAMA
ORIGIN / FARM
TORTONIAN GEISHA
PROCESS
NATURAL
FILTER NO 2
COUNTRY
BOLIVIA
ORIGIN / FARM

JUNE 2022 MARKET MINUTE



“Home sales have essentially returned to the levels seen in 2019 – prior to the pandemic – after two years of gangbuster performance.”

~ LAWRENCE YUN, NAR Chief Economist, June 21 , 2022

MAY 2022 NATIONAL MARKET OVERVIEW

EXISTING HOME SALES VOLUME

- **-3.4% compared April 2022**
- **-8.6% compared to a year ago (May 2021)**
- **Avg DOM was 16 days in May**
 - Down slightly from 17 days in April
 - Down from 17 days a year ago
 - 88% of homes on the market sold in less than 30 days

MAY 2022 NATIONAL MARKET OVERVIEW

EXISTING HOME SALES PRICE

- **Up 14.8% compared to a year ago**
 - 123 consecutive months of year-over year growth
 - Longest streak on record for price increase
 - Prices increased in every US region

MAY NATIONAL MARKET OVERVIEW

INVENTORY

- **+12.6% from April 2022**
- **-4.1% from a year ago**
- **2.6 MSI for May 2022**
 - Up from 2.2 last month
 - Up from 2.5 a year ago

IN THE SOUTH REGION....

HOME SALES VOLUME

- -2.8% from April 2022
- -8.4% from a year ago

HOME PRICE

- +20.6% from a year ago
- For the 9th consecutive month, the South posted the highest increase in home prices



NATIONAL
ASSOCIATION of
REALTORS®


KELLER KNAPP
REALTY

“Further sales declines should be expected in the upcoming months given housing affordability challenges from the sharp rise in mortgage rates this year.....”



NATIONAL
ASSOCIATION of
REALTORS®

KELLER KNAPP
REALTY

A photograph of a modern, industrial-style interior space. The room features a long, dark metal table with a wooden top, supported by a black metal frame. Behind the table is a long, low-profile bench with several orange-colored seats. To the right, several bicycles are parked, including a prominent red one. The floor is made of dark wood planks. The ceiling is white with exposed pipes and track lighting. The walls are a mix of white and grey, with some areas showing signs of wear or peeling paint. The overall atmosphere is clean, bright, and contemporary.

“...Nonetheless, homes priced appropriately are selling quickly and inventory levels still need to rise substantially – almost doubling – to cool home price appreciation and provide more options for home buyers.”

LAWRENCE YUN, NAR Chief Economist



NATIONAL
ASSOCIATION of
REALTORS®

KELLER KNAPP
REALTY



*At this moment, its all about
interest rates*

FREDDIE MAC 2022 LOAN COMMITMENT RATES

Average Commitment Rate for a 30-year, conventional, fixed-rate mortgage:

MONTH	AVERAGE RATE
January	3.45
February	3.76
March	4.17
April	4.98
May	5.23
June	??



NATIONAL
ASSOCIATION of
REALTORS®

KELLER KNAPP
REALTY

IN TIMES OF RISING INTEREST RATES....

THE FED

When the Fed raises the interest rate, how does that affect mortgage rates?

THE MARKET

What can we reasonably expect to see in the market for the rest of 2022?

TAX INCENTIVES

What tax deductions and incentives are attractive at a time like this?



NATIONAL
ASSOCIATION of
REALTORS®

KELLER KNAPP
REALTY



LOCAL REAL ESTATE EXPERTISE... LIKE ONLY A NEIGHBOR CAN.