

APOLLO

# **US Housing Outlook:**

## High mortgage rates weighing on the housing market

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**Apollo Global Management**

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Unless otherwise noted, information as of September 2026

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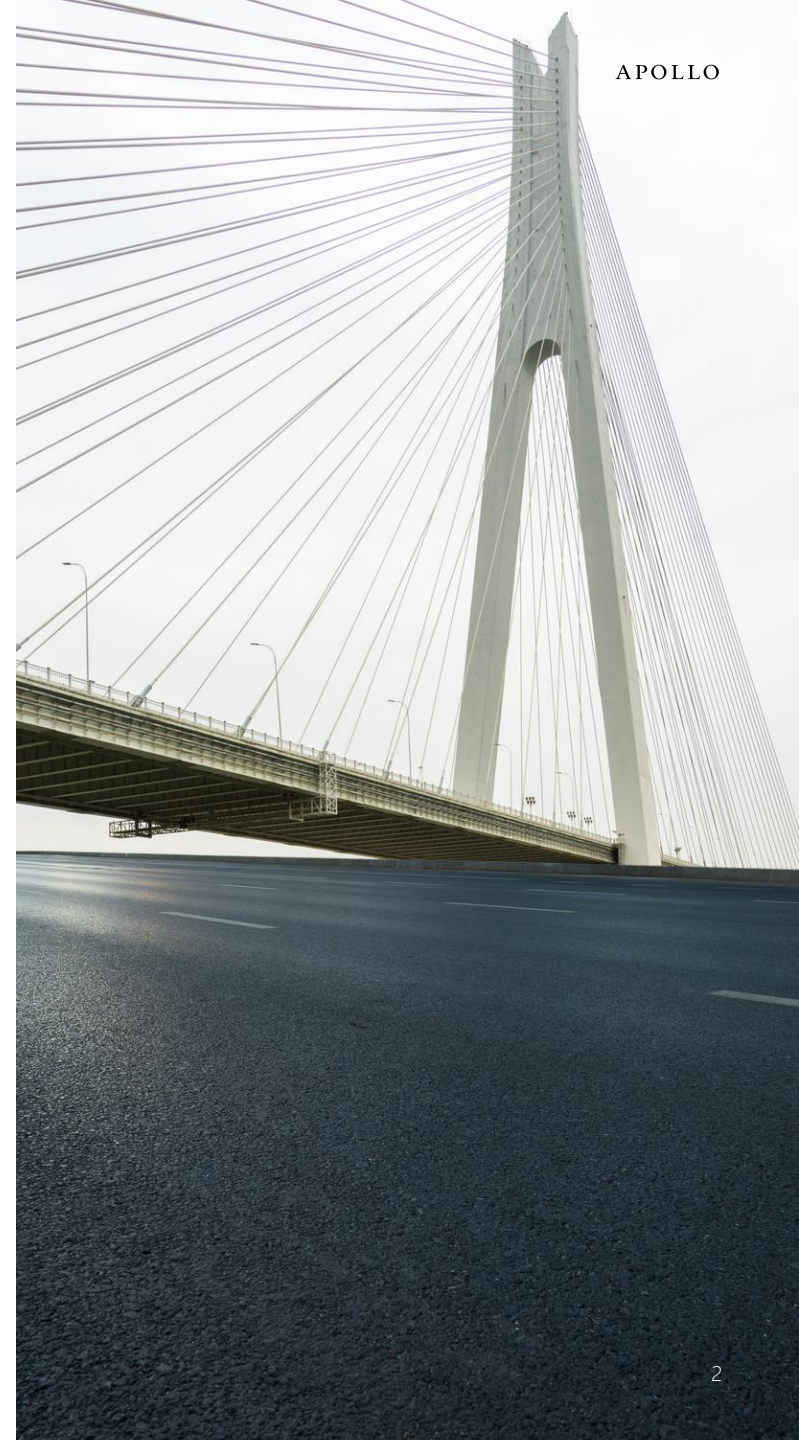
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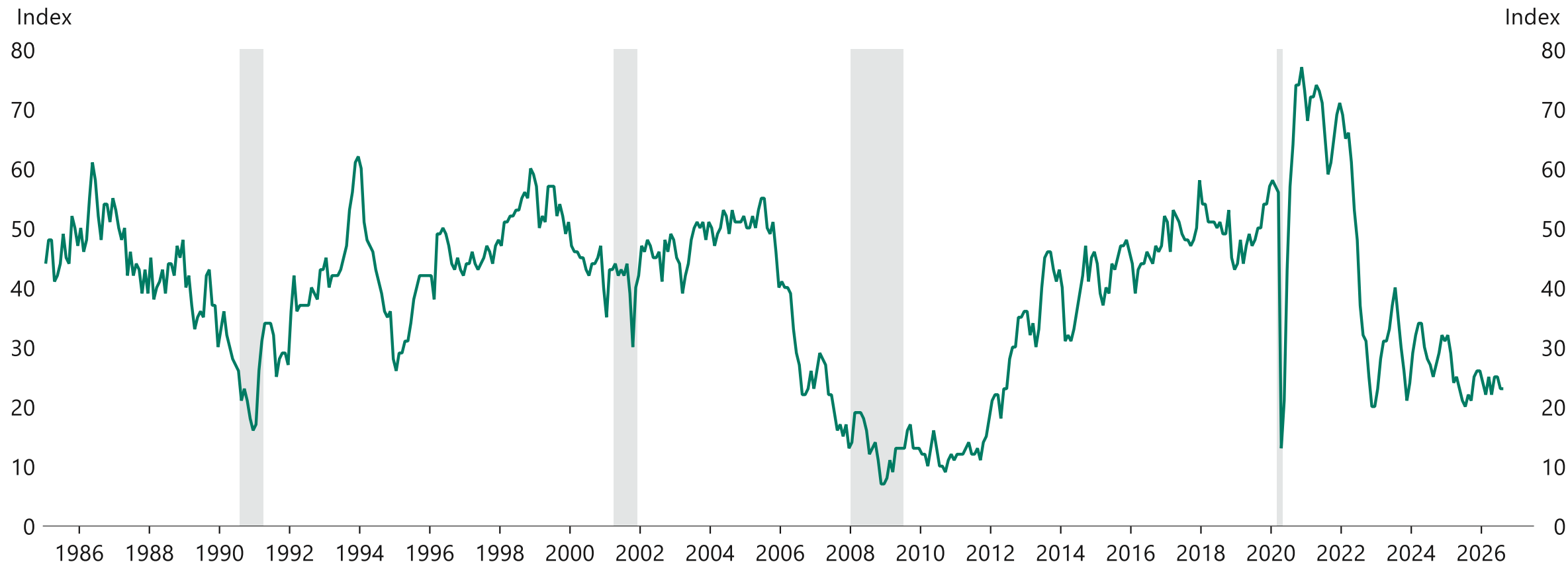
# Outline

- 1) Housing demand
- 2) Housing supply
- 3) House prices
- 4) Housing outlook

## 1) Housing demand

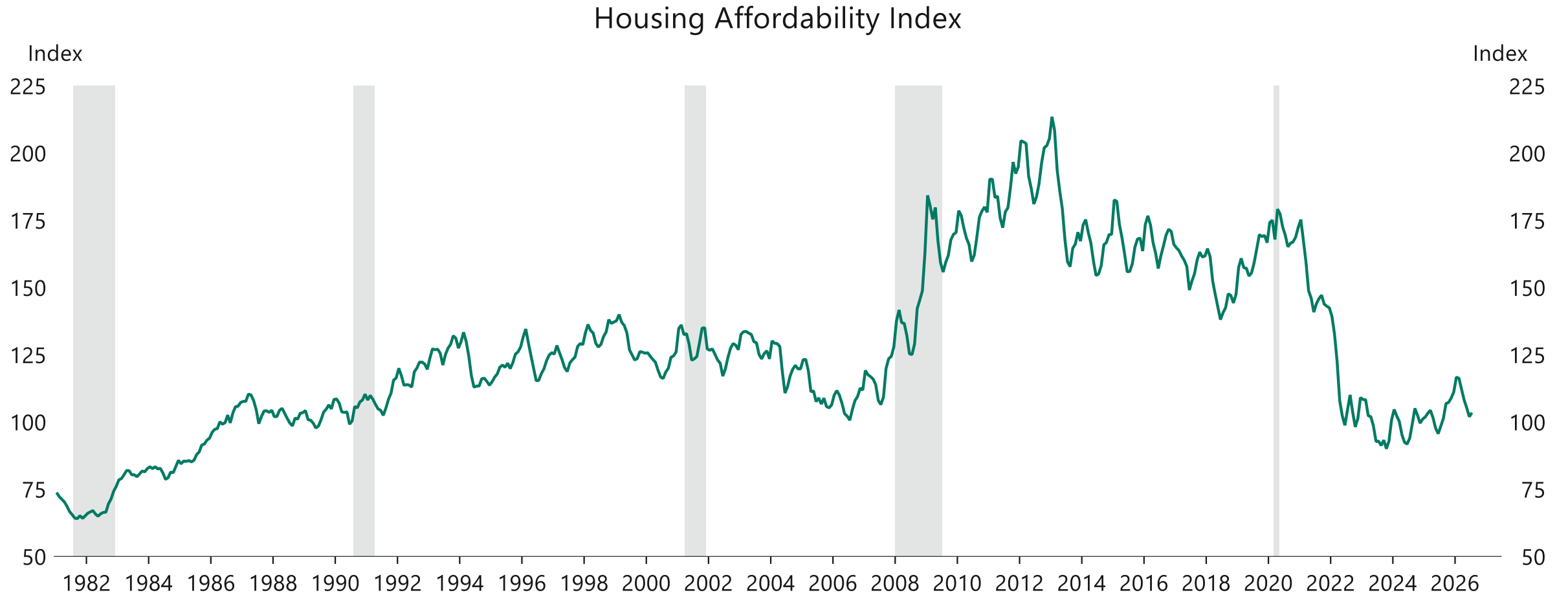
# Traffic of prospective homebuyers

## Traffic of prospective buyers of new homes



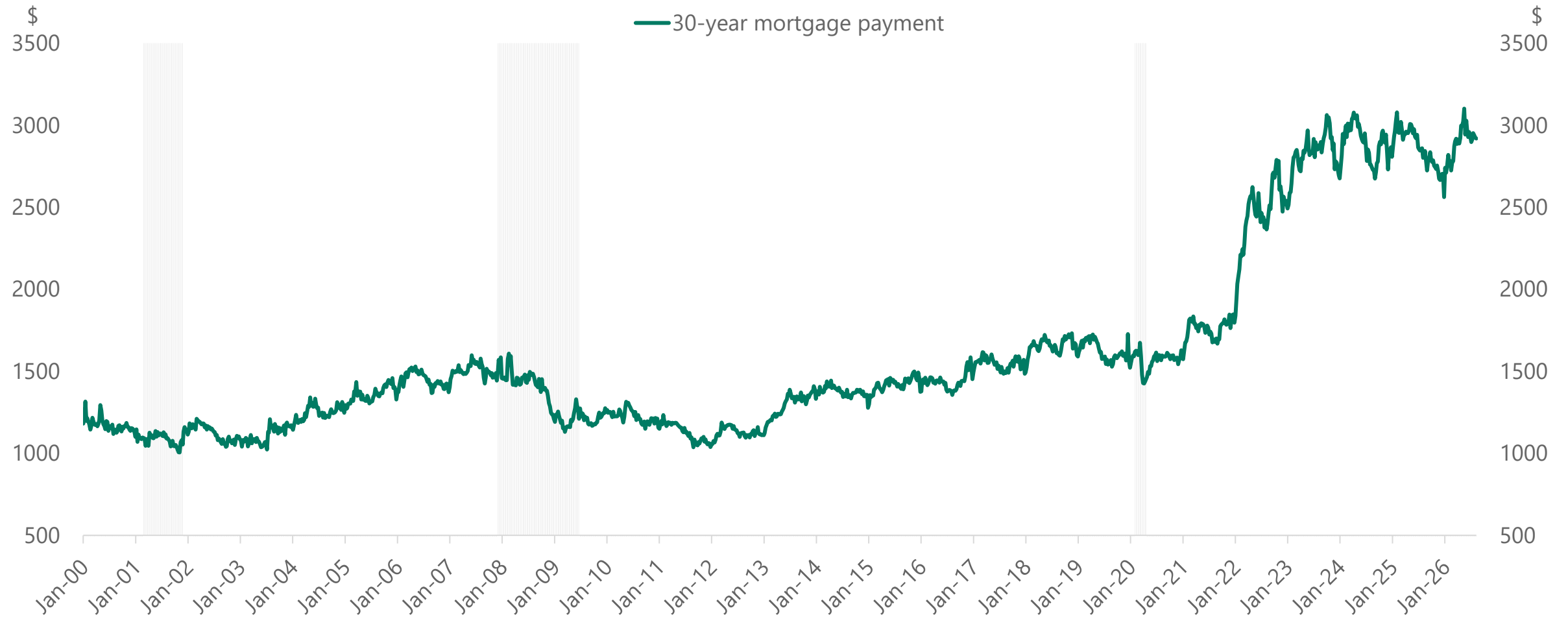
Source: National Association of Home Builders, Macrobond, Apollo Chief Economist

# Housing affordability near record lows



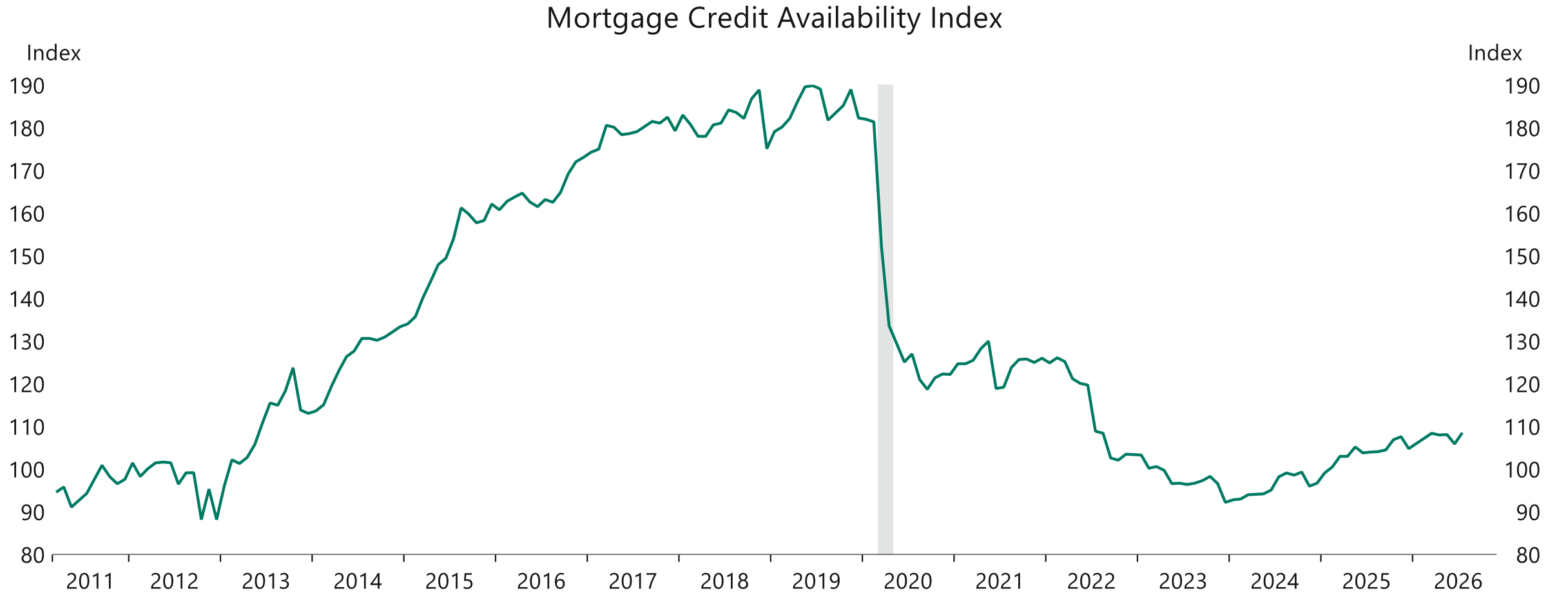
Source: National Association of Realtors (NAR), Macrobond, Apollo Chief Economist

# Average monthly mortgage payment on a new 30-year mortgage: \$2,918



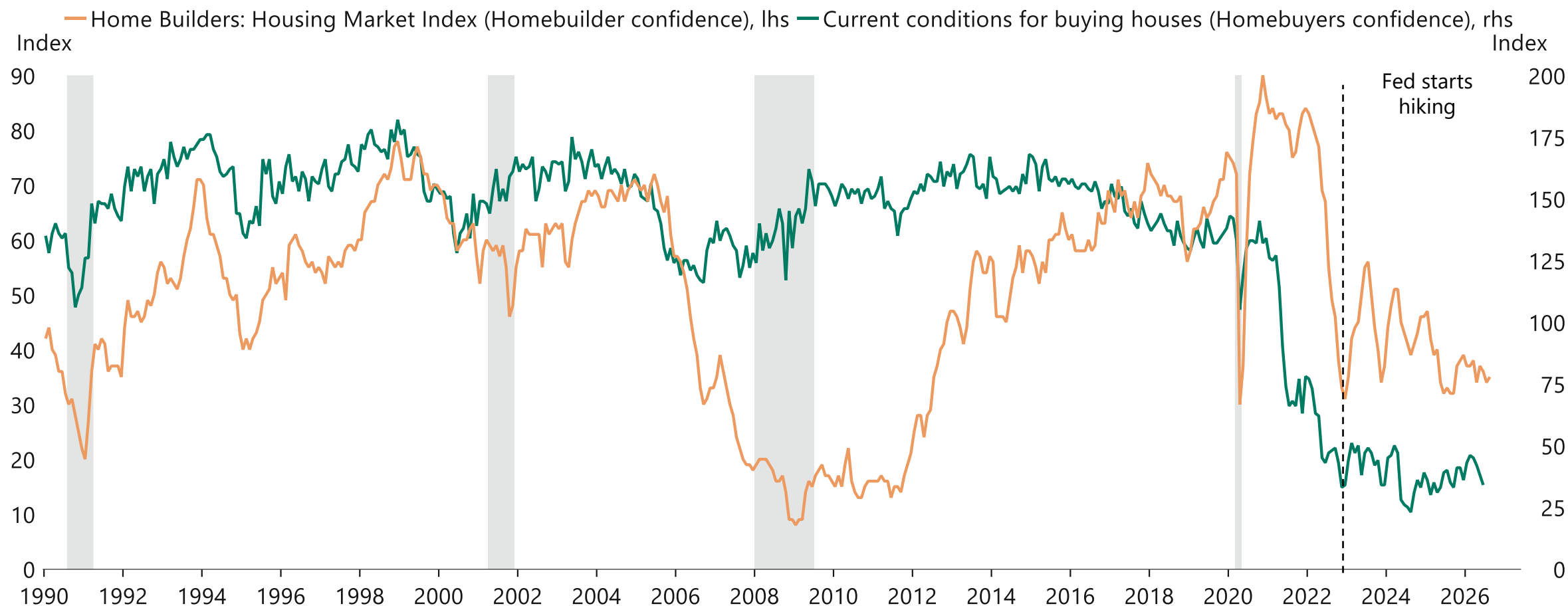
Source: Bloomberg L.P., Apollo Chief Economist (Note: Calculation of monthly payment using the 30-year purchase loan application size and the 30-year effective rate.)

# Availability of mortgage credit at tight levels



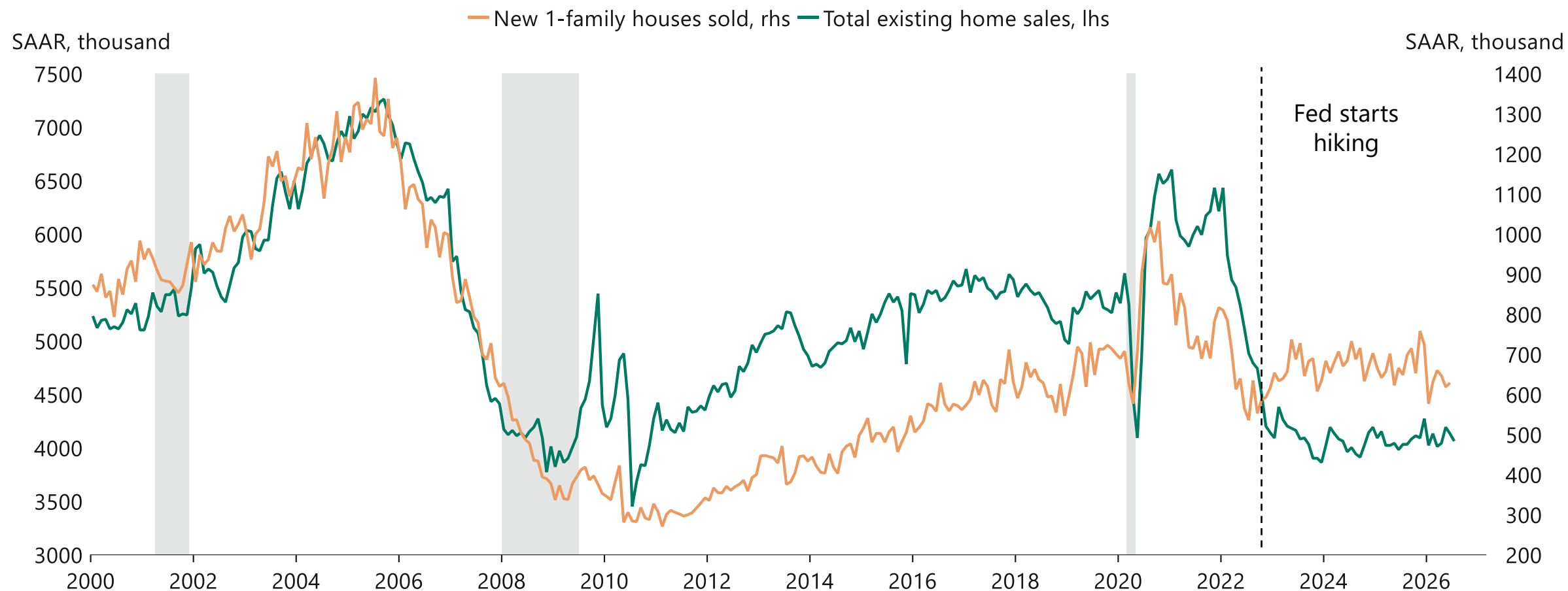
Source: MBA, Bloomberg, Macrobond, Apollo Chief Economist

# Homebuyer and homebuilder confidence at very low levels



Source: University of Michigan, National Association of Home Builders, Macrobond, Apollo Chief Economist

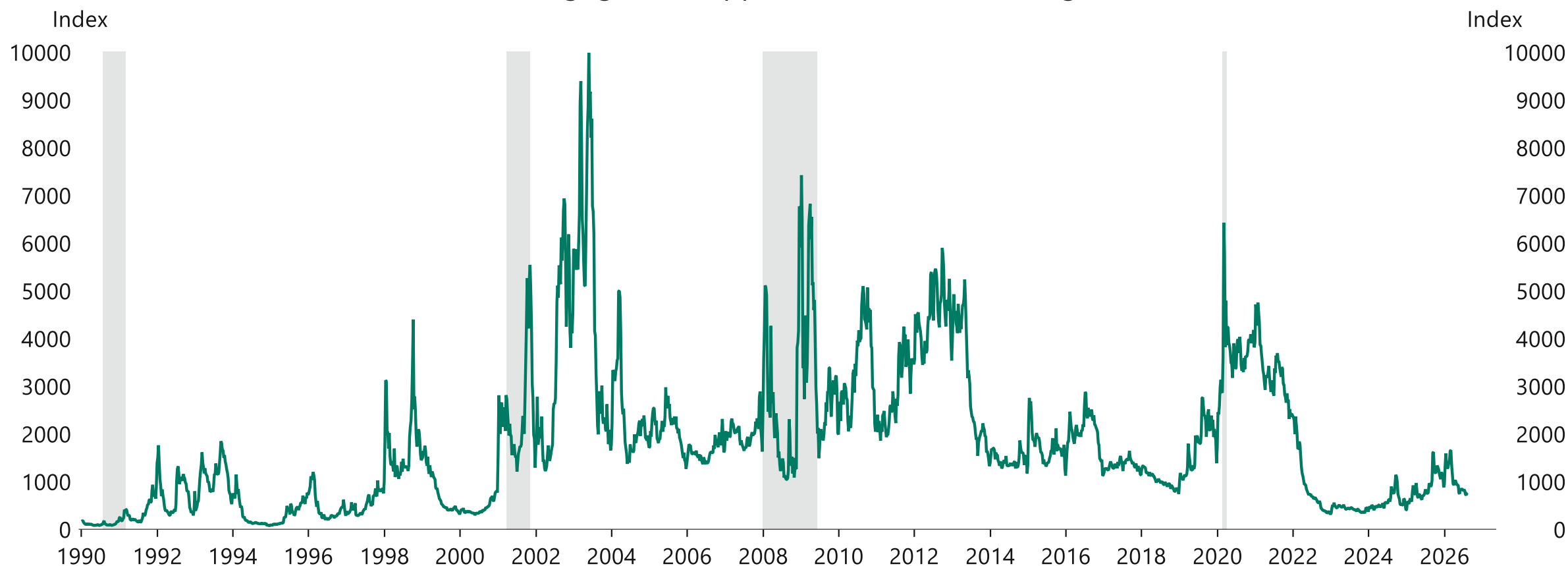
# Existing and new home sales



Source: National Association of Realtors (NAR), U.S. Census Bureau, Macrobond, Apollo Chief Economist

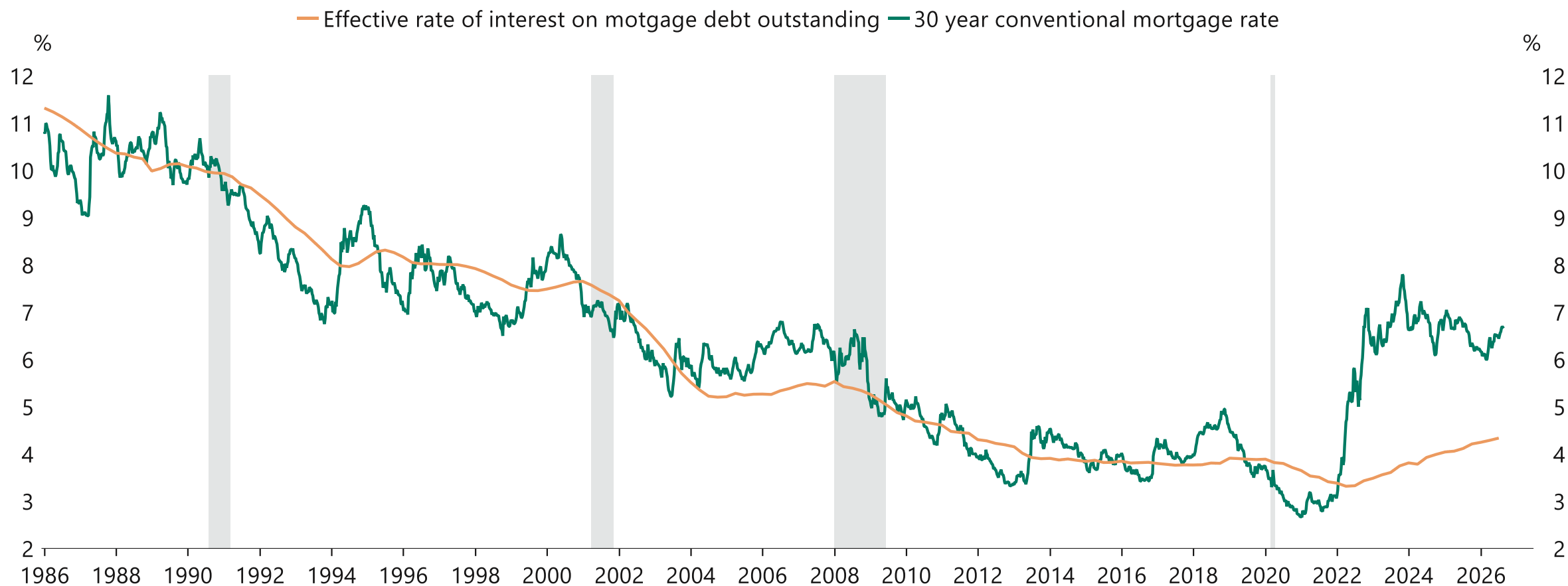
# Number of homeowners who are refinancing their mortgage

## Mortgage loan applications for refinancing



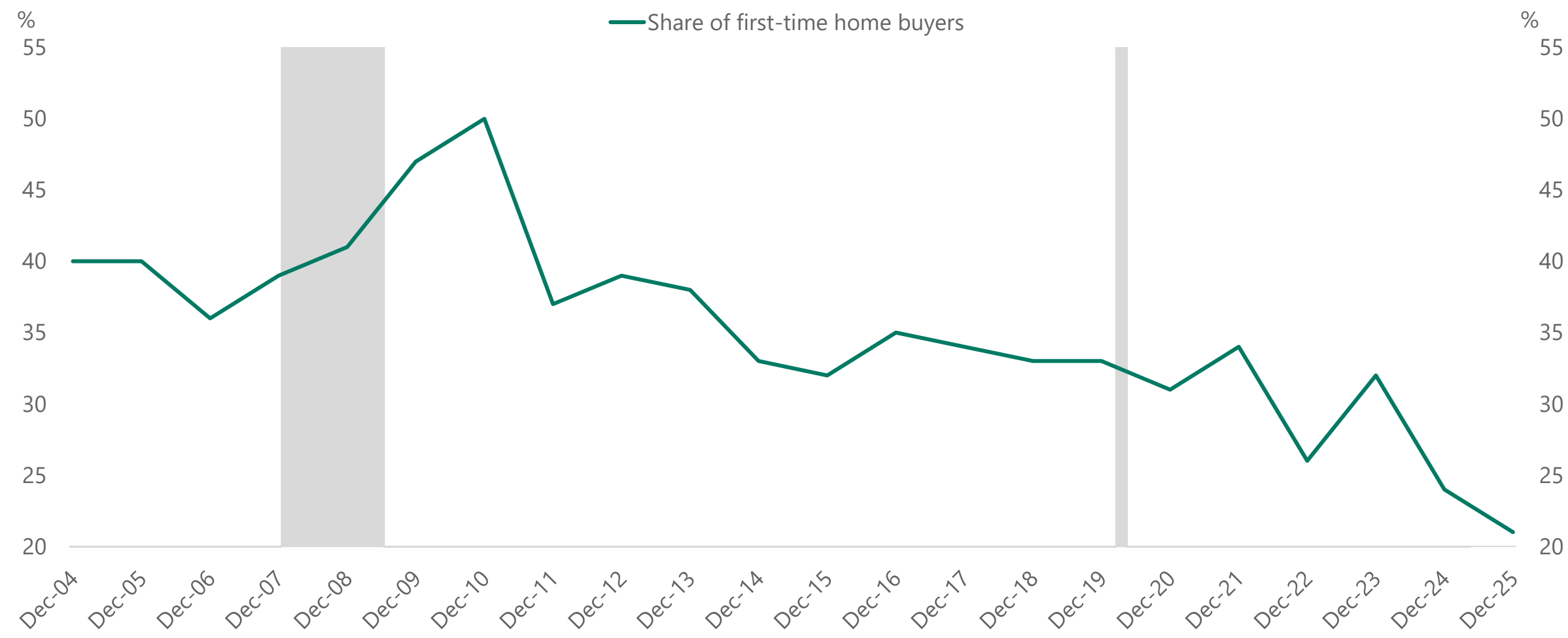
Source: Mortgage Bankers Association (MBA), Macrobond, Apollo Chief Economist

# Mortgage rates are high, weighing on housing demand



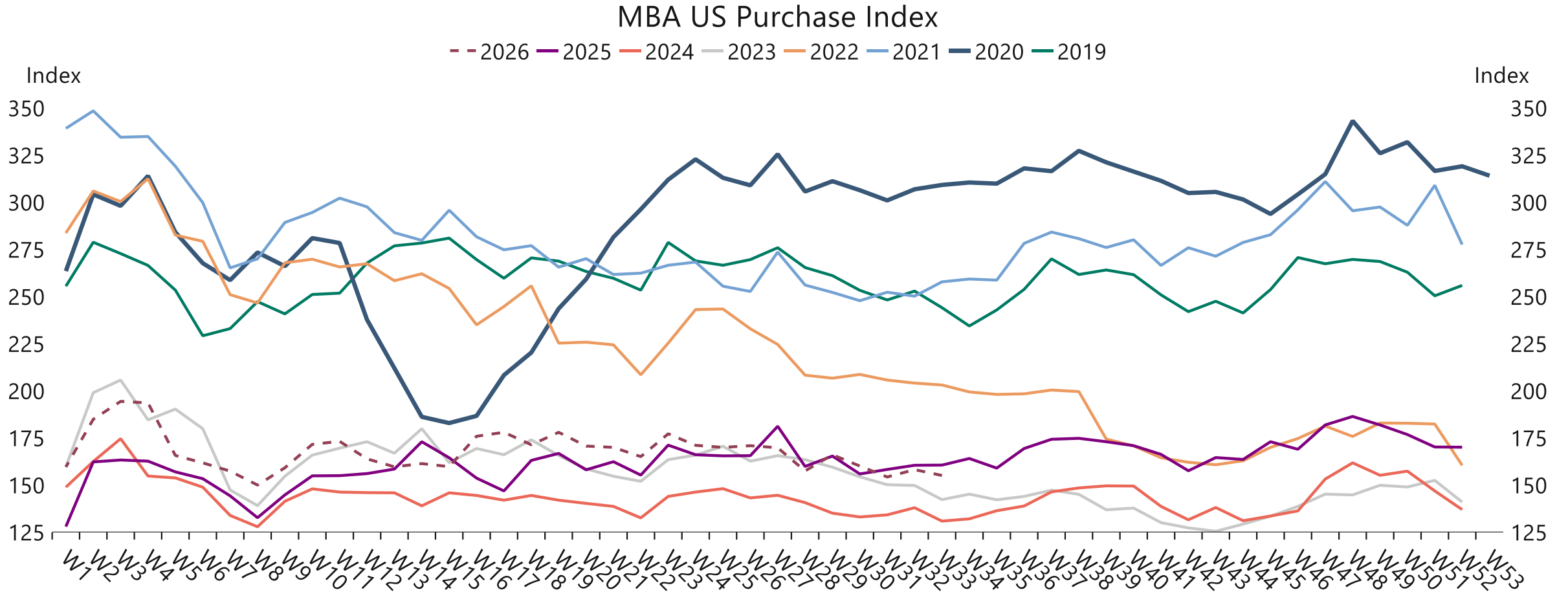
Source: Freddie Mac, U.S. Bureau of Economic Analysis (BEA), Macrobond, Apollo Chief Economist. Note: The effective interest rate (%) reflects the amortization of initial fees and charges over a 10-year period, which is the historical assumption of the average life of a mortgage loan.

# Share of first-time homebuyers is declining



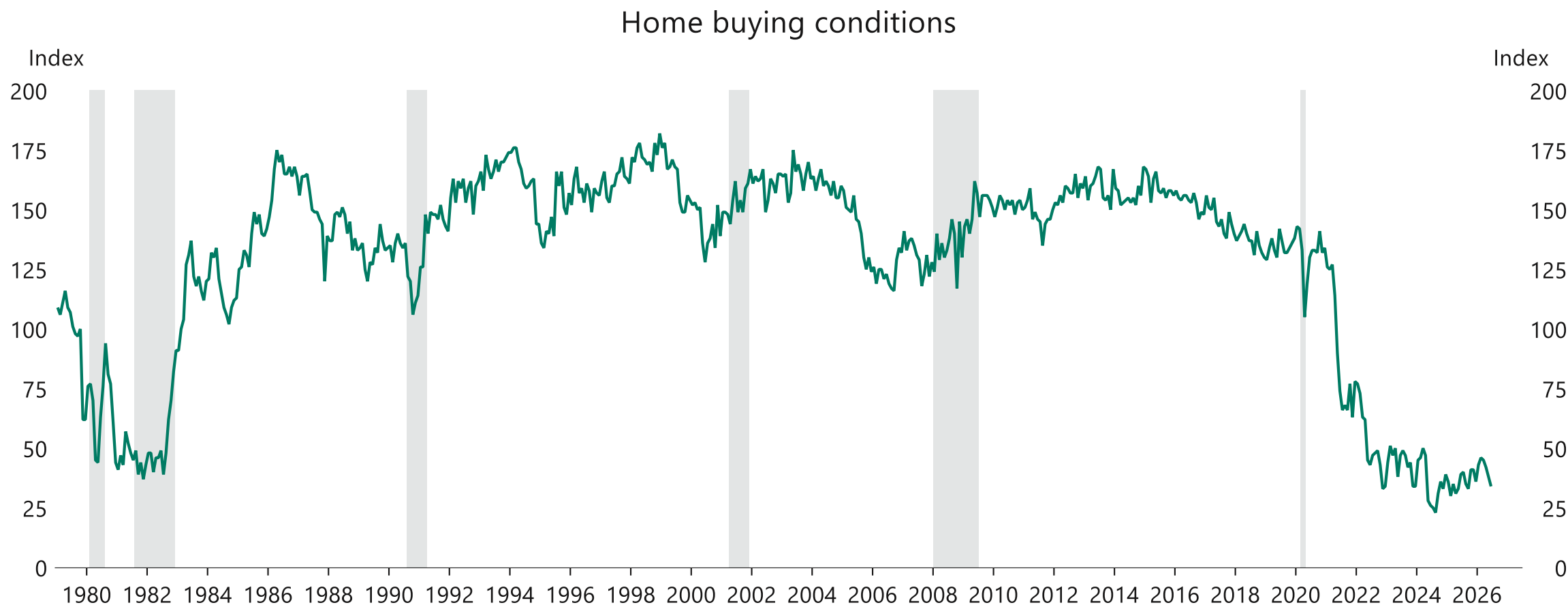
Source: National Association of Realtors, Apollo Chief Economist.

# Mortgage purchase applications very low



Source: Mortgage Bankers Association (MBA), Macrobond, Apollo Chief Economist

# US home buying conditions: Not good



Source: University of Michigan, Macrobond, Apollo Chief Economist. Note: Home buying conditions = Share reporting good conditions - Share reporting bad conditions + 100.

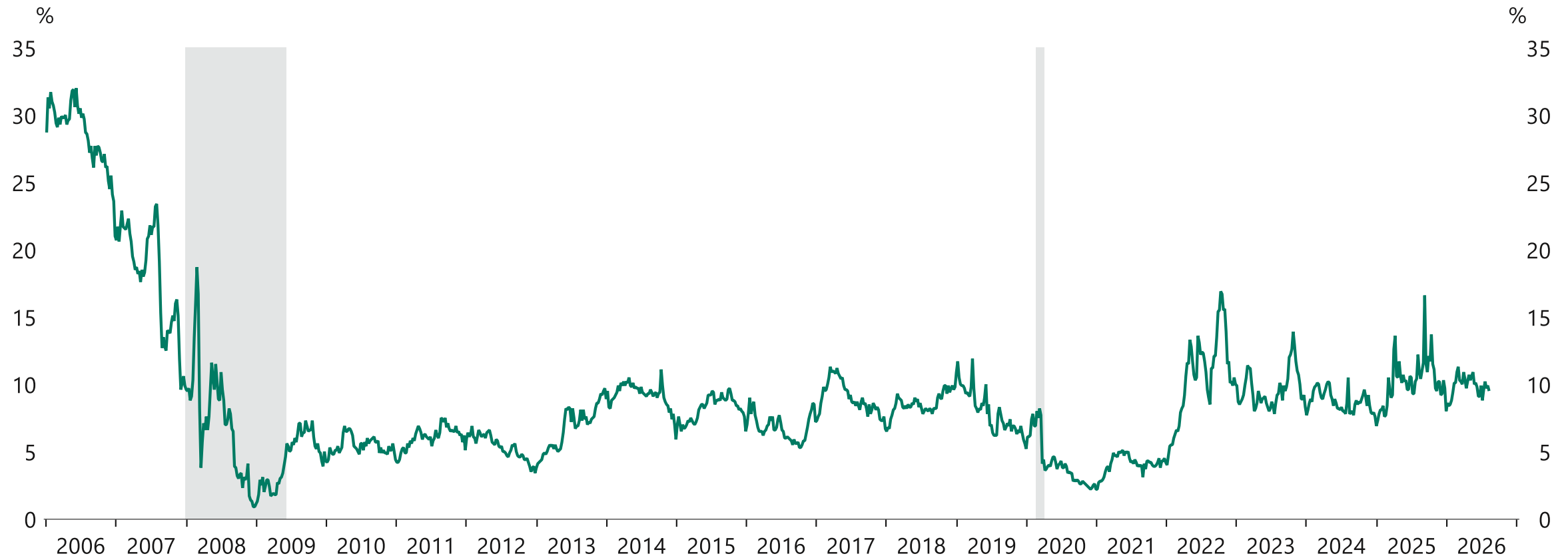
# The unemployment rate is low



Source: U.S. Bureau of Labor Statistics (BLS), Macrobond, Apollo Chief Economist

# ARM share of total mortgage applications: 10%

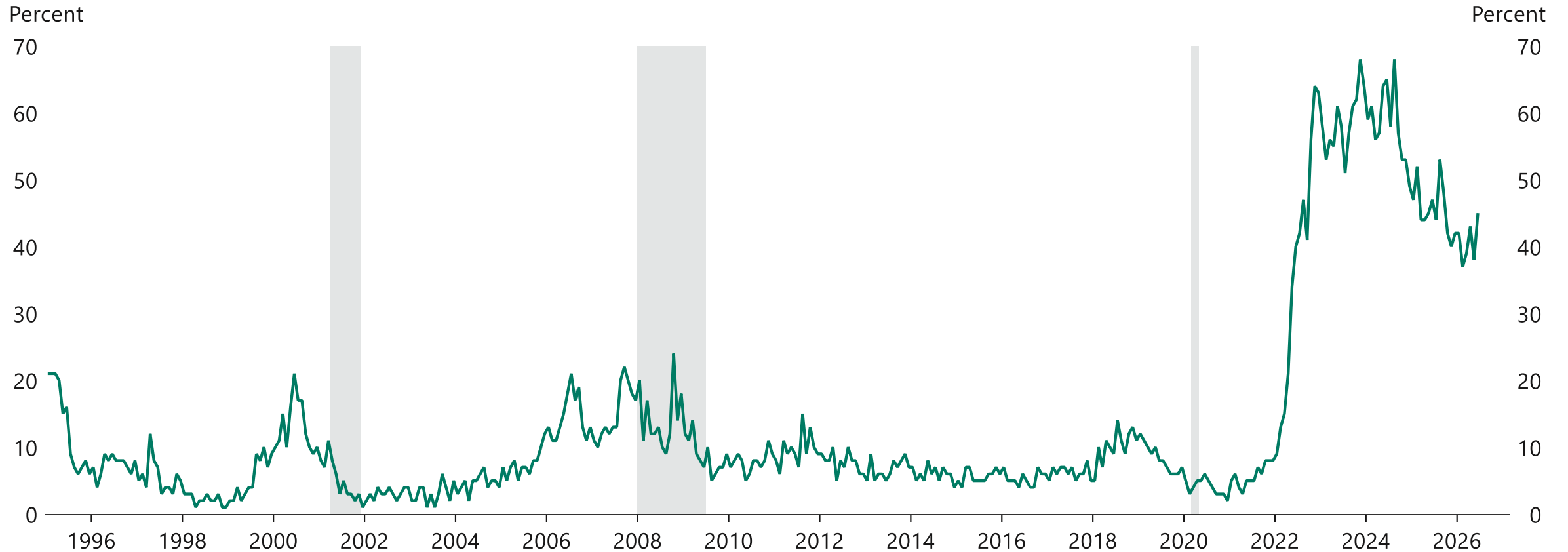
Adjustable rate mortgage share of conventional applications



Source: Mortgage Bankers Association (MBA), Macrobond, Apollo Chief Economist

45% of consumers are saying that this is a bad time to buy a house because of high mortgage rates and tight credit

Current Conditions for Buying Houses: Bad: High Interest/Tight Credit

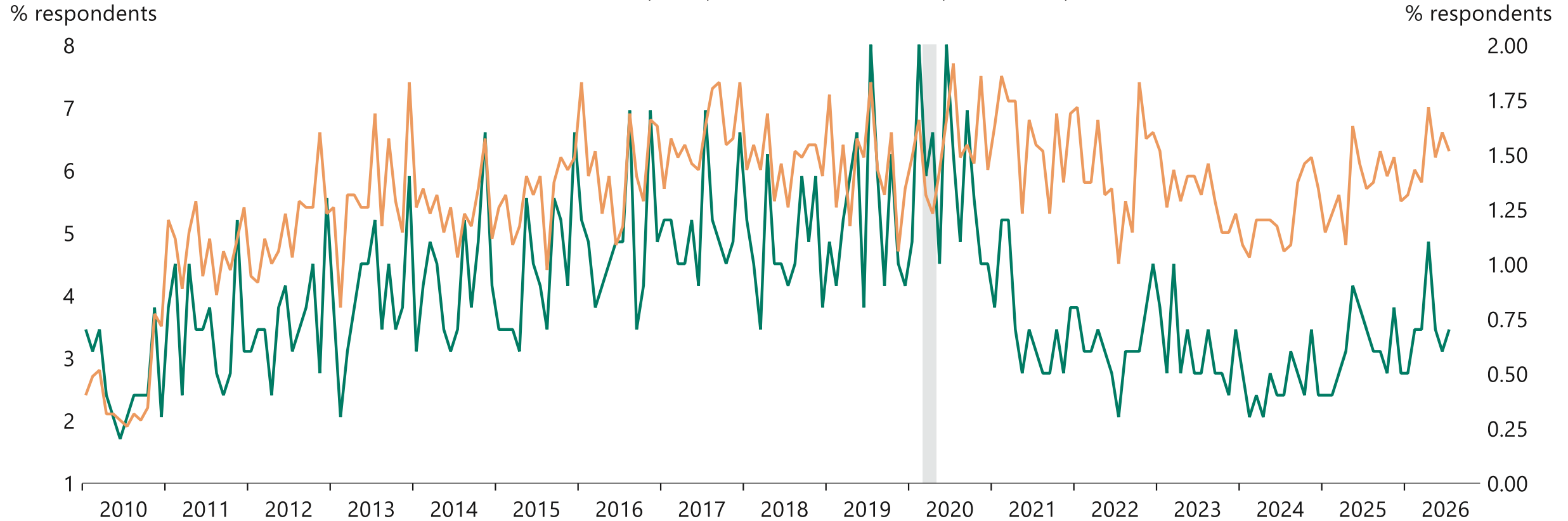


Source: University of Michigan, Macrobond, Apollo Chief Economist

# Home buying plans

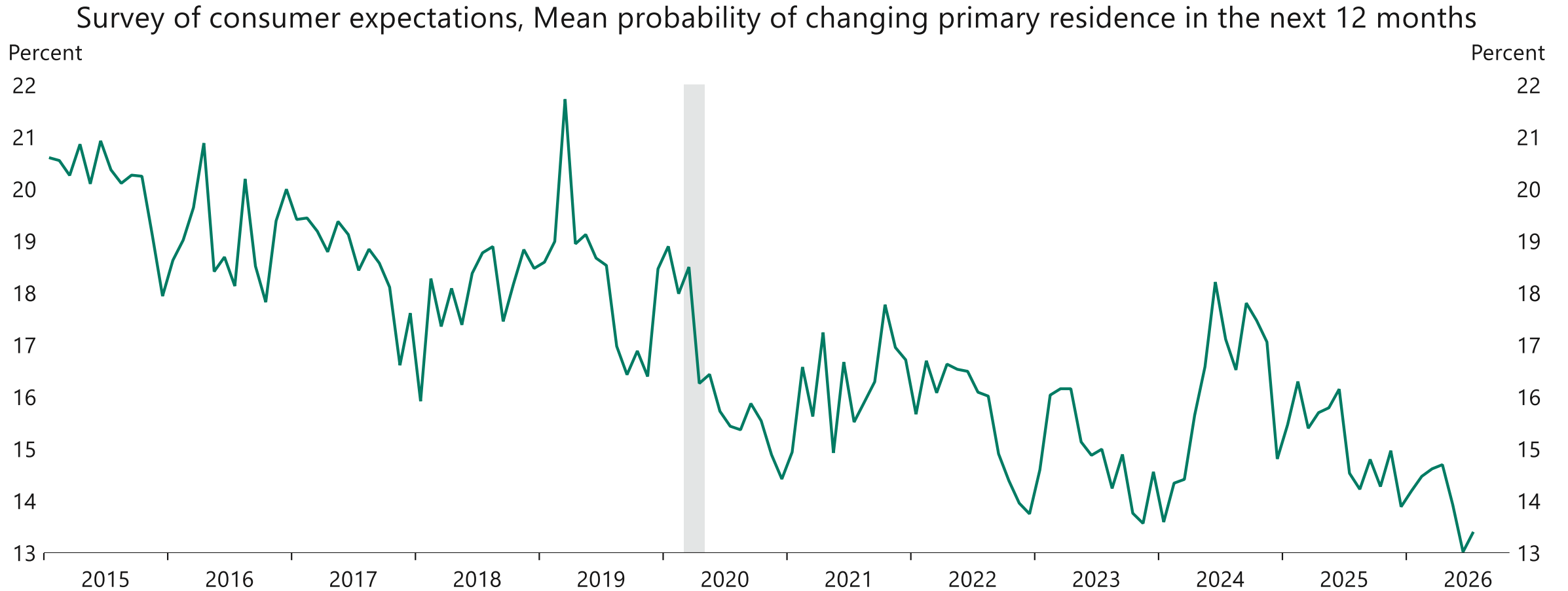
## Conference Board Consumer Confidence Index, Plans to Buy Home

— Within 6 Months, Total, lhs — Within 6 Months, New Home, rhs



Source: Conference Board, Macrobond, Apollo Chief Economist

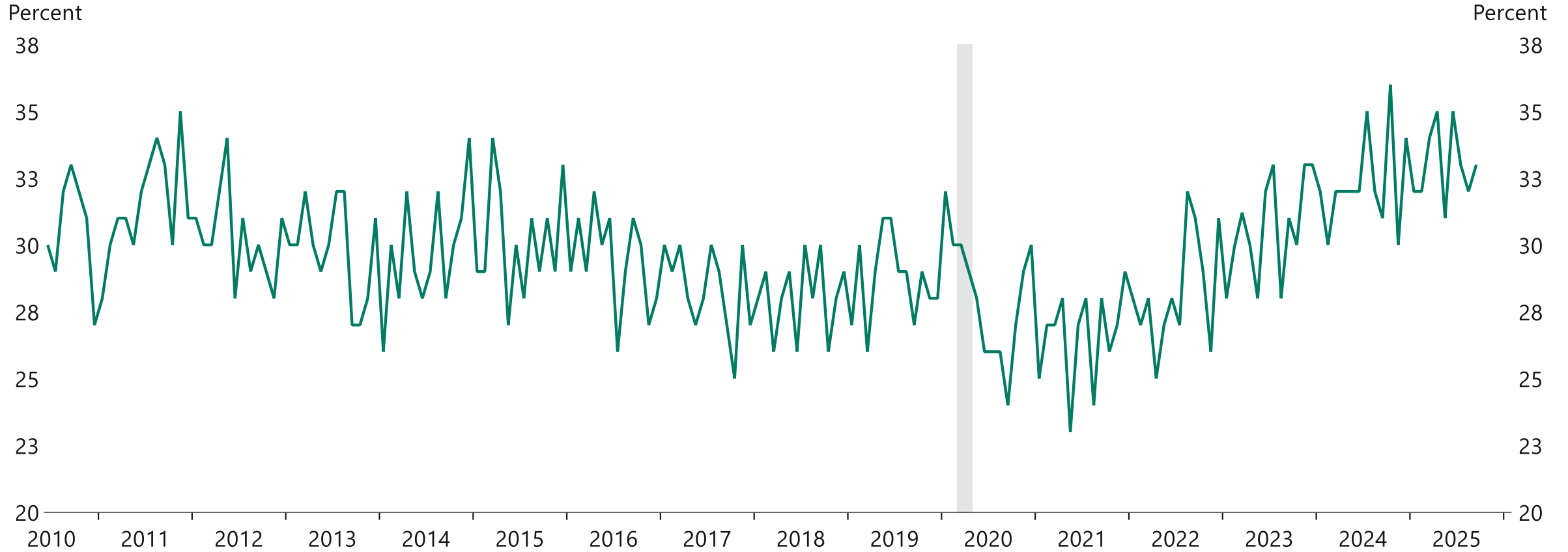
# Share of households planning to move over the next 12 months at record lows



Source: Federal Reserve Bank of New York, Macrobond, Apollo Chief Economist

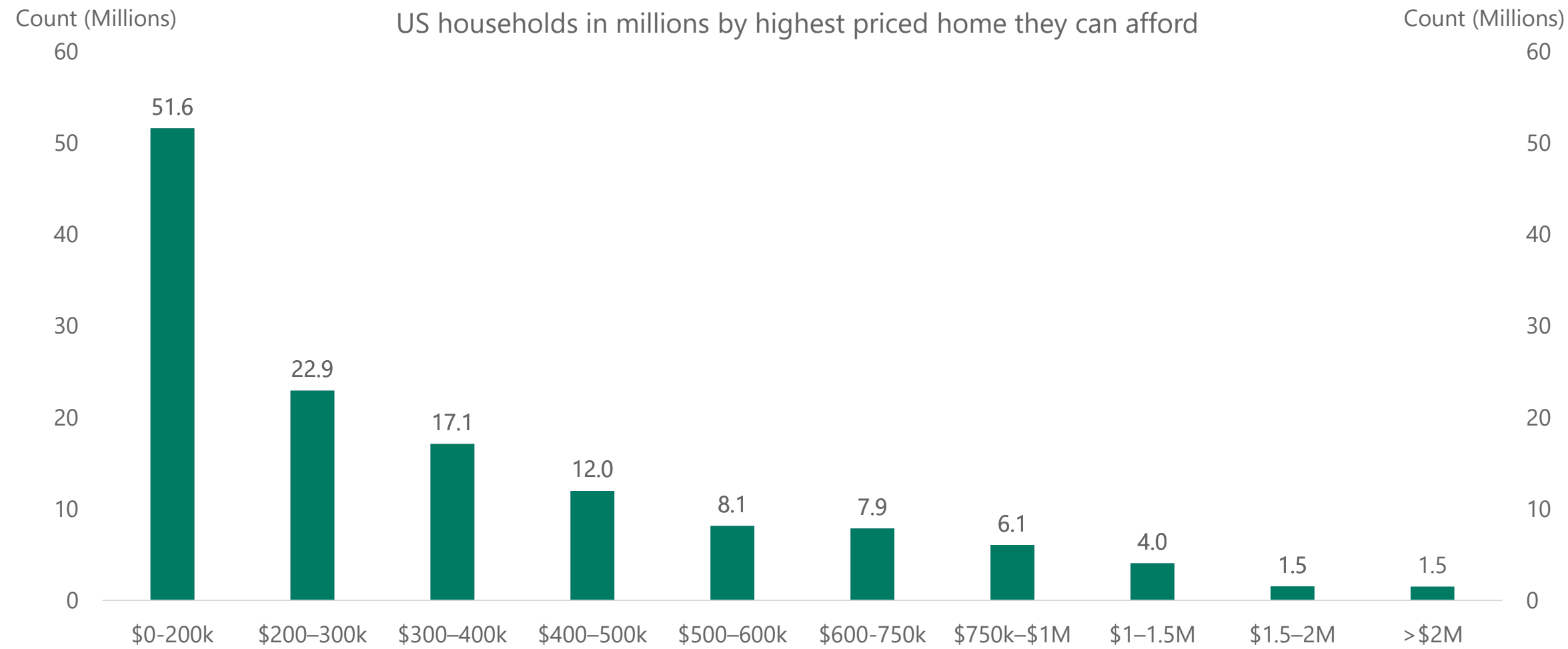
# 33% of Americans say they would rent if they were going to move

Respondents who say they would rent if they were going to move



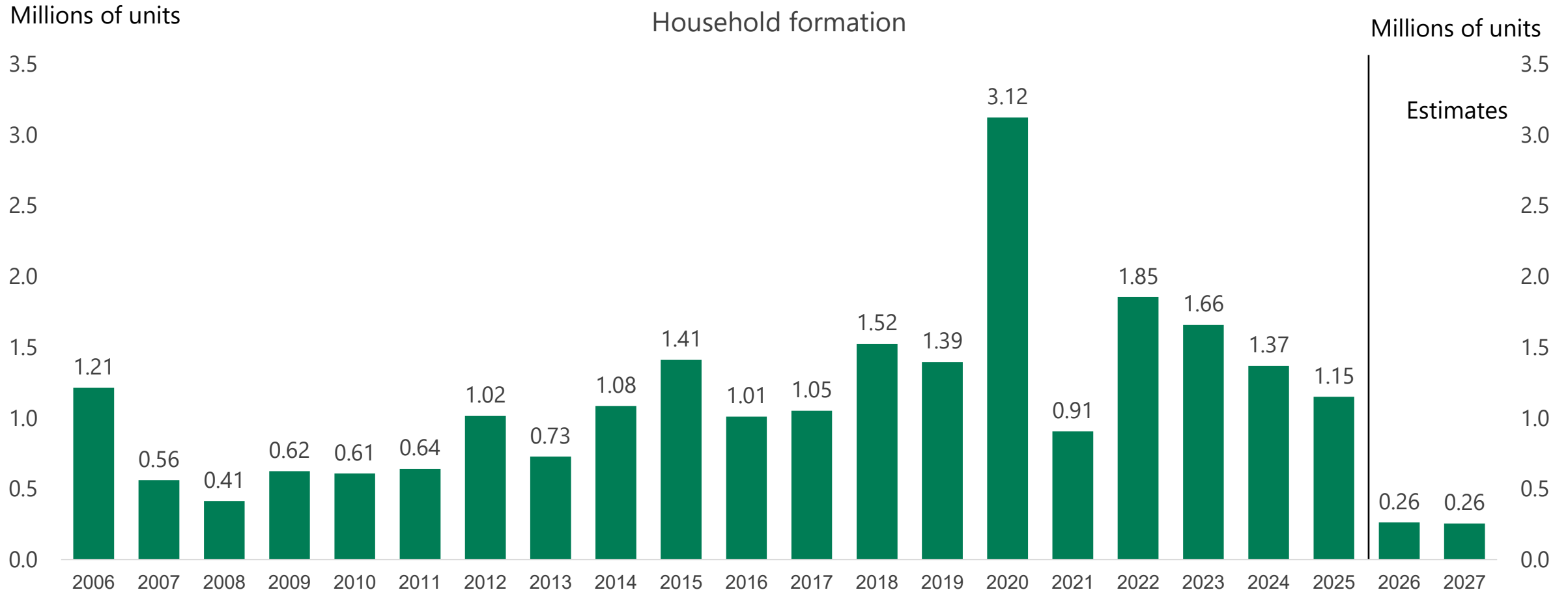
Source: Federal National Mortgage Association (Fannie Mae), Macrobond, Apollo Chief Economist

# 75% of US households can only afford homes below \$300k



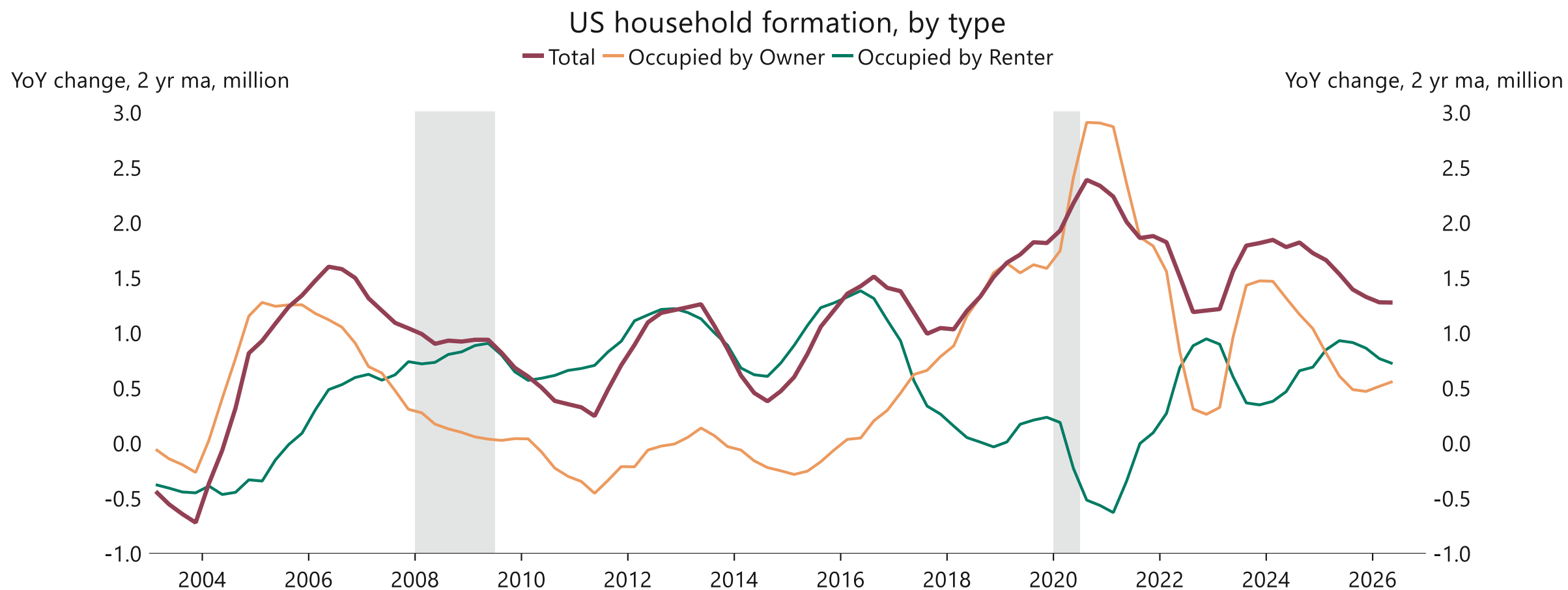
Source: Apollo Chief Economist. Note: Chart shows household distribution by maximum affordable home price, using ACS PUMS (2024) data. Household incomes are standardized to survey-year dollars, so they are comparable across 2024, negative incomes are treated as zero. Affordability is based on a 30-year mortgage rate of 6.5% with 10% downp ayment; housing costs are capped at 28% of income including taxes, insurance and private mortgage insurance (PMI).

# Household formation slowing down because of lower immigration



Source: Bloomberg (USHRFORM Index), Congressional Budget Office, Apollo Chief Economist. Note: Household formation estimates for 2026 and 2027 are based on projected natural population growth and legal immigration from CBO's The Demographic Outlook: 2026 to 2056 (January 2026). We assume unauthorized immigration drops to zero under potential Trump policy scenario. To reflect this, we use natural population growth plus 65% total net migration — based on CBO estimates and Migration Policy Institute's estimate of a 0.9 million rise in unauthorized immigrants in 2023 — divided by the average U.S. household size of 2.6. 2025 and prior are Bloomberg actuals.

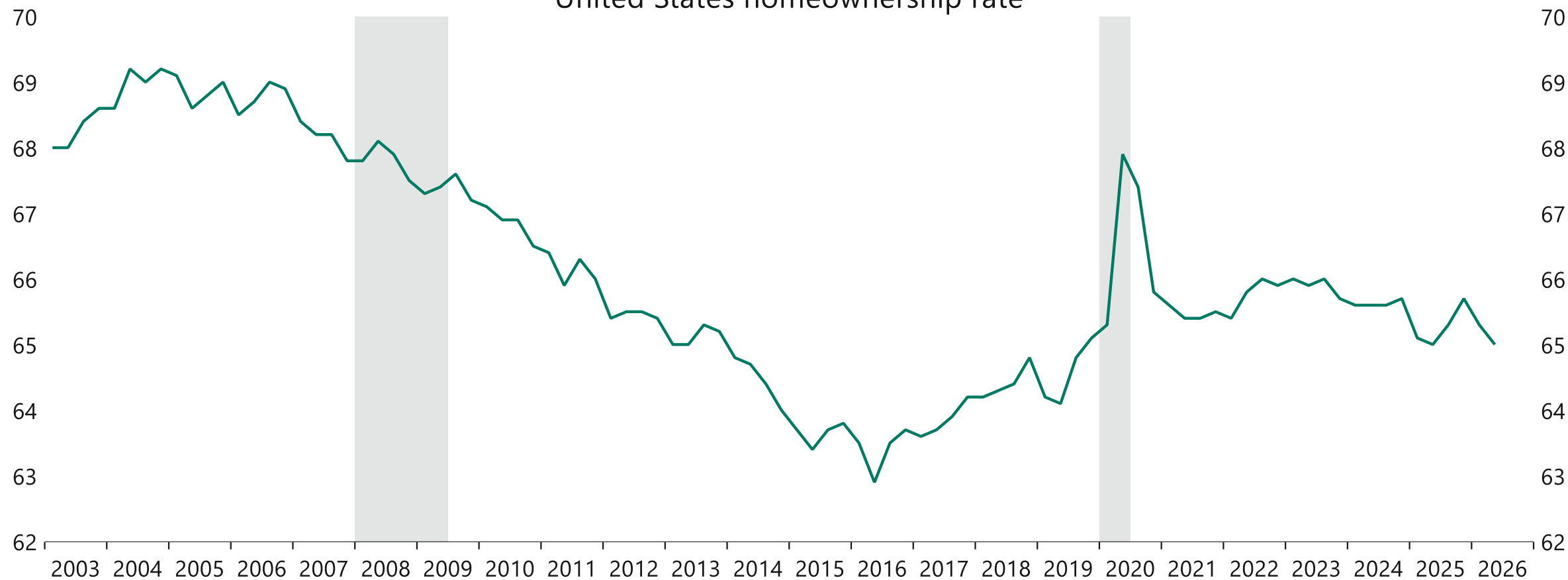
# US household formations, by type



Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

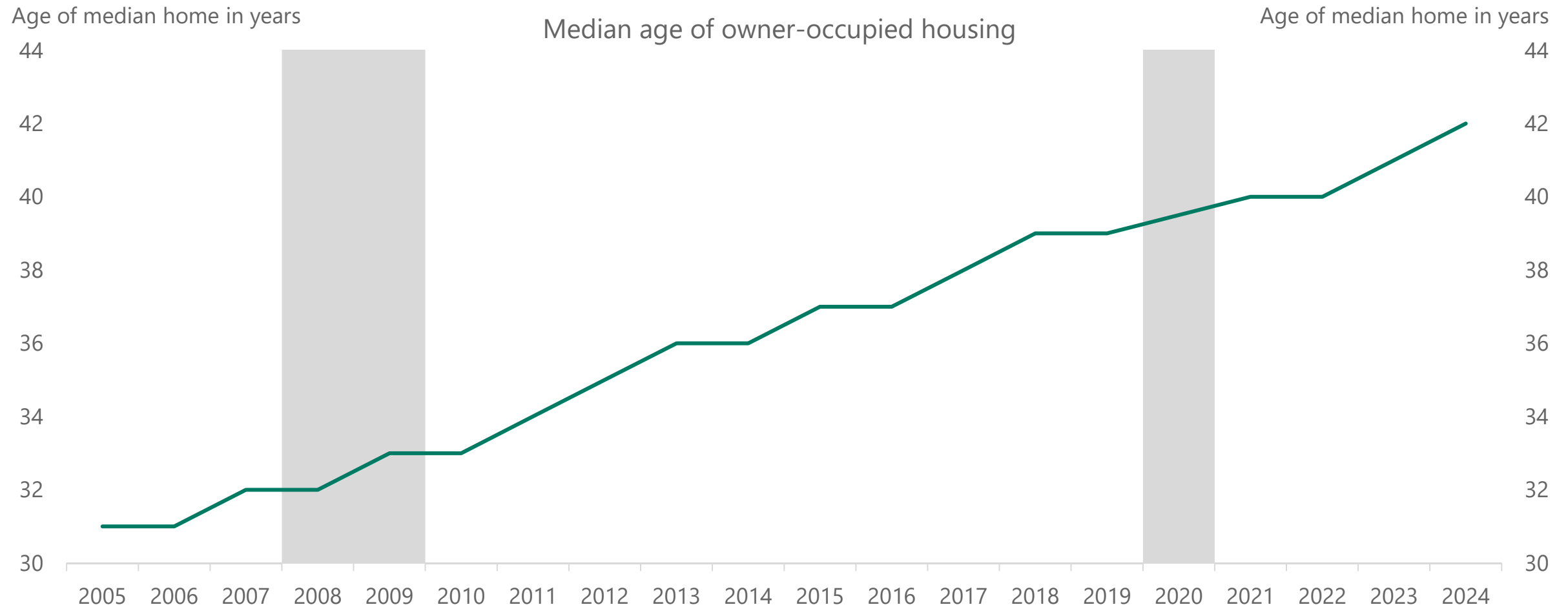
# Homeownership rate

## United States homeownership rate



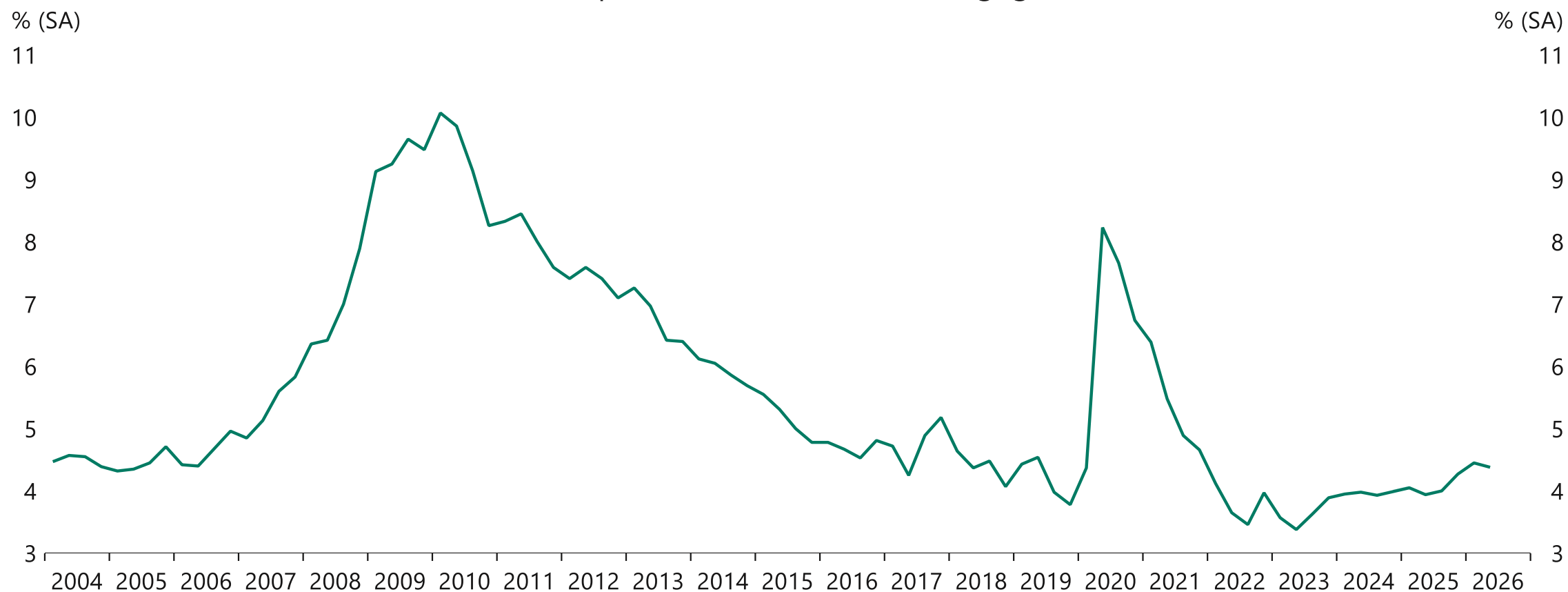
Source: Census Bureau, Bloomberg, Macrobond, Apollo Chief Economist

# The typical American home is 42 years old and getting older



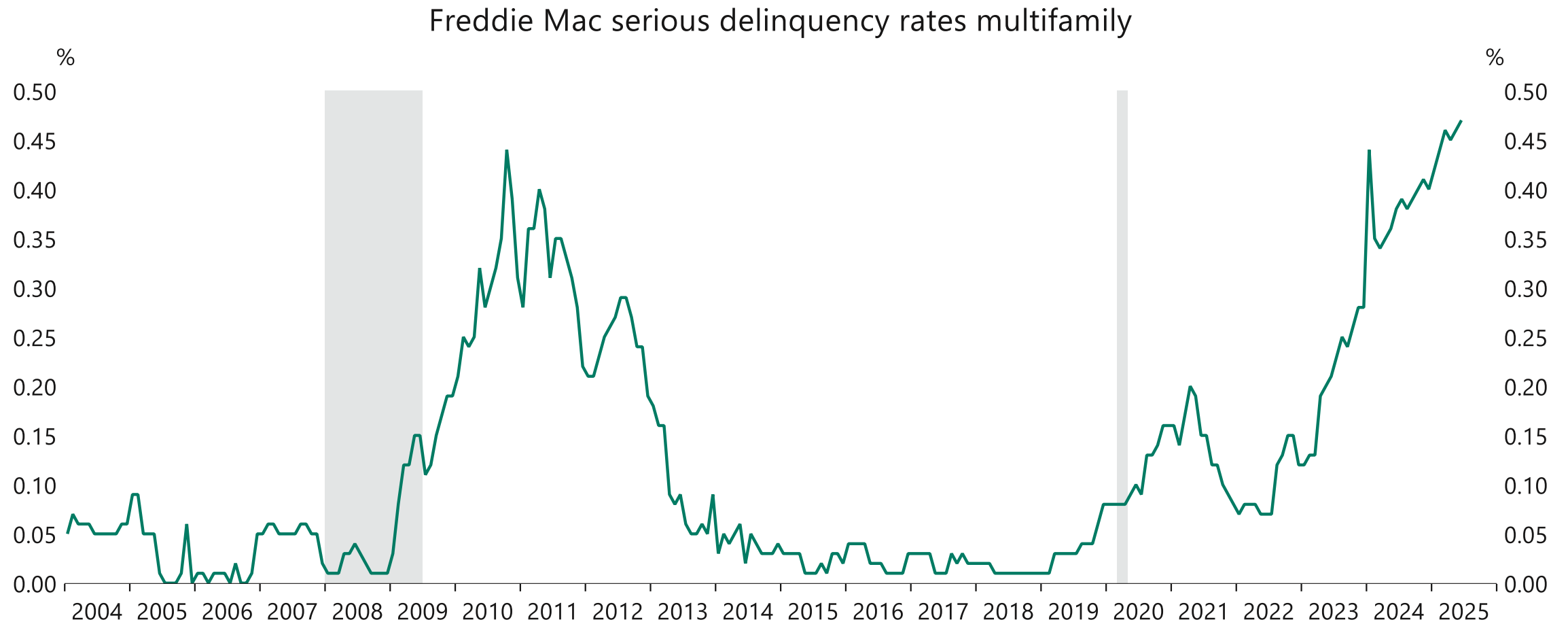
# Delinquency rate for mortgages very low

Delinquencies as % of total mortgages



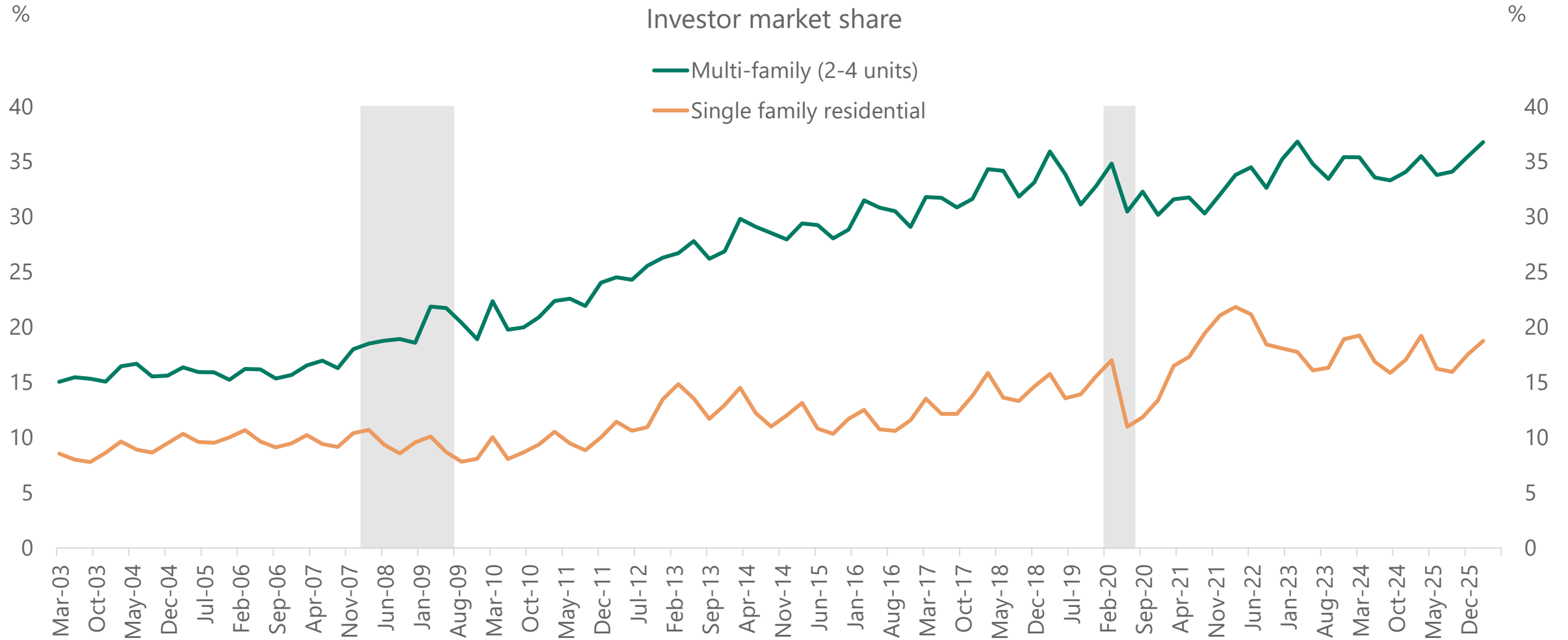
Source: Bloomberg, Macrobond, Apollo Chief Economist

# Delinquency rate on multifamily housing is high

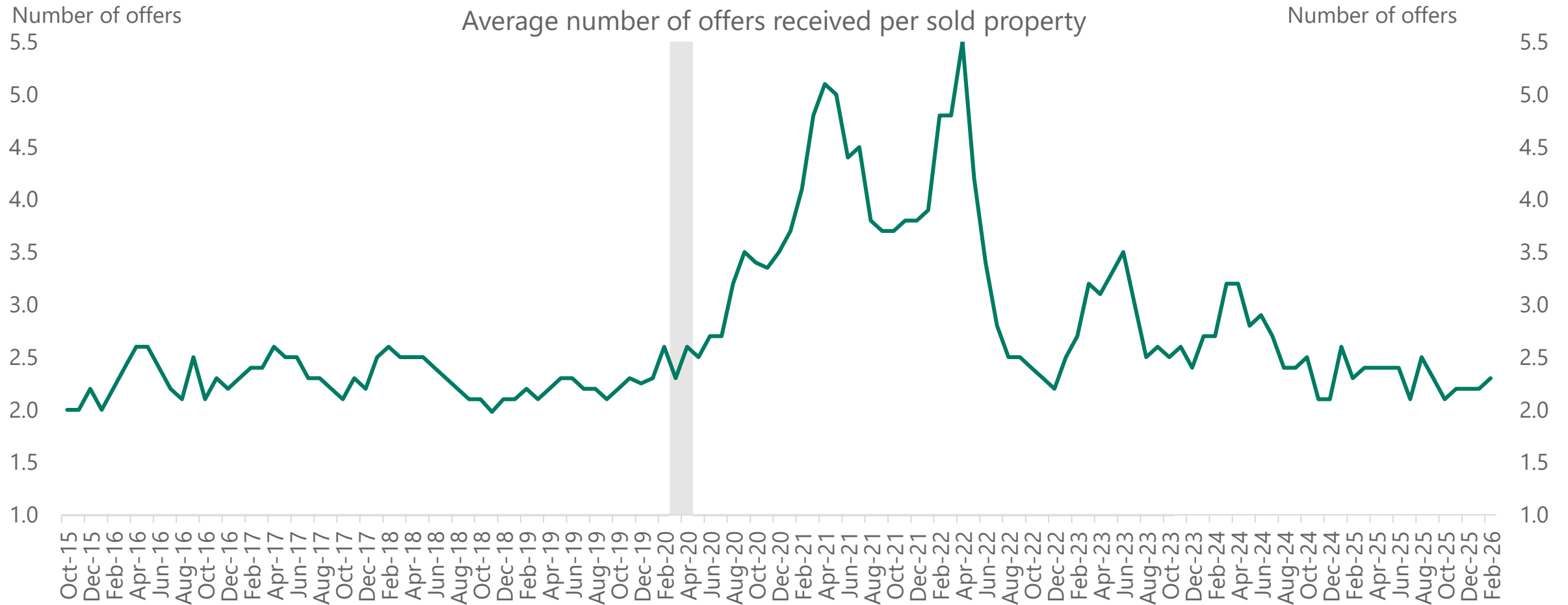


Source: Bloomberg, Macrobond, Apollo Chief Economist

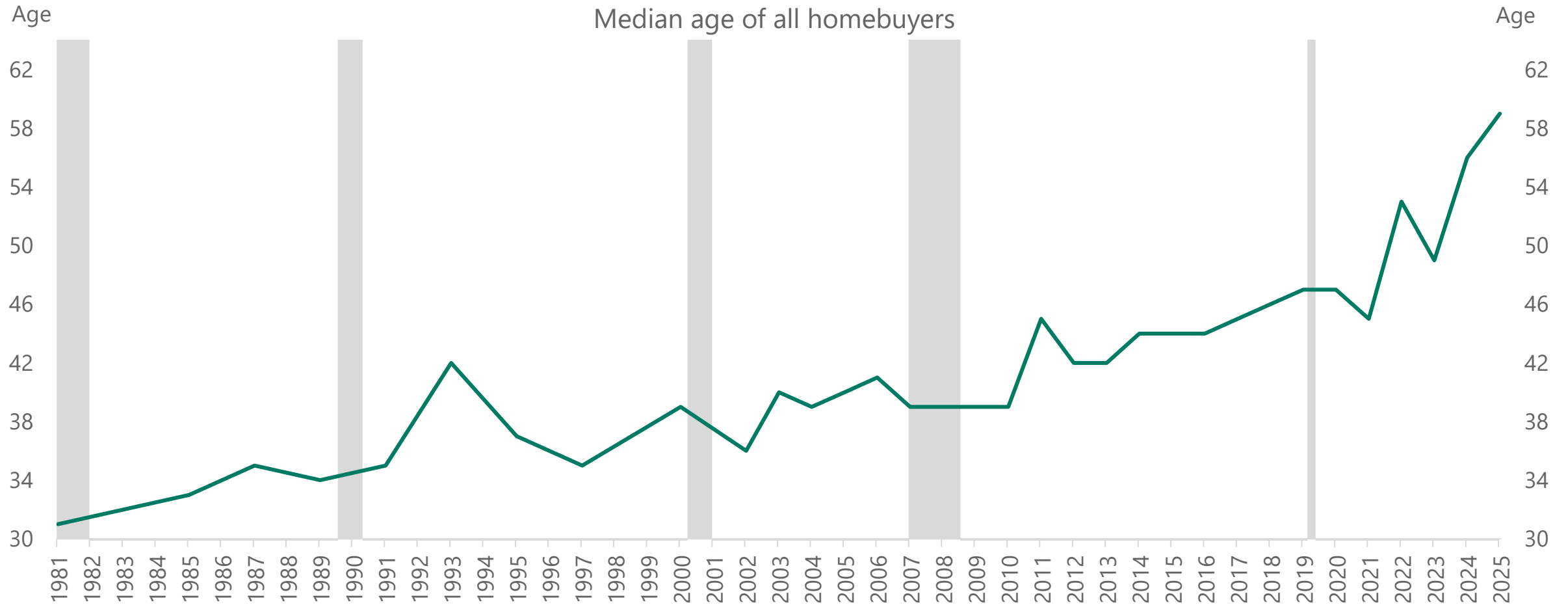
# Investor share of single-family is stable



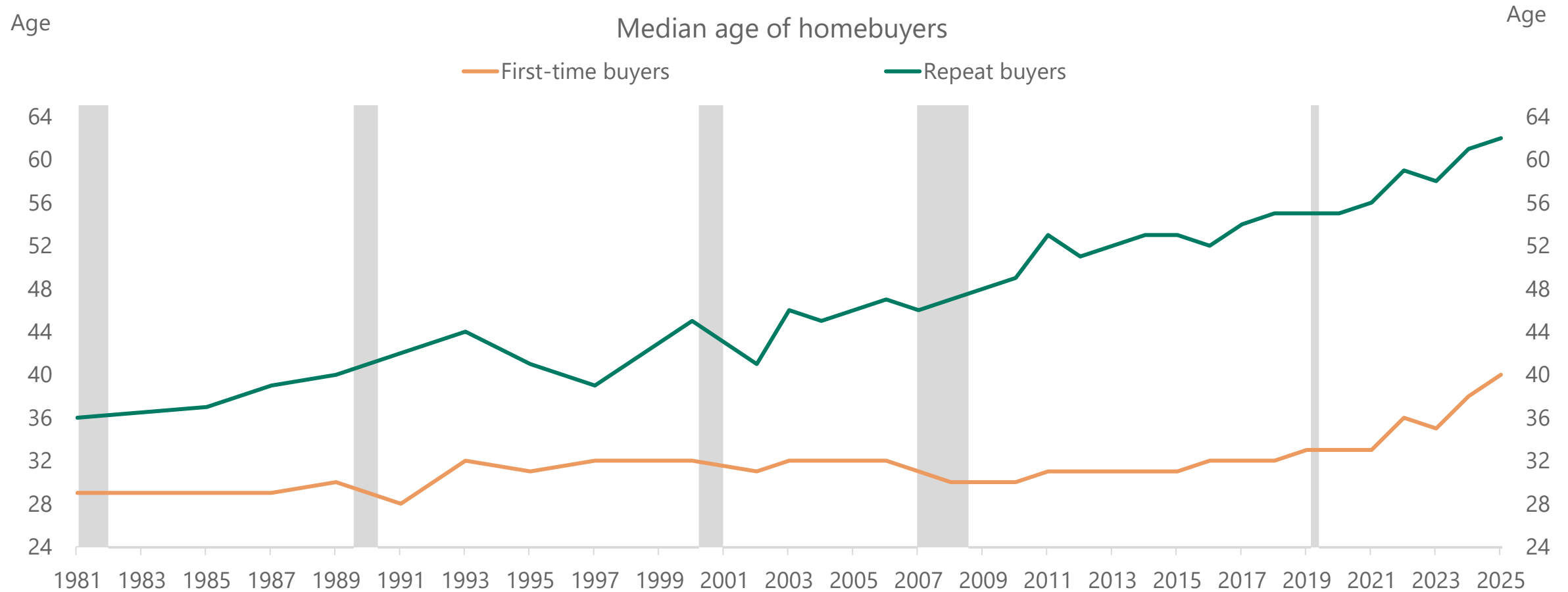
# Average number of offers received per sold property



The median age of all homebuyers is now 59 years old, up from 31 in 1981

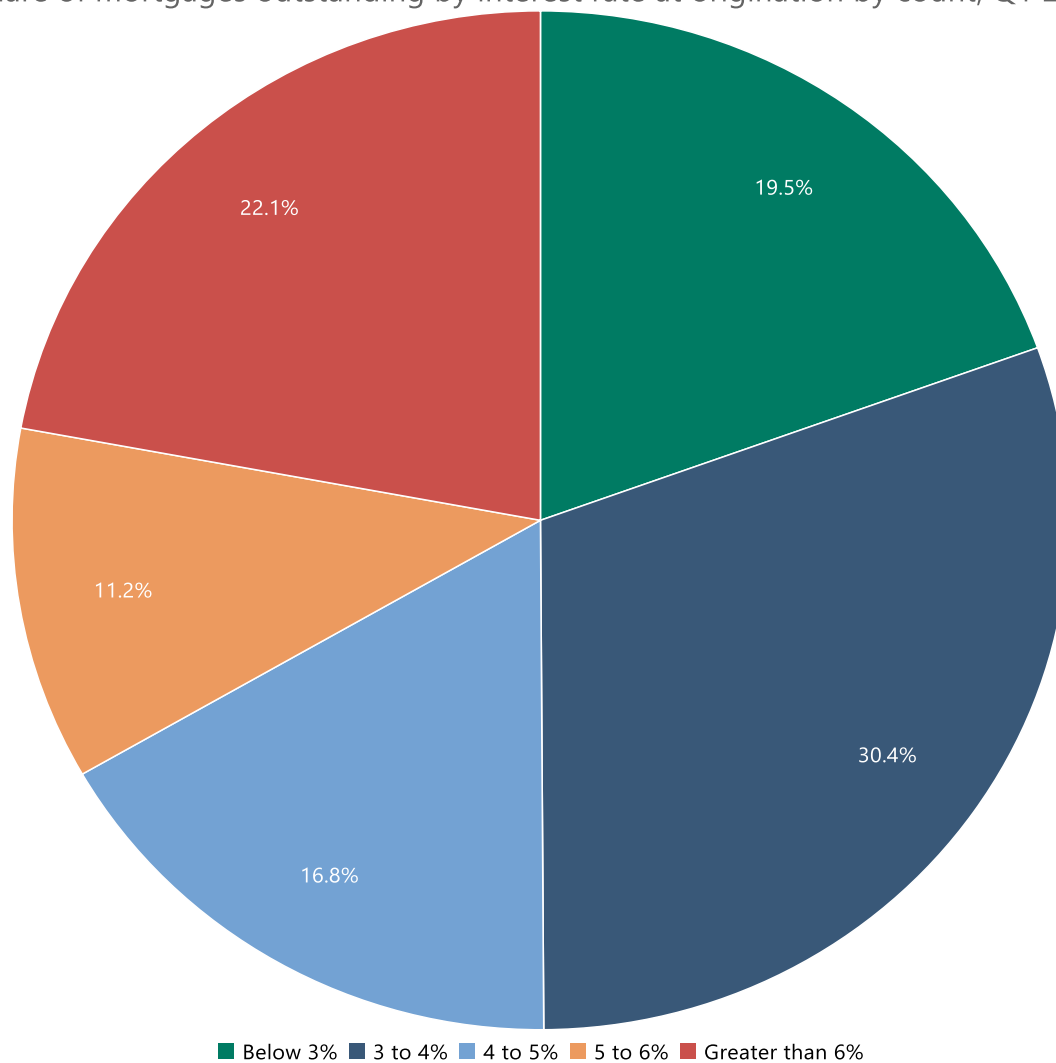


The median age of first-time homebuyers has increased from 30 in 2008 to 40 today



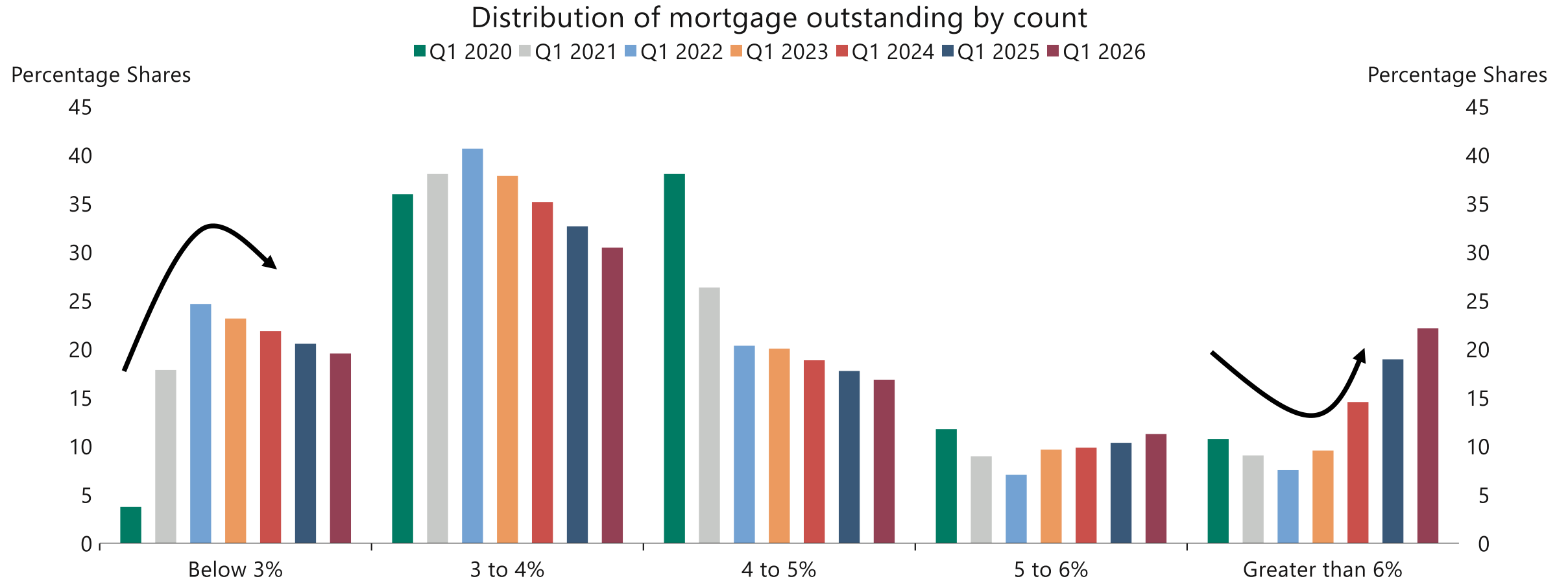
# Share of mortgages outstanding by interest rate

Share of mortgages outstanding by interest rate at origination by count, Q1 2026



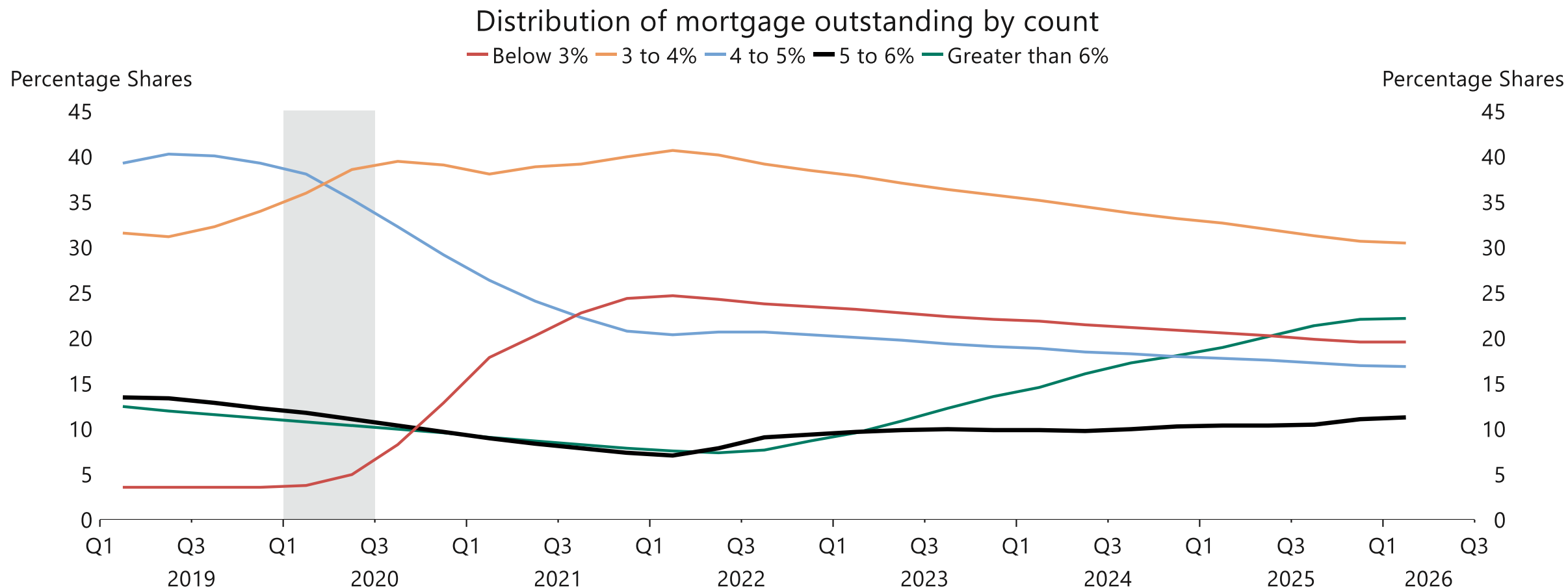
Source: FHFA, Macrobond, Apollo Chief Economist.

# Distribution of interest rates on outstanding mortgages



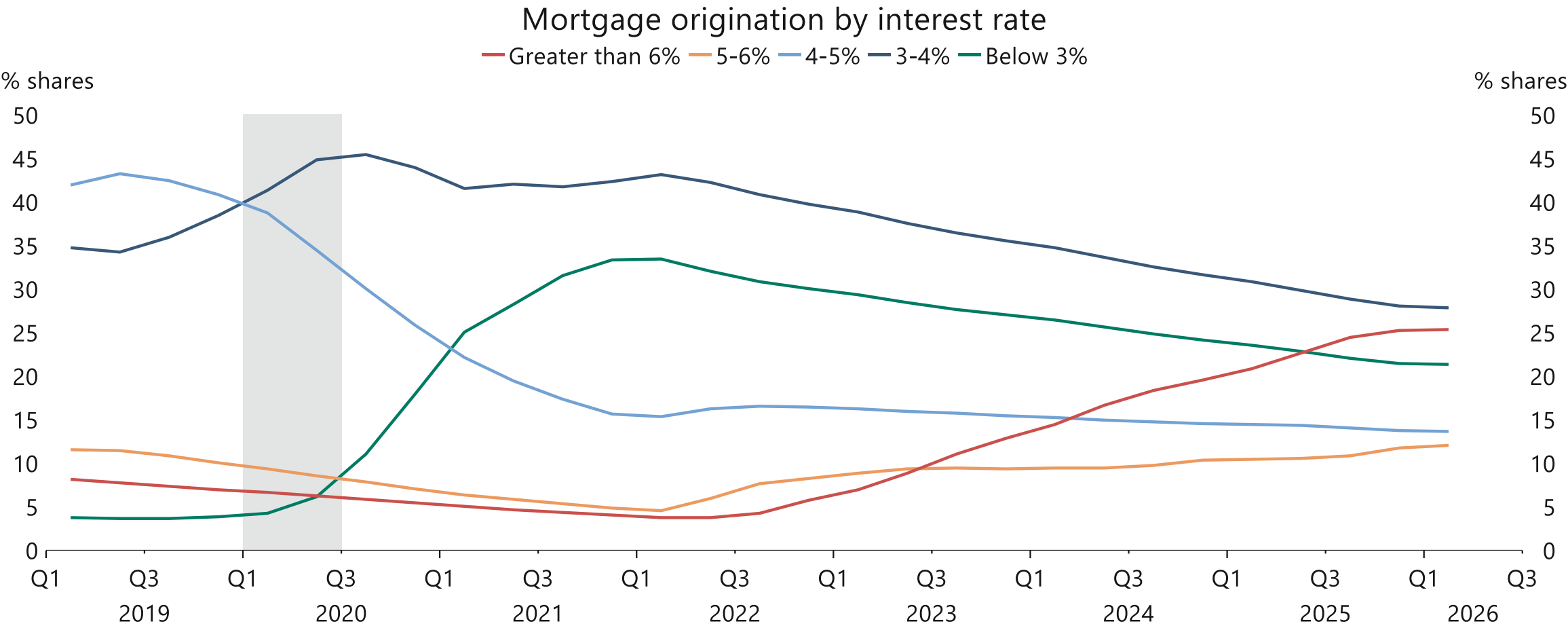
Source: Federal Housing Finance Agency (FHFA), Macrobond, Apollo Chief Economist

# Distribution of interest rates on outstanding mortgages



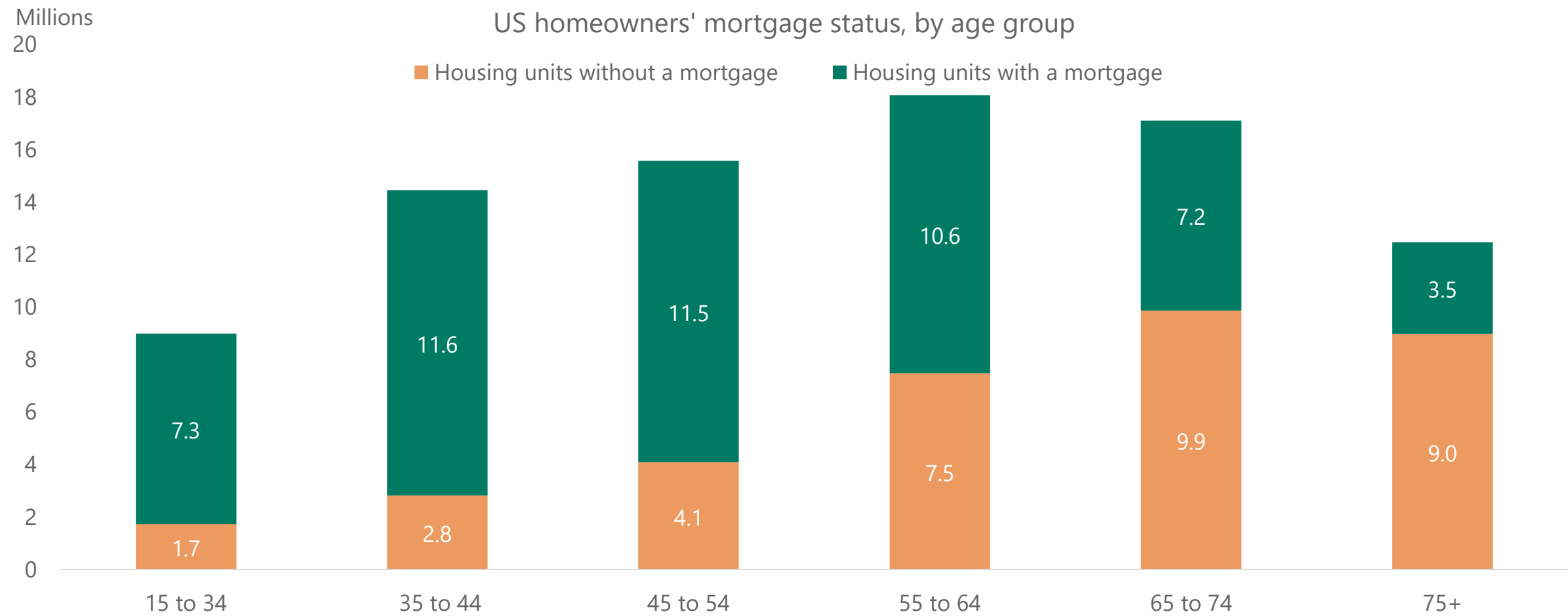
Source: Federal Housing Finance Agency (FHFA), Macrobond, Apollo Chief Economist

# Mortgage origination by interest rate



Source: Federal Housing Finance Agency (FHFA), Macrobond, Apollo Chief Economist

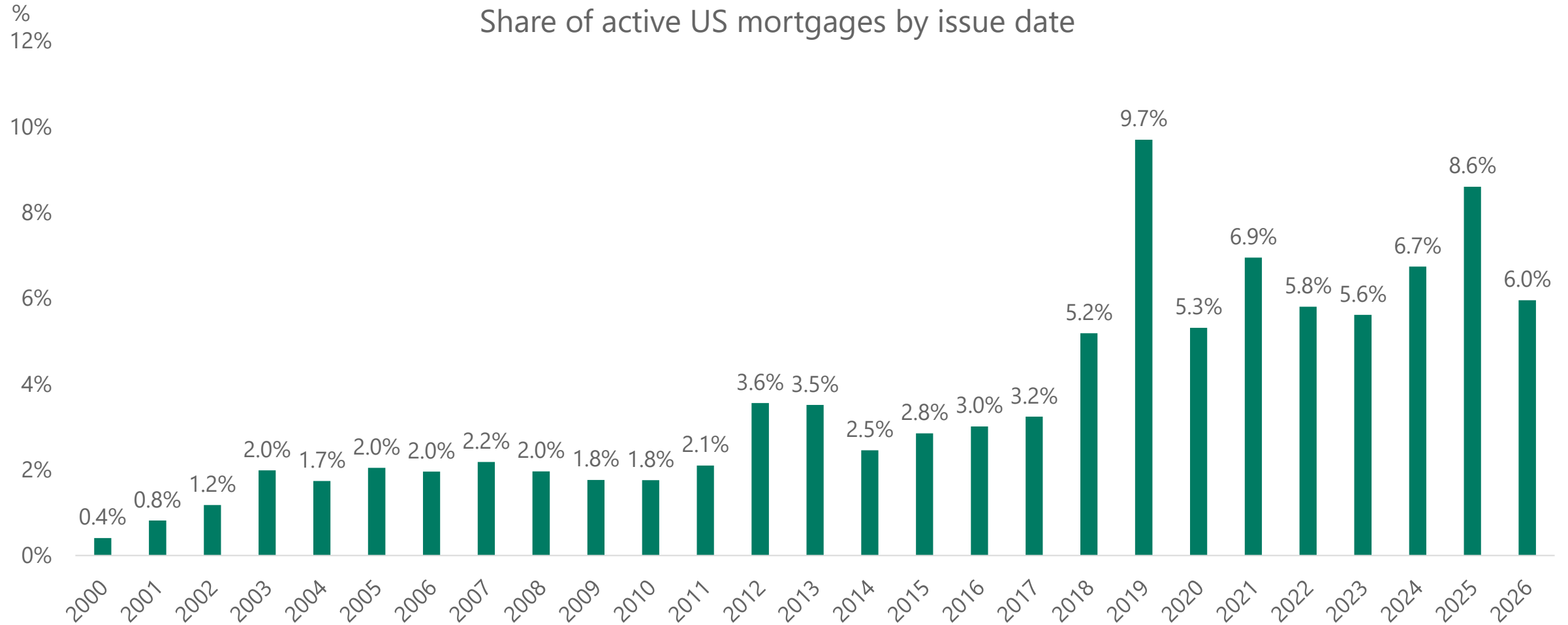
# US homeowners' mortgage status, by age group



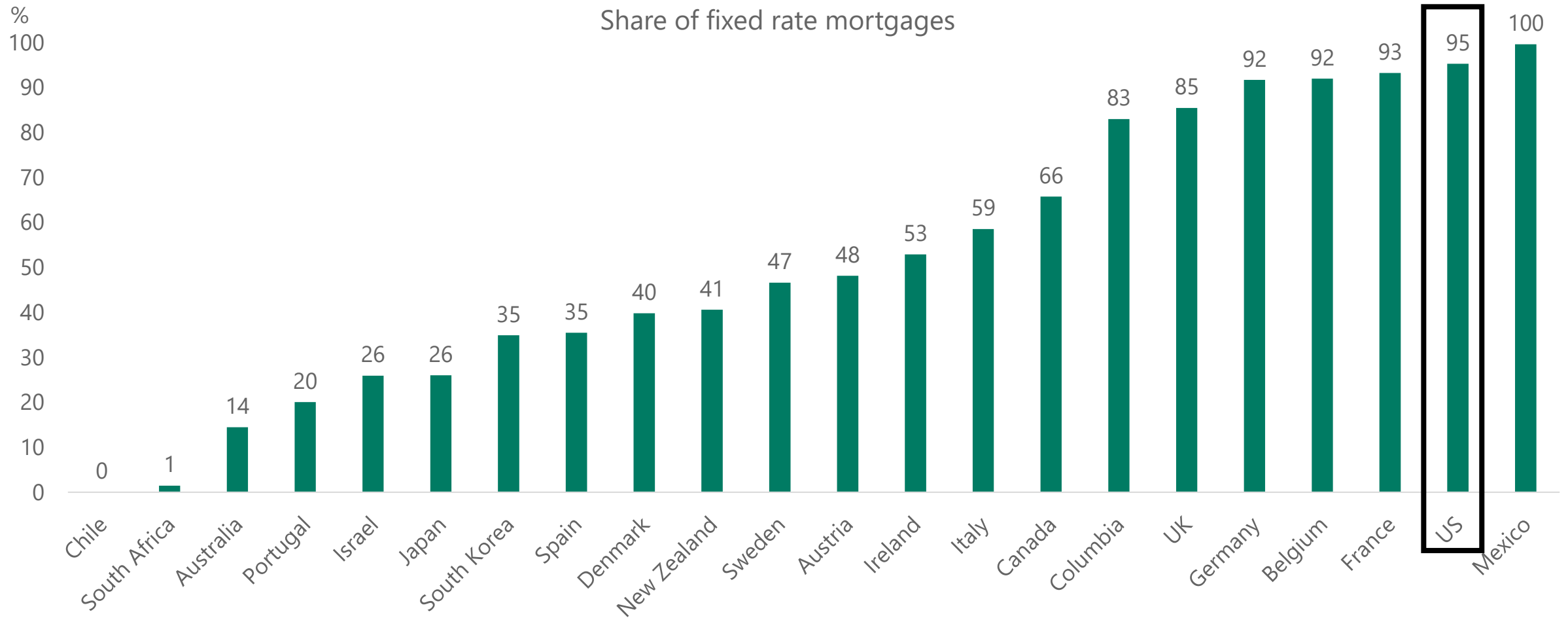
Source: US Census Bureau, 2024 American Community Survey, Apollo Chief Economist.

# More than 50% of all mortgages outstanding issued since 2018

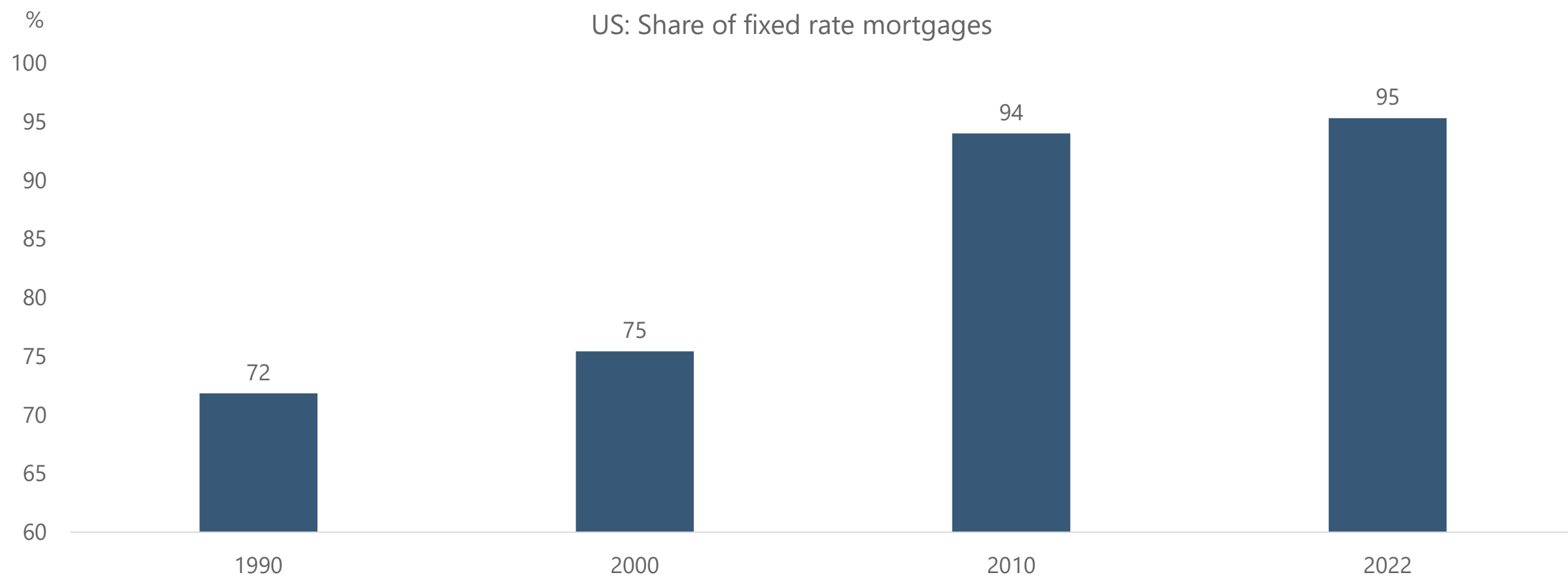
Share of active US mortgages by issue date



# US: 95% of mortgages outstanding are 30-year fixed rate

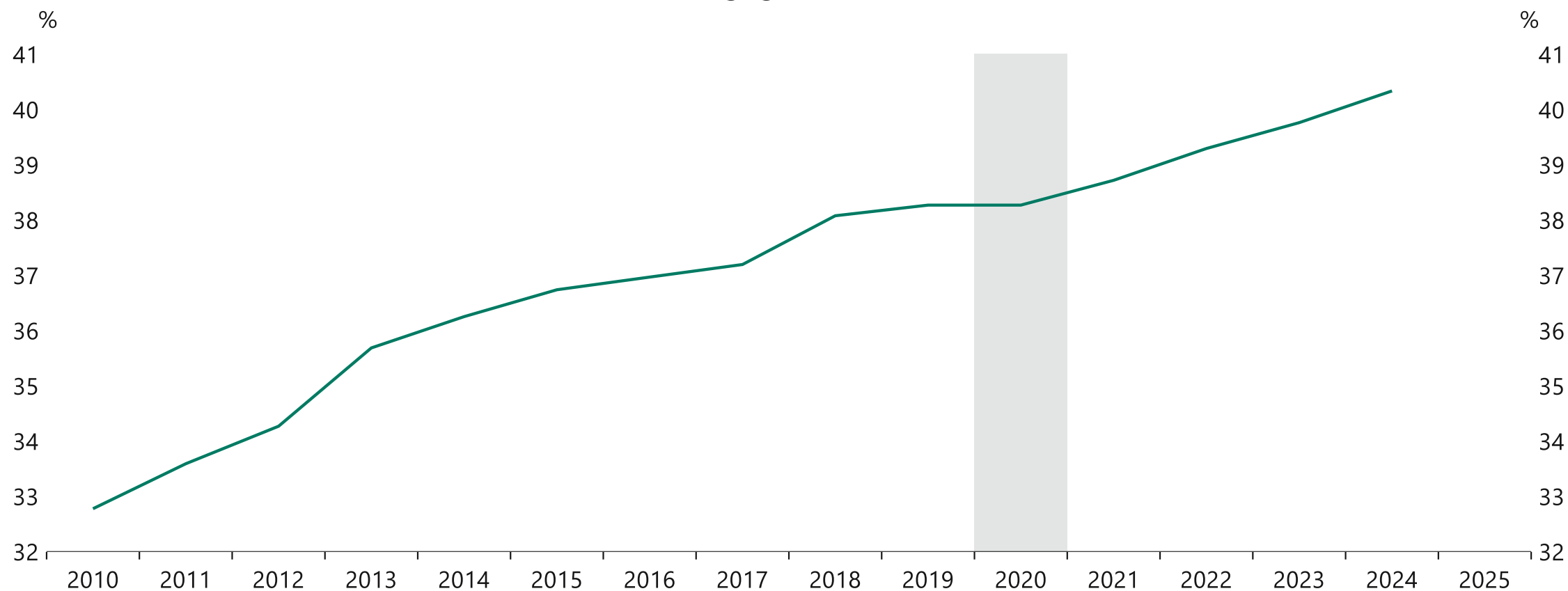


# Share of fixed rate mortgages



# 40% of US homes don't have a mortgage

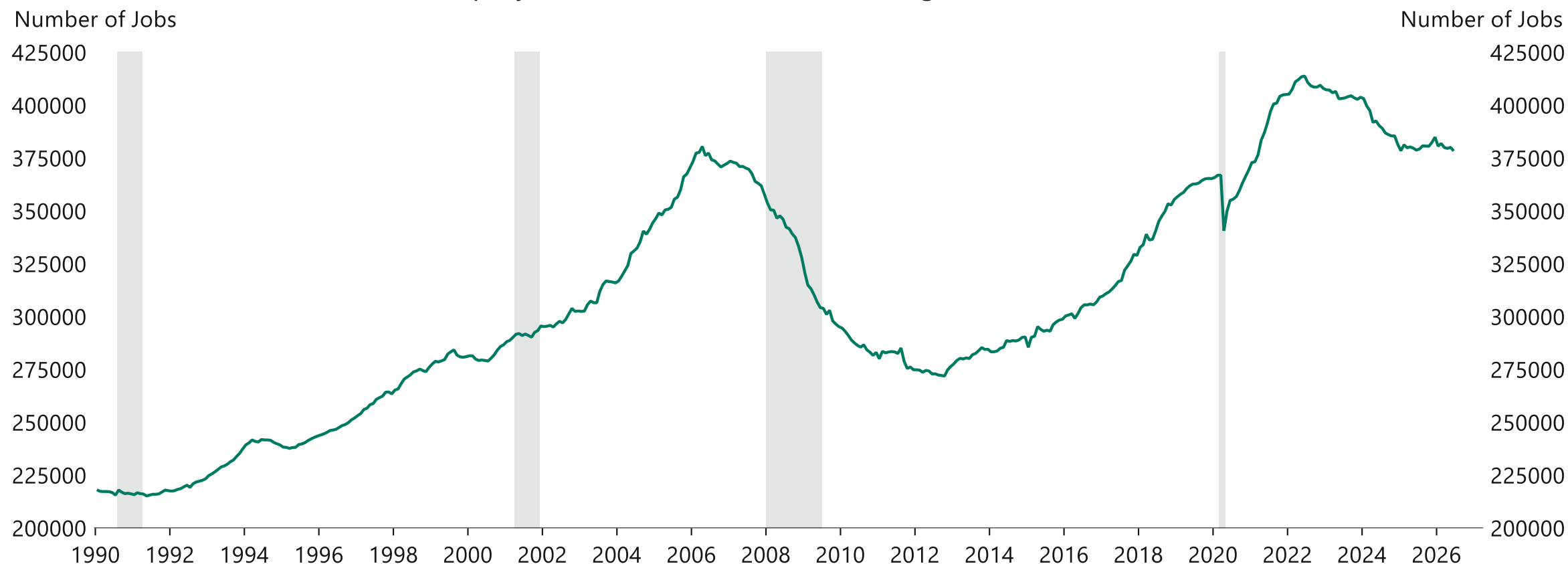
## Share of mortgage-free homes in US



Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

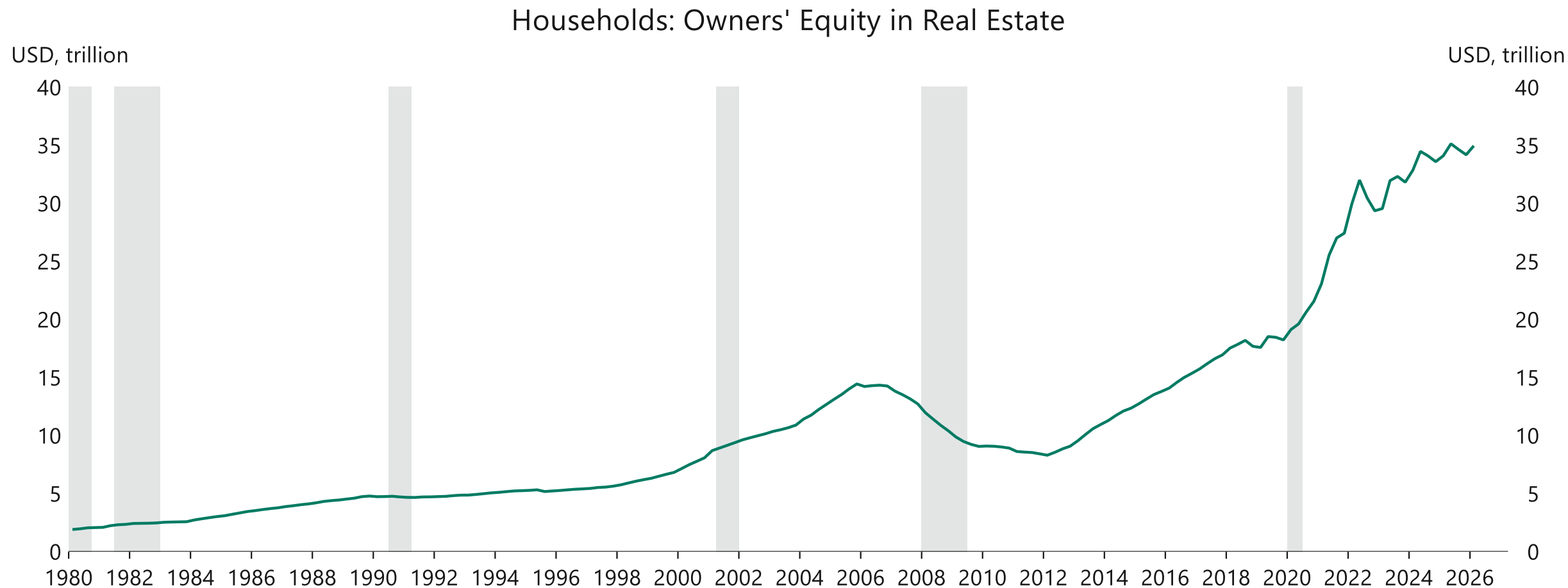
# Number of real estate agents & brokers

## Employment: Offices of real estate agents & brokers



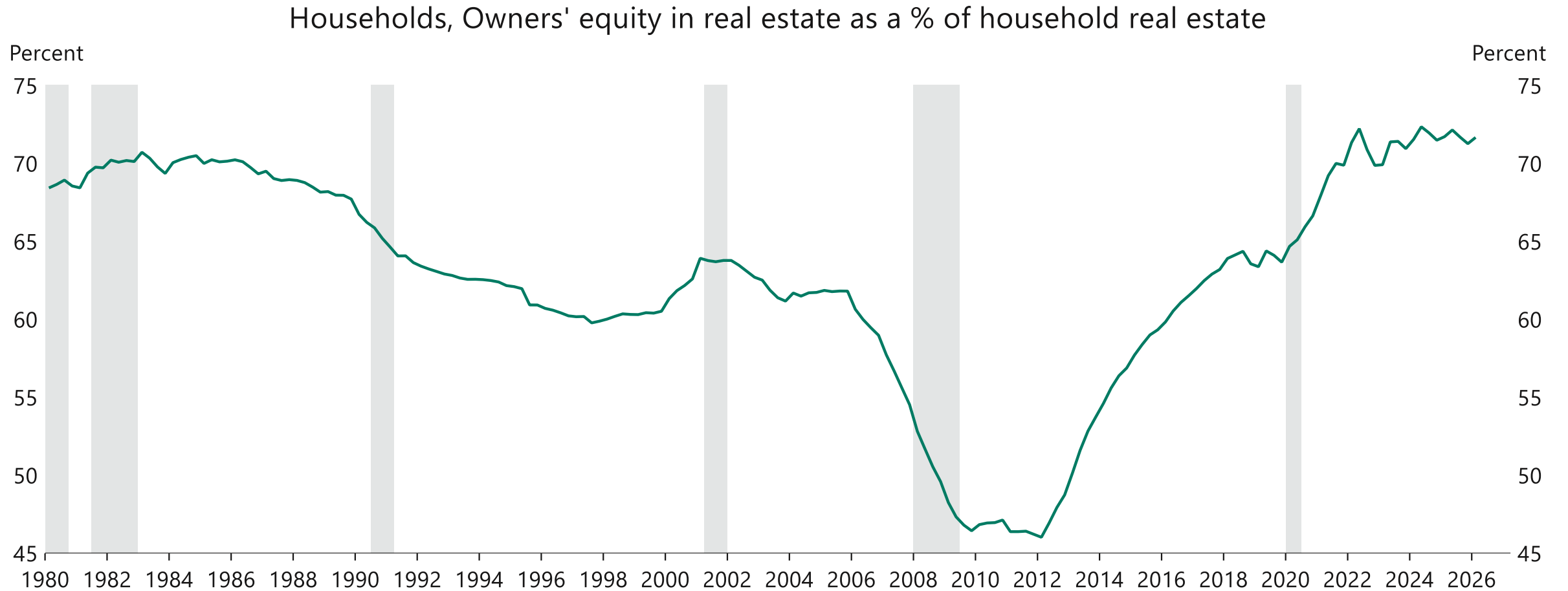
Source: U.S. Bureau of Labor Statistics (BLS), Macrobond, Apollo Chief Economist

Households' equity in real estate is around \$35 trillion, or roughly \$400,000 per owner-occupied home



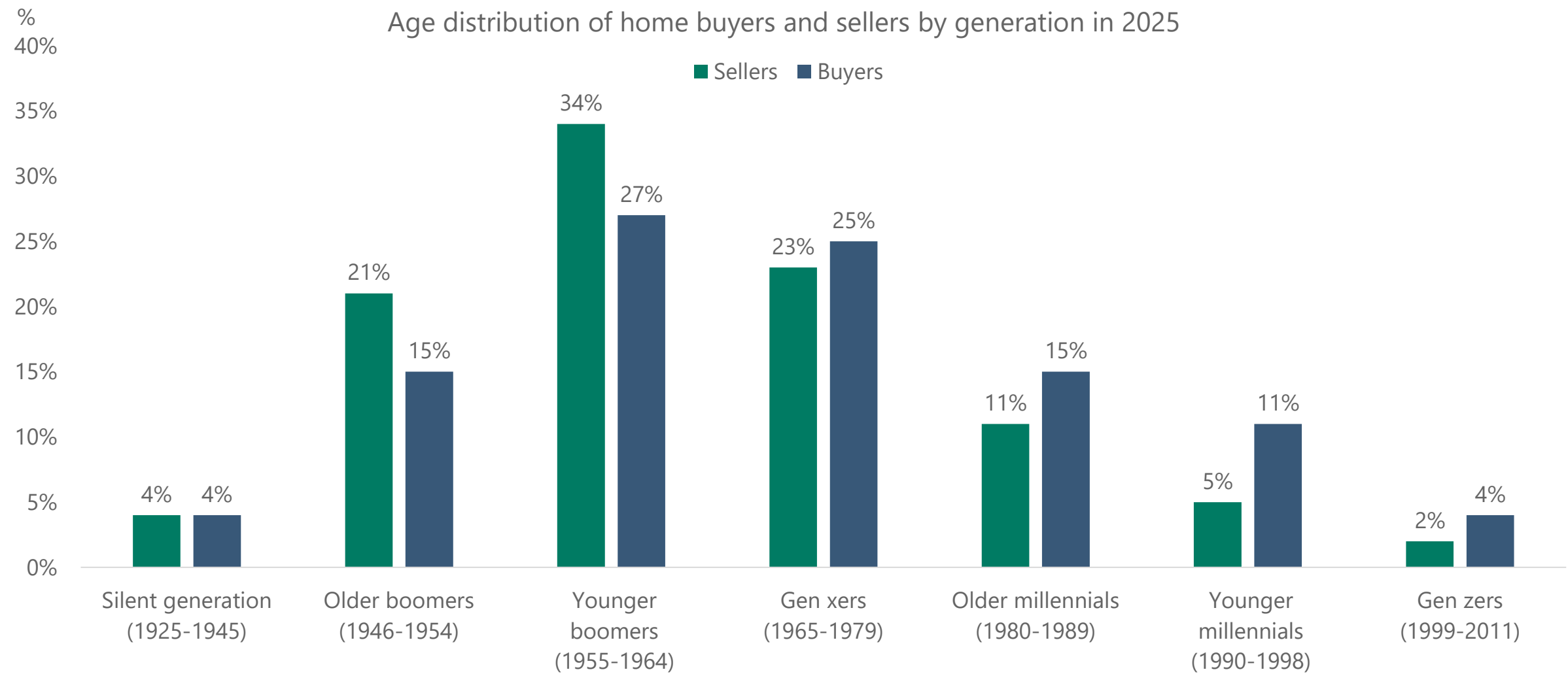
Source: Federal Reserve, Macrobond, Apollo Chief Economist

# Households' equity share in real estate near all-time high level of 73%



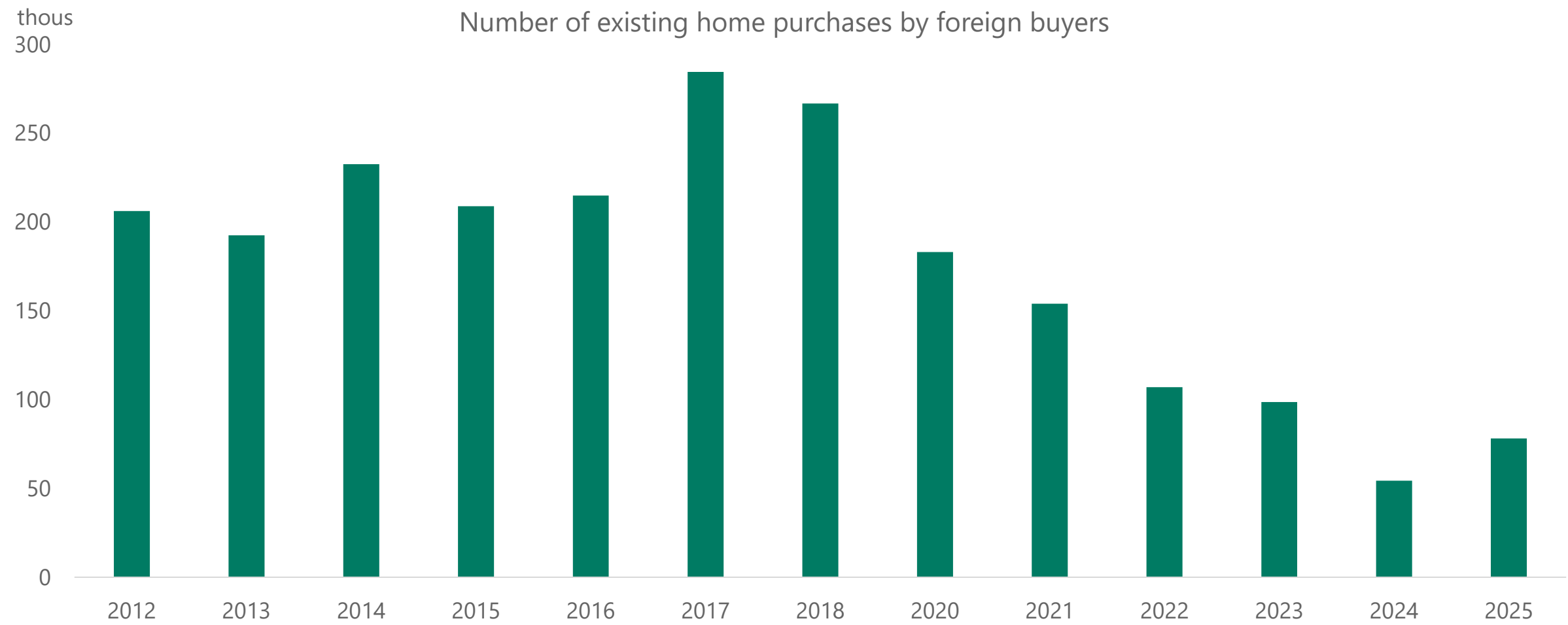
Source: Federal Reserve, Macrobond, Apollo Chief Economist

# More home buyers in the 70+ age group



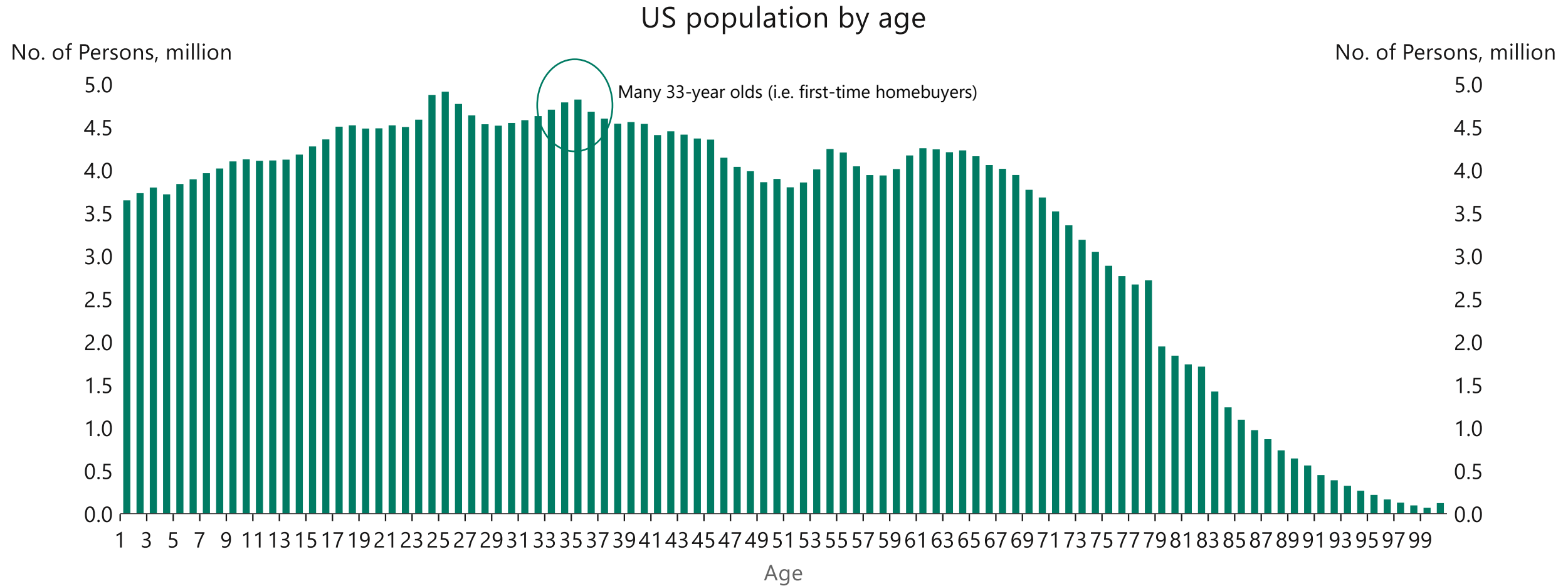
Source: 2026 NAR Home Buyers and Sellers Generational Trends, Apollo Chief Economist. Note: Data comes from <https://store.realtor/2026-home-buyers-and-sellers-generational-trends-report-digital-download/>

# International homebuyers declining



Source: NAR, Apollo Chief Economist. Note: Based on transactions in the 12 months ending March of each year.

# Demographics are a tailwind to housing demand

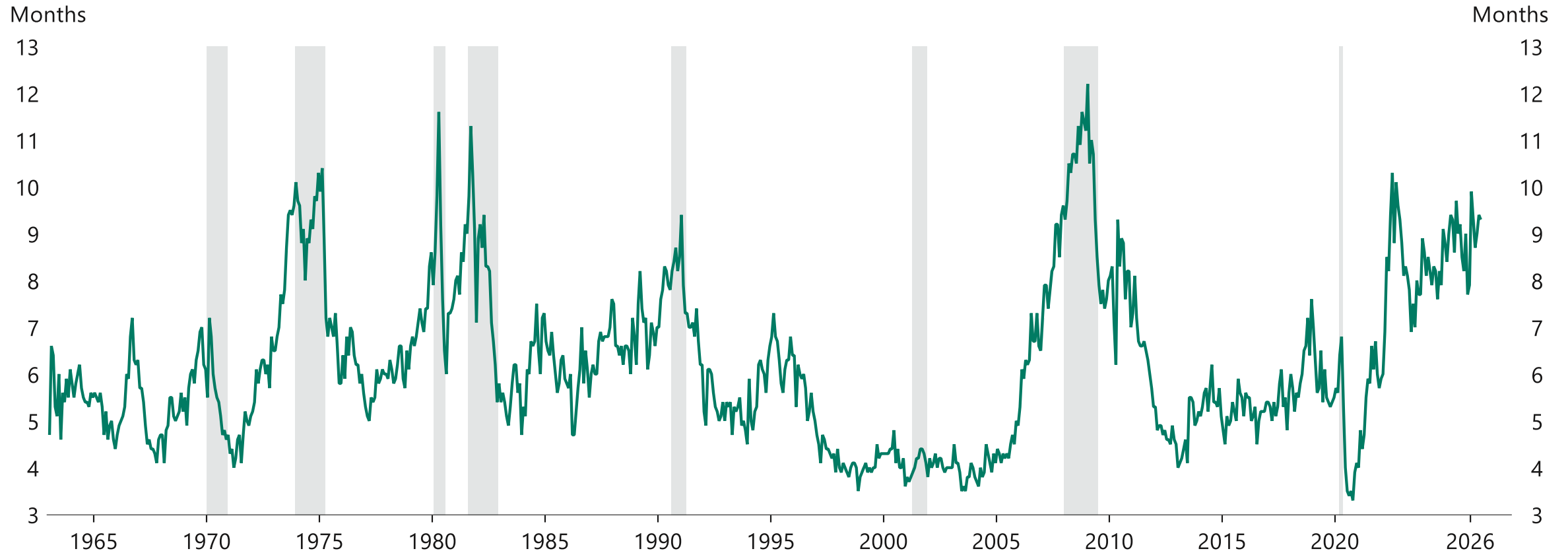


Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

## 2) Housing Supply

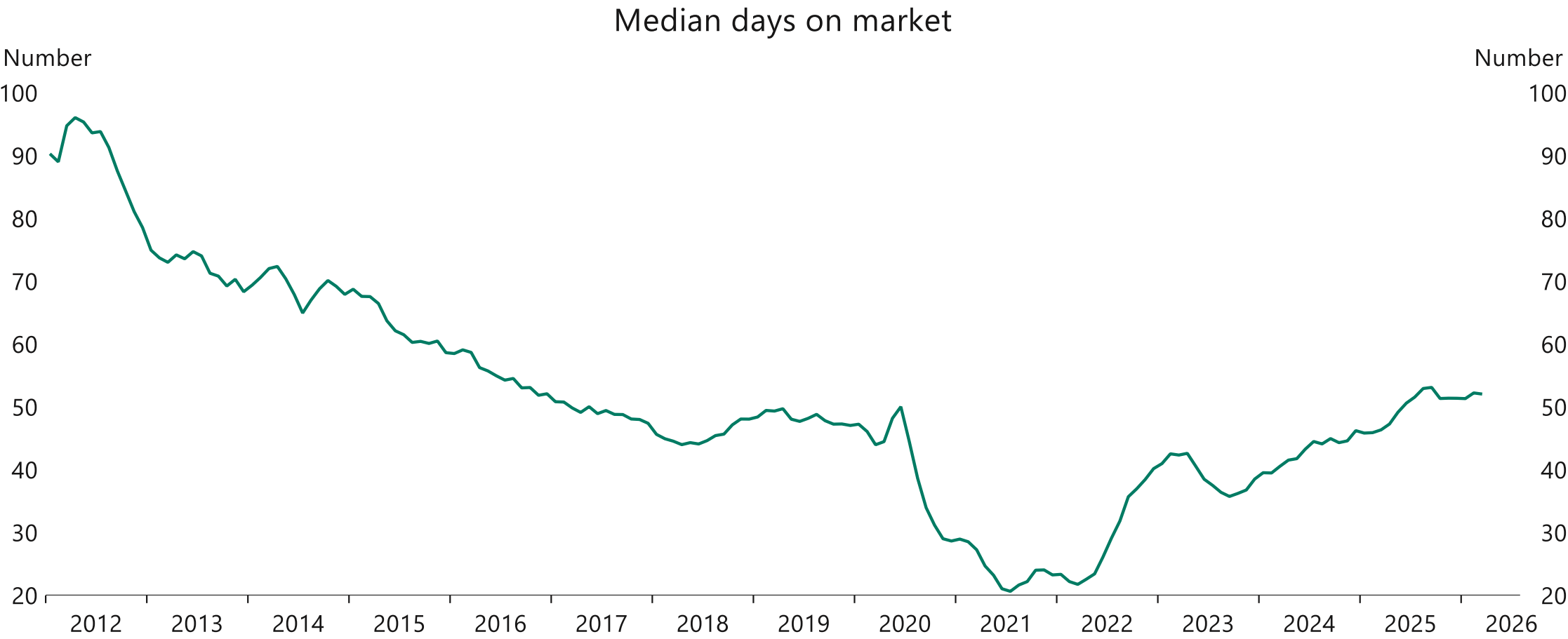
# Rising supply of new homes indicates slower market turnover

Monthly supply of new houses



Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist. Note: The months' supply is the ratio of new houses for sale to new houses sold.

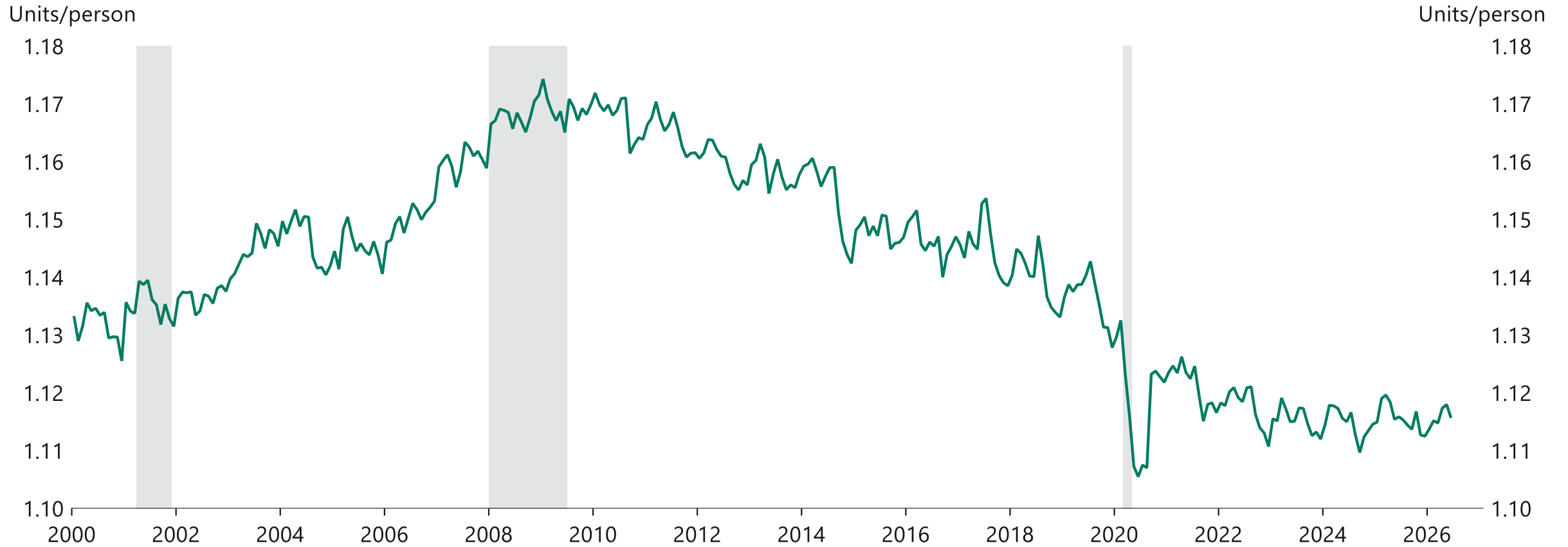
# Median days on the market



Source: Redfin, Macrobond, Apollo Chief Economist

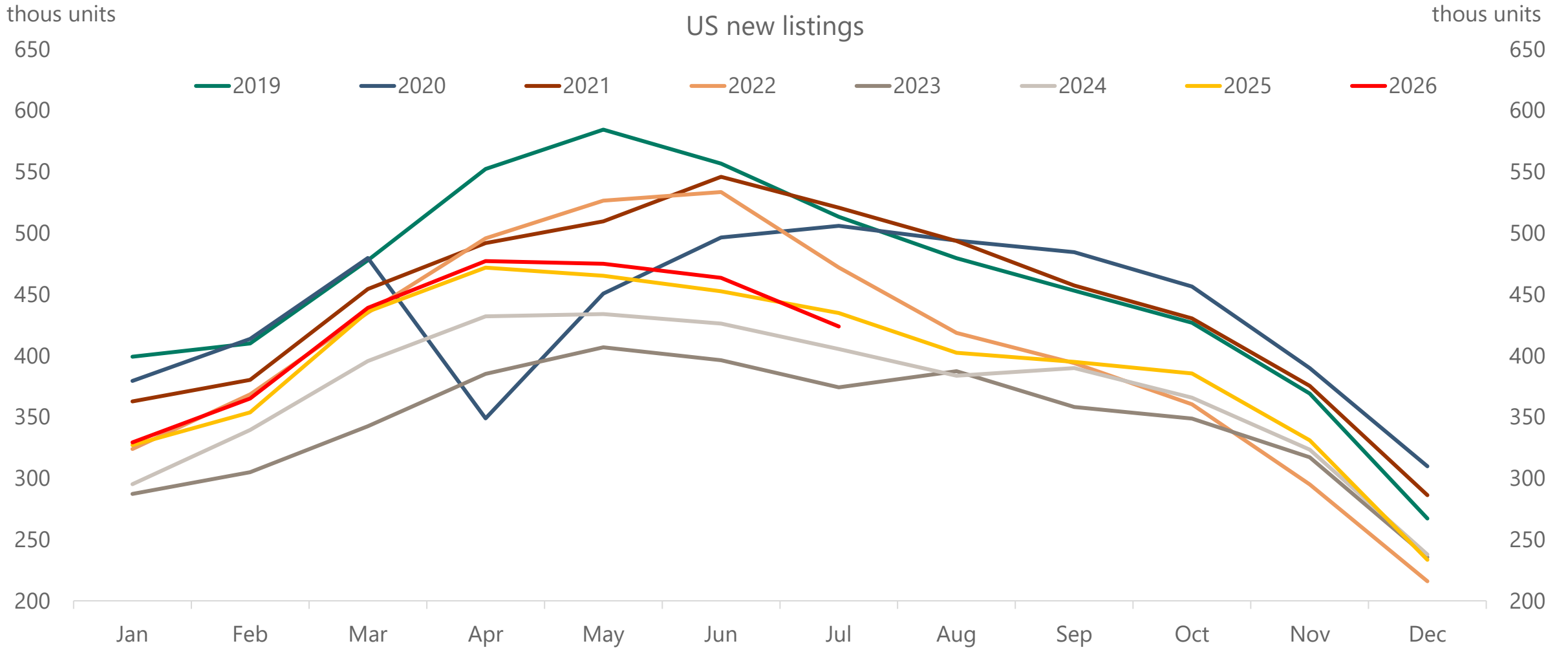
# Total housing inventory per person is very low

Housing inventory estimate: Total housing units/Household estimates



Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

# The number of newly listed homes

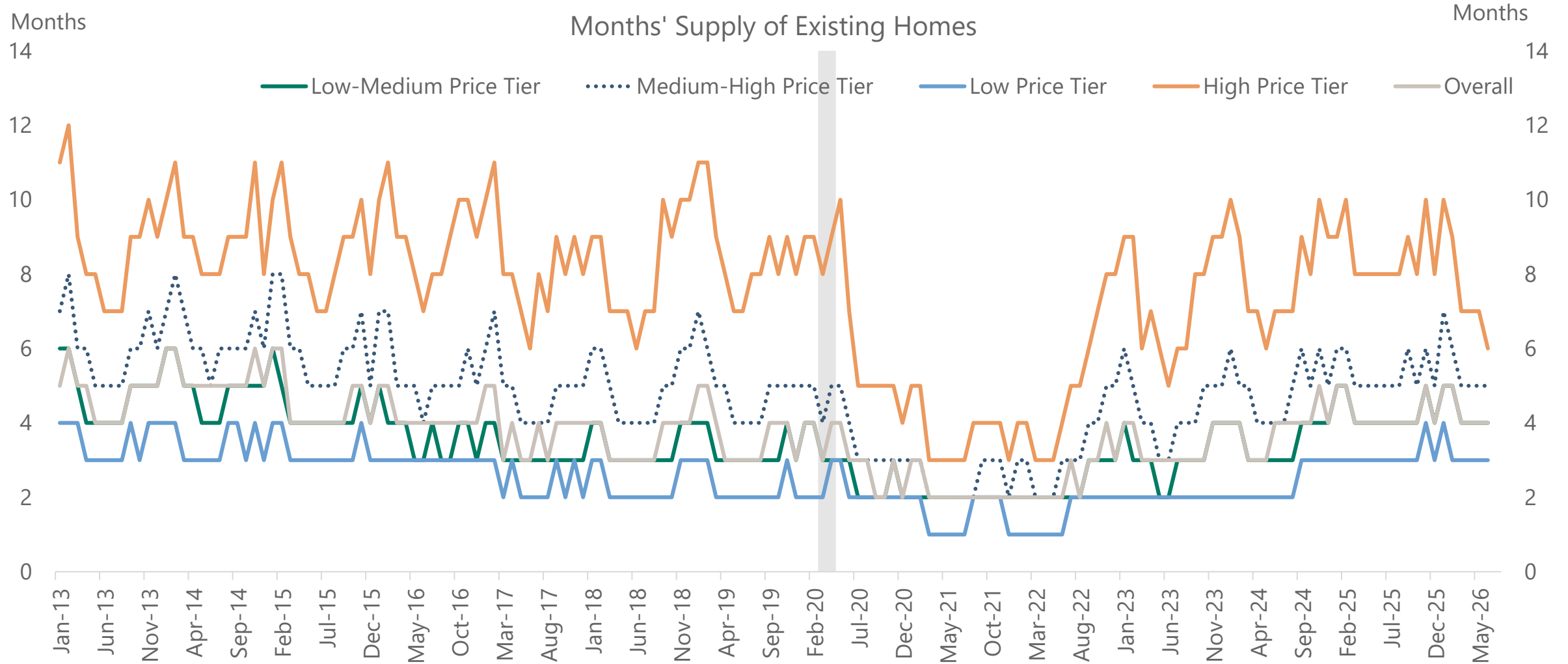


# Housing supply is low: Residential new listings remain low

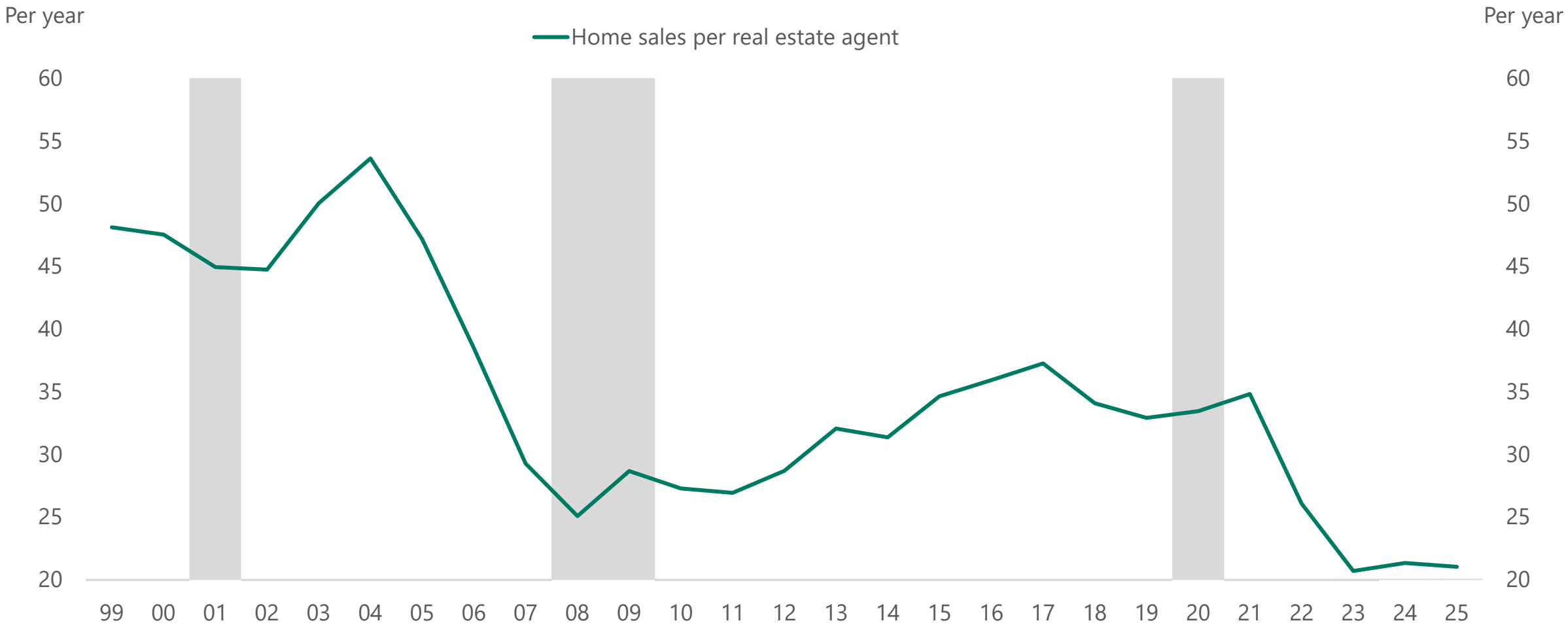


Source: Redfin, Macrobond, Apollo Chief Economist

# Inventory of existing homes for sale remains low across the price spectrum

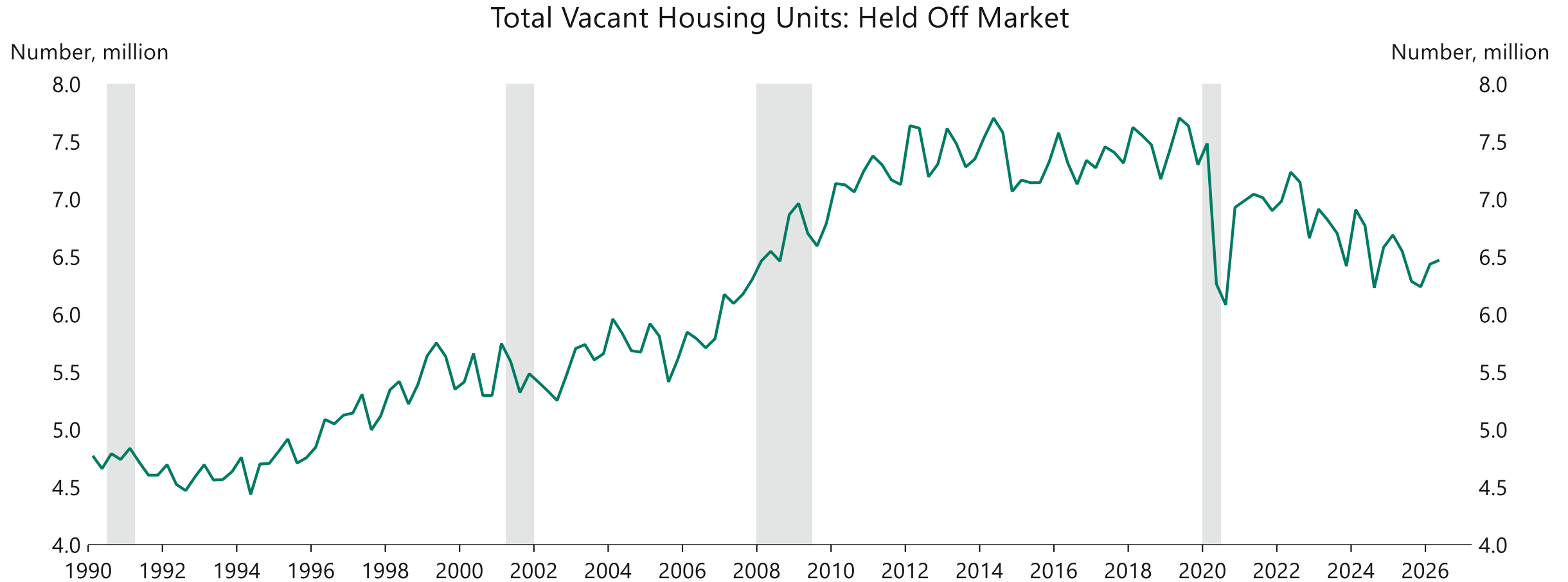


# With lower inventory, real estate sales agents selling fewer homes



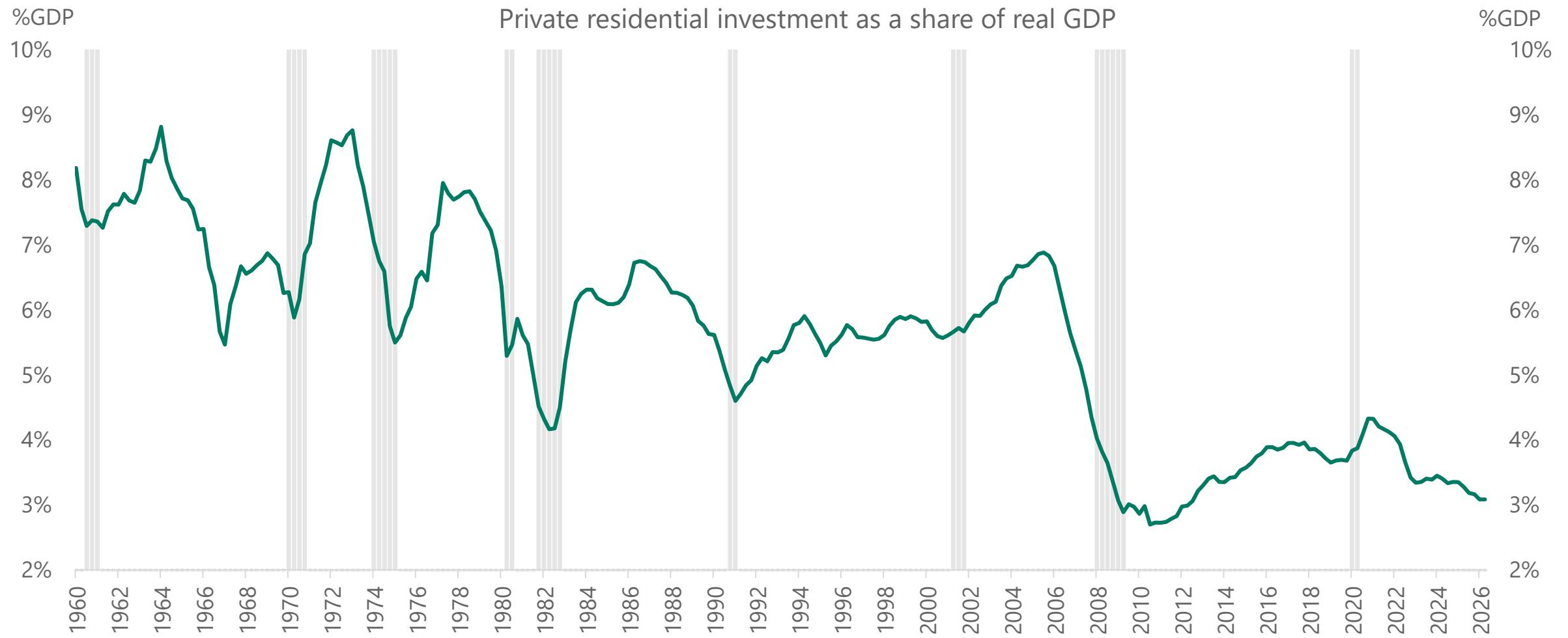
Source: NAR, BLS, Haver Analytics Apollo Chief Economist

# The number of vacant housing units held off market

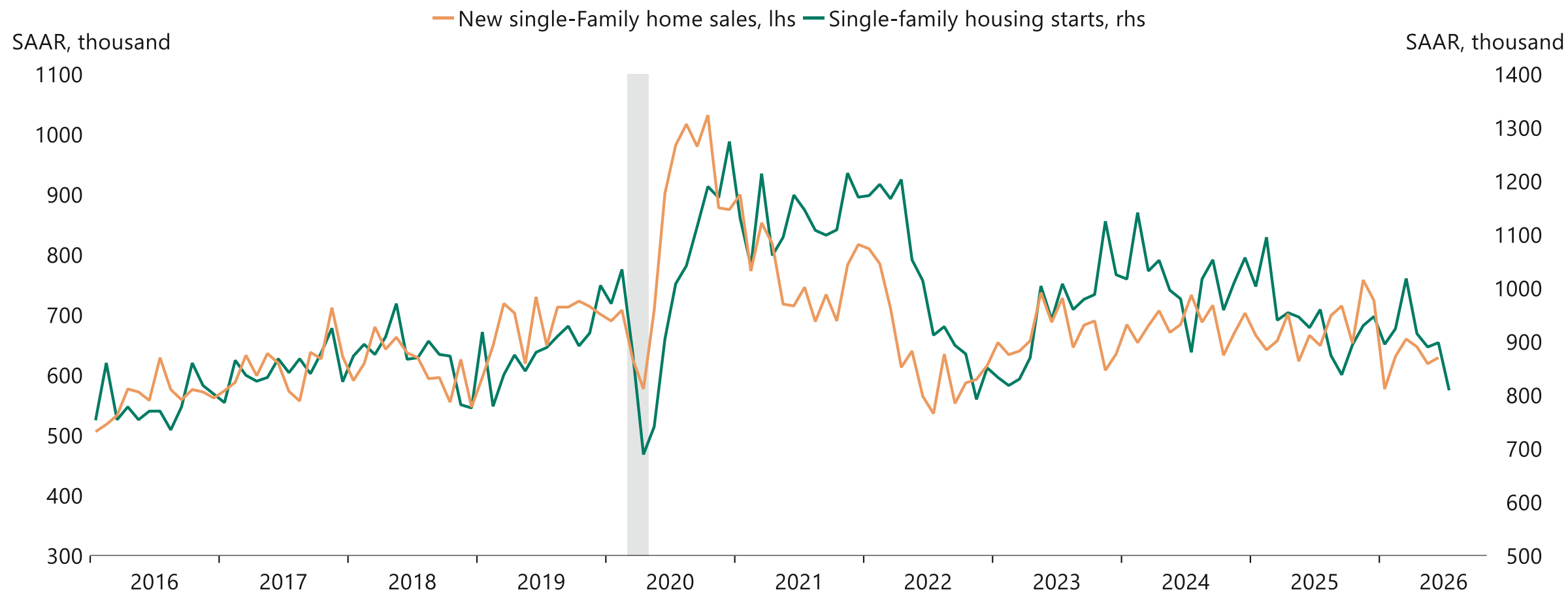


Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

# Residential investment as a share of real GDP is close to all-time lows at 3%

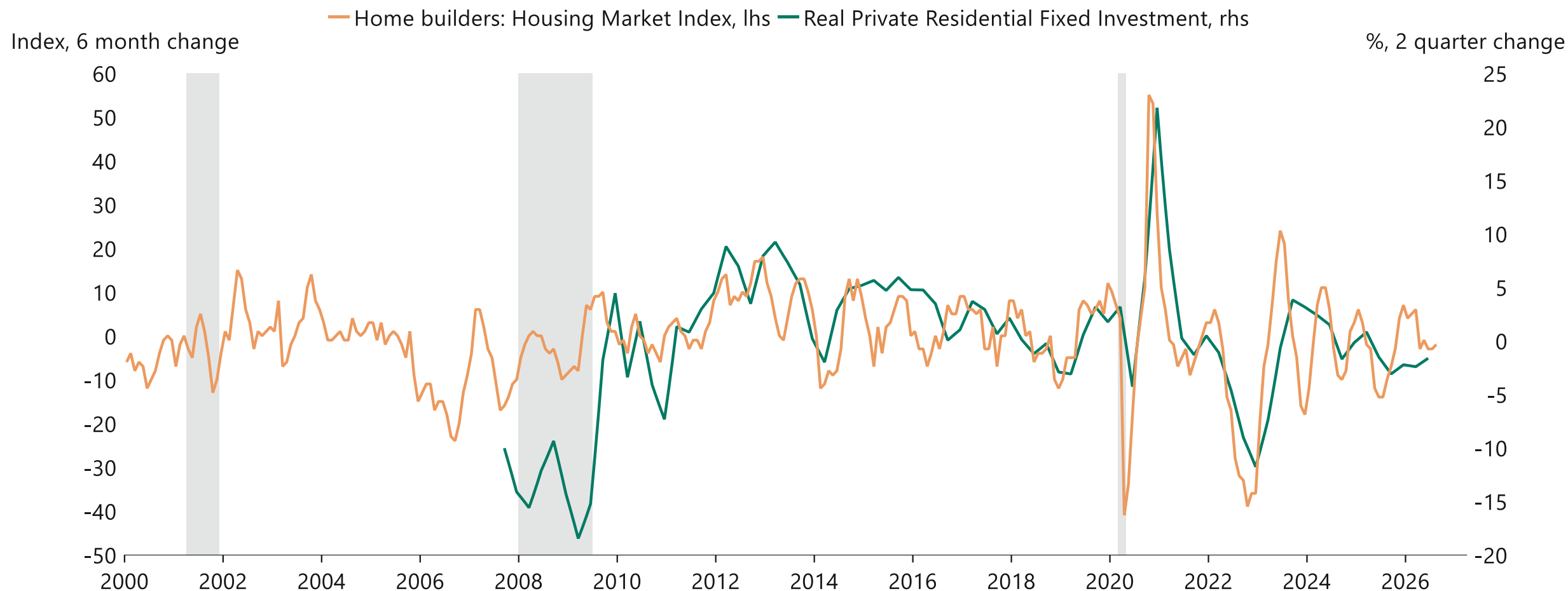


# US housing starts and sales trending lower because of high mortgage rates



Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

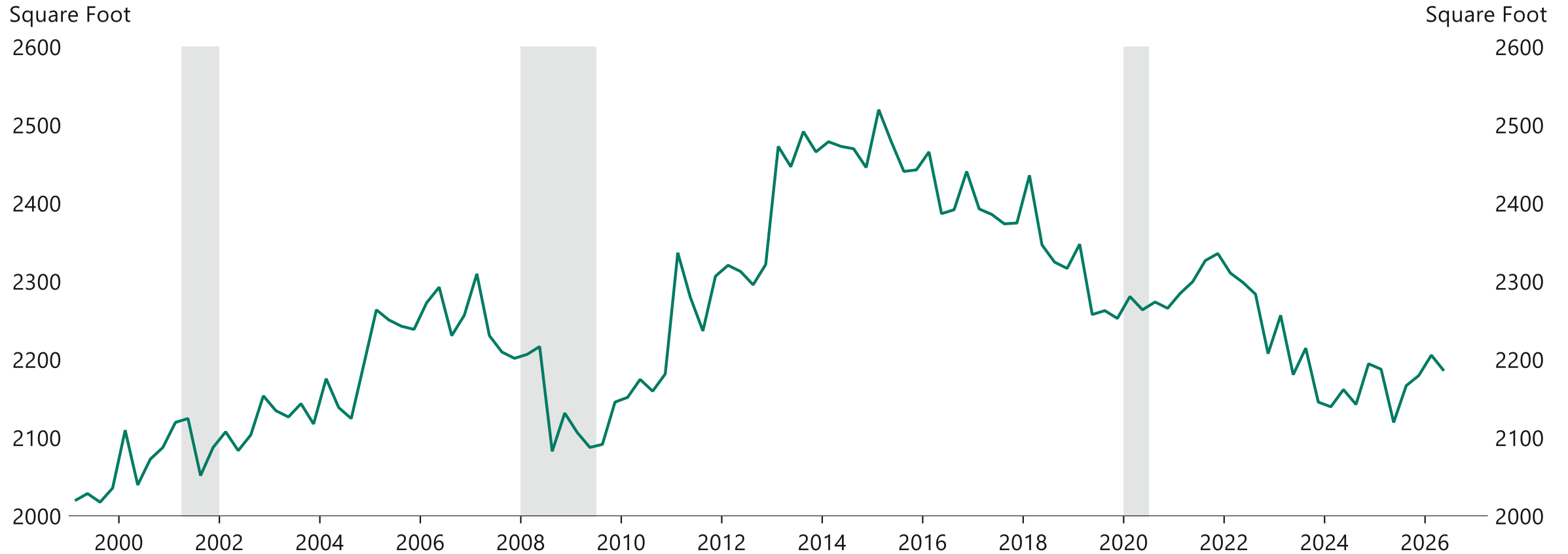
# Homebuilder confidence correlated with residential investment



Source: U.S. Bureau of Economic Analysis (BEA), National Association of Home Builders, Macrobond, Apollo Chief Economist

# US homes are getting smaller: Median size of new single-family homes declining

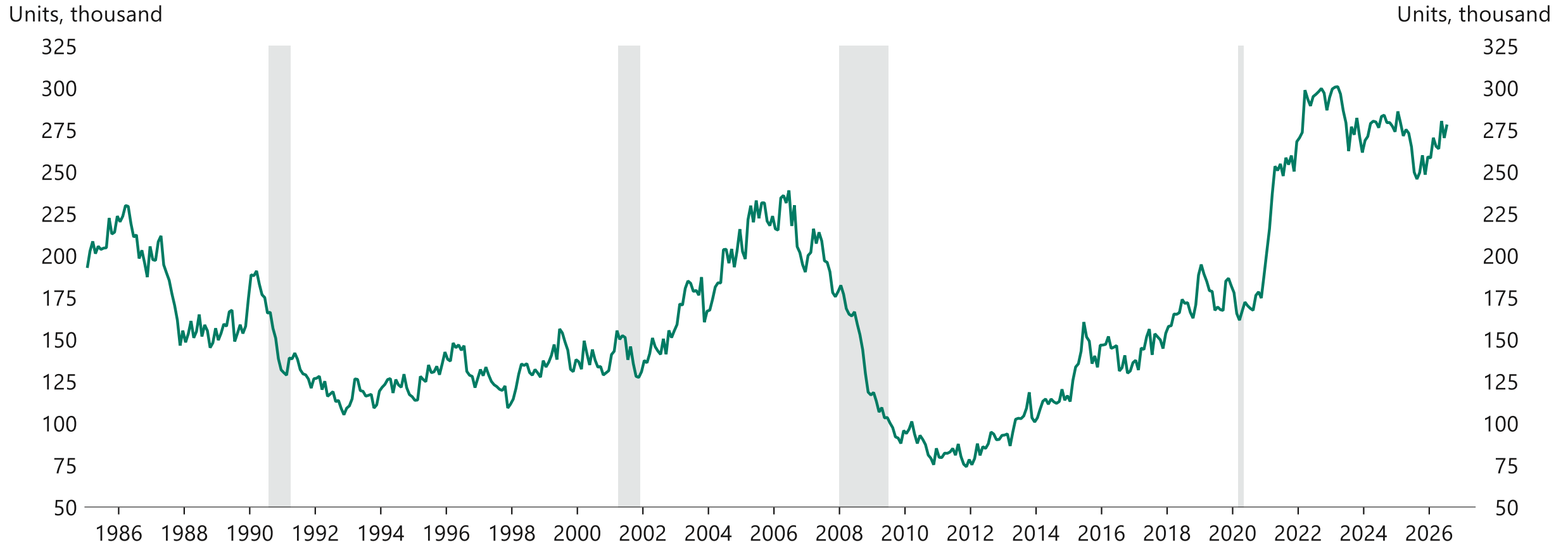
Median size of new single family homes



Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

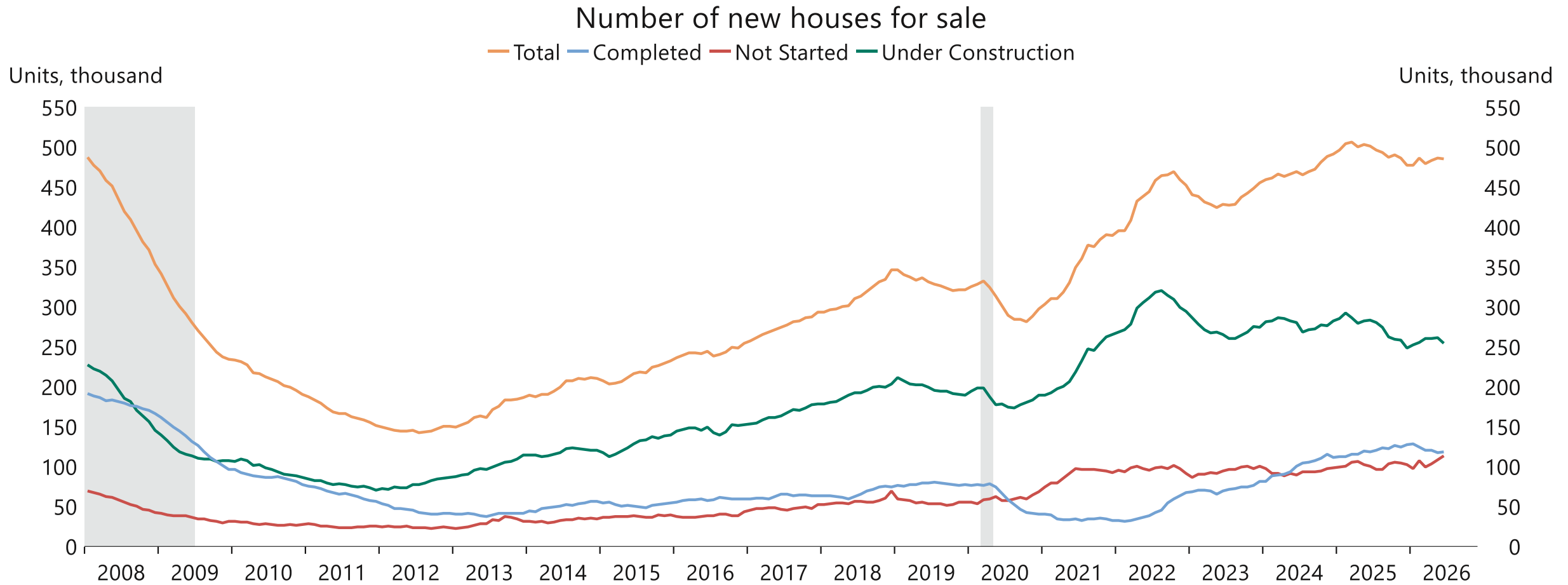
# Level of new housing units authorized but not started

## New privately owned housing units authorized but not started



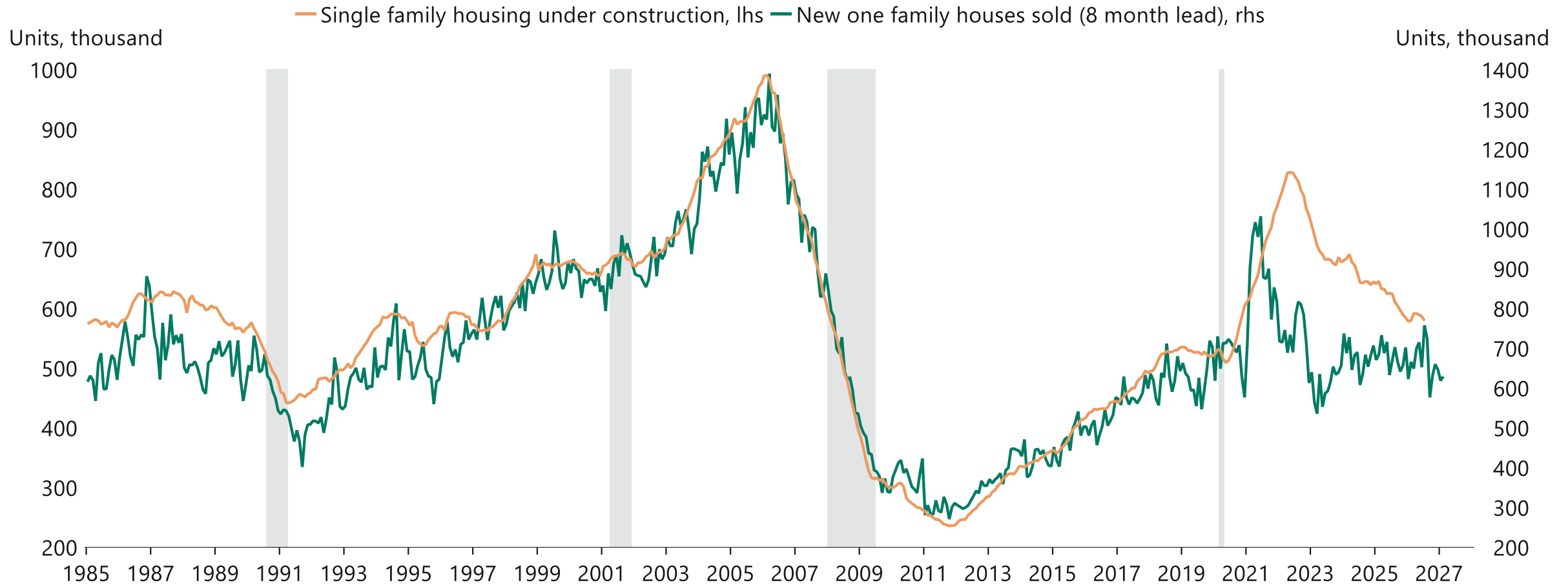
Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

# Number of new houses for sale



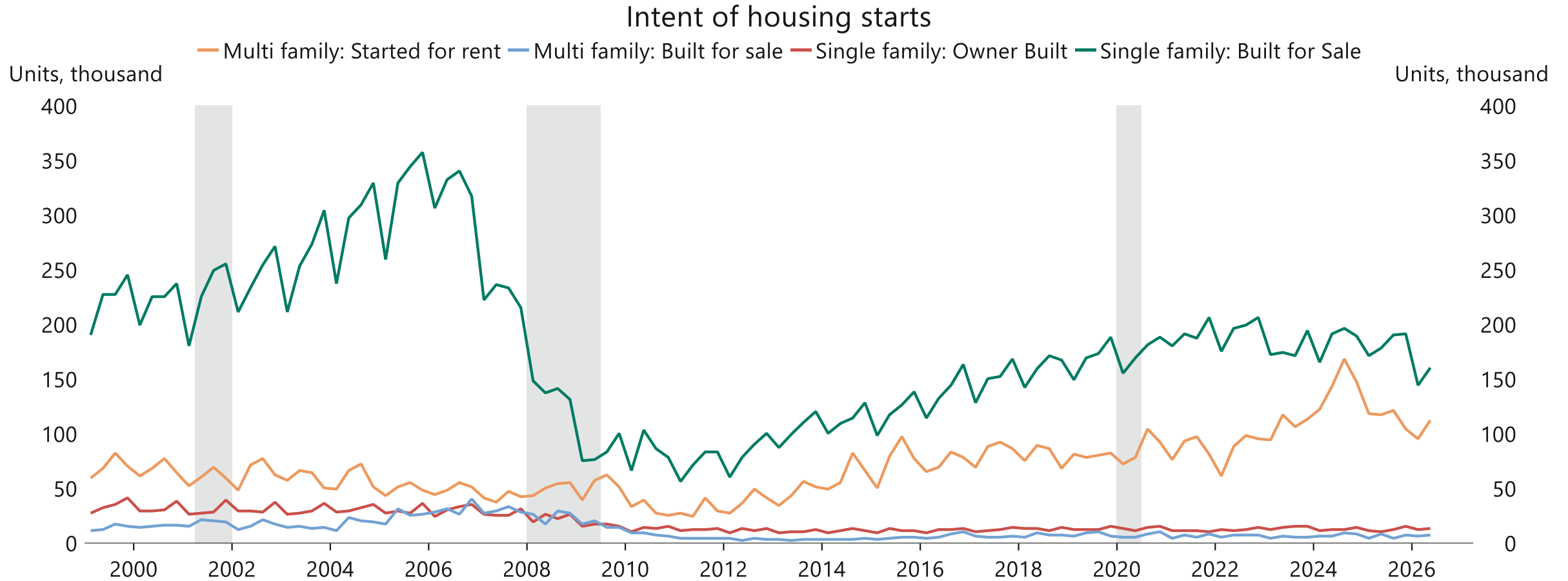
Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

# Some disconnect between housing under construction and new homes sold



Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

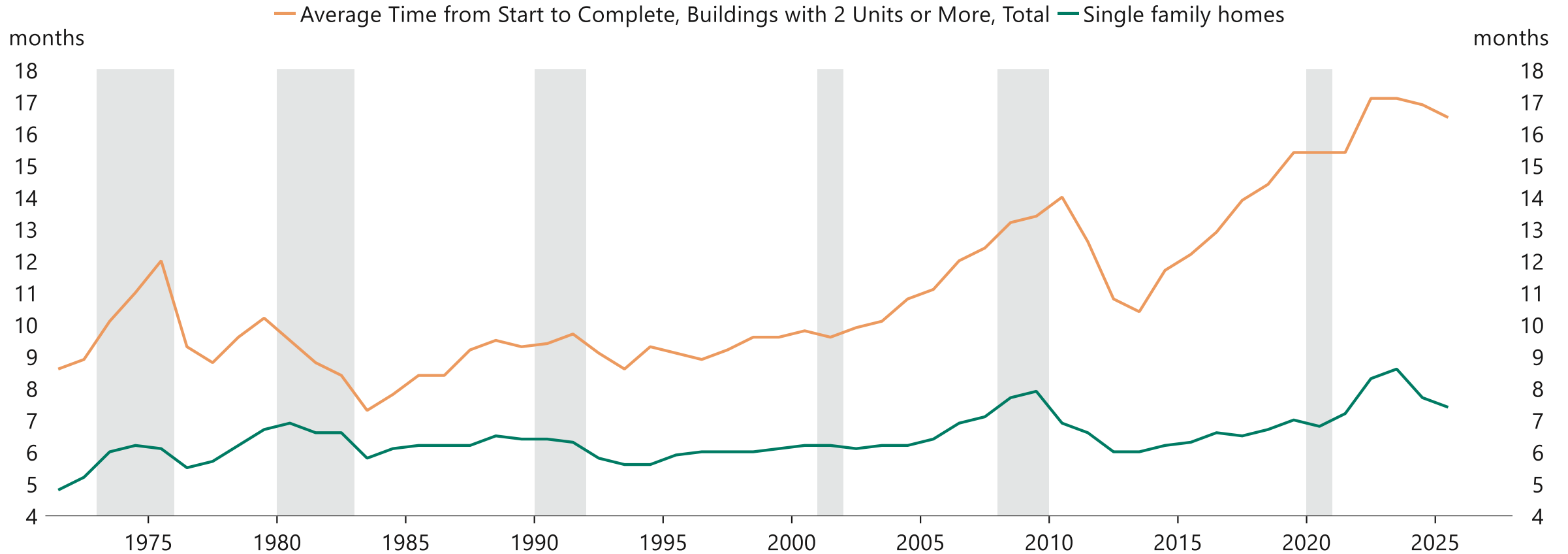
# Intent of housing starts



Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

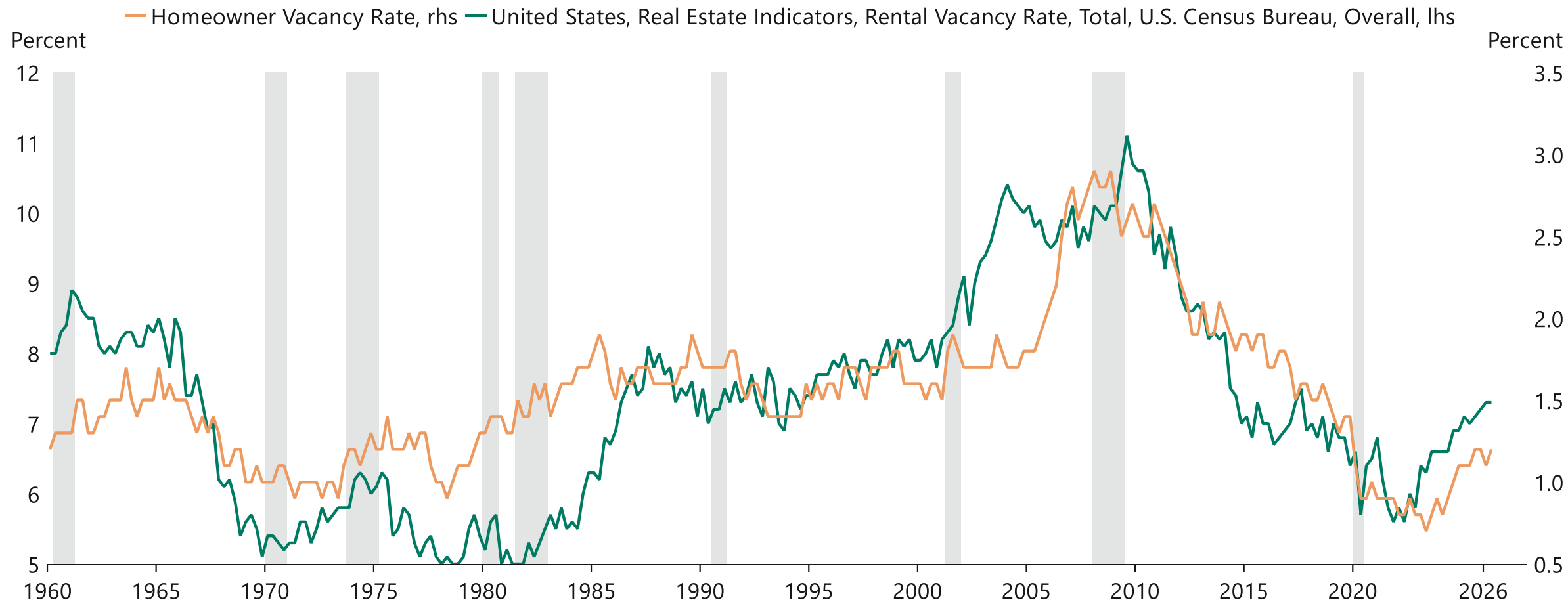
# It currently takes 7 months on average to build a single-family house

## Average time from start to complete



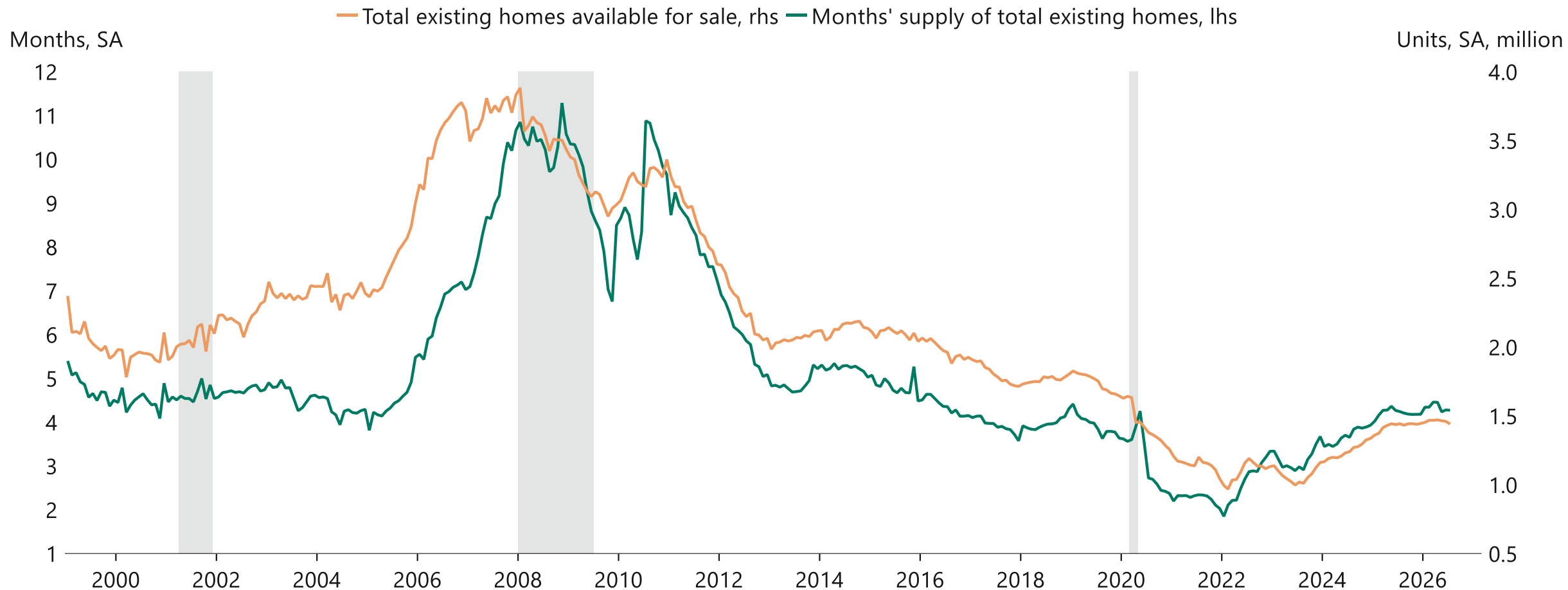
Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

# Homeowner vacancy rate and rental vacancy rate rising



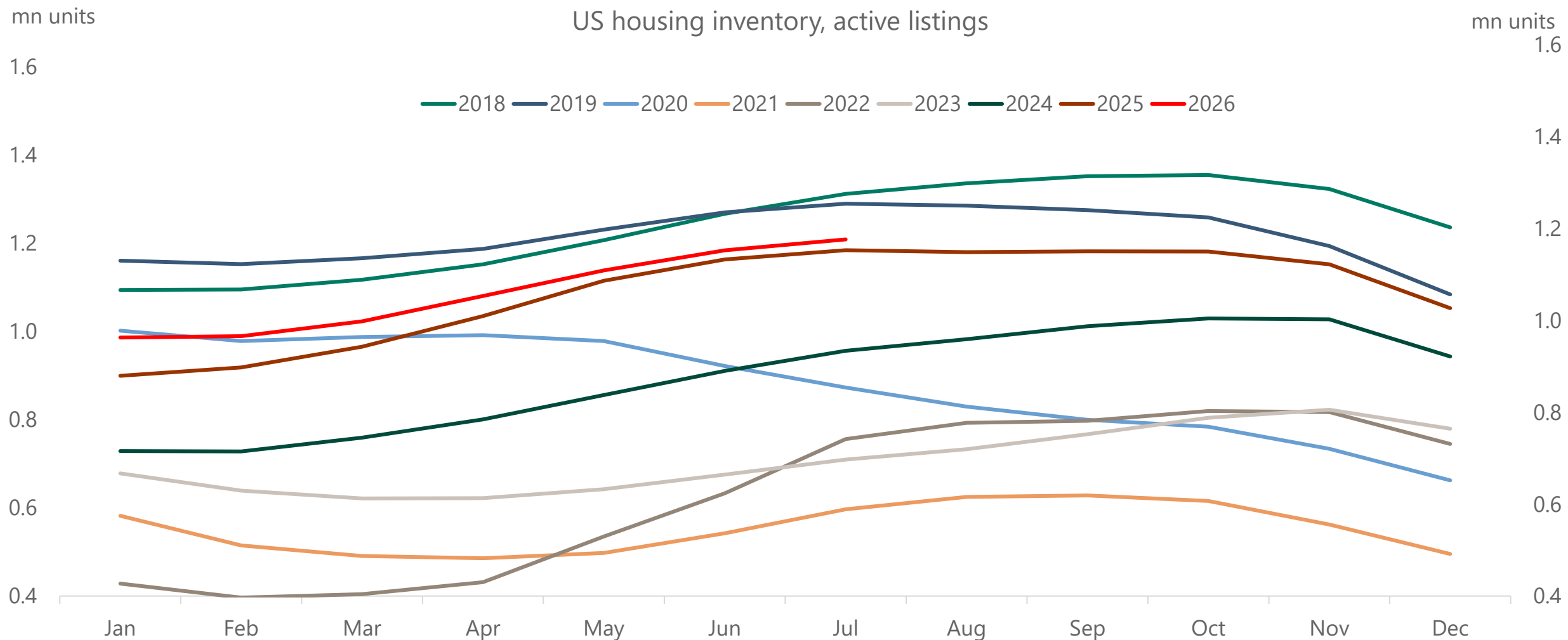
Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

# Inventory of existing homes for sale



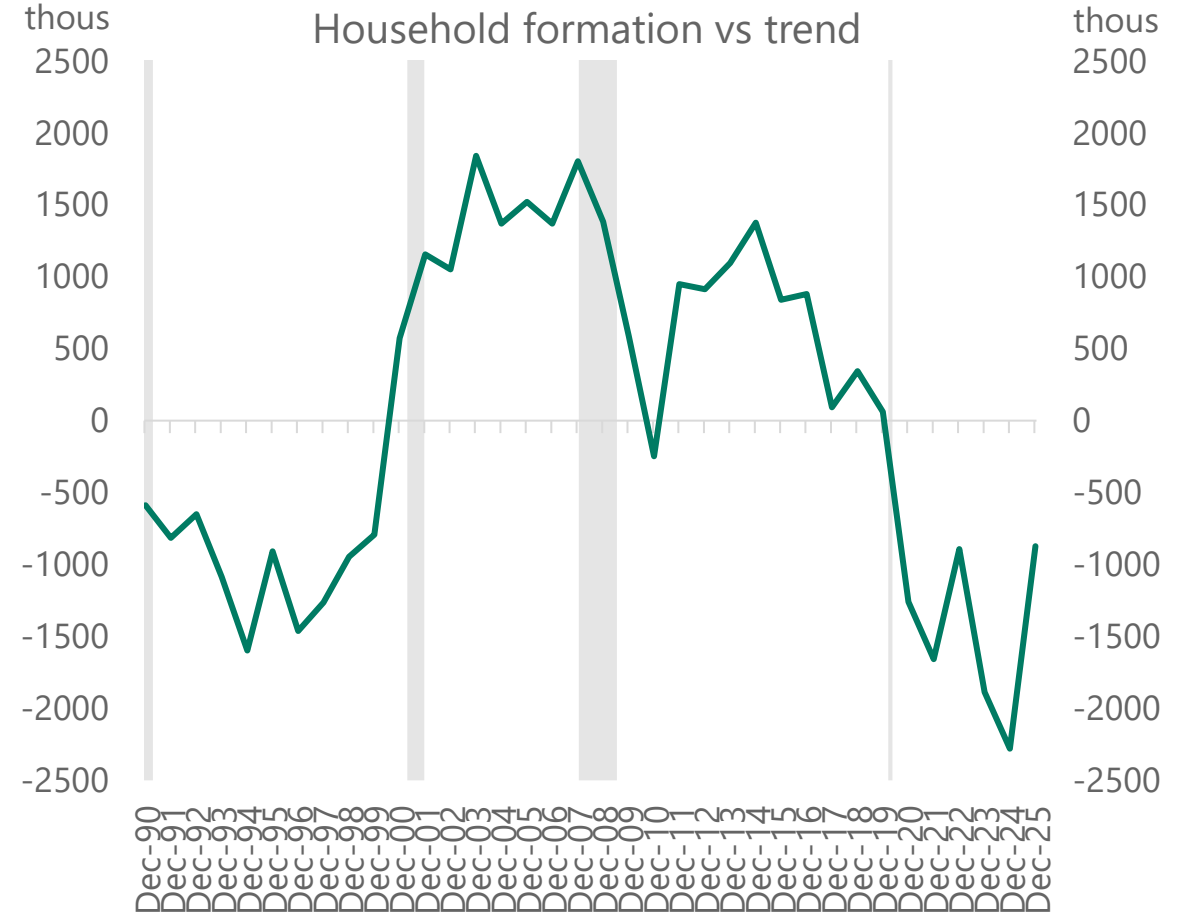
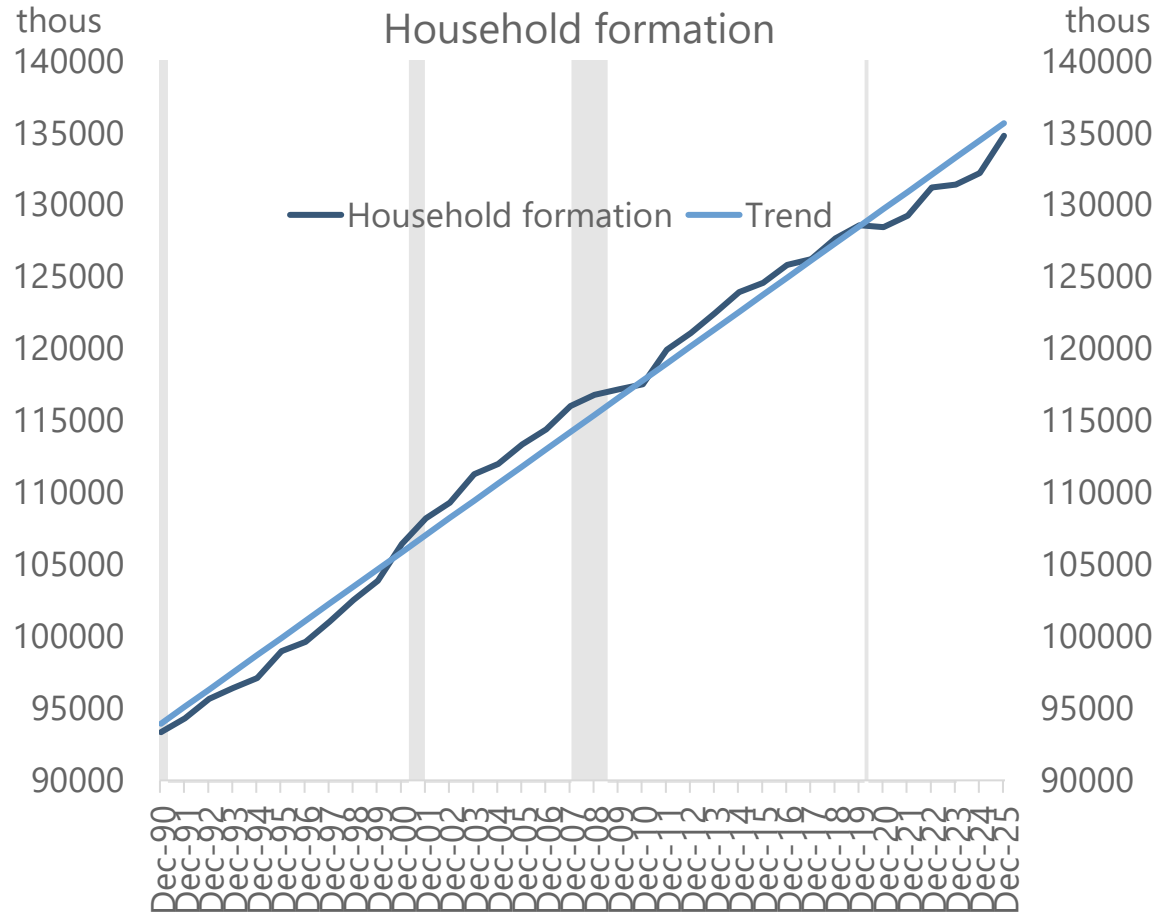
Source: National Association of Realtors (NAR), Macrobond, Apollo Chief Economist

# Inventory of homes for sale

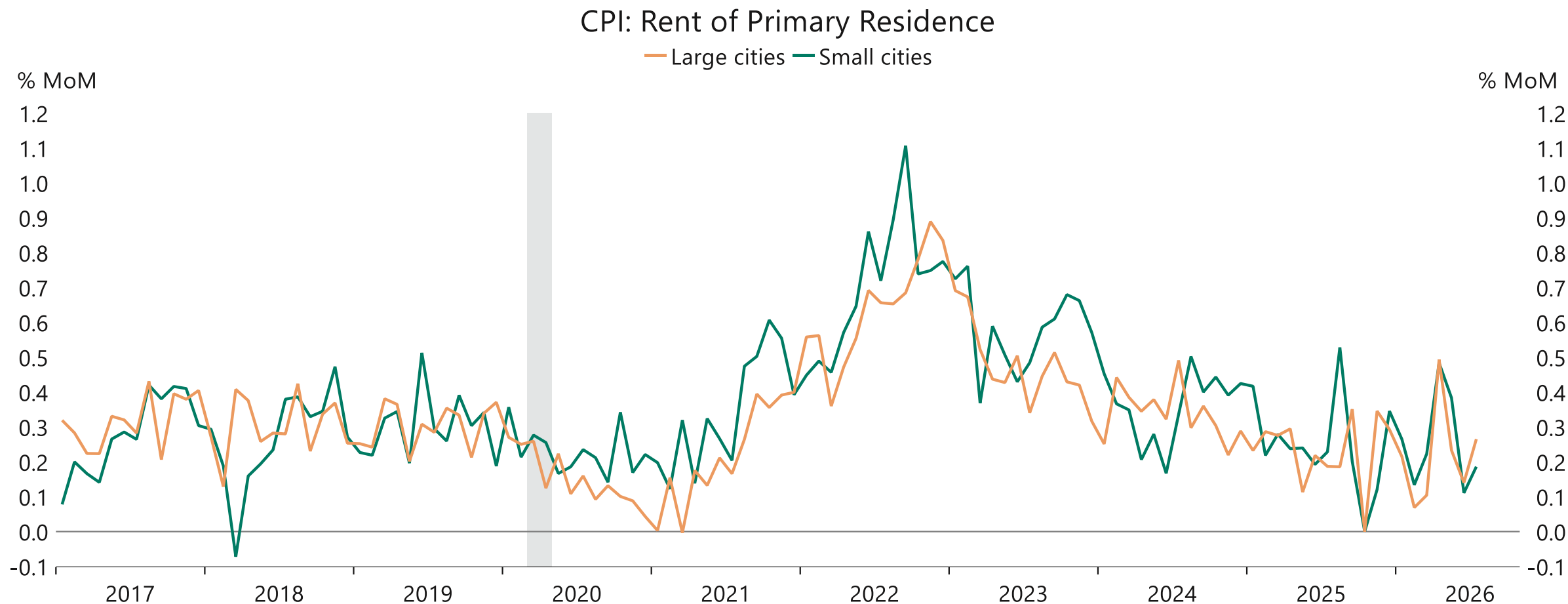


Source: Realtor.com, Apollo Chief Economist

# US has an estimated deficit of 1 million homes

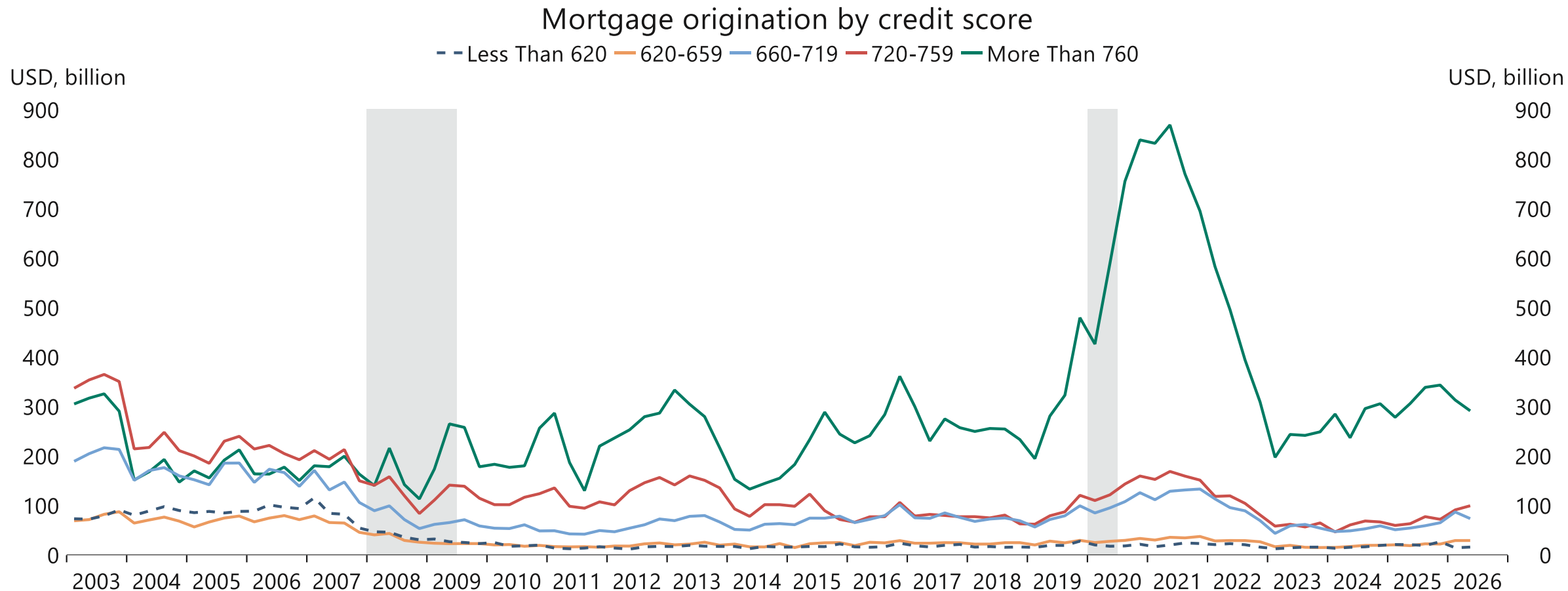


# Rent inflation in large and small cities



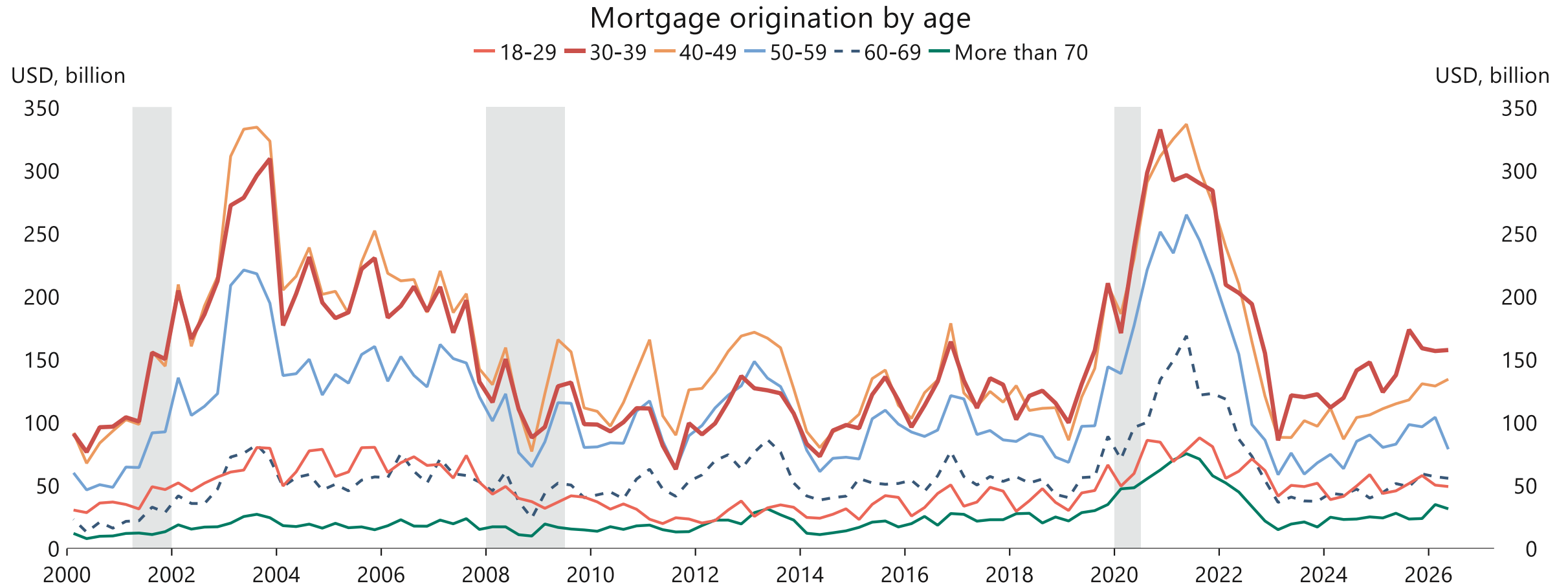
Source: U.S. Bureau of Labor Statistics (BLS), Macrobond, Apollo Chief Economist

# Mortgage originations have normalized for households with high credit scores



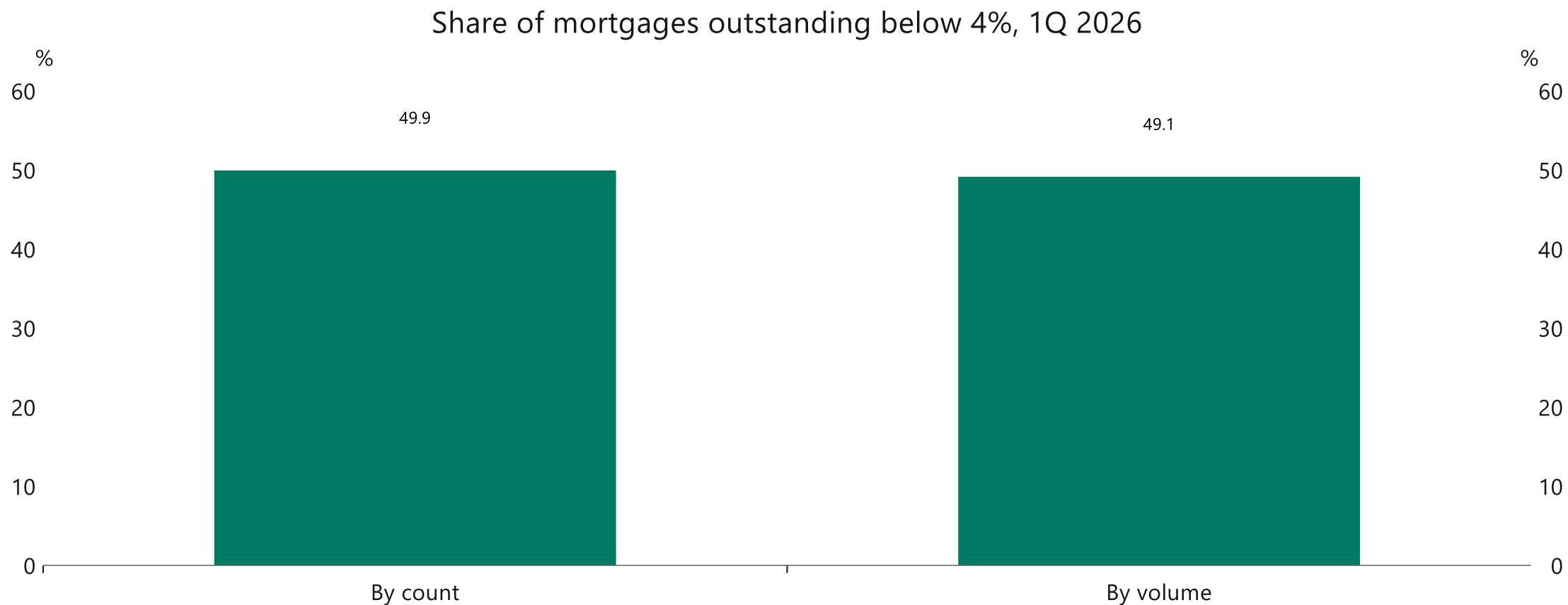
Source: Federal Reserve Bank of New York, Macrobond, Apollo Chief Economist

# Mortgage originations back at pre-pandemic levels. Rising for people in their 30s



Source: Federal Reserve Bank of New York, Macrobond, Apollo Chief Economist

# Roughly 50% of mortgages outstanding have an interest rate below 4%

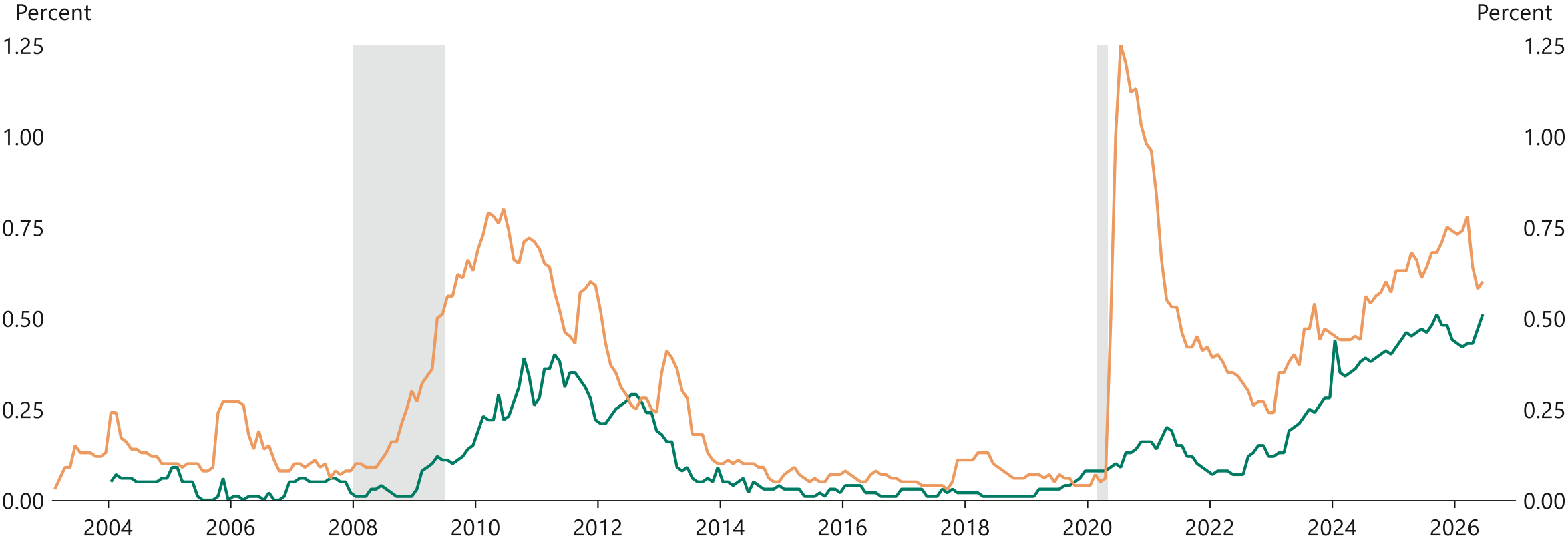


Source: Federal Housing Finance Agency (FHFA), Macrobond, Apollo Chief Economist

# Multifamily delinquencies rising

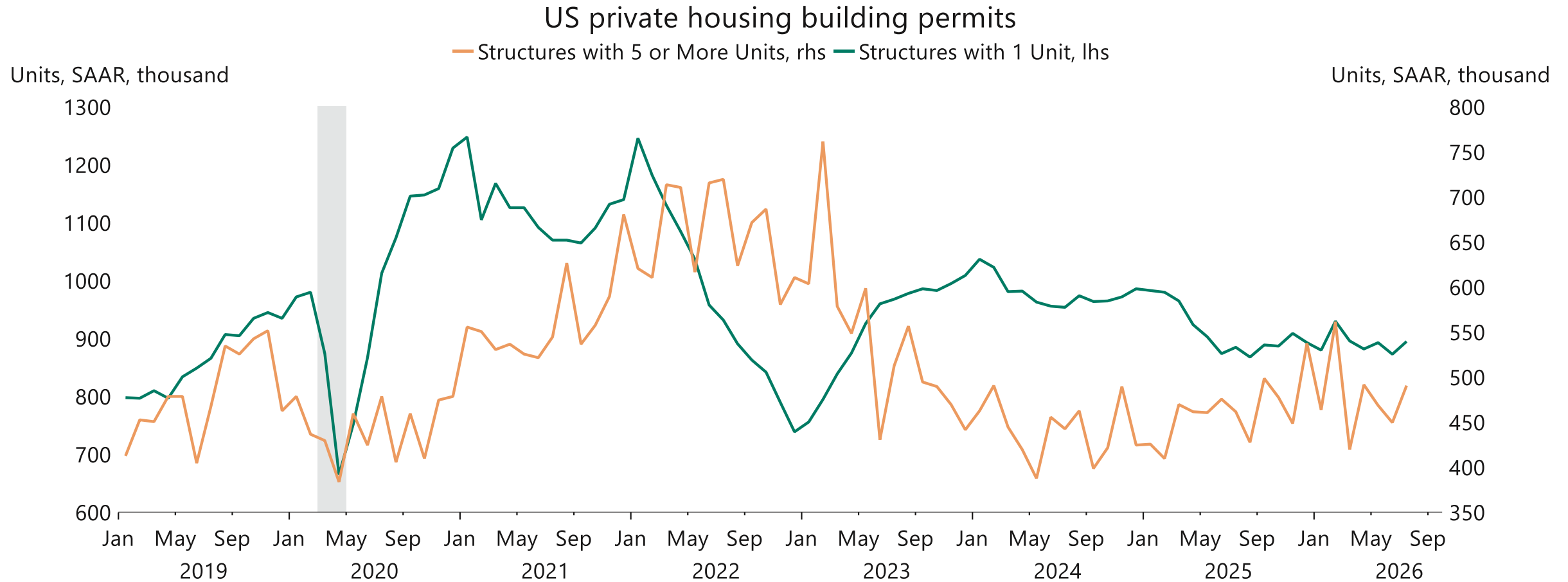
Multifamily delinquency rate

Fannie Mae Freddie Mac



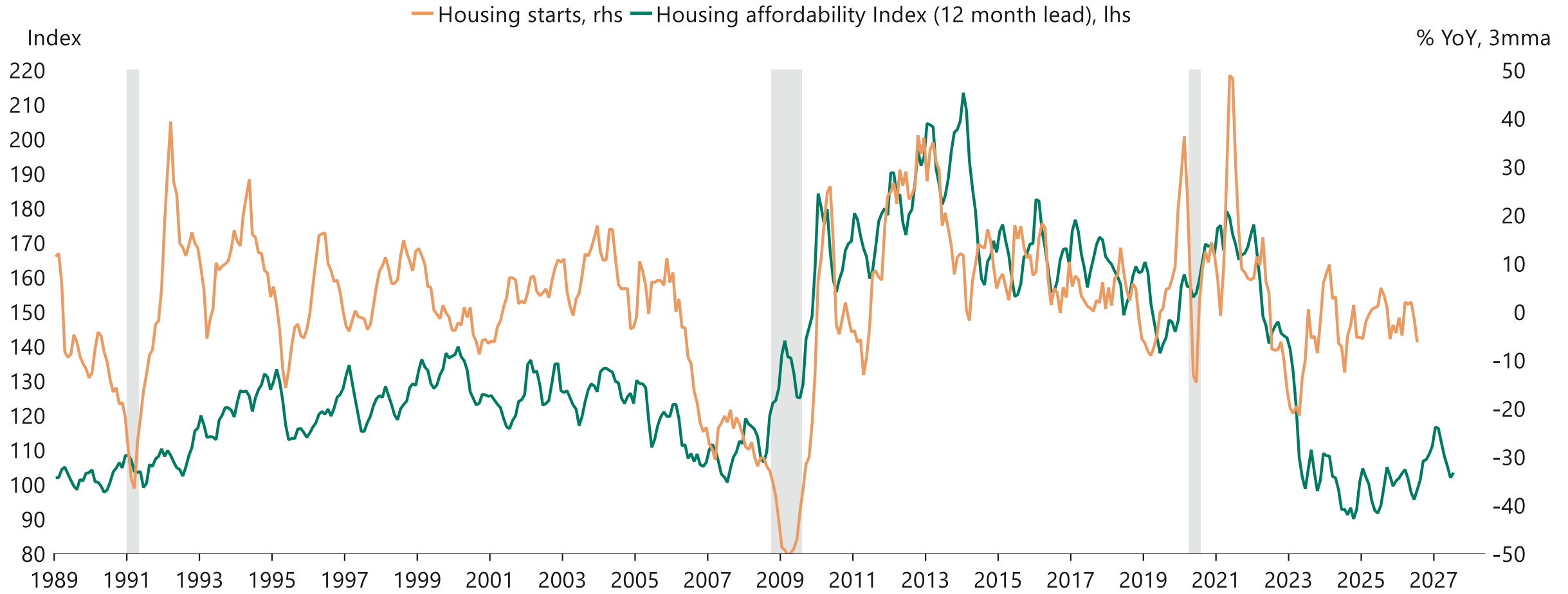
Source: Freddie Mac, Federal National Mortgage Association (Fannie Mae), Macrobond, Apollo Chief Economist

# Multi-family and single-family housing units authorized moving sideways



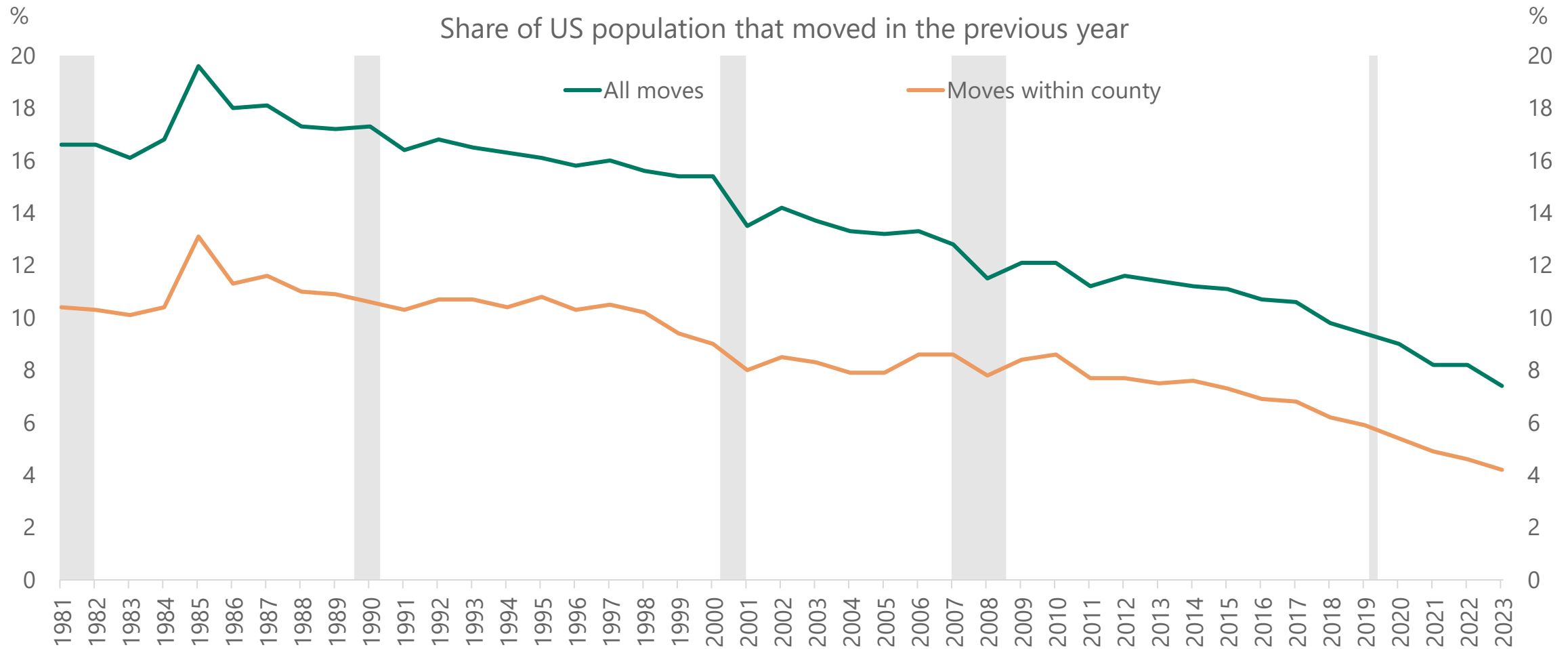
Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

# Housing starts high despite low affordability



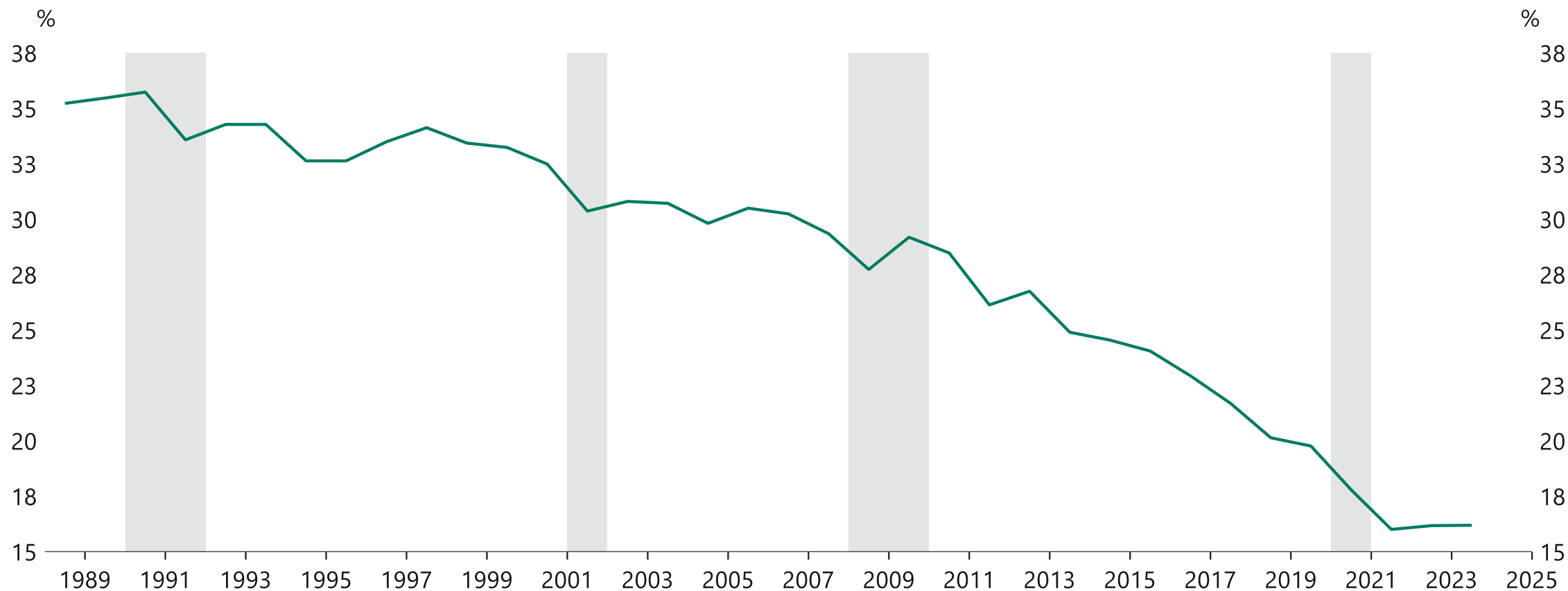
Source: National Association of Realtors (NAR), U.S. Census Bureau, Macrobond, Apollo Chief Economist

# Structural decline in the share of the US population moving to a new address



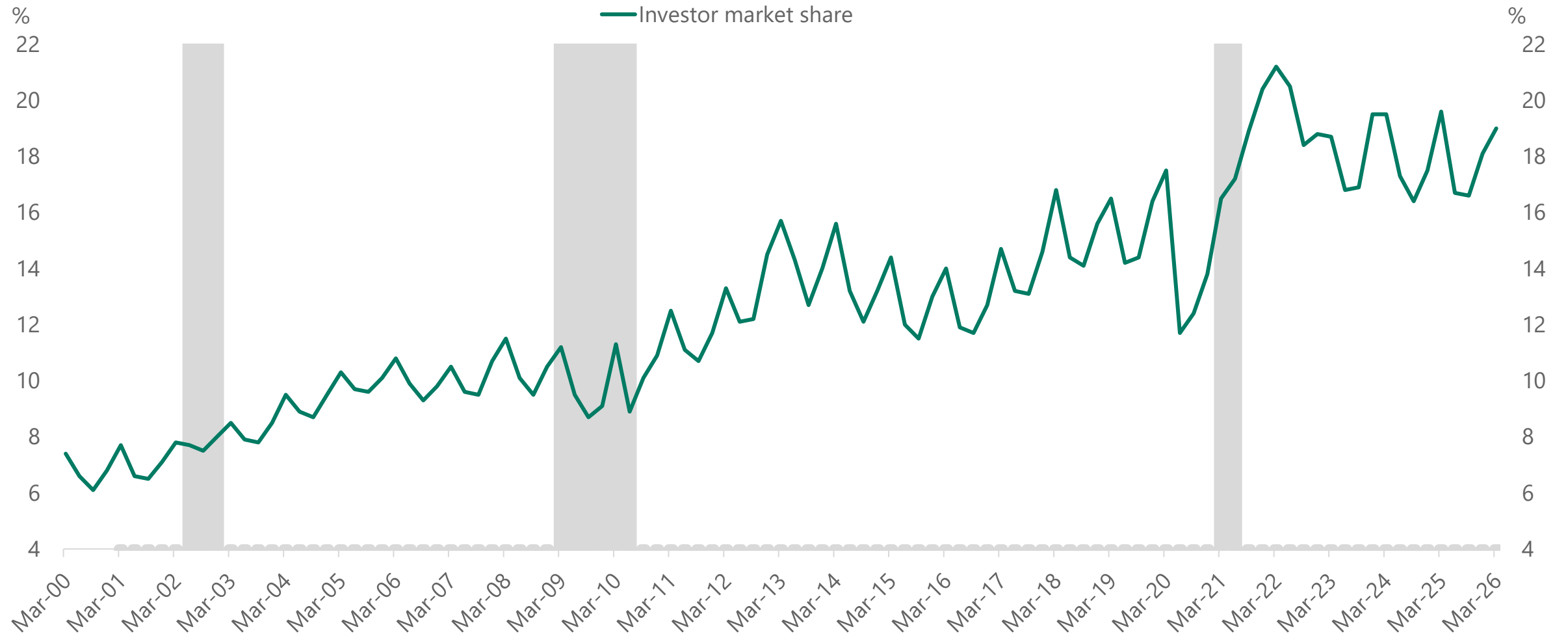
# Trend decline in the percentage of renters moving to new apartments or houses

% of renters who moved in the past year

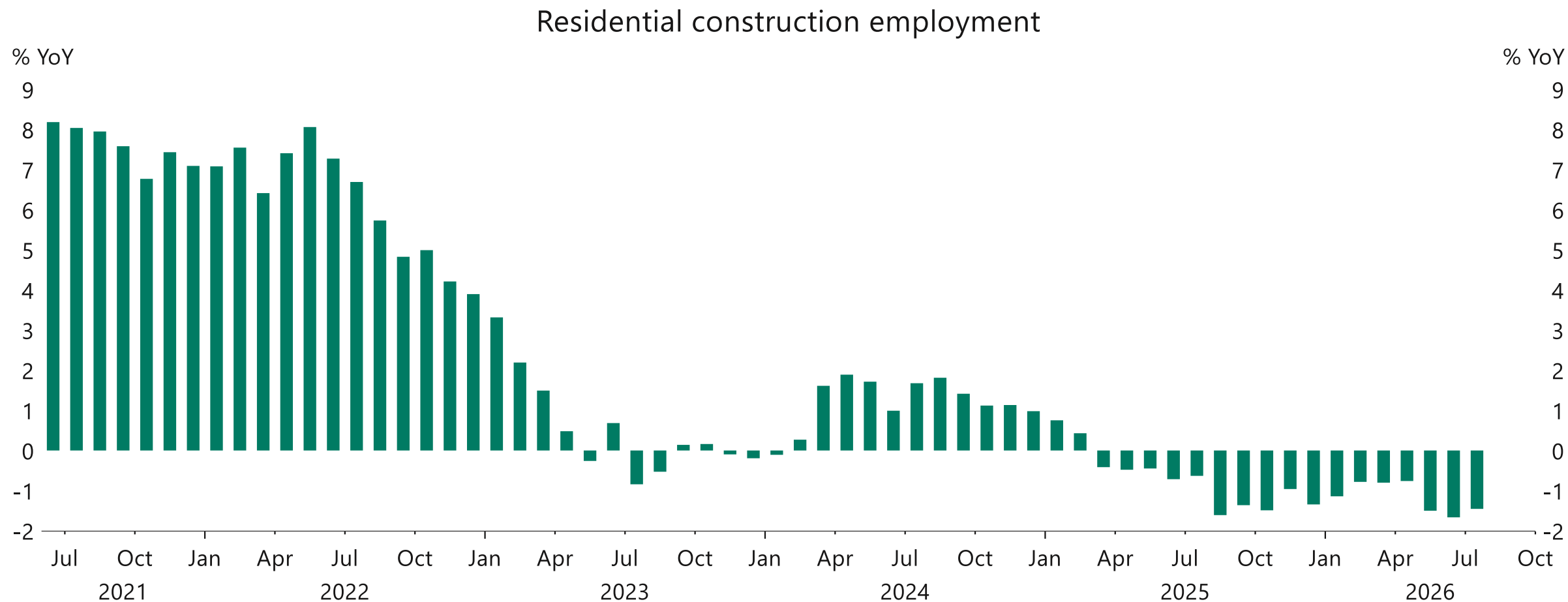


Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

# The investor share of home purchases still elevated

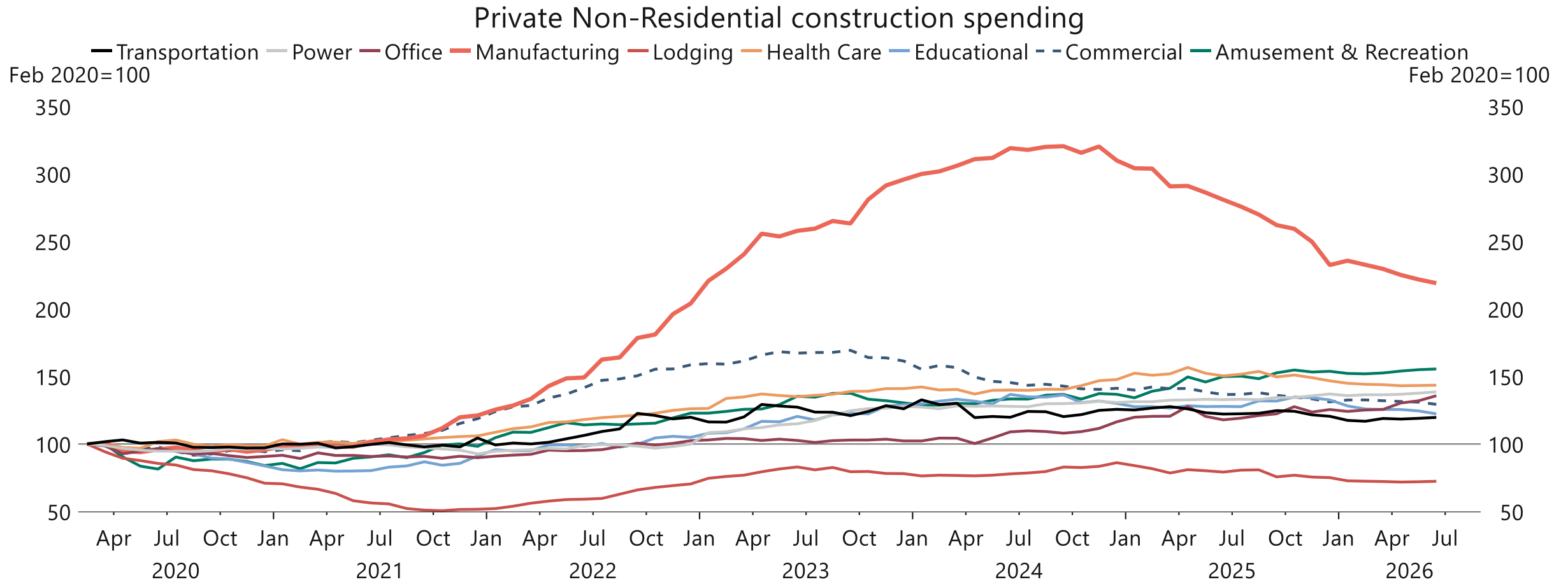


# Residential construction job growth slows



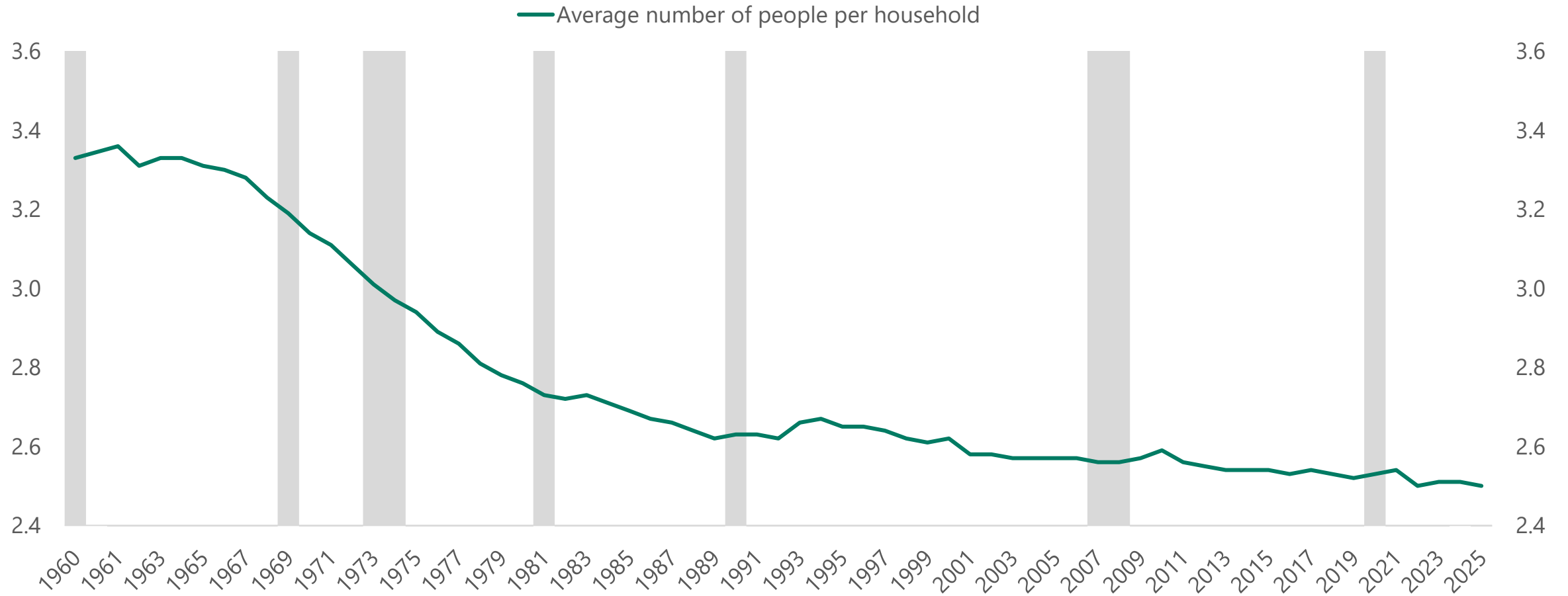
Source: U.S. Bureau of Labor Statistics (BLS), Macrobond, Apollo Chief Economist

# The biggest increase in non-residential construction has been in manufacturing



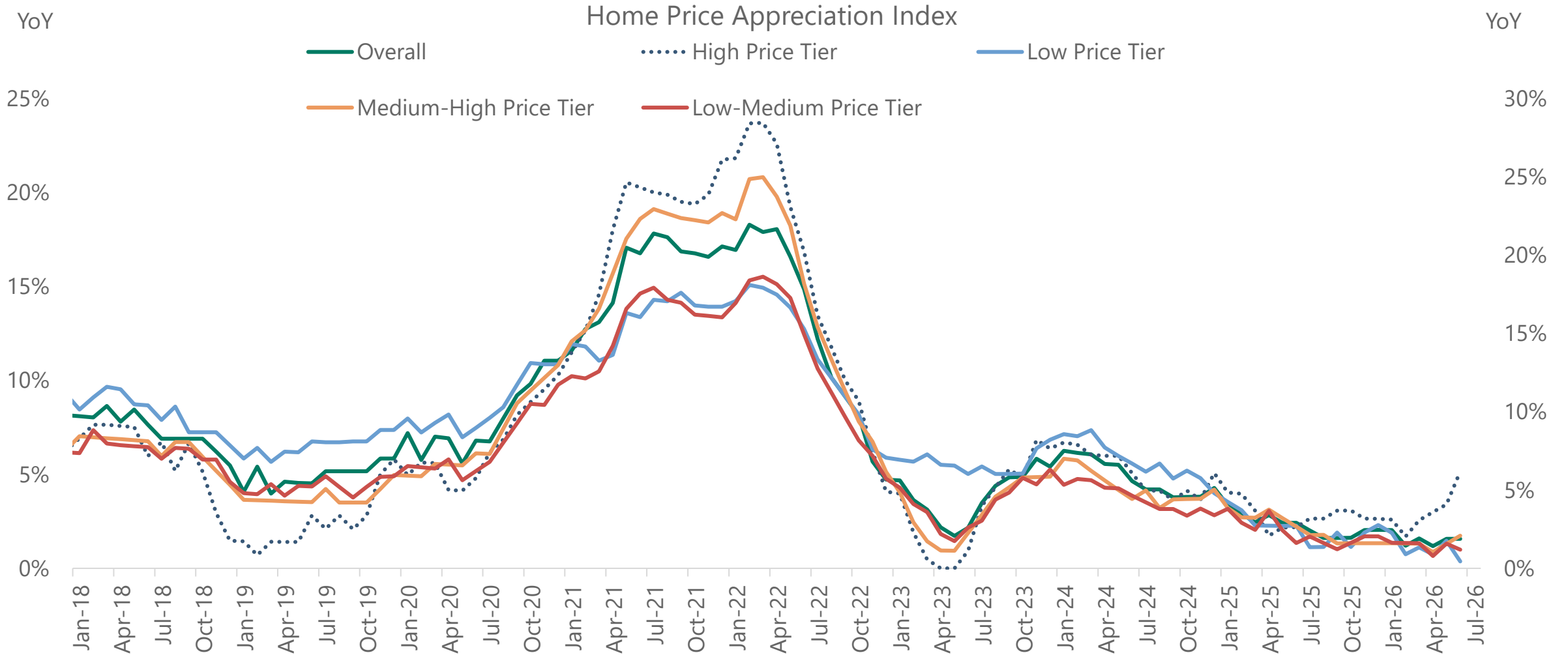
Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

The average family size in the US has declined from 3.3 in 1960 to 2.5 in 2025

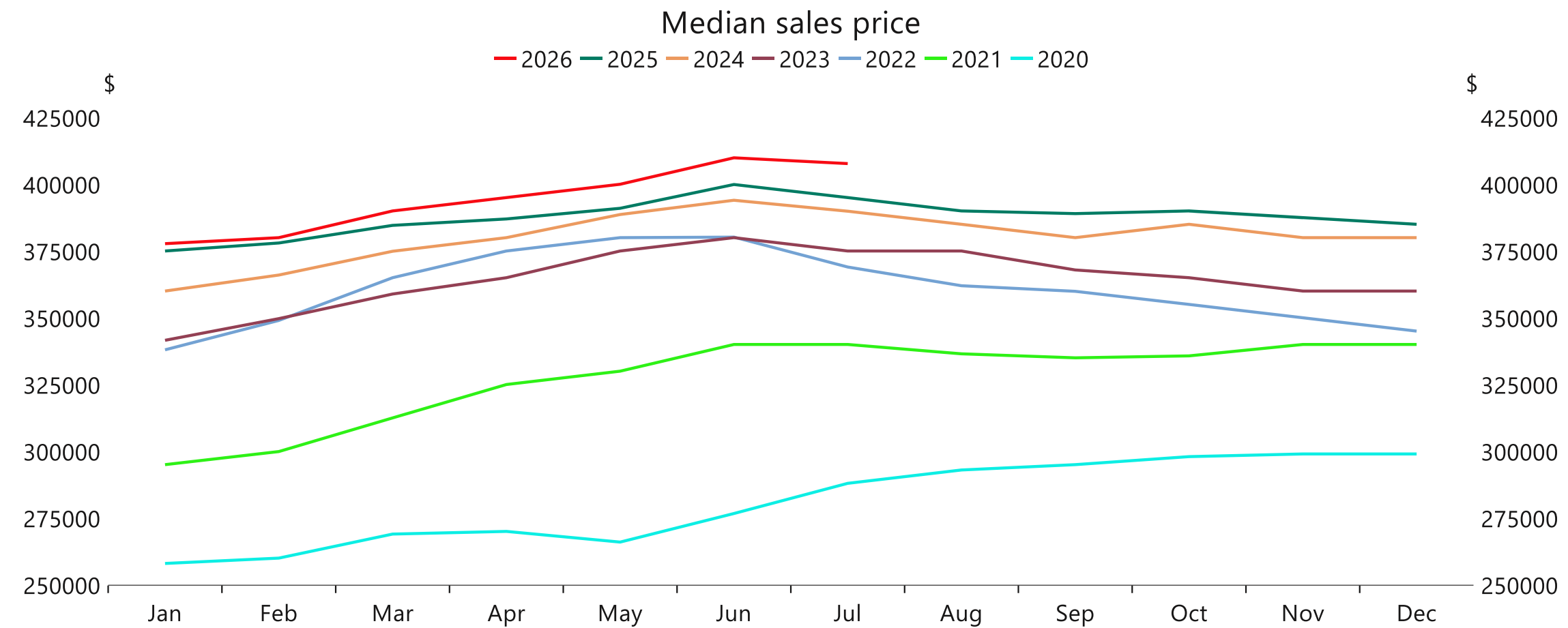


### 3) House Prices

# House price inflation across price tiers

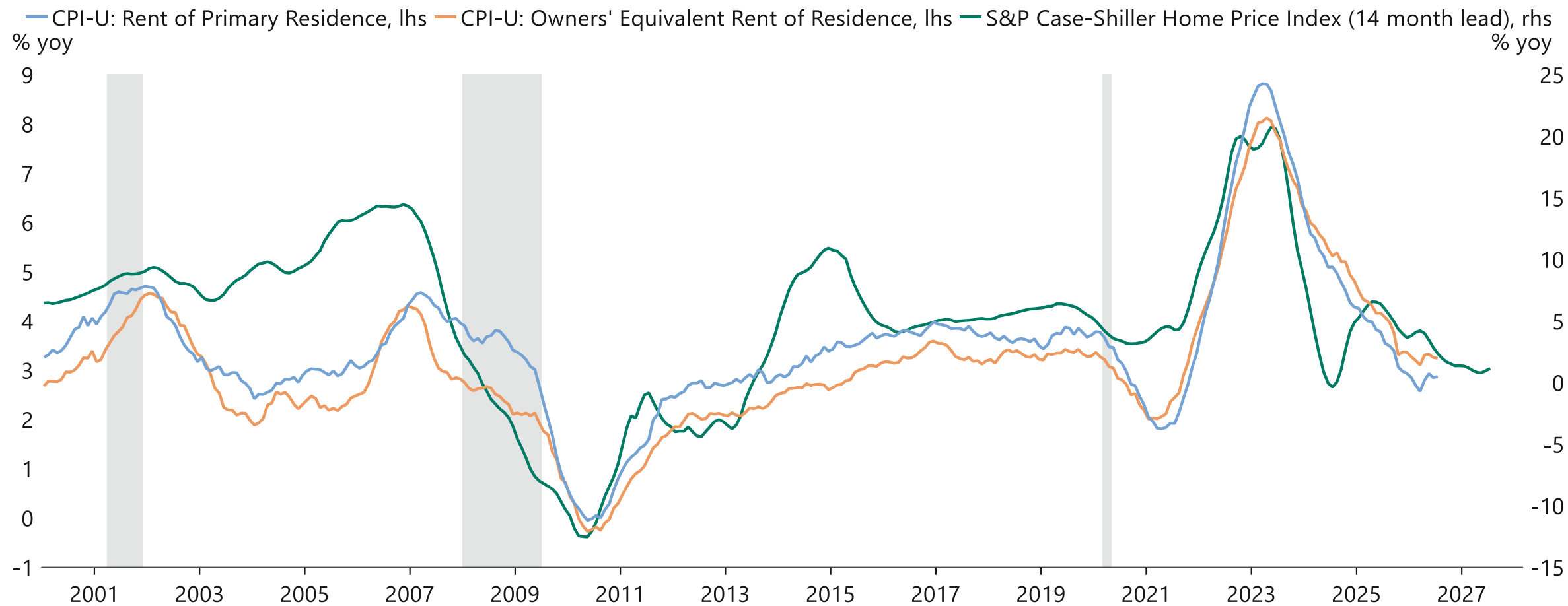


# Median sales price modestly above last year's levels



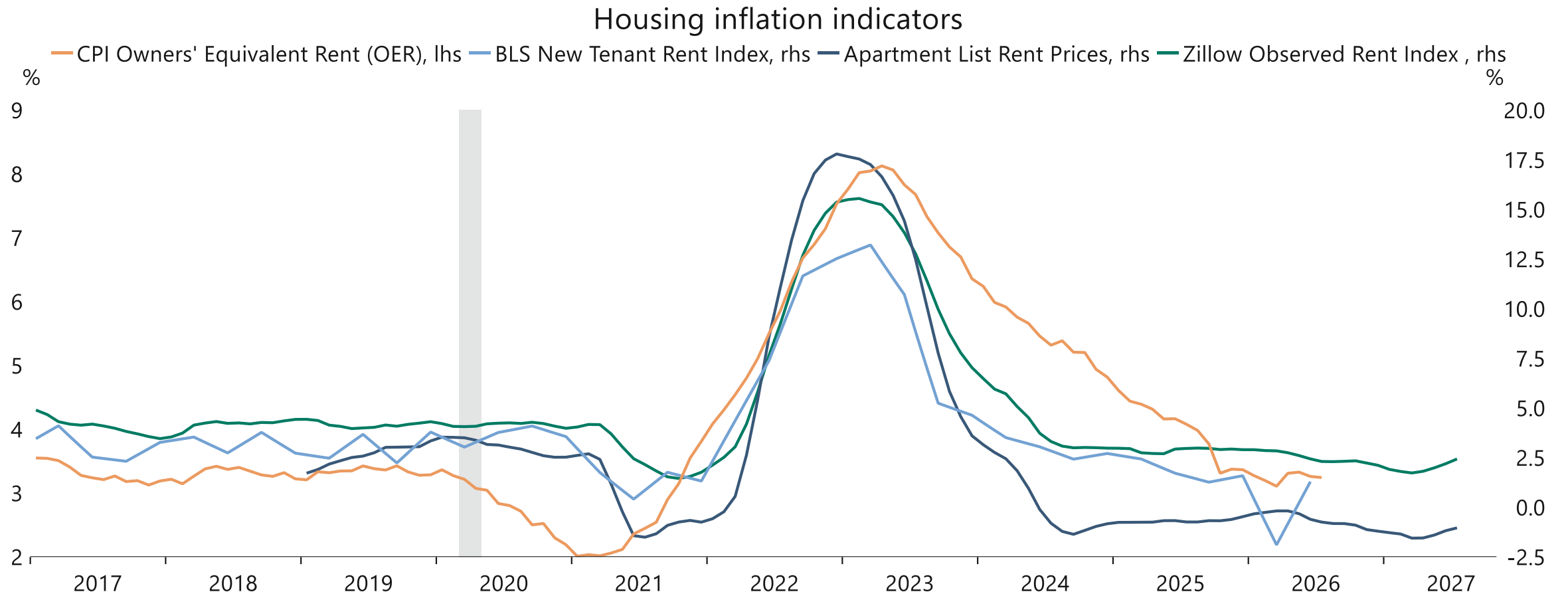
Source: Redfin, Macrobond, Apollo Chief Economist

# Housing inflation coming down



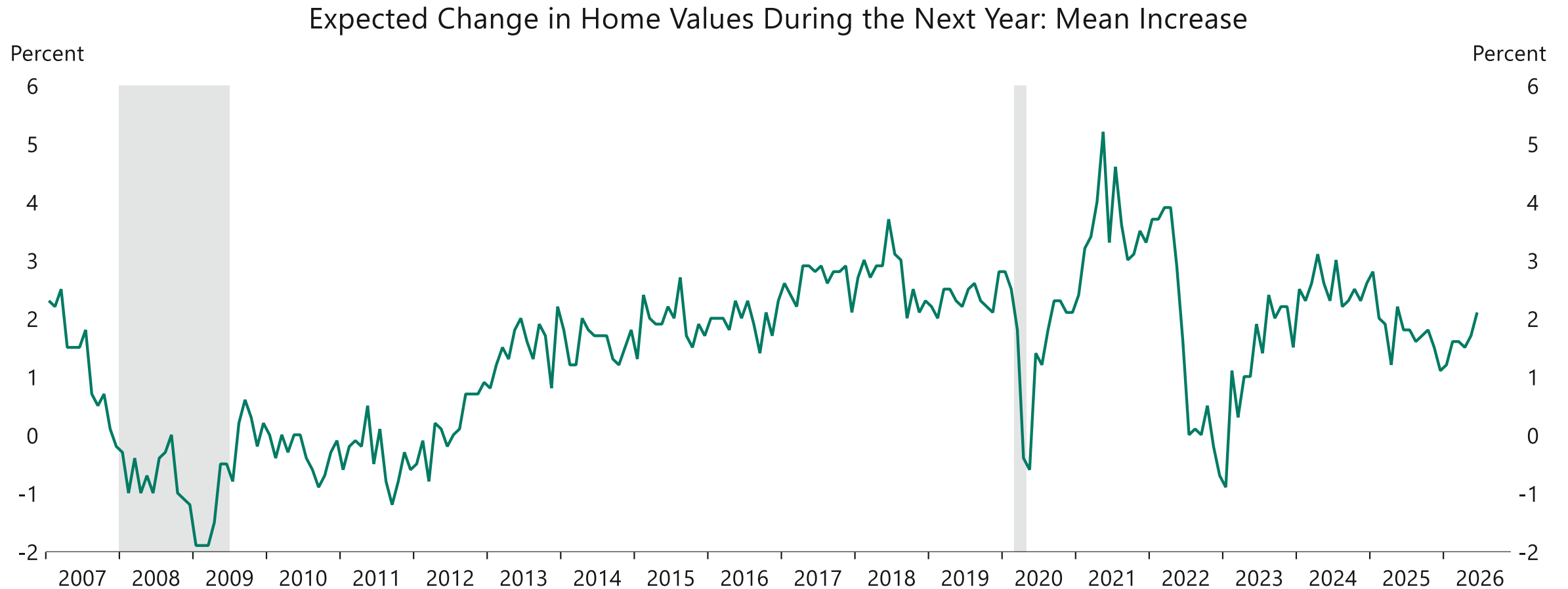
Source: S&P Global, U.S. Bureau of Labor Statistics (BLS), Macrobond, Apollo Chief Economist

# OER housing inflation coming down



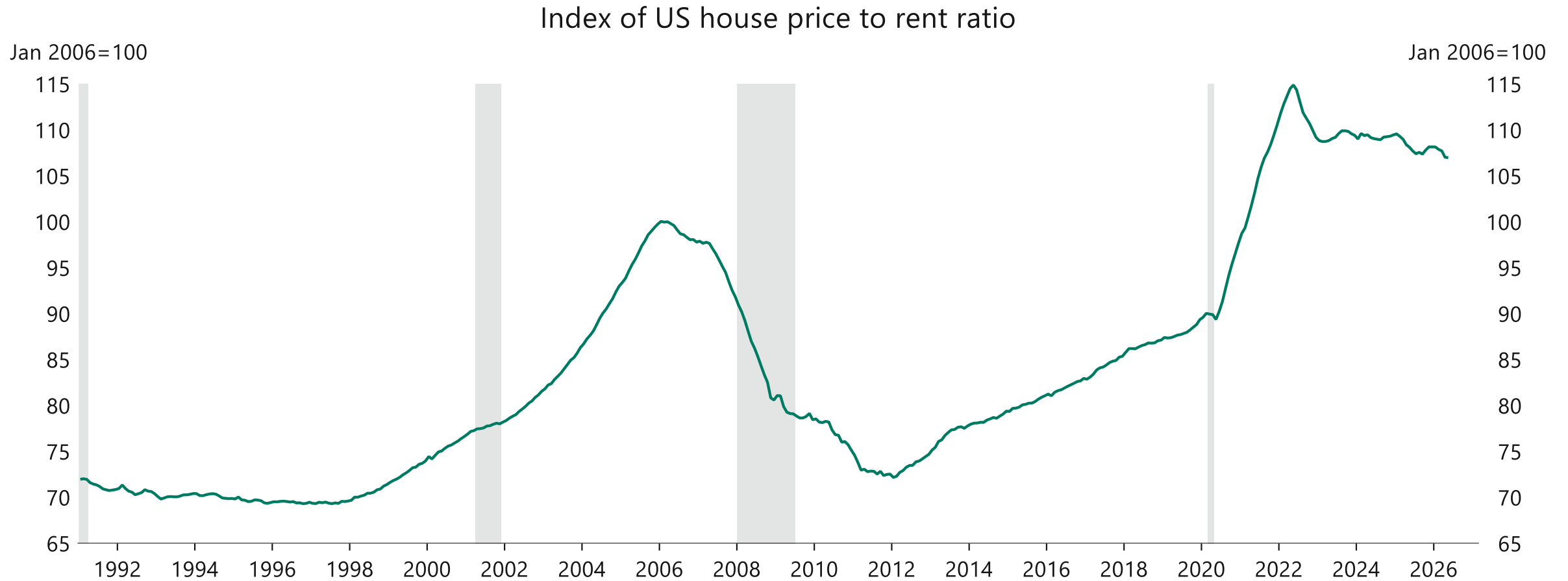
Source: Zillow, Apartment List, U.S. Bureau of Labor Statistics (BLS), Macrobond, Apollo Chief Economist

# Consumers' expectations to home price inflation



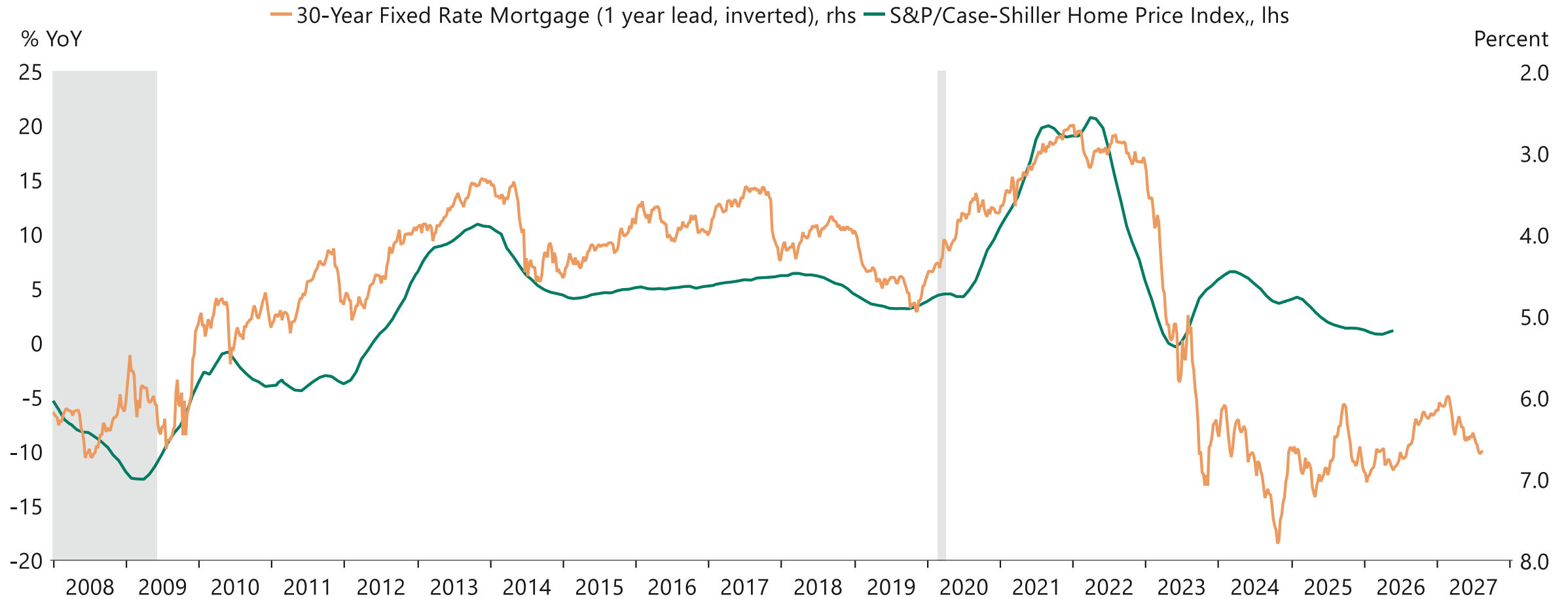
Source: University of Michigan, Macrobond, Apollo Chief Economist

# Home price to rent ratio remains elevated



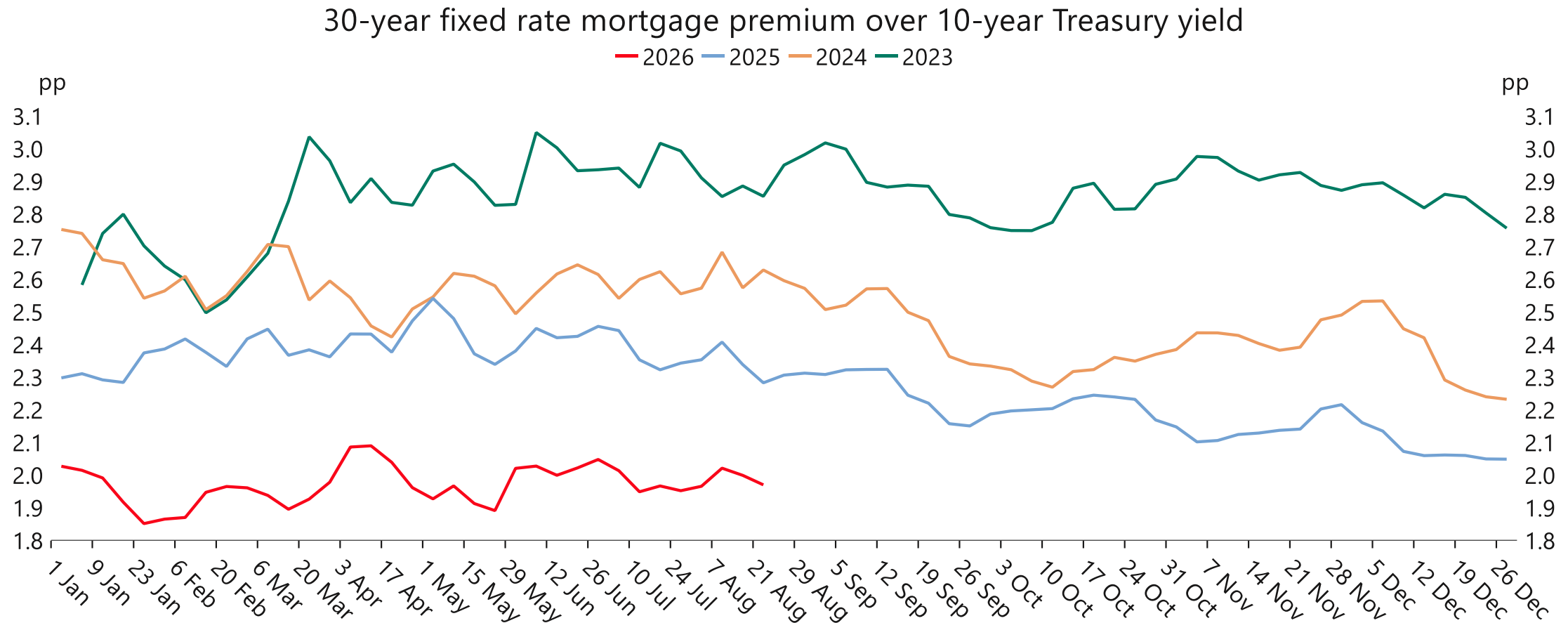
Source: FHFA, BLS, Macrobond, Apollo Chief Economist. Note: the series is indexed ratio of FHFA monthly purchase only house price index divided by the OER component of the CPI.

# Disconnect between mortgage rates and home prices because of low housing supply



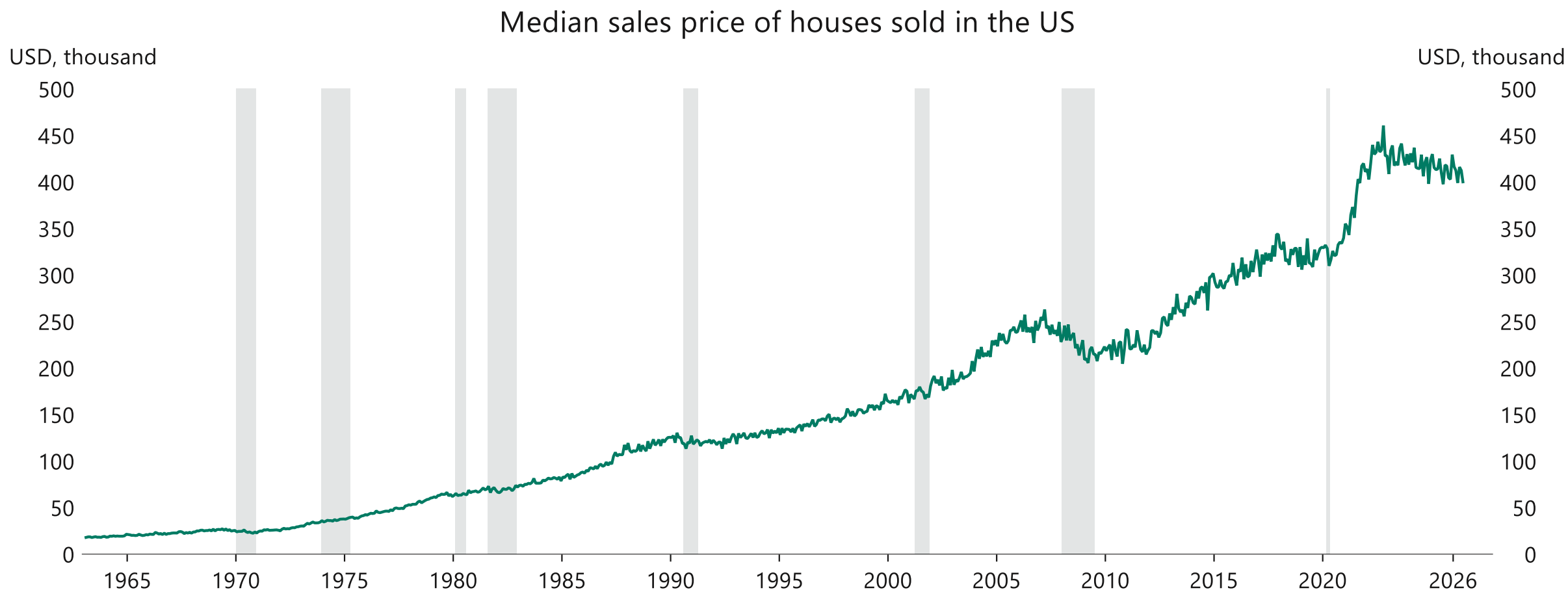
Source: S&P Global, Freddie Mac, Macrobond, Apollo Chief Economist

# Mortgage risk premium remains elevated



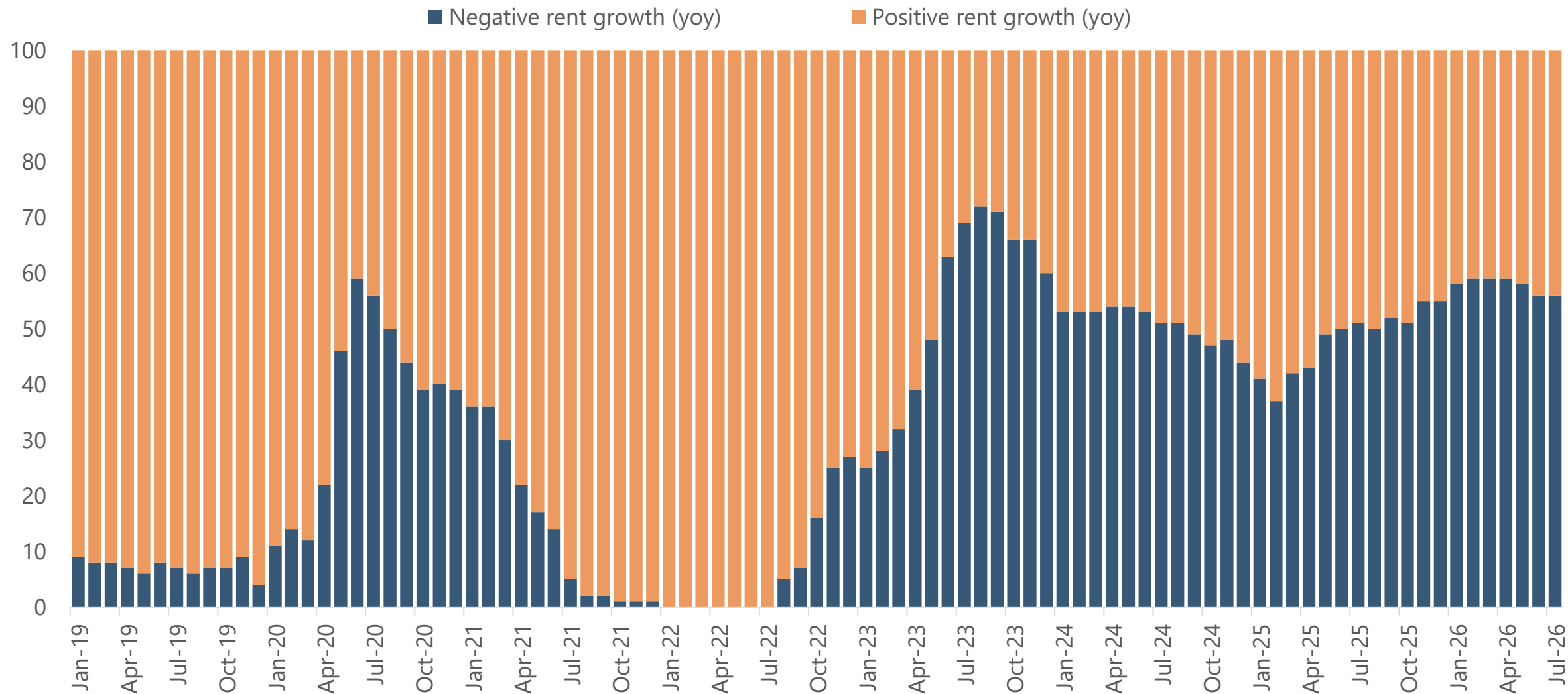
Source: Bloomberg, Macrobond, Apollo Chief Economist. Note: pp = percentage points

# The median home sales price is \$403K



Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

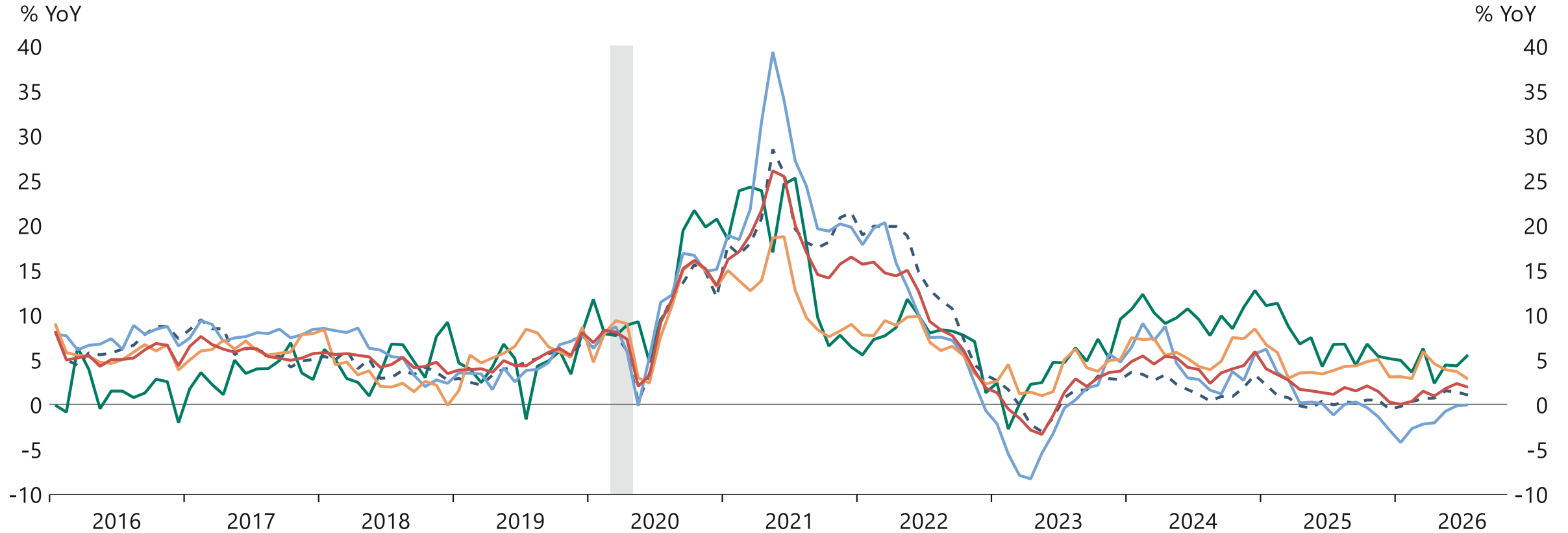
# 100 largest US cities: Share of cities with negative rent growth: 56%



# Home price inflation across regions

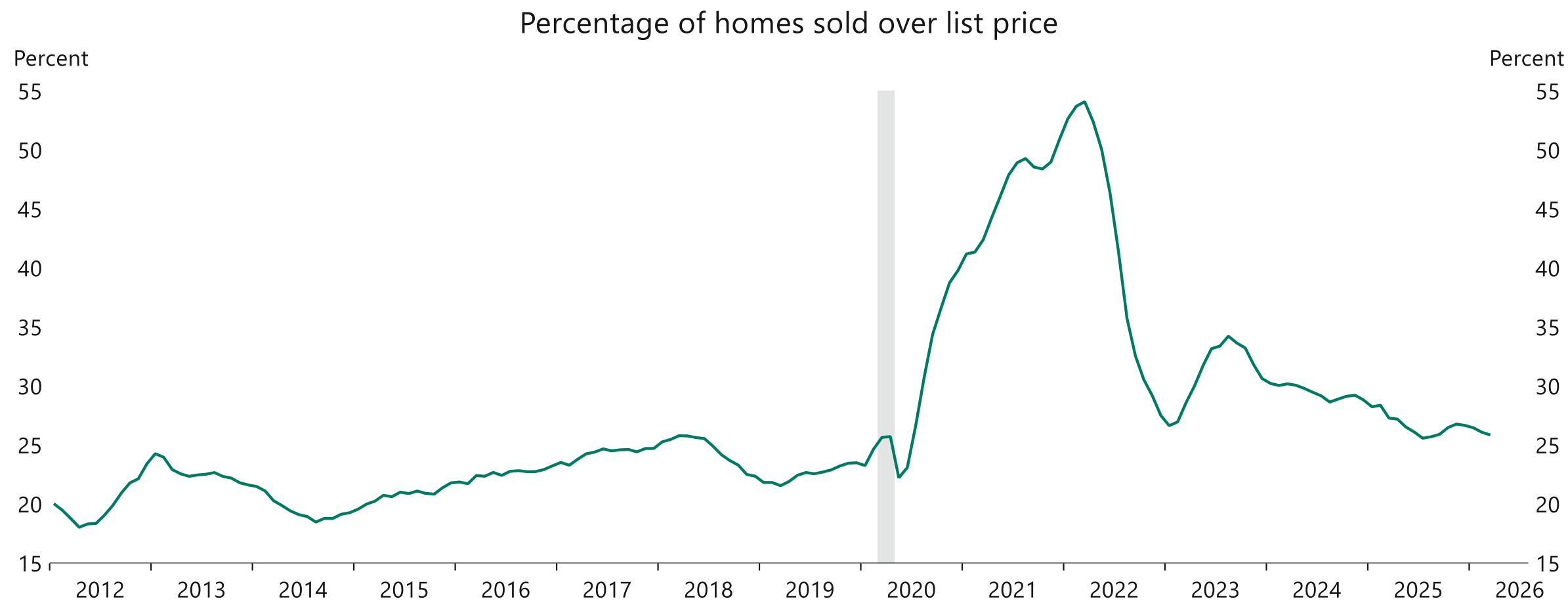
Median single family existing home price

— National — Midwest — West - - South — Northeast



Source: National Association of Realtors (NAR), Macrobond, Apollo Chief Economist

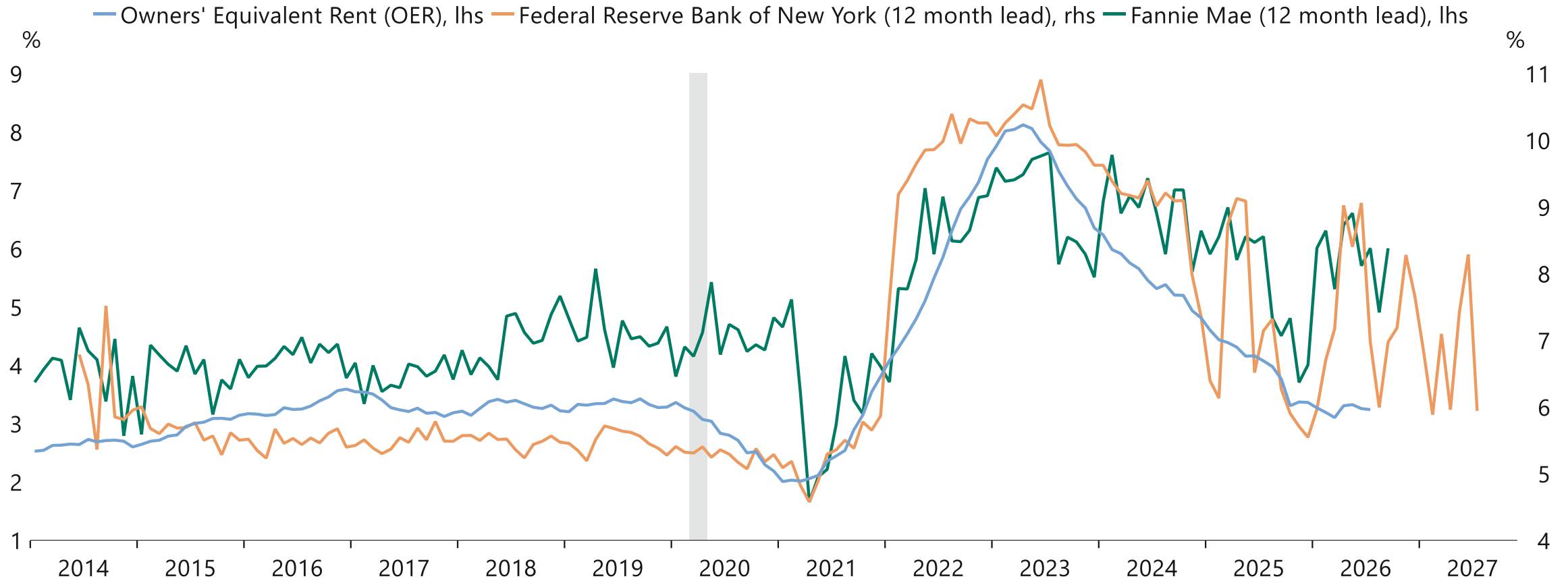
# Share of homes selling above their list price



Source: Redfin, Macrobond, Apollo Chief Economist

# Consumers expect an increase in rental inflation

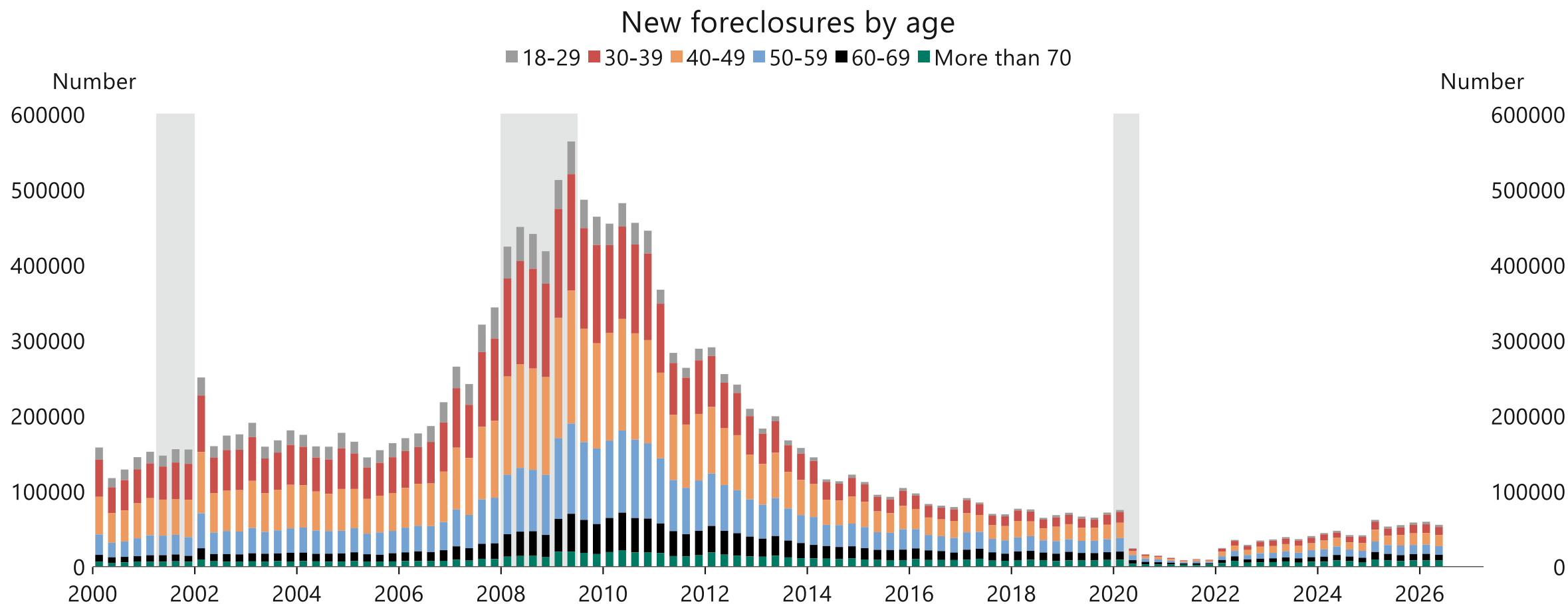
## Anticipated rent inflation in the next year



Source: Federal National Mortgage Association (Fannie Mae), Federal Reserve Bank of New York, U.S. Bureau of Labor Statistics (BLS), Macrobond, Apollo Chief Economist

## 4) Housing Outlook

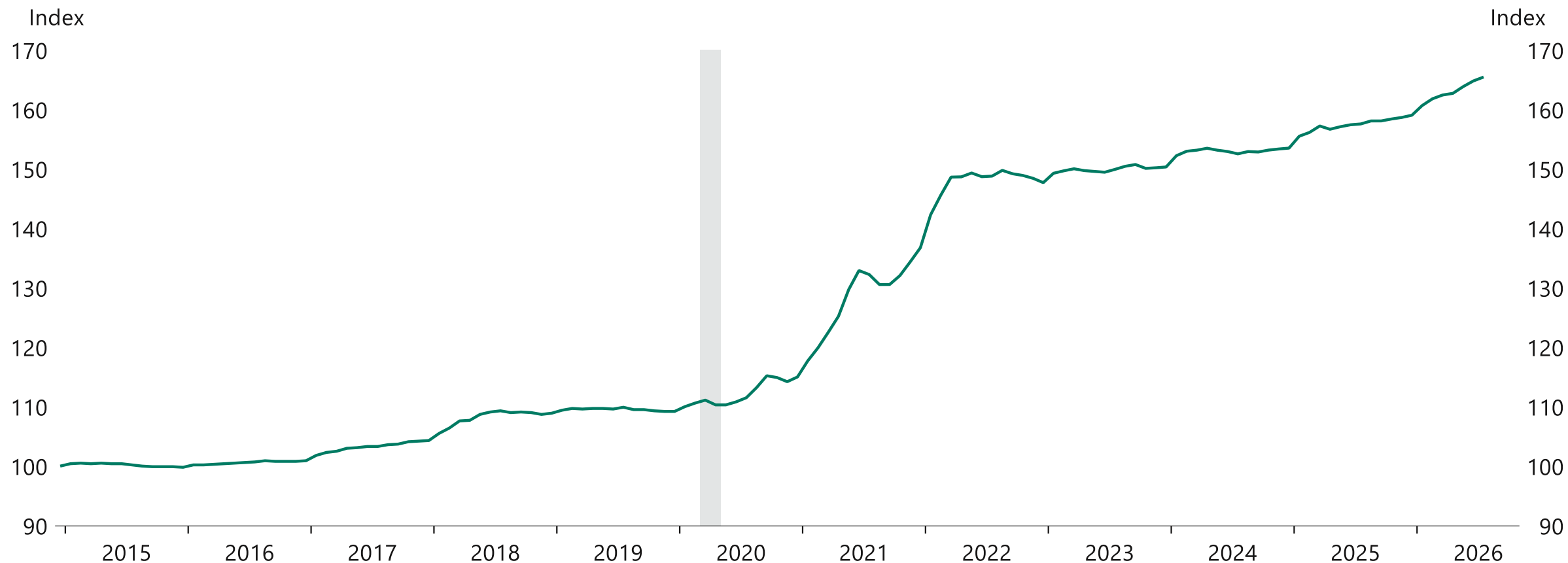
# The number of new foreclosures, by age of homeowner



Source: Federal Reserve Bank of New York, Macrobond, Apollo Chief Economist

# Housing construction costs remain high

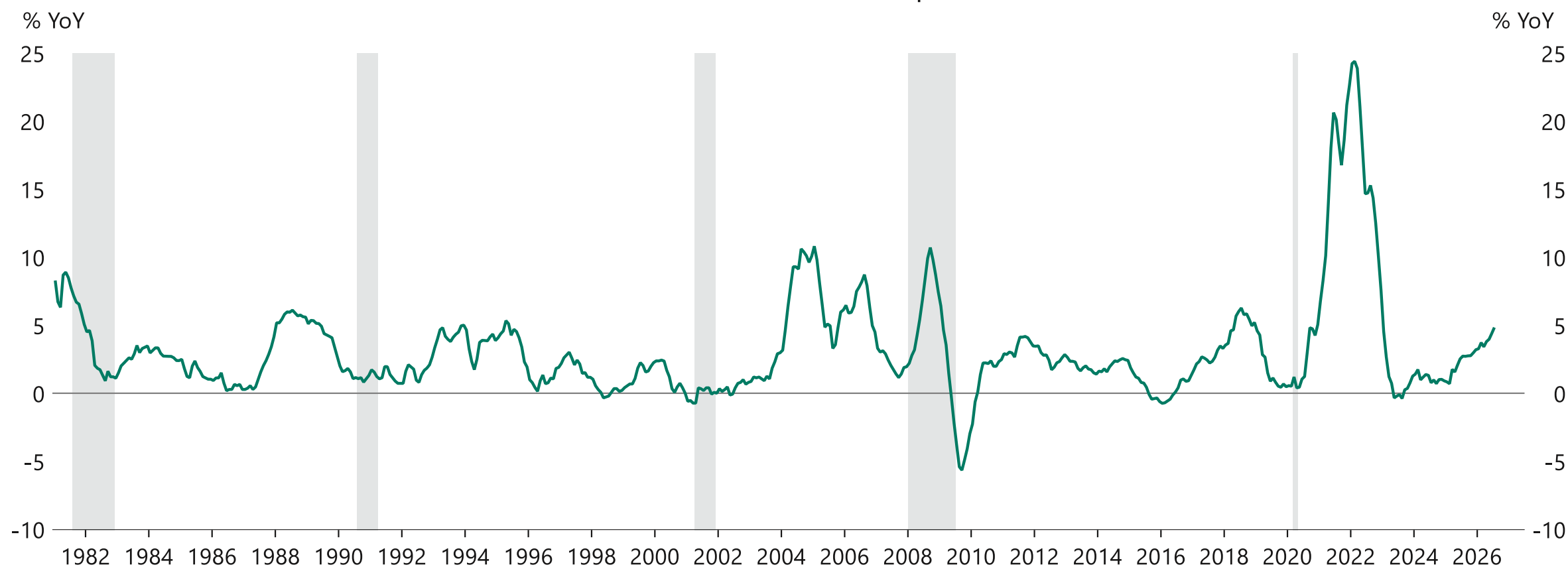
PPI: inputs to residential construction, goods less foods & energy inputs



Source: U.S. Bureau of Labor Statistics (BLS), Macrobond, Apollo Chief Economist

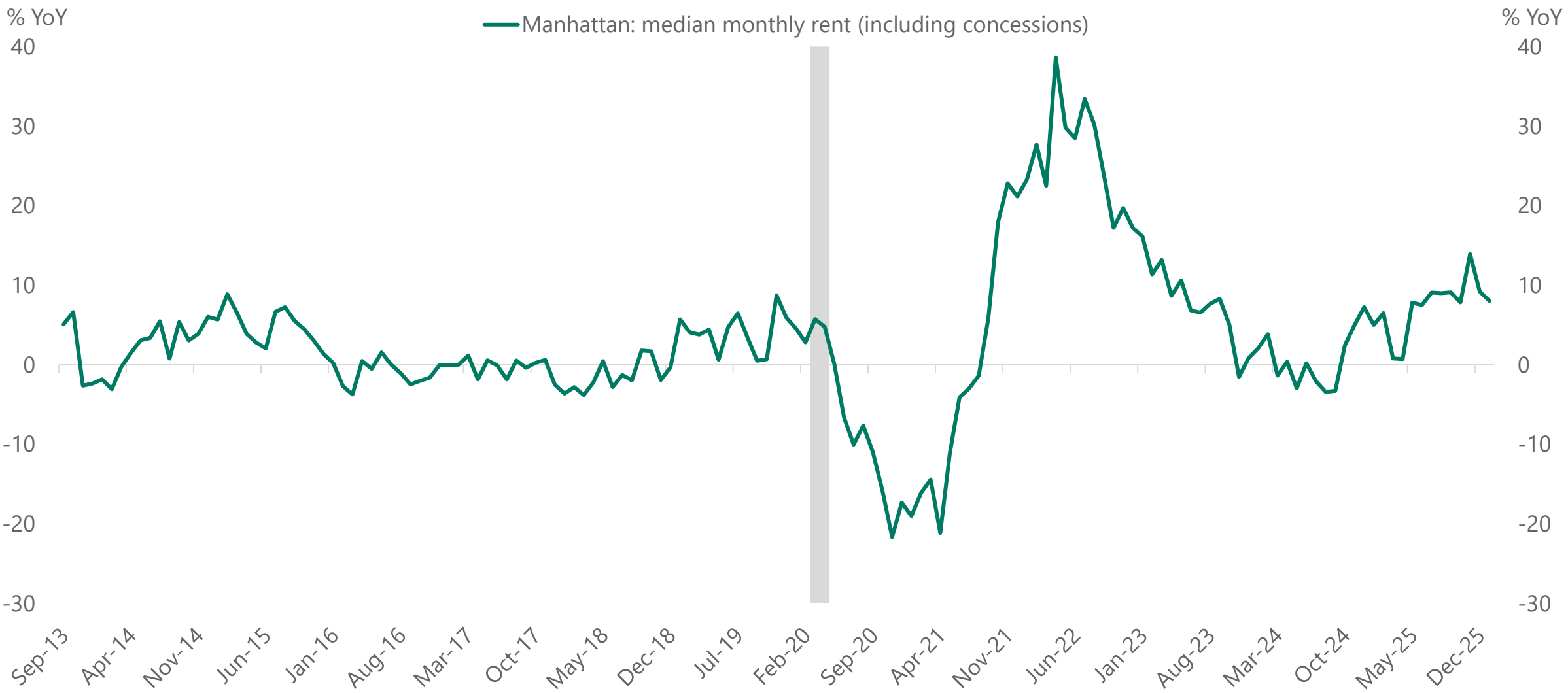
# Inflation in input costs for home builders trending higher

PPI: Intermediate Demand Materials & Components for Construction



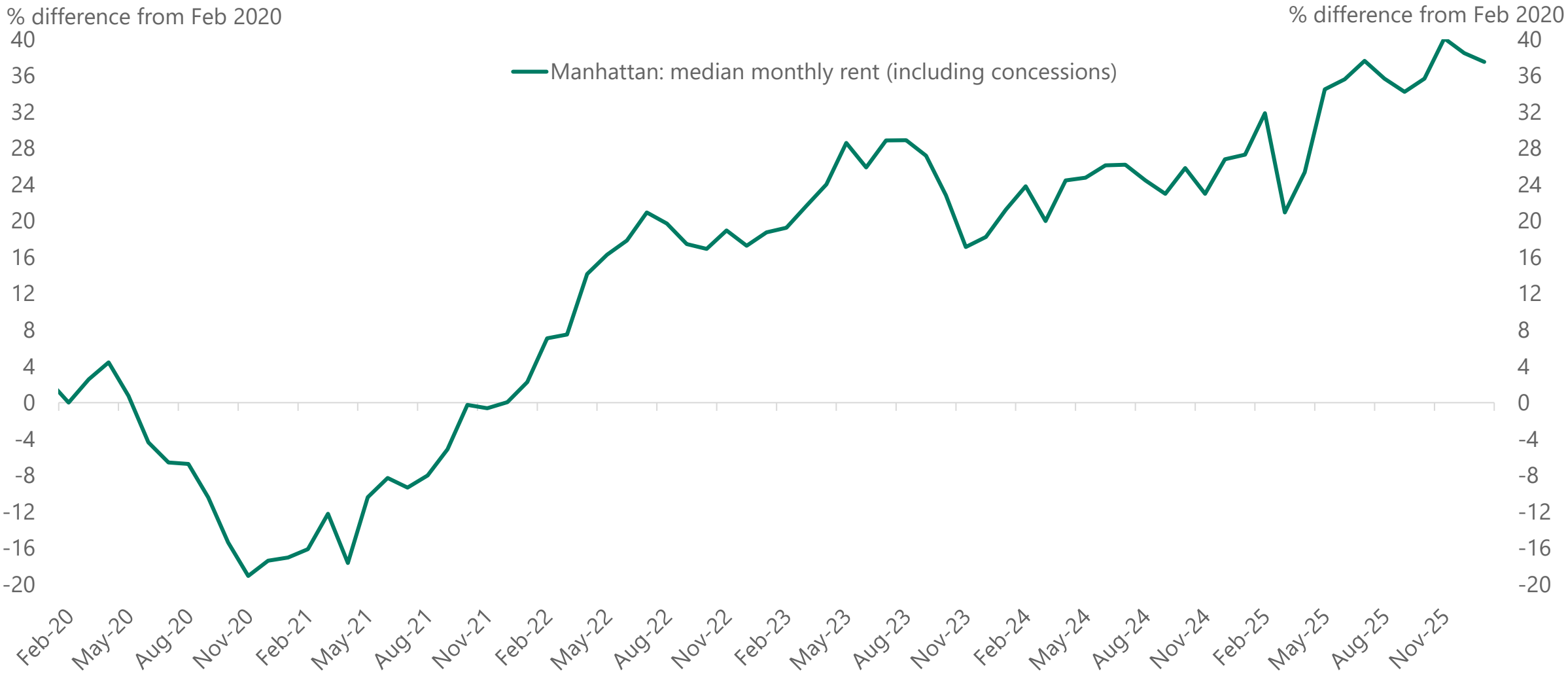
Source: U.S. Bureau of Labor Statistics (BLS), Macrobond, Apollo Chief Economist

# Manhattan median rents rising



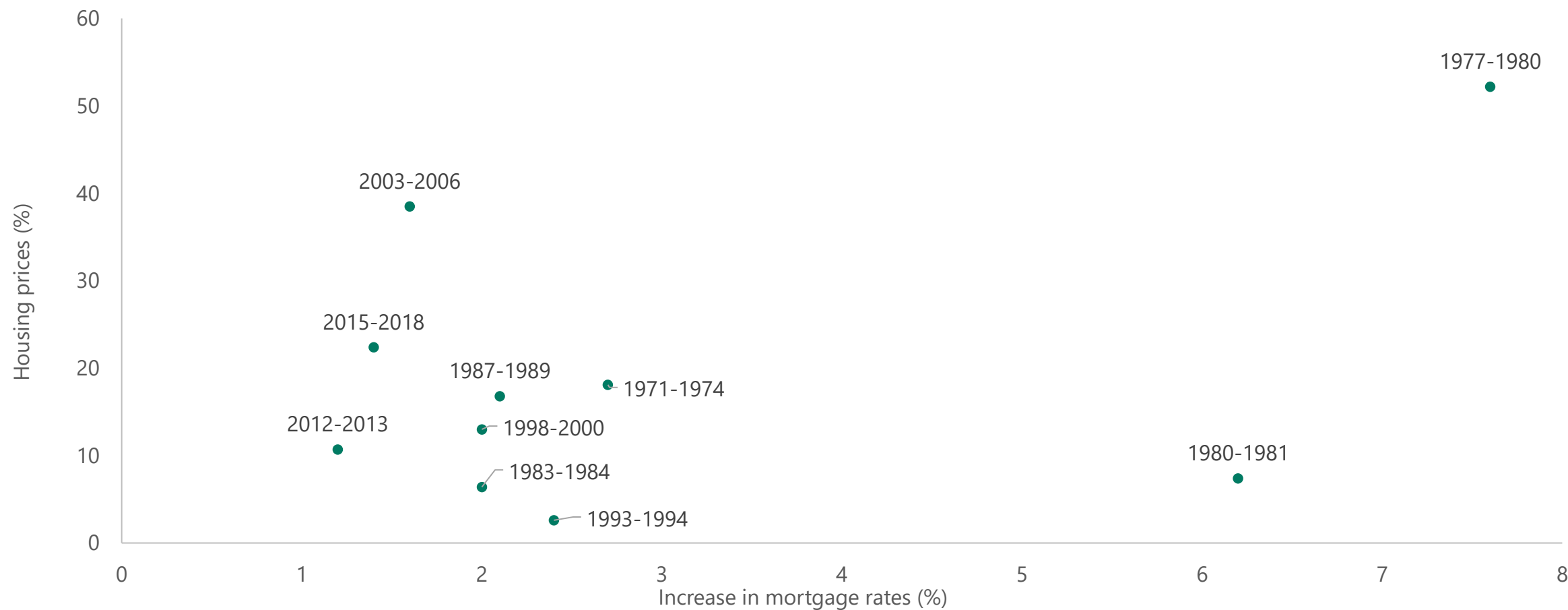
Source: Elliman, Apollo Chief Economist

# Manhattan rents well above pre-pandemic levels

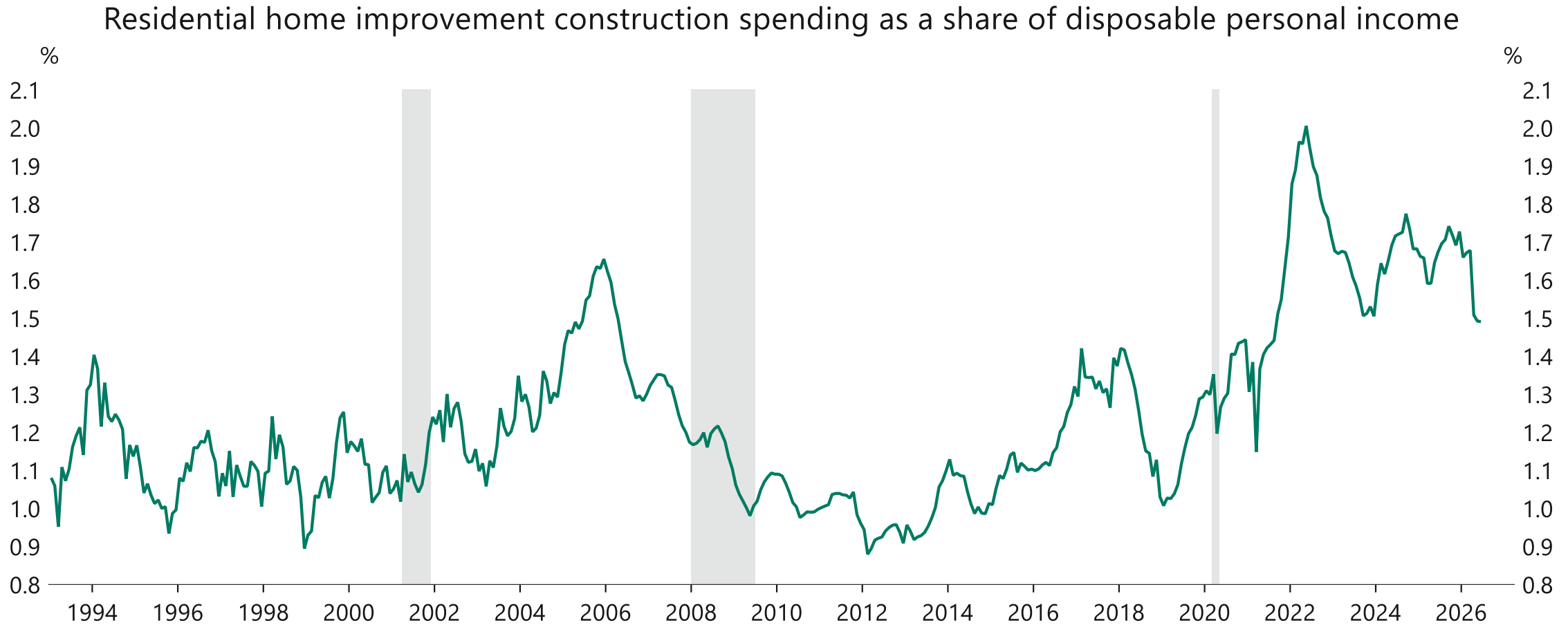


Source: Elliman, Apollo Chief Economist

# Rising mortgage rates generally associated with lower home price inflation



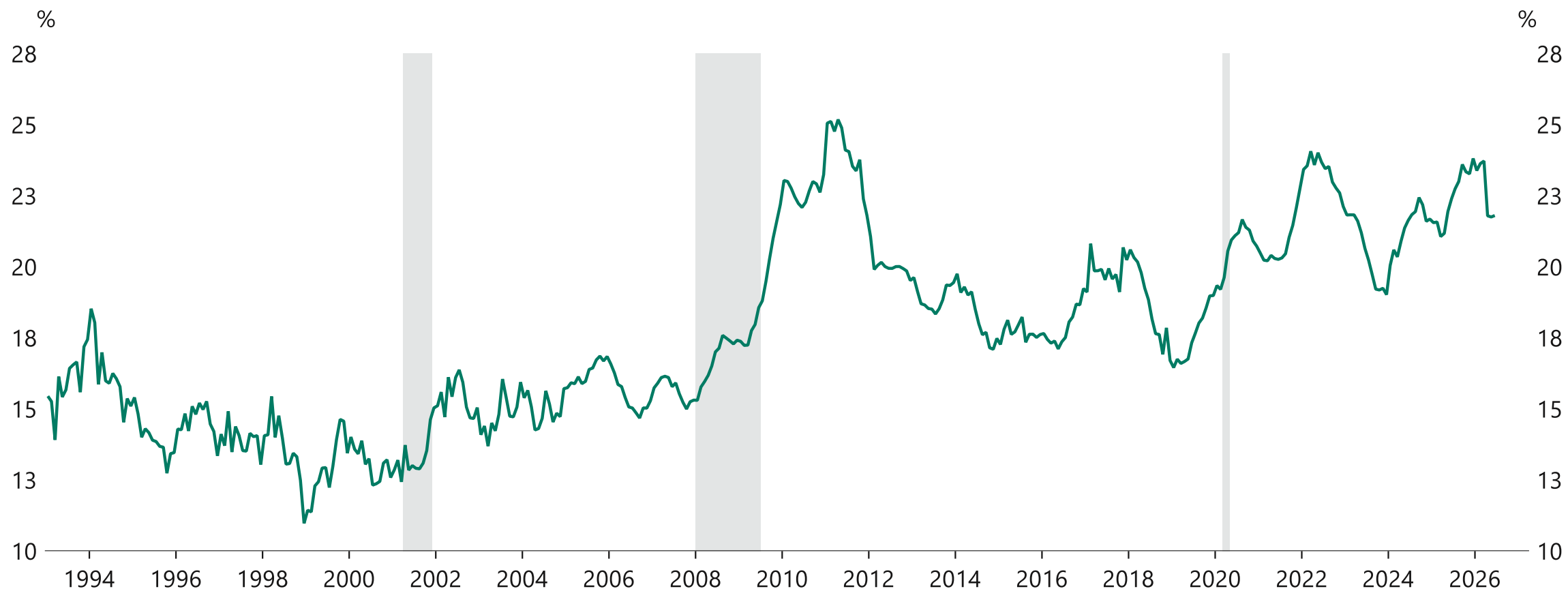
# Home improvement spending as a share of disposable income



Source: Bloomberg, Macrobond, Apollo Chief Economist

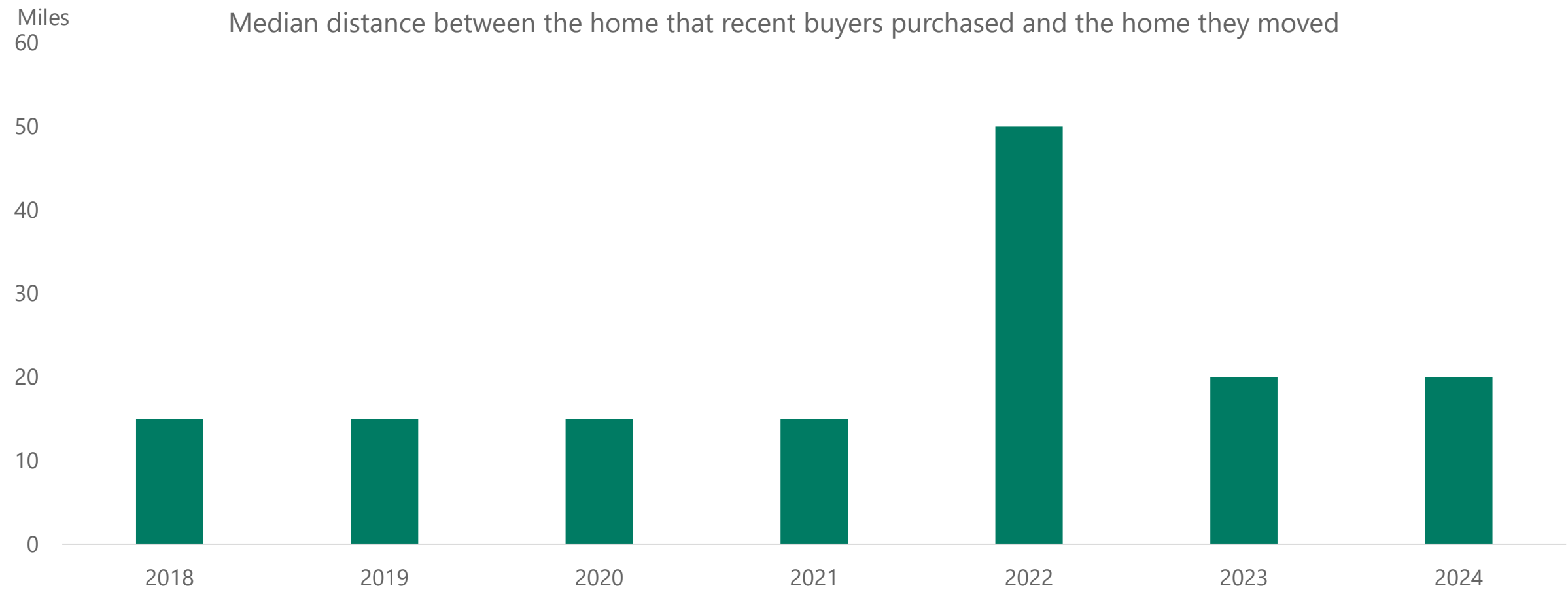
# Renovations now account for ~25% of private construction

Residential renovations as share of private construction spending



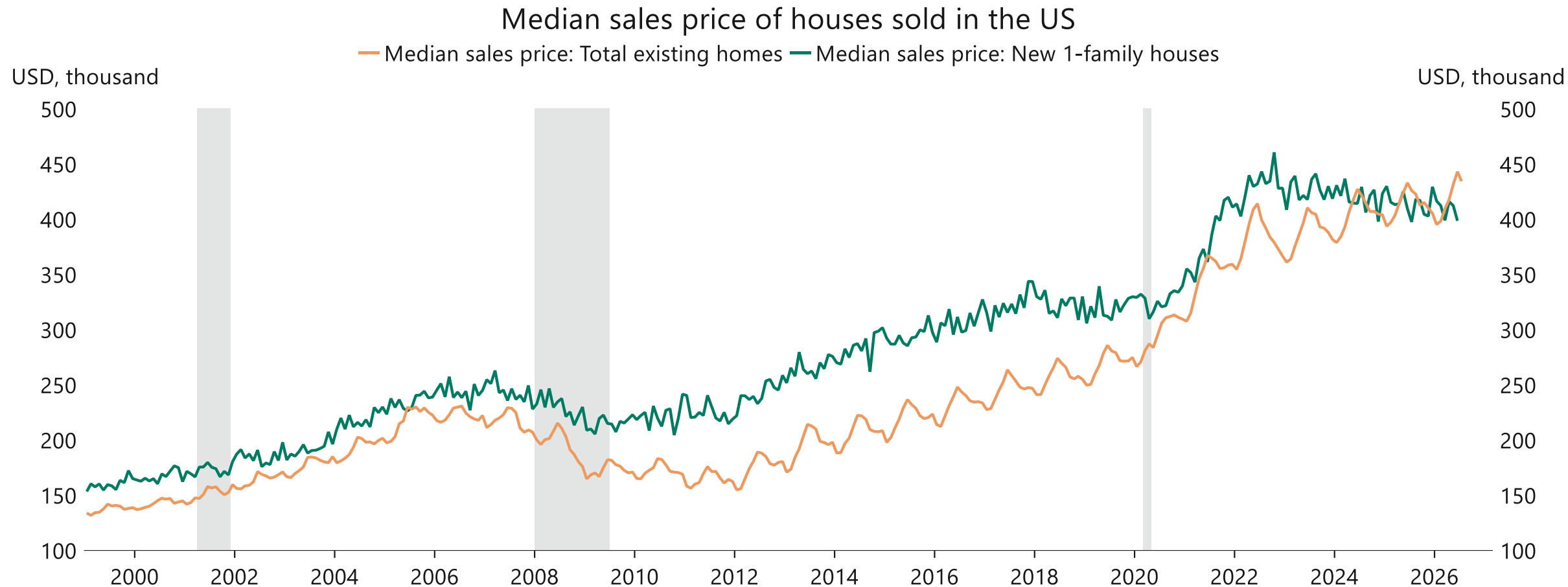
Source: US Census Bureau, Bloomberg, Macrobond, Apollo Chief Economist

# Median distance between the home that recent buyers purchased and the home they moved from at 50 miles in 2022



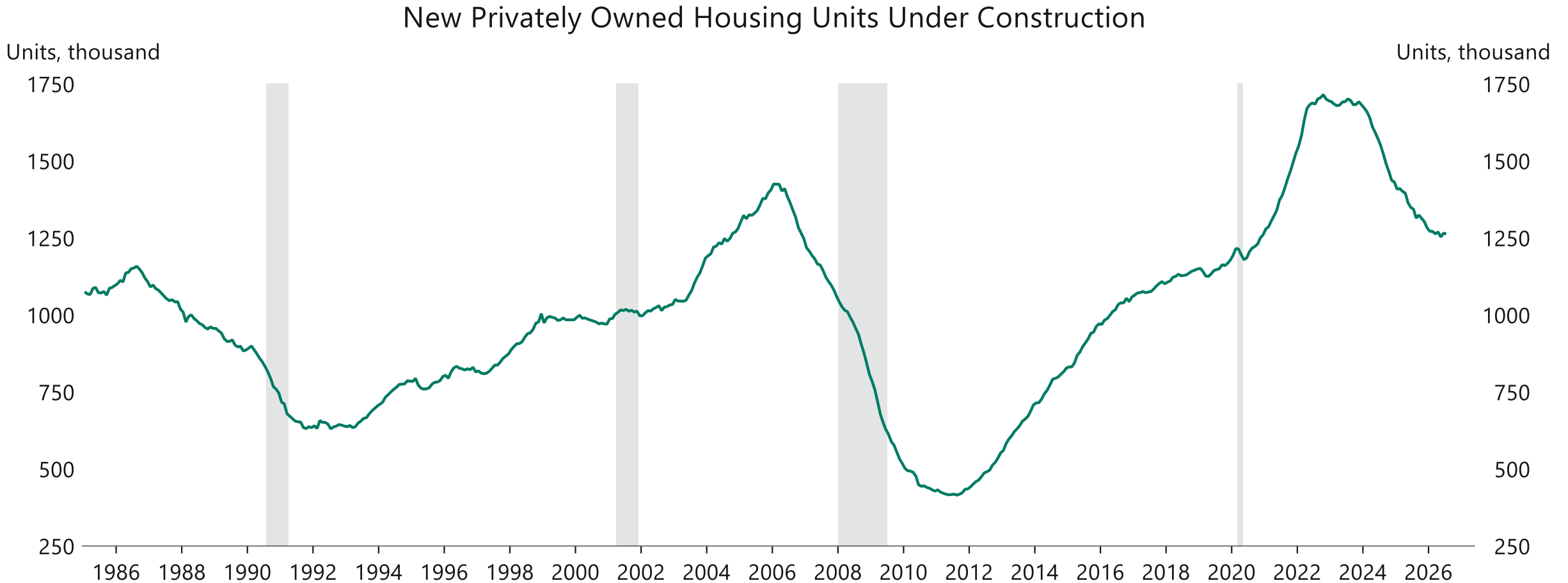
New versus existing homes

# House prices for new homes and existing homes



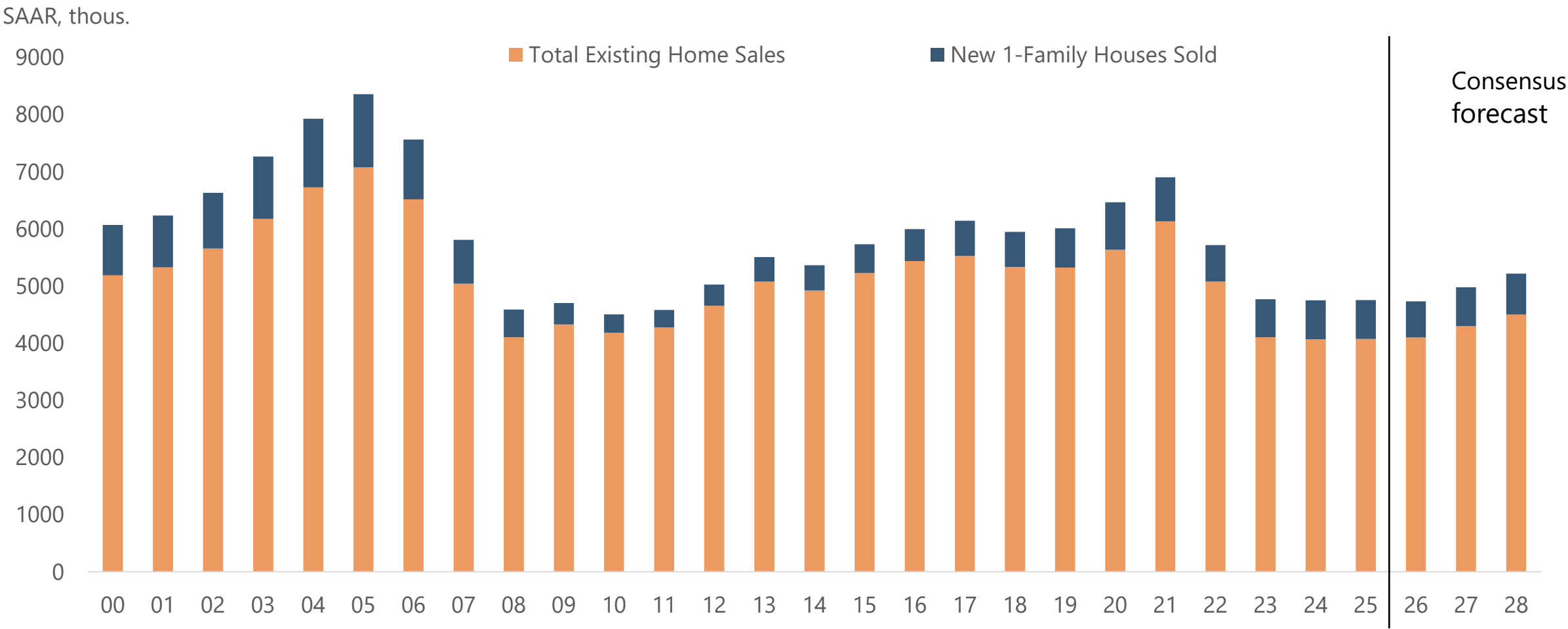
Source: U.S. Census Bureau, National Association of Realtors (NAR), Macrobond, Apollo Chief Economist

# New privately owned housing units under construction coming down



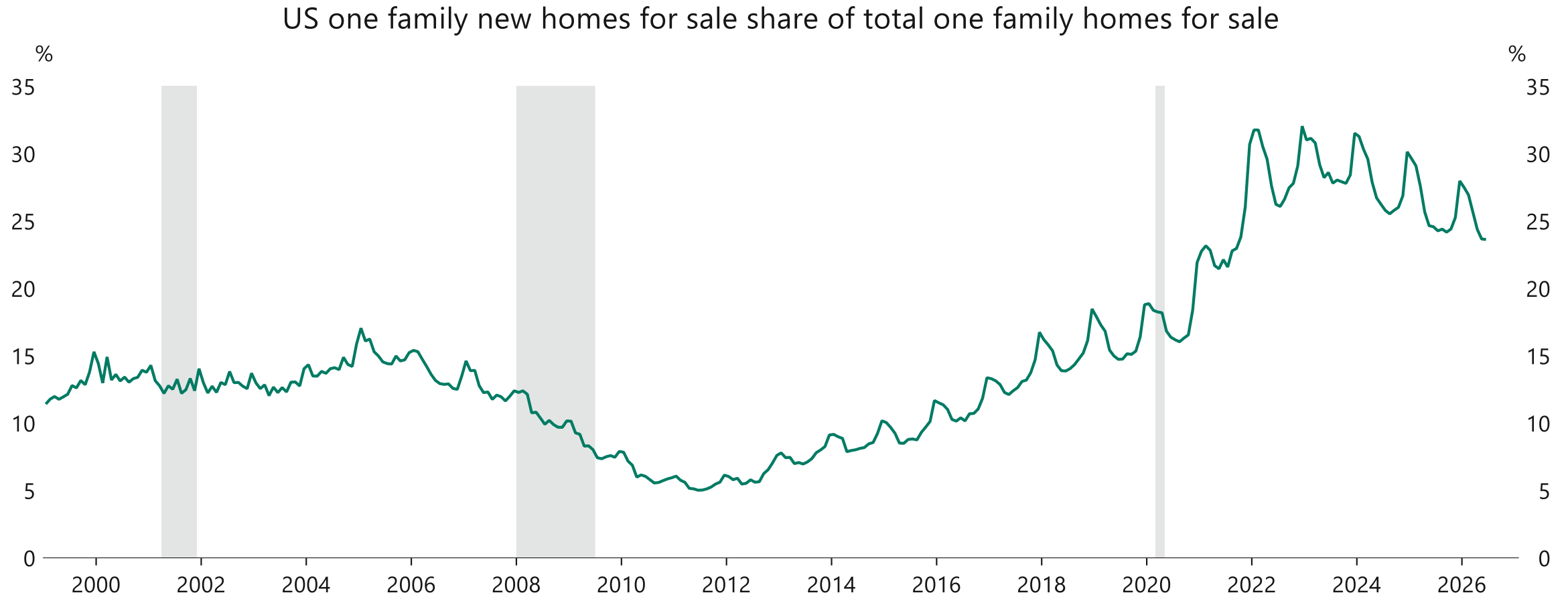
Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

# Consensus is forecasting a slow uptick in home sales



Source: Census Bureau, NAR, Haver, Apollo Chief Economist; Forecast is Bloomberg consensus

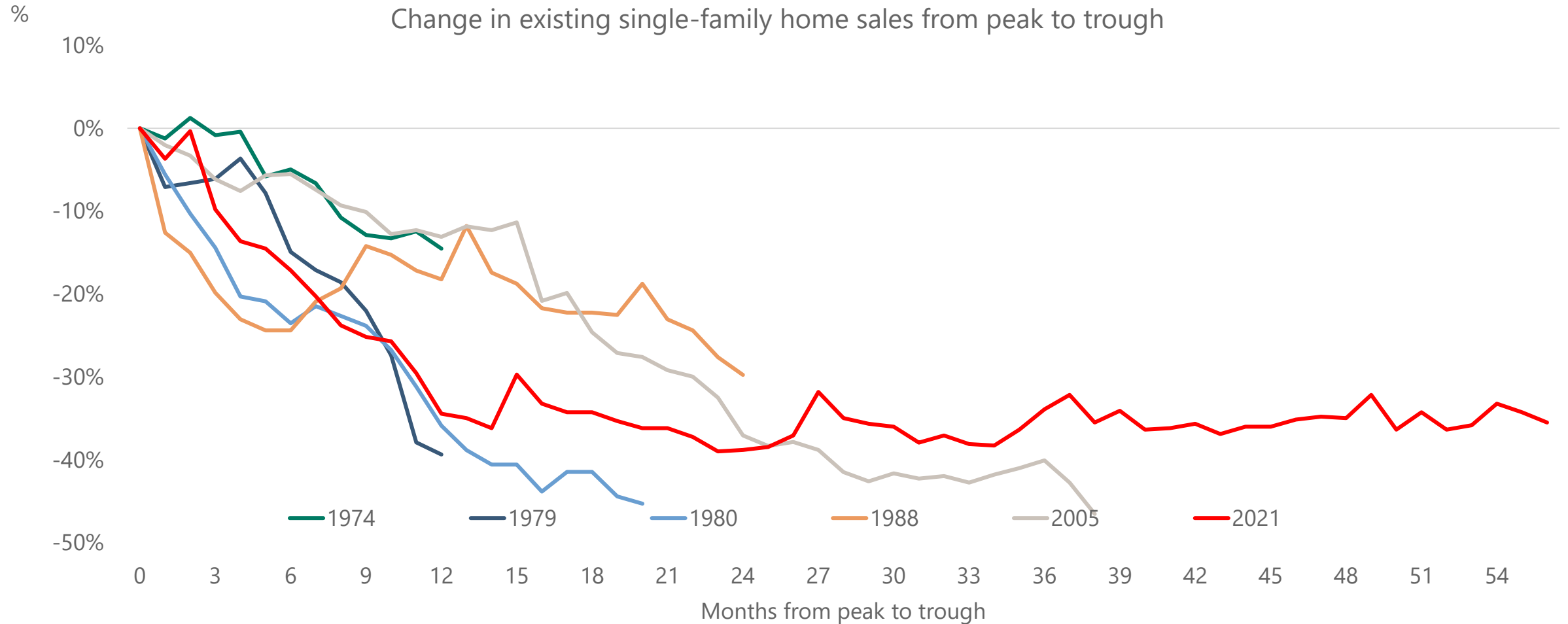
# Share of new homes for sale



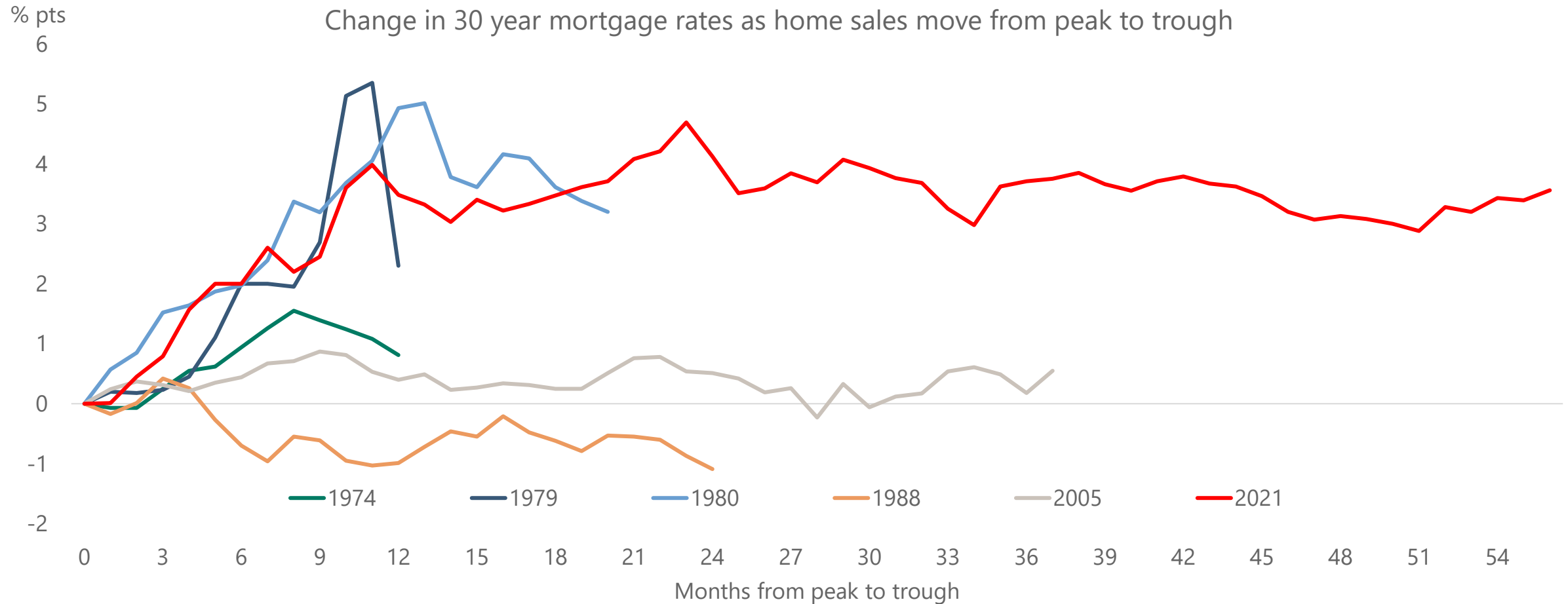
Source: Census Bureau, NAR, Macrobond, Apollo Chief Economist

Comparing the current housing slowdown to previous housing slowdowns

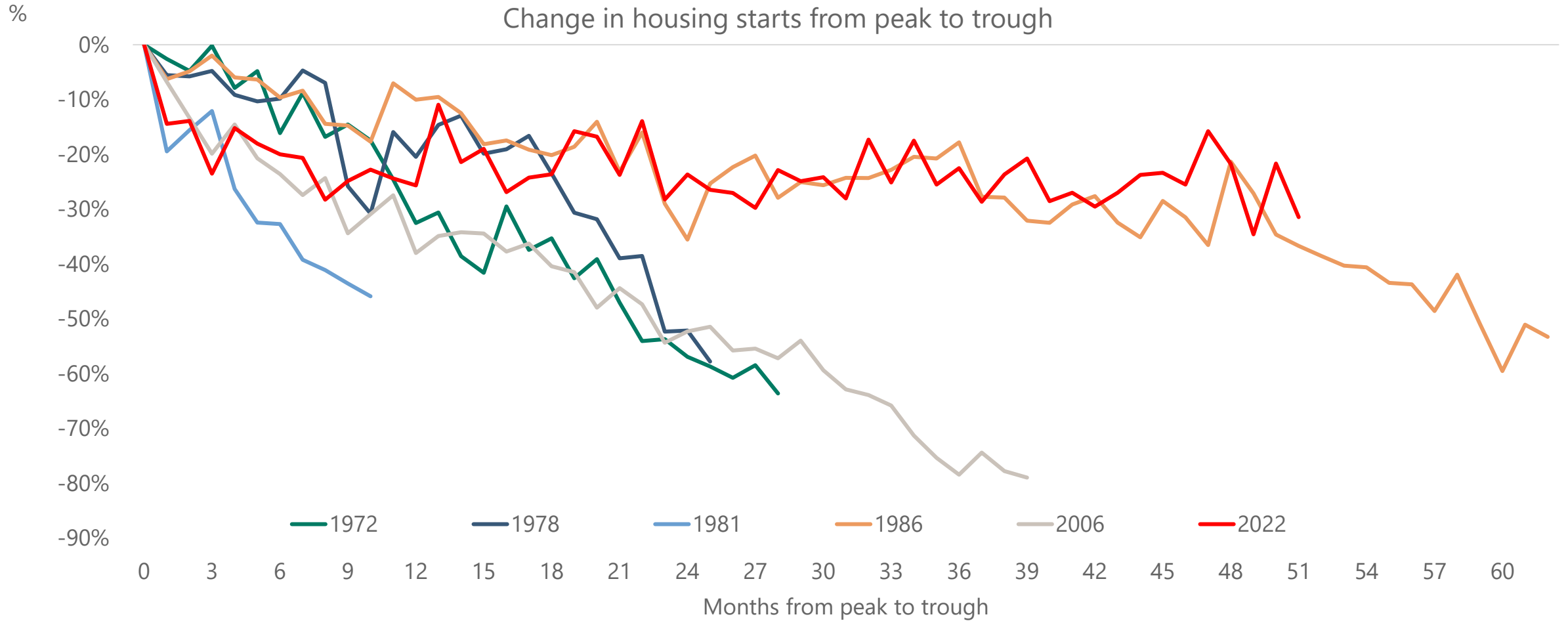
# The current decline in existing home sales is in line with previous housing slowdowns



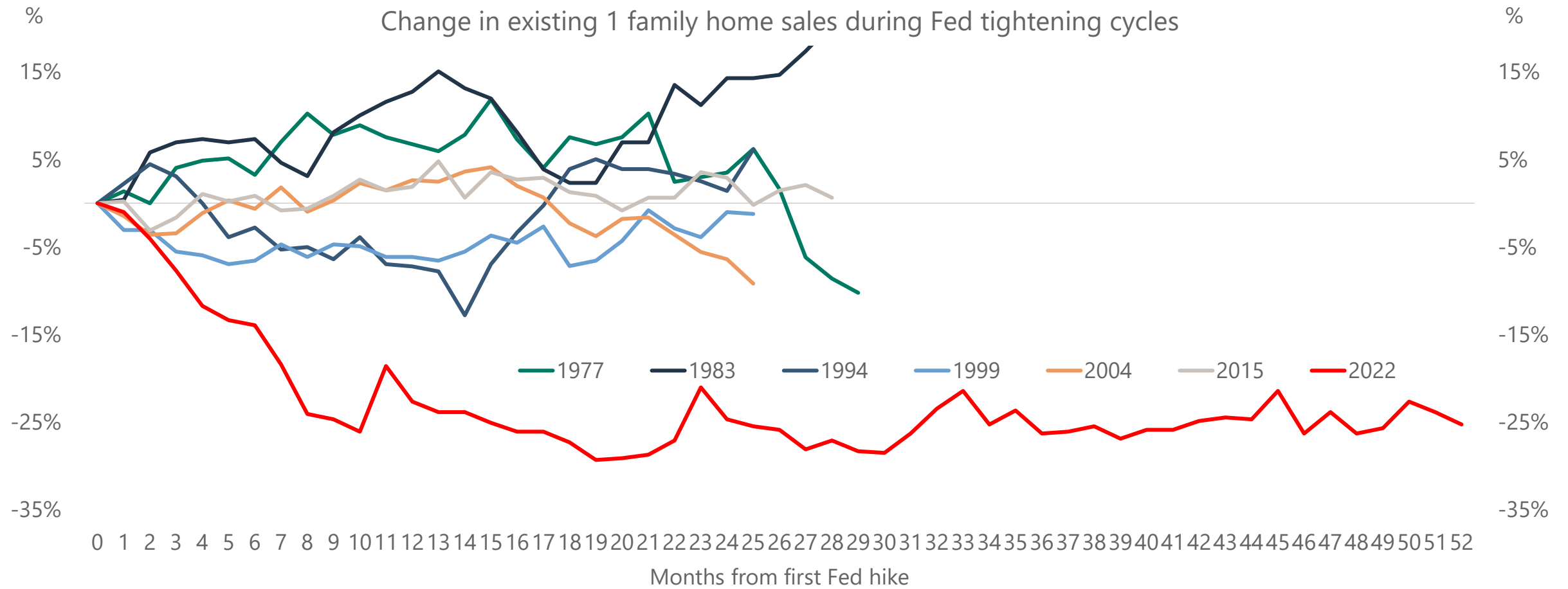
The current rise in mortgage rates is similar to what we saw during the Volcker disinflation



# The current decline in housing starts is a bit milder than previous slowdowns

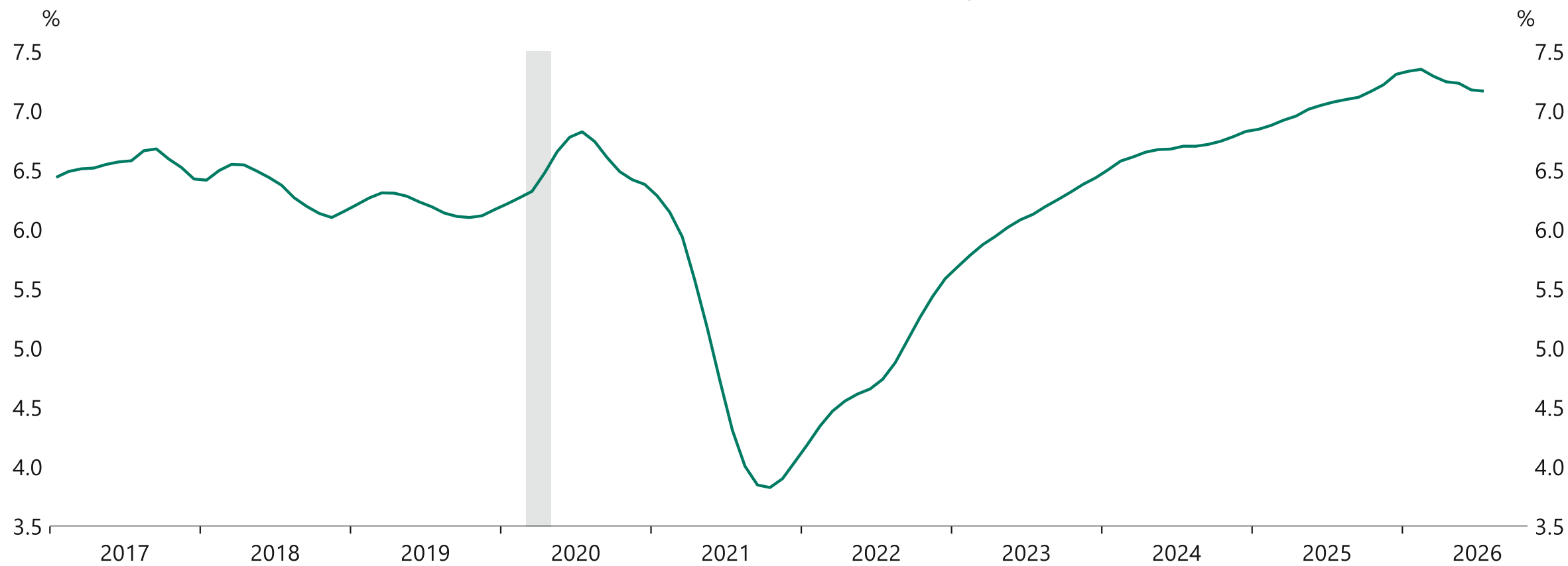


# This is the fastest Fed-driven housing slowdown on record



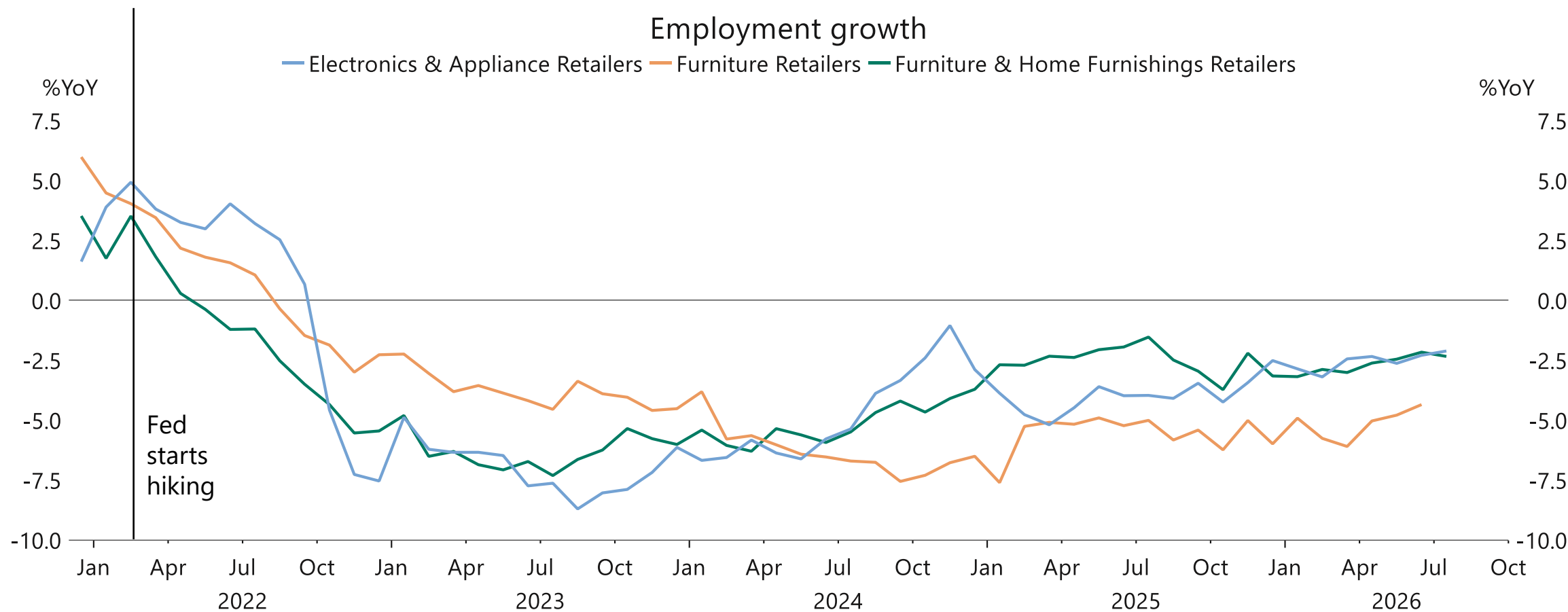
# Apartment vacancies above pre-pandemic levels

Apartment List, National Vacancy rate



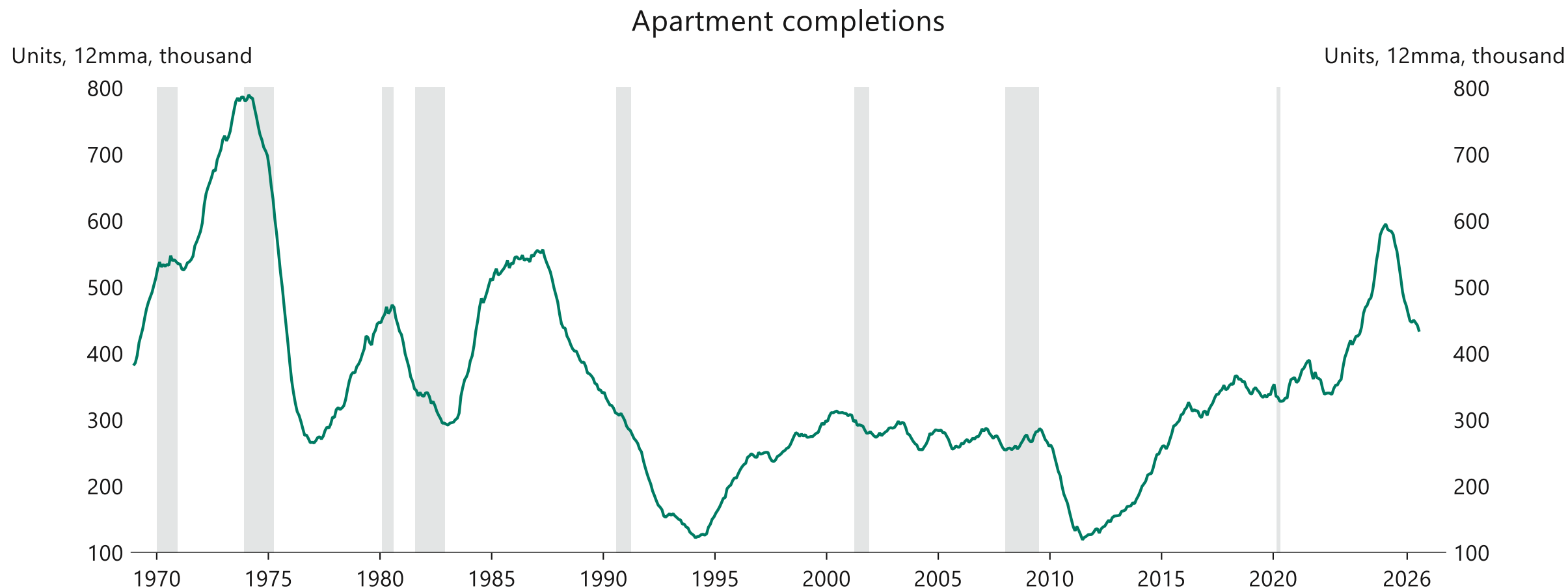
Source: Apartment List, Macrobond, Apollo Chief Economist

# When the Fed raised interest rates, employment in retail trade declined



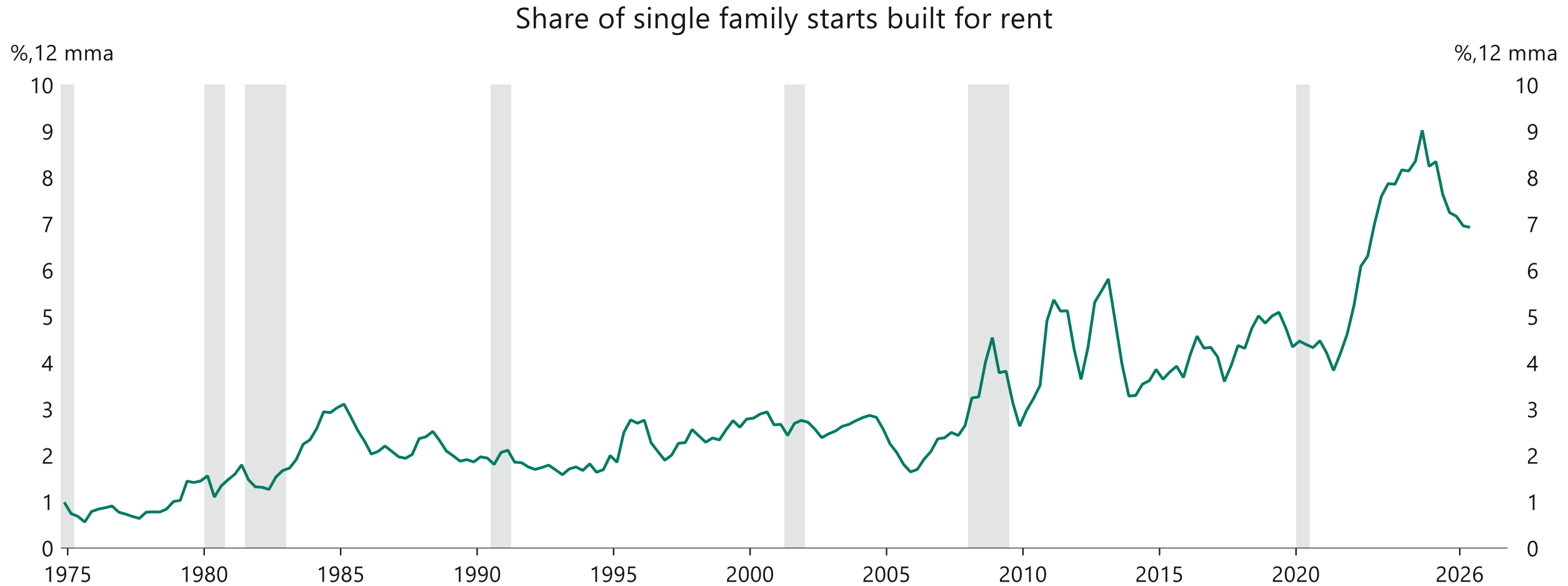
Source: U.S. Bureau of Labor Statistics (BLS), Macrobond, Apollo Chief Economist

# US apartment supply at elevated levels



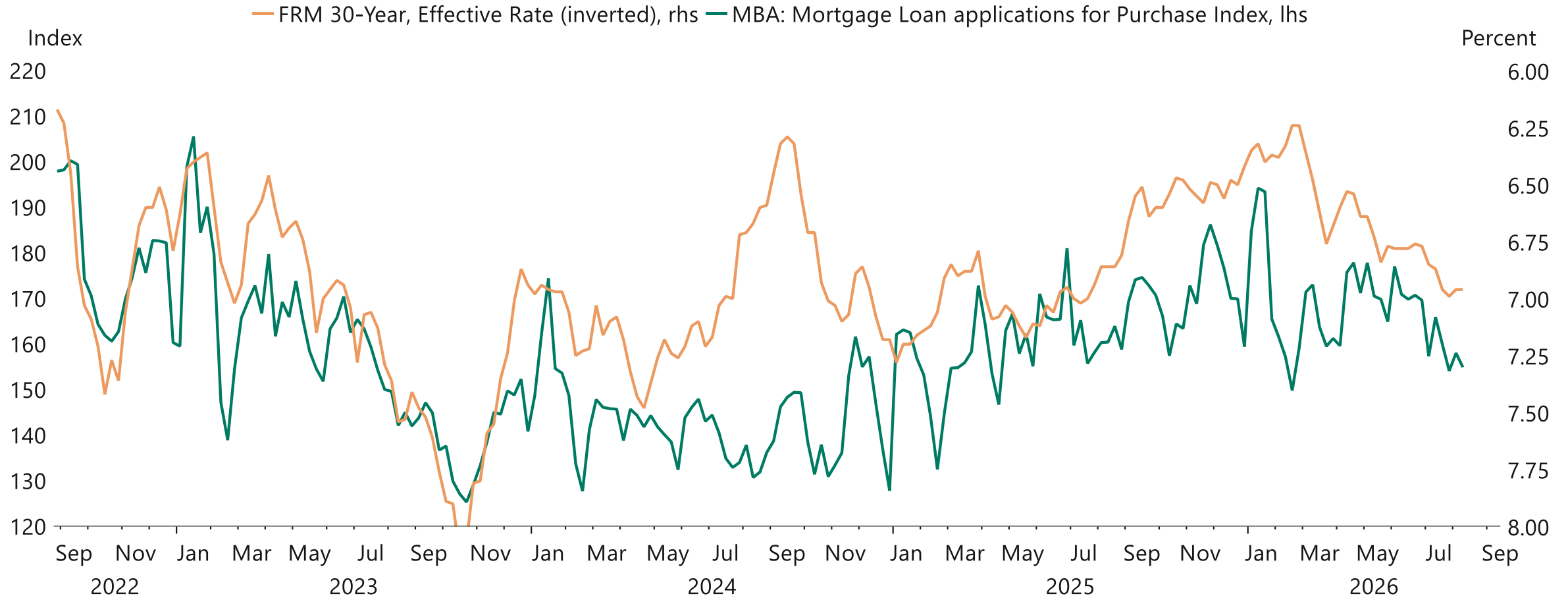
Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist. Note: Apartment buildings are defined as buildings containing five units or more.

# Share of homes built for rent coming down



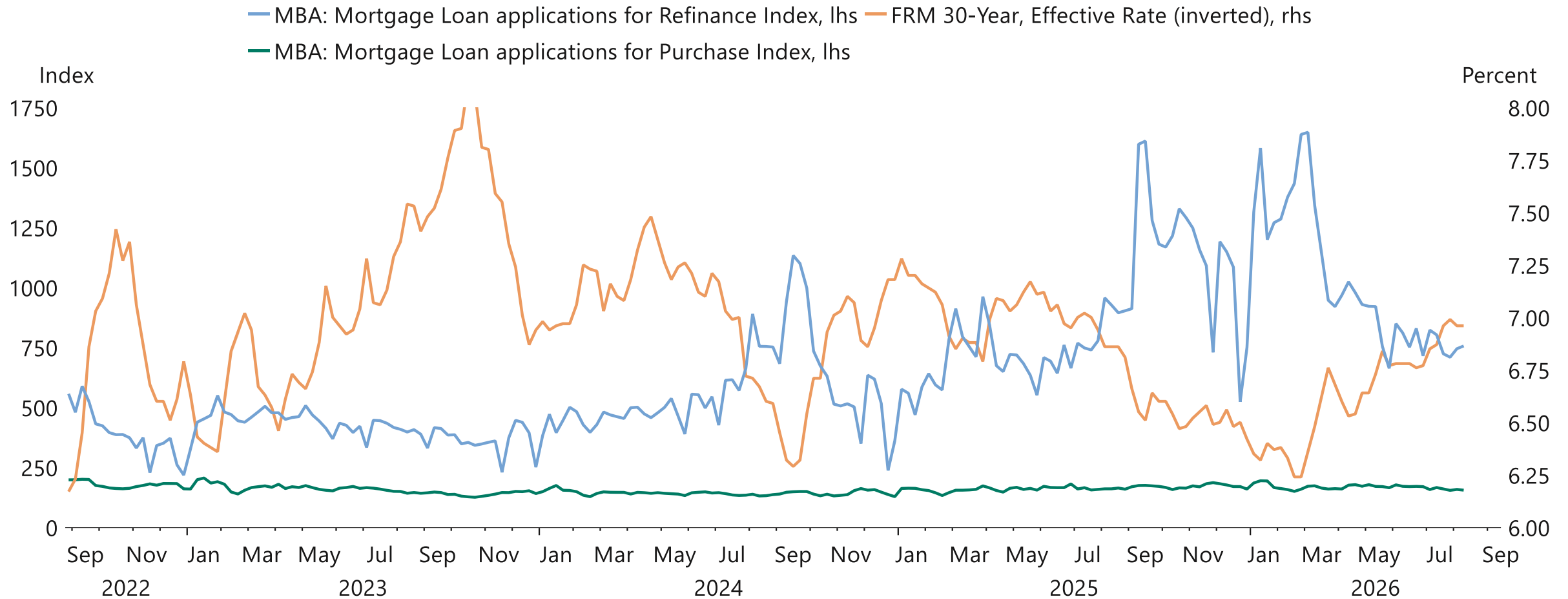
Source: U.S. Census Bureau, Macrobond, Apollo Chief Economist

# Purchase loan applications trending lower



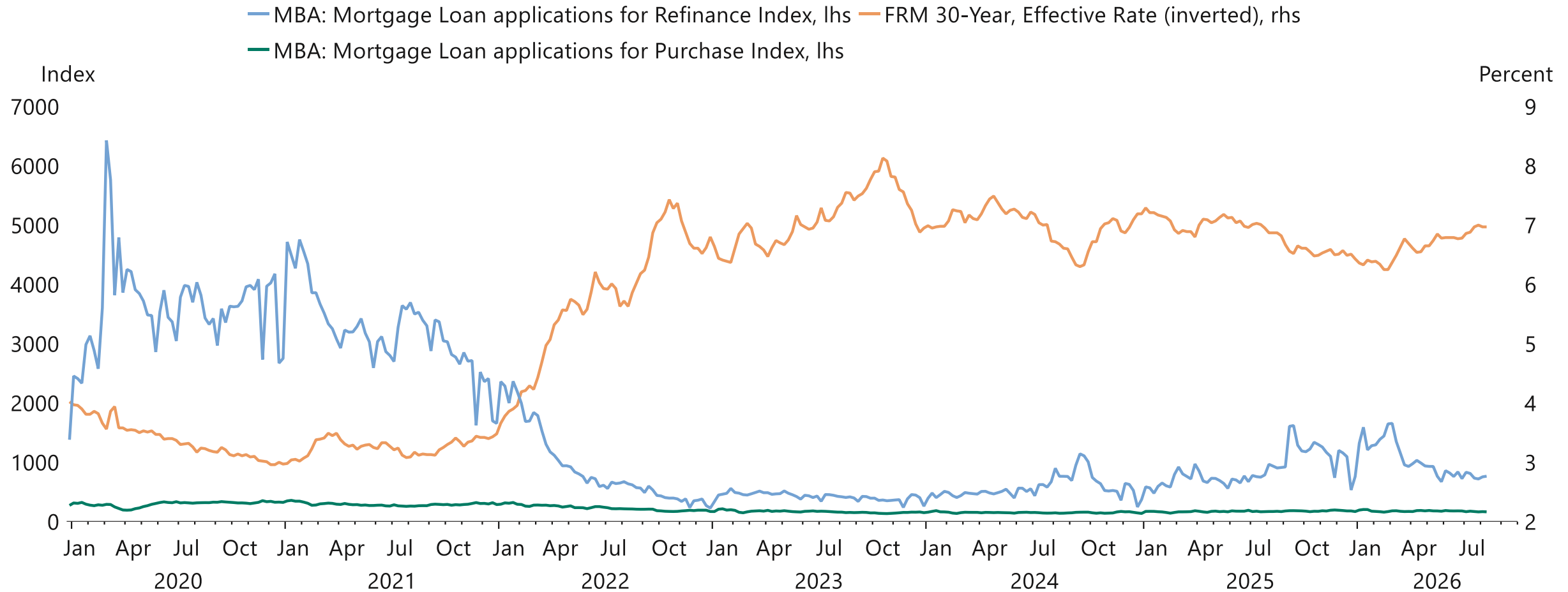
Source: Mortgage Bankers Association (MBA), Macrobond, Apollo Chief Economist

# Rising interest rates putting downward pressure on mortgage purchase applications



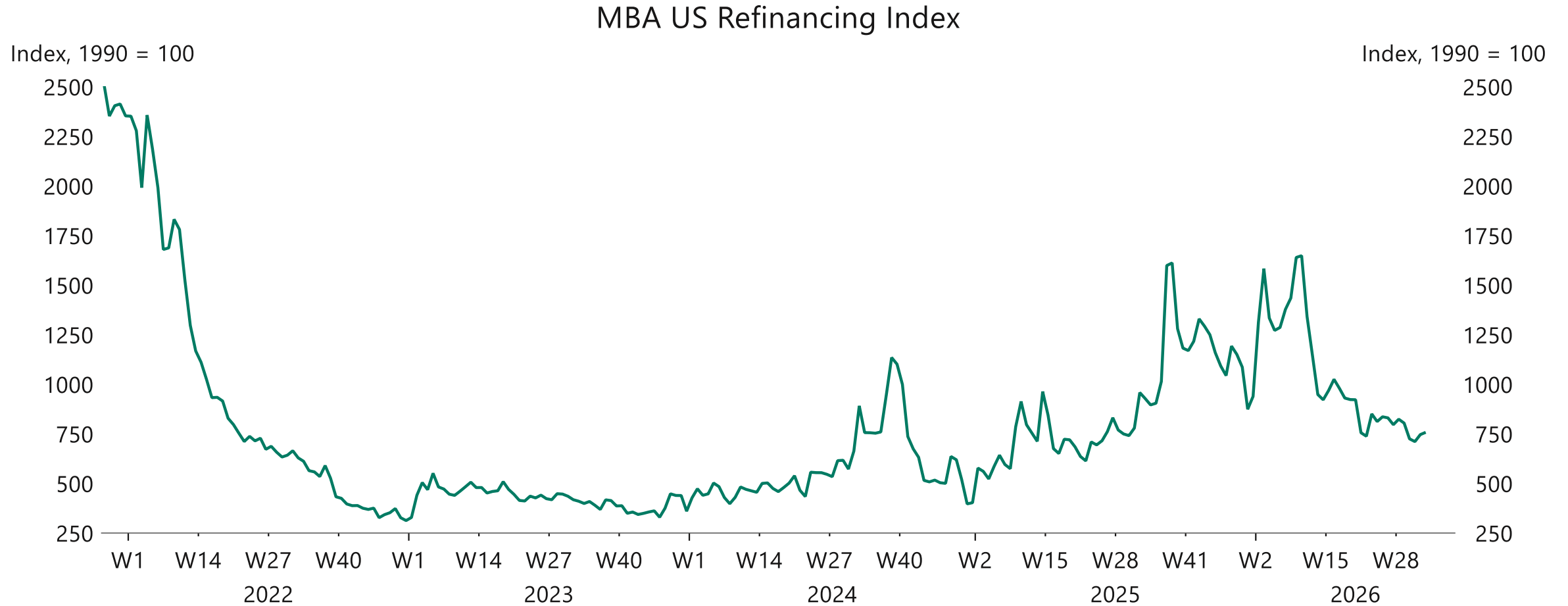
Source: Mortgage Bankers Association (MBA), Macrobond, Apollo Chief Economist

# Mortgage applications fall as interest rates rise



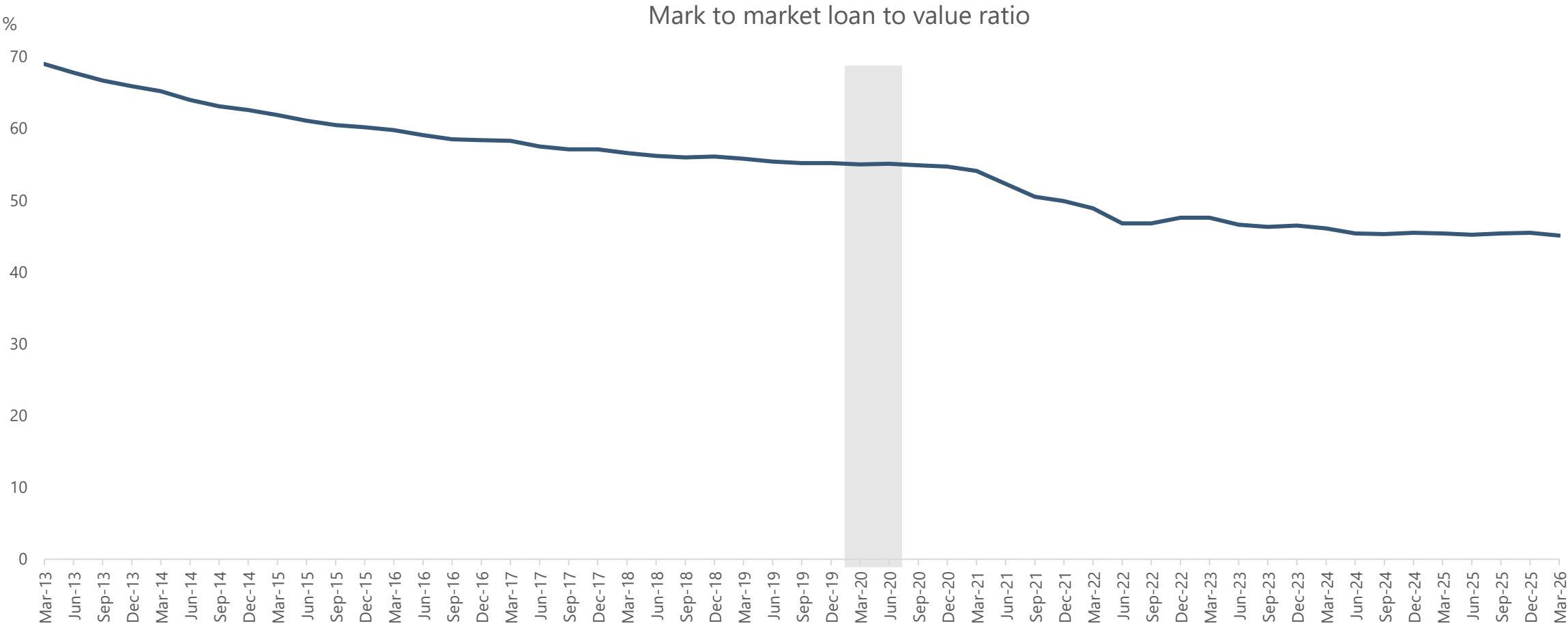
Source: Mortgage Bankers Association (MBA), Macrobond, Apollo Chief Economist

# Higher mortgage rates in 2022 pushed refinancing activity down



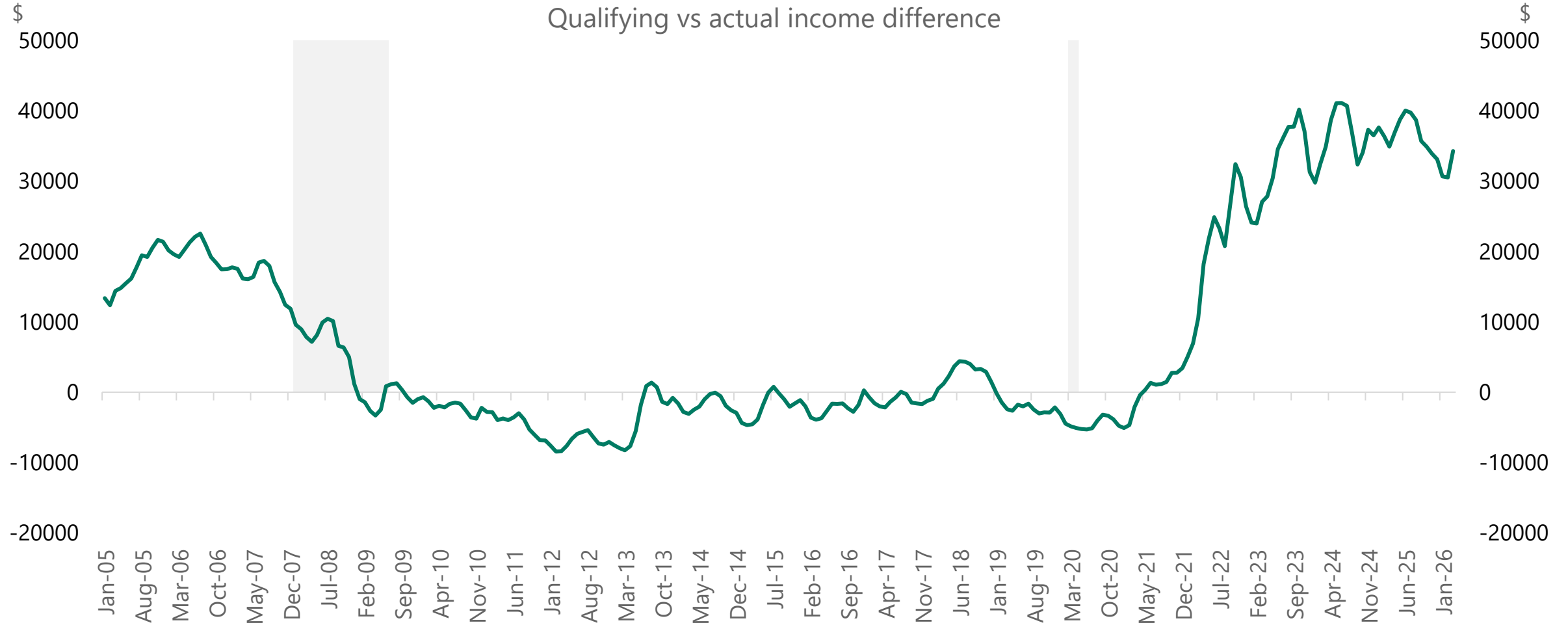
Source: Mortgage Bankers Association (MBA), Macrobond, Apollo Chief Economist

# Loan-to-value ratio for US mortgages



Source: FHFA, Apollo Chief Economist.

# Gap between actual income and qualified income



Source: Federal Reserve Bank of Atlanta, Apollo Chief Economist. Note: The chart shows gap between actual median household income and qualified income. Qualified income is defined as income needed for annual home ownership cost to equal no more than 30 percent of annual income.



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Torsten Slok joined Apollo in August 2020 as Chief Economist and he leads Apollo's macroeconomic and market analysis across the platform.

Prior to joining, Mr. Slok worked for 15 years as Chief Economist at Deutsche Bank where his team was top ranked in the annual Institutional Investor survey for a decade. Prior to joining Deutsche Bank Mr. Slok worked at the IMF in Washington, DC and at the OECD in Paris.

Mr. Slok has a Ph.D in Economics and has studied at the University of Copenhagen and Princeton University.