



MEREDA

“Solving Maine’s Housing Crisis”

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The Original "Affordable" Housing

- \$400 down payment
- "Only" \$4,900!
- Plot: 40 x 100
- 6 rooms

The Latest Type
HAPPINESS HOME
ONLY \$4900



SPECIFICATIONS
 Copper gutters, leaders and flashings, hot and cold water pipes throughout, 2x8 floor joists, floor 13-16x2 1/4, select edge grain hemlock, plastered walls throughout. All interior walls decorated, tiled floors in bathroom, built-in bathtub. Poured concrete cellar. Steam heat. Grounds graded and seeded. Lawn dryer. Window shades furnished. Streets are improved with sidewalks. The second mortgage is payable \$29.00 per month, which includes principal and interest and will pay off the mortgage at the end of 6 years. When the second mortgage has been paid off your home will be reduced to approximately \$21.00 per month.

\$400 DOWN

Payable \$200 on contract. \$300 on title when house is completed and ready for you to move into one of these Happiness Homes—your home—and pay the balance monthly as easily as paying rent.

At Williston Park, L. I.

Sale Price	\$4,900
First Mortgage	3,000
Second Mortgage	1,500
Cash Required	400

APPROXIMATE MONTHLY EXPENSES

Interest on First Mortgage	\$15.00
Water	1.00
Insurance	.65
Taxes, approximate	4.37 1/2
Amortization and interest on 2d Mortgage	29.00
Total	\$50.00

Plot 40 x 100

Wm. F. CHATLOS
 "HAPPINESS HOMES"
 New York Office: 200 Lexington Ave., Telephone CAL-
 edonia 3500. Property Office: Willis and E. Williston
 Aves., Williston Park, L.I., Telephone GARDEN City 1271

To Property
 By Train—Take Oyster Bay Train to East Williston. Property office at corner of Willis and East Williston Aves., 2 blocks west of N. R. station. By auto—Get Jaricho Turnpike to Willis Ave., Mineola. Then north to East Williston Avenue.

6

Should I Stay or Should I GO?

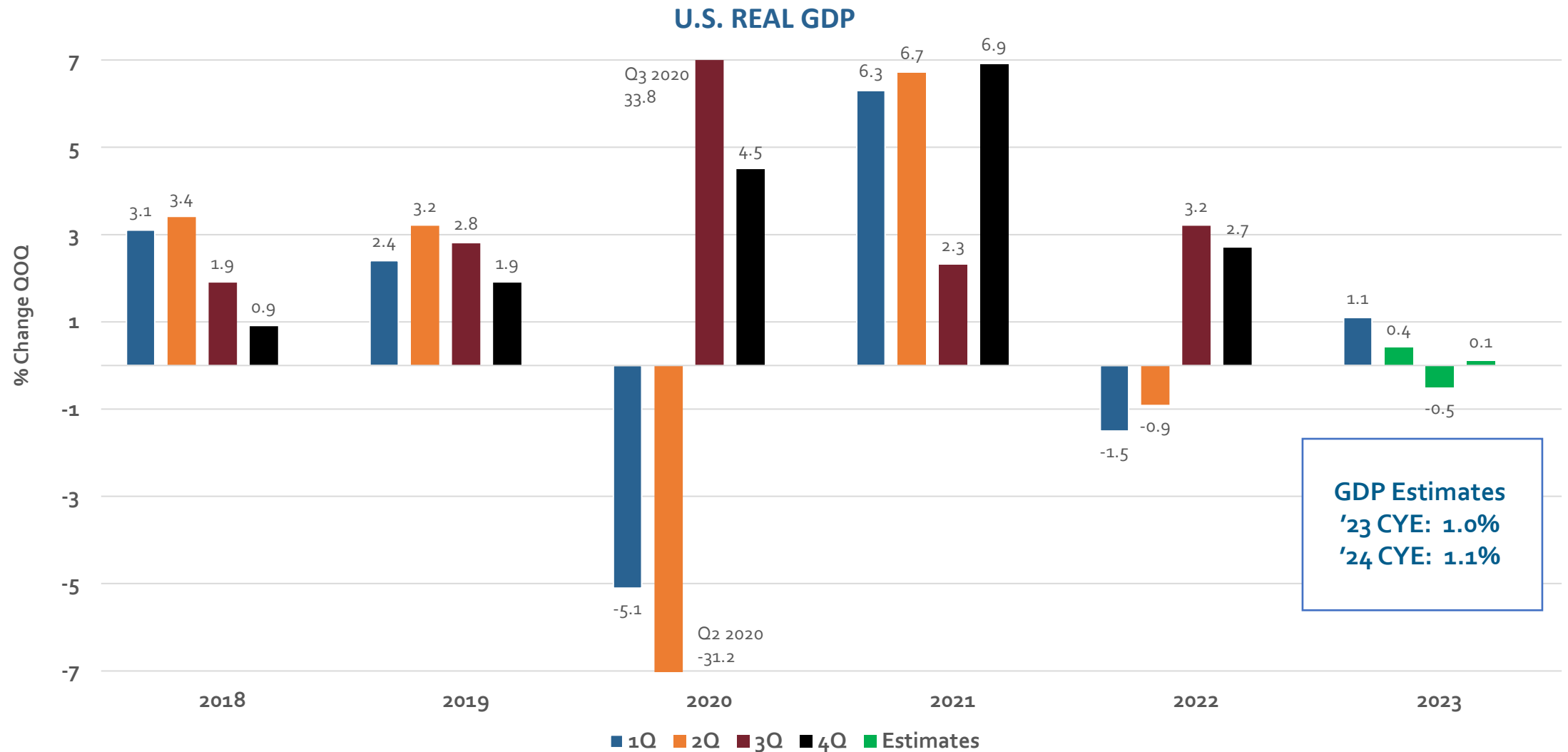
“Should I stay or should I go now?
Should I stay or should I go now?
If I go there could be trouble,
And if I stay it will be double.
So come on and let me know...”

—The Clash

Combat Rock, 1982



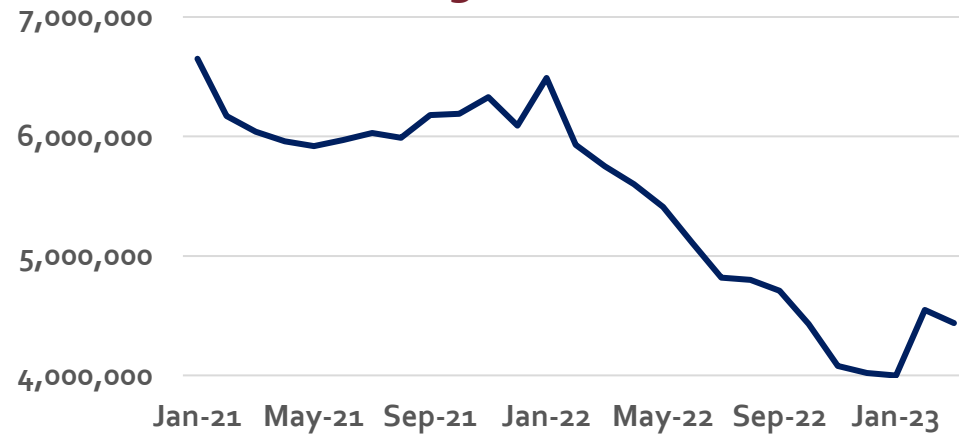
US GDP: A “Waiting for Godot” Recession



Housing

Highly Sensitive to Interest Rates

Existing Home Sales



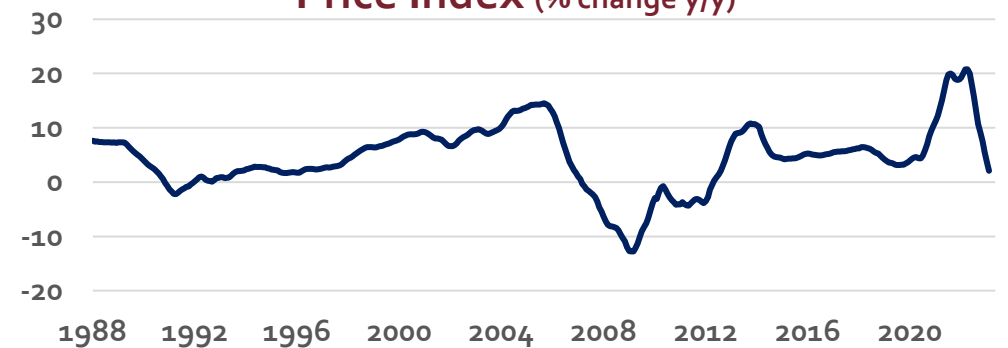
30-Year Fixed Rate Mortgage Average in the US (%)



S&P/Case-Shiller U.S. National Home Price Index



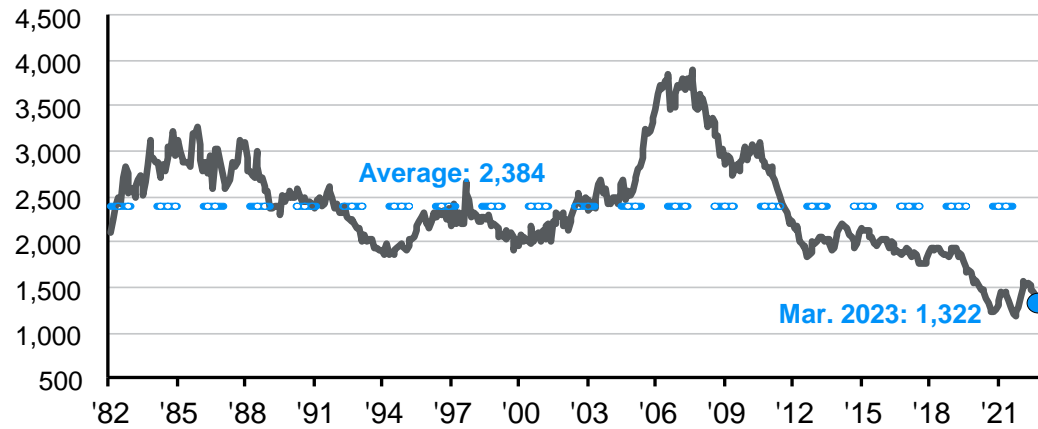
S&P/Case-Shiller U.S. National Home Price Index (% change y/y)



Residential Real Estate

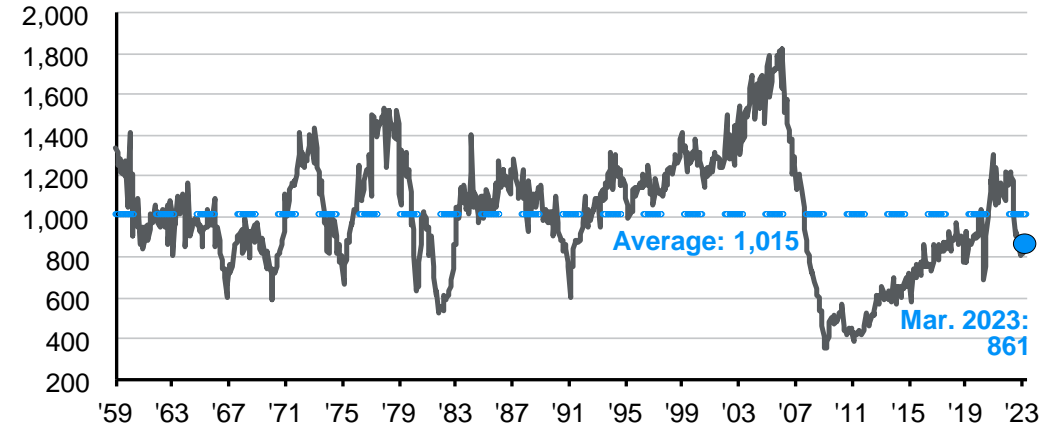
Housing inventories

Inventory of new and existing single-family homes for sale, thous, SA*

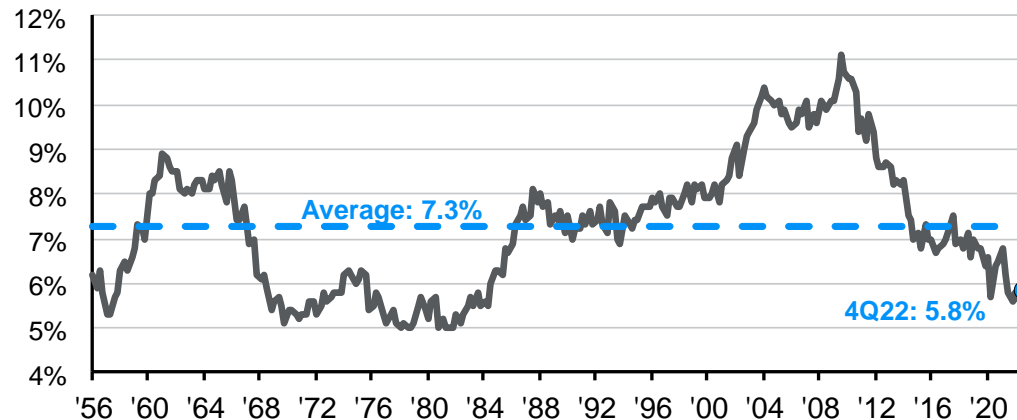


Single-family housing starts

Seasonally adjusted annual rate (SAAR), thous houses

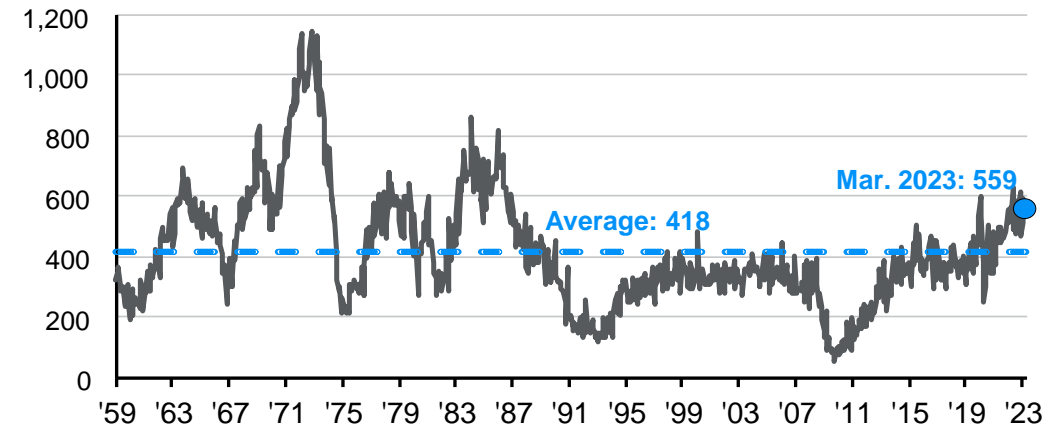


Rental vacancy rate (%)



Multi-family housing starts

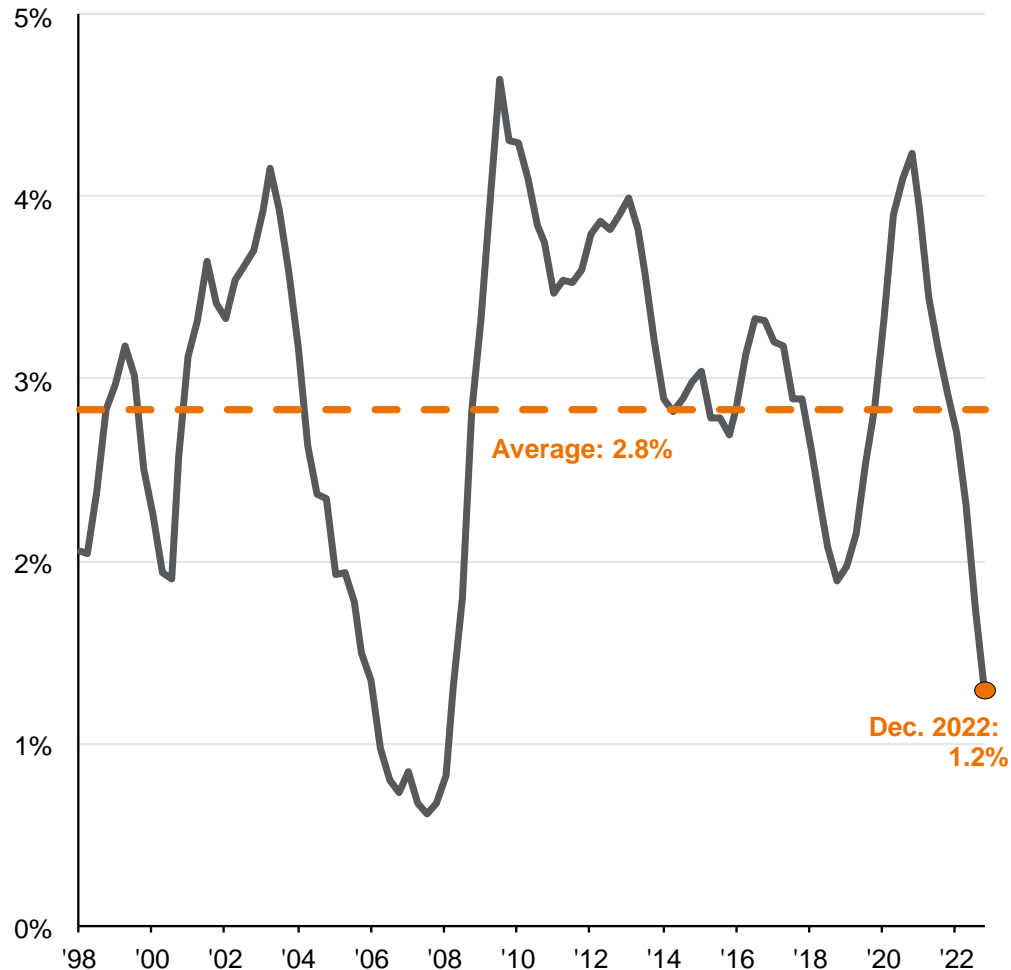
Total multi-family, SAAR, thous houses



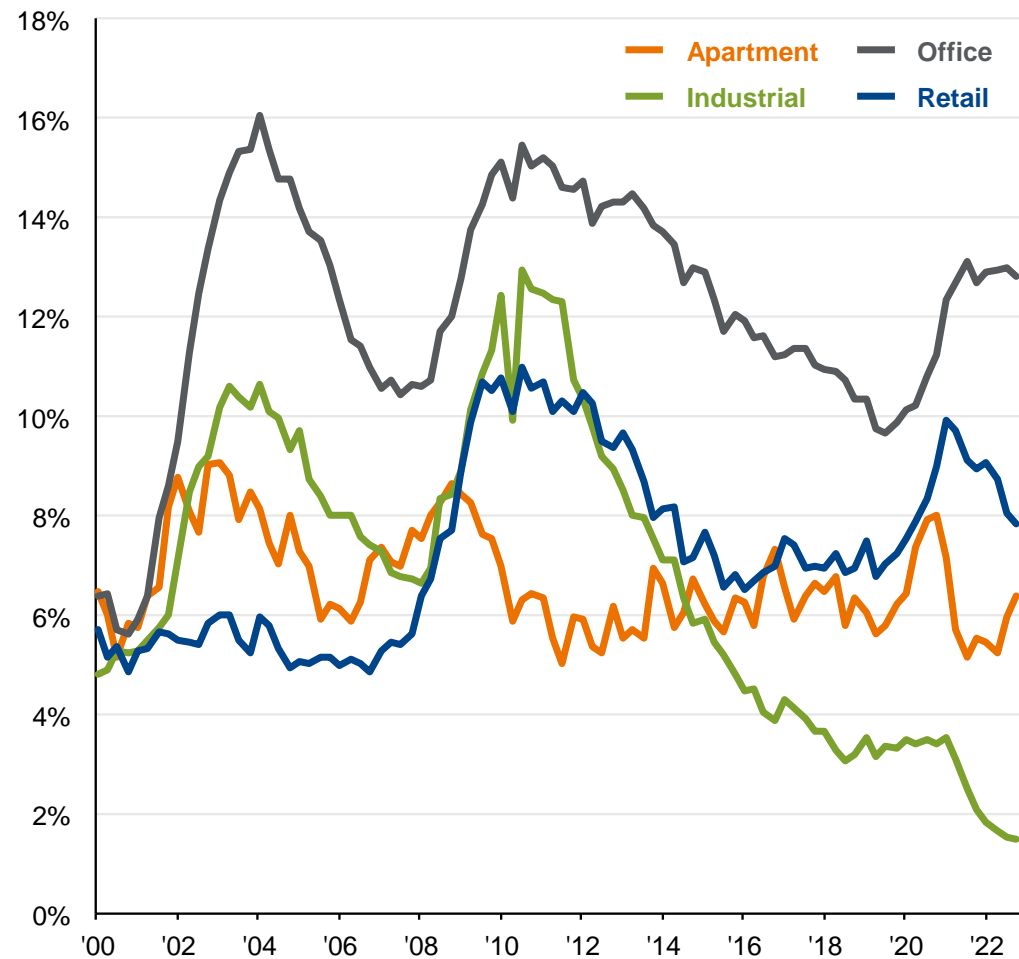
U.S. Real Estate Dynamics

U.S. real estate cap rate spreads

Transaction based, spread to 10y UST, 4-quarter rolling average



U.S. vacancy rates by property type (%)



Institute of Supply Management

ISM Purchasing Managers Index (PMI)

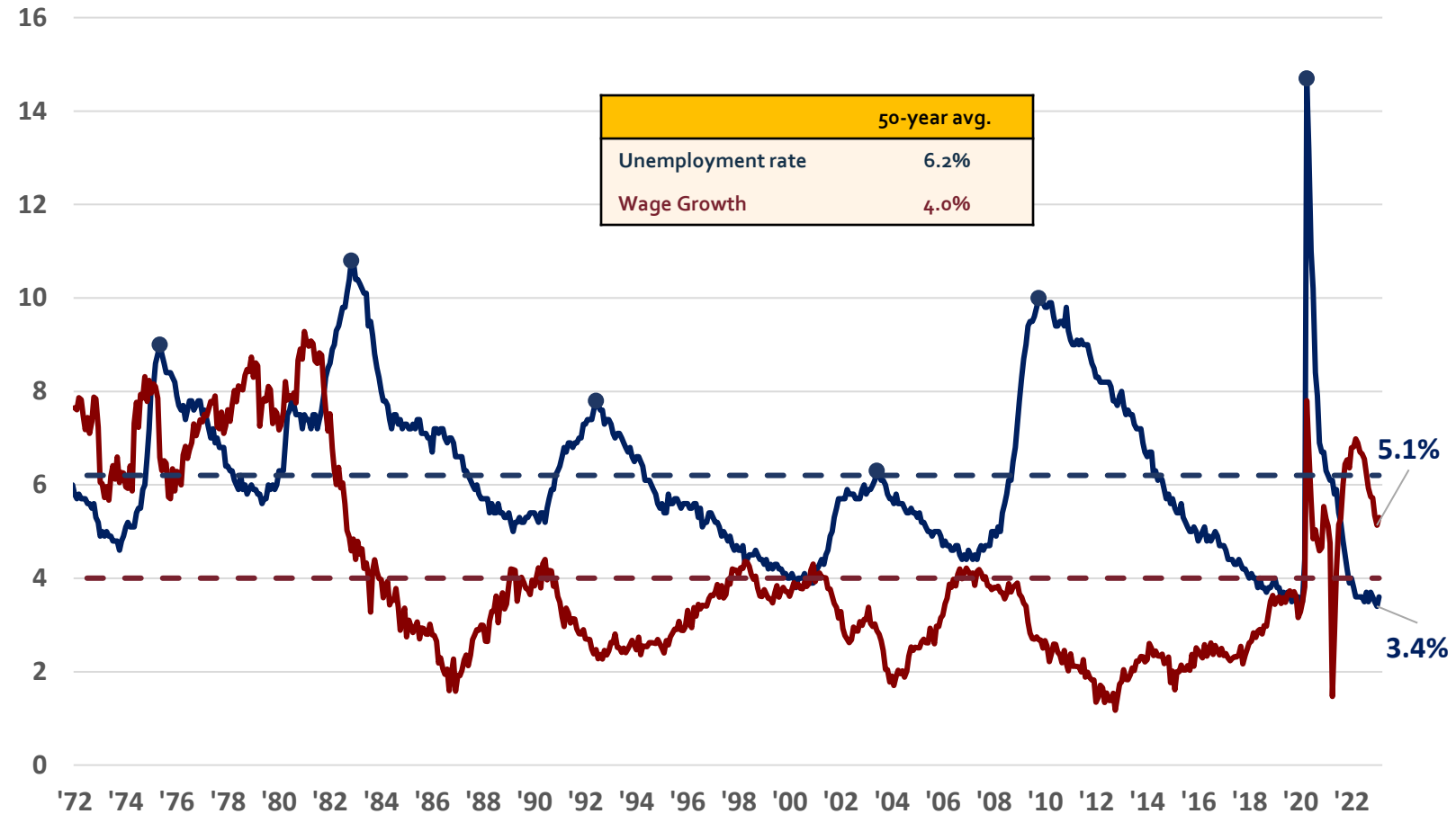


ISM Non-Manufacturing Index (NMI)



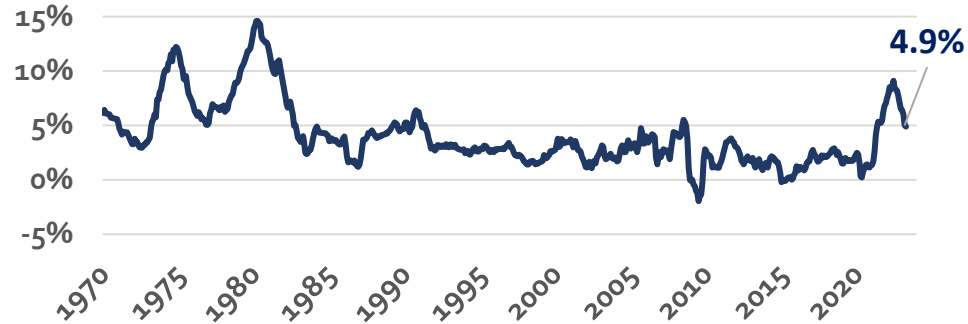


A Strong Labor Market

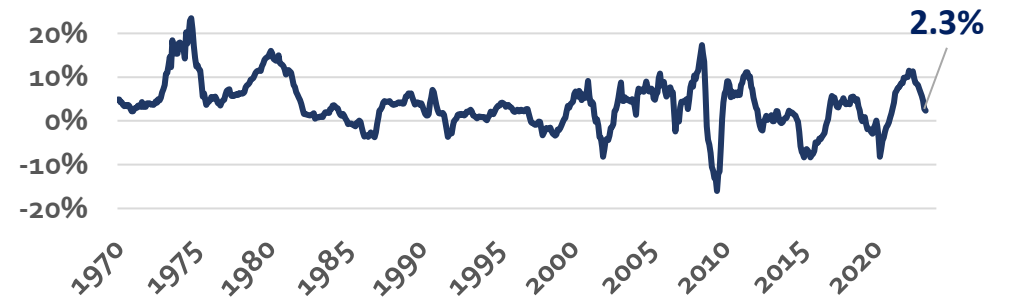


Inflation: Trending Lower but Still Elevated

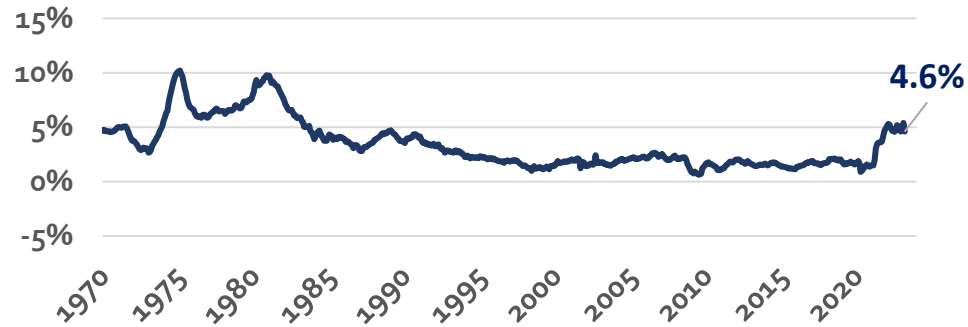
CPI



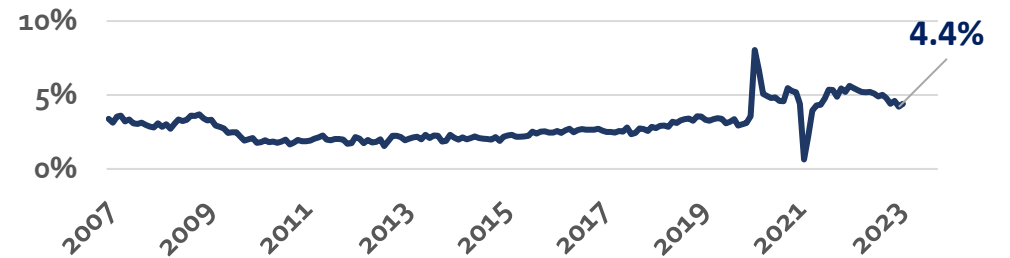
PPI



PCE Deflator



Average Hourly Earnings (% change YoY)



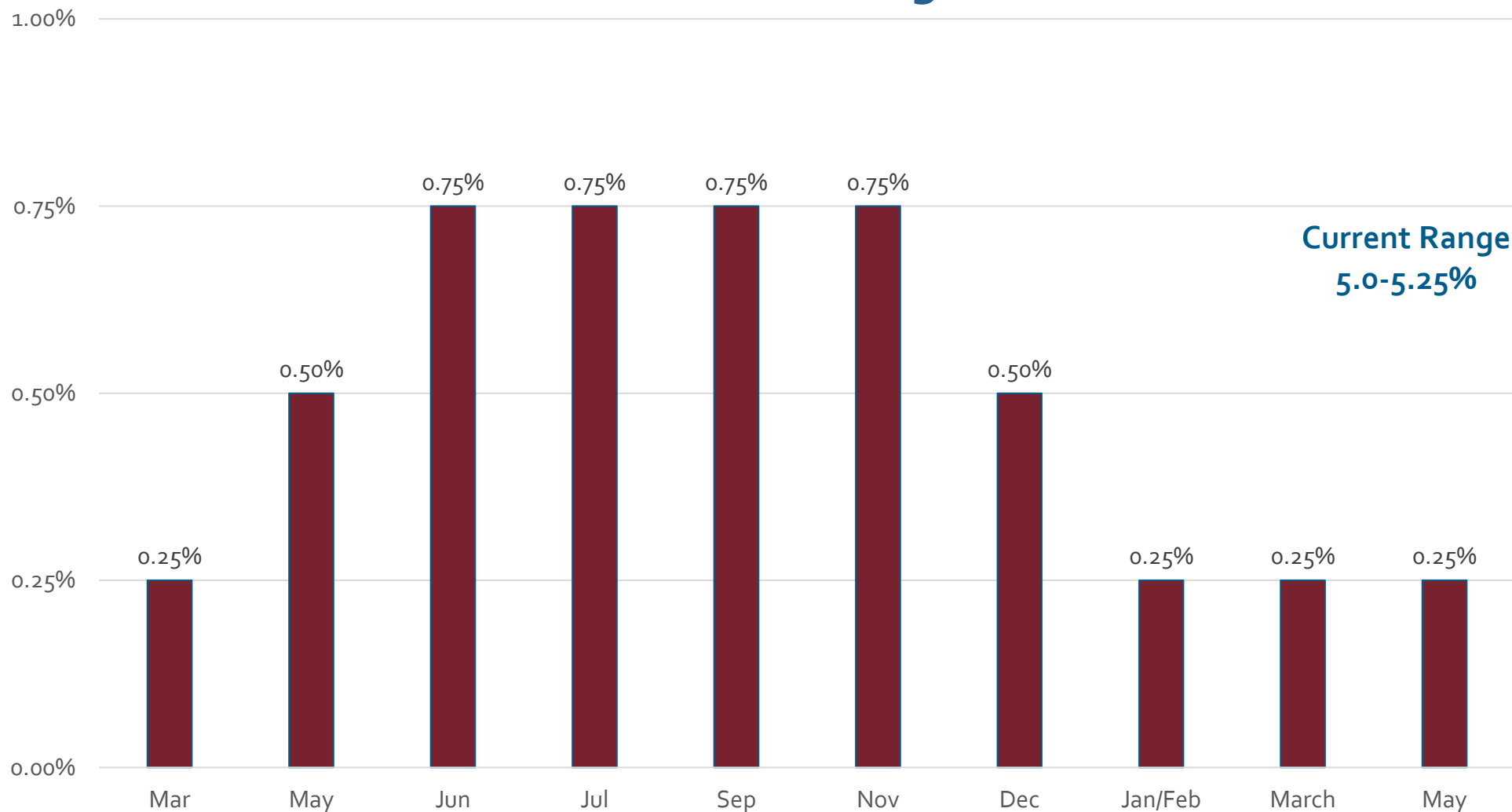
Is there a banking crisis?

- **Diversification matters!**
 - Deposit base
 - Loan portfolio
 - Investment portfolio
 - Shareholder equity
- **Liquidity vs. credit crisis?**
 - Consumer and corporate credit remains historically strong
- **Contraction of credit or return to normal underwriting standards?**

The End of the Free Money Era

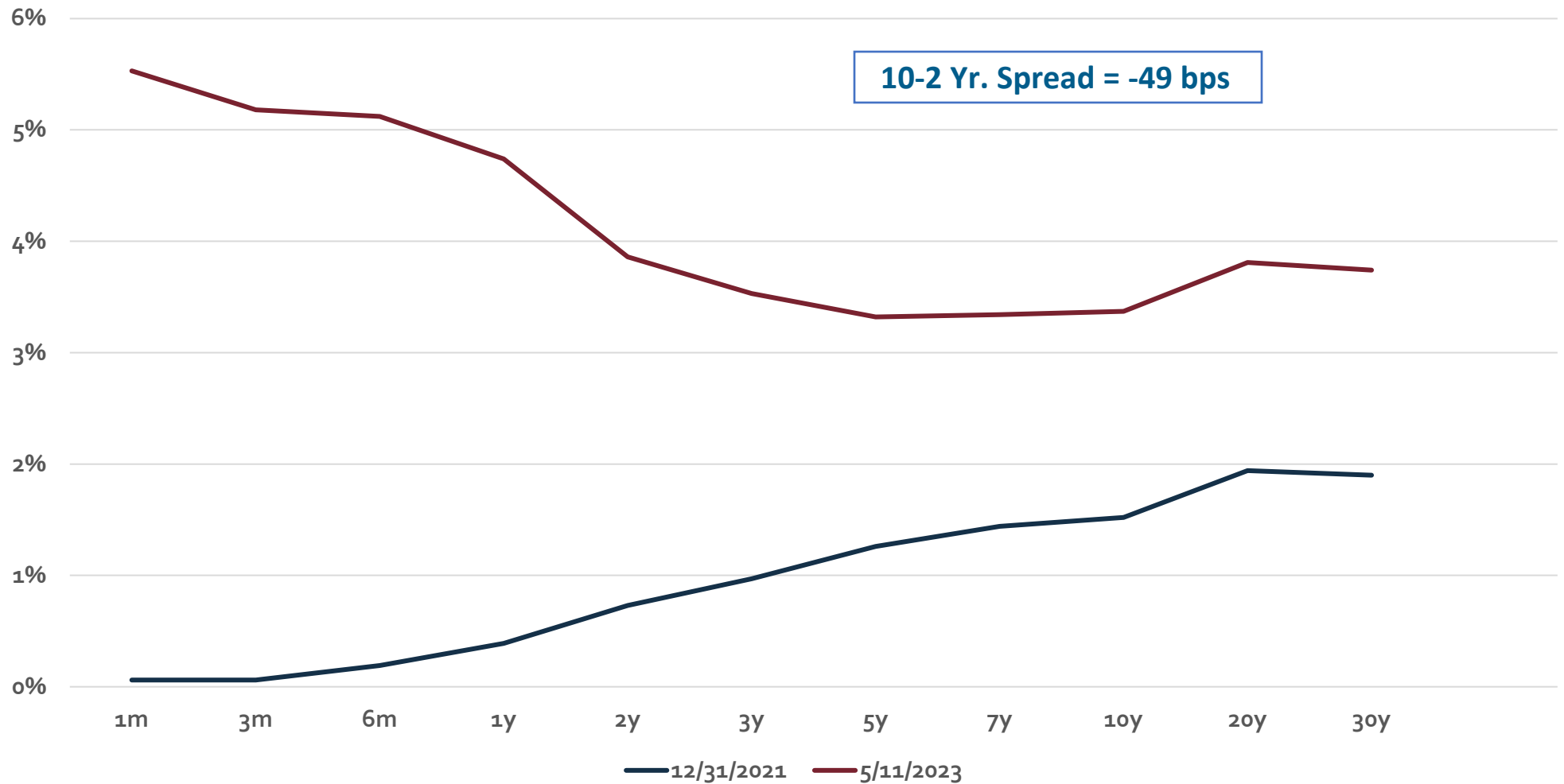
Federal Reserve Rate Hikes 2022-23

A Historic Rate of Change

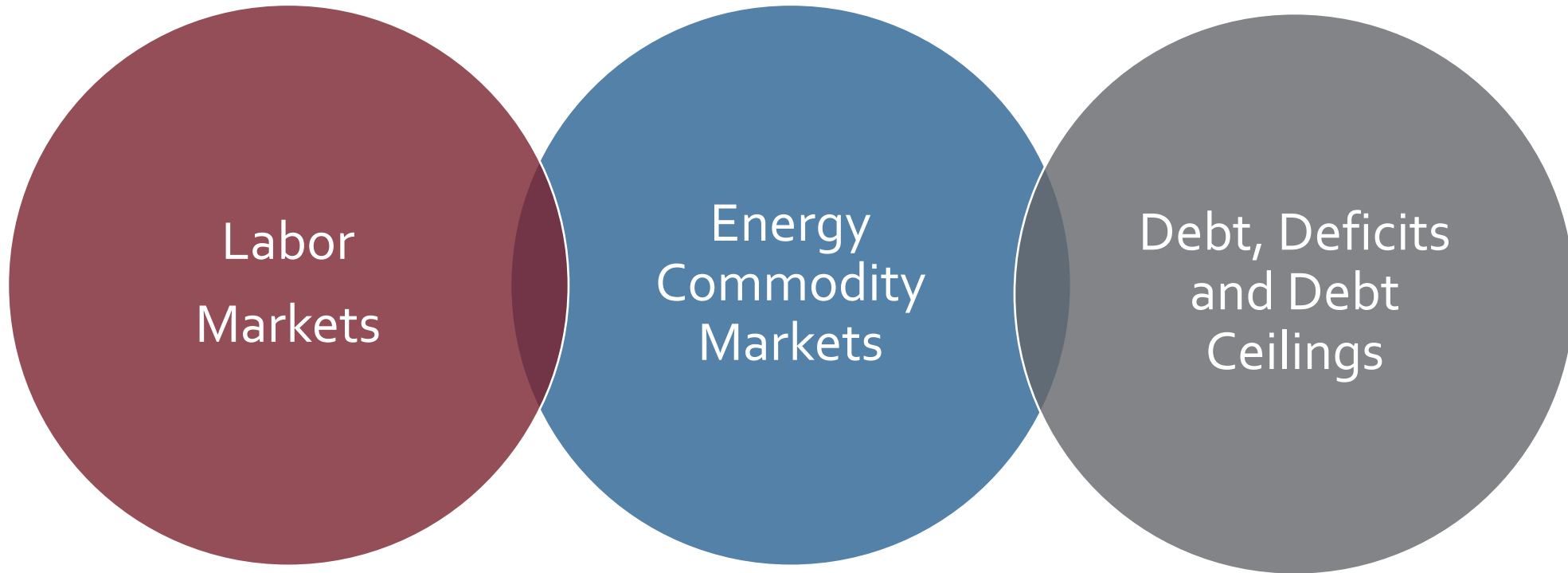


Interest Rates

An Inverted Yield Curve

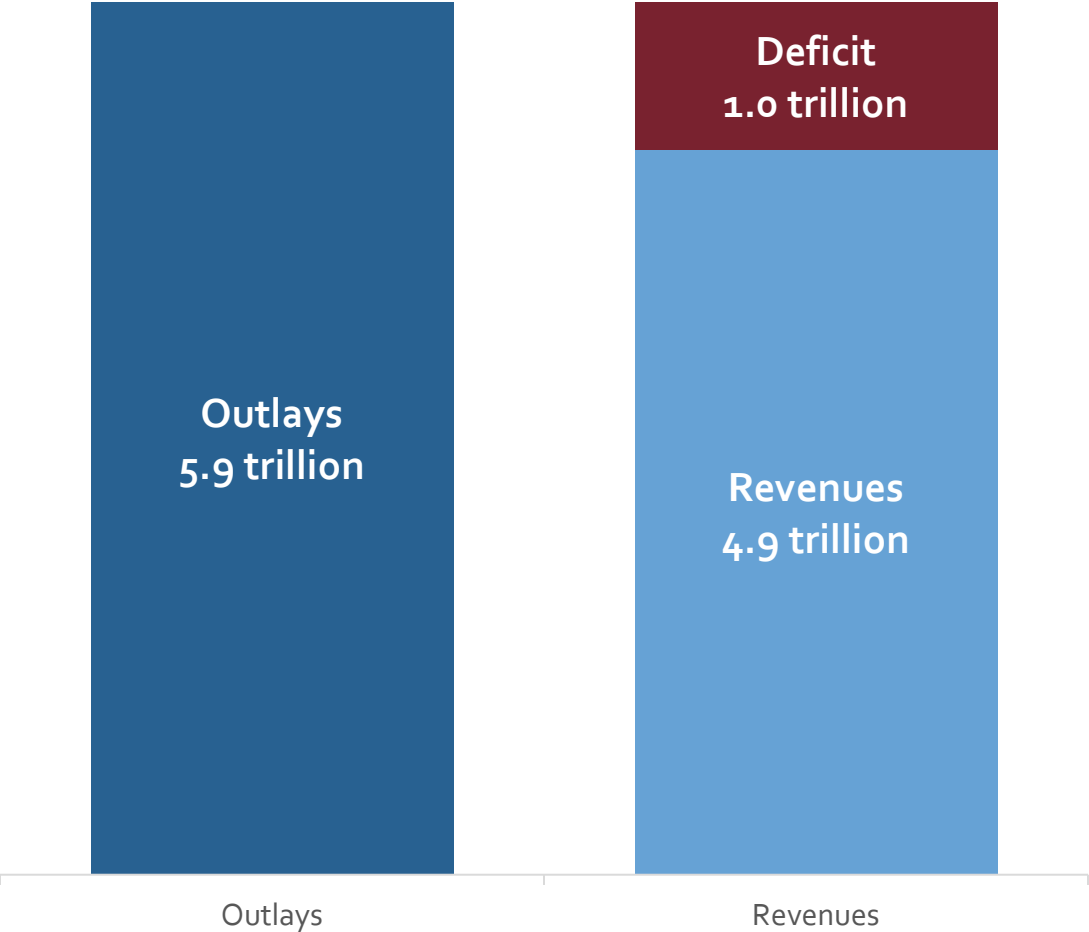
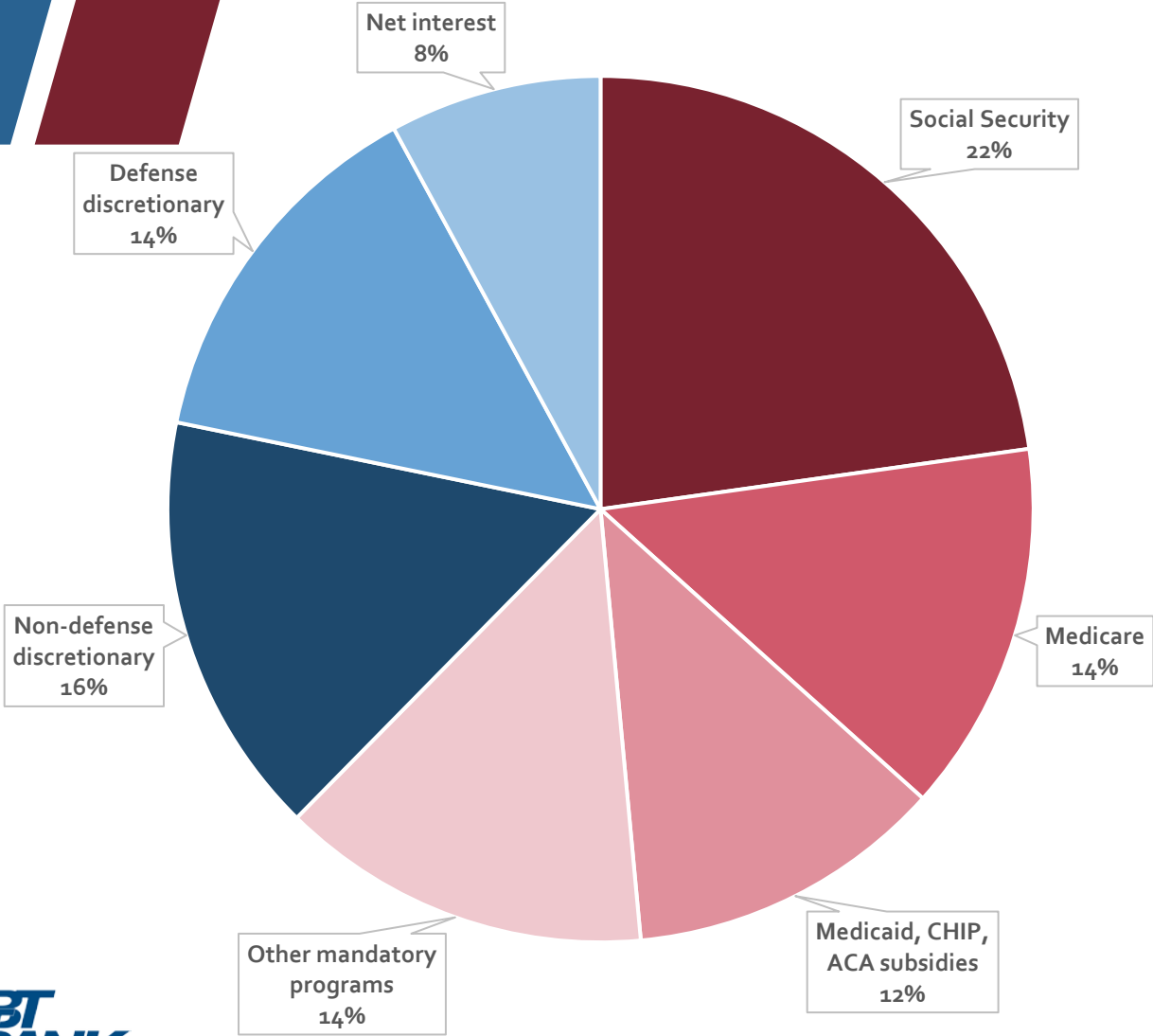


Long-Term Drivers of Inflation



Debt, Deficits and Debt Ceilings

2023 Federal Spending Components



Source: Center On Budget And Policy Priorities, CBPP.org (estimates may not add up to 100% due to rounding)

NBT Bank in Maine

- NBT Bank is financing over 570 new multi-family units, either under construction or in closing
- Projects represent over \$200 million in development in Southern Maine
- Projects range in size, scope and type (from high end to affordable housing)





Thank you!

For more Market Insights, visit
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