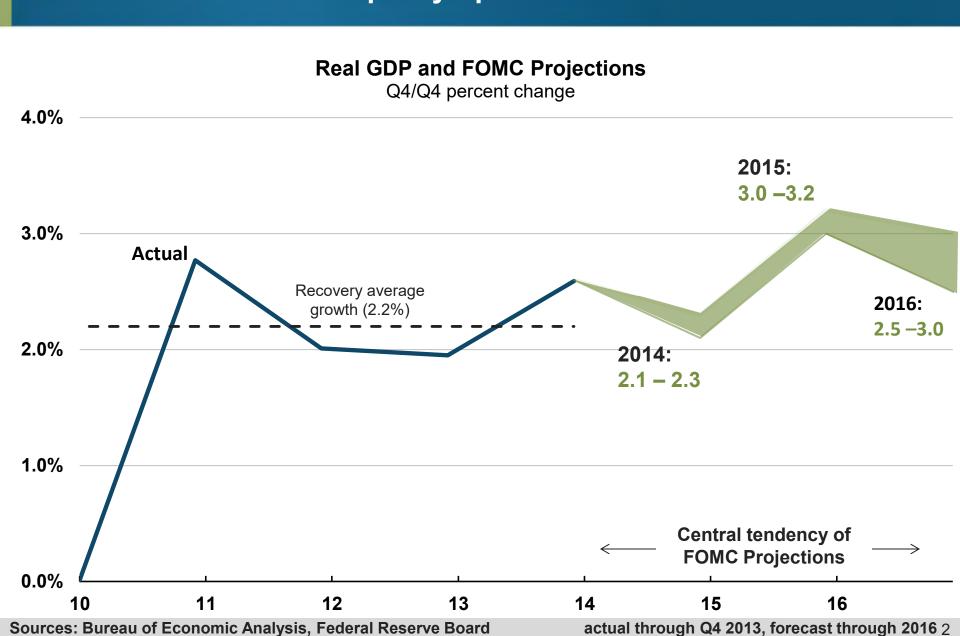


Waiting and Watching

Presentation prepared for the Midwest Association of Rail Shippers

Lake Geneva, WI July 15, 2014

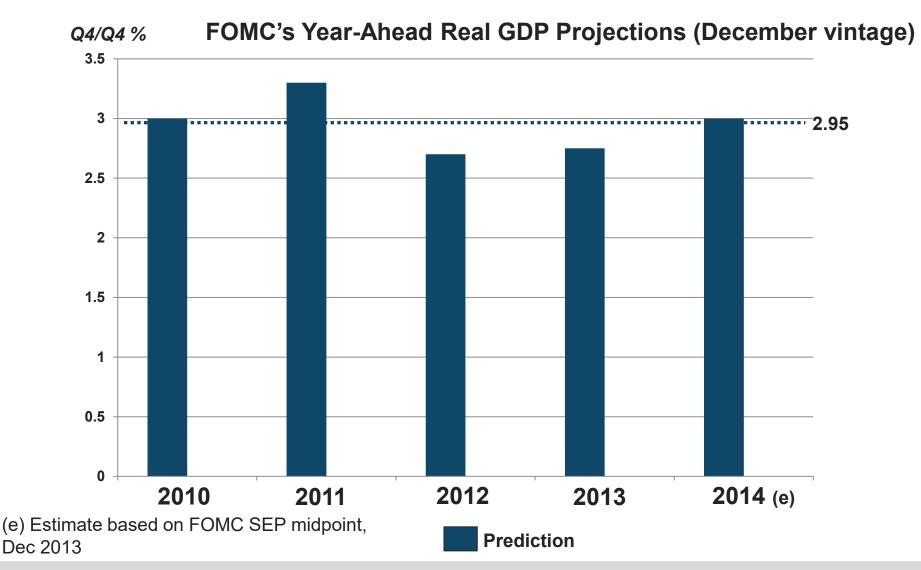
The best laid plans – The 2014 GDP projections made by the FOMC in June now look pretty optimistic.



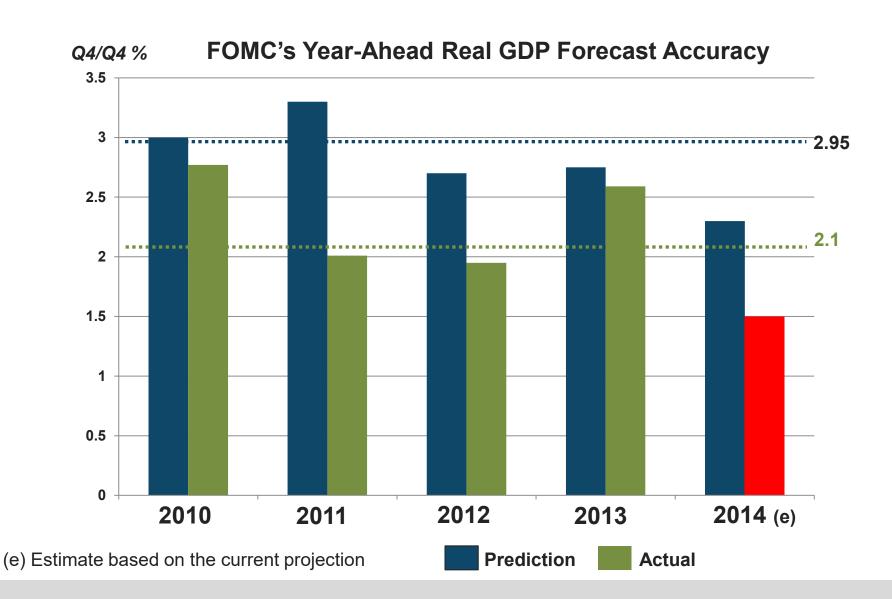
Incoming numbers suggest a growth bounce back in the second quarter – but not what we were hoping.

Real GDP Tracking Estimates			
Change in GDP (annualized % change)	Q1	Atlanta Fed GDPNow Forecast (July 10)	Q2 MA Forecast (July 10)
Annualized Real GDP Growth	-2.9	2.6	2.7

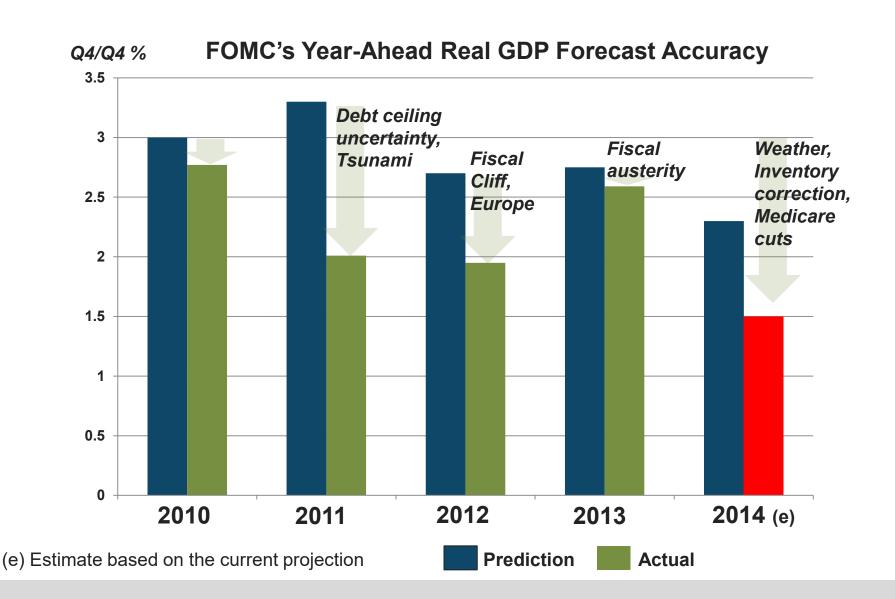
"We" have been perpetually expecting the emergence of GDP growth in the 2.5 to 3 percent range.



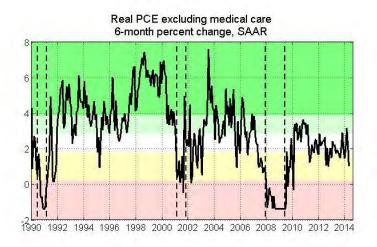
"We" have been mugged by the facts.

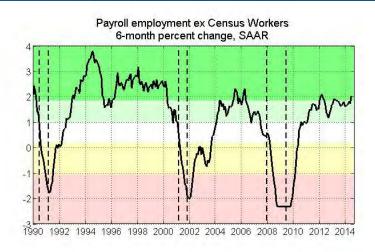


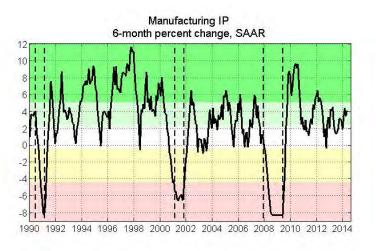
"It's always something—if it ain't one thing, it's another." Roseanne Rosannadana

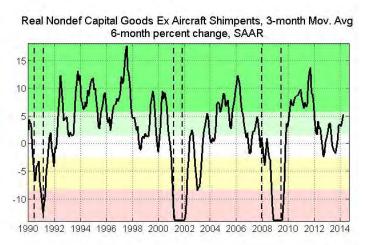


The data trends give some hope that 3-percent later this year is in the cards (if you are the optimistic sort).



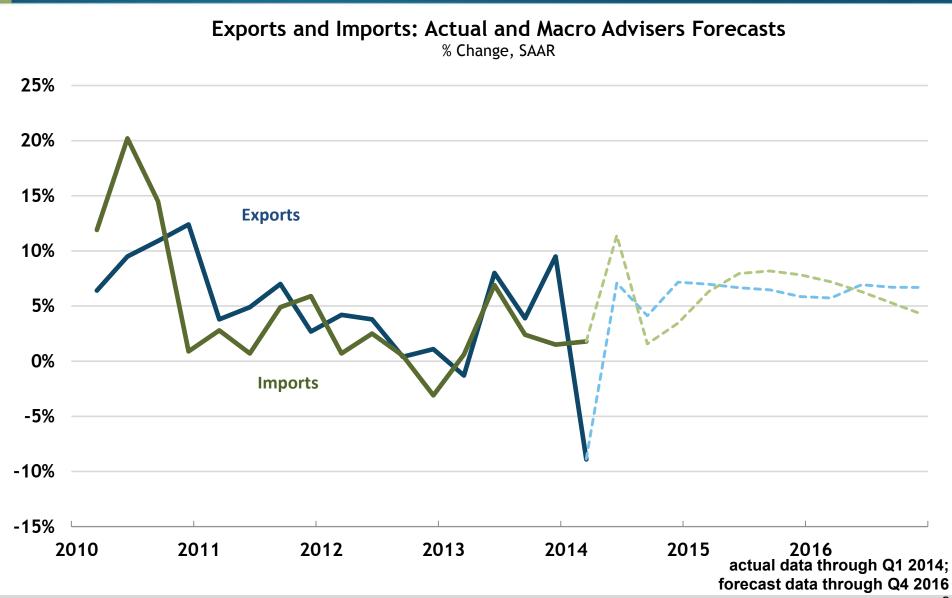






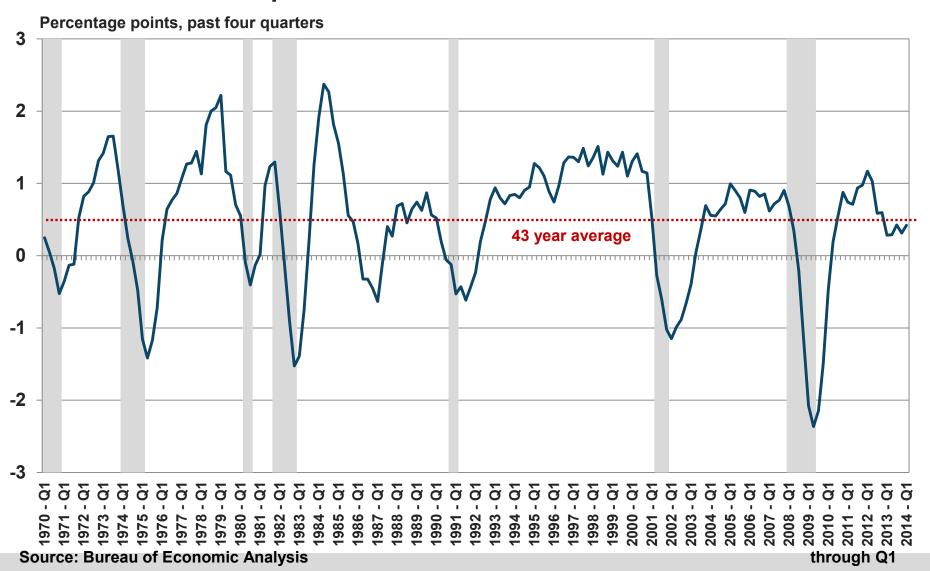
level consistent with -1.5% growth. Yellow shaded region consistent with 0.0% to 1.5% growth. Unshaded region consistent with 1.5% to 2.5% growth. This is the "2% world region". Light green region consistent with 2.5% to 3.5% growth. This is the "3% world region". Dark green region consistent with over 3.5% growth.

The consensus view is the both export and import growth will bounce back, and pick up the pace a bit.

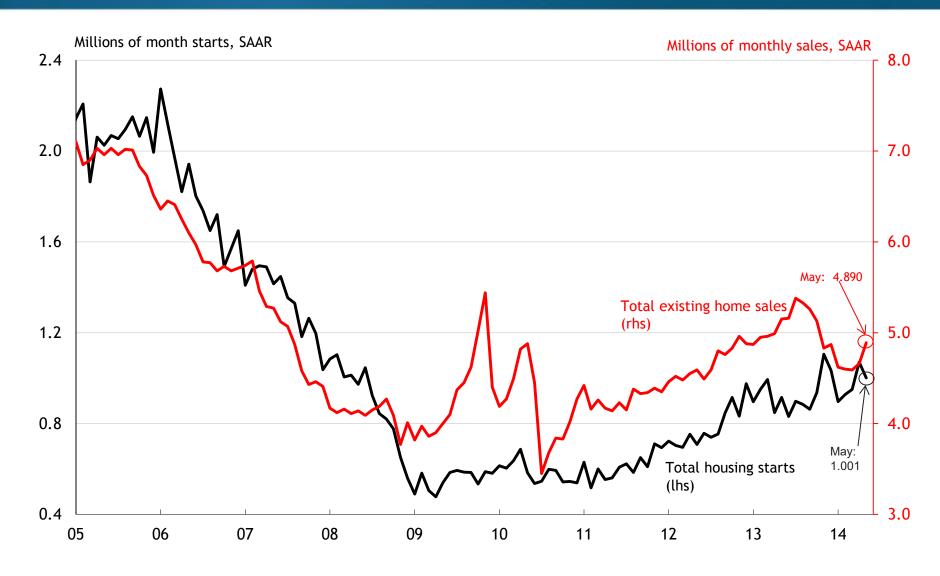


Over the past few years, the cap-ex contribution to real GDP growth has been "below average."

Cap-Ex Contribution to Real GDP Growth



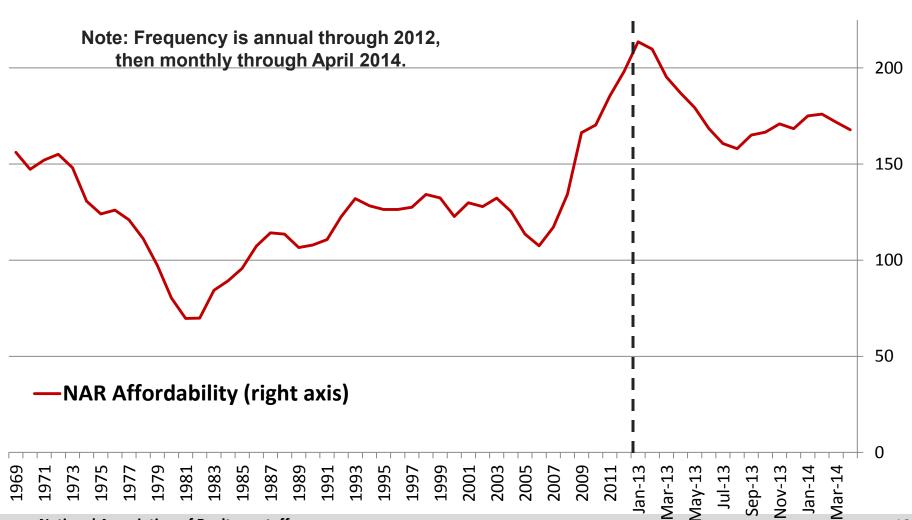
Housing starts are more or less on trend, but sales remain an open question.



--- Affordability?

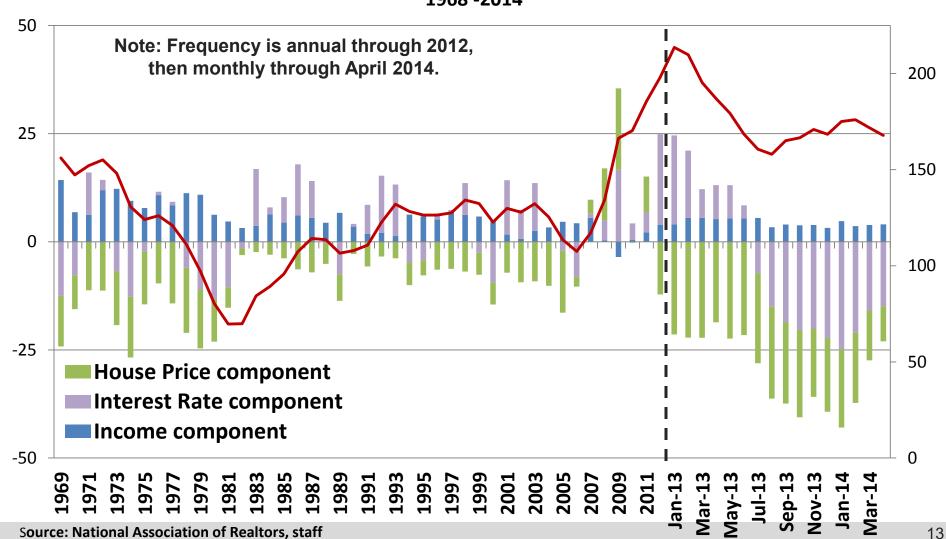
Affordability: House prices and interest rates shifted the picture, but affordability remains relatively high.





Affordability: House prices and interest rates shifted the picture, but affordability remains relatively high.





--- Affordability?

Still looks pretty good.

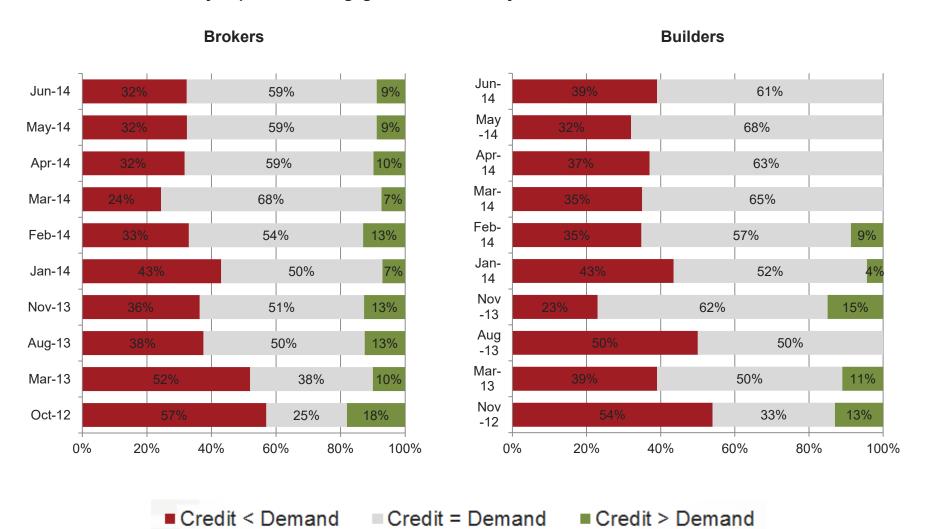
--- Affordability?

Still looks pretty good (for now).

--- Credit availability?

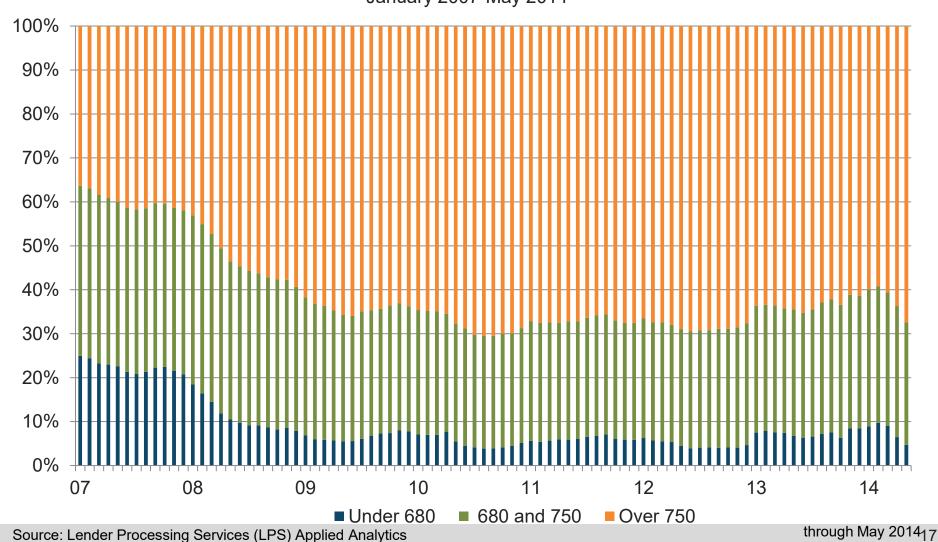
Credit availability: Southeast brokers and builders are not reporting an absence of available mortgage credit.

How available do you perceive mortgage finance to be in your market?



Distribution of Credit Scores on Recent Mortgage Originations

January 2007-May 2014



--- Affordability?

Still looks pretty good (for now).

--- Credit availability?

Tight, but not tighter.

--- Affordability?

Still looks pretty good (for now).

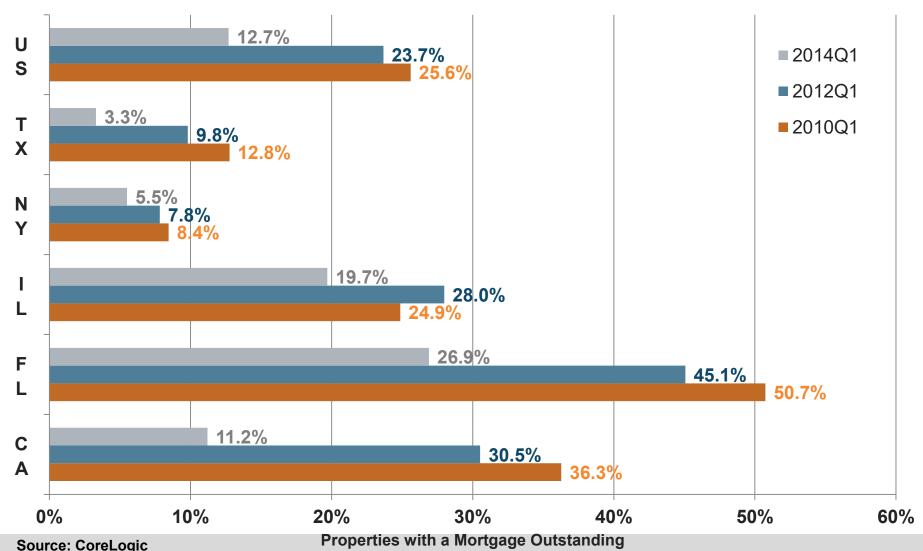
--- Credit availability?

Tight, but not tighter.

--- Household balance sheet repair?

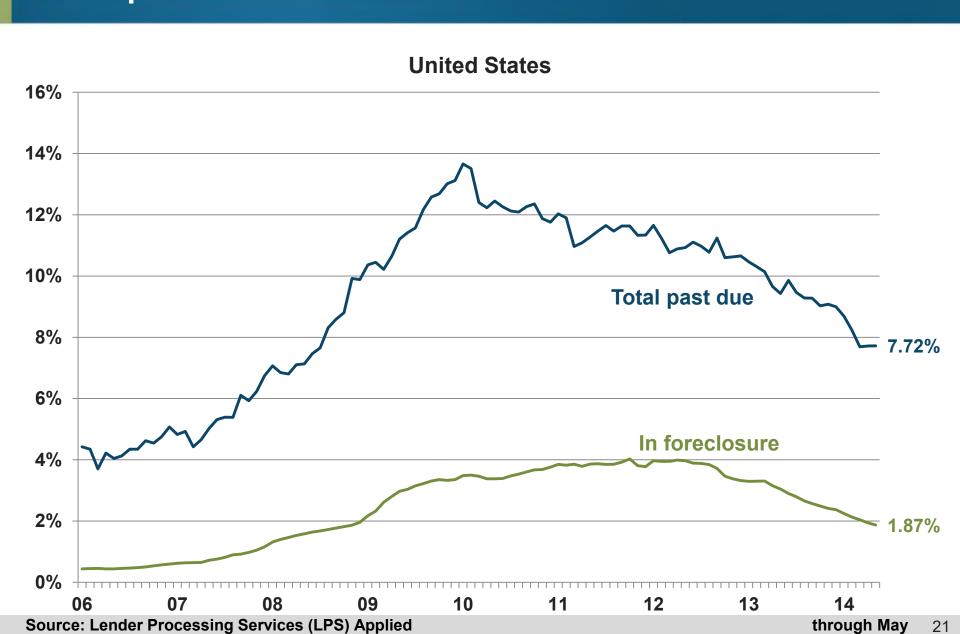
Balance sheet repair: The percent of "underwater" homeowners has fallen nationally...



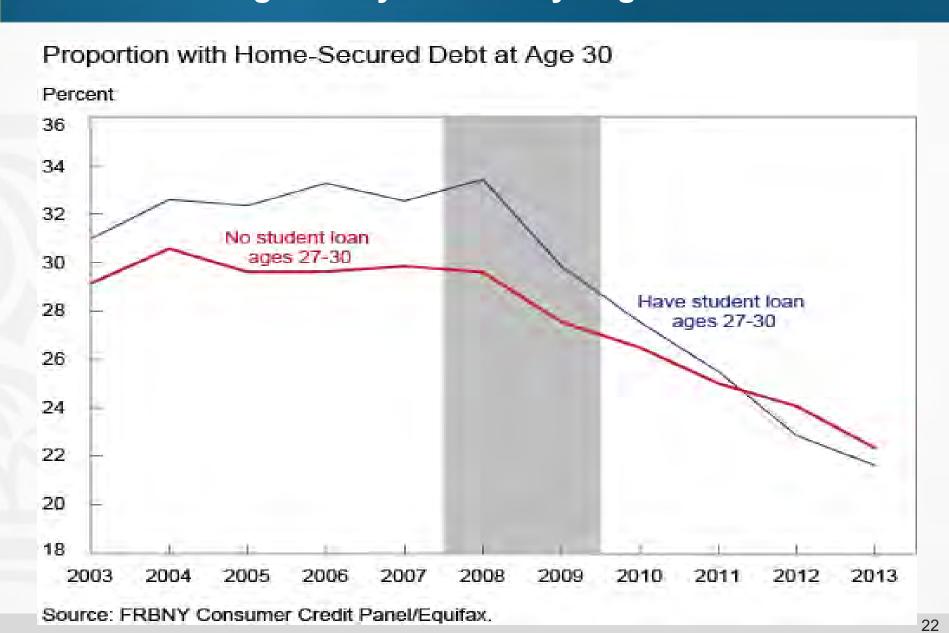


20

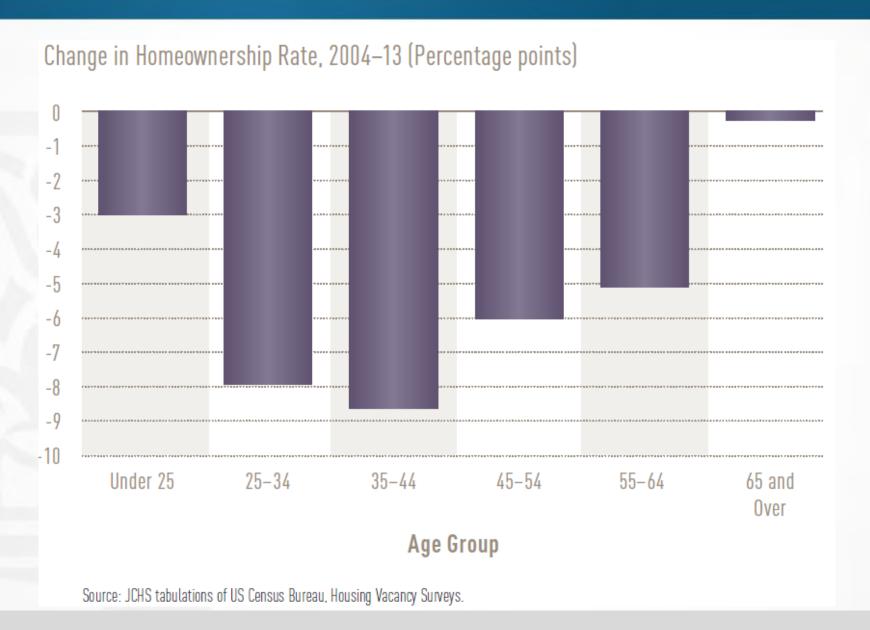
However, delinquencies and foreclosures remain well above pre-crisis levels.



There is evidence that young people with student debt have reduced housing debt by a relatively large amount.



Homeownership declines *have* been pronounced for the 25-34 year old age group – but they are not alone.



--- Affordability?

Still looks pretty good (for now).

--- Credit availability?

Tight, but not tighter.

--- Household balance sheet repair?

Better, not best.

--- Affordability?

Still looks pretty good (for now).

--- Credit availability?

Tight, but not tighter.

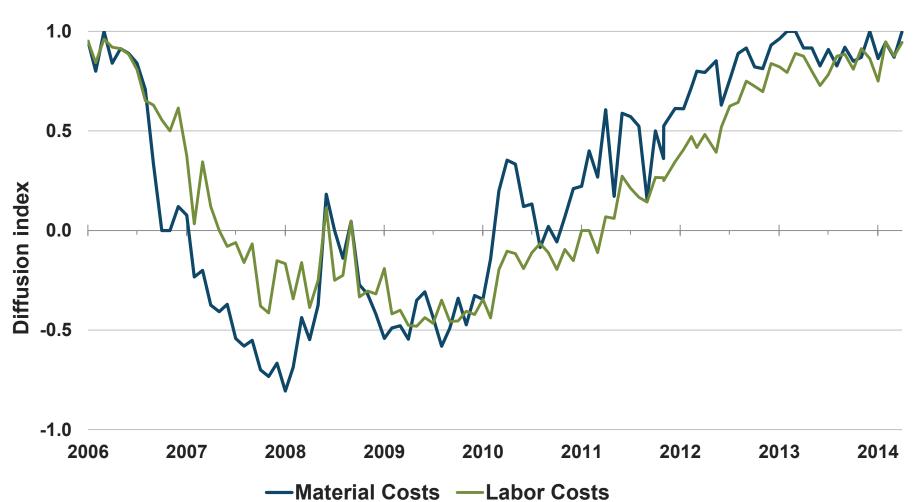
--- Household balance sheet repair?

Better, not best.

--- Supply problems?

Supply constraints: Costs are widely reported to be rising....





... lot availability appears to be declining...

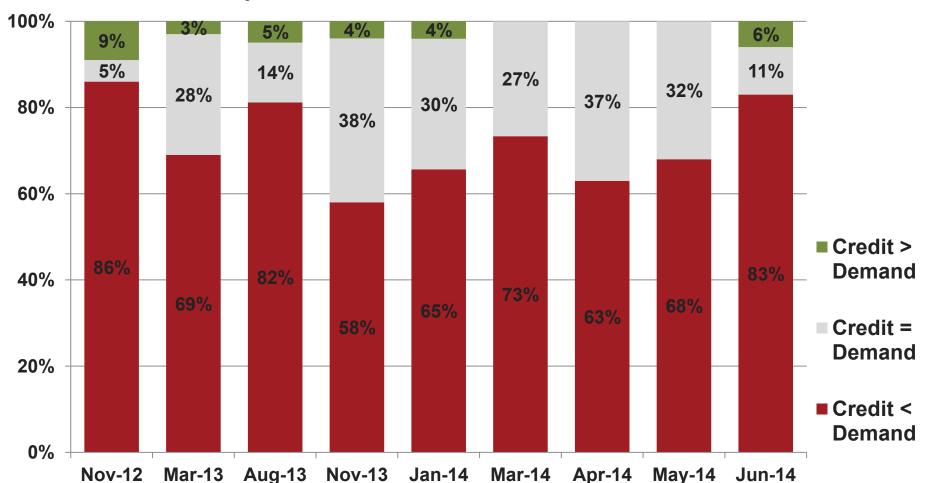
Federal Reserve Sixth District - Vacant Developed Lot Supply vs Housing Starts



Source: MetroStudy

... and builders report that available construction and development finance falls short of demand.

Builders: How available do you perceive construction and development finance to be in your market?



--- Affordability?

Still looks pretty good (for now).

--- Credit availability?

Tight, but not tighter.

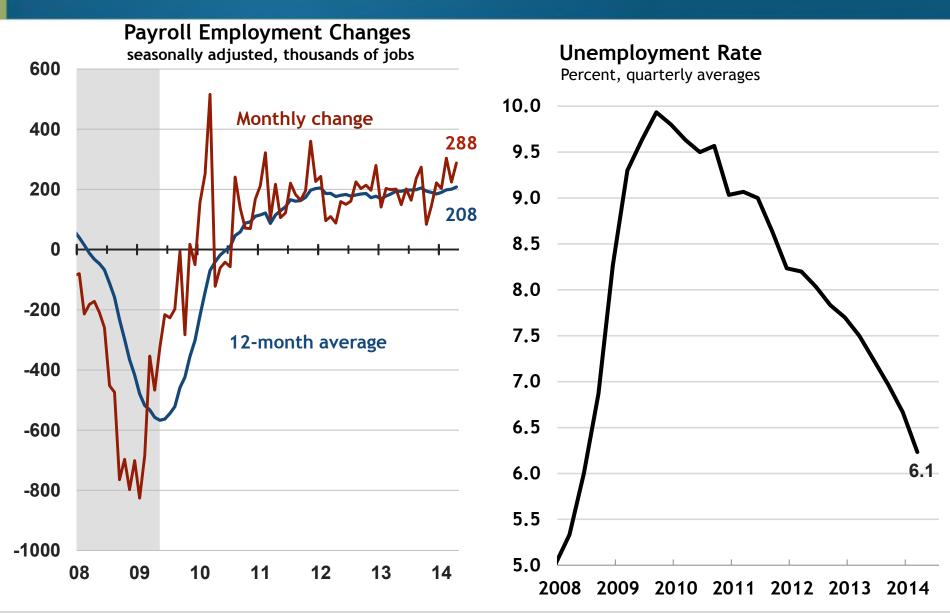
--- Household balance sheet repair?

Better, not best.

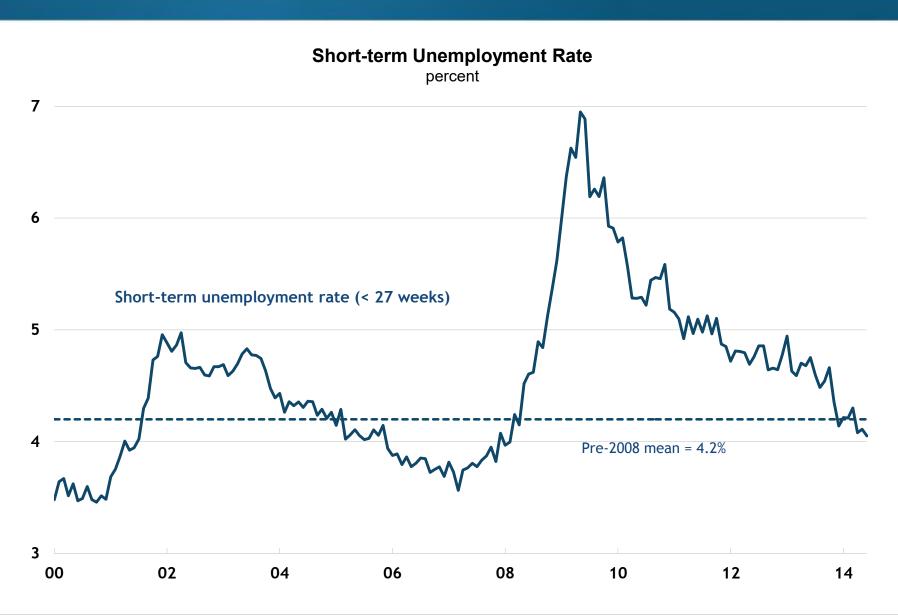
--- Supply problems?

Looks like maybe.

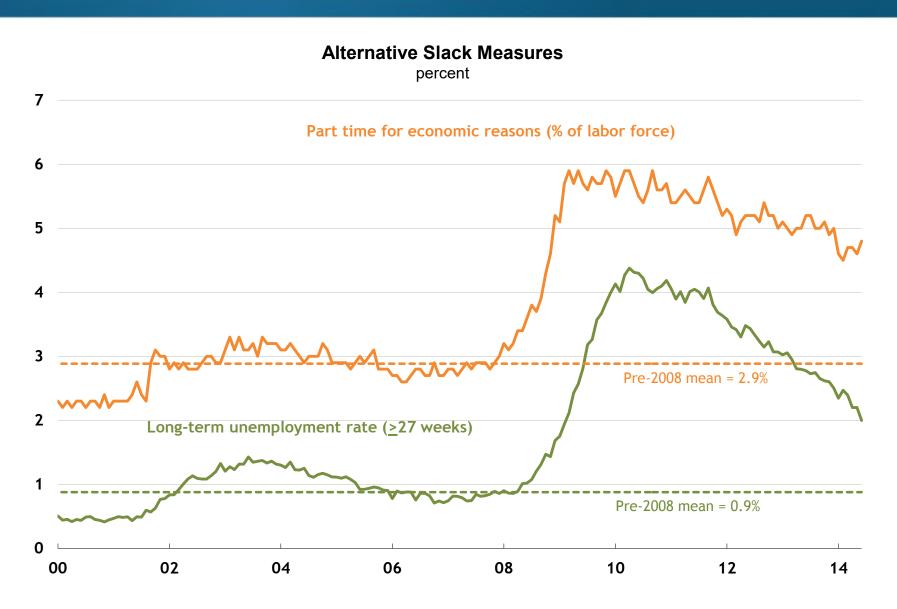
Employment growth remains reasonably strong, and the unemployment rate continues to decline.



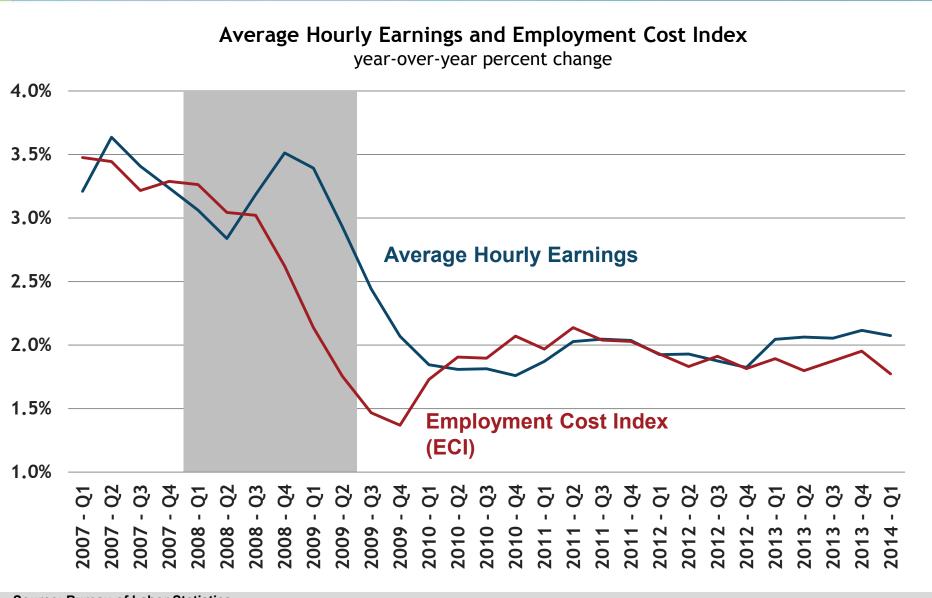
However, improvement in the labor market depends in part on where you look – short-term unemployment, great.



Long-term unemployment and "under-employment" – not so great.



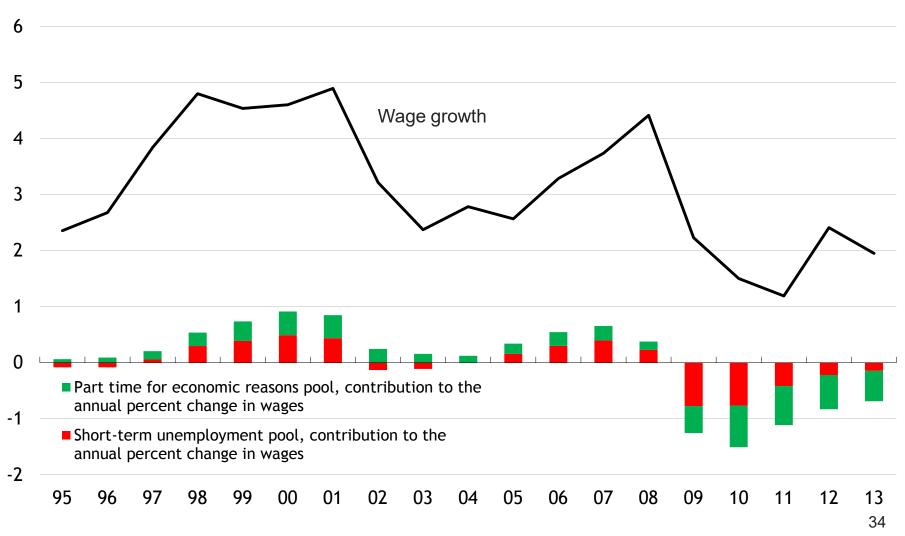
Furthermore, growth in wages and labor compensation continues to be quite sluggish.



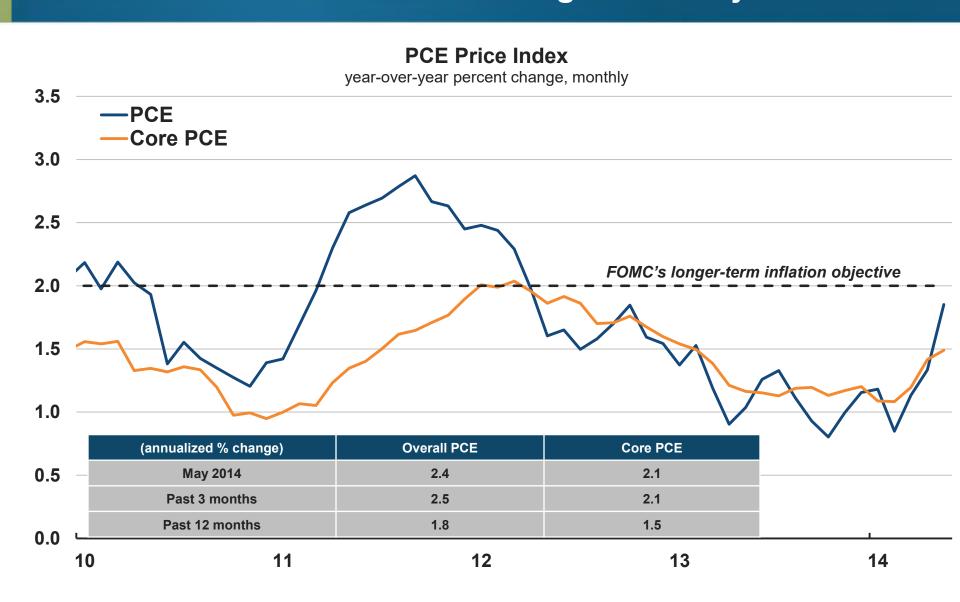
Source: Bureau of Labor Statistics

Wage Growth and Alternative Measures of Labor Market Slack





Prices have firmed recently, but the year-to-year inflation rate remains under the FOMC's longer-term objective.





Waiting and Watching