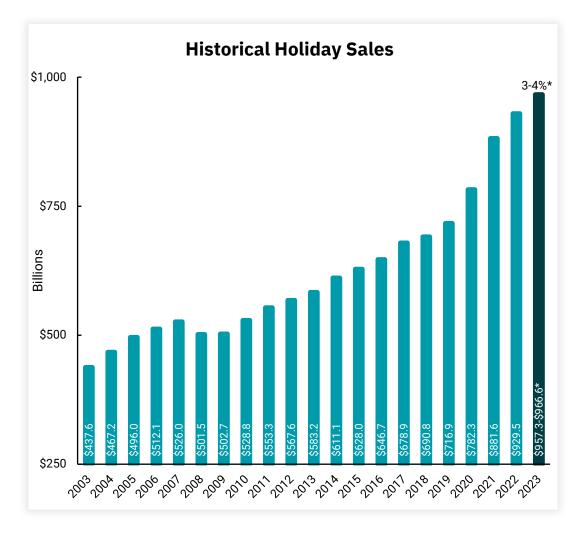
INVESTMENT MANAGEMENT

Weekly market update

Chart of the week (Nov. 17, 2023)





We initially thought it might be a bit early to have a chart around the upcoming holiday sales season, but when we saw "Black Friday Sales" already occurring, we reconsidered. It could be a sign of the times to see the traditional holiday selling season extended. After all, competition is as fierce as ever, and the changing sales environment (online versus brick and mortar) is altering the traditional calendar.

This week's chart shows the trend in holiday sales going back 20 years. With only a minor interruption during the financial crisis in 2008 and 2009, we have seen a steady progression higher. Since 2020, this progression has accelerated, leading to nearly double holiday sales since 2003. One read of the chart is to expect higher holiday sales as the U.S. economy grows, and certainly, gross domestic product (GDP) is higher now than in 2003. Another read is that despite the environment, there is a tendency for domestic consumers to spend more. Debt levels are higher than in years past as overall income growth has supported a higher debt load, and after all, this is the holidays we are talking about; spend now, pay later is alive and well.

But what to make of the visible surge over the last three years, and what do we expect for this year? We think there are a couple of factors at work. First, in response to the onset of the pandemic in March of 2020, we saw the Federal Reserve respond with lower rates, but the bigger factor was the quick and material increase in fiscal support from Congress. Money was sent from Washington directly into the pocketbooks of Americans. And while it might have been harder to spend money as the economy struggled to re-open and snarled supply chains made deliveries of online purchases difficult, consumers did spend more. As this direct infusion of cash has slowed, however, the effects of inflation can be seen. Retail sales are reported in nominal numbers, ignoring the impact of inflation. This means that consumer buying the same amount of goods but paying a higher price will result in a higher retail sales number.

For many, it will feel like we are spending more, but we are not getting more. The cumulative effect of overall price increases across our economy is stretching consumer budgets. So, while nominal retail sales are higher, the number of presents shared may remain the same or even less. Fortunately, it is not just spending that makes the holidays so wonderful, and we wish you and yours a safe, joyous season.

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Weekly market update



Commentary (Nov. 17, 2023)

Domestic Equities

- U.S. stocks had another strong week, bouncing sharply off correction territory at the end of last month and creeping toward intra-year highs. The term "soft landing" has re-entered the narrative with signs of cooling inflation.
- Core CPI (consumer price index) for the month and year-over-year came in lower than expected. Additionally, oil prices are down 20% from their recent September peak, further evidence of declining inflation.
- Also helping sentiment are strong reports from retailers. Gap, Ross Stores, and Target all reported better-than-expected results. Sales growth has been strong for these companies, and margins are also better, improving profitability.
- Housing stocks are benefiting from the soft-landing narrative in hopes that a
 pause in rate hikes will ease mortgage rates and fuel housing demand.

Bonds

- U.S. Treasury yields dropped on weaker inflation and employment data, with CPI and PPI (producer price index) both coming in below expectations for October. In contrast, initial jobless claims rose more than expected. This recent trend of softer economic data has contributed to the view that the Fed is done hiking this cycle, with Fed Fund Futures completely pricing out any hikes this year or next and pricing in at least one cut by June 2024.
- The broad investment-grade market was positive for the week, with returns being driven by lower rates and narrowing spread to a lesser extent.
- In international markets, global bonds rallied, outperforming domestic bonds due to a weaker U.S. dollar and softer economic data. Additionally, China injected 1.45 trillion yuan (\$200 billion) of cash into its market through its medium-term lending facility (MLF). This represents the largest MLF operation in the Chinese banking system in nearly seven years.

International Equities

- Global stocks rallied as the aftereffects of Tuesday's lower-than-expected U.S. CPI data continued to ripple through markets. Some investors became more convinced that global central banks are nearing the end of their interest rate hiking cycles.
- Many markets across Europe rallied, pushing developed markets higher for the week. The U.K. market moved higher after inflation fell sharply in October to 4.6% year-over-year, hitting a two-year low. The new data suggests the Bank of England may not raise policy rates at their December meeting.
- Emerging market stocks advanced this week, with solid gains seen across
 markets in Asia, Latin America and Eastern Europe. India's consumer price
 index rose 4.87% from a year earlier, falling for the third consecutive month.
 However, India's central bank will likely not reduce policy rates as food price
 inflation remains elevated.

Economics

- The Bureau of Labor Statistics (BLS) consumer price index (CPI-U) indicated prices were unchanged in October compared to an increase of 0.4% in September. Shelter costs rose in the month but were offset by lower gasoline prices. Over the prior 12 months, CPI-U increased 3.2%, down from 3.7% in September. Excluding food and energy, core CPI rose 0.2% in October and 4.0% over the prior 12 months.
- The BLS producer price index for final demand declined 0.5% in October, the largest monthly decline since April 2020. Goods declined 1.4% and services were unchanged in the month.
- The Census Bureau reported retail sales declined 0.1%, totaling \$705 billion in October, mostly due to declining auto sales and general merchandise.
 Despite the monthly decline, retail sales rose 2.5% compared to October 2022.



Weekly Market Update

For Week Ending November 17, 2023

Markets					Equ	ity Sty	/le							Economic Data		
		Change From			50/	5200										
	Last Price	Prior Week	Year End	Year Ago	520	JU 7	S&P 500								Last Release	Year Ago
Capital Markets					470	nn -) -							Inflation		
Dow Jones Industrial Avg	34,947.28	2.1%	7.5%	6.4%	-110		harman or							CPI Headline Inflation	3.2%	7.7%
S&P 500 Index	4,514.02	2.3%	19.3%	16.3%	420	00 -	M. Market							CPI Core Inflation	4.0%	6.3%
NASDAQ	14,125.48	2.4%	36.0%	27.8%		~								Personal Consumption Exp (PCE) Core	3.7%	5.5%
S&P 400 Midcap Index	2,536.78	4.0%	5.9%	3.5%	370	00 -										
S&P 600 Smallcap Index	1,171.16	5.2%	2.8%	-1.4%										Jobs		
MSCI EAFE	7,304.17	4.5%	10.9%	13.6%	320	00 -								Unemployment Rate (U3)	3.9%	3.7%
MSCI Emerging Markets	507.78	3.0%	4.5%	6.4%	270	20								Broader Unemployment Rate (U6)	7.2%	6.7%
Bloomberg US Agg	2,059.86	1.4%	0.5%	1.2%	2/(00								JOLT Survey (in millions)	9.55	10.85
Bloomberg Municipal 5 Yr	474.78	0.8%	1.3%	2.7%	220	00 —				-		_		Jobless Claims (000's)	231	211
Bloomberg US Corporate	3,037.45	1.8%	2.3%	3.4%		Nov-22	2 Jan-2	3 Mar-2	3 May-23	J	ul-23	Sep-23	Nov-23	Change in Non-Farm Payroll (000's)	150	324
Bloomberg Glb Agg ex US Hdg	546.38	0.9%	4.8%	3.3%					,					Average Hourly Earnings (Y/Y % Change)	4.1%	4.9%
Bloomberg High Yield	2,356.86	0.9%	7.8%	8.4%			4.84				v	B-	4 - 4			
MSCI US REIT Index	1,905.18	3.8%	-0.5%	-1.6%			1 Month	•	Year to Date*			ear to Da	te [*]	Consumer & Spending		
Bloomberg Commodity Index	232.50	0.4%	-5.4%	-6.9%		Value	Core	Growth			Value	Core	Growth	Consumer Confidence (Conf Board)	102.6	102.2
Biodiniborg Commodity mack	202.00	0.170	0.170	0.070		Tarae	00.0	0.011			Talao	00.0	0.011	Consumer Spending (\$ Bil)	18,853	17.804
	Last Price/Yield	Prior Week	Year End	Year Ago	Large	4.51	3,39	2.48	> 10%	ge	13.76	19.28	24.35	Consumer Credit (\$ Bil)	4.976	4.807
Key Rates	Last I fice/ field	I HOI WEEK	Tear Life	rear Ago	La	7.51	3.33	2.40	> 1078	La	13.70	13.20	24.00	Retail Sales (\$ Bil)	705	688
Fed Funds Target	5.50%	5.50%	4.50%	4.00%	l				•					rician Gales (# Bil)	703	000
	5.39%	5.40%	4.34%	4.20%	Mid	2.79	1.17	0.25	00/ 400/	Μid	3.55	5.92	8.13	Haveing		
3-Month Treasury 1-Year Treasury	5.23%	5.37%	4.69%	4.20%	Σ	2.19	1.17	0.23	0% - 10%	Σ	3.33	3.32	0.13	Housing Housing Starts (000's)	4.070	4 400
•							_						_		1,372	1,432
2-Year Treasury	4.89%	5.06%	4.43%	4.45%	≡	0.70	0.40	0.04		ਰ	4.00	0.04	4.44	Case-Shiller Home Price Index	311.50	303.69
5-Year Treasury	4.44%	4.68%	4.00%	3.94%	Small	2.79	2.42	2.01	<0%	Small	1.06	2.81	4.44			
7-Year Treasury	4.47%	4.71%	3.97%	3.86%						0,				U.S. Productivity		
10-Year Treasury	4.44%	4.65%	3.87%	3.77%	·	*S&P Indic	es							Real Gross Domestic Product (\$ Bil)	22,492	21,851
30-Year Treasury	4.59%	4.76%	3.96%	3.88%										Quarter over Quarter Change	4.9%	2.7%
					Fixe	d Inco	ome Style							Year Over Year Change	2.9%	1.7%
Consumer Rates					6.0	0/			Yield Curve					ISM Manufacturing	46.70	50.00
30-Year Mortgage	7.74%	7.87%	6.66%	5.83%	0.0	/6			rieid Curve	•				Capacity Utilization	78.90	80.64
Prime Rate	9.25%	9.25%	8.25%	7.75%	5.5	0/								Markit US Composite PMI	50.70	48.20
SOFR	5.32%	5.32%	4.77%	3.80%	5.5	70								·		
					5.0	0/		_	_	-Curr	rent			U.S. General		
Commodities					5.0	70	—1 Year Ago							Leading Economic Indicators	104.6	113.5
Gold	1,980.82	1,940.20	1,824.02	1,760.44	4.5	0/	1.1001.190						_	Trade Weighted Dollar Index	122.6	125.9
Crude Oil (WTI)	75.89	77.17	80.26	75.65	4.5	%								EUR / USD	1.09	1.04
Gasoline	3.32	3.38	3.21	3.71	4.0	۰,								JPY/USD	149.63	140.20
Natural Gas	2.96	3.03	4.48	5.60	4.0	% -								CAD / USD	0.73	0.75
Copper	3.77	3.63	3.81	3.69	l									AUD / USD	0.75	0.73
Сорреі	3.11	3.03	3.01	3.09	3.5	% -								AOD / OOD	0.05	0.67
	P/E	P/E	Price to	Current Div	3.0					+		+		S&P 500 Sector Returns		
	Forward	Trailing	Book	Yield			3 Mo	2 Yr	5 Yr	7 Y	r 10	0 Yr	30 Yr	SAF 500 Sector Returns	1 Month	YTD
Index Characteristics	Forward	iraning	DOOK	rieia			4.84 11-				v	D-				
						Cham	1 Month					ear to Da		Information Technology	8.33%	50.82%
Dow Jones Industrial Avg	19.20	19.50	4.44	2.04	Ι.	Short	Interm.	Long	_		Short	Interm.	Long	Communication Services	1.89%	50.20%
S&P 500	20.32	20.42	4.22	1.56	5					₹				Consumer Discretionary	4.03%	32.78%
S&P 500 Value	17.60	17.70	2.79	1.98	Govt	1.00	1.83	5.67	> 10%	Govt	2.68	1.51	-6.54	Industrials	2.35%	8.86%
S&P 500 Growth	23.29	23.33	7.32	1.22	~					J				Material	1.38%	4.83%
NASDAQ	29.67	33.42	5.63	0.83	اما					Ω				Financials	3.85%	3.83%
S&P Midcap 400	15.19	14.58	2.20	2.07	Corp	1.21	2.66	6.21	0% - 10%	Corp	3.41	3.18	0.59	Real Estate	4.18%	-0.22%
S&P Smallcap 600	14.58	12.82	1.62	1.91	0					O				Energy	-7.14%	-1.01%
MSCI EAFE	13.38	13.07	1.64	3.39	l i									Consumer Staples	2.49%	-3.83%
MSCI Emerging Markets	13.32	13.95	1.56	3.13	눞	1.54	2.94	5.11	<0%	₹	8.51	7.87	6.15	Health Care	-2.09%	-4.44%
co. Emorging Markoto	10.02	10.00	1.50	0.10	+				2070	Т.				Utilities	4.24%	-9.52%
Source: Bloomberg					'	1-3 Yrs	1-10 Yrs	+10 Yrs	-		1-3 Yrs	1-10 Yrs	+10 Yrs	Otilido	7.47/0	-3.32 /0
Course. Diodriberg						. 0 .13										

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