



Lunch with Lisa

SMALL BITES OF KNOWLEDGE

Reading signs

The other day I went to the Fairfield Subaru parts department and saw this sign. I completely agree with the sentiment and acknowledge the lack of staff at many businesses. But my question is, shouldn't we always be kind to those who show up?



I always tell my sons that you get what you give whether it's anger, a smile or kindness. You can make someone else's work day exceptional by treating them with respect because they are working for a living trying to support themselves, and maybe a family too. You may not receive respect back initially, but one can imagine that some day it will stick, and eventually they will exude respect too. And if it never does, who cares? Do the best version of you! You (and the world) deserve it!

RE/MAX Gold recently showed their respect for it's agents! As I pulled out of my driveway I saw this sign and my brain slowly sorted it out, because it looked vaguely familiar. Then I choked with laughter realizing what it said!



The list of 2021 award winners had been issued and RE/MAX GOLD placed these signs in front of every recipients home. Validates why I have stayed with this company for over 10 years, 1/3 of my real estate career, because they show the love!

Current market facts, as noted on the next page, allows us to read the real estate signs, but how to be directed depends on your goals and desires. Which road are you needing to take? The turn to your 1st home, the journey to investments or the road straight to retirement?

Either way, you will need to hop in the car, turn the key and step on the gas! I am here to supply the road map which will help you complete the journey, and interpret the signs as they change which they most certainly will.

"EVEN IF YOU'RE ON THE RIGHT TRACK, YOU'LL GET RUN OVER IF YOU JUST SIT THERE." ~ WILL ROGERS

"IF YOU DON'T KNOW WHERE YOU ARE GOING, ANY ROAD WILL GET YOU THERE." ~ LEWIS CARROLL



New records continue to be set for both home prices and rental rates. While housing demand will eventually slow as interest rates continue to climb and remain elevated, tight supply is the key to higher housing costs in the short term and the long term. With more homes being listed onto the market in the next few months while home building momentum continues to push forward in the second quarter, housing costs will likely ease later this year but may not start leveling off until after the spring home-buying season.

California Median Price Sets a New Record: The statewide median home price surpassed \$800k for the first time in six months and recorded a new high of \$849,080 in March. California existing single-family home sales increased in their median price by 11.9% from a year ago and began to accelerate again as the market prepared to enter the home-buying season. The month-to-month percent change in median price also soared to the highest level since March 2013 and the 10.1% increase was the first time in nine years that the growth rate reached a double-digit pace. March's month-to-month increase was also more than twice the long run average of 4.5% recorded between a February and a March in the last 44 years. With the market competitiveness likely to remain heated, the statewide median price could increase further in the next few months during the traditional home buying season.

Rents Continue to Surge: Along with home prices, cost of renting also jumped rapidly at the national level with single-family rent prices up 13.1% year-over-year in February. U.S. rent prices extended its 11th straight month of record-level gains and reached another new high as another double-digit increase was recorded. Supply shortage in available rentals has contributed to the prolonged run-up in price growth, while robust home price increases most likely have played a role in the high rent growth as well.

Fewer Buyers Searching for a Home: While sales remained solid in the latest sales and price report, there are signs that imply a market slowdown could be forth coming in the second half of 2022. A quarterly report released by National Association of Home Builders suggests that fewer buyers were trying to find a home to buy in the first quarter of this year. Higher mortgage rates and double-digit growth in home prices are slowing down the housing demand momentum and the effect may become evident in a couple of months.

Mortgage Applications Dip as Rates Climb Further: With interest rates remaining on the rise, mortgage applications continued to decline since they started slowing in early February. The decrease was attributed primarily to the fall in refinancing activities, with the corresponding index down 8% from the prior week and was 68% lower than the same week a year ago. Purchase applications also weakened but at a more moderate pace.

Homebuilding Momentum Continues: Building activities was the pleasant surprise this week, as overall housing starts increased 0.3% from the prior month, while building permits also rose solidly on a month-to-month basis. Much of the upward adjustment came from multifamily units, however, as single-family starts actually declined 1.7% in March and permits fell 4.8%. Despite the pullback, single-family construction remained exceptionally strong year-over-year, with starts totaled 1.2 million units this year compared to 1.13 million units in 2021. The strong start in home building in Q122 reflects some easing in supply constraints, as builders may have found workarounds while construction employment continues to improve.



Sign up for a *FREE* lunch with me!

Once a week I would love to have lunch with a reader! It can be a learning lunch, a shoot the breeze lunch or just munching in silence (a meditative lunch). Send me a message to reserve a time!

EMAIL sendtolisa@att.net (707) 688-4694 TEXT



Happy Mother's Day!

This Mom is going to shamelessly plug her sons' new business. Forever grateful if you would consider using this beneficial service, or to tell a friend. Thank you!

I love scooping poop!



...SAID NO ONE. EVER.

But it is a necessary task that we are willing to take on! Never carry or store heavy bags of kitty litter again. We provide both the litter and the boxes, and scoop 2 or 3 days a week.

- No need to be at home to benefit from this service. Place the litter box on the porch so we can swap it out with a clean one!
- Boxes are disinfected once a week.

Convenient home service for cat owners, especially for those who are pregnant, undergoing chemotherapy, immunocompromised, homebound, physically challenged or just pooped out.

www.MyCleanPaws.com



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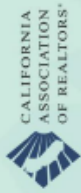
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Report as of

April 2022

California Latest Market Data



*Daily Average
for week ending
April 23, 2022

How the market is doing

442

Closed Sales
per day*



303

Pending Sales
per day*



241

New Listings
per day*



% change indicates change from last week

What REALTORS® are saying



-5.9%

21.3%

Closed a sale



-4.3%

23.2%

Entered escrow



-0.3%

23.2%

Listed a property

% change indicates change from last month

What REALTORS® think will happen

3.7%

35.6%

Sales will be up

0.8%

51.3%

Prices will be up

1.0%

40.3%

Listings will be up



% change indicates change from last month

Source: California Association of REALTORS®