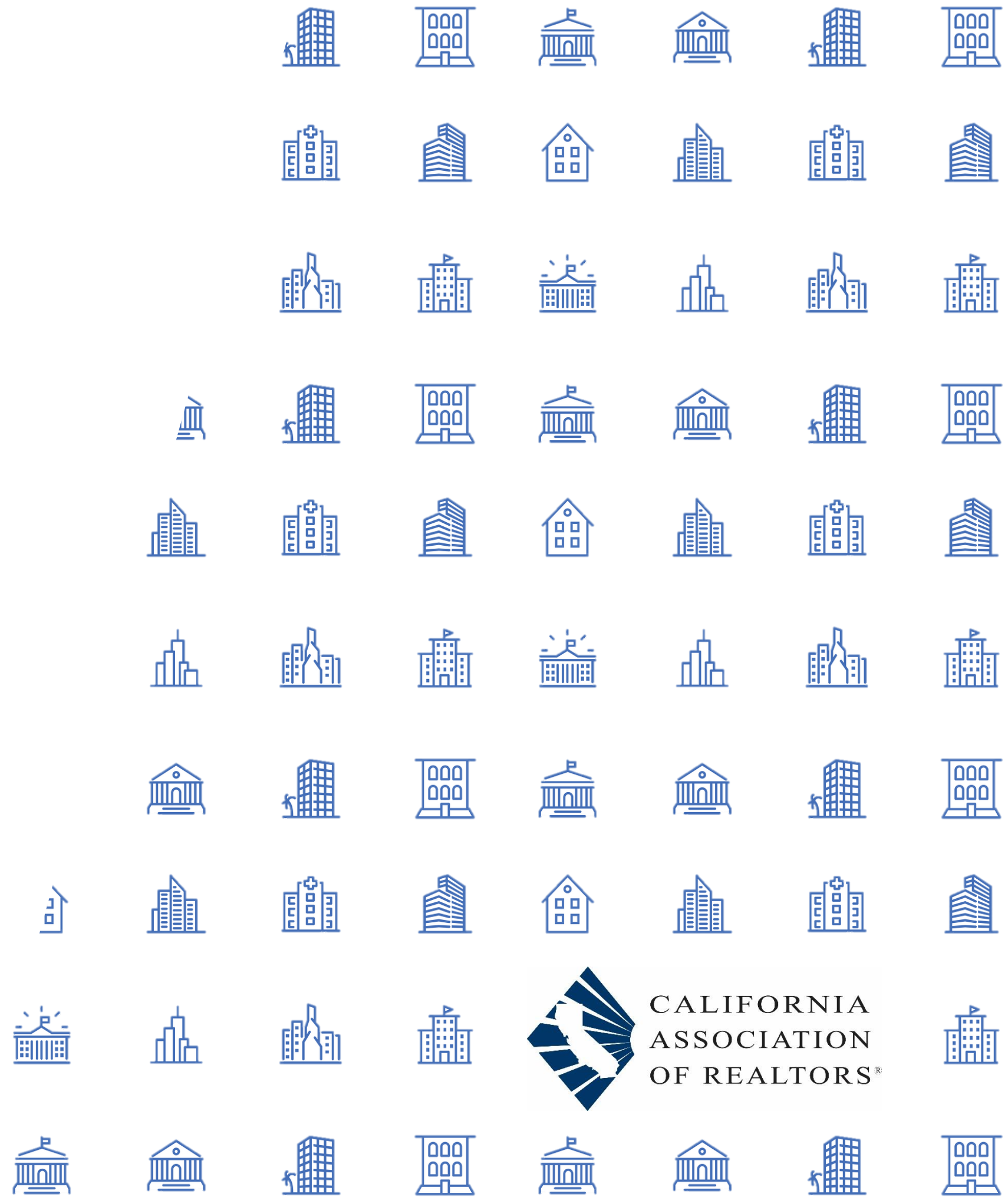


California Housing Market Update

Monthly Sales and
Price Statistics
July 2020



California housing market: sales up, price set new record, supply lowest in years

July 2020

+6.4% YTY
-10.0% YTD

Existing Home Sales
% change



Price

\$666,320
+9.6% Y2Y



Unsold Inventory Index

2.1 months
-34.4% Y2Y



Median Days on Market

17 days
-19.0% Y2Y



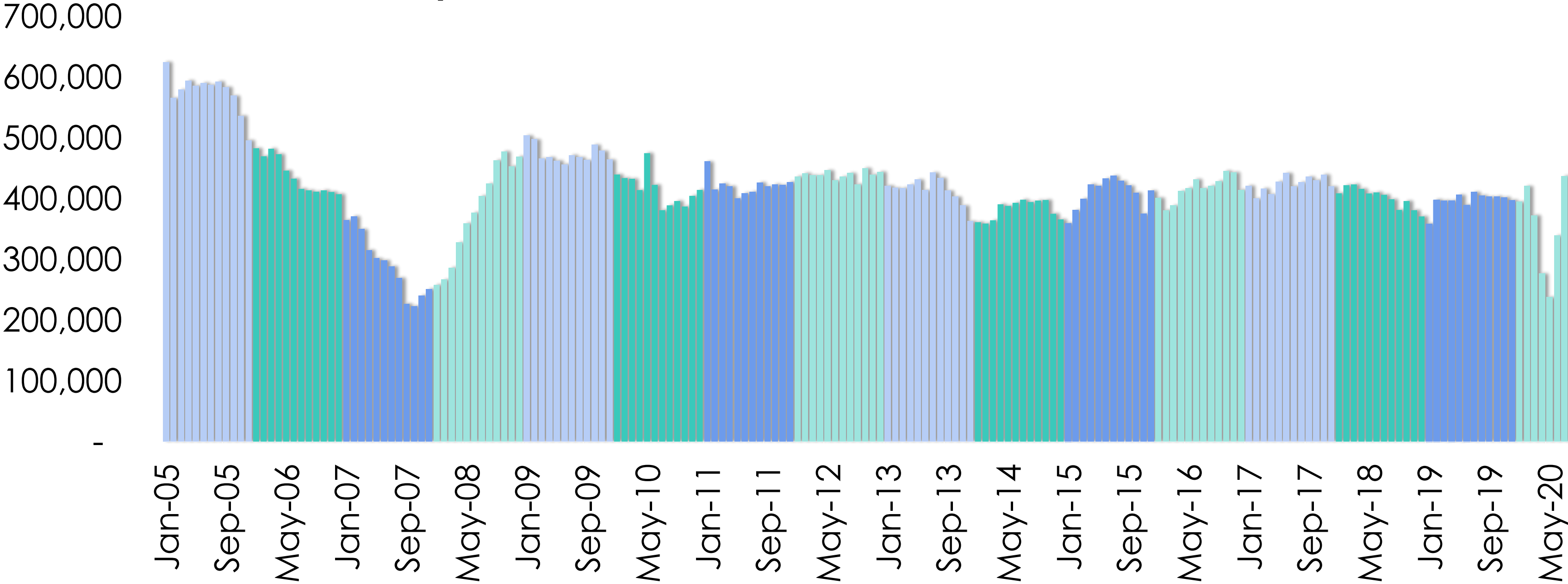
Sales Price to List Price Ratio

100.0%
+1.0% Y2Y

Sales

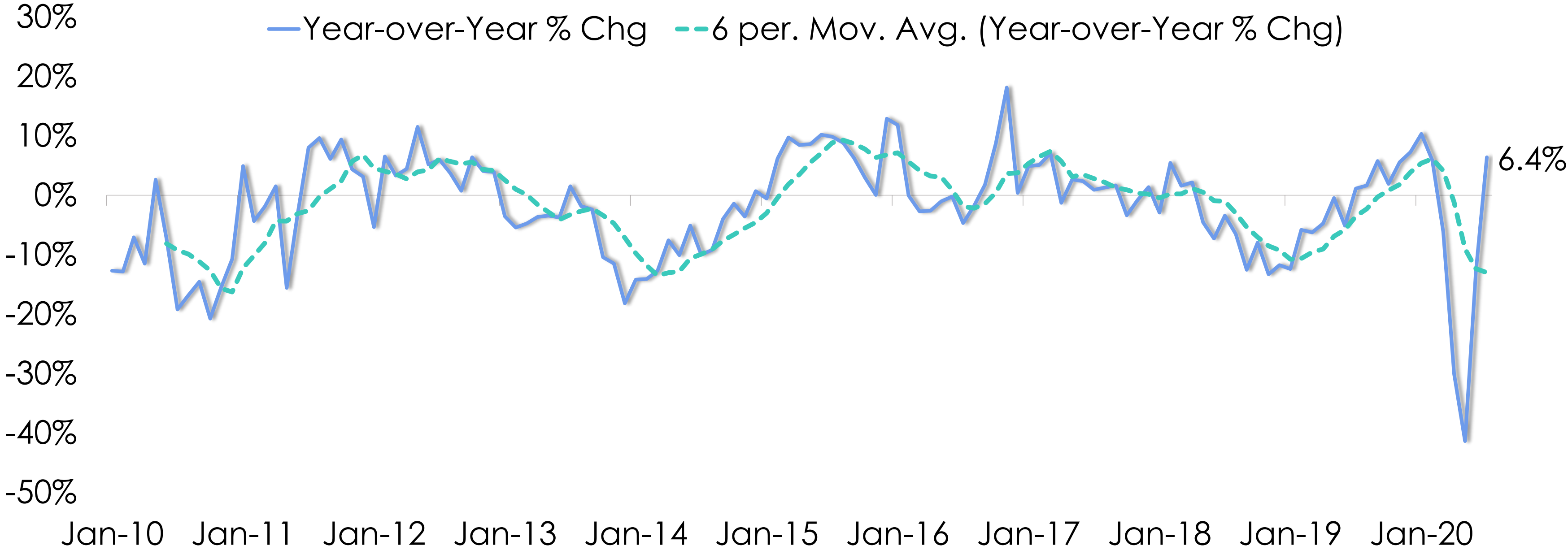
Sales surged passed 400k for the first time since the pandemic

California, July 2020 Sales: 437,890 Units, -10.0% YTD, +6.4% YTY, +28.8% MTM



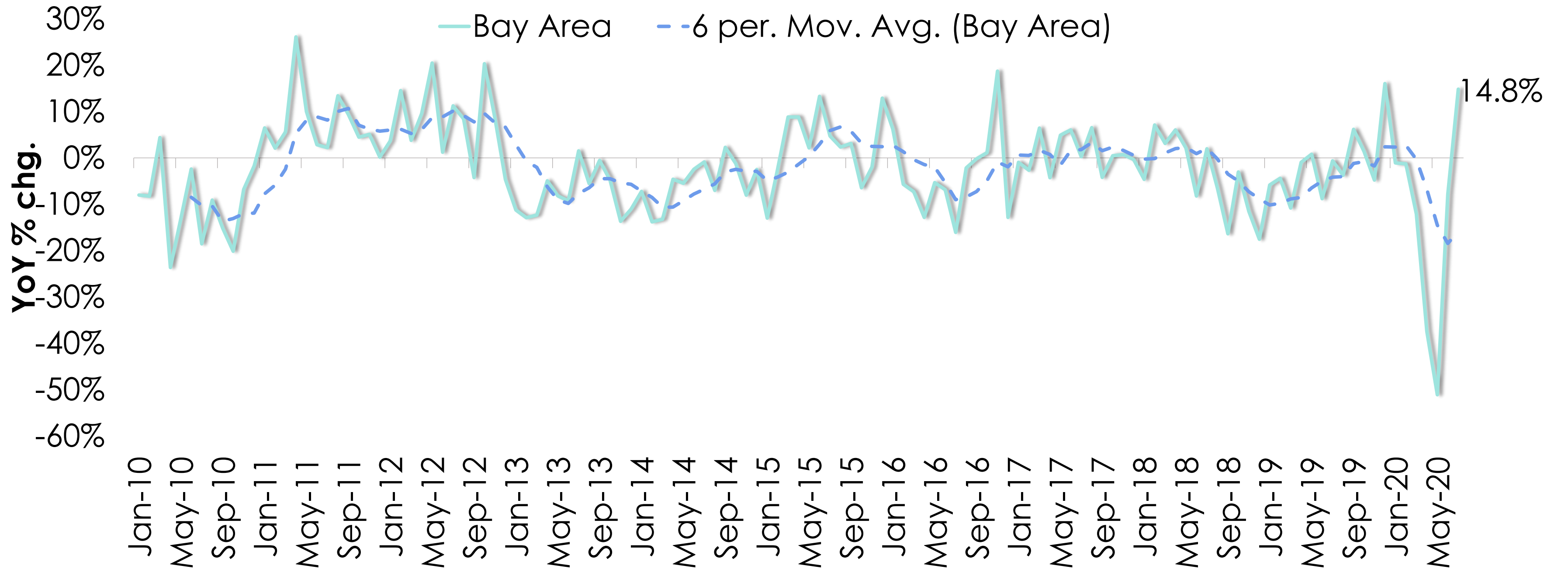
SERIES: Sales of Existing Single Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

California home sales continued improving and turned positive on a year-over-year

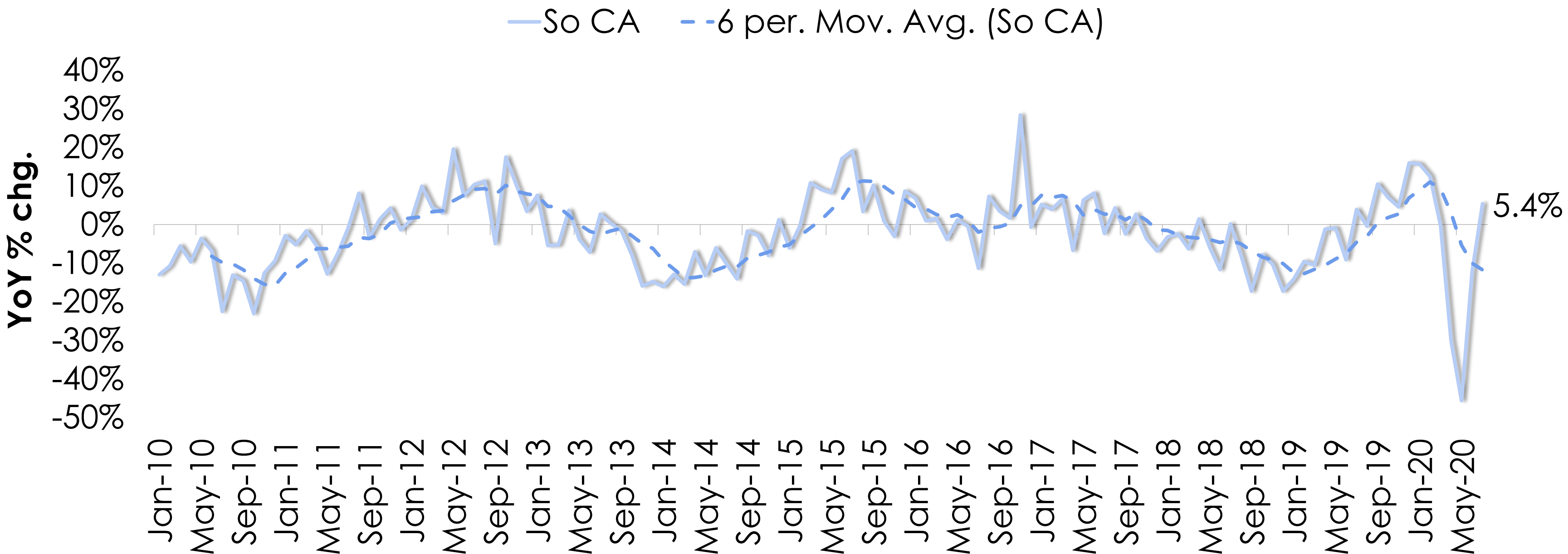


SERIES: Sales of Existing Single Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

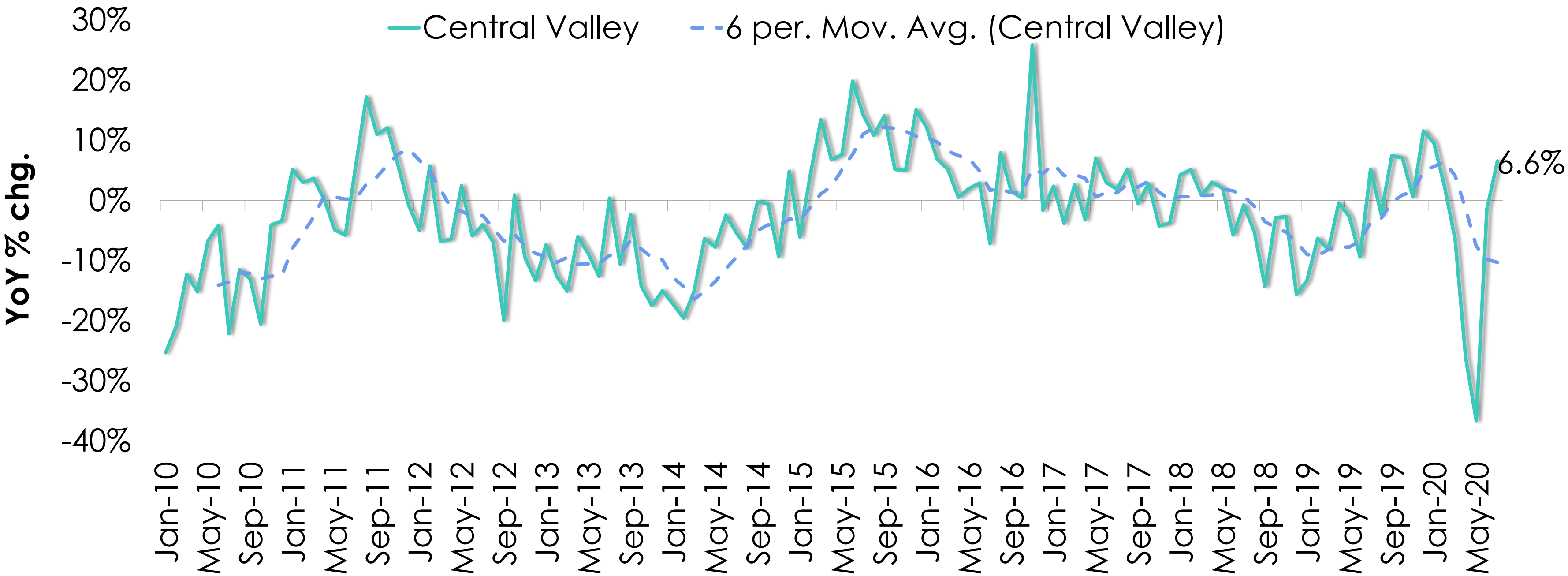
Bay Area sales rebound after sharp decline



So. California sales bounced back after significant dip



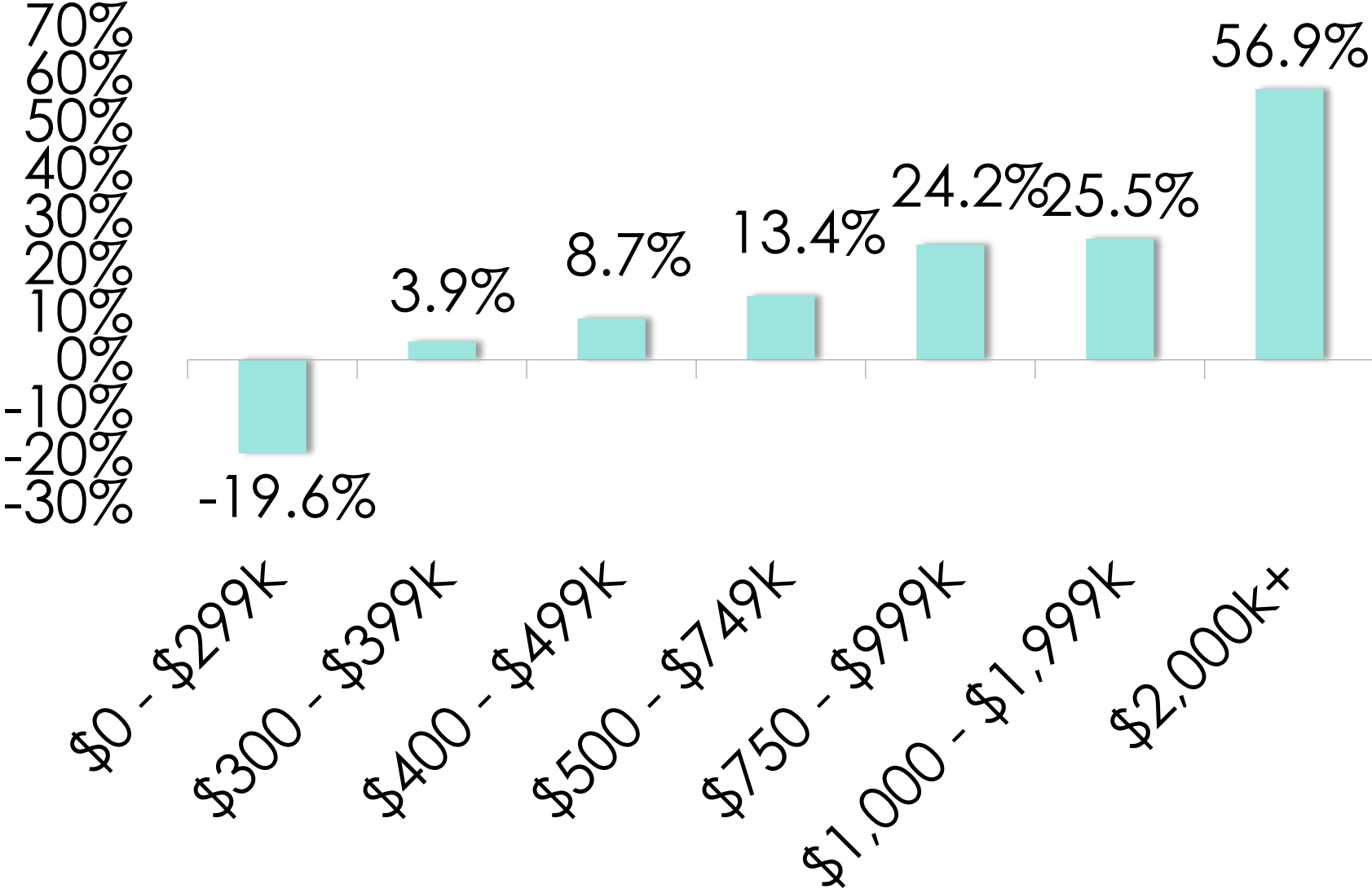
Central Valley sales bounced back past last year's level



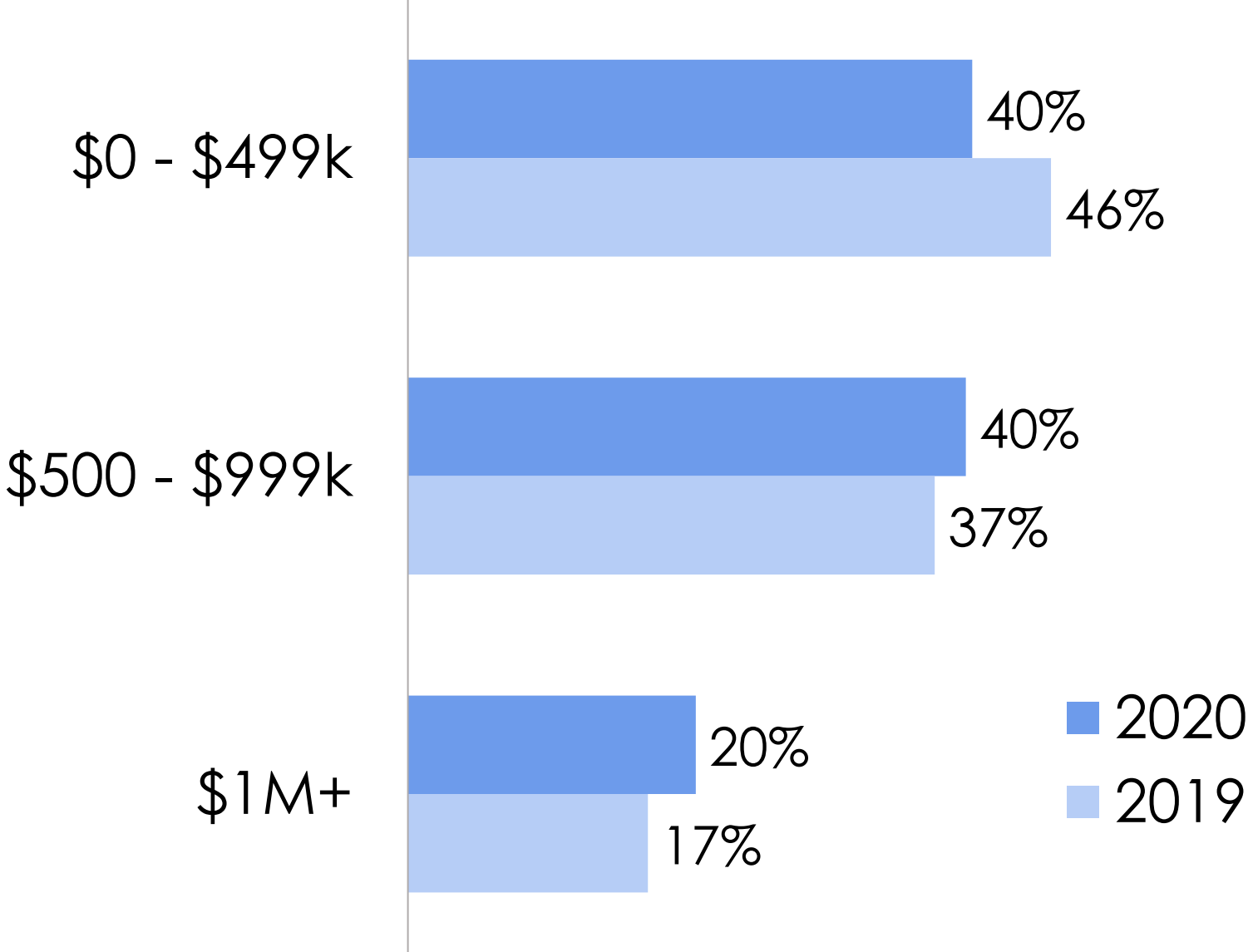
SERIES: Sales of Existing Single Family Homes
 SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Sales up big for high-end markets

**July 2020
(YTY% Chg.)**



Share by Price Segment

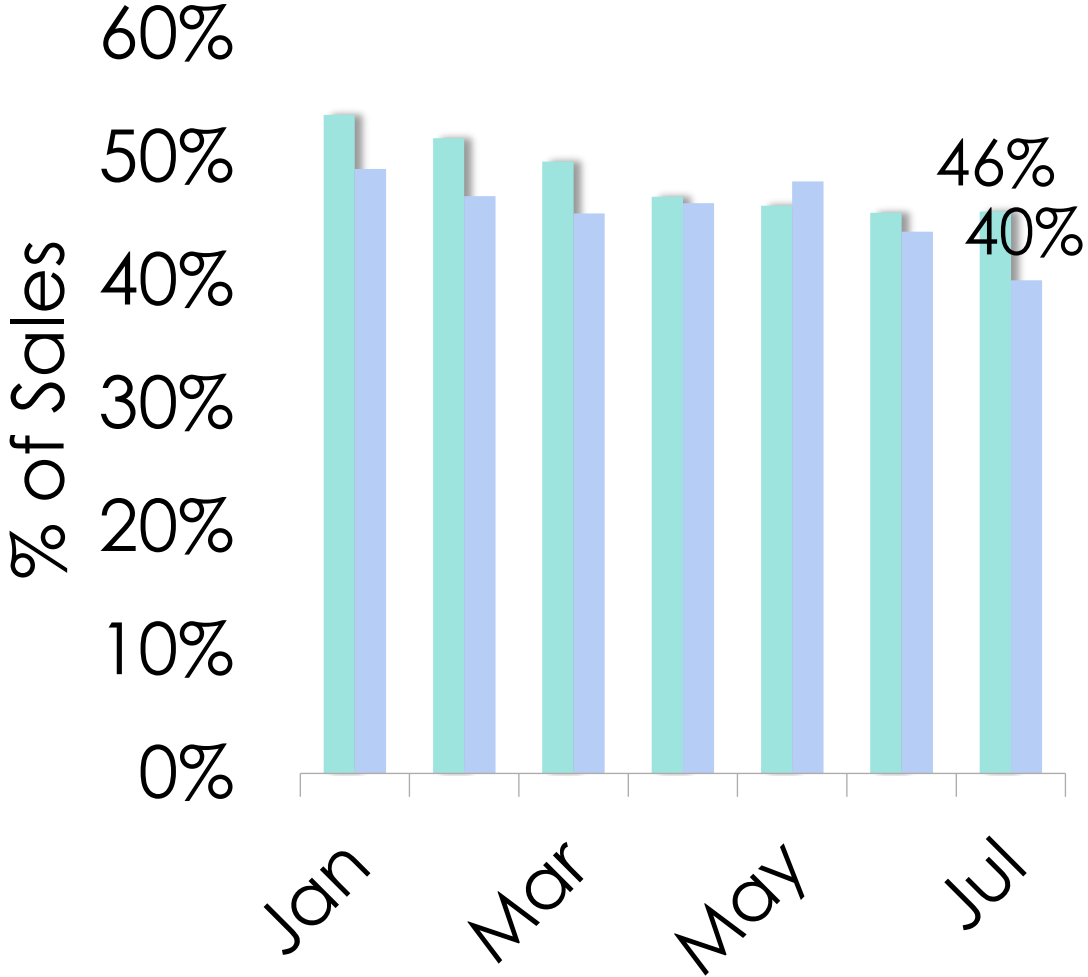


SERIES: Sales of Existing Detached Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

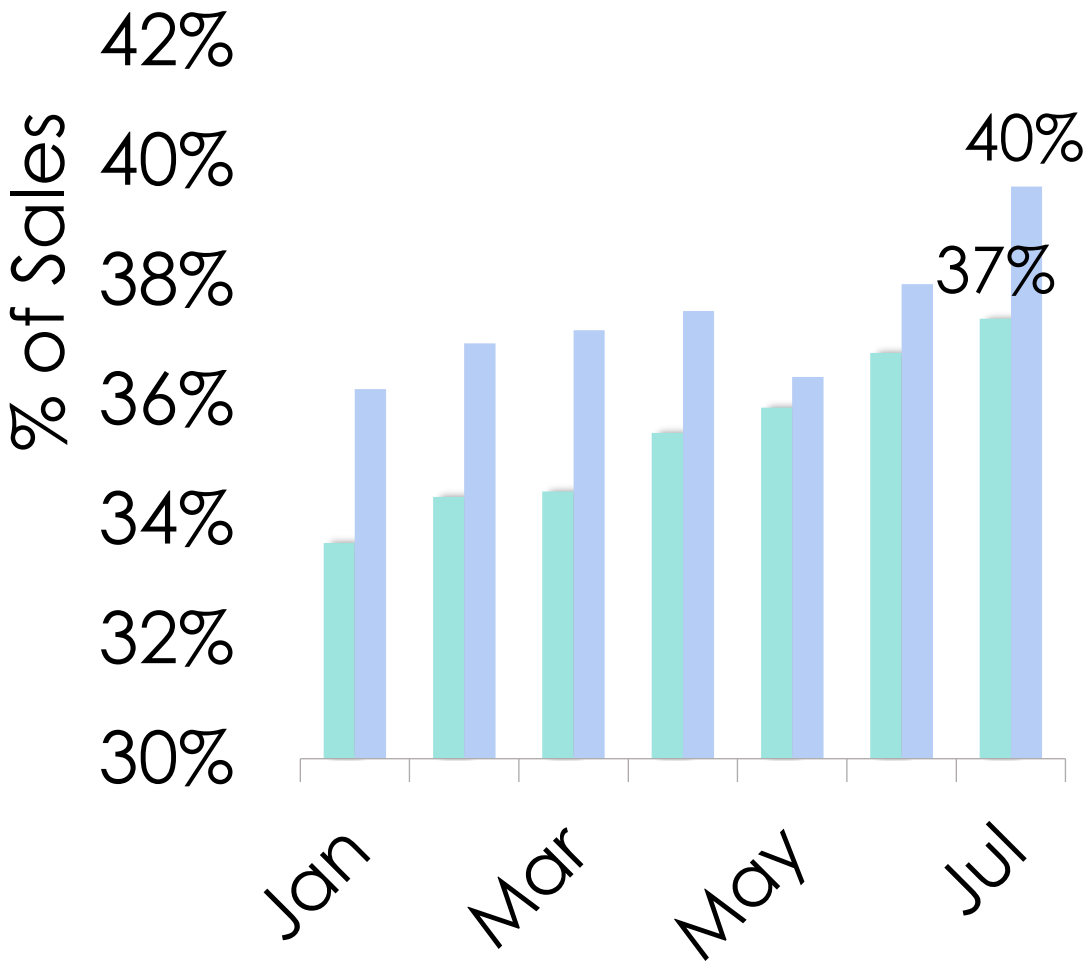
Change in the mix of sales changed – more high-end home sales in July

2019 2020

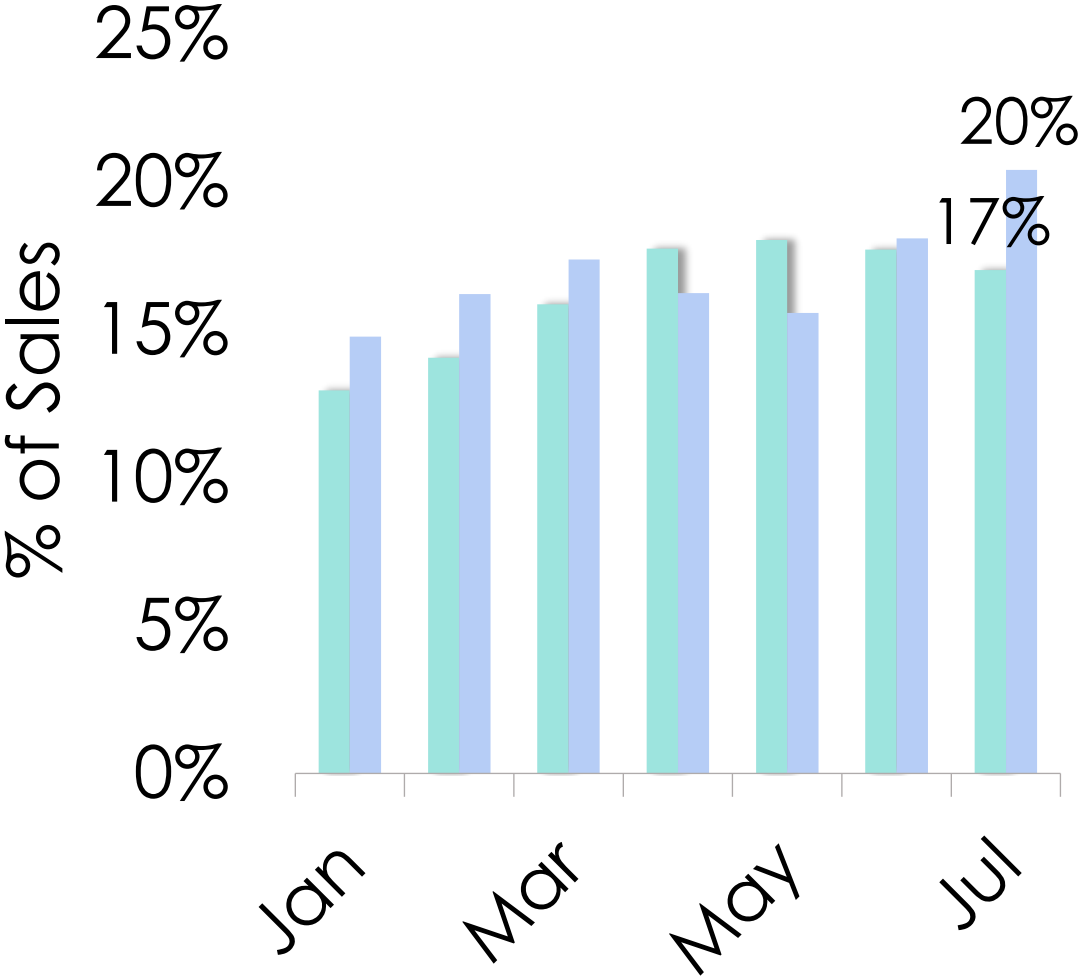
\$0 – \$499k



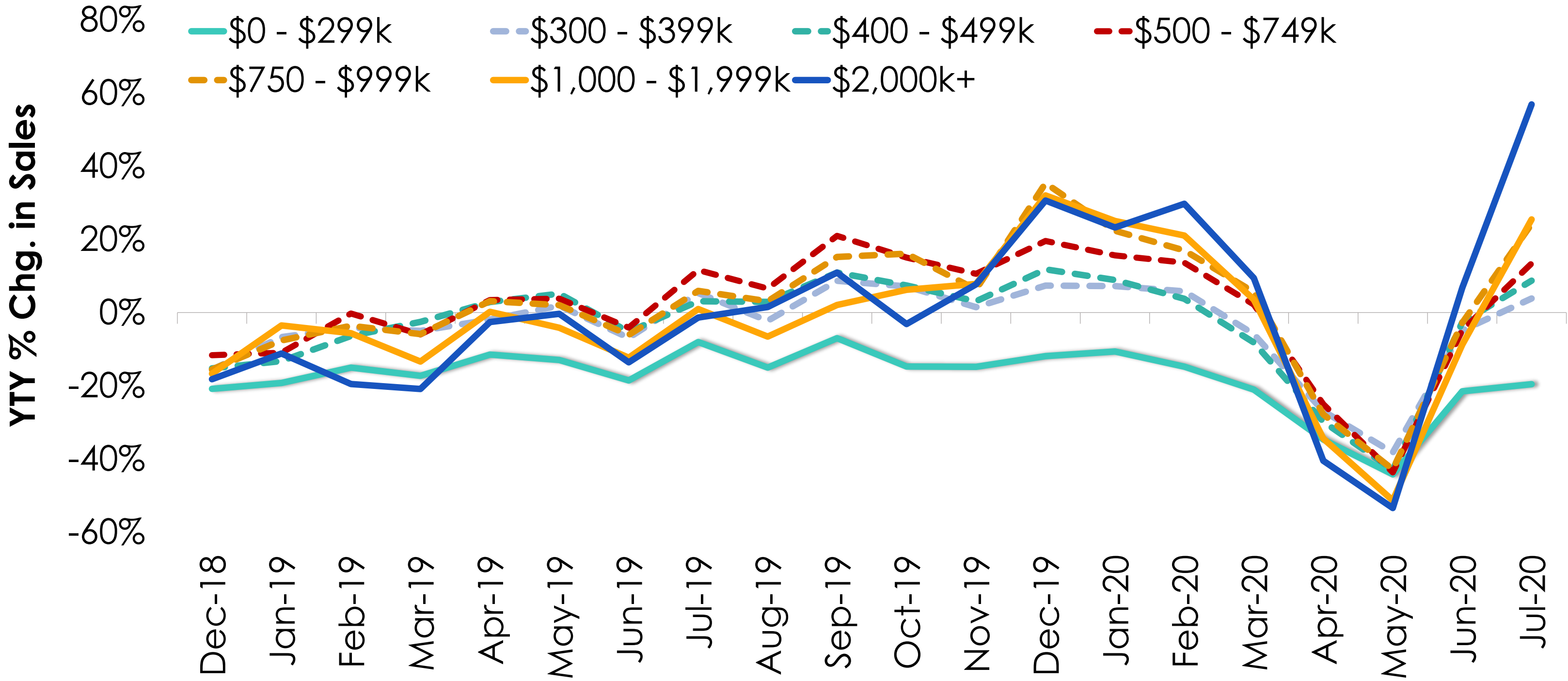
\$500 – \$999k



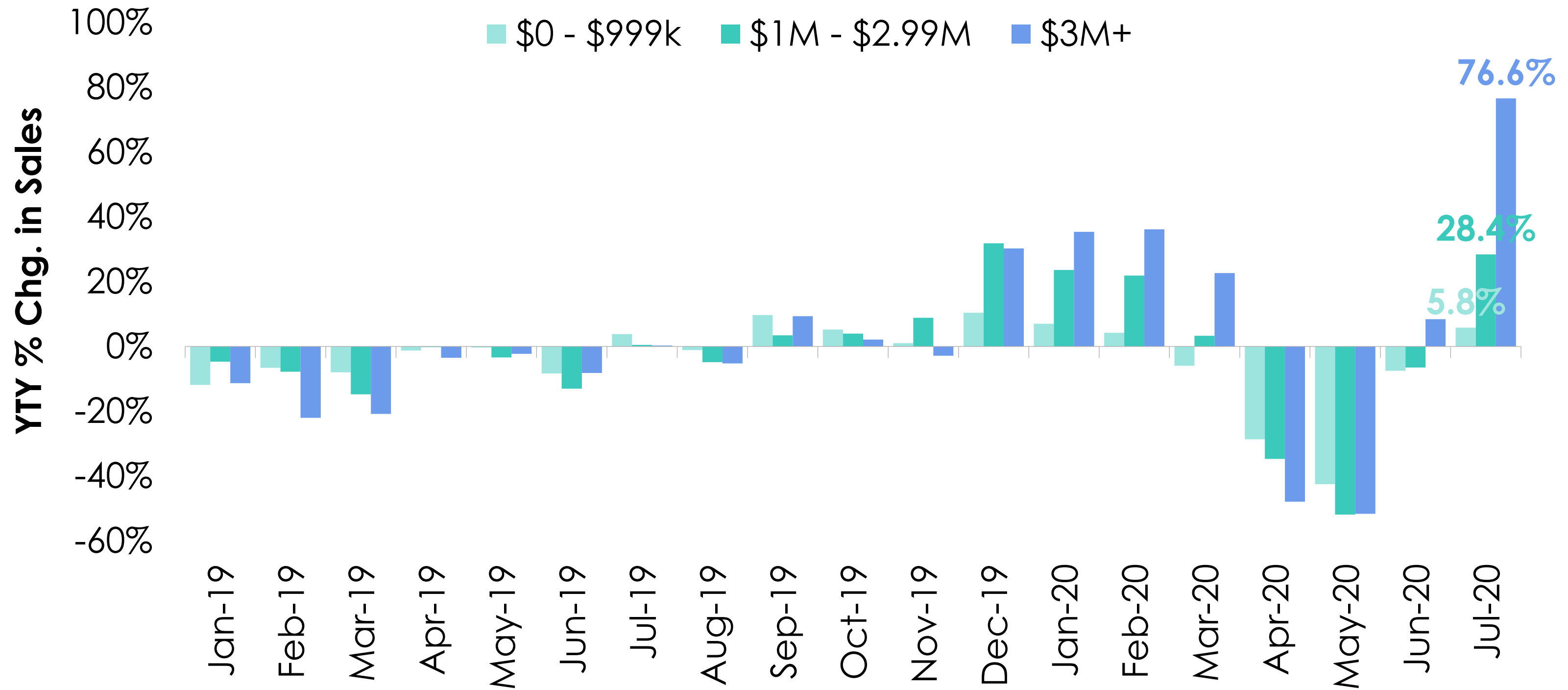
\$1M+



Sales rebounded but the growth was particularly strong in the high-end market

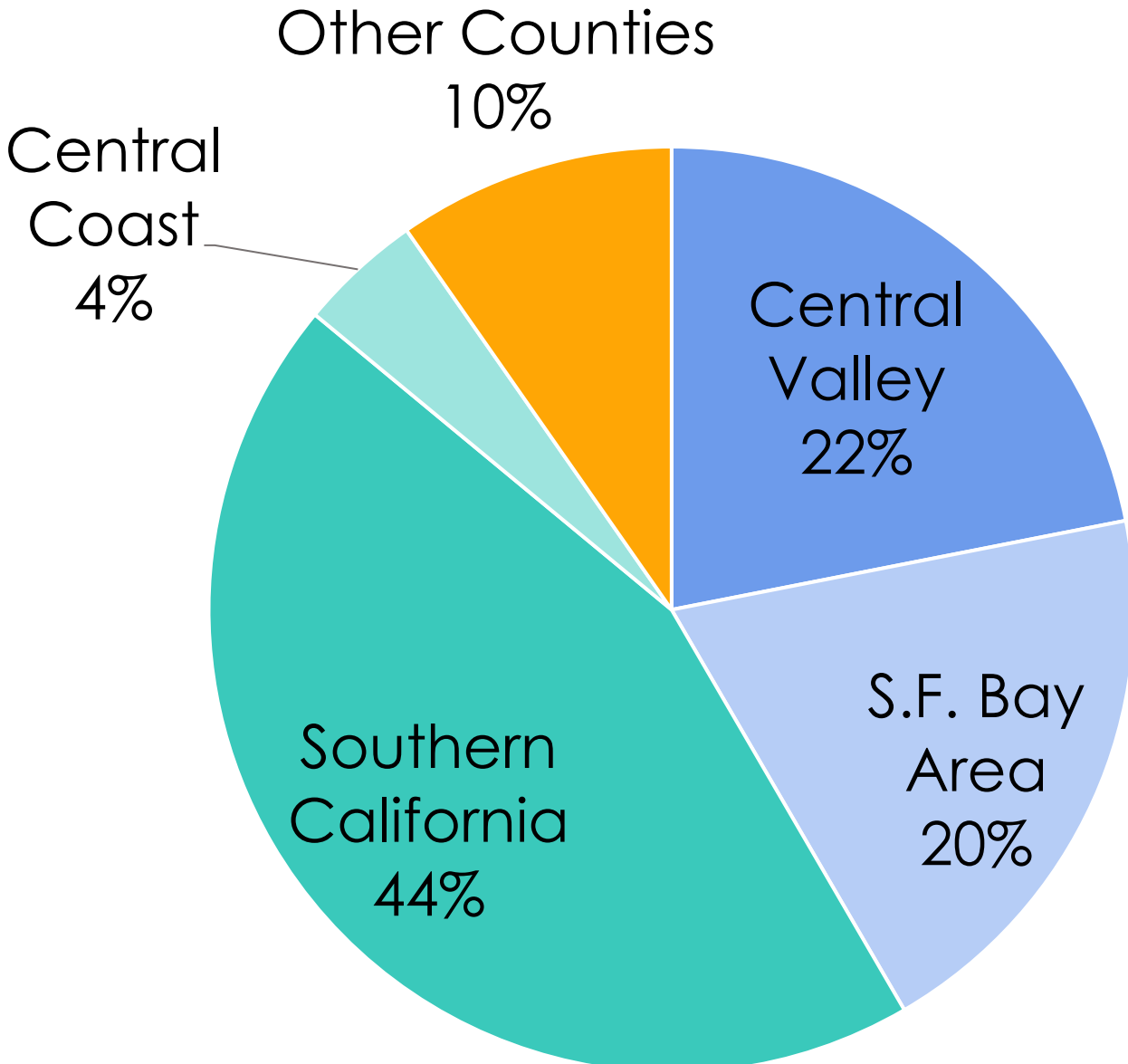


Sales improvement more pronounced in ultra high-end market

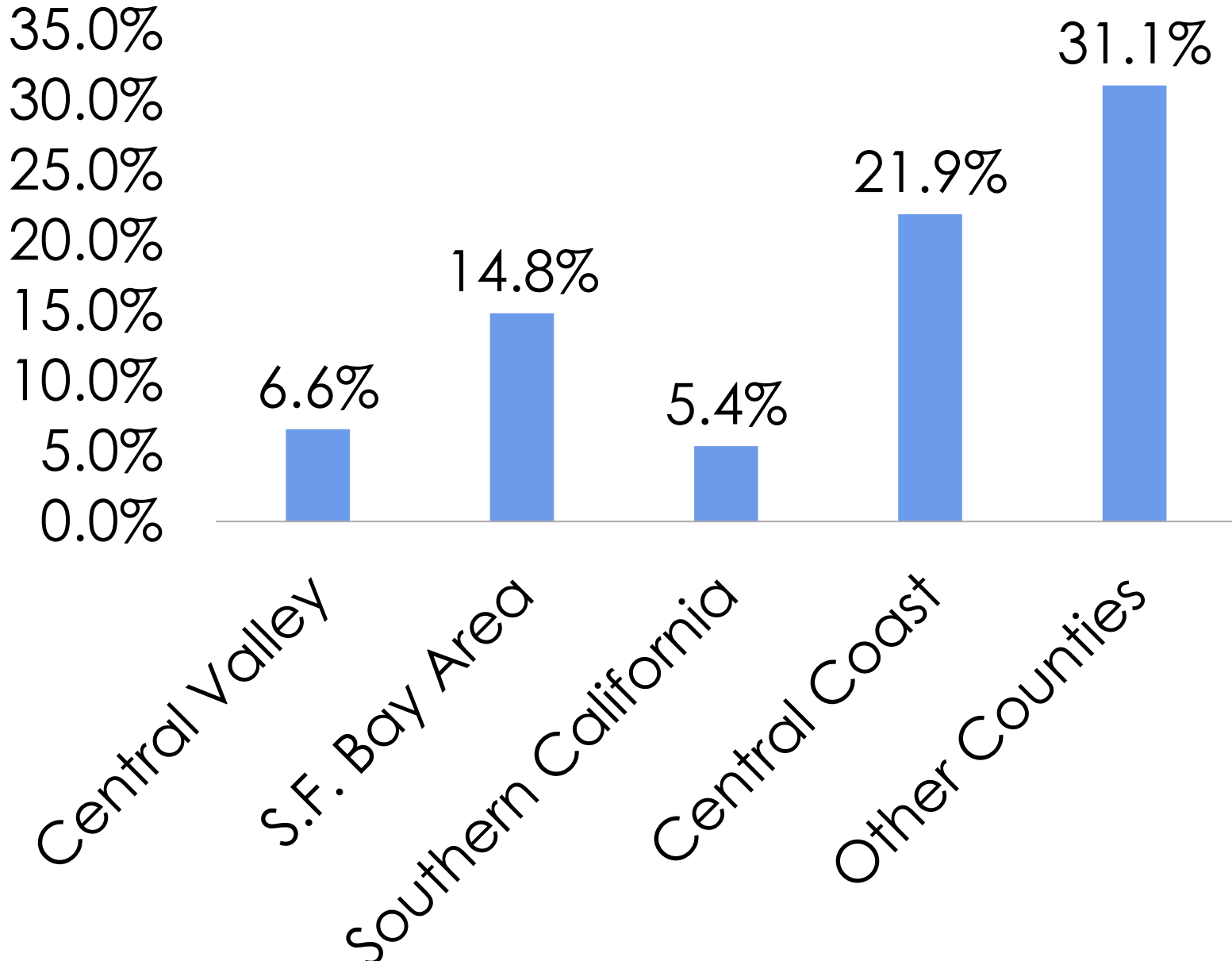


Sales by Region

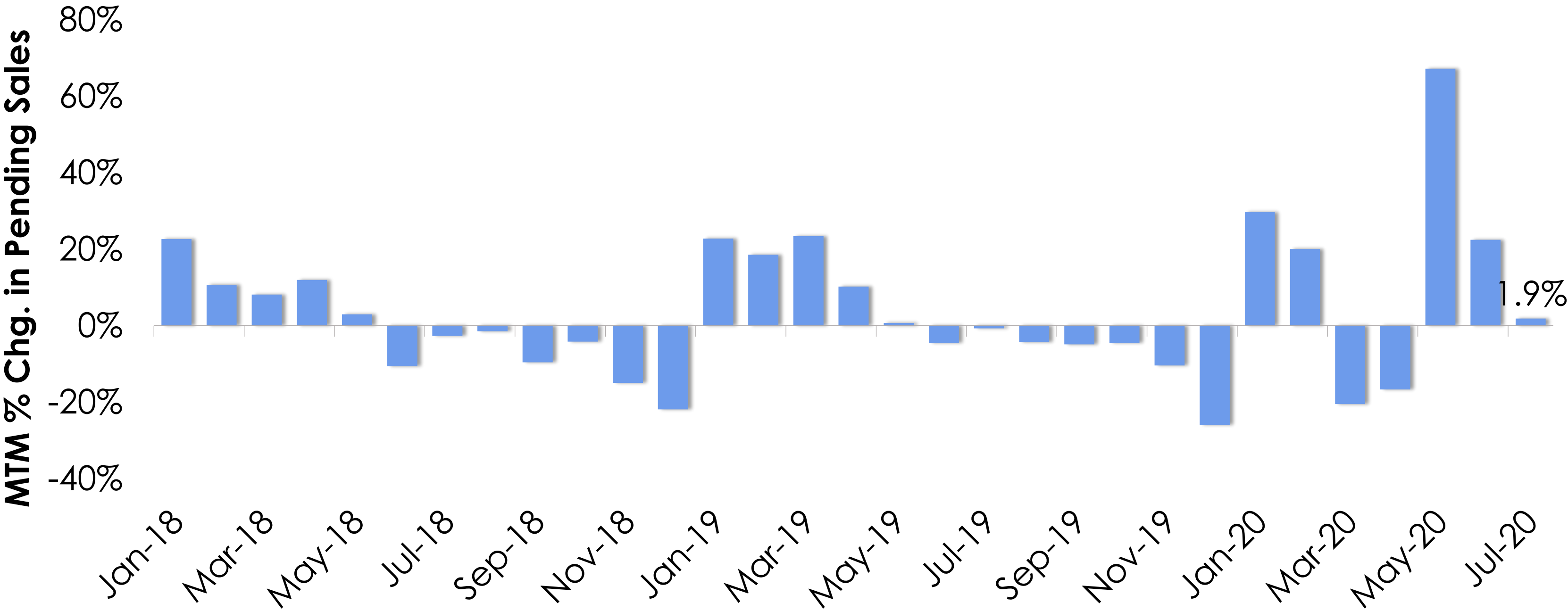
**July 2020
Home Sales by Region**



**July 2020 Home Sales Growth by
Region**



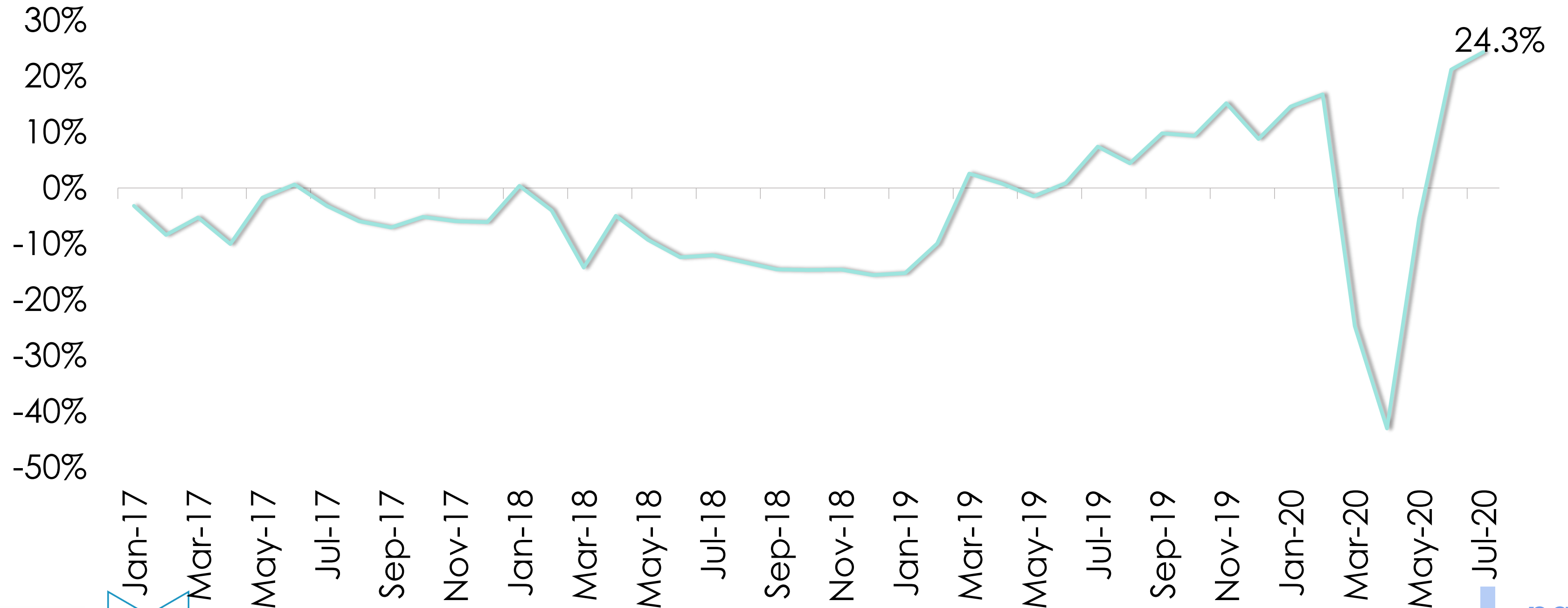
Pending sales continued to improve but at a more modest pace



SERIES: Percent Change in Pending Sales
 SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

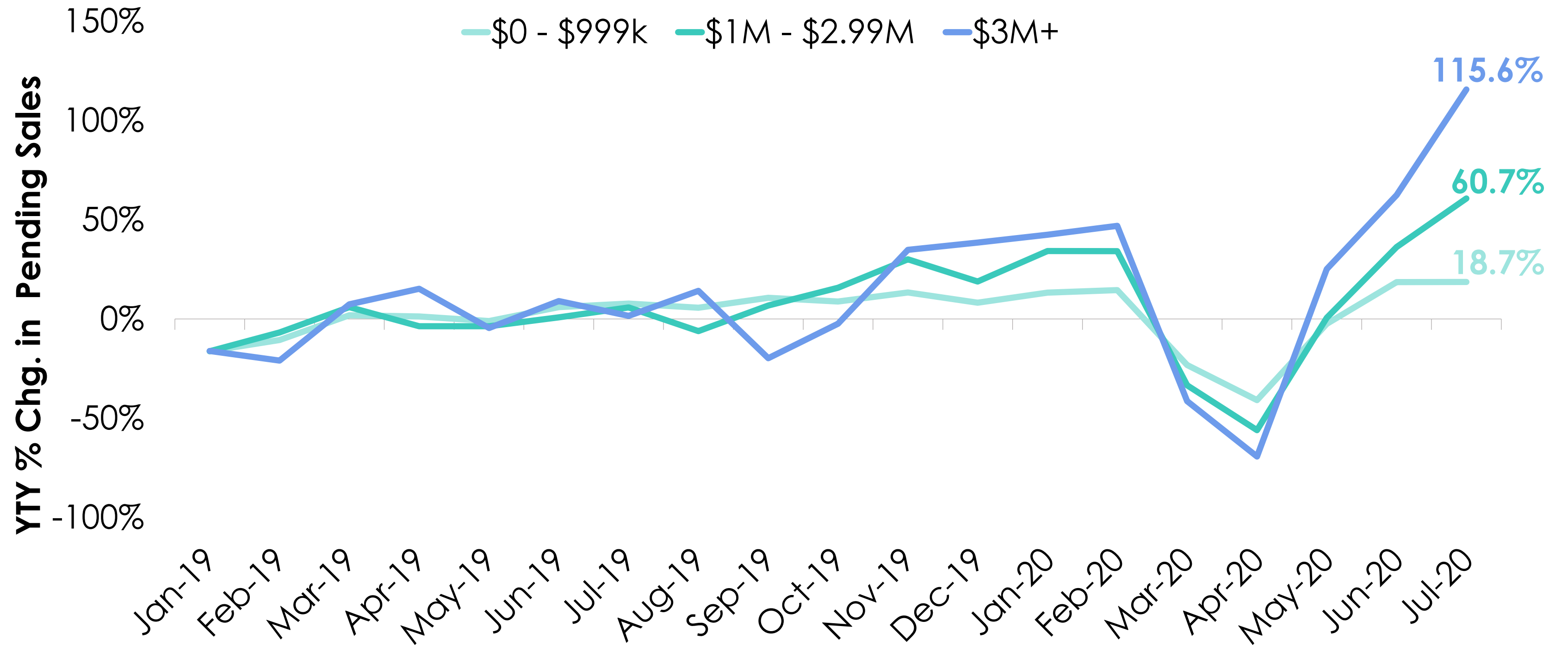
Pending sales had yet the biggest year-over-year increase since April 2012

YTY % Chg. in Pending Sales



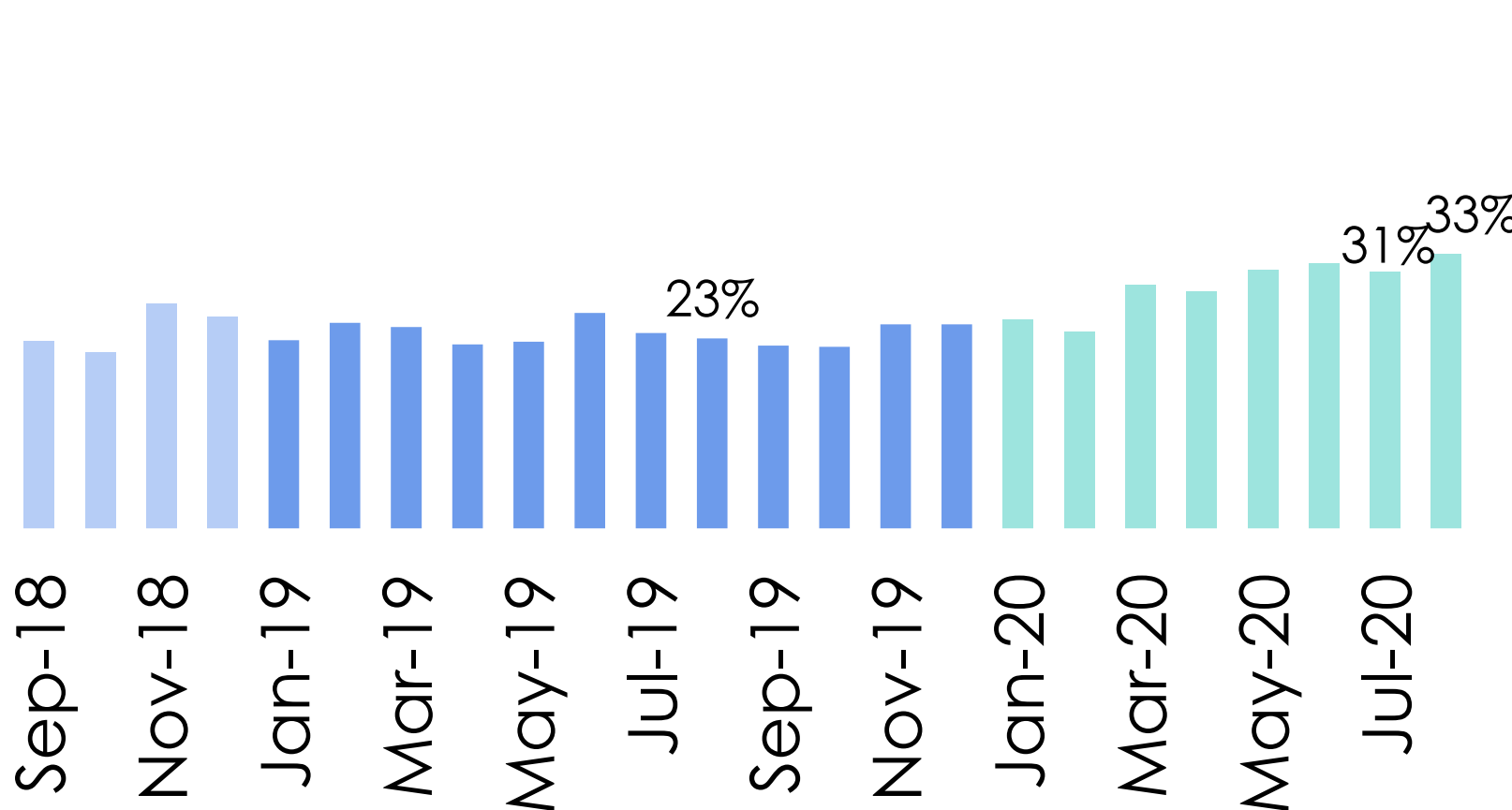
SERIES: Percent Change in Pending Sales
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Pending sales in the top end **outpaced more affordable markets**

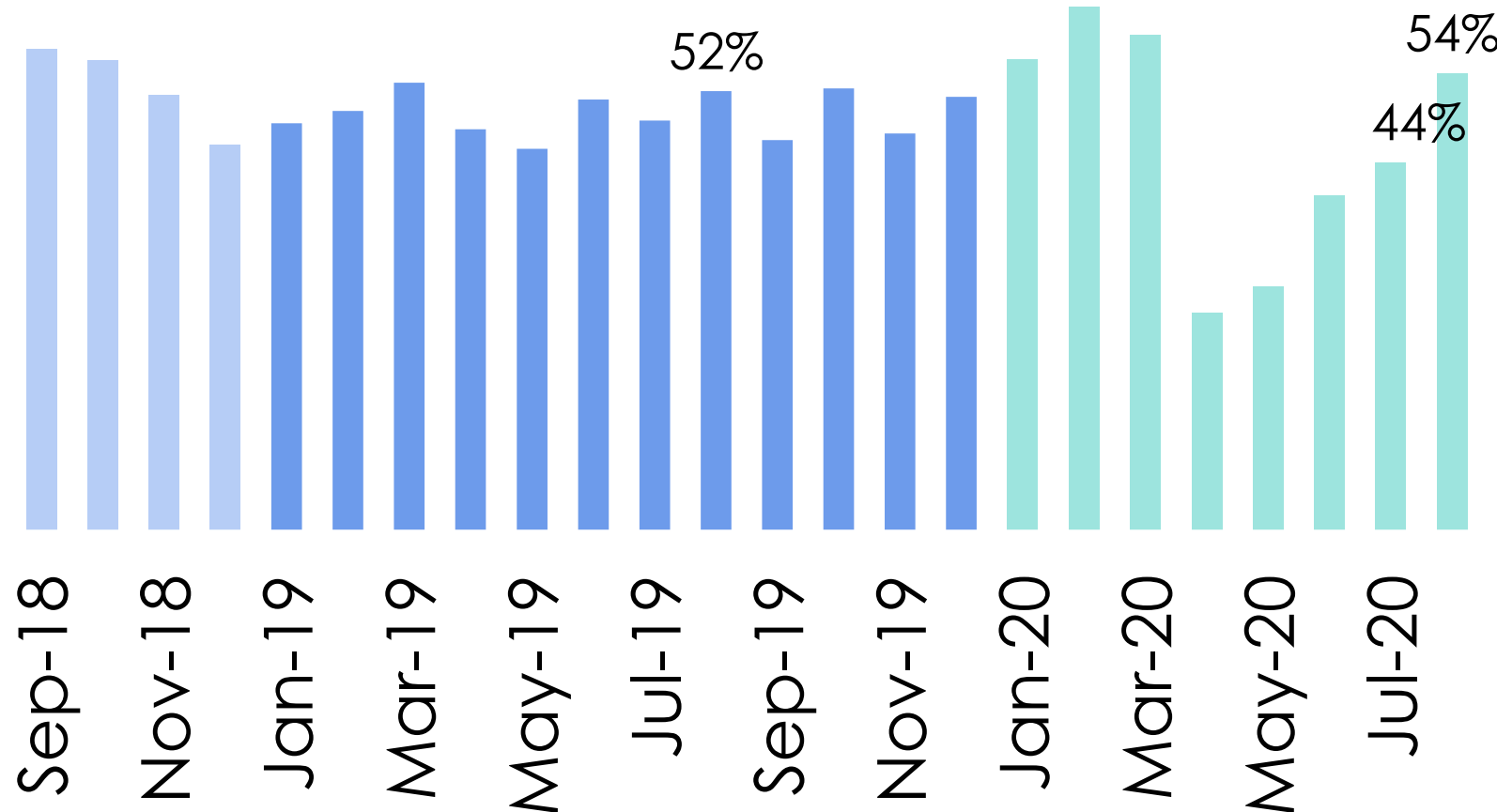


Is it a good time to buy or sell?

Do you think it's a good time to **buy** a home in California?



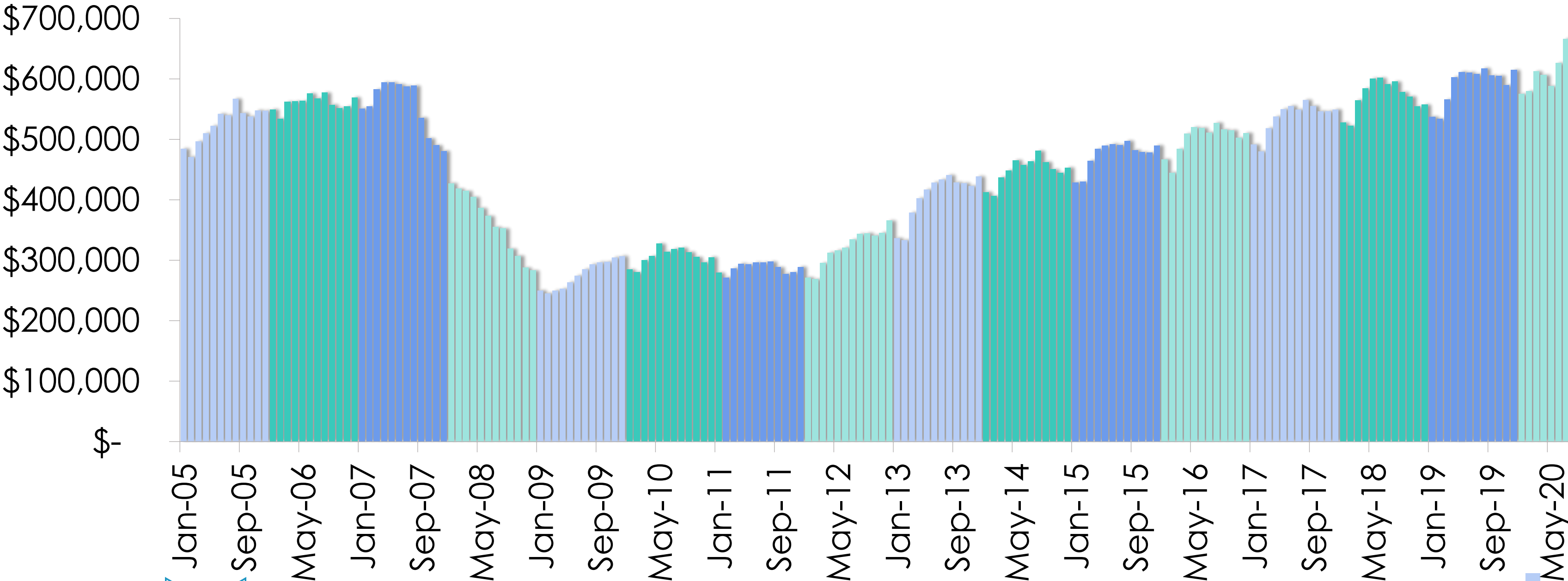
Do you think it's a good time to **sell** a home in California?



Price

More high-end properties being sold pushed the state median price to a new high

California, July 2020: **\$666,320**, +6.4% MTM, +9.6% YTY



SERIES: Median Price of Existing Single Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

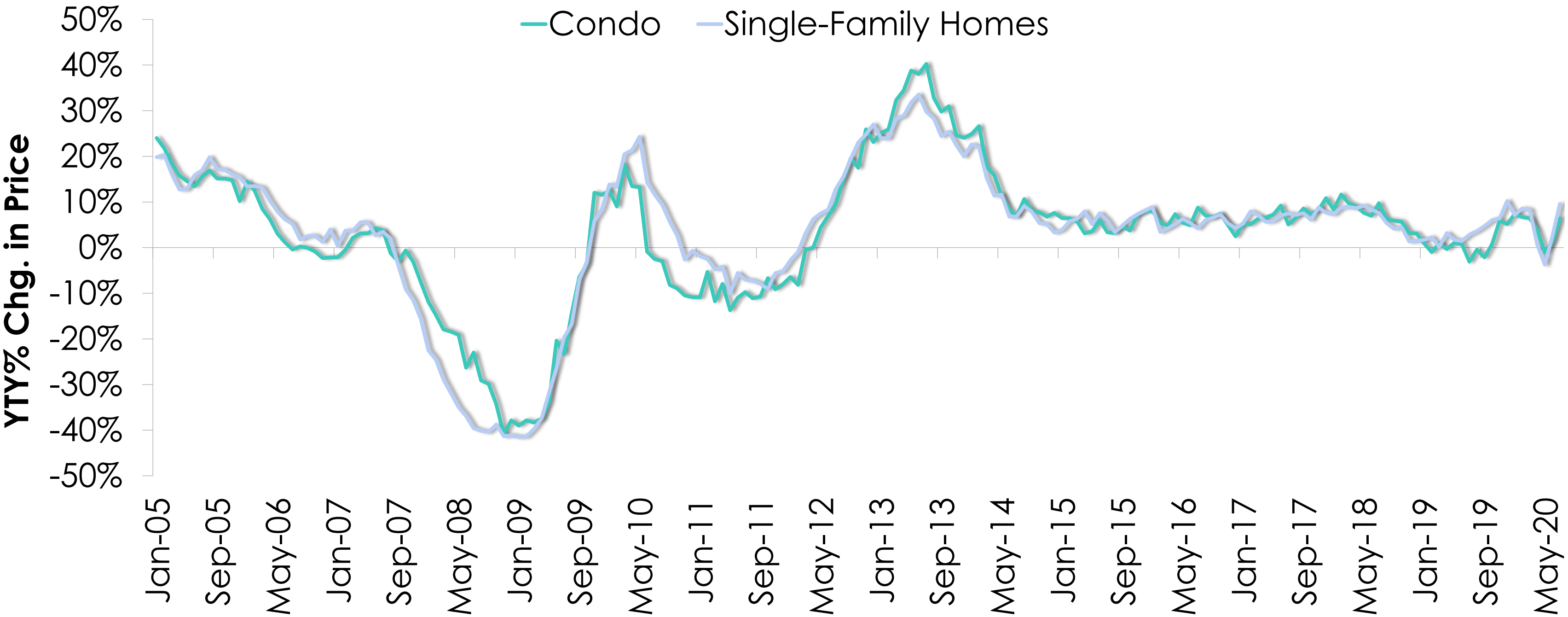
Condo/Townhome median price reached the half-million mark

California, July 2019: \$470,000, July 2020: \$500,000



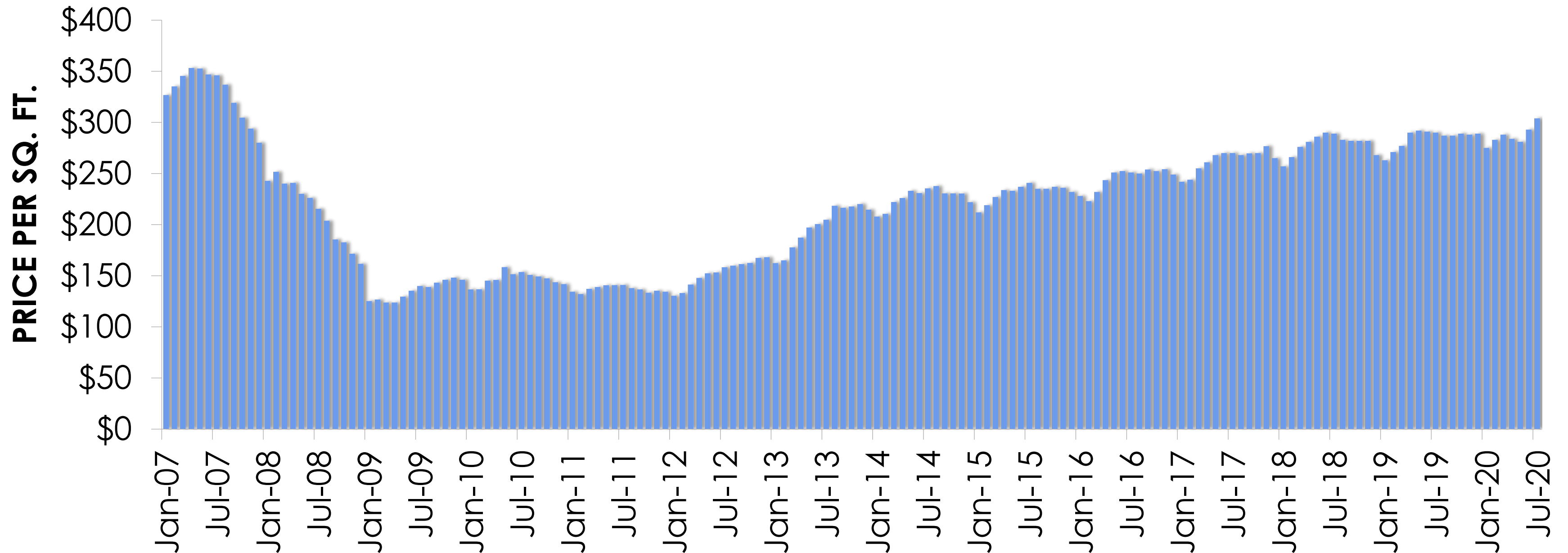
SERIES: Median Price of Existing Condos/Townhomes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Median price growth ticked-up solidly for all residential property types

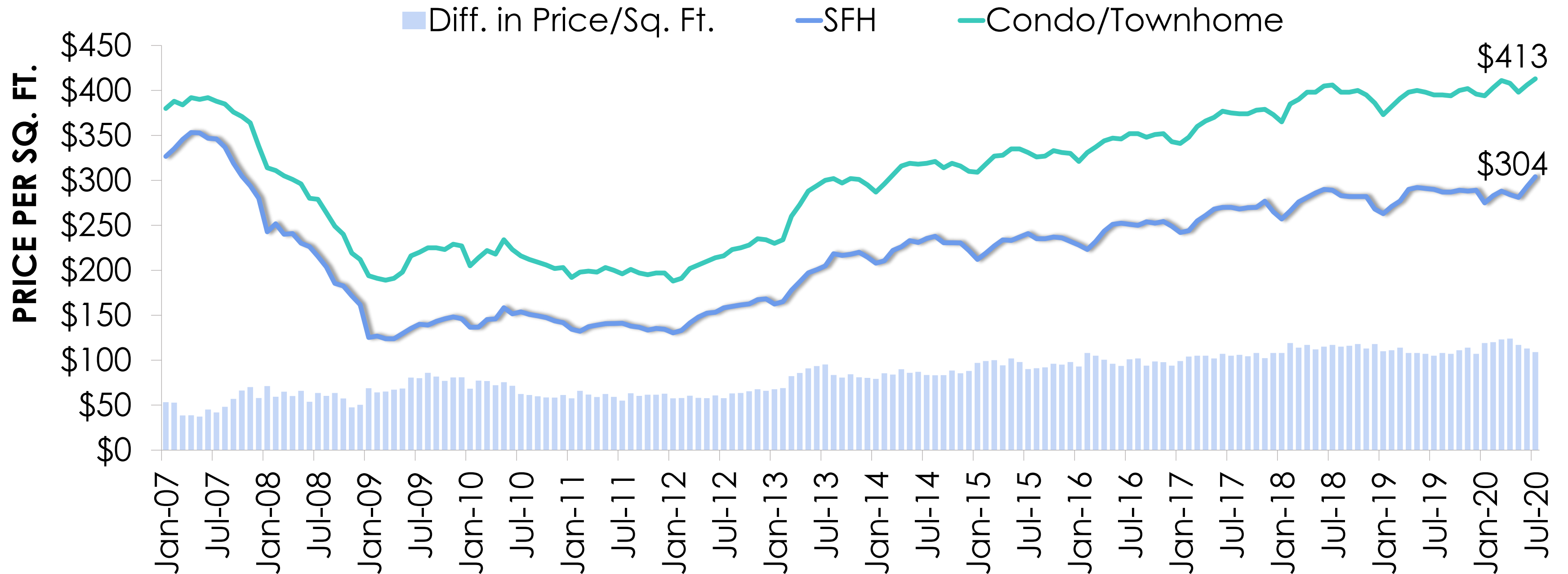


Price/Square foot highest since late 2007

July 2020: **\$304**, +3.8% MTM, +4.8% YTY

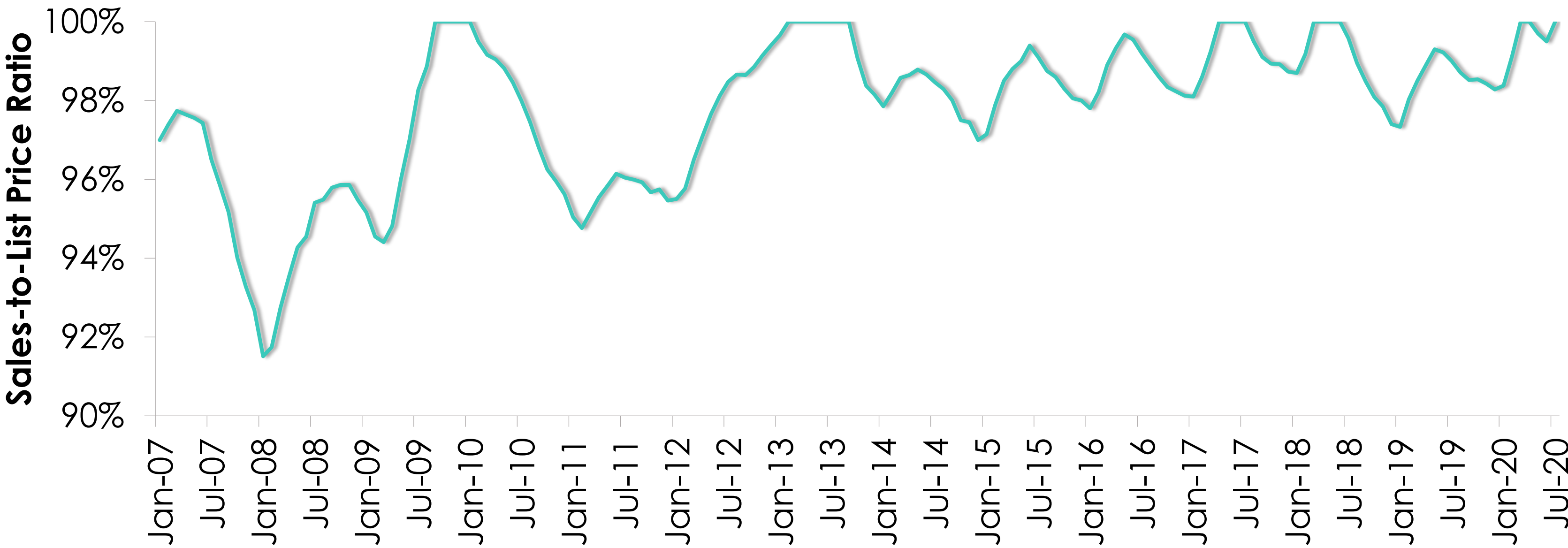


Price/Square foot: the gap between condo/townhomes and single-family homes narrowed slightly



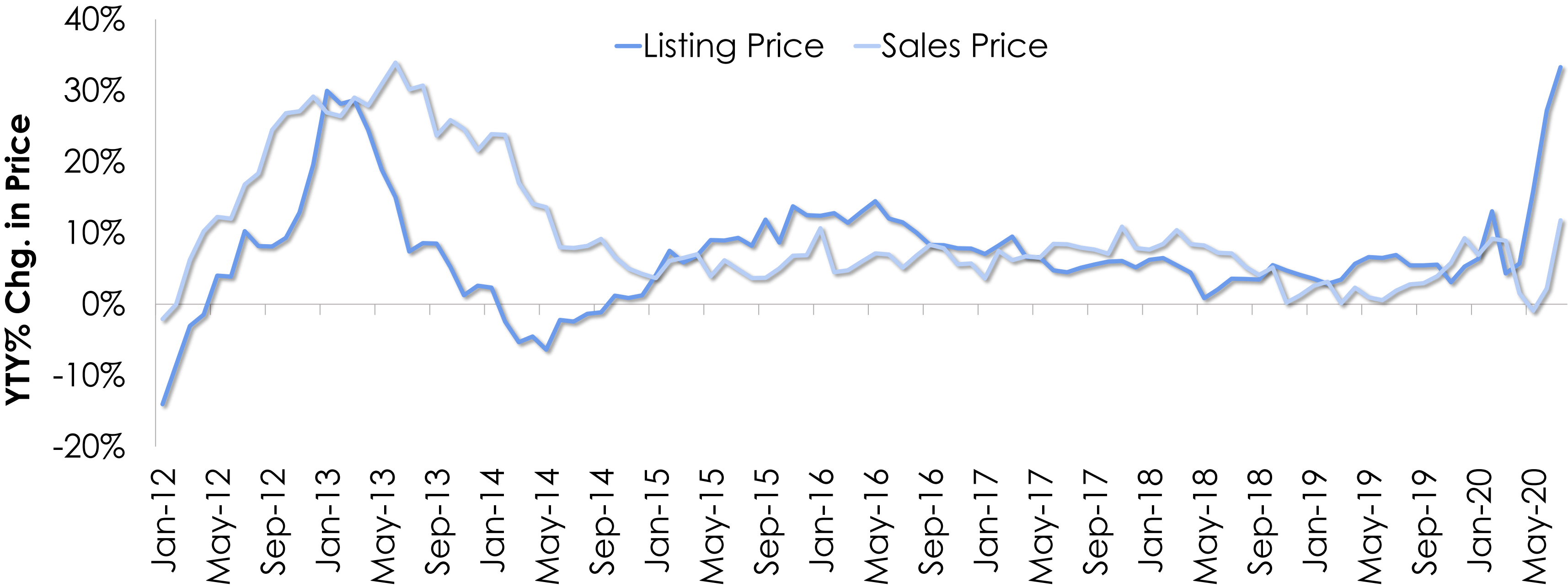
Sales price-to-list Price ratio ticked up

July 2020: **100.0%**, +0.5% MTM, 1.0% YTY



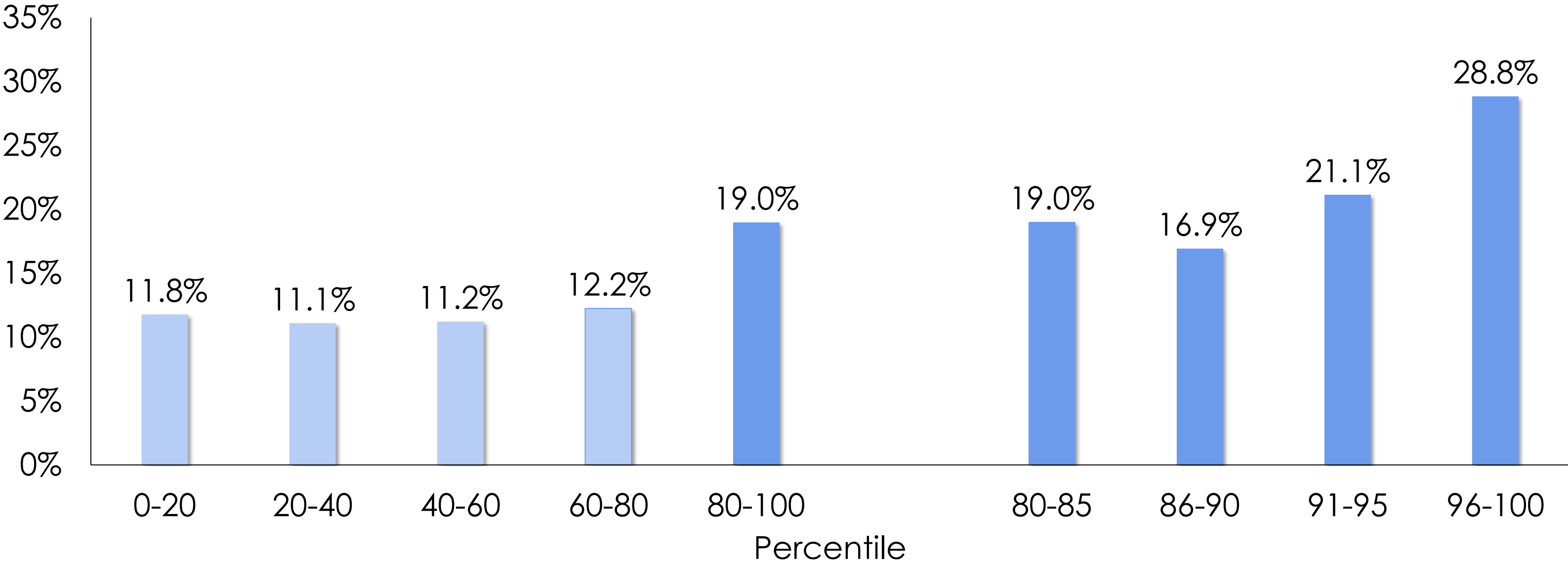
SERIES: Sales to List Ratio of Existing Single Family Homes
 SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

List price popped but due primarily to more listings in high-priced market

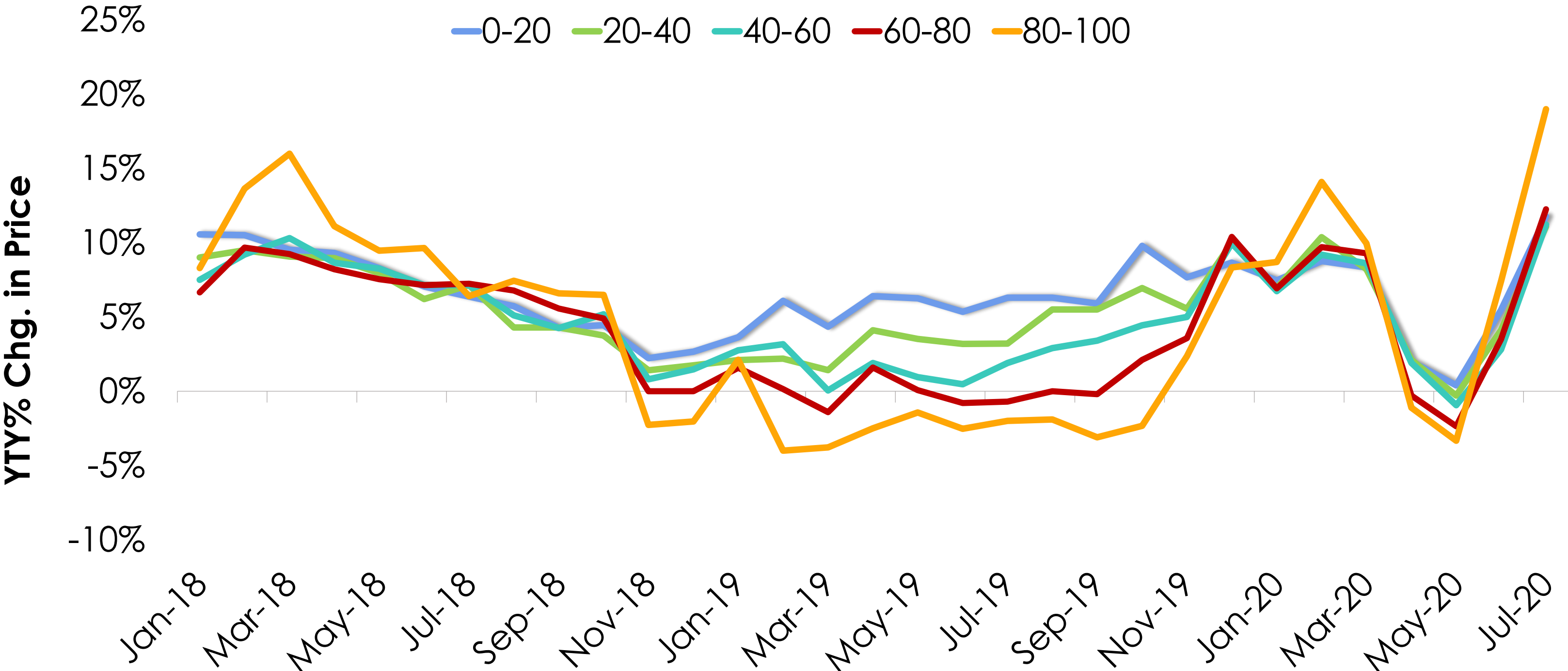


Price growth turned positive in all percentiles; strongest gain in the top end

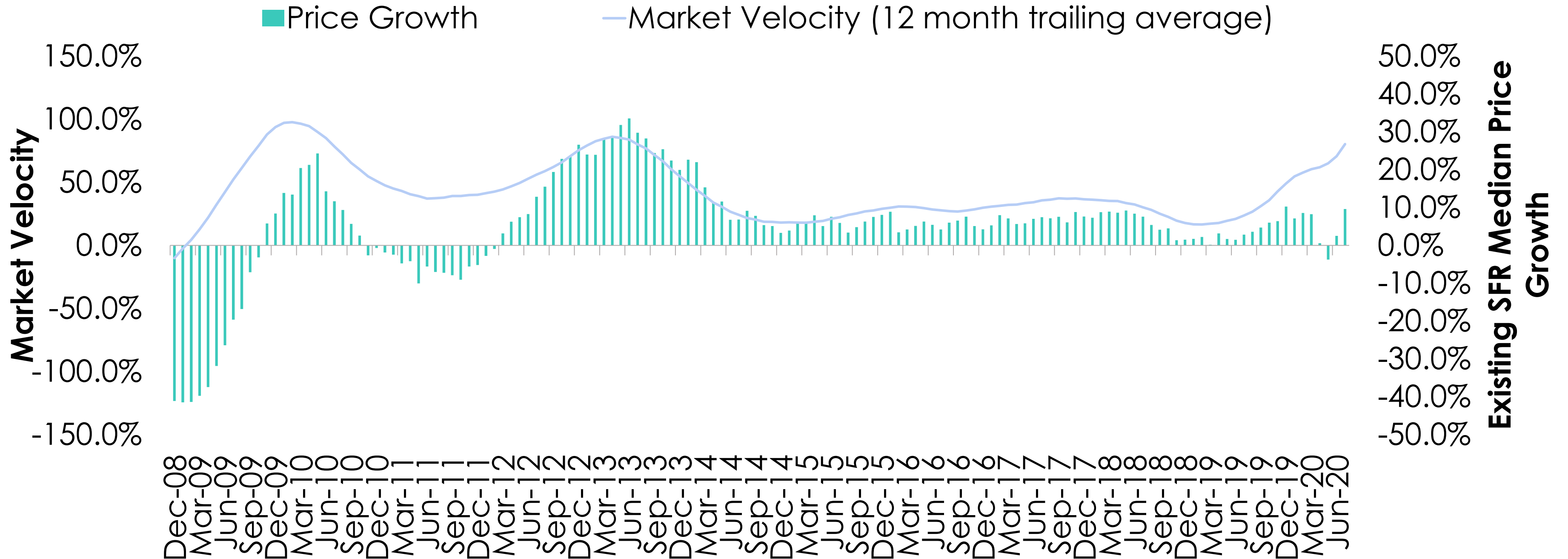
Year-over-Year Price Growth



Price growth turned positive in all percentiles; strongest gain in the top end

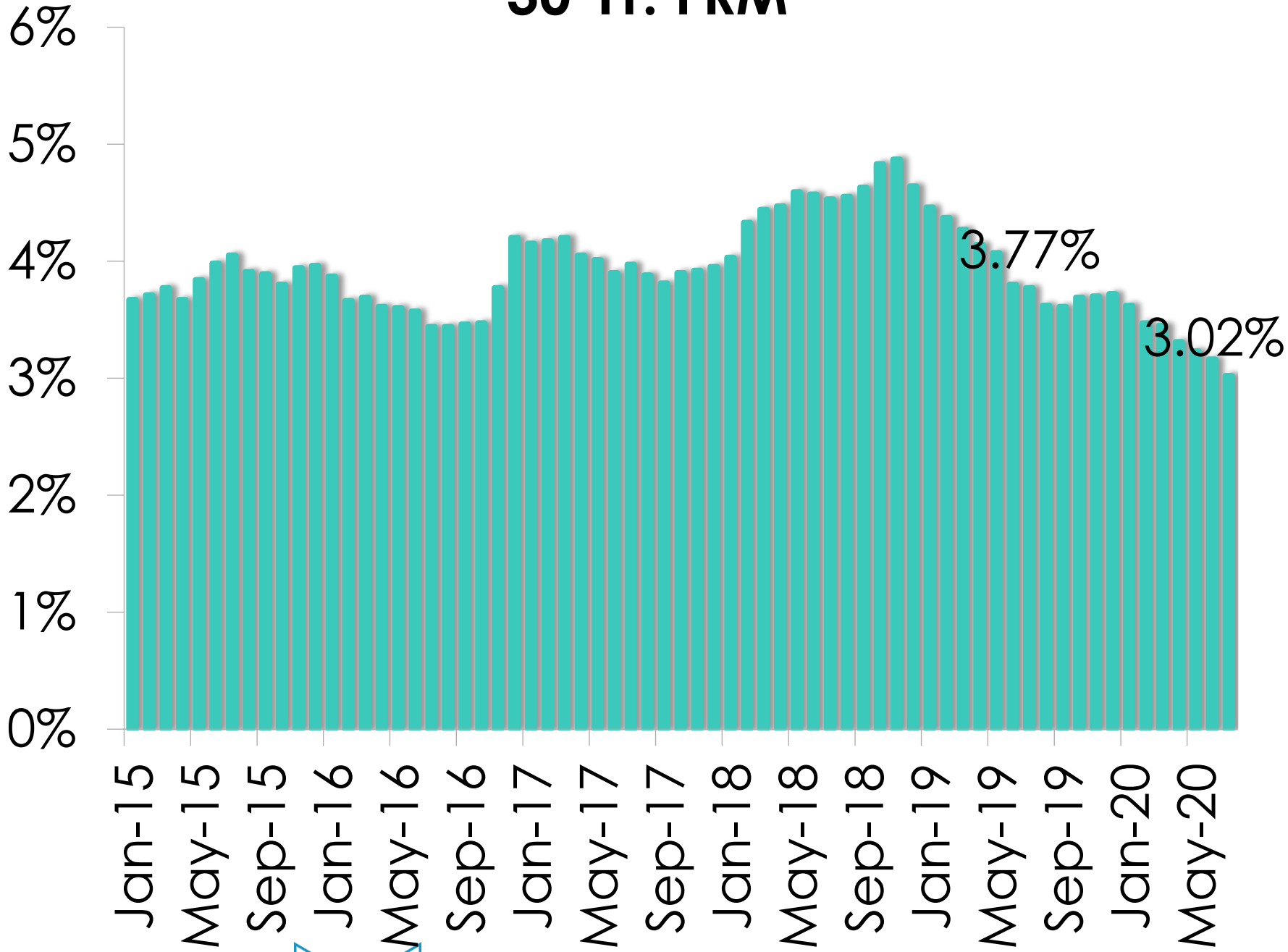


California Market Velocity and Price Growth

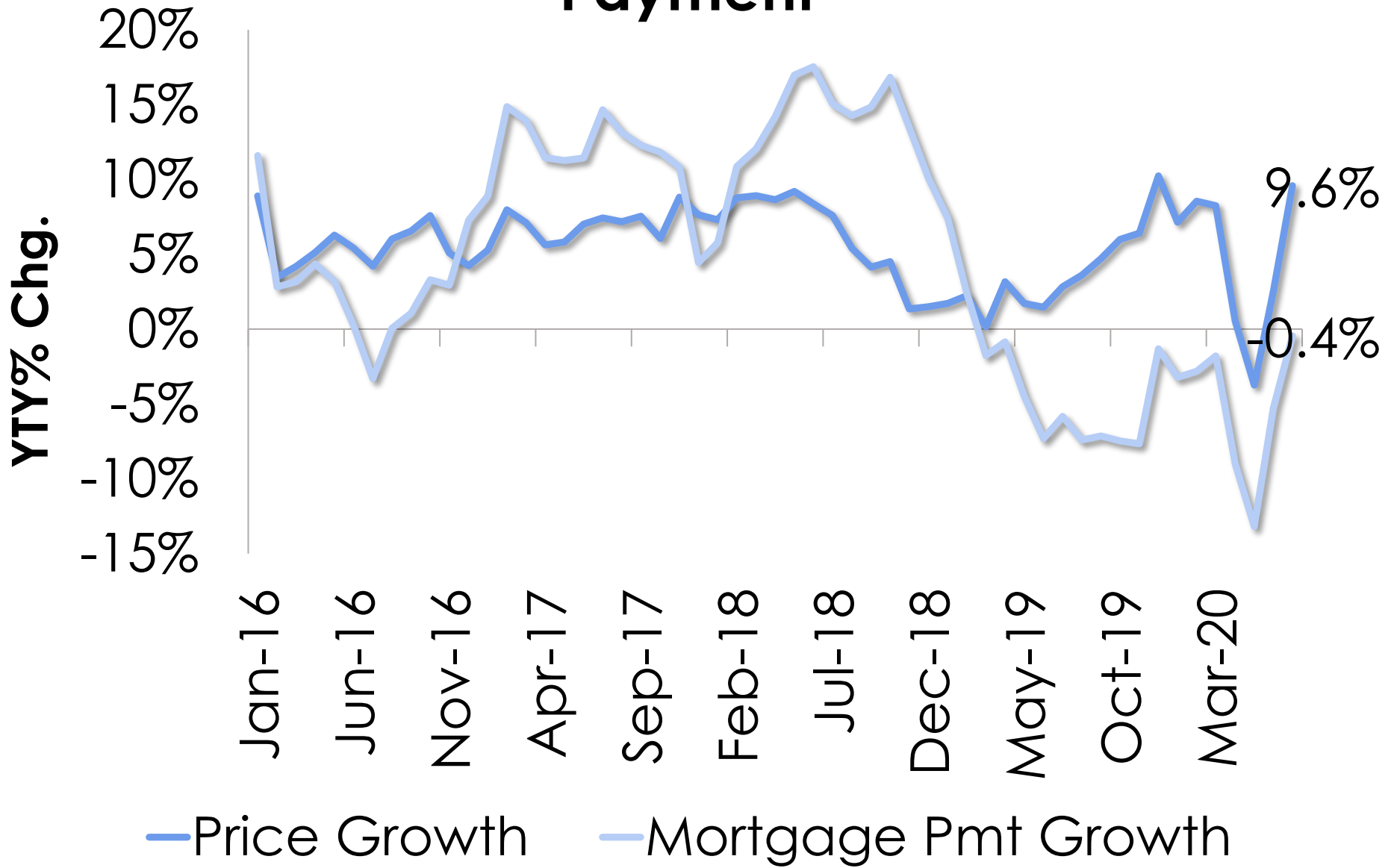


Mortgage payment still below last year's level despite strong price increase

30 Yr. FRM



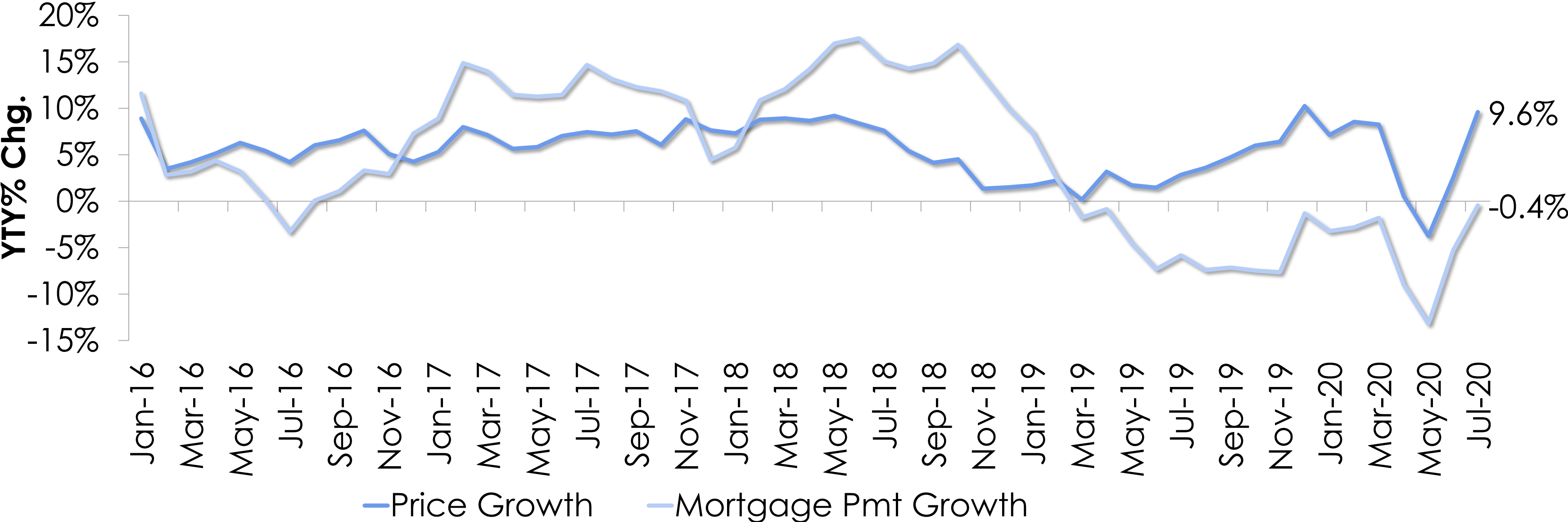
California Median Price vs. Mortgage Payment



SERIES: Price Growth vs. Mortgage Payment Growth
 SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

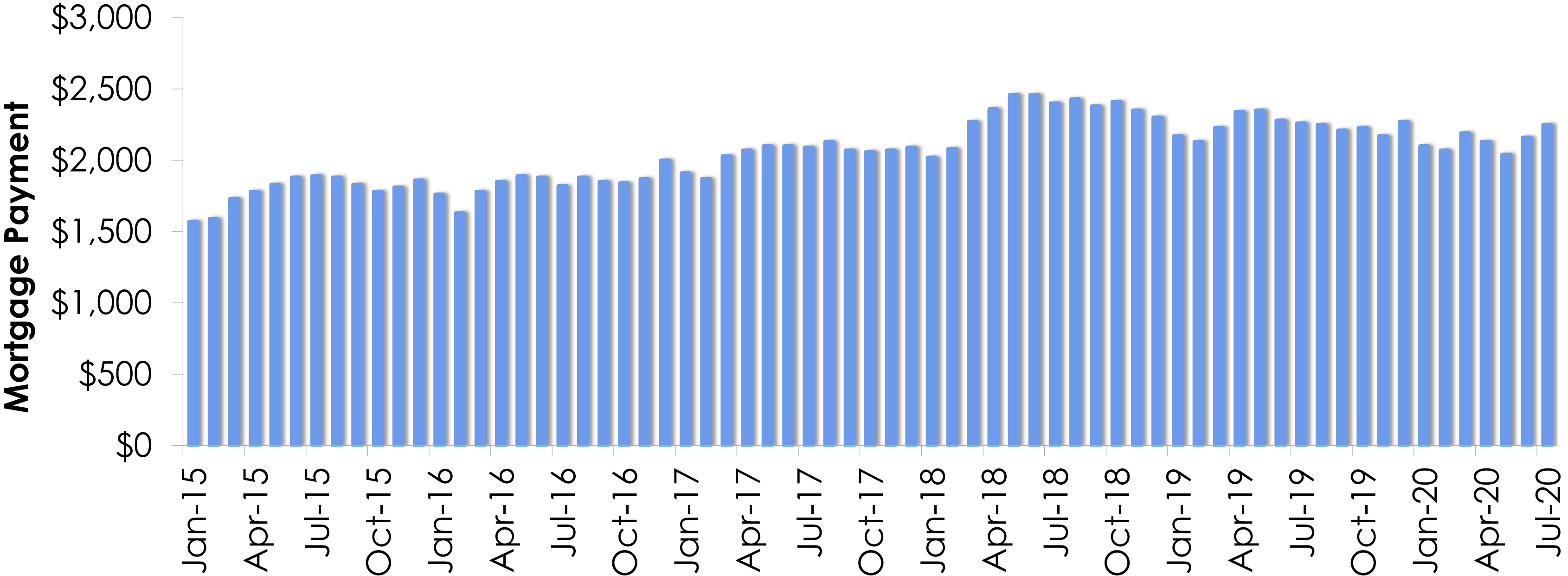
Mortgage payment remained below last year's level

California Median Price vs. Mortgage Payment



Mortgage payment near last year's level

California, July 2019: \$2,260, July 2020: \$2,250



SERIES: Mortgage Payment of Existing SFH
 SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Monthly mortgage: slightly more affordable

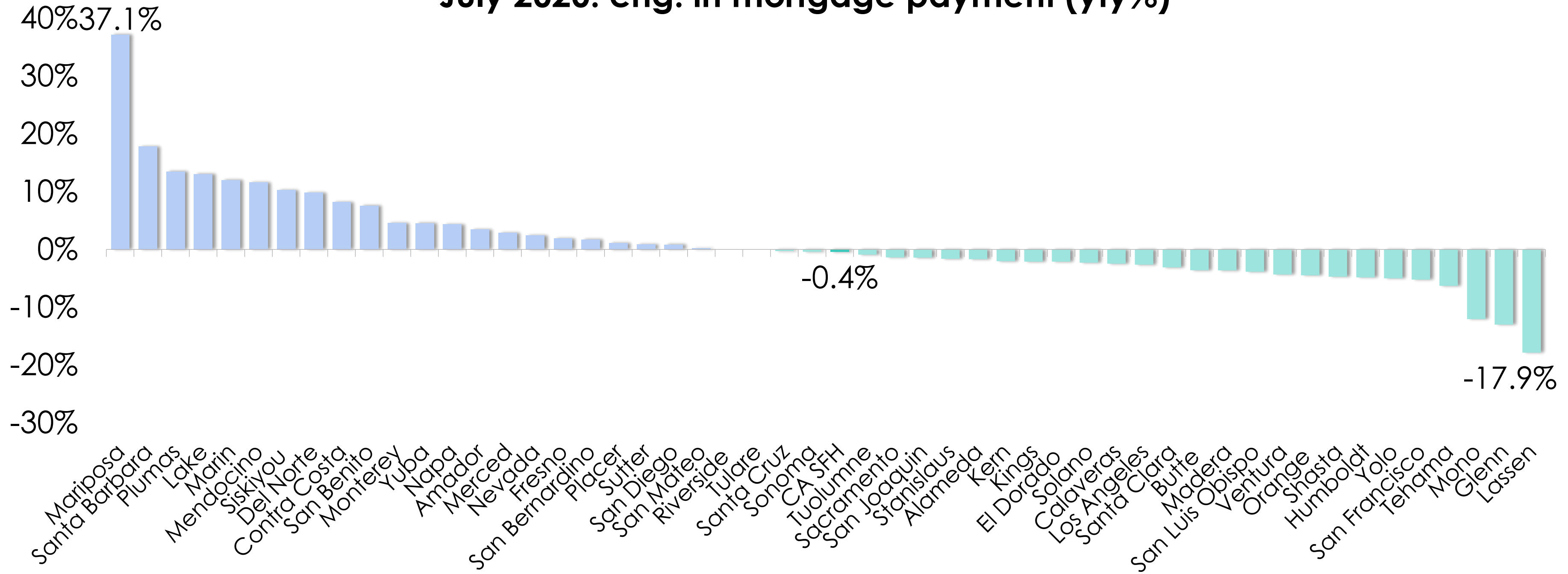
Region	July 2020	July 2019	% CHG
CA SFH	\$2,250	\$2,260	-0.4%
Los Angeles Metropolitan Area	\$2,000	\$2,040	-2.0%
Central Coast	\$2,650	\$2,540	4.3%
Central Valley	\$1,280	\$1,280	0.0%
Inland Empire	\$1,420	\$1,410	0.7%
S.F. Bay Area	\$3,550	\$3,530	0.6%



SERIES: Monthly mortgage payment
 SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Change in mortgage payment by county

July 2020: chg. in mortgage payment (yty%)

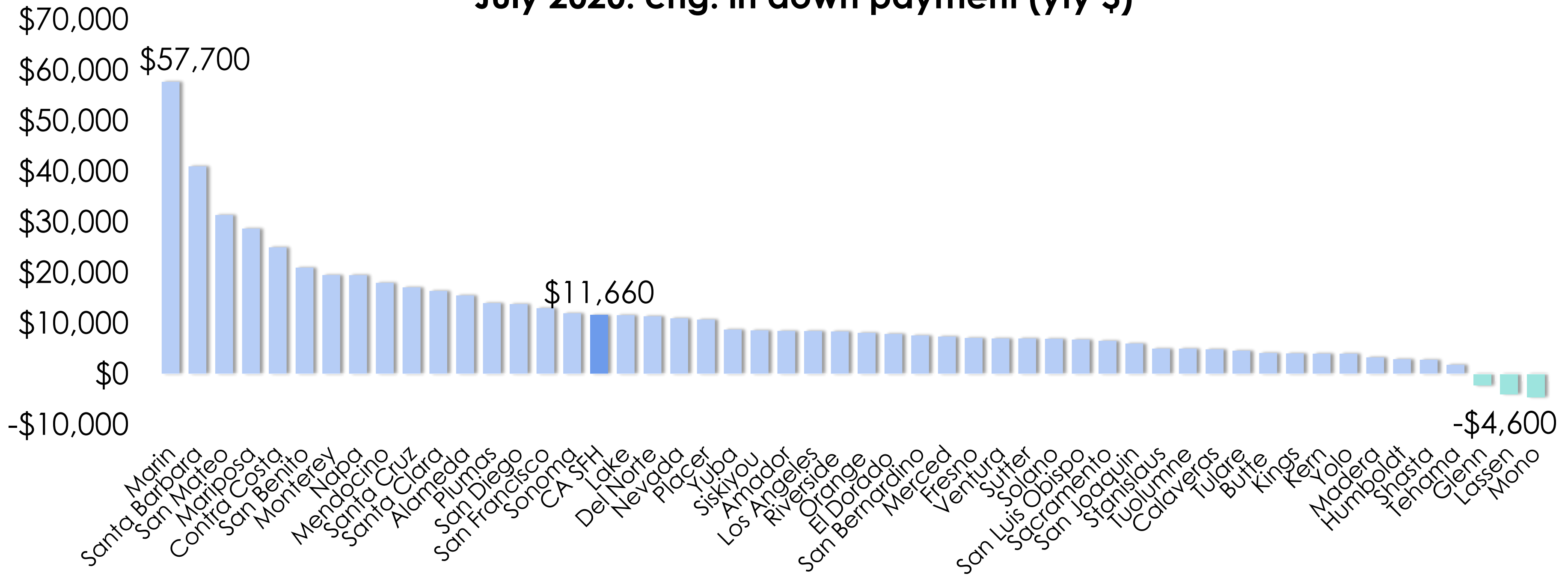


Down payment: up with sharp price increase

Region	July 2020	July 2019	% CHG
CA SFH	\$133,260	\$121,600	9.6%
Los Angeles Metropolitan Area	\$118,000	\$110,000	7.3%
Central Coast	\$157,000	\$137,000	14.6%
Central Valley	\$75,540	\$69,050	9.4%
Inland Empire	\$84,000	\$76,000	10.5%
S.F. Bay Area	\$210,000	\$190,000	10.5%

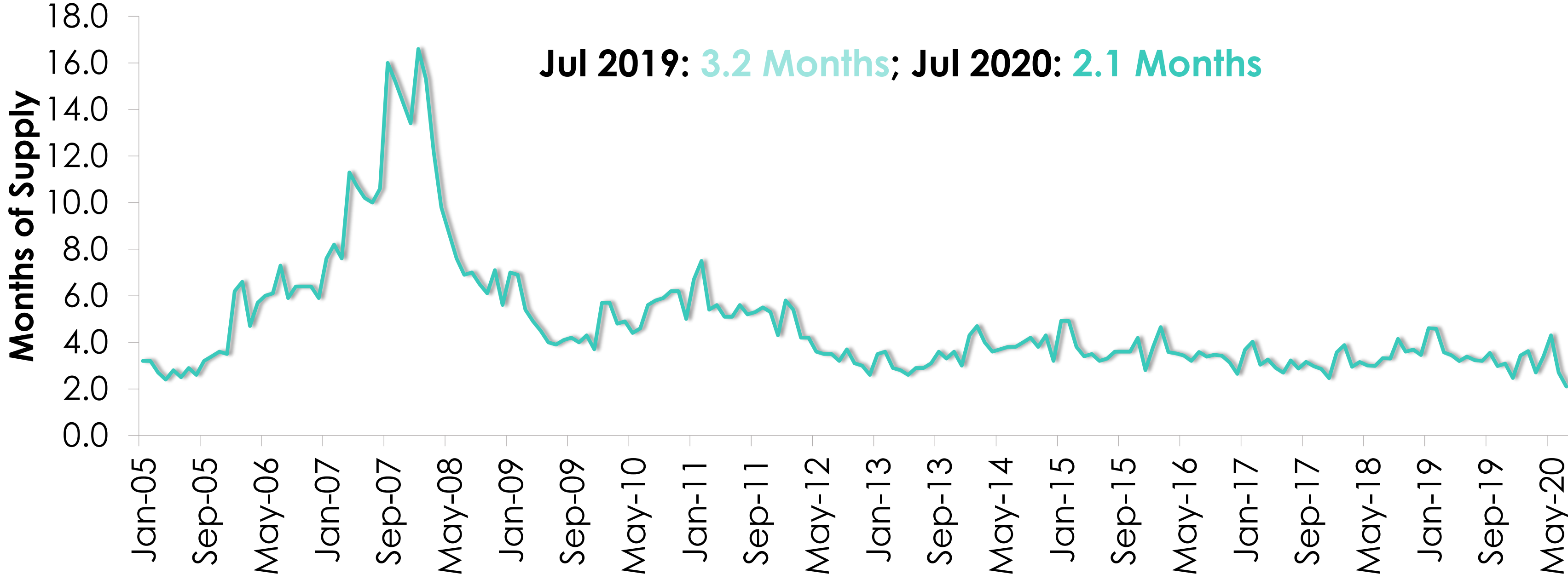
More than half of counties require higher down payments

July 2020: chg. in down payment (yty \$)



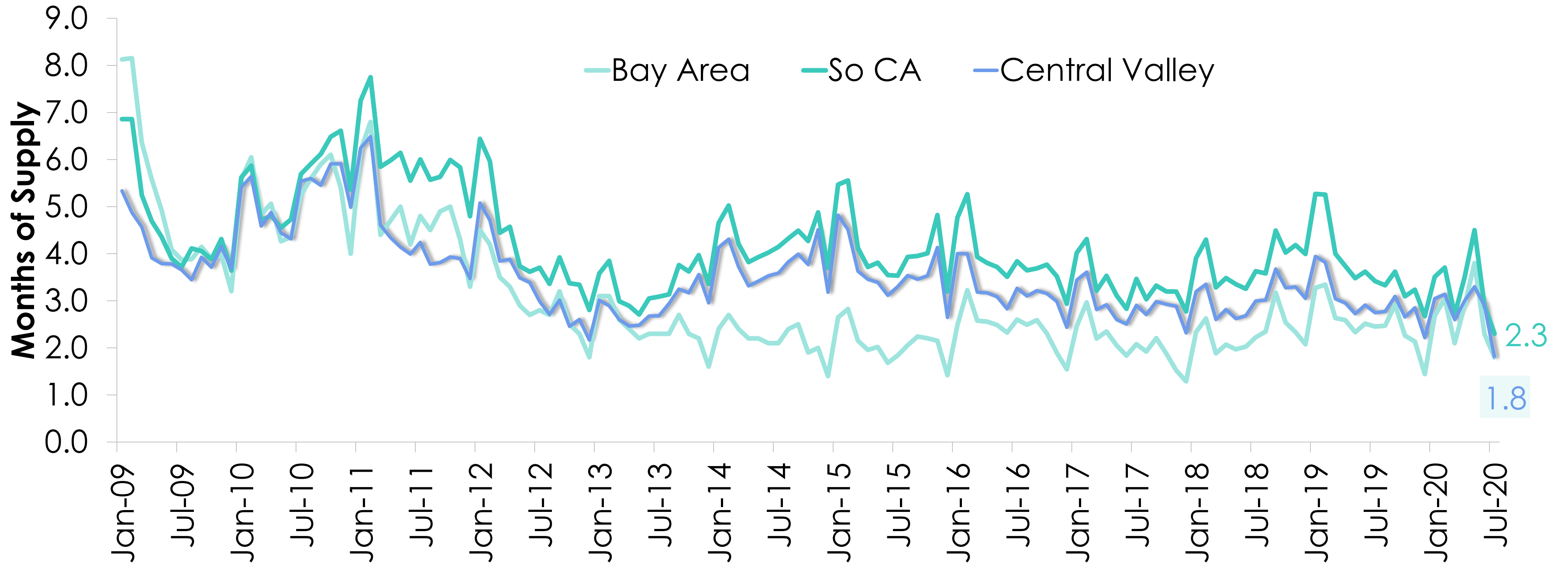
Inventory & Active Listings

Inventory down as sales improved and fewer new listings being added



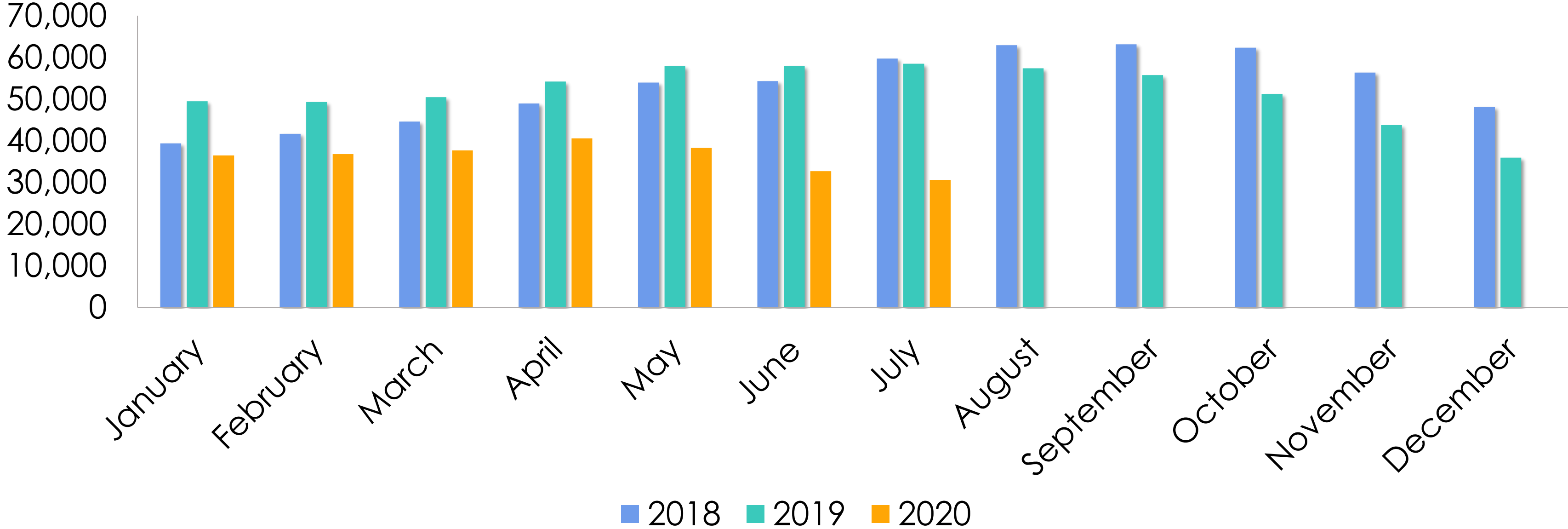
SERIES: Unsold Inventory Index of Existing Single Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Unsold Inventory dipped in all Regions



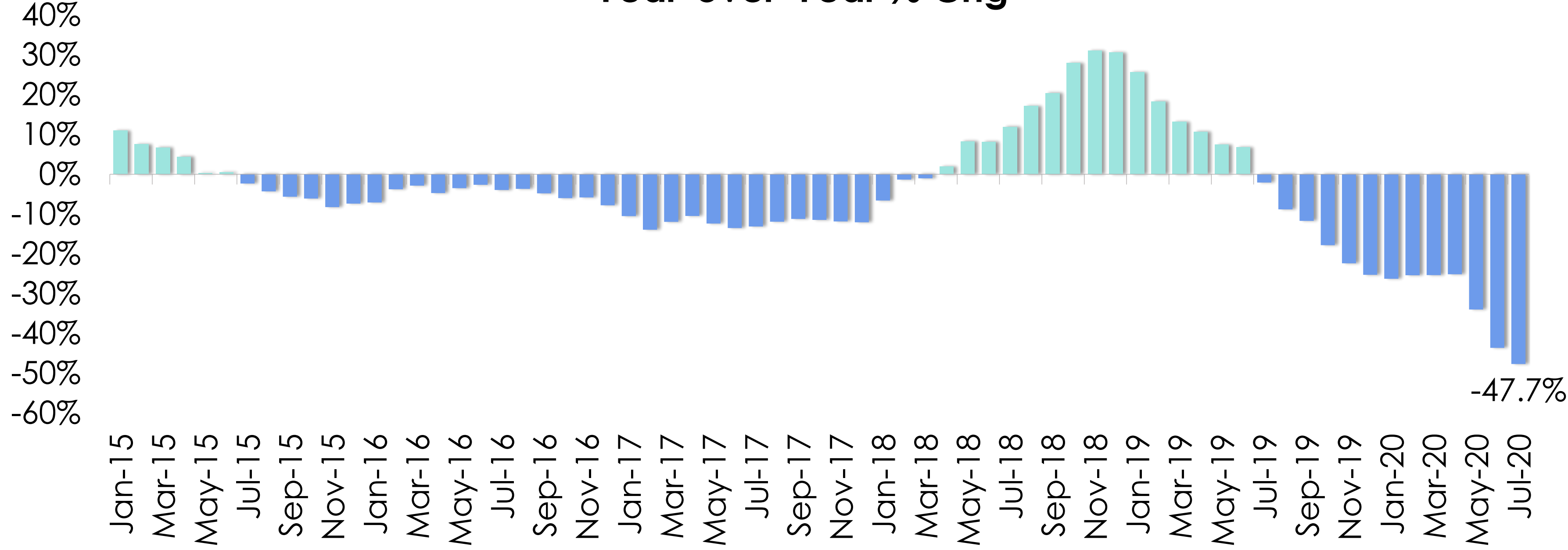
Active listings tightened up further in July

California Active Listings by Month

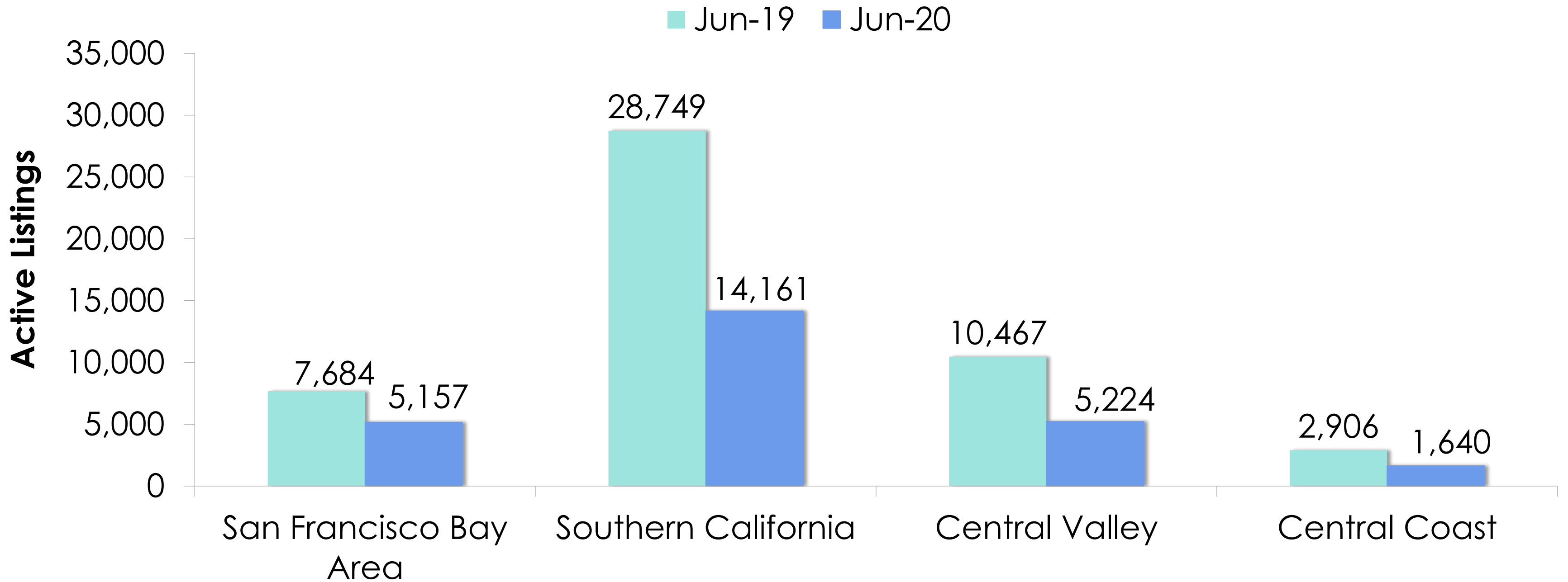


Active listings plunged by almost half as pent up demand remained robust

Year-over-Year % Chg



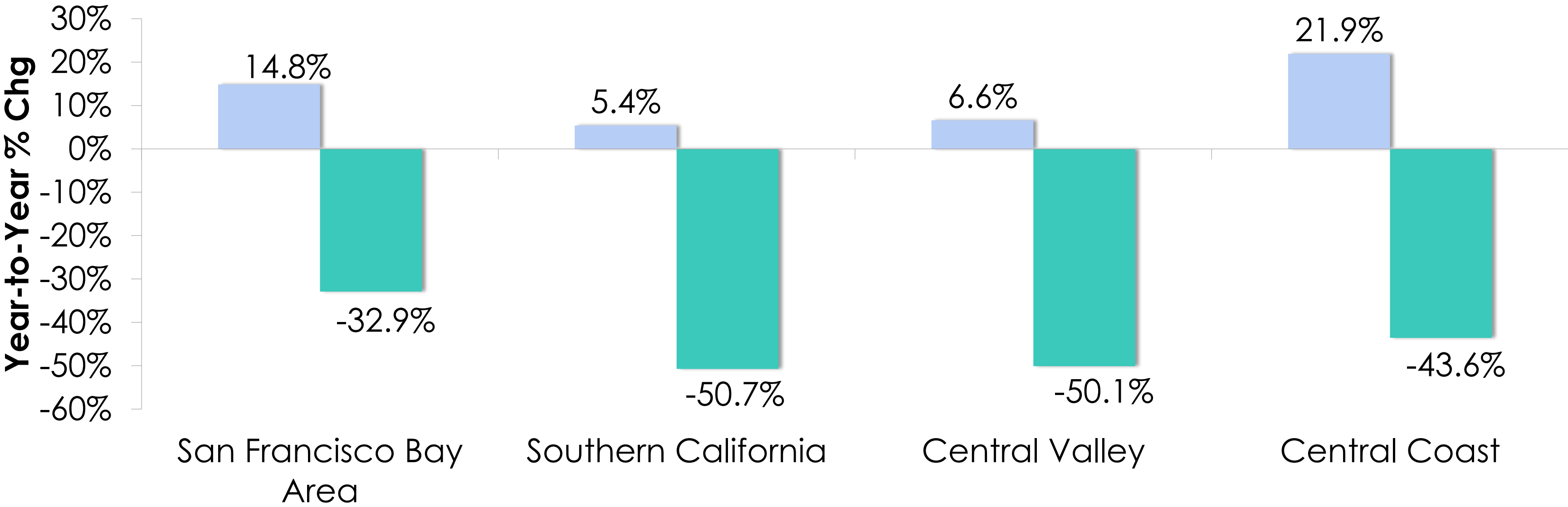
Housing supply tightened up in all regions



Supply continued to drop as sales improved

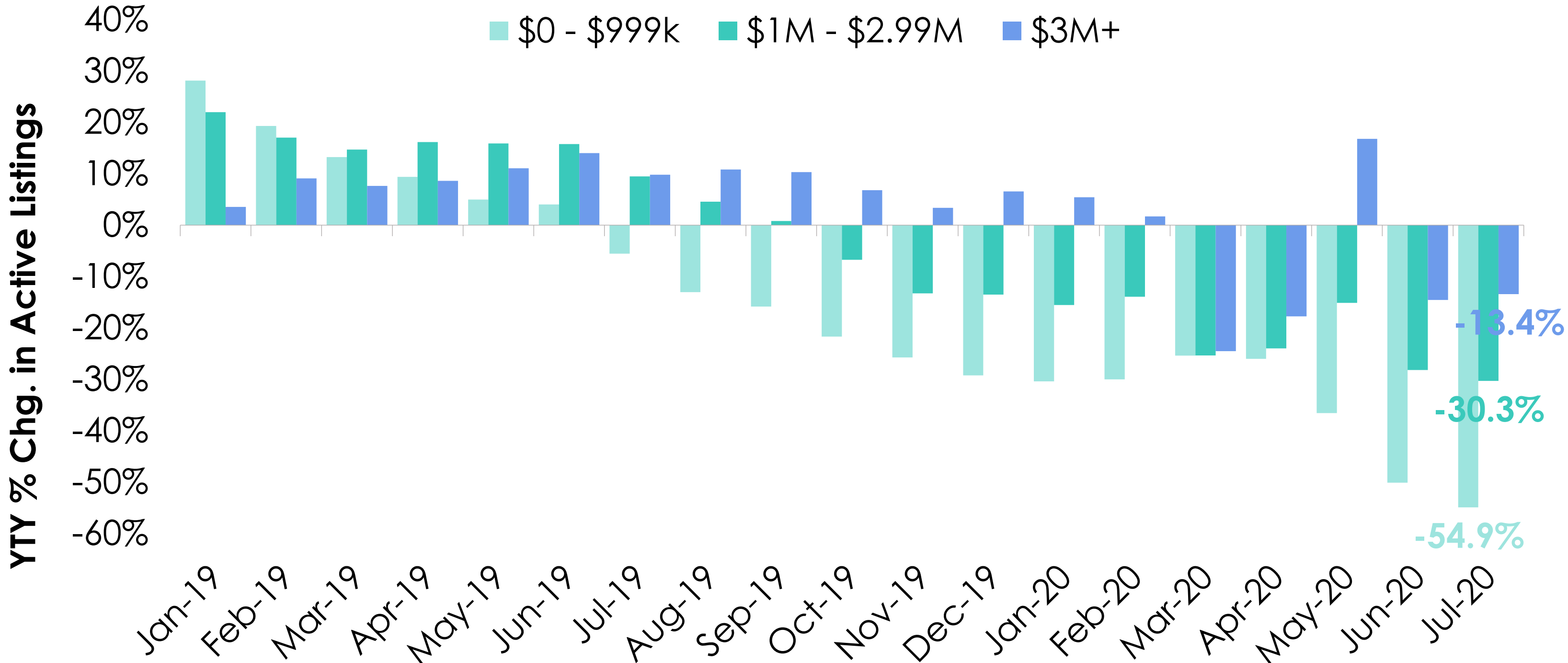
July 2020

■ Sales ■ Active Listings



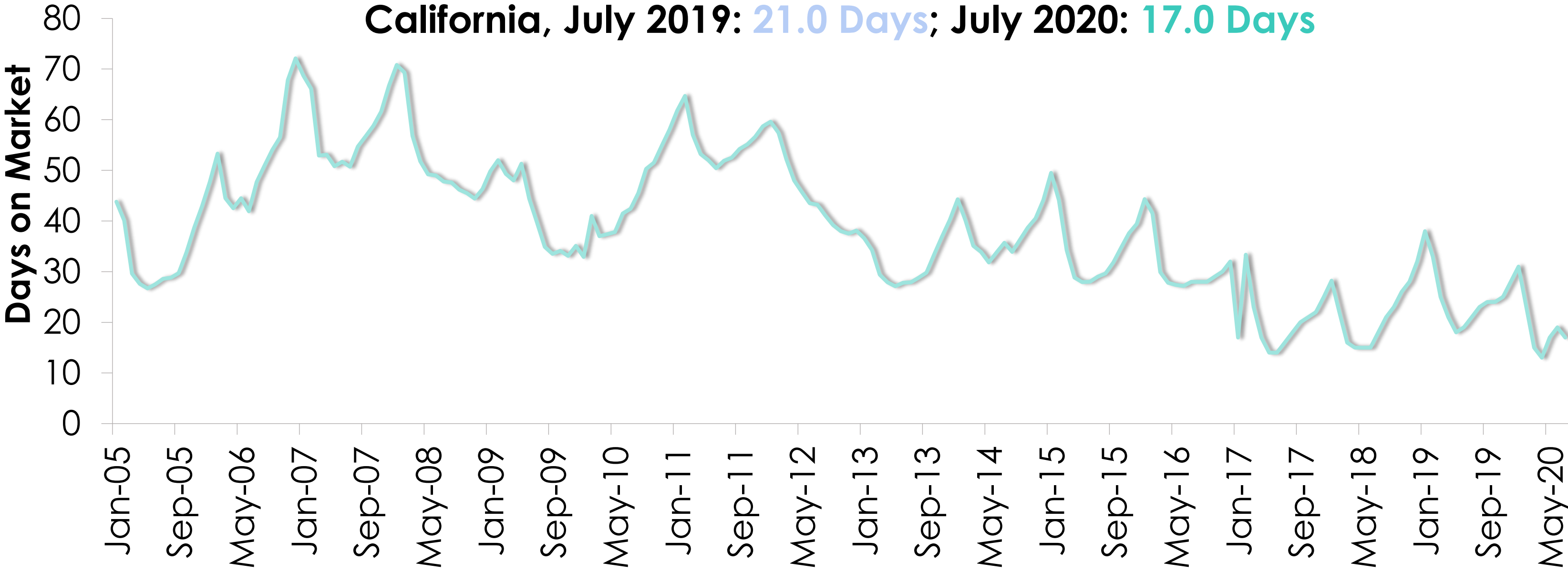
SERIES: Sales and Listings of Existing Single Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Active listings dropped in all price segments



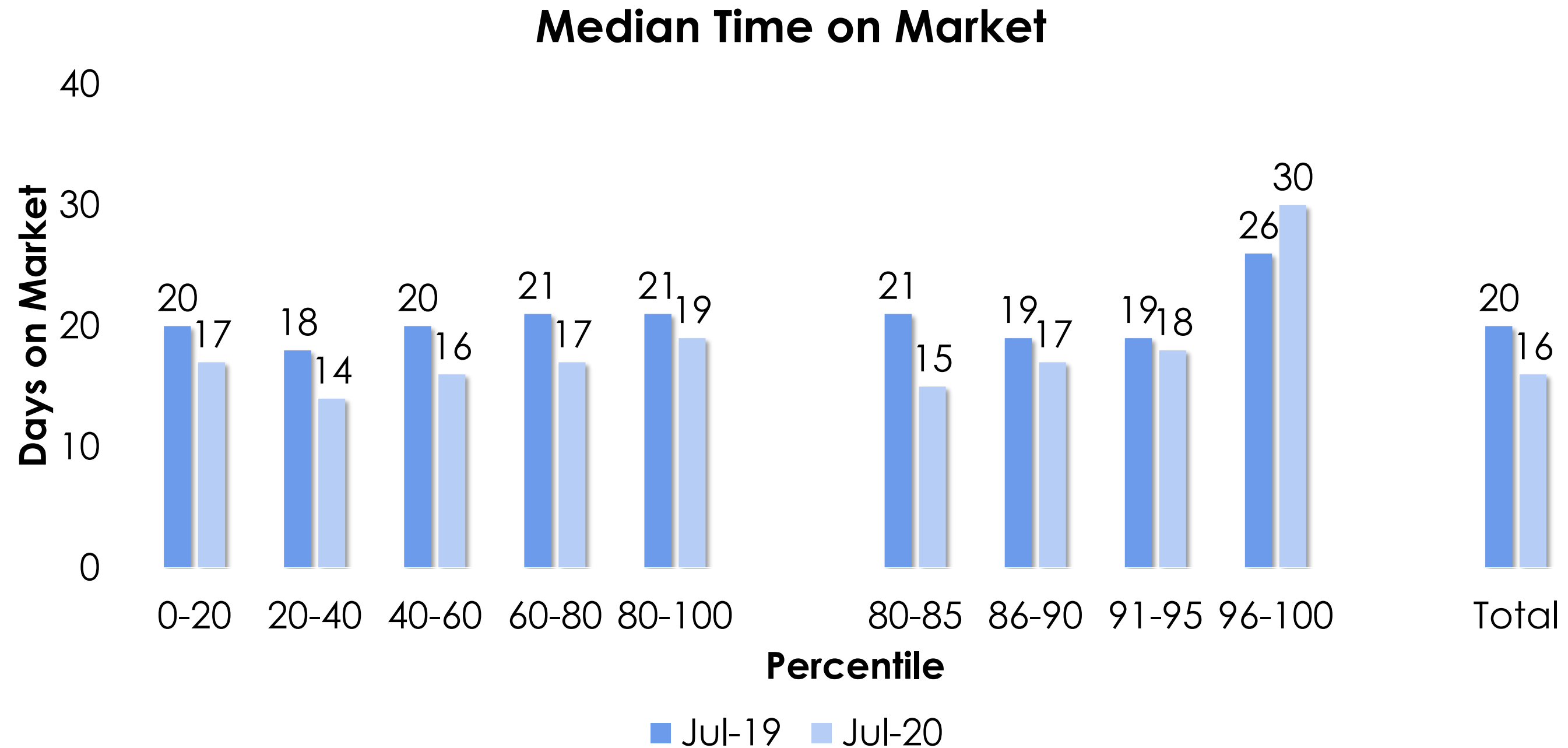
Market Competitiveness

Time on market dipped from prior month and the same month of last year



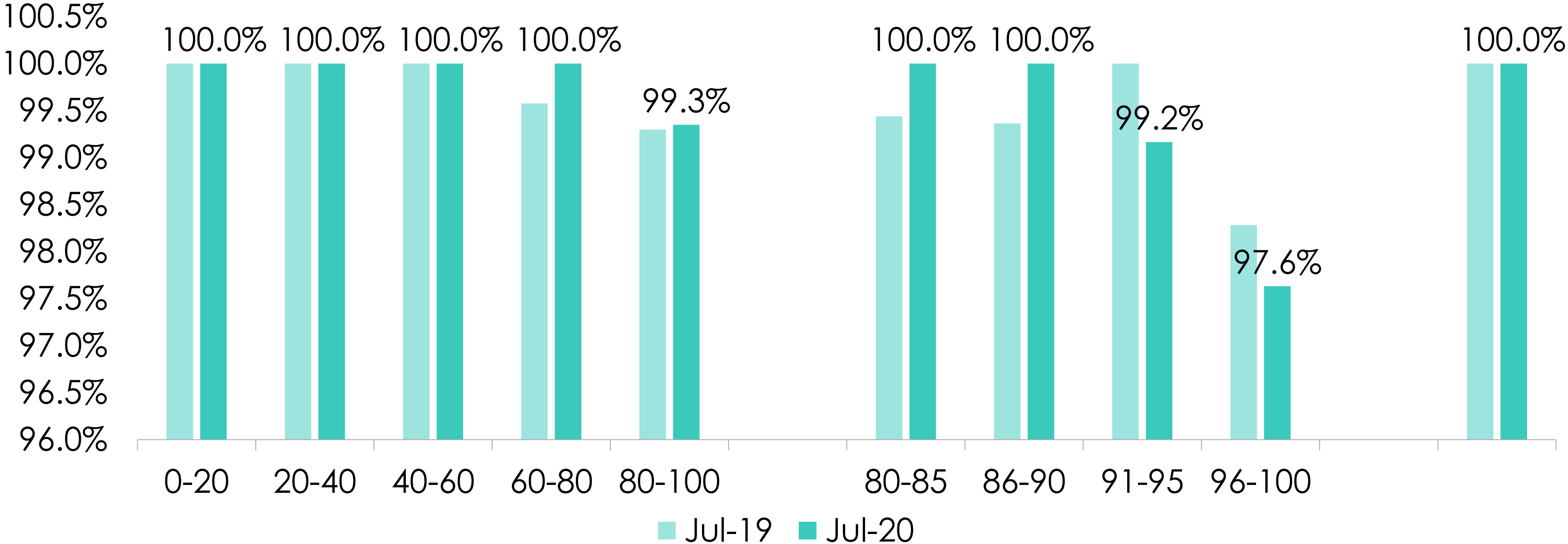
SERIES: Median Time of Market of Existing Single Family Homes
SOURCE: CALIFORNIA ASSOCIATION OF REALTORS®

Median time on market down except for the top five percent sales



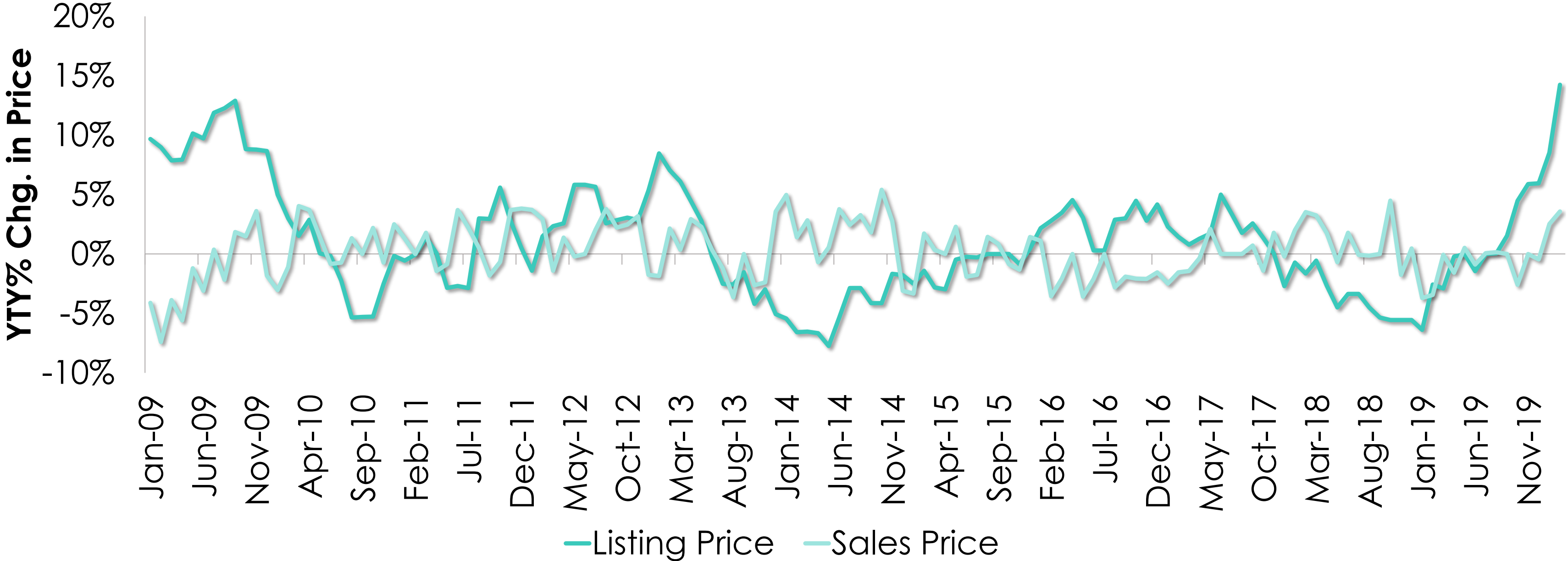
Sales-to-list price ratio improved in the top end, but not the ultra high-end

California Sales-to-List Price Ratio by Quintile



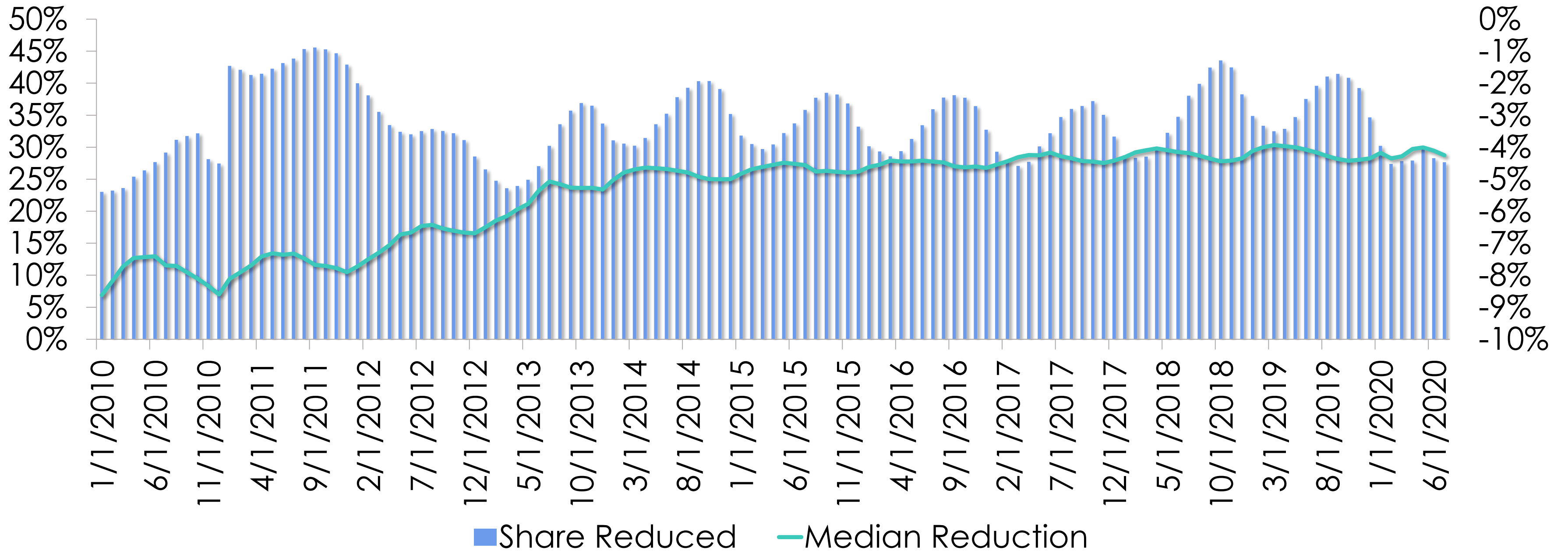
Median sales vs. list price growth \$1M+ properties

California Median Sales vs. List Price Growth



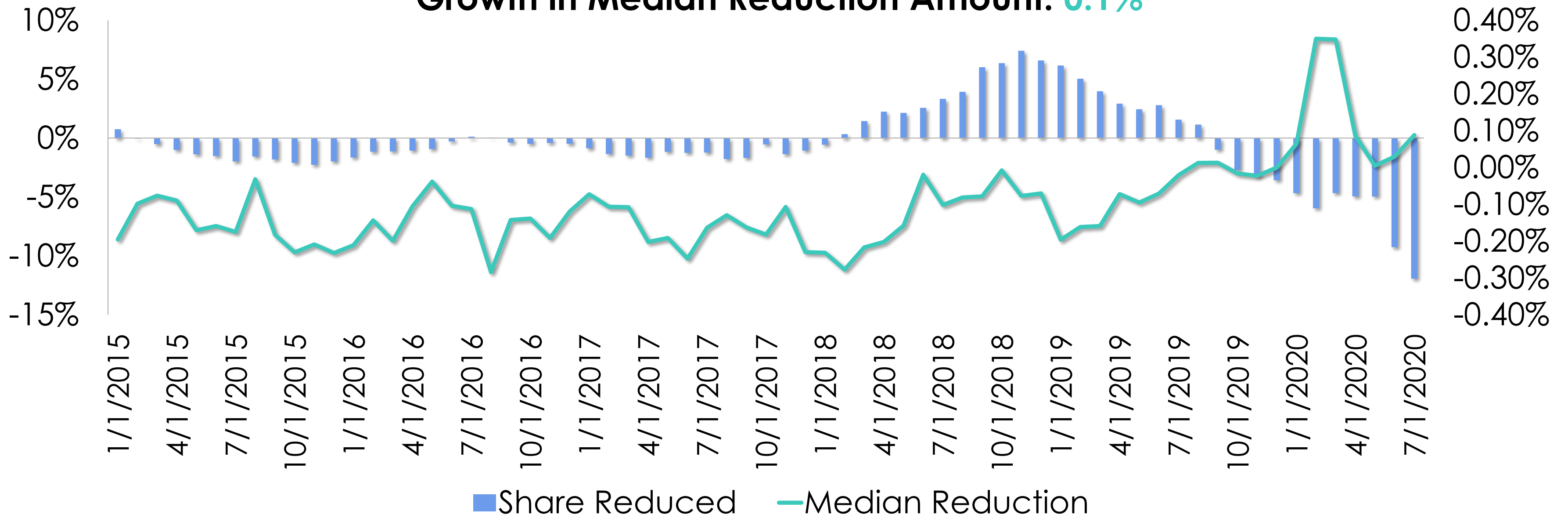
Reduced-Price Listings

Share of Listings with a Reduced Price: **27.6%**; Median Reduction Amount: **-4.3%**



Growth in Reduced-Price Listings

Growth in Share of Listings with a Reduced Price: -11.9%
Growth in Median Reduction Amount: 0.1%



Thank You