



CALIFORNIA  
ASSOCIATION  
OF REALTORS®

# **Matt Roberts**

## **C.A.R. Federal Government Affairs Manager**

Pacific Southwest Association of REALTORS® Outreach

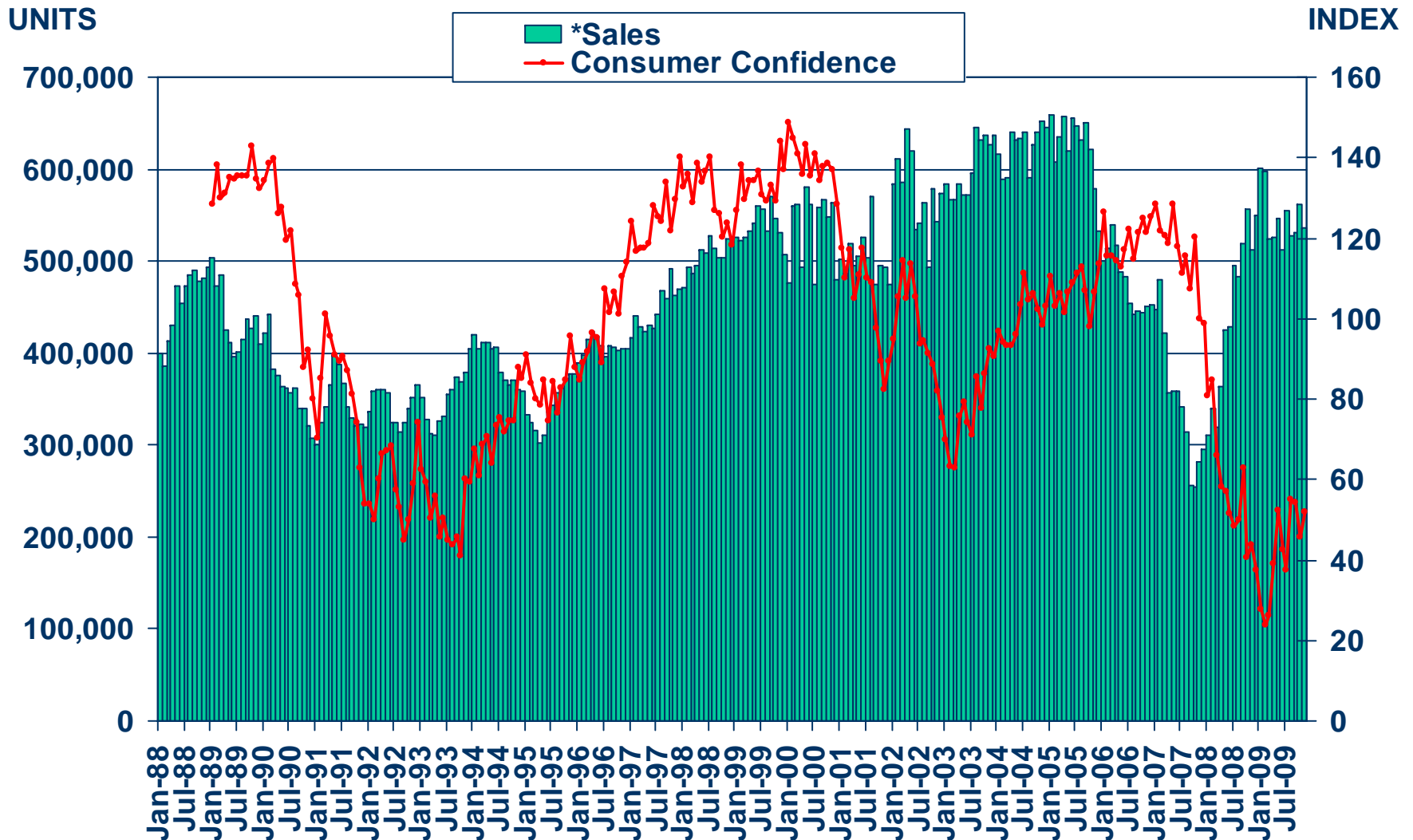
**February 19, 2010**

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**CALIFORNIA ASSOCIATION OF REALTORS®**

# Sales of Existing Detached Homes and Pacific West Consumer Confidence

California, November 2009 Sales: 536,720 Units, Up 26.3% YTD, Up 4.7% YTY



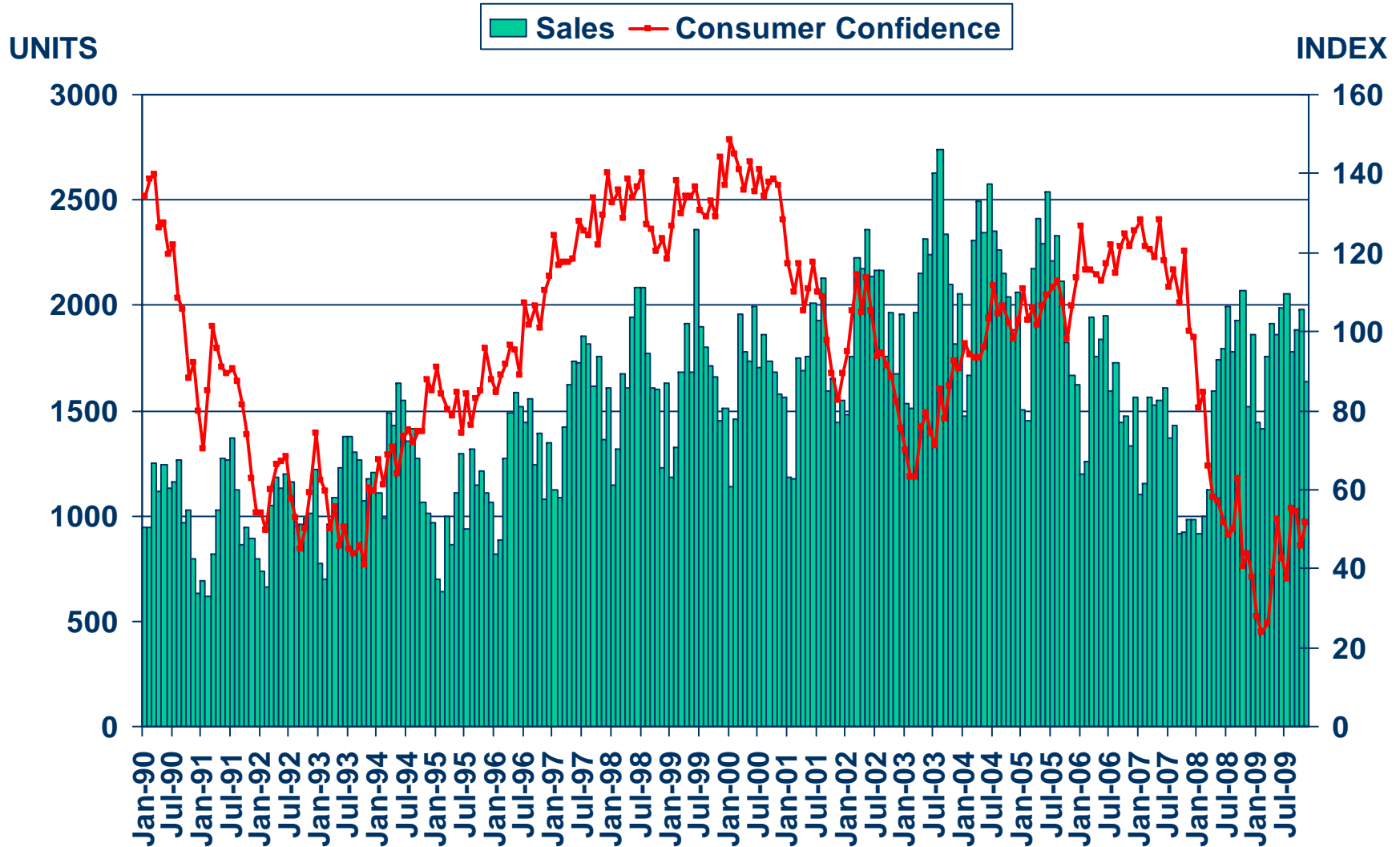
SOURCE: California Association of REALTORS®; The Conference Board

\*Sales are seasonally adjusted and annualized



# Sales of Existing Detached Homes and Pacific West Consumer Confidence

San Diego County, November 2009: 1,634 Units, Up 12.9% YTD, Up 7.5% YTY

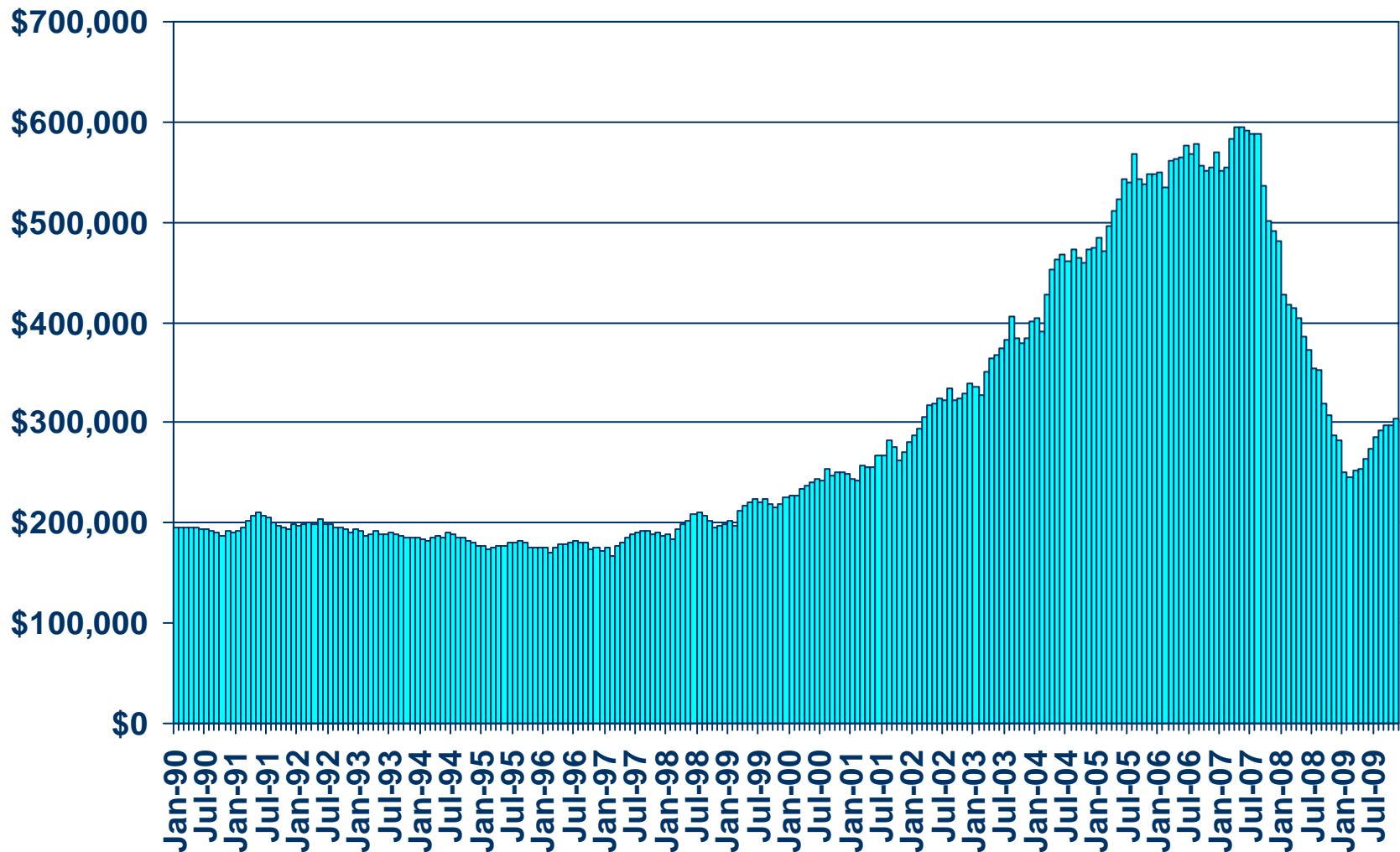


SOURCE: California Association of REALTORS®;  
The Conference Board



# Median Price of Existing Detached Homes

California, November 2009: \$304,520, Up 5.8% YTY

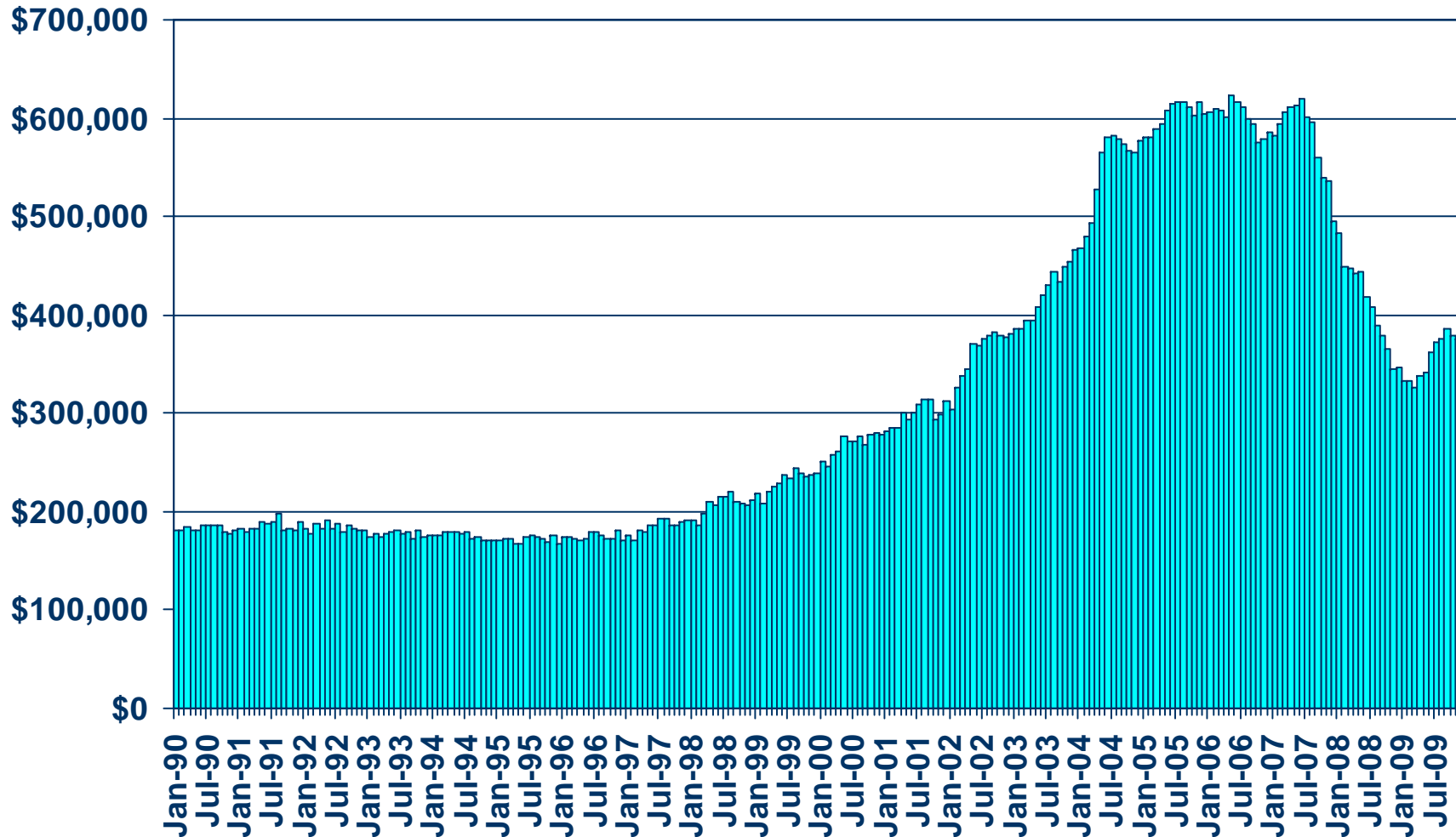


SOURCE: California Association of REALTORS®



# Median Price of Existing Detached Homes

San Diego County, November 2009: \$376,450, Up 9.0% YTY



SOURCE: California Association of REALTORS®



# Median Home Sales Price

## San Diego County

|                  | Nov-09    | Nov-08    | Yearly %<br>Change |
|------------------|-----------|-----------|--------------------|
| San Diego County | \$325,000 | \$305,000 | 6.6%               |
| Carlsbad         | \$595,000 | \$568,500 | 4.7%               |
| Chula Vista      | \$318,750 | \$319,000 | -0.1%              |
| El Cajon         | \$260,000 | \$235,000 | 10.6%              |
| Encinitas        | \$512,500 | \$646,250 | -20.7%             |
| Escondido        | \$255,000 | \$249,500 | 2.2%               |
| Fallbrook        | \$380,000 | \$289,500 | 31.3%              |
| La Jolla         | \$925,000 | \$850,000 | 8.8%               |
| La Mesa          | \$320,000 | \$300,000 | 6.7%               |
| Lakeside         | \$219,000 | \$355,000 | -38.3%             |
| Lemon Grove      | \$239,500 | \$240,000 | -0.2%              |
| National City    | \$188,500 | \$210,000 | -10.2%             |

**SOURCE: C.A.R.; DataQuick Information Systems. The price statistics are derived from all types of home sales -- new and existing, condos and single-family.**



# Median Home Sales Price – Cont.

## San Diego County

|               | Nov-09    | Nov-08    | Yearly %<br>Change |
|---------------|-----------|-----------|--------------------|
| Oceanside     | \$303,750 | \$270,000 | 12.5%              |
| Poway         | \$455,000 | \$335,000 | 35.8%              |
| Ramona        | \$330,000 | \$320,000 | 3.1%               |
| San Diego     | \$325,000 | \$320,000 | 1.6%               |
| San Marcos    | \$327,500 | \$330,500 | -0.9%              |
| Santee        | \$317,000 | \$358,000 | -11.5%             |
| Solana Beach  | \$740,000 | \$926,500 | -20.1%             |
| Spring Valley | \$230,000 | \$234,000 | -1.7%              |
| Vista         | \$315,000 | \$260,000 | 21.2%              |

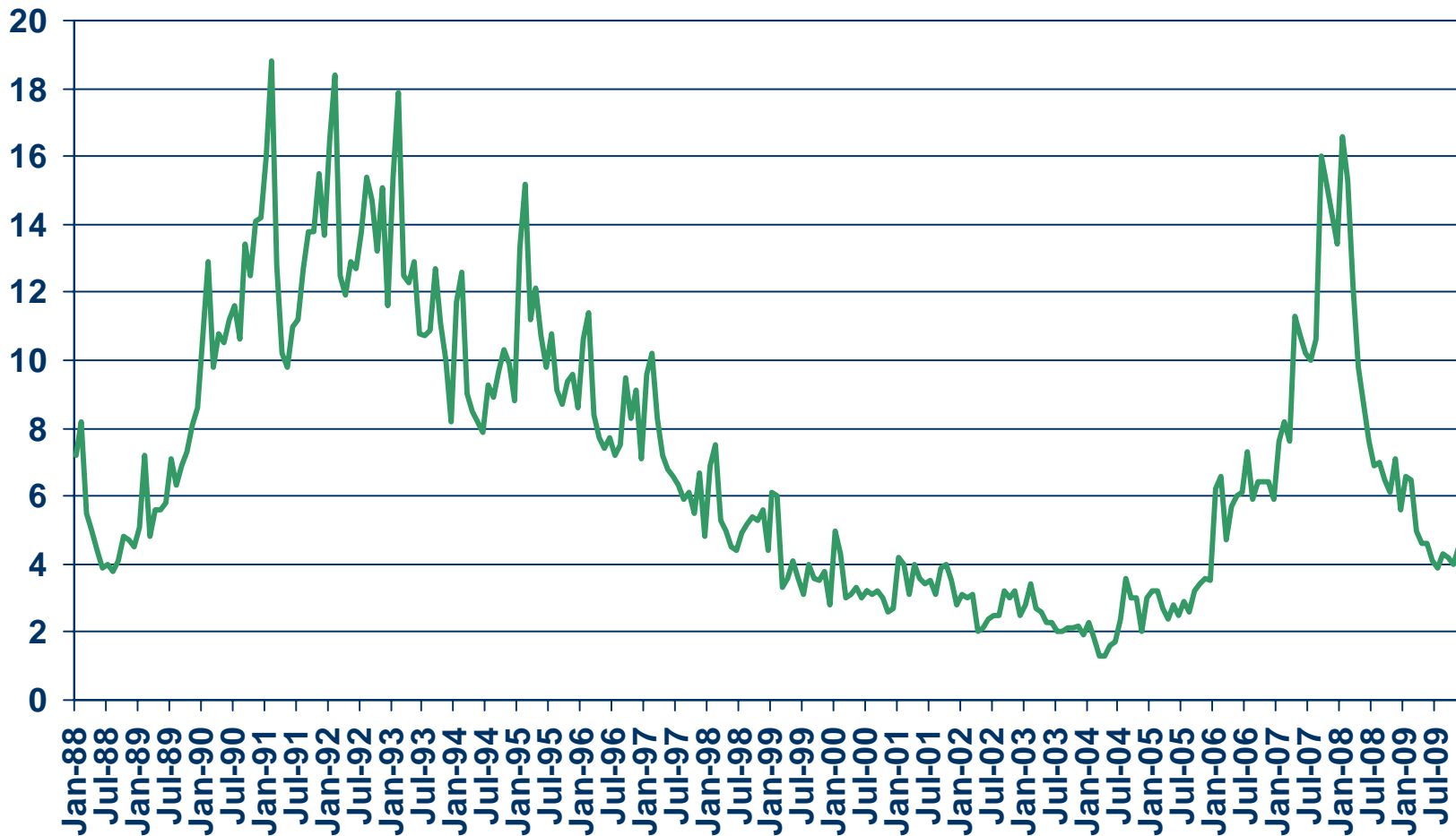
**SOURCE: C.A.R.; DataQuick Information Systems. The price statistics are derived from all types of home sales -- new and existing, condos and single-family.**



# Unsold Inventory Index

## California, November 2009: 4.5 Months

MONTHS



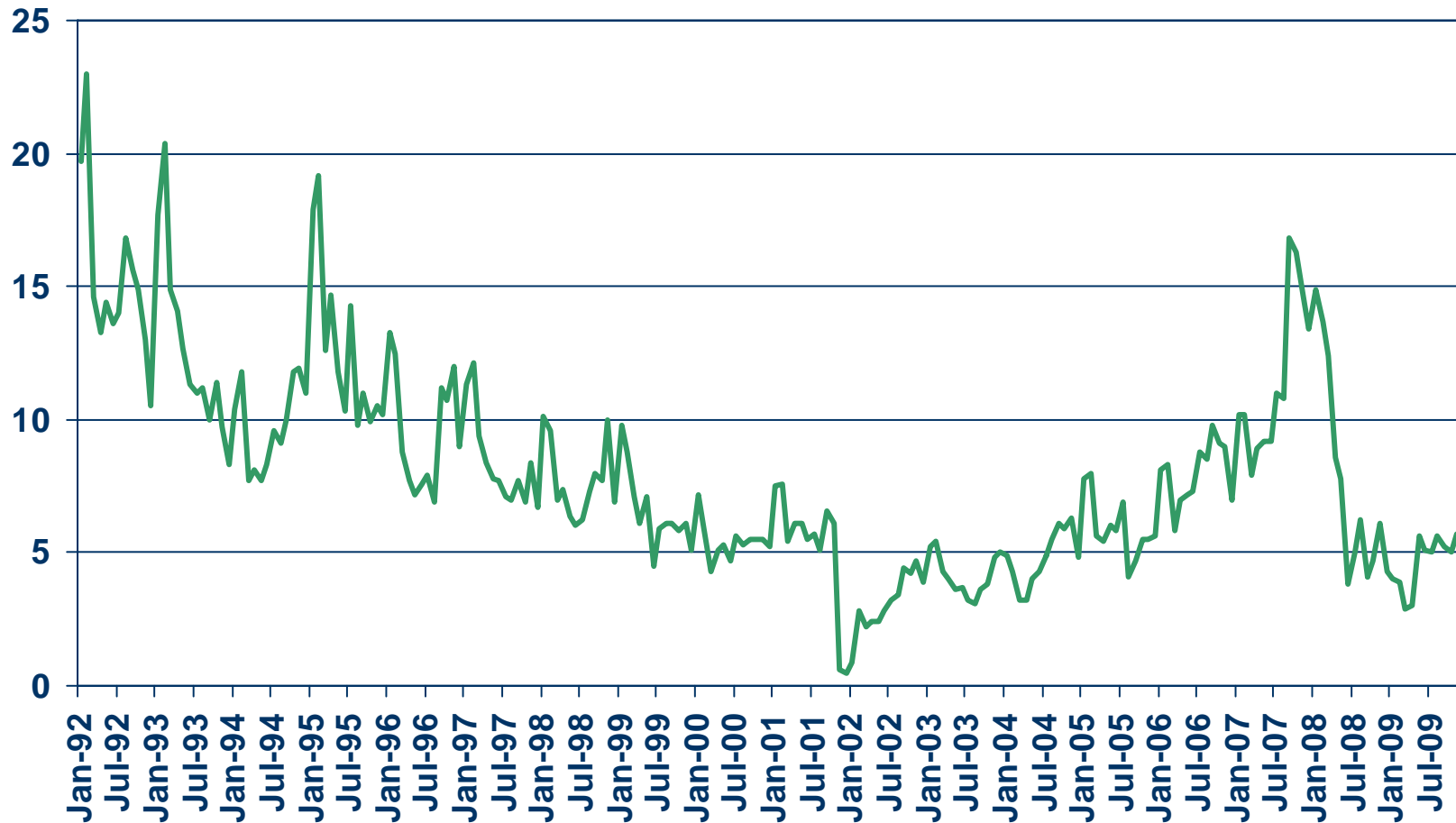
SOURCE: California Association of REALTORS®



# Unsold Inventory Index

San Diego County, November 2009: 5.7 Months

MONTHS

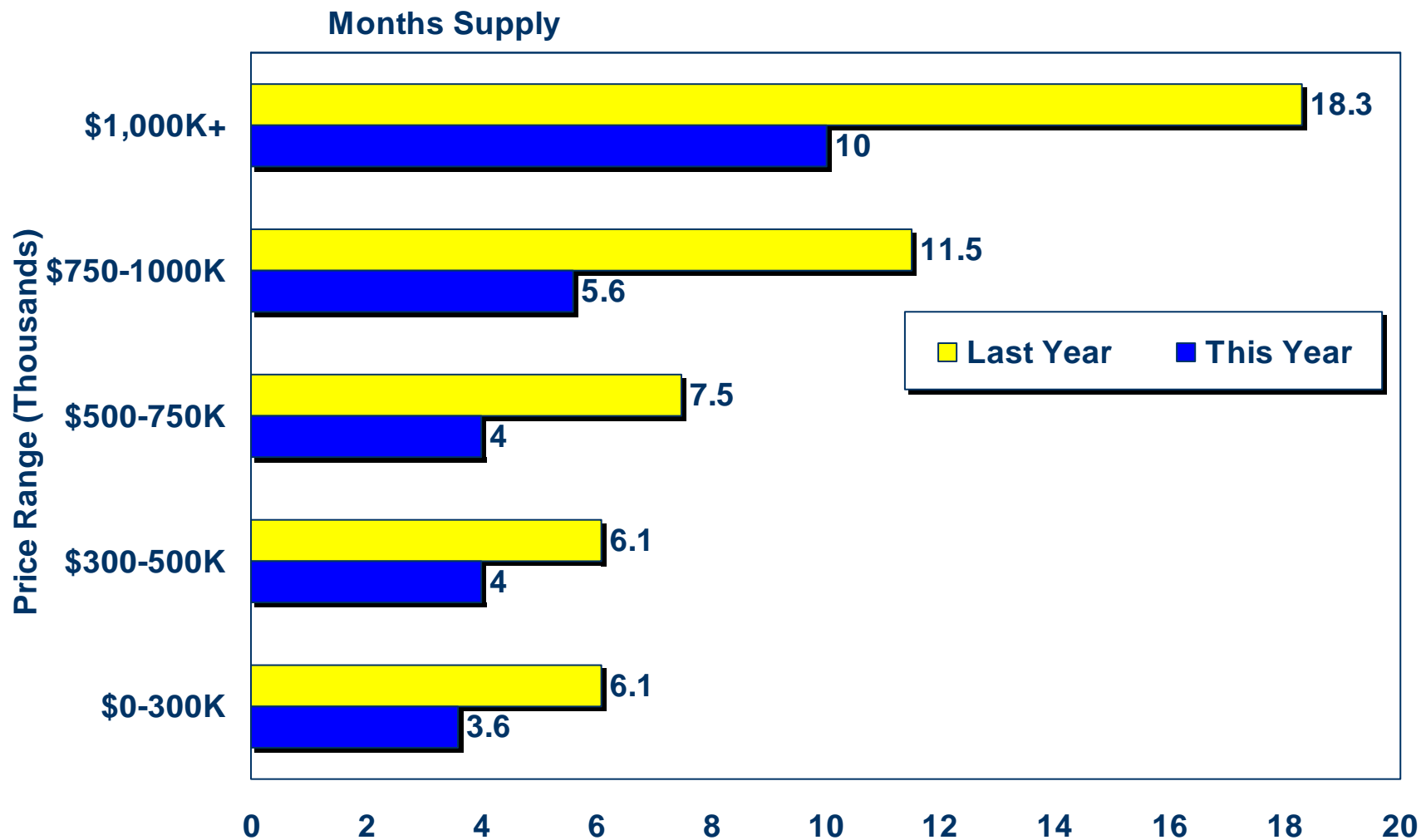


SOURCE: California Association of REALTORS®



# Unsold Inventory By Price Range

California - Existing Homes November 2009 vs. November 2008

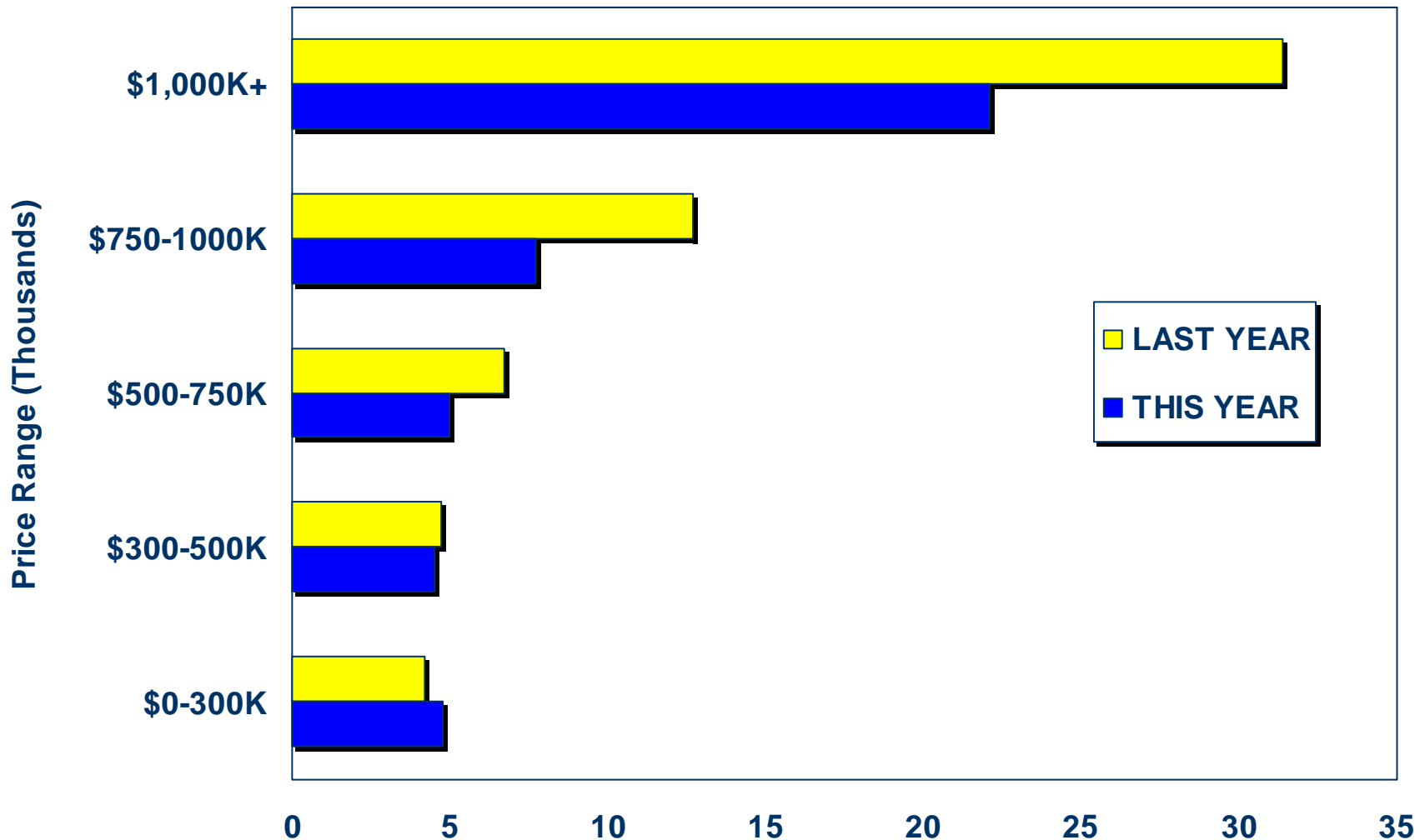


SOURCE: California Association of REALTORS®



# Unsold Inventory By Price Range

San Diego County Existing Homes Nov. 2009 vs. Nov. 2008



SOURCE: California Association of REALTORS®



# Congress and D.C.

What has and is happening in our nation's  
Capitol?

# REALTORS® Victories

- Loan Limits
- First Time Homebuyer Tax Credit
- Interest Rates
- Capital for Mortgage Market
- Climate Control & Point of Sale
- Regulatory Reform

# C.A.R. Priorities

- Protecting Real Estate Tax Incentives
- Real Estate Finance
- Regulatory
- As-they-come Issues

# What is Congress Looking At

- Reelection!
- Jobs
- Budget & Deficit
- Health Care
- Financial Regulatory Reform
- Economy (Housing Market for REALTORS®)

# What has D.C. Done to Address Housing?

- Making Home Affordable
- Complete Subsidization of the Mortgage Market
- Homebuyer Tax Credit
- Tightened Credit

# Looking Ahead

- End of Government Support?
- Higher Interest Rates?
- Still No Secondary Market?
- Higher Taxes?
- Failure of HAMP?
- Unknown?



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