



MARKET SNAPSHOT

SELLING YOUR HOME FOR THE HOLIDAYS?

Much like every year, **INVENTORY HAS BEEN WINDING DOWN** as we roll into the Holidays. Many sellers are convinced that selling during this season is either inconvenient or that buyers are taking a break. In reality **NOW IS A GREAT TIME TO SELL!** With mortgage rates still low and expected **RATE HIKES NEXT YEAR**, buyers would be wise to get in now. **SAVING MONEY** on both financing and taxes are huge incentives. These factors coupled with reduced inventory and more time off work mean **BETTER HOME VALUES** and **MOTIVATED BUYERS**. We've already seen a sizable **INCREASE IN MEDIAN SALES PRICE** in both the Orange County and San Diego markets as a result! **'TIS THE SEASON FOR SELLING!**

HOMES FOR SALE IN SOUTHERN CALIFORNIA*

ORANGE COUNTY	3,627	715,000	+1.36 %	62
SAN DIEGO COUNTY	4,699	540,000	+3.0 %	25
RIVERSIDE COUNTY	5,296	320,000	-0.6 %	53
L.A. COUNTY	8,763	537,750	-0.1%	47

• Total Detached homes for sale • Median sales price • Median days on market % • Month-to-month change

*Please note: Our reporting methods have changed from the use of market averages to market medians to provide a more comprehensive view of market activity in each county.

THE FED has been planning to **RAISE RATES** and that time is nearly upon us, with the expectation being mid-month and into next year. Home affordability may seem more difficult for some buyers, but **LENDERS HAVE BEAN EASING** up on tight approval guidelines and **LOWER RATES MEAN MORE VALUE**. With just a half point increase on a **\$500,000 MORTGAGE** you could be paying over **\$1,700 MORE PER YEAR** over the life of the loan that's not just a drop in the bucket!

3.95 Percent

30-year fixed rate
According to Freddie Mac PMSSM