

MID YEAR 2019 NEWSLETTER.

BEFORE I STARTED THIS NEWSLETTER, I AGAIN WENT ONTO MY COMPUTER AND WAS REVIEWING SOME OF MY NEWSLETTER'S OF 2017 AND 2018, AND FOUND THAT MY PROJECTIONS IN THEM WERE PRETTY MUCH ON "TARGET" SO WITH SOME CERTAINTY THAT THE SOURCES I RELY ON, CONTINUE TO BE "IN THE KNOW". I MOVE TO SET FORTH IN THIS NEWSLETTER AN INFORMED ATTEMPT TO KEEP MY CLIENTS, CUSTOMERS AND MY COMMENTS ON THIS OUR CURRENT MARKET AND EVENTS AS ACCURATE AS POSSIBLE. THEN ADDING MAYBE AN EVENT OR TWO UNFOLDING BEHIND THE SCENES THAT MIGHT AFFECT REAL ESTATE MARKET VALUES. **Giving You as Seller's and You as Buyers some insights for the remaining months of this year.**

GLOBAL MARKET EVENTS CONTINUE TO ATTRACT THE ATTENTION OF MANY. CHINA AS WAS EXPECTED SINCE BECOMING A MEMBER OF THE FEDERAL RESERVE BANK AS I PREDICTED CONTINUED TO CREATE FINANCIAL UNCERTAINTY IN APPROACHING SEVERAL COUNTRIES WITH THE OPTION OF USING THEIR GOLD BACKED YUAN, RATHER THAN THE CUSTOMARY US DOLLAR AS CURRENCY OF CHOICE TO MAKE MAJOR GLOBAL PURCHASES, SUCH AS OIL, ARMS & COMMODITIES. CREATING WAVE LIKE RIPPLES IN ALL THE MAJOR STOCK MARKETS IN THE WORLD.

THE FEDERAL RESERVE CAME TO THEIR SENSES AND DID A ¼ POINT INTEREST REDUCTION, STEADYING THE NERVES OF MANY HOMEOWNER'S THAT CHOSE "ARM'S" OR "VAR. RATE" INTEREST LOANS TO PURCHASE THEIR HOMES AFTER 2008. MANY PROPERTY OWNER'S MONTHLY MORTGAGE PAYMENTS EXPERIENCED MAJOR INCREASE AS THE INTEREST ADJUSTMENTS WERE IMPLIMENTED. PROMPTING THOSE HOMEOWNER'S TO CONSIDER PUTTING THEIR HOMES ON THE MARKET (CREATING A FLOOD OF INVENTORY) AND AT THE SAME TIME LESS POTENTIAL BUYERS BEING ABLE TO QUALIFY UNDER THE INCREASE INTEREST RATAE. IN OUR AREA ALONE THE LISTING INVENTORY GREW FROM AN AVERAGE OF 23-25 TO A BIG 100-102. FOLKS I CAN TELL YOU IN A COMMUNITY OF LESS THAN 10,000 POPULATION THAT'S A BUNCH OF HOMES AVAILABLE ON THE MARKET. WITH THE SAME RESULT BEING FELT HERE, LESS BUYERS MORE INVENTORY, IT RESULTED IN LONGER DAYS ON THE MARKET. MANY LISTINGS REACHING THE END OF THEIR CONTRACT WITH NO BUYER IN SITE. IN ORDER TO FIND THOSE BUYERS, MANY LISTINGS WERE SEEN TO HAVE PRICE REDUCTIONS AS A MEANS TO ATTRACT THAT BUYER WHEN THE SELLER'S NEEDS WERE MOTIVATED ENOUGH. OFFERING THOSE BUYER'S UN-HEARD OF VALUES NOT SEEN FOR A LONG TIME IN OUR AREA. "BARGAIN PRICES FOR THE HOME PURCHASED"

I AM GLAD TO REPORT THAT THINGS ARE AGAIN "RIGHTING THEMSELVES." WITH A SLOWER DECLINE IN LISTING PRICE. MANY SELLER'S HAVING DECIDED TO "WAIT AND SEE." AND HAVE WITHDRAWN OR KEPT THEIR PROPERTIES OFF THE MARKET WHEN THEIR LISTINGS HAVE EXPIRED. AND WE ARE NOW SEEING THE INVENTORY CORRECTING ITSELF DOWNWARD. AVERAGE LAST 3 MONTHS IS NOW 73-77. STILL DOUBLE PREVIOUS AVERAGES IN 2018. PRICE A HAVE TAKEN A "TUMBLE." LAST YEAR THE MEDIAN LIST PRICES WERE \$379,000-\$399,000 THIS YEAR TO DATE THEY ARE \$356,000-\$365,000, WITH 27% OF LISTINGS HAVING PRICE REDUCTIONS DURING THE LISTING PERIOD.

WHICH MAY CONTINUE TO SLIP DOWNWARD EVEN FURTHER IN THE REMAINING COMING MONTHS OF THIS YEAR. MANY THINGS WILL CONTINUE TO AFFECT THIS DECLINE, FIRST ISSUES OF "POLITICAL" UNCERTAINTY. AS WE START INTO THE "BUSINESS OF HEARING ALL OF THE CANDIDATES POSITIONS ON THE MAJOR CONCERNS OF THE AMERICAN PEOPLE.

THAT BEING SAID, I BELIEVE WE WILL SEE A LESSENING IN "INVENTORY" AS SELLER'S ARE WAITING TO SELL, HOPING BY WAITING JUST A BIT LONGER THE MARKET WILL AGAIN RETURN TO AN UPWARD CYCLE. IN THE MEAN TIME WE MOVE INTO A "BUYER'S MARKET." OFFERING THE BUYER MORE HOMES TO SELECT FROM FOR LOWER PRICES THAN A YEAR AGO THIS TIME. THE DOWNWARD TREND HAS BROUGHT MORE AFFORDABLE PRICES TO OUR AREA. **BUYER'S!**, those of you that are "sitting on the fence" **HERE IS YOUR chance to be READY to take advantage of those opportunities and act now while you can still get a "reasonably" low Fixed-Rate mortgage.**

ADDITIONAL ITEMS OF INTEREST HERE AS WE CALL IT "ON THE HILL", IS THE NEW CONSTRUCTION AT OUR LOCAL CAHUILLA CASINO NOW ONGOING. THE FRAMEWORK OF THE NEW 57 ROOM HOTEL AND THE LARGE NEW CASINO BUILDING ARE VISIBLE TO THOSE DRIVING BY ON HWY 371. TARGETED COMPLETION AND GRAND OPENING BEING BY THE END OF 2019. IT IS STATED THAT THE NEW FACILITIES AND THE TRAVEL CENTER WILL PROVIDE NEW EMPLOYMENT FOR 1600 PERMANENT POSITIONS. GREAT NEWS FOR US LOCALS WITH THE INCREASED TRAFFIC IT WILL BE NICE TO WORK LOCALLY RATHER THAN TO COMMUTE TO TEMECULA, PALM DESERT OR HEMET.

ADDITIONAL, IN THIS DAY OF "TECHNOLOGY" AND PERHAPS OF INTEREST FOR THOSE FOLKS THAT ARE LUCKY ENOUGH TO BE ABLE TO WORK FROM HOME, THE ANZACONNEC WIFI INTERNET PROVIDER, (LOCALLY OWNED AND OPERATED BY OUR ANZA ELECTRIC CO-OP). IS CONTINUING AT A RAPID PACE TO PROVIDE OUR AREA WITH NEW HIGH SPEED FIBER-OPTIC INTERNET SERVICE AT A FRACTION OF THE COST THAT OTHER PREVIOUS SERVICE PROVIDERS WERE OFFERING.

SO NOW JUST MIGHT BE "**YOUR**" RIGHT TIME, TO SEEK AND WORK WITH A KNOWLEDGABLE REALTOR, TO ASSIST YOU TO EXPERIENCED LOAN BROKER TO BEGIN THE SEARCH AND GET YOUR LETTER OF PRE-QUALIFICATION EVEN BEFORE YOU BEGIN YOUR SEARCH OR START PREVIEWING HOMES. THEN THAT "***Dream of Homeownership***" CAN BECOME A REALITY IN THE COMING MONTHS. IN THE MEAN TIME THOSE OF US LIVING UP HERE ON THE "HILL" WILL ENJOY THE SLIGHTLY RE-MOVED "STRESS" OF CITY LIVING.

BE SURE TO PREVIEW OUR MONTHLY LISTS PROVIDED ON OUR WEB-SITE, (www.cristrealestate.com) THESE ARE ALL THE LISTINGS AVAILABLE, NOT JUST OURS. YOU MIGHT SEE "JUST WHAT YOU ARE LOOKING FOR! Here you can review and return as

Frequently as you like, when it is convenient for you. We look forward to any inquires you might have.

SINCERELY YOUR AREA MARKETING SPECIALIST SINCE 1979.

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