

397,210

Existing Home Sales*

▼ -6.3% YTY



\$565,880

Median Price*

▲ 0.2% YTY



3.6 Months

Unsold Inventory*

▲ 24.1% YTY



25.0 Days

Median Time on Market*

▲ 56.3% YTY



\$277

Price Per SQ Feet*

▲ 0.4% YTY



98.5%

Sales to List Price Ratio*

▼ -1.5% YTY



28%

Affordability Index*

▼ 1.0% YTY



4.27%

30 Year Fixed Rate**

▼ -0.04% YTY



MARKET AT A GLANCE

California home sales & median price moderate in March.

- In spite of low interest rates, home sales were essentially flat (down 0.2%) when compared to February, but decreased by 6.3% when compared to last year.
- This suggests a continued drop in sales on a year-over-year basis, but at a more moderate pace than what was observed a couple of months ago.

QUICK TEA

From our recent hot issues survey, nearly all respondents (~419) stated that staging influences buyers' interest. We want to hear your thoughts! Do you think it's really worth having a home staged? Spill the tea to andrewv@car.org.

AGENT TEASOURCES



SURVEYS & REPORTS: S.H.I.F.T.

Grab a cup of tea and enjoy the 2019 report, S.H.I.F.T., to get better understanding of the current market conditions and on how the ongoing transition might have affected home buying and home selling behavior. <https://on.car.org/2vI0xmd>



HOW WILL YOU THRIVE IN A SHIFTING MARKET?

Join C.A.R. CEO Joel Singer on Thursday, May 2, 2019 at the Mid-Year Lunch as he examines the impacts of a transitioning market. Register below: <https://on.car.org/2XLUiEp>