

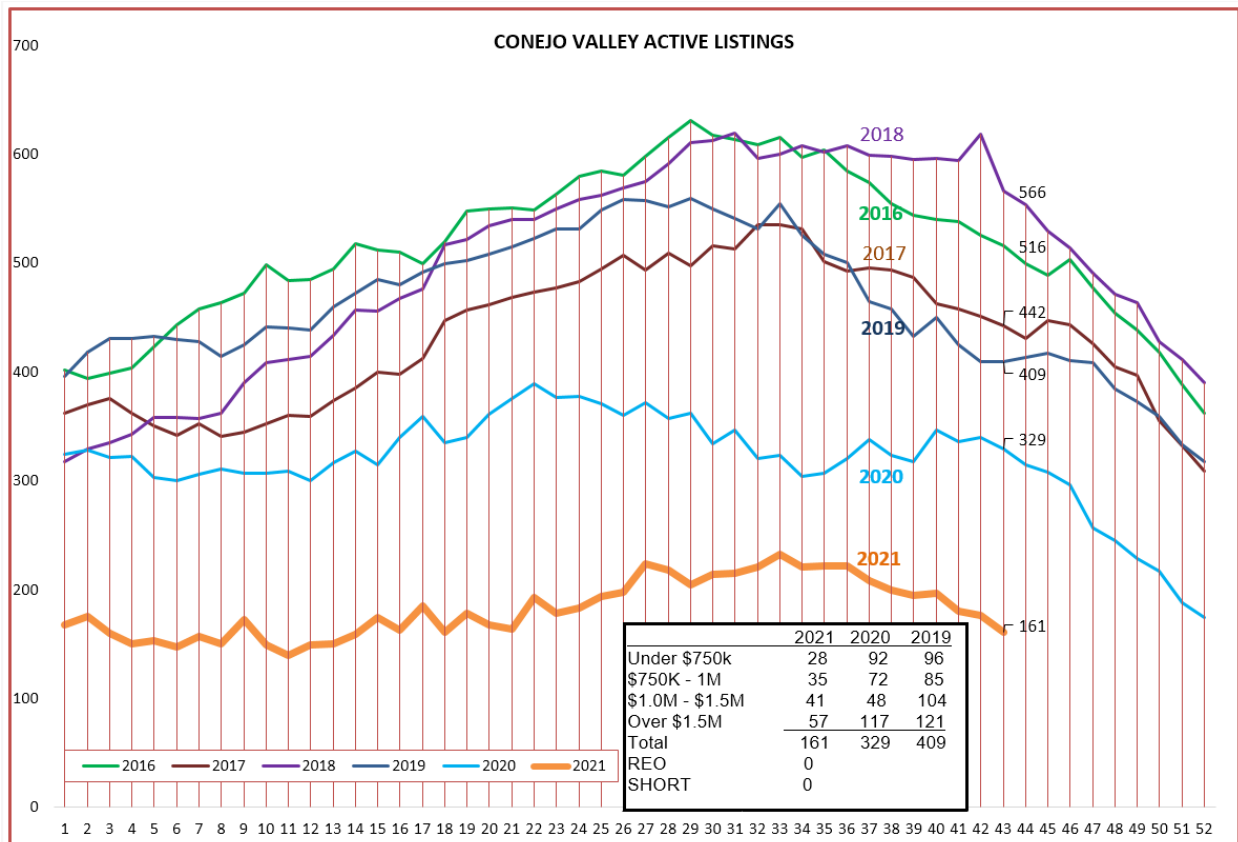
Thanksgiving: This year we can be Thankful for being in Real Estate

November 10, 2021 / Chuck Lech

It has been a good real estate year, covid notwithstanding. Covid has changed how we do business, in many good ways.

Let's view how things are going as we enter the final two months.

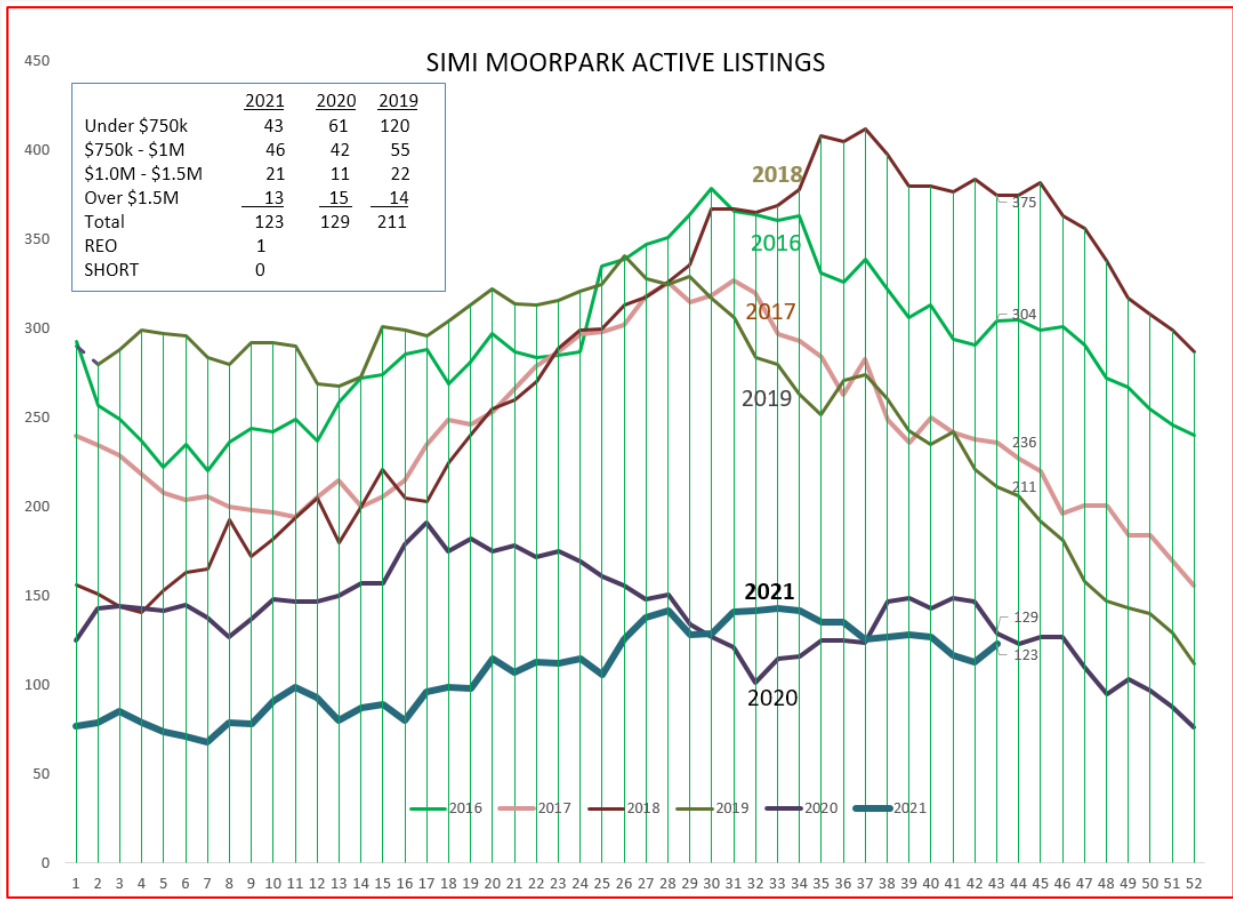
INVENTORY



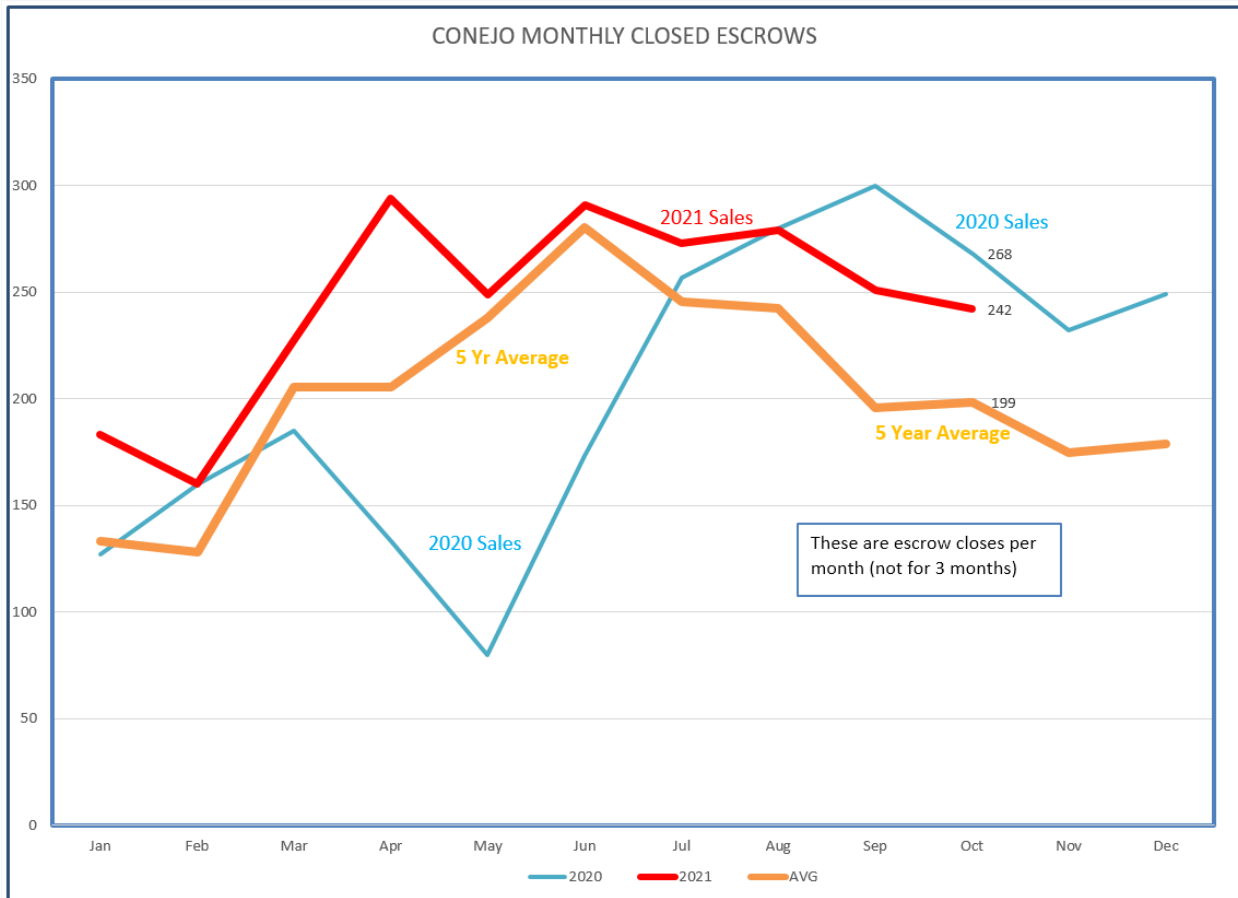
Conejo is at an all-time low already, and inventory usually declines heading into year end.

Simi/Moorpark began the year very low and remained there. Actually, 2020 began the low-inventory period and it continued throughout 2021. The graphs all drop to new lows as the end of the year approaches, we expect Simi/Moorpark will be no different.

We could see fewer than 100 homes on the market in both valleys at the end of the year.

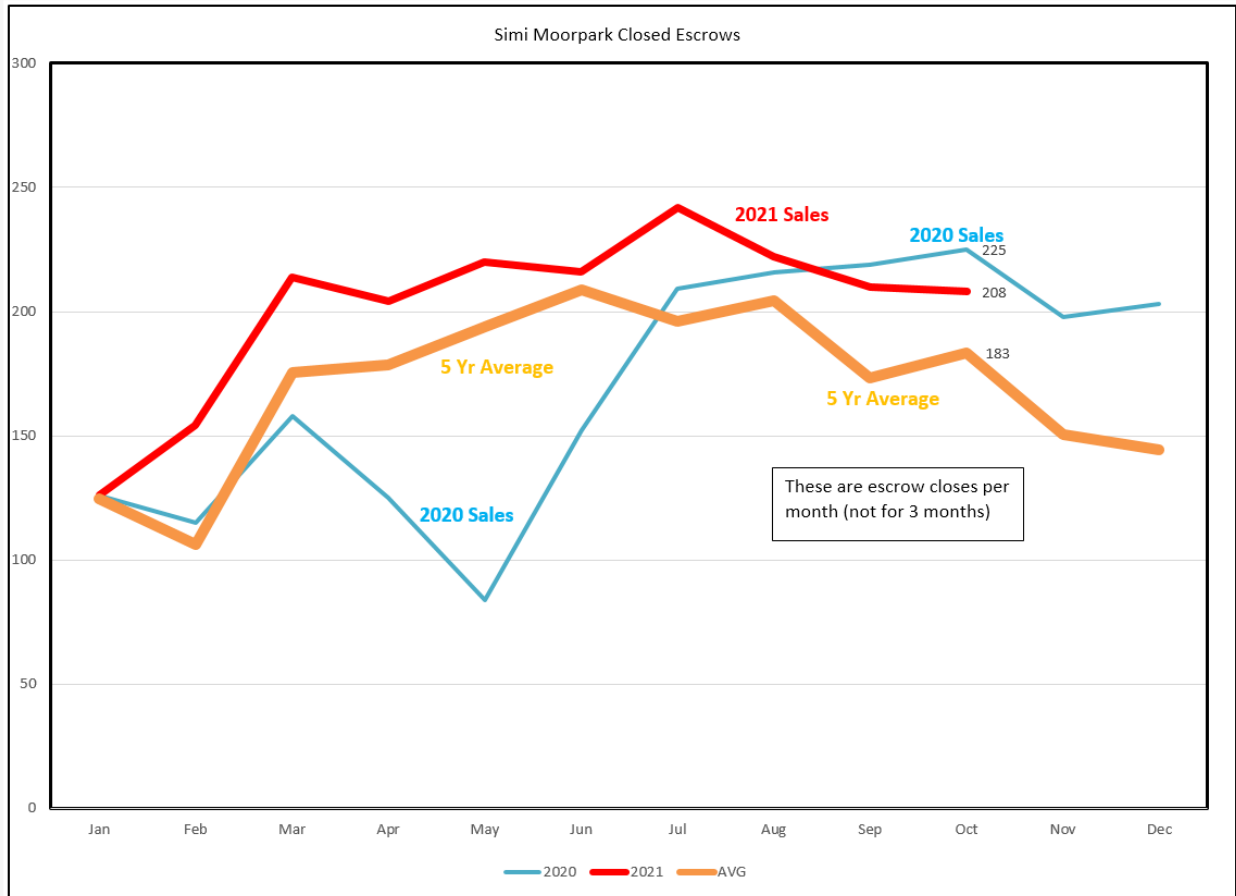


CLOSED ESCROWS

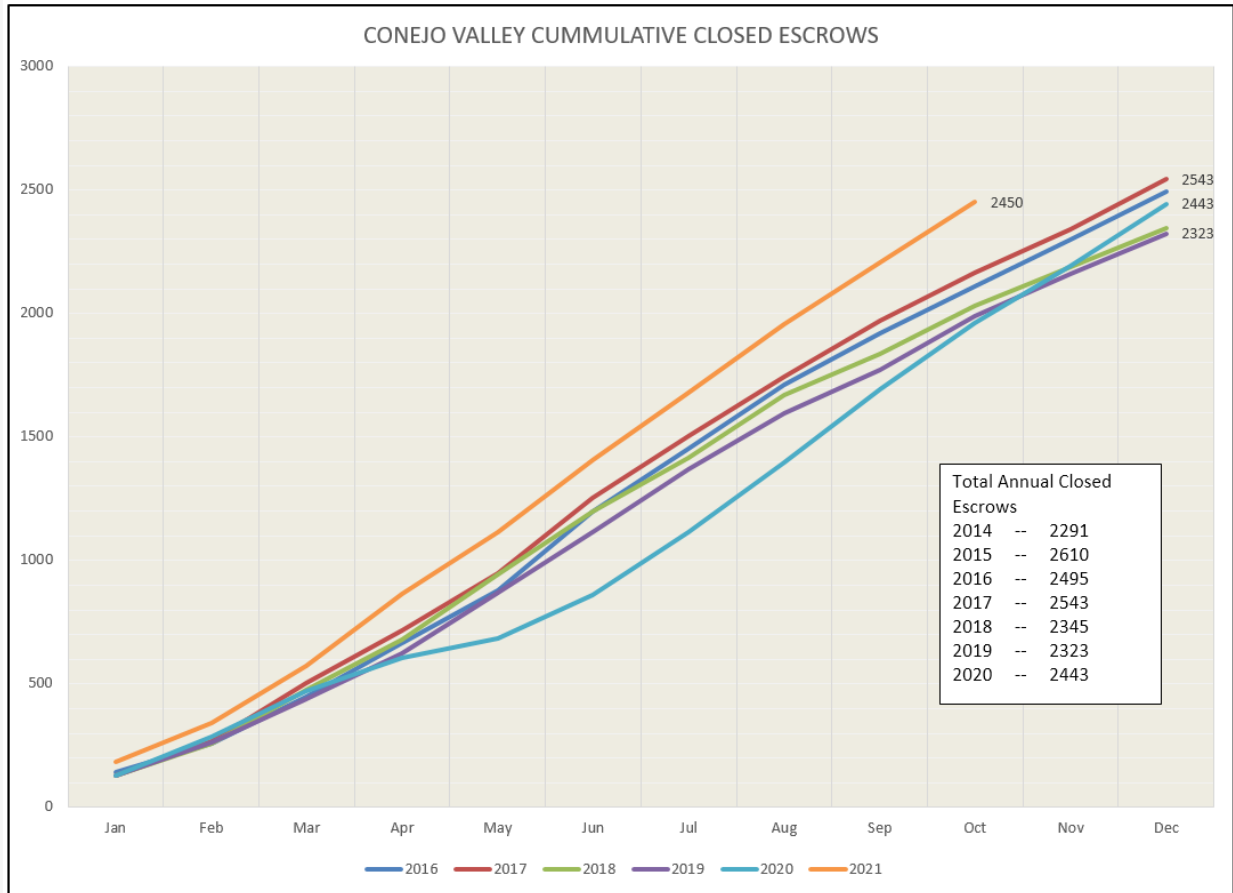


The gold line, the 5-year average of closed escrows, has been fairly consistent year to year. Then covid hit. In April, sales dropped like a rock, then shot up like a rocket. 2021 sales are very strong, higher than the average, but are now aligning with the same predictable path.

For Simi/Moorpark, below, the same result. Even in the face of low inventory, demand and sales remain strong.



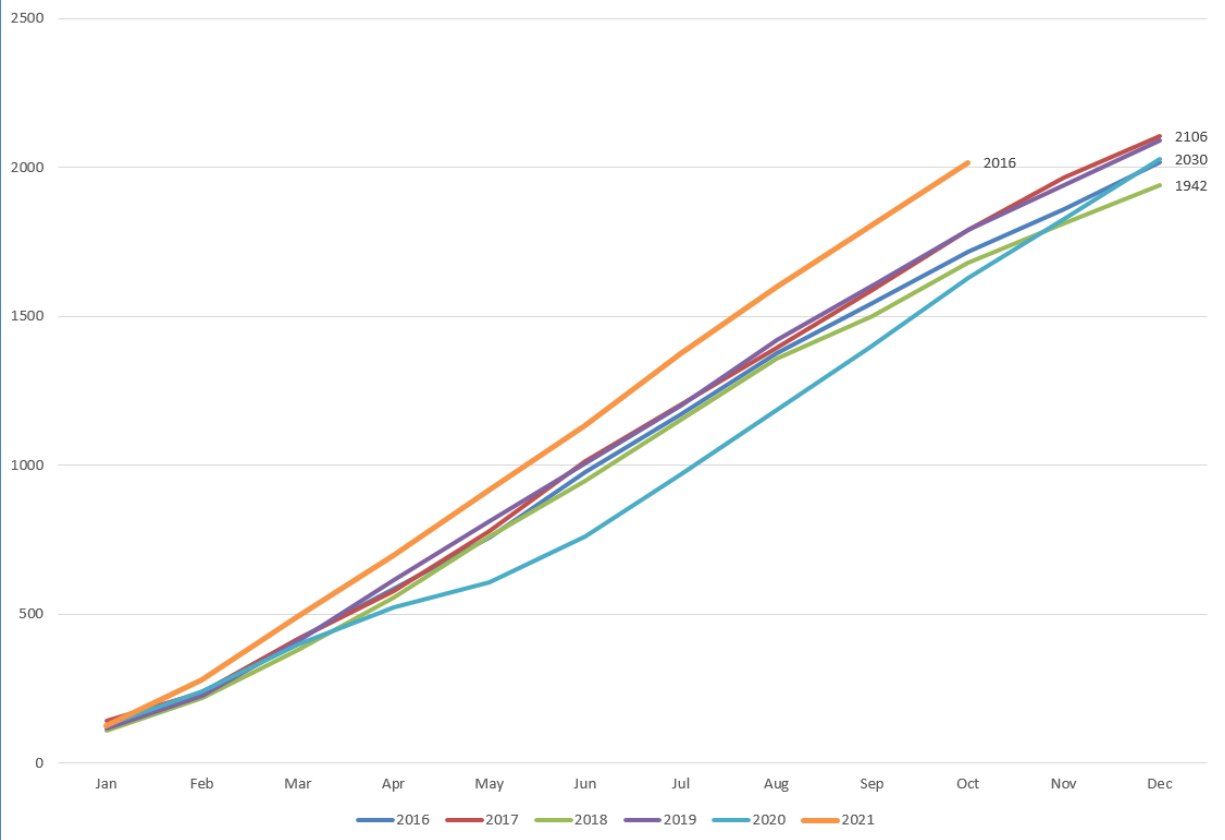
CUMMULATIVE CLOSED ESCROWS



Conejo closed-escrows-to-date have already tied the average for the past five years, with two months left to go. 2021 will be our strongest year in recent (last 10 years) history.

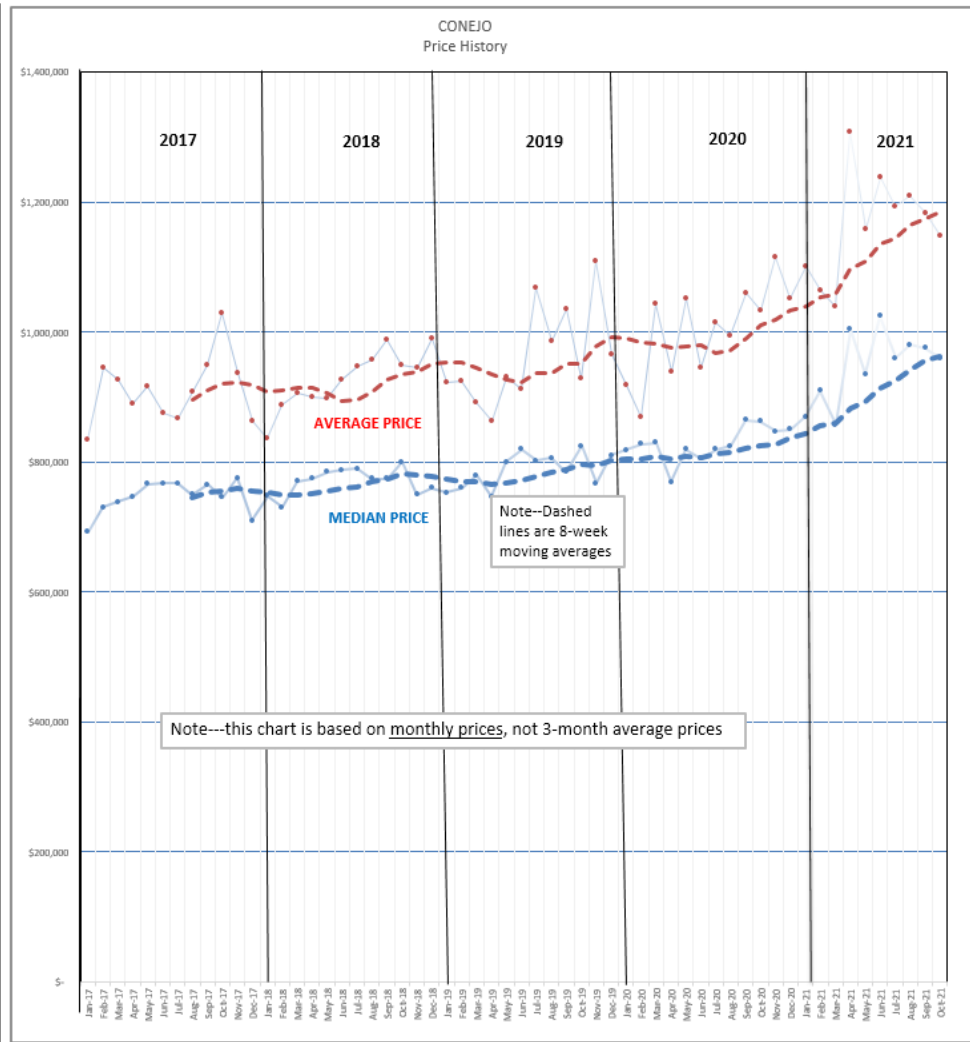
For Simi-Moorpark, the same story. A record year.

Simi/Moorpark Cummulative Closed Escrows



HOME PRICES

CONEJO VALLEY		
	MEDIAN	AVERAGE
Jan-17	\$ 693,000	\$ 833,505
Feb-17	\$ 730,000	\$ 944,801
Mar-17	\$ 739,000	\$ 926,804
Apr-17	\$ 747,000	\$ 890,111
May-17	\$ 766,500	\$ 917,196
Jun-17	\$ 767,000	\$ 875,586
Jul-17	\$ 766,900	\$ 867,574
Aug-17	\$ 750,000	\$ 907,669
Sep-17	\$ 765,000	\$ 949,097
Oct-17	\$ 745,750	\$ 1,029,891
Nov-17	\$ 775,500	\$ 936,479
Dec-17	\$ 710,000	\$ 862,565
Jan-18	\$ 747,500	\$ 835,575
Feb-18	\$ 730,000	\$ 888,357
Mar-18	\$ 770,000	\$ 906,240
Apr-18	\$ 774,900	\$ 900,068
May-18	\$ 785,000	\$ 898,481
Jun-18	\$ 788,200	\$ 926,918
Jul-18	\$ 790,000	\$ 947,440
Aug-18	\$ 775,000	\$ 957,017
Sep-18	\$ 775,000	\$ 968,026
Oct-18	\$ 800,000	\$ 949,636
Nov-18	\$ 750,000	\$ 945,902
Dec-18	\$ 760,000	\$ 990,409
Jan-19	\$ 752,500	\$ 922,295
Feb-19	\$ 760,000	\$ 924,258
Mar-19	\$ 780,000	\$ 891,026
Apr-19	\$ 747,000	\$ 862,369
May-19	\$ 800,000	\$ 930,176
Jun-19	\$ 820,000	\$ 912,404
Jul-19	\$ 802,500	\$ 1,067,988
Aug-19	\$ 806,000	\$ 986,789
Sep-19	\$ 785,000	\$ 1,034,622
Oct-19	\$ 825,000	\$ 927,955
Nov-19	\$ 767,500	\$ 1,108,783
Dec-19	\$ 810,000	\$ 965,586
Jan-20	\$ 818,700	\$ 917,906
Feb-20	\$ 827,400	\$ 870,226
Mar-20	\$ 830,000	\$ 1,042,890
Apr-20	\$ 769,000	\$ 938,795
May-20	\$ 820,000	\$ 1,051,872
Jun-20	\$ 805,000	\$ 945,644
Jul-20	\$ 820,000	\$ 1,014,336
Aug-20	\$ 825,000	\$ 995,356
Sep-20	\$ 865,000	\$ 1,060,749
Oct-20	\$ 862,500	\$ 1,033,982
Nov-20	\$ 847,500	\$ 1,115,324
Dec-20	\$ 850,000	\$ 1,052,577
Jan-21	\$ 870,000	\$ 1,101,123
Feb-21	\$ 910,000	\$ 1,064,590
Mar-21	\$ 858,000	\$ 1,039,843
Apr-21	\$ 1,003,750	\$ 1,308,864
May-21	\$ 935,000	\$ 1,158,744
Jun-21	\$ 1,025,000	\$ 1,238,194
Jul-21	\$ 960,000	\$ 1,192,702
Aug-21	\$ 980,500	\$ 1,210,621
Sep-21	\$ 975,000	\$ 1,183,644
Oct-21	\$ 960,000	\$ 1,148,478



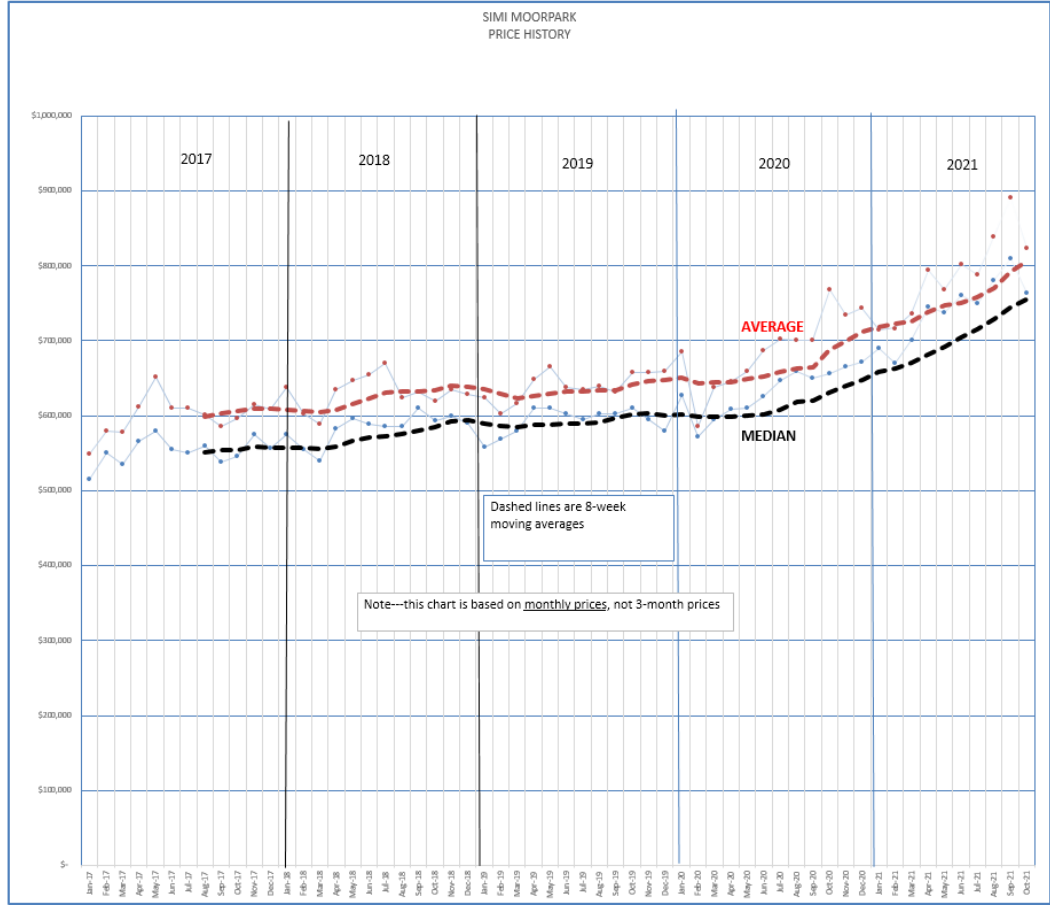
These are monthly figures, different from the three-month-average figures in the tables below.

For Conejo, the average price at the beginning of 2020 was around \$800,000. Two years later, we are pushing closer to \$1 million, an increase of 25%.

For Simi/Moopark, the average price at the beginning of 2020 was stable around \$600,000. Two years later, we are over \$750,000, an increase of 25%.

When people ask the standard question, "How's the Market", I would use this statistic. Up 25% in two years.

SIMI MOORPARK		
	MEDIAN	AVERAGE
Jan-17	\$ 515,000	\$ 543,361
Feb-17	\$ 550,000	\$ 579,443
Mar-17	\$ 535,000	\$ 578,043
Apr-17	\$ 565,000	\$ 611,936
May-17	\$ 573,950	\$ 651,621
Jun-17	\$ 555,000	\$ 610,839
Jul-17	\$ 550,000	\$ 609,521
Aug-17	\$ 560,000	\$ 600,525
Sep-17	\$ 538,500	\$ 585,616
Oct-17	\$ 545,000	\$ 596,587
Nov-17	\$ 575,250	\$ 614,067
Dec-17	\$ 556,500	\$ 607,912
Jan-18	\$ 575,000	\$ 636,968
Feb-18	\$ 555,000	\$ 602,319
Mar-18	\$ 539,000	\$ 589,222
Apr-18	\$ 582,500	\$ 635,306
May-18	\$ 597,000	\$ 645,954
Jun-18	\$ 588,000	\$ 653,952
Jul-18	\$ 595,000	\$ 670,386
Aug-18	\$ 585,000	\$ 623,630
Sep-18	\$ 610,000	\$ 632,187
Oct-18	\$ 593,750	\$ 620,047
Nov-18	\$ 800,000	\$ 635,252
Dec-18	\$ 590,000	\$ 628,393
Jan-19	\$ 557,538	\$ 623,387
Feb-19	\$ 568,250	\$ 602,159
Mar-19	\$ 573,450	\$ 615,764
Apr-19	\$ 609,990	\$ 643,177
May-19	\$ 610,000	\$ 666,010
Jun-19	\$ 602,500	\$ 638,214
Jul-19	\$ 594,950	\$ 634,267
Aug-19	\$ 602,625	\$ 636,864
Sep-19	\$ 603,000	\$ 632,155
Oct-19	\$ 610,000	\$ 658,002
Nov-19	\$ 595,000	\$ 657,806
Dec-19	\$ 580,000	\$ 658,715
Jan-20	\$ 627,500	\$ 685,494
Feb-20	\$ 572,000	\$ 584,992
Mar-20	\$ 595,000	\$ 638,210
Apr-20	\$ 609,000	\$ 645,457
May-20	\$ 610,000	\$ 653,376
Jun-20	\$ 625,000	\$ 686,950
Jul-20	\$ 647,000	\$ 702,500
Aug-20	\$ 658,750	\$ 700,640
Sep-20	\$ 650,000	\$ 693,845
Oct-20	\$ 656,000	\$ 767,301
Nov-20	\$ 685,000	\$ 734,048
Dec-20	\$ 672,000	\$ 743,238
Jan-21	\$ 690,000	\$ 713,852
Feb-21	\$ 670,000	\$ 716,670
Mar-21	\$ 700,000	\$ 736,423
Apr-21	\$ 745,000	\$ 793,945
May-21	\$ 737,500	\$ 768,061
Jun-21	\$ 760,000	\$ 801,057
Jul-21	\$ 750,000	\$ 787,708
Aug-21	\$ 780,000	\$ 839,154
Sep-21	\$ 810,000	\$ 890,600
Oct-21	\$ 763,125	\$ 822,497



STATISTICAL TABLES

STATS CONEJO VALLEY	11/3/2021		
	2021	2020	Versus Same Period Last Yr.
	8/1/2021 - 10/31/2021	8/1/2020 - 10/31/2020	
Total Active Residential Listings	161	329	Down 51%
Median Sold Price	\$ 960,000	\$ 855,000	Up 12%
Average Sold Price	\$ 1,148,478	\$ 1,030,687	Up 11%
Average Days On MLS	25	34	3 weeks to sell
Number of sales	779	857	Down 9%
Total Dollar Value of Solds	\$ 894,664,362	\$ 883,298,759	Up 1%
Months of Inventory	0.6	1.2	Sales -9%, inventory -51%
Listings under \$750,000	28		
Avg Monthly Sales under \$750,000	64		
Months of under \$750,000 Inventory	0.44		VERY TIGHT INVENTORY
Bracket Sales for Last 3-Month Period	2021	2020	
Total Number of Sales	779	857	Down 9%
Under \$750,000	187	296	Down 37%
\$750,000 - \$1,000,000	229	271	Down 15%
\$1,000,000 - \$1,500,000	220	166	Up 33%
Over \$1,500,000	143	124	Up 15%

The statistical tables show in numbers what the charts show in pictures.

For Conejo, inventory is down 50% from same time last year. Prices are up 11% in one year. It only takes 3 weeks to sell a home. Due to the lack of inventory, the actual number of sales for the most recent three months is down 9% versus last year. Both median and average prices in the Conejo are up over \$100,000 from the same time last year. There are only 28 homes priced below \$750,000 on the market in the Conejo valley.

For Simi/Moorpark, inventory is down only 5% from last year, but last year's inventory was already non-existent. Due to lack of inventory, the actual number of sales for the most recent three months is down 1% from last year. Both median and average prices in Simi/Moorpark are up over \$100,000 from the same time last year. Due to the influence of low inventory begun in 2020, prices are up about 16% from a year ago. There are only 43 homes priced below \$750,000 available in Simi/Moorpark.

STATS SIMI MOORPARK	11/9/2021		Versus Same Period Last Year	
	2021			2020
	8/1/2021 -10/31/2021	8/1/2020 -10/31/2020		
Total Active Residential Listings	123	129	Down 5%	
Median Sold Price	\$ 763,125	\$ 652,100	Up 17%	
Average Sold Price	\$ 822,497	\$ 717,441	Up 15%	
Average Days On MLS	23	32	3 weeks to sell	
Number of sales	652	660	Down 1%	
Total Dollar Value of Solds	\$ 536,268,044	\$ 473,511,060	Up 13%	
Months of Inventory	0.6	0.6	Sales -1%, Inventory -5%	
Listings under \$750,000	43			
Avg Monthly Sales under \$750,000	112			
Months of under \$750,000 Inventory	0.39		<u>VERY TIGHT INVENTORY</u>	
Bracket Sales for Last 3-Month Period	2021	2020		
Total Number of Sales	652	660	Down 1%	
Under \$750,000	297	435	Down 32%	
\$750,000 - \$1,000,000	241	164	Up Strongly-- 47%	
\$1,000,000 - \$1,500,000	84	51	Up Strongly--65%	
Over \$1,500,000	30	10	Triple last October	

Those are the statistics from last month. What of the future? See my blog from last month to read my forecast, as well as the C.A.R. forecast numbers for 2022.

Is inflation starting to become a factor? Absolutely. Yesterday it was announced that the Producer Price Index, the prices that manufactures pay for their materials, has risen 8.6% over the past 12 months. That means either future finished goods prices have to increase to protect margins, or that companies will begin to lose money. Those are increases that will be coming to consumers in the future.

Today the consumer price index was reported as an increase of 5.9%. The unemployment rate is 4.6%. The FED has begun to taper their purchase of Treasury and Mortgage bonds. That is step one. Step two is a likely rise in interest rates to control inflation. Home buyers should lock in mortgage rates quickly.

Things are changing for the better as far as covid is concerned. Therapeutics, medicines used to treat covid, have been developed and are awaiting approval by the CDC. The percentage of people over 18 in Ventura County that have received at least one shot is over 83%. Expect some outbreaks, but covid is no longer in charge.

Stay safe, stay healthy, and enjoy a Thanksgiving holiday with family and friends. We have a lot to be thankful for.

Chuck