

LONG BEACH Real Estate CORNER



OCTOBER 2022

What Does a Recession Mean for The Housing Market?

Recession talk is everywhere. According to a recent survey from the Wall Street Journal, 49% of economists believe we'll see a recession coming in the next 12 months. The idea of a recession sparks fear in many homeowners and potential home buyers because of what happened during the 2008 housing market crisis. However, historical data shows that in most recessions, home price gains have stayed strong and mortgage rates have declined.

A Recession Doesn't Mean Falling Home Prices

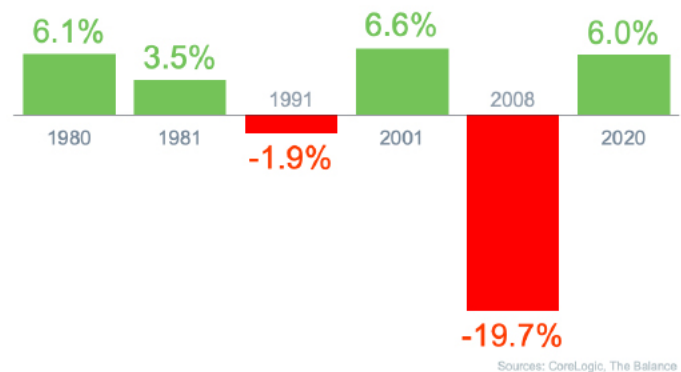
While mortgage rates continue to fluctuate due to ongoing inflationary pressures, home prices are still on the rise. Historical data shows that home prices don't fall every time there's a recession. If you look at the graph to the right, you'll notice that home prices appreciated in four of the last six recessions. So, historically, when the economy slows down, it doesn't necessarily mean home values will fall.

A Recession Could Lead to Lower Mortgage Rates

They say that history has a way of repeating itself. Well, in this situation you can find comfort in the fact that there are statistics that show that each time the economy slowed down, mortgage rates decreased. In fact, over the past 6 recessions, mortgage rates have dropped an average

A Recession Does Not Mean Falling Prices

Home Price Change During Last 6 Recessions



Sources: CoreLogic, The Balance

of 1.8%. For those potential home buyers waiting on the sidelines, a recession could be a good time to take advantage of lower interest rates.

There's no doubt everyone remembers what happened in the housing market in 2008. But you don't need to fear the word recession if you're planning to buy or sell a home. If a move is in your future, let's connect to discuss our changing market and how it could affect your real estate needs. Give us a call at 562.896.2456.

JUST SOLD



Sold for \$750,000

1115 Newport Ave
Traditional cottage in
East Circle area



Sold for \$688,000

2728 E 8th Street
Craftsman bungalow in
Rose Park



Sold for \$1,000,000

940 E 2nd Street
Trendy loft in the Arts District
Downtown Los Angeles

3 Reasons to Sell This Fall

The housing market shift is enough to push many potential home sellers out of their comfort zone. Home buyer demand is slowing down as a result of higher interest rates and the number of homes for sale is growing. However, our changing market actually gives today's home sellers a unique set of opportunities!

1. We're Still in a Seller's Market - It may not seem like it, but we are still in a seller's market. A seller's market simply means that there's not enough supply to meet demand. Even though buyer demand has slowed, there are still not enough homes on the market to meet the needs of the buyers that are searching.

2. Your Equity Could Give you a Boost - If you've been holding off on selling because you're worried about how rising prices will impact your next home search, rest assured your equity can help. It may be just what you need to cover a large portion (if not all) of the down payment on your next home.



3. You'll Have More Options for Your Move - Home inventory has been increasing since the beginning of this year, which could actually benefit you. You'll have a better chance of finding a home that meets all of your needs and maybe even some of your dream features.

If you're thinking about selling your home this fall season, give us a call at 562.896.2345. Or visit our web page showmehome.com/sell-with-us/ to learn more about our home selling strategy.



Is it Time for Drought Tolerant Landscaping?

As you drive around Long Beach neighborhoods, you'll recognize a common trend: drought-tolerant landscaping. Here in Southern

California, water is a precious resource, especially in our current drought. Drought-tolerant landscaping predominantly consists of succulents, native shrubs and trees, wildflowers, and ornamental grasses. If you've been considering this type of landscaping, here are some reasons to make the switch!

Less Maintenance - Let's face it, it takes a lot of work to keep a lush, grassy lawn looking good. With drought-tolerant landscaping, you won't need to worry

about watering or lawn mowing.

Reduce Water Usage - Cutting back on your water usage isn't only great for the environment, but it's also easier on your wallet. Your water bill will be less each month and the City of Long Beach offers rebates through the Lawn-to-Garden program.

More Versatility - Break away from the cookie-cutter grassy lawn and mix it up! Drought-tolerant landscaping gives you the opportunity to express your own style and preferences. There are so many different options for plants and hardscape features that you can add - the possibilities are endless.

To learn more about the city's Lawn-to-Garden program, scan the QR code to the right. If you'd like a referral to a local landscaping company, give us a call at 562.896.2456.



Lawn-to-Garden QR

Long Beach's Lawn-to-Garden Program

Did you know that the City of Long Beach offers incentives to replace your water-guzzling grass lawn with drought-resistant landscaping? The city will pay \$3 per square foot for residential front yards and \$2 per square foot for residential back and side yards. To review the terms, conditions, and design requirements, scan the QR code to the right.

Trips to Get Your Fall Fix in Southern California

Fall isn't something we're known for in Southern California. In fact, people sometimes move here to escape the moody weather of the colder seasons. But, there's something charming and nostalgic about autumn that we still end up craving. So, if you find that Starbucks Pumpkin Spice Lattes and Gilmore Girls reruns just aren't cutting it - we have a solution for you! Take a day trip to one of these destinations to get that true fall feeling.

Big Bear - Who doesn't love a cozy little mountain town? If you're craving cool temperatures and changing leaves, drive up to Big Bear Lake. Their autumn season motto is "Fall into the Most Colorful Season of All". Big Bear Lake is known for excellent fishing, hiking, and mountain biking (plus skiing and snowboarding later in the year). Make a weekend trip out of it and book a stay at one of the many mountainside cabins that this area has to offer.

Idyllwild - Nestled in the San Jacinto mountains, Idyllwild offers a similar vibe to Big Bear but it's not as busy. It's a great place to escape the noise of the city and enjoy the beauty of the natural surroundings. There are a ton of convenient hiking trails, delicious restaurants, and cozy cabins that are ready to be reserved.

Julian - A trip to Julian is another option. A historic mining town about an hour east of San Diego, Julian is a quaint mountain retreat with four distinct seasons. During the autumn, Julian is known for its apple harvest and fall colors. Visitors from all over come to stroll the historic streets, stay overnight in the myriad B&Bs, and enjoy apple pie and apple cider. Julian Farm & Orchard is a great spot for pumpkin picking and hayrides!



How to Create That Fall Vibe at Home



If you don't want to travel to get that fall feeling, you'll need to decorate like you mean business! Now that pumpkins, mums, and leaves are cropping up in every store again, it shouldn't be too difficult. Even though we don't have "real" fall, you don't have to abandon the

idea of fall foliage and harvests.

You can start outdoors and work your way in. Consider creating a charming fall display on your porch steps with pumpkins, gourds, and chrysanthemums. Chrysanthemums come in rust reds, yellows, oranges, and maroons, and are perfectly happy to live in pots to the side of a door or on a porch step. They like the warm weather, have long-lasting blooms, and give you that little punch of color you wanted.

Now, bring some of that autumn goodness inside with you. A wreath, some spicy candles, or even just a few yellow leaves from a liquidambar or cottonwood tree can bring some color and a sense of place. Consider baking pumpkin bread or ginger cookies to bring the smell of fall into your home. Looking for a fun DIY project? Create your own fall-scented candle with our recipe on page 4.





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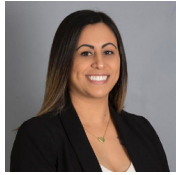
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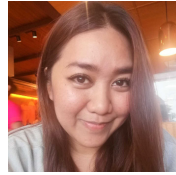
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Should I Rent or Buy with Inflation?



Even when the housing market was moving at a faster pace, some potential home buyers were on the fence about renting or buying. Now, with inflation at a 40-year high, home buyers are more hesitant now

than ever. However, there are major benefits to purchasing a home, especially with inflation on the rise.

Homeownership acts as a hedge against inflation, while rent increases with inflation. Would you rather have your mortgage payment locked in and build your own equity or would you rather be paying off someone else's mortgage and be at the mercy of rising rents? Even though mortgage rates are higher now than they were two years ago, they are still at historical lows. And, if rates drop in the future, refinancing is an option.

If you're on the fence about whether or not to buy, let's connect! To start your Long Beach home search, scan the QR code.



Start Your
Home Search

DIY Apple Spice Candle

One great way to create that fall feeling at home is with the perfect fall-scented candle.

Supplies:

- 2 cups of soy wax flakes
- 1 candle wick w/weighted bottom
- 1 red crayon
- 1 teaspoon of apple pie seasoning or 5-7 drops of apple scented essential oil
- 1 teaspoon of cinnamon
- Wooden spoon
- Chopstick or pencil
- Glass teacup



Directions

1. Heat the soy wax flakes on low in a double boiler or a glass bowl over a pot of hot water.
2. Stir the flakes as they melt to keep the liquid moving.
3. Tint the soy flakes by breaking the crayon into small pieces. DO NOT use food coloring, it will clump. Stir until color blends.
4. Wrap the top of the wick around a pencil or chopstick to hold it in place. Set the pencil over the top of the teacup, allowing the wick to drop to the bottom.
5. Remove the wax from heat and slowly pour it into the cup. Adjust the wick if needed.
6. Store in a cool place until it sets. Let it sit for a full 3-4 hours before touching.
7. Once hardened, trim the wick, light the candle and enjoy!