Ojai Valley Real Estate

Erik Wilde

LIV Sotheby's International Realty

Current Market

How many **active** properties for Sale in Ojai as of today?

22

How many are under $1,000,000?

2

50% of Active Properties are $2M+

Lowest Price: 270 Santa Ana Rd for $545,000

Highest Price: Black Mountain Ranch $100,000,000

The Past (Peak)

2005: 344 Sales

283 were < $1,000,000

13 were > $2,000,000

Avg: $823,000

2006: 262 Sales

210 were < $1,000,000

12 were > $2,000,000

Avg: $915,000

The Past (Valley)

2009: 181 Sales

162 were < $1,000,000

7 were > $2,000,000

Avg: $599,000

2011: 278 Sales

250 were < $1,000,000

8 were > $2,000,000

Avg: $577,000

Recent

NO CONTINGENCIES!!

2019: 268 Sales

193 were < $1,000,000

15 were > $2,000,000

Avg: $995,000

2020: 276 Sales

123 were < $1,000,000

35 were > $2,000,000

Avg: $1,250,000

2021: 269 Sales

133 were < $1,000,000

61 were > $2,000,000

Avg: $1,500,000

Example

310 Vallerio



2015: $549,500

2019: $794,000

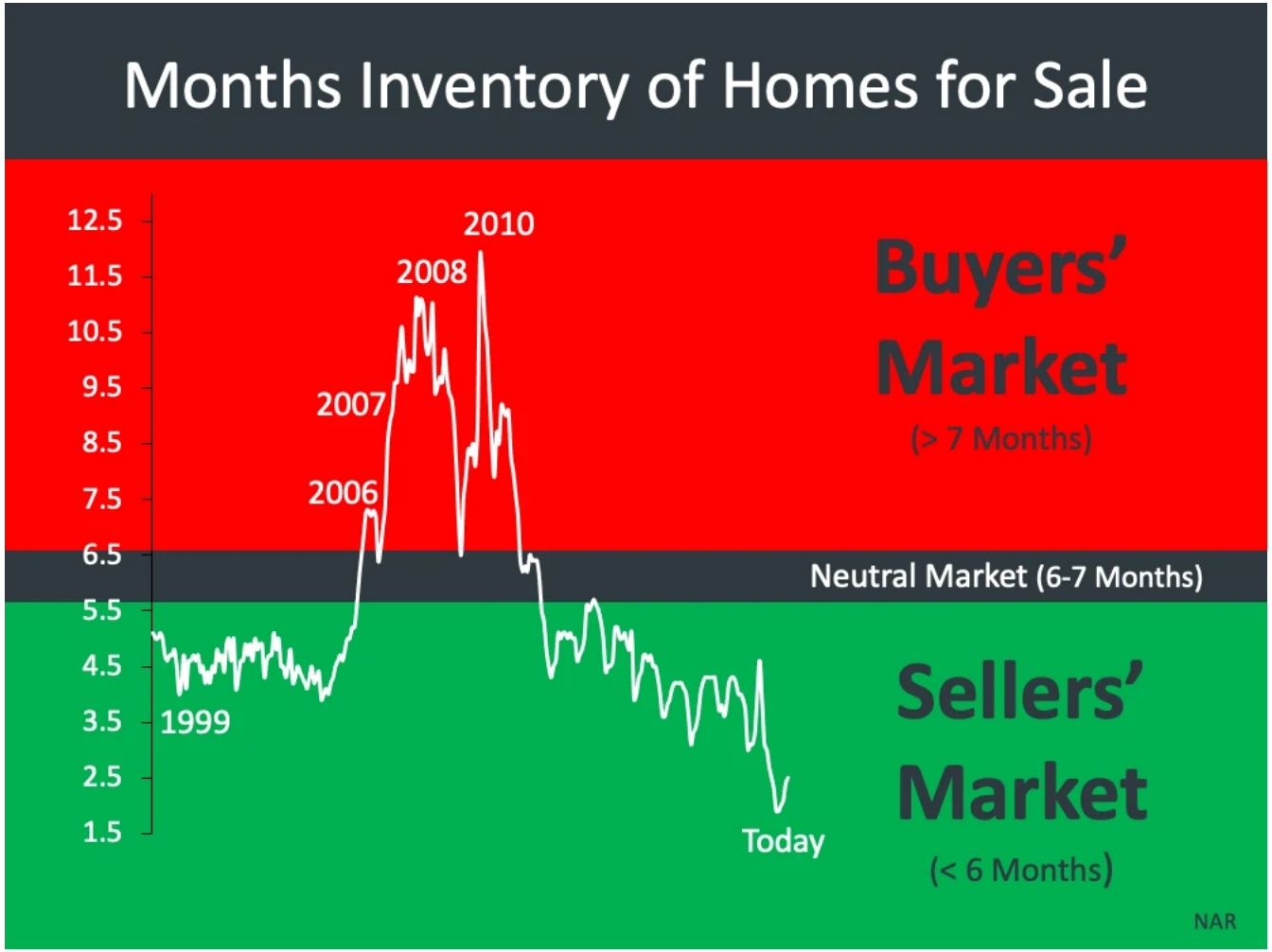
2022: $1,095,000



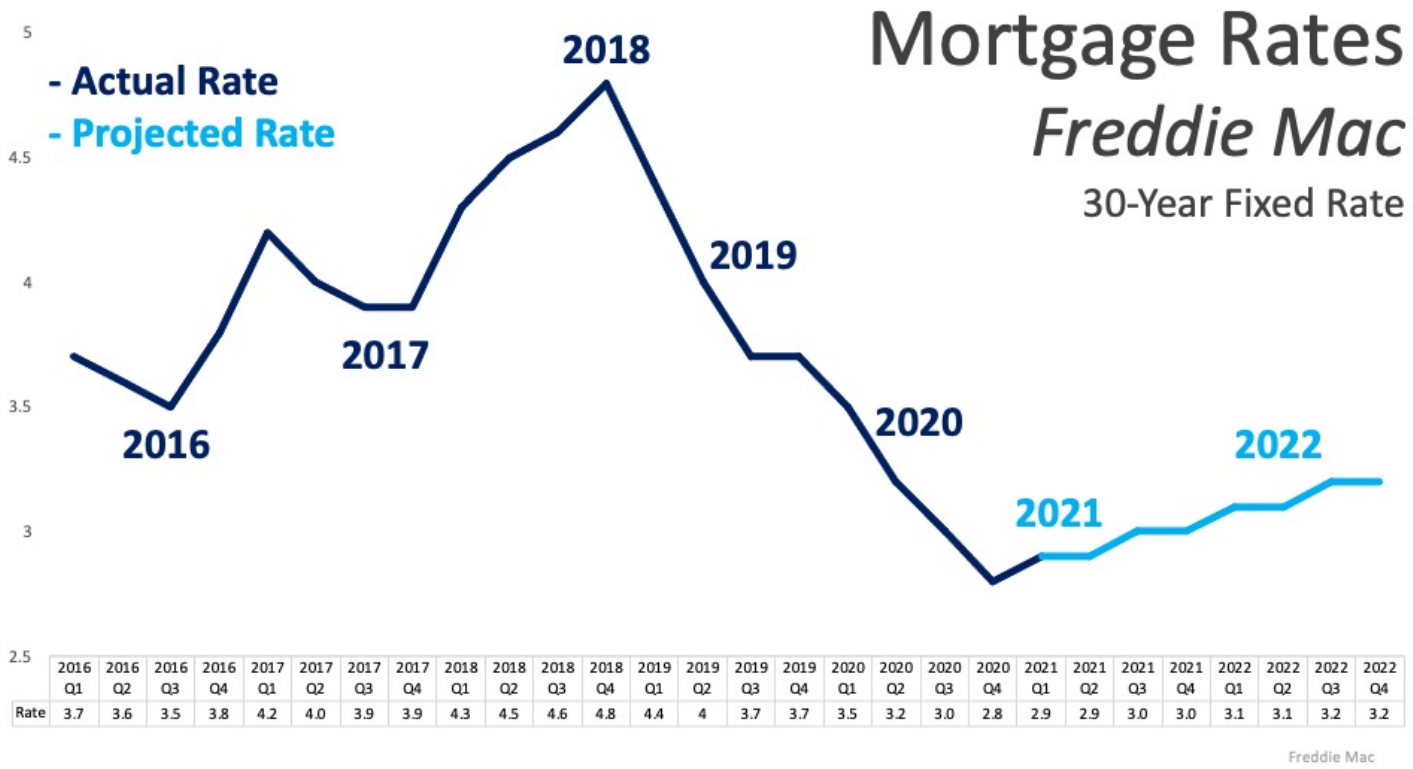
332 N Rice Rd (2/1.5 1,800 Sq Ft 0.5 acre)

Sold in 2011 for $390,000

Listed 2021 for $1,495,000


Months Inventory of Homes for Sale
12.5
11.5
10.5
9.5
8.5
7.5
6.5
5.5
4.5
3.5
2.5
1.5
1999
2006
2007
2008
2010
Today
Buyers' Market
(> 7 Months)
Neutral Market (6-7 Months)
Sellers' Market
(< 6 Months)
NAR

Interest Rates



	2016 Q1	2016 Q2	2016 Q3	2016 Q4	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q1	2018 Q2	2018 Q3	2018 Q4	2019 Q1	2019 Q2	2019 Q3	2019 Q4	2020 Q1	2020 Q2	2020 Q3	2020 Q4	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4
Rate	3.7	3.6	3.5	3.8	4.2	4.0	3.9	3.9	4.3	4.5	4.6	4.8	4.4	4	3.7	3.7	3.5	3.2	3.0	2.8	2.9	2.9	3.0	3.0	3.1	3.1	3.2	3.2

Freddie Mac

Conforming Ventura County: $851,000

Buyers leveraging rates

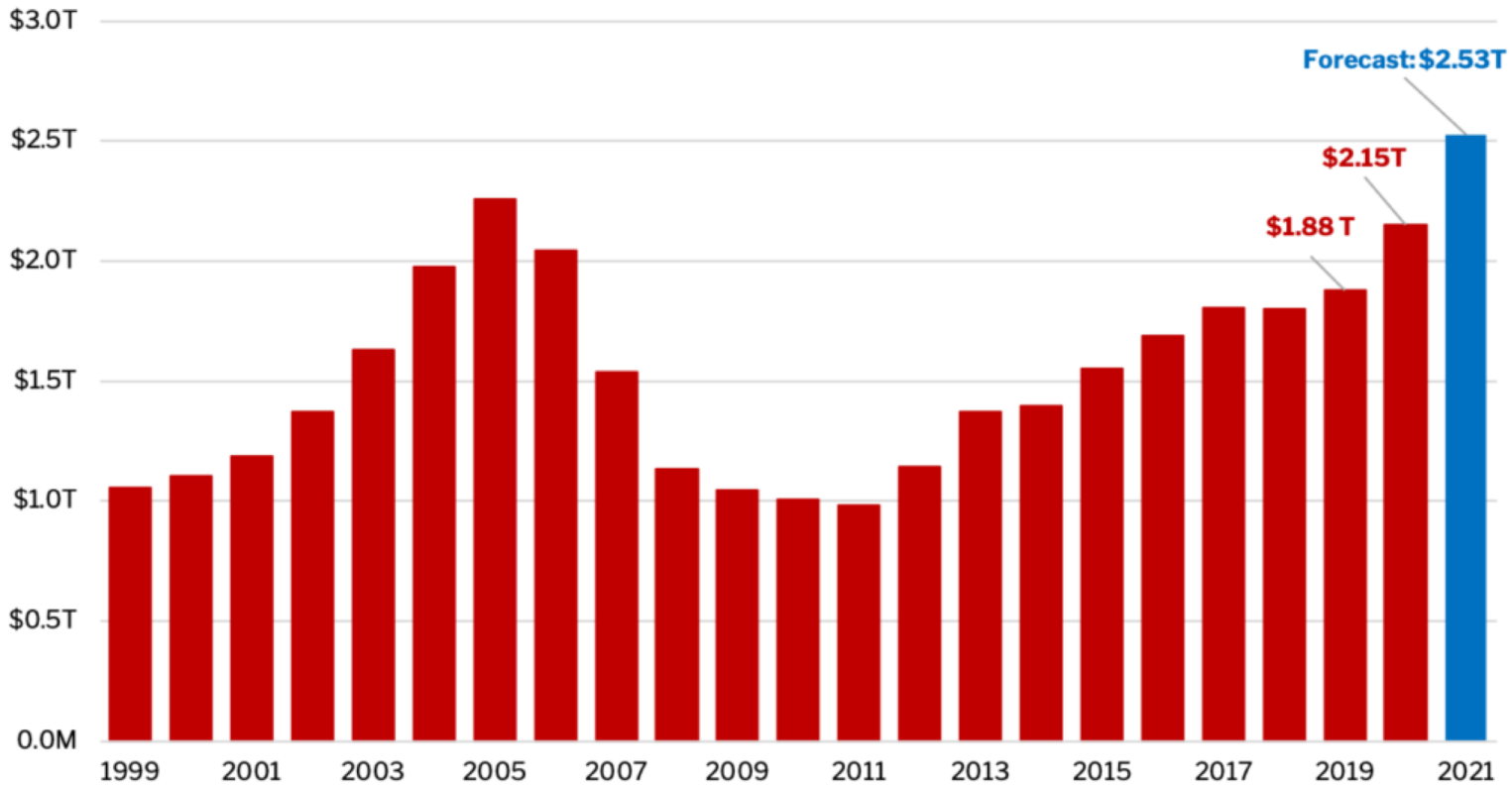
Forecast





American Home Sales Expected to Hit Record In 2021

Annual value of U.S. home sales

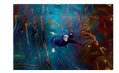


Sources: U.S. Census Bureau, Dept. of Housing and Urban Development, National Association of Realtors
Note: Historical data is not adjusted for inflation

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FINANCE • REAL ESTATE

Home prices set to soar 12% in 2022 says a top forecaster: 'No end in sight'

BY **SHAWN TULLY**
February 17, 2022 7:46 AM PST



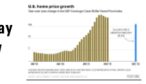
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For months, sundry forecasters have been predicting a sharp slowdown in the rapid pace of home price appreciation. Indeed, it seems logical that following the recent gigantic run-up, year-over-year gains should "revert to the mean," falling to mid–single digits or even lower. That has certainly been the pattern historically: Superhigh prices lure existing homeowners to plant "for sale" signs, and builders get active, filling their subdivisions with new ranches and colonials. While supply expands, demand cools because the big jump in prices and the rise in monthly payments means that fewer people in each income tier can afford to buy. High prices set in motion the process that tames the rampage.

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“With more housing inventory to hit the market, the intense multiple offers will start to ease,” Yun said. “Home prices will continue to rise but at a slower pace.”

Yun projects that mortgage rates will increase to 3.7 percent in 2022, pushed up by persistently higher inflation.



“Affordability will increasingly be a challenge as interest rates and prices rise, but remote work may expand search areas and enable younger buyers to find their first homes sooner than they might have otherwise,” she said.

OJAI is not going away!

- Lifestyle
- Access to City
- Schools (public and private)
- Weather



3-5 Year hold plan to buy today