

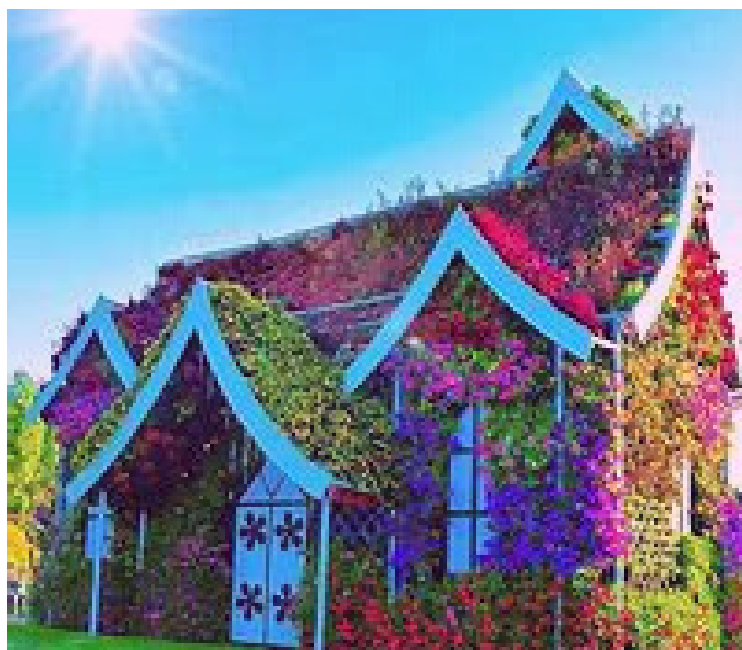
TMH

LONG BEACH COMMUNITY NEWSLETTER

AVAILABLE IN DIGITAL FORMAT

EDITOR: TAYLOR CHRISTIAN

MAY 2022



LONG BEACH AMAZING LOCALS

Meet Ursula Worsham

Ursula Worsham is our very first TMH Amazing Local that was nominated by other neighbors and for good reason. Our neighbors have used adjectives like awesome, kind, and selfless to describe the nature of one woman who is determined to bridge the gap between our youth and achieving their goals. Ursula has reached out to many youth and adults in the Long Beach community; inspiring and helping them identify pathways to achieve higher education goals. Do you remember when you were in elementary school and you knew exactly what you wanted to be when you grew up? Then somewhere along your journey through high school becoming a simultaneous astronaut, paleontologist, and veterinarian just didn't quite suit the grownup teen that you had grown into. Well that's where Ursula steps in to give guidance and direction to our youth. Among those she has helped are students in prominent law and medical schools who might not have gone to college at all without it. She helps bridge financial gaps, overcome testing challenges, and provide diversity and inclusion opportunities. Universities both in the United States and around the world have benefited from making alliances with Ursula and her student candidates.

Who is she? She is a first generation graduate who had very supportive parents who, despite their support, were not quite sure how to help their daughter achieve her very lofty educational goals. She achieved her undergraduate degree in Healthcare and Masters in Counseling from our very own CSULB. Ursula then went on to earn a Doctorate in Education at USC and has since been working in the prominent role of Director of Admissions in the school of medicine at UC Irvine.

It was before she received her first degree that she realized how wide the gap was between guidance and opportunity in the realm of higher academia. That was when she decided to forge her own journey to make a difference in the lives of our youths; and for that, her community will always be grateful. Thanks for being so amazing Ursula! We appreciate you.

Written by: Taylor Christian-Milton



THE MONTH OF MAY

"May" Significance

HOW DID MAY GET IT'S NAME?

The month of May is believed to have gotten its name from the nymph Greek goddess Maia. She was connected with the earth. May represents growth and prosperity. If you were born in the month of May or if you follow mythological predictions or if you simply believe in empowerment, then seize this opportunity and choose to be great in May 2022. Follow your heart. Cash in on all of your good deeds. This May reap what you have sewn all year.

ANIMALS THAT REPRESENT MAY.

During the month of May, rabbits reproduce and historically have been known for birth and new life.

ZODIAC SIGNS ASSOCIATED WITH MAY

Taurus' and Gemini's. According to the SunSigns.Org, this month symbolizes personality traits. Mental health, focusing on security, and communication are important.

REAL ESTATE IN MAY

May is one of the hottest months for home sales from New York to California, and from Texas to North Dakota. Now is a great time to sell and an increasingly better time to purchase, as inventory rises. Interest rates, however, are also rising; which has garnered some hesitation. Luckily, Long Beach home sales have not been affected by this buyer reluctance! See market update in "Taylor Talk" section of this Taylor Milton Homes Long Beach Community Newsletter.





TAYLOR TALK

MARKET ANALYSIS

It's Home Selling season!

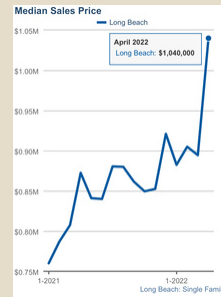
Not many sellers consider this prior to listing, but home selling is seasonal. Some people tend not to sell their homes during the holidays for seemingly obvious reasons. They are busy traveling, shopping, and spending time with loved ones. We call the holiday season the off season. However, people who do sell their homes during off season often have less competition and generally receive a higher return in terms of interested buyers and percentage of dollars received over asking price. Most people like to put their homes on the market after the new year; during spring and summer. Despite the increase in competition, if you own a home in the Long Beach, California area, you have enjoyed a tremendous increase in the value of your home over the past two years during this Covid market. This has positioned you for success in achieving a much higher value than you would have otherwise realized this season. Prices are steadily increasing even with the slight increases in interest rates. In fact, the average single family residence in Long Beach, California sold for \$1,040,000 in the month of April. Most homeowners have sold their home after the third offer, in a seven day period.

If you are planning to sell your home, give me a call to start the process! Click this link to get your Home Seller Checklist and scan below for your free Home Sellers Guide.

Written by: Taylor Christian-Milton



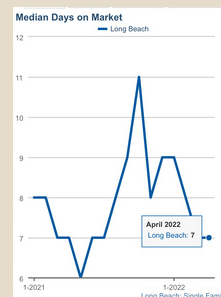
MARKET UPDATES



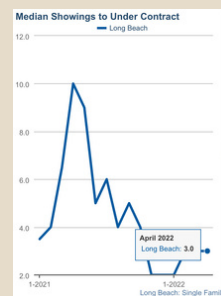
The average single-family home (Median Sales) price has exceeded March 2022 prices. The historical data trend is expected to continue its climb. And as previously mentioned, we expect an upward trend as we approach the summer months, provided interest rates hold steady and buyer confidence increases.



Homeowners selling their homes are receiving 1.4% above their last listing price, which is starting to normalize after two years of sky-rocketing and volatility. The impending inflation has everyone guessing about the state of the real estate market. Buyers are skeptical but those who have decided to buy are definitely paying a premium.



How long will it take to sell your home? It's Deja vu for median days on the market. Last year in April the single-family home sold in seven days on average. And so it seems that if you list your home today, you will be under contract in just a week. To list your home call me at 562.208.4455. Get your free home evaluation by visiting www.TaylorMiltonHomes.com



The number of showings per sale dropped down to roughly 3 showings last month. Spring is here and inventory is increasing. Interest rates are slowly rising and some home buyers are still holding off. However, April was lucrative for home sellers in the Long Beach real estate market. We anticipate an even hotter May sales result.

Scan the QR code with your phone's camera to get more information



Local Market Update – April 2022

A Research Tool Provided by the Pacific West Association of REALTORS®



Long Beach

Los Angeles County

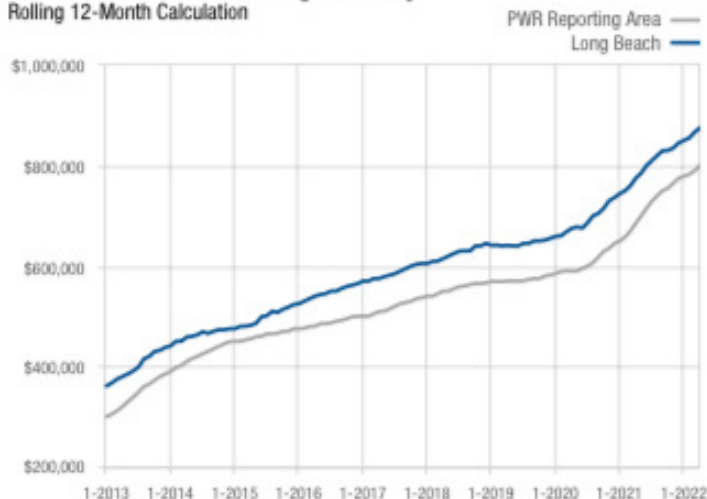
Single Family	April			Last 12 Months		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	217	185	- 14.7%	2,592	2,437	- 6.0%
Pending Sales	182	128	- 29.7%	2,292	2,188	- 4.5%
Closed Sales	210	189	- 10.0%	2,207	2,283	+ 3.4%
Days on Market Until Sale	17	15	- 11.8%	23	18	- 21.7%
Median Sales Price*	\$868,500	\$1,020,000	+ 17.4%	\$775,000	\$875,000	+ 12.9%
Average Sales Price*	\$971,618	\$1,155,681	+ 18.9%	\$862,209	\$987,387	+ 14.5%
Percent of Original List Price Received*	102.9%	105.6%	+ 2.6%	101.1%	103.5%	+ 2.4%
Inventory of Homes for Sale	262	202	- 22.9%	—	—	—
Months Supply of Inventory	1.4	1.1	- 21.4%	—	—	—

Townhouse-Condo	April			Last 12 Months		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	135	104	- 23.0%	1,664	1,407	- 15.4%
Pending Sales	139	78	- 43.9%	1,419	1,263	- 11.0%
Closed Sales	166	107	- 35.5%	1,321	1,342	+ 1.6%
Days on Market Until Sale	26	16	- 38.5%	35	22	- 37.1%
Median Sales Price*	\$450,500	\$530,000	+ 17.6%	\$439,000	\$486,111	+ 10.7%
Average Sales Price*	\$500,777	\$582,425	+ 16.3%	\$492,408	\$548,900	+ 11.5%
Percent of Original List Price Received*	100.8%	104.1%	+ 3.3%	99.3%	102.4%	+ 3.1%
Inventory of Homes for Sale	165	117	- 29.1%	—	—	—
Months Supply of Inventory	1.4	1.1	- 21.4%	—	—	—

* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price - Single Family

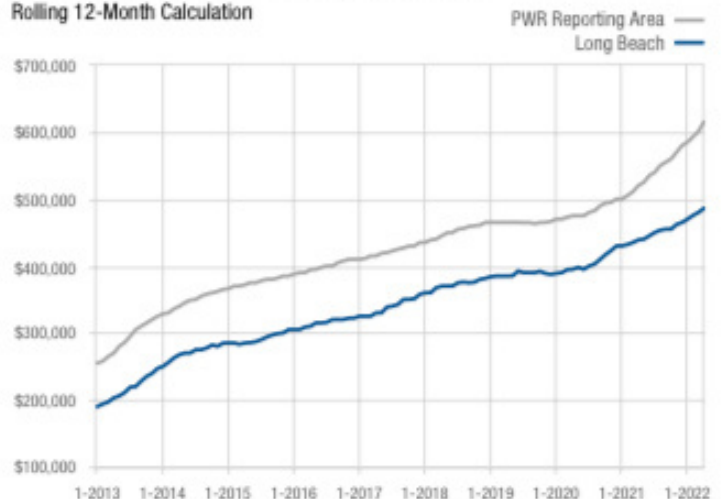
Rolling 12-Month Calculation



Each data point represents the median sales price in a given month.

Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation



Home Sellers



WHAT IS A COMPARATIVE MARKET ANALYSIS (CMA) AND WHY SHOULD I GET ONE?

Definition: A Comparative Market Analysis (CMA) is an evaluation and comparison of one property to similar properties in a very specific geographical location during a very specific time period that will give you information about how much a property will sell for in a particular housing market (Financial Climate).

A good comprehensive CMA is a great tool for monitoring the value of your home. Among the many reasons why you should monitor the value of your property, there are three great reasons below.

Three reasons why you should get a Comparative Market Analysis / Home Valuation:

1. **IT'S FREE!** There are no obligations and no costs to you if you visit www.taylormiltonhomes.com.
2. **Knowledge is power!** Every homeowner/investor should know how much their home is worth and what the local market is doing. Some homeowners wait until it's time to sell before they reach out to a realtor to ask for FREE information on their home. It's like putting your money in the bank and never checking your account balance until you have to make a withdrawal. By then interest rates (inflation) and fees (repairs) may have negatively affected your balance. Get a free report annually to ensure that your investment is growing and at a good rate.
3. **Planning!** A CMA can help you plan for the process of obtaining a loan. Although a CMA is not and can not be a replacement for an appraisal, it will give you a lot of information about the value of your home in a particular geographical and financial market. A comparative market analysis will help you determine a low, medium, and high price range for selling your home. Your realtor can provide you with this information and assist you with matching pricing strategies to help you sell for more!

Written by: Taylor Christian-Milton



WHAT'S THE REAL VALUE OF YOUR HOME?

Home sellers continue to receive prices higher than their listing price. However, home values are increasing in California at a much slower rate. To find the real value of your home investment, **get a free home evaluation** and watch the "Taylor Talk" video on YouTube by scanning the QR code below.

Written by: Taylor Christian-Milton



HOME IMPROVEMENT

Up to \$2,000 rebate for Home Improvements

Find out how you could possibly qualify for up to a \$2,000 rebate on home Improvements. "Property owners have received rebates to pay for improvements involving paint, stucco, doors, driveways, porch, and window repairs" in the city of Long Beach.

Scan Below or visit

www.TaylorMiltonHomes.com to download Free information on your home improvements.

Written by: Taylor Christian-Milton



Do you Want to Know How Much Your Home is Worth?



Use your phone to scan the QR code for a free
home valuation report



Taylor Christian

Realtor License #01767809

Real Estate eBroker

CalBRE# 01522411

Home Buyers



COMIN SOON..HOMES FOR SALE IN LONG BEACH

3630 WALNUT AVE



- 3 Bedrooms and 2 Bathrooms
- 1,711 sq feet
- Price: \$1,249,000

615 BROADWAY #404



- 1 Bedrooms and 1 Bathrooms
- 644 sq feet
- Price: \$339,900

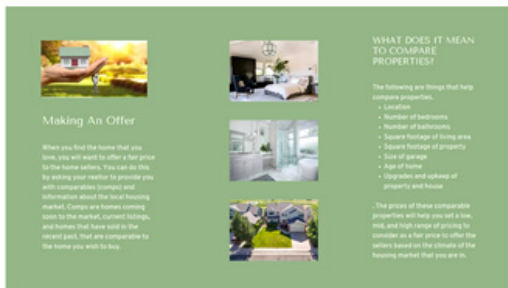
4260 N.VIRGINIA VISTA



- 3 Bedrooms and 3 Bathrooms
- 2,449 sq feet
- Price: \$1,149,000

FREE HOMEBUYER'S GUIDE

How do I make an offer on house?



Click or Scan

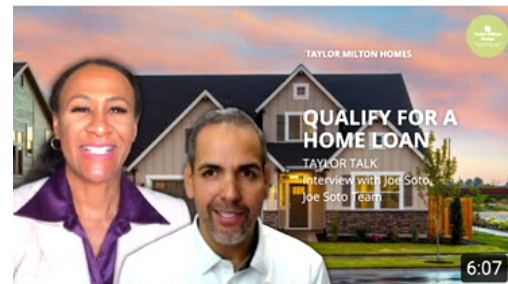


MORTGAGE QUALIFYING

Meet Joe Soto

For more information on qualifications for a home loan, scan below.

Written by: Taylor Christian



HOME BUYING TIPS

1. Get pre-qualified today.
2. Find a realtor familiar with escalation clauses.
3. Don't rush. Be clear and methodical when you purchase.



TEACHERS GET HOME BUYING GRANTS UP TO \$10,681. FIND OUT HOW!

 **Teacher Next Door**[®]
National Home Buying Program



New to the Neighborhood



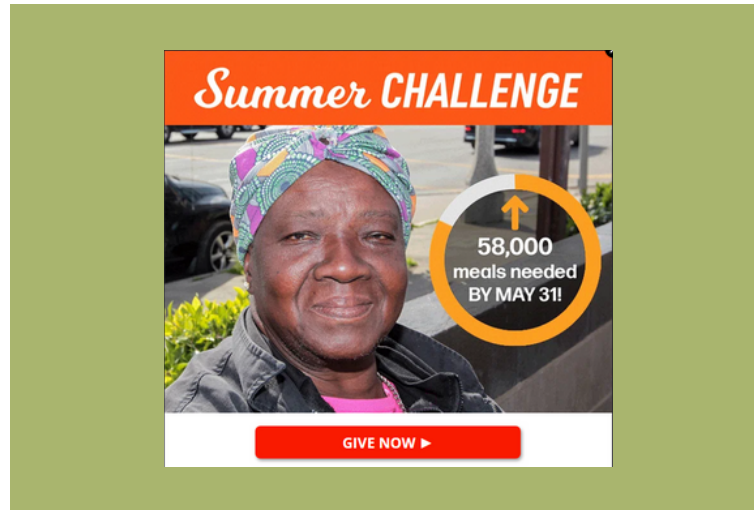
VOLUNTEER OPPORTUNITIES

Volunteer at the great LA River Clean Up this summer- <https://folar.org/cleanup/>

Become a mentor for disadvantaged youths at Operation Jump Start- <https://operationjumpstart.org/become-a-mentor/>

Volunteer at Long Beach Rescue Mission, an organization helping the Homeless in Long Beach- <https://lbrm.org/ways-to-help/>

Volunteer at the Jewel Box Children's Theater company, which provides theater and music classes to impoverished children- <https://www.jewelboxchildrenstheater.org/volunteer/>



LOCAL NEWS



Long Beach Rescue Mission

TMH is a proud supporter and volunteer partner of the Long Beach Rescue Mission (LBRM). LBRM works diligently to support the needs of the Long Beach community by providing housing, meals, mental and spiritual guidance, and job opportunities to our homeless. Outside of their regular daily efforts, they have a goal to feed 5800 people this summer. Please help us reach our goal. Click below.

Written by: Taylor Christian-Milton



Donate Love | Taylor Milton Homes

LOCAL RESOURCES

Animal Care- (562) 570-7387
Emergency- 911
Library- (562) 570-7500
Neighborhood Resource Center- (562) 570-1010
Public Works- (562) 570-6383

For more resources visit www.longbeach.gov/whodoicall/



Join!
us!



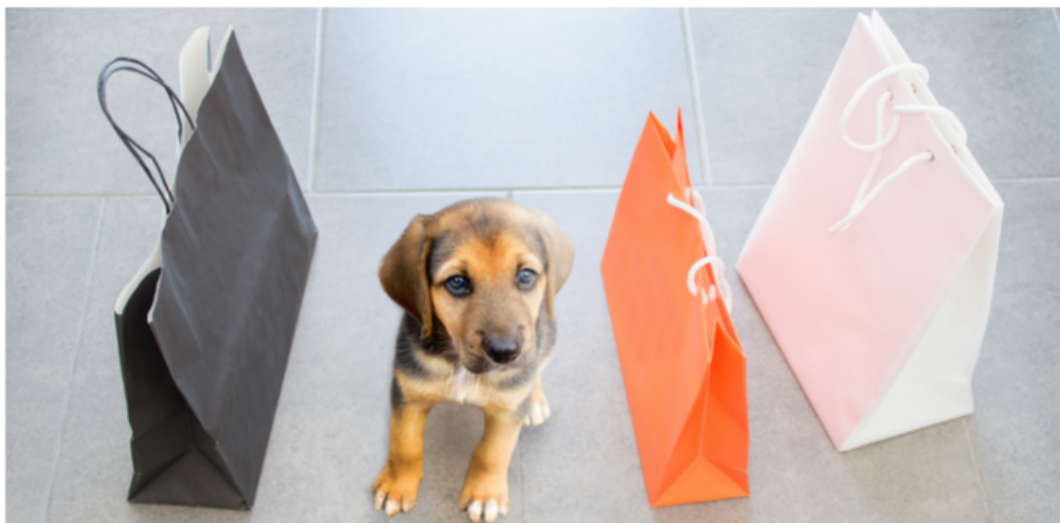
Belmont Shore Community Yard Sale

**FRIDAY, SATURDAY, SUNDAY
JUL 22ND-24TH**

Sponsored by Taylor Christian,
Realtor Lic# 017678089
and neighbor



Environmentally
Conscious shopping!



POWER BOOST YOUR BACKSWING!

"As you start the club back, make it a goal to get your hands as far away from your right ear as possible and maintain that width all the way to the top of your backswing. A wider swing arc automatically fuels a faster downswing and eliminates the chopping action that causes pop-up drives and slices."

To get "60 essential tips EVERY golfer will always need to know" scan the link below.

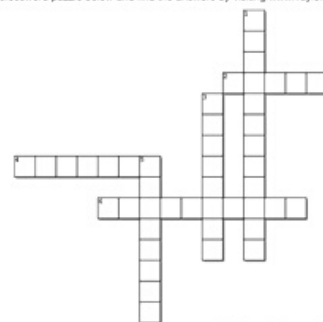


Taylor Milton Homes Crossword

Find Answers at Taylor Milton Homes Website



What is May Known For?
Complete the crossword puzzle below and find the answers by visiting www.TaylorMiltonHomes.com



Across
2. Latin word for May
4. Roses
6. From one thing to another

Down
1. Meteor shower in May
3. Sprouting
5. May the force be with you

Created using the Crossword Maker on Thelibrary.com



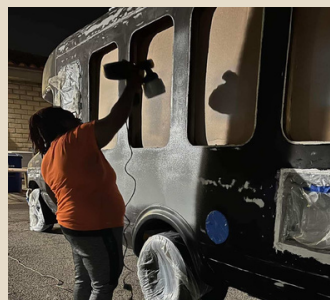
LOCAL FREEBIES

- Yogalution Movement is offering free yoga at 11 AM everyday
- El Dorado Nature Center offering free walks
- Free Home Valuation from Taylor Milton Homes



TINY HOME TENACITY
FIND OUT WHY THIS COUPLE
USES THEIR "GIRL POWER"
TO BUILD THEIR TINY HOME.
FOLLOW THE LINK OR SCAN
TO WATCH THEM TELL THEIR
STORY.

COMING SOON TO TAYLOR
TALK ON YOUTUBE!



We help people selling their homes
connect with qualified buyers
through innovative technologies.



Taylor Christian

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For Free Home Valuation Visit
www.taylorliltonhomes.com

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Email Address

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