

# Weekly Real Estate Statistical Update

Up-to-date data on crucial California real estate trends from *first tuesday*

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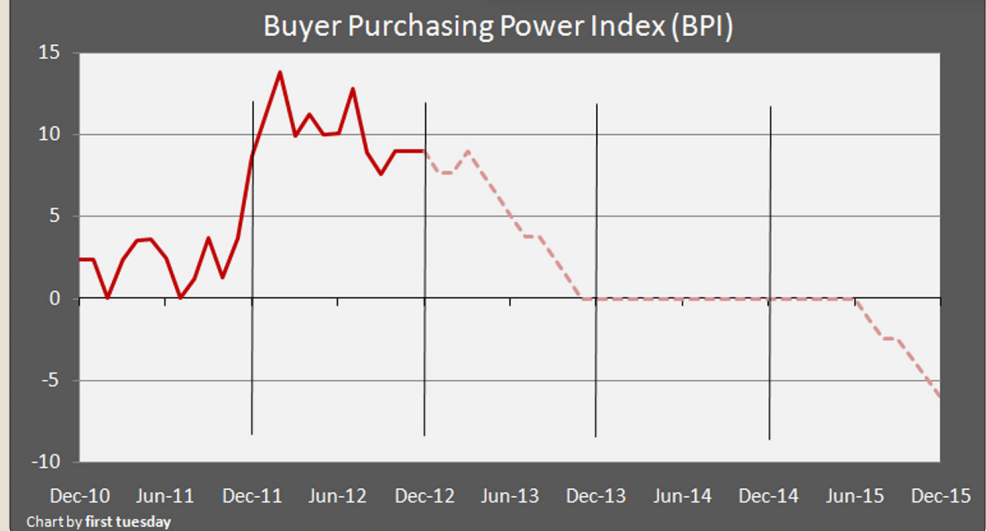
Presented by

## Buyer Purchasing Power Index to fall

This chart tracks the Buyer Purchasing Power Index (BPI).

The BPI is currently at 7.7, meaning there are 7.7% **more mortgage funds available** today than one year ago.

The BPI will fall throughout 2013 and remain at zero through 2014. It will then become negative when interest rates rise in mid-2015.

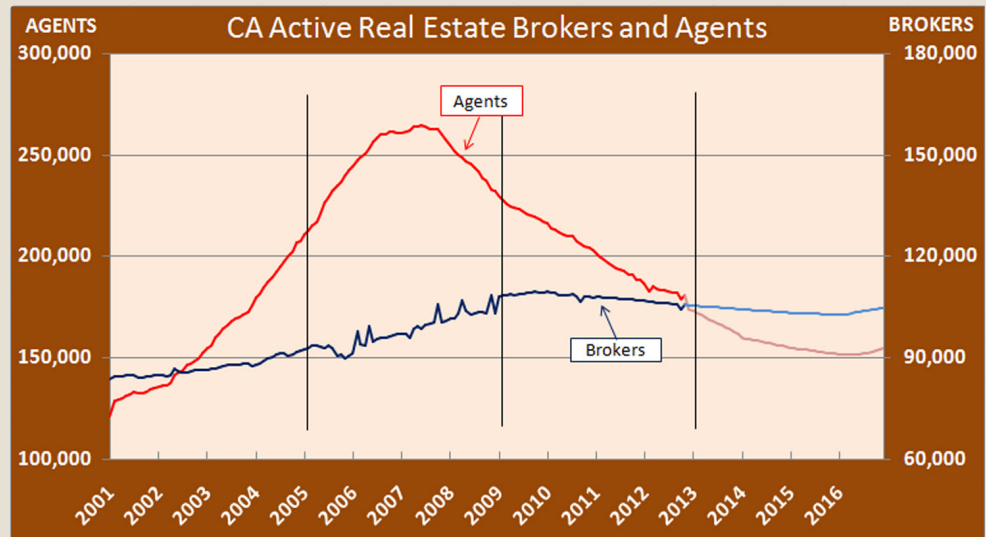


## Agent population remains low

This chart shows the population of **active** real estate brokers and agents.

Despite a small bump of active licensees in November, the overall population continues to trend downward.

The licensee population will decline through 2016, and the next wave of **new licensees** will arrive in 2017 as home sales volume recovers.

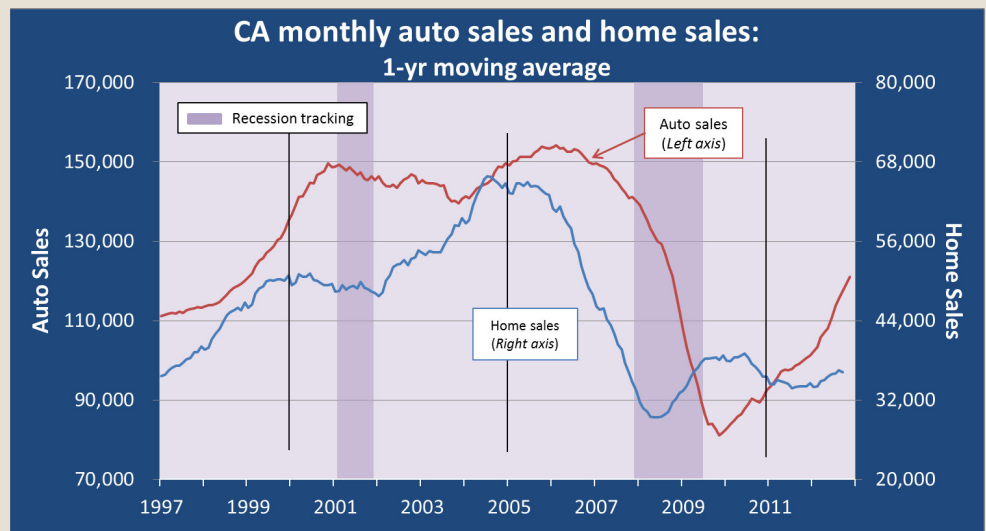


## Home and auto sales trending upward

This chart plots the volume of auto and home sales.

In a recovery **auto sales precede home sales**. Home sales volume continues an upward bumpy plateau recovery.

Home sales volume, like auto sales, will not see full recovery until the CA **job market** and consumer confidence show consistent improvement.



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