HOME SALES IMPACT

• Taking into account the impact of tax reform, home sales in California are expected to increase 0.3 percent in 2018.

• Demand for homes priced \$600,000 and below will remain strong, due to limited housing inventory.

> • Homes priced \$750,000 - \$1 million could experience a decline in sales of up to 0.9 percent.

HOUSING SUPPLY IMPACT

 The supply of available homes for sale also will be slightly impacted, as homeowners may delay trading up/down to their next home.

• Overall, the California housing market is expected to see a decline of 0.3 percent in active listings in 2018.

Disclaimer: This is not intended to provide legal or tax advice. Application of provisions to particular tax situations need to be discussed with an accountant, CPA, or tax attorney.







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Here's what home sellers need to know about the Tax Cuts and Jobs Act that was signed into law December 2017.

MOVING EXPENSES

• Moving expenses are no longer tax deductible, except for members of the Armed Forces.

HOME PRICE IMPACT

- California's median home price is projected to increase 3.2 percent in 2018, which is good news for home sellers.
- Properties priced below \$500,000 may see an approximate 4 percent increase in price.
- Properties valued at \$750,000 may see a price increase of 2.4 percent, while properties at the higher end could inch up 1.5 percent.
- Properties priced between \$1 million and \$1.5 million could still see some appreciation overall, but will likely be at a growth rate of less than 1.5 percent.













