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State of the Nation COVID-19 Prepared for SDAR Power Hour

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Deaths by COVID-19 U.S., California and San Diego

Locale	Total Deaths - 2019	COVID Deaths as of 6.1.2020	COVID as % of Total Deaths
United States	2,800,000	104,051	3.72%
California	263,000	3,708	1.41%
San Diego	22,000	312	1.42%

Source: Census.gov; Johns Hopkins Covid Map

**COVID Deaths
 NY and California
 as of June 1 2020**

Area	Population	Deaths	COVID Deaths Per 1,000,000
New York/New Jersey	18,471,319	32,630	1.77
Northern California	7,675,807	451	0.06
Southern California	21,931,878	3,423	0.02

Source: Johns Hopkins Research

**Deaths by Age Group
COVID 19
San Diego County
as of 6.1.2020**

Age Group	%
Under 40	1.8%
40-59	10.8%
60+	87.4%
Total	100.0%

% of Deaths in Nursing Homes	50.0%
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Source: San Diego County
Communicable Disease Registry

Pending Sales January-May 2020

Month	Detached	Attached	Total
January	1,589	922	2,511
February	1,759	955	2,714
March	1,590	755	2,345
April	1,313	591	1,904
May	2,005	1,010	3,015
Average April-May	1,659	801	2,460

Source: SDAR

**Key Indicators
Existing Homes Sales
San Diego County
May 2020**

Category	Detached	Attached
% of Original List Price Received	98.1%	98.7%
Days on Market Until Sale	24	22
Months Supply of Inventory	1.7	1.9

Source: SDAR

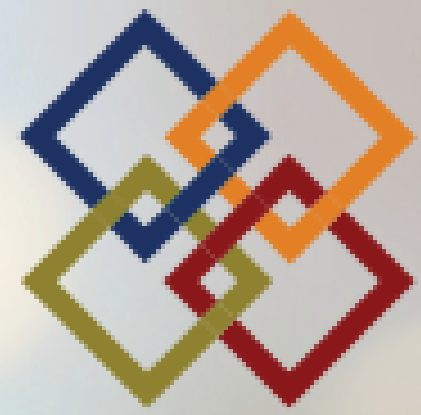
What will the recovery look like?

It will be a “V” shaped recovery with the bottom of the “V” on July 1 2020. The 2nd half of 2020 will be dynamic.



Why will the 2nd half be dynamic?

- The natives are restless.
- Americans love to spend money.
- The major homebuilders will kill to meet their 2020 goals.
- The car dealers are making great deals on SUVs.
- Millions of jobs are reappearing in retailing and restaurants and bars.
- Dining out and recreation will be back in fashion, big time.
- Hospitals will be overwhelmed with elective surgeries.
- REALTORS® will be overwhelmed with folks who want to buy.



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“I like the dreams of the future better than the history of the past.”

Thomas Jefferson