



## *HIGHLIGHTS FROM C.A.R.'s 2012 HOUSING FORECAST*

Dr. Robert Keinhenz

Dr. Robert Keinhenz is the Deputy Chief Economist for the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.), a statewide trade organization of real estate professionals with nearly 175,000 members. Robert manages C.A.R.'s research and economics department, which gathers and publishes information on the California housing market, and conducts survey research of consumers and C.A.R. members.

Dr. Keinhenz earned a bachelor's degree from the University of Michigan, a Master's degree and a Doctorate from the University of Southern California, all in economics. Prior to working at C.A.R, he taught economics for over 15 years, most recently at California State University, Fullerton. He has spoken to local, state, and national audiences and is a frequent contributor to media coverage on the housing market and economy.

### HIGHLIGHTS FROM C.A.R.'s 2012 HOUSING FORECAST

2012 will be another transition year for the California housing market, as the continued uncertainty about the U.S. financial system, job growth, and the stability of the overall economy remain in the forefront for all market participants.

The California median home price will increase 1.7 percent in 2012 to \$296,000 in 2012.

Discretionary sellers will play a larger role in next year's housing market.

Distressed sales will remain an important segment of the overall market as lenders continue to work through the foreclosure process.

The wild cards for 2012 are many, including federal, fiscal, monetary, and housing policies; the contentious political climate during an election year; and the strength of the U.S. economic recovery.