

Alpesh Parmar 0:01

Welcome to wealth matters podcast. Matthew, how are you today?

Matthew 0:05

I am well, Sir, how are you?

Alpesh Parmar 0:07

Good, thank you. So Matthew Gardner, he's a chief economist for Windermere real estate and he's responsible for analyzing and interpreting economic data and its impact on the real estate market. On both at local and national level. Matthew has over 30 years of professional experience in US and UK. Would you like to add anything to that bio?

Matthew 0:32

Ah, I wonder clearly I am old.

I can't say anything.

Alpesh Parmar 0:37

That's not all that's got experience.

Matthew 0:42

I'm the chief economist for Windermere real estate and Windham is a privately held company. We have we represent Well, we've got about 320 offices in 10 western states. Oh, wow. And our brokers sell roughly about \$37 billion for the houses every Yeah,

Alpesh Parmar 1:00

that's amazing. I did not know that before I reached out to you.

Matthew 1:05

That's okay.

Alpesh Parmar 1:06

So, of course, you mentioned what do you do? Do you also personally invest in real estate?

Matthew 1:13

I do. But I tend to take an arm's length view, I've got not enough time to do it personally. So I have significant. I have investments in various real estate investment trusts. So, again, it's something which I have, and I've had them for many, many, many years. I tend to take in an arm's length position. There's some research I like and they've done very well for me over the years. That's awesome.

Alpesh Parmar 1:39

So when you say that you are the chief economist at the Windermere real estate, so what what is your role? What do you have to do?

Matthew 1:47

Well, I've got a kind of pretty open role. I've got one job that as I mentioned earlier, we have a little more than 76,700 brokers and a fancy car is Utah and Colorado. Look at our north is as the border with Canada with candidates, the north and south. Okay. So we are pretty expensive as a private company. My job, quite frankly, is to make sure that all of our owners and all of our agents are as knowledgeable as possible about what's going on not only in the economy, which is obviously very important, but certainly the housing market both again, nationally, as well as regionally as well as locally, right. So, obviously, we all know all real estate is local. Right? I say My job is to make our agents and our brokers as smart as possible.

Alpesh Parmar 2:39

Okay, so so your agents and brokers mainly focus in the residential housing market, I presume?

Matthew 2:44

Yeah, we do a vast majority of his real estate, transaction signal sales. However, we have a relatively small commercial department, okay, and single family residential as well in terms of rentals. So

most of most cities actually start nails.

Alpesh Parmar 3:01

Perfect. And I'm going to ask your questions about overall economy. So one of the question I have had from some of my listeners is what is the average FICO scores are and what that tells us about the state of the real estate market.

Matthew 3:17

Right. Right now tie the last numbers that I have coming out, I track le mate, he puts out a very robust analysis every month on average FICO scores for FHA conventional loans. And where they stand today is the average FICO score in February for a conventional loan close loan was 755. Wow. And for an FHA loan, it was 670. Okay, so still still pretty high.

Alpesh Parmar 3:47

Right. Right. And what that tells us about the state of the overall market?

Matthew 3:52

right, I think the obvious thing is, is a direct comparison to where we were before 2008 2008 is no dock loans, load, inja loans, no income, no job or assets. And credit quality obviously was remarkably low. If you had a heartbeat you get a mortgage. Right? Post 2008 it's become remarkably tight. In fact, I would argue you've actually moved from one extreme to the other. We've gone from anyone qualifying to becoming remarkably difficult for a mortgage. So credit quality is it's not as high as it was in 2012. It's come down very slightly, but it is still very robust and very high.

Alpesh Parmar 4:37

So same way a what, what is the average down payment right now and where does it fit in the historical contracts?

Matthew 4:46

Wait, can you see what's gonna pick back historically, obviously, there's so many different data providers when it comes to looking at down payments. Most of them come out with very different numbers. But the best way the most recent data that I've got actually comes from the National Association realtors and the annual survey on homebuyers and basically basically for all buyers, the median downpayment was 12%. Okay, obviously, first time buyers, it was lower it was 6%. Right? For repeat buyers, it was higher at 16%. Again, right? So, what is where are we? Where do we stand historically and again, you've got to go back to the pre recession days where basically people were taking out 105% mortgages. Right? My my all time favorite was the zero down Option arm with cash back at close. Yeah,

Alpesh Parmar 5:39

that does. Those are the worst ones.

Matthew 5:42

possibly go. Right. So again, what we've seen is that loan payments certainly house down payments have increased substantially from where we were a decade or so we go. And that's interesting because what you'd notice it'd be good because Put down far higher down things. It's the ones we came out of the recession, our mortgage debt really has not risen. In fact, mortgage debt today for the country as a whole, is roughly where we were back in 2008. And so given that, because of how far higher down payments, right, adding on to our mortgage debt, and home prices increasing means one thing, we're sat on over \$18 trillion in equity. Wow, that is a massive, the whole value of every, every home in America, it's roughly a bit north of \$29 trillion. We are sat on a massive amount of equity.

Alpesh Parmar 6:41

That's crazy.

So and have you been following the trade war? Us had with China and of course your Oh, yes. So what do you think of the trade war and what would be the impact on overall real estate?

Matthew 6:56

Well, there's a couple of ways you have to look at it. You have to look at it of what it was like. Up until about six weeks ago, right? Yeah.

And where things are changed? Oh, boy. So

here's what I believe I believe that we are in a staring match with China. And we're not going to win. And here's why I believe that's the case. Set. Well, several reasons. The first one is that China historically, it plays the long game. What I mean by that they can lose money this year, next year, five years now, right? They don't care. They think about the world, and what's going on the next 20-50 years from now. And also remember this, President Xi, Xi Jinping is resident for life is going

Alpesh Parmar 7:45

yeah, yeah, it's

Matthew 7:47

me. It's a nation work in four year increments between right now, Navarro came out recently and obviously, waving his paper saying we have a phase one trade agreement in place isn't life. Great. Well, I actually read it. And the answer is no, it's not. And here's a good example that he put out there, you know, China's going to buy \$34 billion worth of agricultural products from America over the course of the next two years. Sounds great. Right? Right, of course. And here's the bus. The amount they've agreed to buy the next two years is the same amount they bought in one year in 2014.

Alpesh Parmar 8:26

Oh,

Matthew 8:31

given that, you can save money, great, but quite frankly, let's look back historically compared to where we were, and have we actually made any progress Now, don't get me wrong. I think I certainly have significant issues with China relative to intellectual capital, and things and I get that and those things absolutely need to be addressed. However, we as a nation have moved away from being a goods producing nation. into becoming a services. Now, when you move away, we've been moving away, for example, for manufacturing since the 1990s, because it's becoming quite frankly, too expensive to create that widget in the US lots overseas,

Alpesh Parmar 9:15

so ugly.

Matthew 9:17

So having a trade imbalance isn't necessarily a bad thing. We are a nation of consumers. We consume, we are sending us consumption. So as we're doing that, that's okay to have that trade imbalance. And so I think it's very short sighted to look where we are today. don't really think it's going to win. Now, ultimately, what do I believe is going to occur I think obviously, this phase one, whatever agreement was made, I personally think that China is now going to sit and wait. They're going to wait until after November to see who's going to be in the way

Alpesh Parmar 9:54

that's the key.

Matthew 9:56

And at that point, whoever it is, I they could read Open negotiations again. But quite frankly, I think this is something Navarro has been running. He wants to have his trade war. He's got it. And personally speaking, I think it's a short sighted and somewhat naive. Awesome.

Alpesh Parmar 10:15

So, of course that and you brought it up that things have changed in last six weeks, and I do want to focus on this podcast on the Coronavirus as well. So, of course, we have seen NPR in Seattle, right, which was the hardest hit when you know, we started seeing this epidemic. Yeah. And now of course, it's New York City, but again, not taking any city. It's overall us. I think at this point, we need to be locked down. India just today announced 21 days lockdown, that's huge foreign country, that size. population. Yeah.

Matthew 10:54

Right, shutting it down in a similar manner that kind of shut down

Alpesh Parmar 10:58

exactly. apart. Then dial country so I think as a country in your we got to do that sooner than later because the cases are climbing like crazy. So and and, you know, of course I can see that what what would what could happen to the economy and whatnot but what do you see would this Coronavirus pandemic would impact on global and US economy?

Matthew 11:26

Yeah. Well, okay. That's a very broad question.

Broad broadly, if you think about the planet as a whole, were we had already seen a global economic slowdown that was already occurring South America, Argentina, Brazil.

Alpesh Parmar 11:44

Yes. That's been there for a while.

Matthew 11:47

Europe slowed down dramatically, mainly in Spain, Portugal, France and Greece and Greece, right. The old pigs right, Portugal, Italy. So we've seen that occur, and even a slowdown in Asia, right? Yeah. And the scary thing, quite frankly, is a slowdown in Australia. Yeah, my that wasn't unusual. Australia hasn't had a recession in over 25.

Alpesh Parmar 12:11

Yeah, for a long, long time I was reading about it.

Matthew 12:14

Right. But they were slowing down because of their exposure, obviously to the Asian markets. So we were at a point before the pandemic before COVID-19 kicked in, off slowing down anyway, this is certainly going to exacerbate that. There's no yes,

Alpesh Parmar 12:28

this is a catalyst right means there was fire was about to start and this thing's gonna just burn it down.

Matthew 12:35

Right, right. So is it gonna have negative impacts or are we virtually on a global recession? It would not surprise me, it happens. Now, when it comes to the US, I think a recession in my opinion is a given. Yes, but the question is, what is the shape of the recession? Now what do I mean by that? Is it going to be a V shaped curve session.

Alpesh Parmar 13:01

Okay, so that is sharpened and comes back right back up,

Matthew 13:05

or can you use every session go down, you hang around a bit? Or the worst case scenario, an L shaped L shaped recessions Are you drop down? And then you kind of you kind of go the way of Japan in the 19. Wow, you essentially do 't grow predicted Yeah,

Alpesh Parmar 13:22

forever. Pretty much I didn't happen back up.

Matthew 13:26

So so we have that situation now. What do I think? I believe at least at a US level at a country level, more than likely it'll be a V shaped and his no pun about is going to be a recession shot at the second quarter of this year in terms of DP as going to be ugly as all Heck, right. I'm expecting a contraction on an annualized basis, somewhere between 12 and 15%. I think it's either things JP Morgan have come out I said they will be spicy a 33 zero percent drop in GDP i q2. Now that I think we can pretty much assure it's going to be address whatever

Alpesh Parmar 14:12

degree, all of us know now, the fact

Matthew 14:15

that quarter starts next week, right? So it doesn't Yeah, the question is going to be coming out of it. I think I think we will see a recovery in the second half of the year. I am personally a little more pessimistic. I think it's going to take a bit of time to get buyers back out. And then normal traditional spending and travel habits, travel,

Alpesh Parmar 14:37

travel and entertainment, right. They're the hardest. So yeah, those

Matthew 14:41

Therefore, I would expect to see a further contraction in the third quarter, but far more modest progress in three and %. And then in q4, really seeing probably analyzed somewhere around 4% growth in the country. So from a technical side standpoint, is it a recession? Yes, it is. I think that what we need to remember is the economy was doing okay. In the first two months of the year. We were adding on roughly roughly 230 240,000. Inflation really wasn't there. Working pretty good. Yeah. When this happened, obviously it hit the equity markets massively in pretty bad. Yeah. As if the stock moving thousand points things in the doubt.

Alpesh Parmar 15:31

You see, like nothing.

Matthew 15:34

I'm looking at the market today. Today. Yeah, that's like out a point. 1%. Yeah. So but these wild swings, and that does make sense. Obviously, if you look at equities, we're down by 32% from peak. So why is that important? Well, that does tend to drive consumer sentiment and how we feel and how we feel about going out spending money. So we see a lot of people they're looking at their 401k When a 401k plans, what I would caution all of your readers the next couple of months, all your listeners is that when when they get their statement through every month, don't open it to the shredder, it's gonna be the way to go. Because they'll just depress you, however, certainly in listening to other people in the finance industry who are a lot smarter than me, now they're saying that Yeah, once we have this virus gets addressed, and it will get addressed. Yes. Then looking at share prices now we went from a market an equity market that was overbought in January I had to significantly oversold today. I think the upside and some say we could see a 40 upside fit pretty quickly in equities. I just which would get us back not quite to where we peaked at five or so weeks

ago, but pretty close to it. So recession, yes, global slowdown. Absolutely. But the point being is, I think both from a global and Certainly a US standpoint, we all knew that a recession was going to happen. We are 10 and a half years i to economic expansion.

Alpesh Parmar 17:07

That's the longest expansion cycle.

Matthew 17:09

Yeah, that same time between recessions was five and a half years. Yeah. So it was gonna happen, but what no one nderstood or no one knew rather, including myself is what's the exoticness? What's the outside shock? That's gonna ush us reflections don't just happen. Seven it was housing 2000 dot one.com. Right. Well, that was SMP before that as energy. So I think we weren't sure the screen now. We know see what it was it was different. However, the robust nature of the US economy in February cannot be dismissed. So it's we've overcorrected. I think I believe it will be esentially a V shaped recovery. I think this first half of the year is gonna be ugly, and I think will peak on unemployem nt likely around July time, about six and a half.

Alpesh Parmar 17:56

Yeah. Which makes sense, right, because it takes three four months. Yeah, and then you see,

Matthew 18:01

it's gonna be a significant improvement.

Alpesh Parmar 18:03

Okay. keeping my fingers crossed. So yeah, no, that was great answer. So, of course, you know, I wanted to talk abo t the economy, but being a real estate investor and you are in real estate as well. What is the impact on us real estate arket and of course, I'm going to drill down as well, because I would like to know more about Washington and Calif ornia as well. But what do you think of us real estate just after this Coronavirus?

Matthew 18:34

Here's what I'd say the problem we have. This is a health induced issue, not a housing injury, right? You get your iss es, right. It's also housing. And I am of the opinion that the housing market was very robust, come into this and we'll be robust coming out of it now. All markets obviously I'm not created equal.

Alpesh Parmar 19:01

Right.

Matthew 19:02

I have been worried for about the last year and a half now, when it comes to housing only about one issue, housing a fordability, affordability.

Alpesh Parmar 19:11

And that's the key the coastal market or the western western US. So

Matthew 19:18

my worried about Ohio No, I'm not No.

But housing affordability is the problem. And that's no question. That's the issue. But when it comes to think about t is way, as we've already talked about credit quality on loans that are several years coming out of this market bottoms across the country in 2012, a price point standard and improving significantly for several years. We saw price growt slow the last couple of years that makes me happy. But we were very highly qualified. Our down payment activity as very, very high. Okay. We are sat on massive amounts of equity. No one is gonna be mailing the keys to their ow back to the bank.

Which is what we saw, of course, here.

And we saw that then because people were underwater on their mortgages. That's not the case anymore. We have significant levels of equity. We are not building, quite frankly, anything like the amount of housing that's needed for the country. Because of that we're creating new owner households, where they're going to live and come into the market. And they will and please don't underestimate millennials. They are going to be a massive, massive component of the ownership housing market for the next decade. Oh, yeah, they're huge, and the radio. So given that we're well qualified, we've got a lot of equity. And the fact that FHA Fannie and Freddie have come out with mortgage for Barron's temporarily lost your job because of the Coronavirus. Call up your mortgage service provider. You can't just quit paying a mortgage and they have a lot of plans in place. Most importantly, You can stop making your mortgage payments for a period. And then you start up again within a year, but the most important thing is this, it will not negatively impact your credit.

Alpesh Parmar 21:11

Right, that is very important,

Matthew 21:13

not reported to the credit reporting agencies. So, and in addition, now this is a double edged sword is this, where are we seeing most job losses? They're coming in the leisure and industry, retail sectors, retail, grocery and online. The trouble with that is very simple. Most of these people that are losing their jobs are not homeowners and renters. Yeah, I think this whole thing is going to

significantly impact the rental market.

Alpesh Parmar 21:43

I was going to add only that because I'm a real estate investor. I own single family to small multifamily and I'm a syndicator or partner in a large multifamily building. So what will be the impact on the rental market and what would that happen? Let's say my tenants stopped paying my rent. Of course, at some point I won't be able to pay my market. Yeah, and maybe some snowball effect. I'm not sure what what do you say? Yeah. And

Matthew 22:12

there could be I am not aware yet that either Fannie, Freddie FHA have come out with a program for either institutional investors or syndicate investors or basically buyers essentially second homes and they're renting out.

Alpesh Parmar 22:31

Airbnb.

Matthew 22:32

Right, right. So I'm looking at it and I'm not aware so far. However, it would not surprise me to see the government step up. And here's why. In a similar way, that how to saying that we're not going to kick people out of homes for failure to pay their rent. We're not going to see evictions. At some point they're going to think yeah, there's a significant number of homes that people are renting that are privately held That you could arguably keep those people out. They're not paying their rent. They don't want So, if we're addressing evictions in one hand, shouldn't we also be addressing evictions in the other? Okay, on the commercial side of the equation, what we are hearing is that you've got people who own office buildings, for example, and let's say they can't have their tenants are not in their offices because just they're not allowed to be so right, they still have to pay their rent now that the tenant might say, I can't use this therefore shouldn't obligation show but what we are seeing a lot of his landlord saying, Okay, I get it, you can't pay for a few months. What we will do is we will extend the term of your lease, right, get that money back. But at the same time, know that they're either going to have to continue to pay the debt if they have any on that building. And possibly, that might be the case for the time being for individual investors, who will make that that debt payment But extend that lease period out, so at least they can recoup that money further down the road. But in terms of has the federal government

stepped up? I'm not aware yet of any program that's already in place.

Alpesh Parmar 24:12

Got it. Thank you. So now let's talk about coastal markets or the western US markets, right where we know Seattle, r Washington and, of course, California has gone up three, four times since 2008. recession in last year and half I wa seeing some slowdown and I was actually happy that it's finally here because the same thing I was worried about is he affordability right. If people cannot buy a house, of course, they can't even rent. You know, the rent is for a one b droom house in San Francisco Bay Area goes from 3000 to 6000. Right. So most of us house in good luck. Yeah, ex ctly. Yeah, most other people can't afford so. What do you see the Coronavirus impact on, you know, real estate mar et here in, you know, California,

Matthew 25:05

again, I think remarkably stable. Now, obviously you look at the least affordable housing markets in America, where our number one is Los Angeles. Number two is San Francisco, of course. However, believe it or not, I believe that th top 14 least affordable housing markets are all in California, California,

Alpesh Parmar 25:23

correct.

Matthew 25:24

I think nothing's other 15 or 16, you have to go out of California. And that's Maui. So it again, affordability is a big i sue now and obviously, you know, you've had those issues in California to some while Yeah, there's a lot of reasons hy that's the case. And I think I would argue on the biggest issues that you have done in your area of property taxes a d, and how they're calculated. And you can only erase them on separate year. Show me to your listeners already kno this. So what essentially that's done is that's keeping people in place it's not allowing them to move.

Alpesh Parmar 25:58

And I that's, that's

Matthew 26:01

problem so we know that's the case now. However at the same time so what are we seeing because of that? We've al eady have seen obviously we know California lost one quarter million people last year. Okay, Mike, where do they g to they all move to Seattle Seattle

Alpesh Parmar 26:15

taxes some of those were Yeah.

Matthew 26:18

So we're funny people jump, they jump you and I five and they're coming up north and up to my neck of the woods. hy are they coming here? It's the most interesting thing selling from the Bay Area. Seattle is cheap. Yeah, when you ome back to Bay Area,

some discount our housing prices a half that

Alpesh Parmar 26:41

Not anymore

Matthew 26:42

apartment and a half and the Bay Area office space is off that so they come up here. Obviously not all coming to Sea tle. Some are going to Oregon Some are going to Texas Yeah,

Alpesh Parmar 26:51

Texas, Florida. There are lots of Raleigh and Durham markets also

Matthew 26:58

I write a lot about Coming up here now they're moving out, obviously moving to areas where they believe the economy is robust now, incentives let for example, if you're a technology worker in the Bay in San Jose, Silicon Valley, San Francisco, a lot of you guys are coming up here. Ernie is a tech hub,

Alpesh Parmar 27:15

Amazon, Microsoft Expedia.

Matthew 27:19

So come here and again, because because it's cheap, and actually has led, we've benefited from people moving out of the Bay Area. But when we talk about the Coronavirus and the impact on the west United States, negligible in the longer term, I tend looking at housing, not just in a month or a month basis, it's in right now. But you're looking at areas whereby you have an educated workforce, you've got a robust job growth market is decent diversification and employment. And certainly, the rest of us How's that? Colorado has been benefiting dramatically as up until recently because of the energy sector. And that's been a growth market in Denver. But they are in themselves starting to come across some issues with housing affordability that now, we look at our records on logarithmic at Washington, certainly the Puget Sound. Look at Northern California. And yeah, we are doing well. And we've seen some very robust house price growth. But I do question the long term sustainability of that. And here's why. I said, Imagine you are a company owner, and you're thinking about expanding in San Francisco in Seattle. One of the two things you think about first and foremost when you're thinking about growing well, first thing is this. Is there a talented workforce?

Alpesh Parmar 28:36

to hire Of course,

Matthew 28:37

we are you guys down there. You're wickedly smart. We're pretty smart up here as well. The second thing you look at is this. How much do you have to pay to exit and the biggest component of salaries is what cost of living I stopped living here. So what point a company is going to say, I've got to pay people how much? Yeah, well, at that point. markets like Spokane, Washington, Boise, Idaho, that Vegas, Nevada has become of interest. Now why those three markets we're not using them. But in all three of those markets, you can buy a brand new never lived in single family home for 200,000,

Alpesh Parmar 29:16

exactly 200,000 300,000 year.

Matthew 29:20

I think we need to be very careful that we are doing remarkably well, up until now. But how much longer can we continue to grow when housing is as unaffordable as it is now? affordability in Seattle, about 4% as opposed to what sub 10% of the Bay Area, but it's still not good. So we're about 65. So I think it's something we need to do we need to look at now. Why is housing as unaffordable if you look at the western United States and certainly the three West Coast markets, it's because we have significant geographic constraints. We have a lot of these. O

Alpesh Parmar 29:58

Yes.

Matthew 29:58

A lot of mountains. I'm standing here in Seattle a woefully inadequate mass transit infrastructure. That means you limit land. Now, when you limit land topographically, we can't change that. The gods created it. However, at the same time, we also have geopolitical constraints. We have urban growth boundaries, we have growth management, which is b

sically at the state level in Washington State level in Oregon, and at the county level in in California, that defines where you can and where you cannot build. Now, in Washington, for example, I'm more familiar with it up here, you have these boundaries. Outside of these boundaries, you can build one house, five acres, or one house per 20 acres. So you've artificially limited land, you have net new demand, people moving in, that pushes up land prices dramatically, and that impacts housing affordability. So we're in a situation right now, where by I think the economies in the western US and certainly in the three West Coast states doing well, although we are seeing some slowdown in economic growth in California, don't get me wrong we are. But the bottom line is we need to figure out how builders can build housing that people can afford, because quite frankly, most builders are building to the luxury

Alpesh Parmar 31:21

sector. Oh, yeah, in my area, same thing,

Matthew 31:24

right? Because it's where they can make money, because prices go up. Labor prices go up material costs, and regulatory costs, jump out, I mean, 25 cents of every dollar it costs to build or to build a home in America on regulatory fees.

Alpesh Parmar 31:42

Correct.

Matthew 31:45

So I think we're very lucky. However, I am actually looking forward to seeing price growth slow in our respective markets down into that mid single digit price area, I think is sustainable. So it's about a 25 year average. But it's certain we've got to pull back from where we were up until a couple of years ago.

Alpesh Parmar 32:05

Right? I hope so.

So let's, let's change and we'll move on to the quick trips, tips round. any real estate or finance books you recommend?

Matthew 32:14

That's an interesting thing. I saw a question earlier on. I actually teach at the University of Washington. Awesome. And for me, it's not necessarily a book, when I would think a book that I still use is Friedman's book. It's called the dictionary of real estate terms. Ah, it's probably his parents business dictionaries.

Alpesh Parmar 32:36

I'm gonna take the note.

Matthew 32:39

Reason being is that there's so much language, it's all around real estate, both from an investment standpoint and just to anyone interested in real estate. It's a lot of words we use and a lot of them people don't understand. Right. And here's a good example of this when the Federal Reserve says it's reduce reducing the Fed funds rate down to a range of zero to a quarter point. I'm getting phone calls from people. Yes. My Pocket rates

Alpesh Parmar 33:09

to refi. A lot of my friends reached out to me I, Hey, can you suggest a lender I need to refi? I said, don't worry about it right.

Matthew 33:18

And this dictionary is great. It does go into an explanation of mortgage rates and how they're created. I mean, you all know, your readers, your listeners know, mortgage rates track yield on 10 year treasuries, bottom line. So and so it's

of as case if it's a straightforward dictionary, although that's what it is. But it does have some great risk. I carry this with me everywhere.

Alpesh Parmar 33:37

Oh, nice.

Matthew 33:38

My ninth edition of it, I use it a lot. And I think that is very useful when you start hearing a lot of words that are being used out there and what they mean but also an explanation. It's I think it's a great little book to carry around. That's what I would

Alpesh Parmar 33:55

buy for sure.

So any website or apps is If someone wants to understand more about interest rates, real estate, etc overall impact

Matthew 34:06

I yeah, I think I would certainly the National Association of Realtors website and they produce some decent research which they share. And you don't need to subscribe to be a member of right. Mortgage news daily is another website which looks purely at the financial markets very robust fact I subscribe they send you a daily I subscribe to twitch and actually the way they write actually some of the writers are the authors are very interesting they keep it kind of some hat light. But fascinating stuff when it comes to where the financial markets are. And certainly right now we are in a really unique times. I mean the Fed is

Alpesh Parmar 34:50

no one has seen this before. This is something different

Matthew 34:55

lectures that I gave I wish I could go back to my old textbooks and say okay What happened to real estate during the last pandemic? Yeah, we've never had any terms to this degree. And so we're really an uncharted territory. So those are two which springs to mind any are getting the National Association of homebuilders. Now, their economics group is pretty impressive as well. And so I think those are three who I would absolutely be referring to regularly, because they've got some smart people in all three of those entities.

Alpesh Parmar 35:30

Now, of course.

they definitely don't know way more than you do. So, thanks again. I thoroughly enjoyed the episode. How can my listeners reach out to you?

Matthew 35:44

You can follow me on social media on Facebook, Instagram, I think you're the Windermere economics on Facebook And I believe it's Matthew Gardner econ on Instagram, Seattle econ on Twitter. So um so those are the three things that I'm now apparently spending more time thinking about those seniors I'm stuck in my house right now. Everyone is giving speeches anymore at least for the time being.

Alpesh Parmar 36:13

It's better to be inside the house than outside right now and I get outside exactly Yeah, me too. I and I thank God that we are forced to sit inside while there is no bombing outside right. So comparing it to other parts of parts of the world. So you know, it is what it is. I think we just need to you know, fight down right.

Thanks again, Matt. You take care.

Matthew 36:38

You're welcome. Nice to stick with you.

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