

### Cheers! by Sandy

This year, I was blessed to be included in the ranking of the top 1,000 women across the U.S. and named in the Forbes Top Women Advisor Rankings. Nearly one-in-five of the women manage at least \$1 billion with entire teams. I feel like a small guppy swimming in the ocean but am so proud to be included. To compare, Asset Planning manages \$325 million and I manage \$132 million.

Also, in the June 2020 issue of Orange Coast Magazine, Carol, Erin and I were again given the Five Star Wealth Manager award. We are nominated by our clients and peers and go through a complete vetting and review each year to achieve this award. Thank you to all our clients! ☺

**There is no elevator to success. You have to take the stairs. - Zig Ziglar**

Another milestone I achieved this year was when my photograph was selected to be included in the Auto Club Westways magazine. When I travel to other countries, I take the current issue of the magazine with me and take a photo with it. I have submitted photos from all seven continents and finally my photo of my daughter and myself kayaking in Antarctica was published. Bucket list checked. ✓

### Market Summary by Carol

The portfolios are slowly coming back from the double-digit losses of March 2020. Certain sectors are doing great: technology (due to increased demand for those working at home); consumer discretionary (led by Amazon, Home Depot & Tesla); and communication services (Netflix, & Google). At the same time, certain sectors are still suffering: Energy (oil & gas companies); Financials (REITS & banks); and Industrials (Boeing and other manufacturers).

The following are the Market Returns as of June 30 YTD and 1-year rolling:

Benchmark:	YTD June 2020
60% Equity/40% Fixed	-3.58%
50% Equity/50% Fixed	-2.38%
S&P Index	-4.04%
DOW Index	-9.55%
Nasdaq Index	12.00%
iShares (EFA) Foreign	-12.24%
REIT Index	-15.37%

Benchmark:	June 2019-June 2020
60% Equity/40% Fixed	2.33%
50% Equity/50% Fixed	2.83%
S&P Index	5.39%
DOW Index	-2.96%
Nasdaq Index	25.00%
iShares (EFA) Foreign	-7.39%
REIT Index	-10.15%

**Reminder: Virtual Event!**  
 (Cameras and Microphones of attendees will be off/muted)



**Don't forget to RSVP for our Zoom cooking class!**

We will be cooking alongside a professional chef with a gourmet menu.

Put your cooking skills to the test and don't worry if you're shy... only the chef will be on the video...so you can join as you are!

Wednesday, July 22.

6 pm - 7:30 pm (PST)

**We hope you can join us for this fun event!**

To register click on the link in the email invitation that was sent out on 7/6/2020

#### For Members

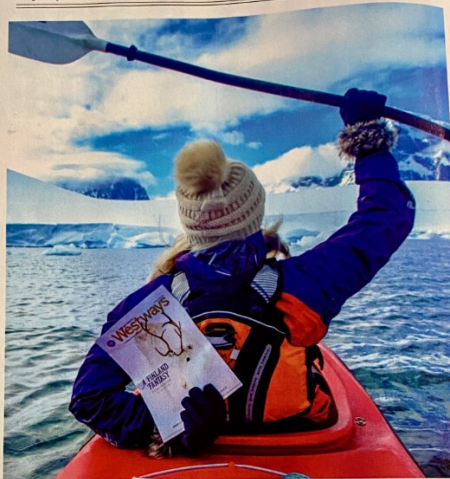


#### A Tip for May National Bike Month

One of the most common crashes involving bicyclists occurs when a car door is opened. To prevent such incidents, drivers and passengers exiting on the left side of vehicles should use their right hand to open car doors. This forces people to swivel their bodies and look over their left shoulders, making it easier to see bikes approaching. This trick is called the **Dutch Reach** (although no one seems to be able to prove it's from the Netherlands). For more tips on safe biking and driving, email [PublicAffairs4@aaa-calif.com](mailto:PublicAffairs4@aaa-calif.com) to receive a free copy of the Auto Club's Safety Tips for Both Bicyclists and Motorists (available in English and Spanish).

#### PICTURE THIS

Take Westways on vacation with you. Send your picture to us at [westways@aaa-calif.com](mailto:westways@aaa-calif.com), along with your name, city of residence, and membership number, and we might run your photo in a future issue.



12-year member **Sandra Field** from Los Alamitos and her daughter, **Nicole** (pictured), braved kayaking in Antarctica to have this photo taken with their Westways.

#### SAVE THE DATE

#### L.A. River Ride

The Los Angeles County Bicycle Coalition's 20th annual L.A. River Ride is planned for...

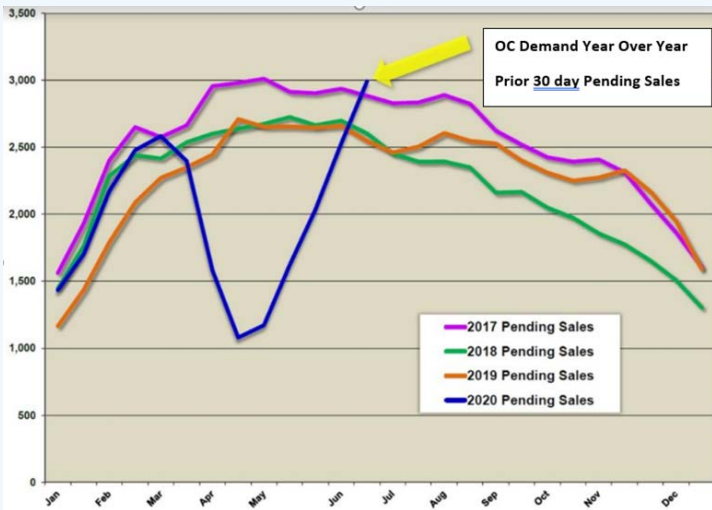
**Cheers Continued...**

We are in a very crazy market that is lopsided. The value of two stocks, Apple and Microsoft, is more than all the other stocks in the Russell 2000 combined. The Nasdaq and tech stocks have been immune to market, political, and Covid news. Most say that a rotation to large cap value stocks is due but this market is unpredictable. I am hoping we do not have to revert to a "shelter in home" issue again but we need to contain this virus.

**Home Buying Rebounding in the OC by Erin**

Residential real estate sales looked bleak in March and April as Covid-19 shuttered open houses as well as many other parts of the economy. Fast forward to July, Orange County's housing demand has surpassed the last three years. Pending sales hit near 3,000. Currently, homes priced below \$750,000 have the highest demand and are selling in under a month. The average expected time on the market for Orange County homes, as a whole, is 48 days which is considered a hot sellers market by agents. The high end homes above \$1.25 million are also selling faster than the last few years, with expected market time of 111 days.

A few factors are helping the rebound in real estate. Mortgage rates continue to hit record lows. The average 30 year fixed mortgage is now 3.13% vs. 4.04% one year ago. The low rates have made the average cost to own \$3,098 which is \$260 per month less than the average cost to rent. Supply of homes is down over 30% from this time last year. On top of all this, many families are desiring bigger living spaces as we are all cooped up living and working from home. Home prices will likely rise in 2020 unless more sellers enter the market and begin to outpace demand or if demand falls off due to more economy pains from the pandemic.



**Outlook by Carol**

In my personal life, I am very excited for the future. My first granddaughter was born in Australia on July 3. Her name is Georgia Rose and she was a healthy 8 lbs. All are healthy and doing well! The Australian government will not allow me to visit until the US gets the virus numbers under better control so I will have to wait to hold and cuddle her. Thank goodness for technology: Facetime and What's App are great tools for communicating with those far away. Also, my son, Kyle graduated college (UC Santa Barbara) and recently became engaged.

The economic outlook is not as clear. The market indexes have increased 4 % since June 30! There is lots of optimism in the market for a complete economic recovery even though the current unemployment rate is 11% and GDP is -5%. We are still viewing the market cautiously. The extra \$600/week in unemployment ends July 31. There might be another stimulus check but the end result is that everything is not normal yet and the after effects will linger on.

**Customer Relationship (CRS) Form by Carol**

The SEC now requires that all Registered Investment Advisors and Broker/Dealers provide all new and existing clients with a two-page Customer Relationship form. The form has strict page restrictions and a prescribed layout. It is intended to enhance investor protection by requiring all advisors/brokers provide the same disclosures regarding fees, conflicts and services provided. This will allow the retail consumer the ability to compare between advisors and brokers. We think this a great first step in educating the consumer to the difference between a fee-only advisor vs. a commission fee-based advisor. Asset Planning's CRS form is included in this package plus it is also posted on our website and with the SEC.

**Announcement!** We are excited to announce that Akanksha is now working full time as a financial planning analyst. In May, she graduated Summa Cum Laude from California State University, Fullerton with a Bachelors in Finance and a minor in Personal Financial Planning. Her next goal is studying and pursuing the CFP designation. She is a straight A student with a Straight A personality!

