

**Charles Schwab 2020 Modern Wealth Survey
LOS ANGELES AND ORANGE COUNTY**

ABOUT SCHWAB'S MODERN WEALTH SURVEY

Schwab's 2020 Modern Wealth Survey, an annual examination of perspectives on saving, spending, investing and wealth, reveals the impact of the COVID-19 pandemic on America's finances, including residents of the Los Angeles and Orange County areas. The data was gathered in January 2020 before the widespread COVID-19 outbreak in the U.S., and again in June 2020.

IMPACT OF COVID-19 ON FINANCES

Two-thirds (66 percent) of LA/OC area residents surveyed say they were financially impacted by COVID-19, higher than the 57 percent reported by Americans overall.

	LA/OC Residents	LA/OC Millennials	LA/OC Gen X	LA/OC Boomers	Americans Overall
Financially impacted by COVID-19 (net)	66%	75%	70%	46%	57%
You or a close family member experienced a cut in salary or reduced hours	36%	45%	36%	22%	30%
You or a close family member were furloughed or laid off	31%	34%	37%	21%	25%
You or a close family member's finances were negatively impacted	40%	48%	39%	33%	30%

But there are also some silver linings when it comes to changes in financial behaviors among local residents.

	LA/OC Residents			Americans overall		
	More likely	No change	Less likely	More likely	No change	Less likely
Have savings to cover emergency expenses	40%	40%	20%	36%	43%	21%
Have been saving more in general	42%	35%	23%	40%	39%	21%
Have a written financial plan	28%	53%	19%	24%	56%	20%
Invest more in the stock market	23%	43%	34%	19%	50%	31%
Start investing in the stock market	23%	45%	32%	22%	49%	29%

Still, LA/OC residents are increasingly concerned about their financial futures, with less than one quarter feeling highly confident that they will reach their financial goals.

"Very confident" in reaching financial goals	LA/OC Residents		Americans Overall	
	January 2020	June 2020	January 2020	June 2020
	28%	23%	33%	25%

A NEW BAR FOR WEALTH

LA/OC residents have begun to think differently about the value of their money, with the asset levels they believe it takes to be comfortable and wealthy slightly lower than in January 2020.

	OC/LA Residents		Americans Overall	
	January 2020	June 2020	January 2020	June 2020
Personal net worth it takes to be...				
Financially comfortable	\$938,000	\$885,000	\$934,000	\$655,000
Wealthy	\$3.0M	\$2.9M	\$2.6M	\$2.0M

FINANCIAL STRESS ON THE RISE

On a scale of 0-100, LA/OC residents are 16 percent more financially stressed today than they were pre-pandemic and indicate that their increasing stress levels may have a lasting effect.

	Financial Stress Score	
	LA/OC Residents	Americans Overall
Prior to widespread U.S. COVID-19 outbreak (end of 2019)	46.1	45.9
Today	53.3	52.5
After the threat of COVID-19 has subsided (predicted)	50.8	49.2

Baby Boomers are the least financially stressed generation at each point in time.

	Financial Stress Score		
	LA/OC Millennials	LA/OC Gen X	LA/OC Boomers
Prior to widespread U.S. COVID-19 outbreak (end of 2019)	47.6	49.0	39.3
Today	57.4	56.8	43.6
After the threat of COVID-19 has subsided (predicted)	54.0	52.8	44.3

DRIVERS OF OVERALL HAPPINESS

When asked about the most important factors to their overall happiness, LA/OC residents say relationships are number one, closely followed by health, similar to before the outbreak of the pandemic.

	January 2020	June 2020
Relationships	34%	33%
Health	29%	33%
Money	14%	16%
Lifestyle	18%	13%
Career	5%	4%

About the Modern Wealth Survey

LA/OC Survey: Both waves of the online survey were conducted by Logica Research, among Los Angeles and Orange County Area residents aged 21 to 75. The January wave was conducted from January 9 to January 16, 2020 among 750 LA/OC residents and the June wave was conducted between June 25 and July 2, 2020 among 500 LA/OC residents. The geographical area of the sample is defined by the Los Angeles-Long Beach-Anaheim Metropolitan Statistical Area. Millennials are age 24-39, Gen X are age 40-55 and Boomers are age 56-74. Quotas were set so that the sample is as demographically representative as possible.

National Survey: Both waves of the online survey were conducted by Logica Research among 1,000 Americans aged 21 to 75. The January wave was conducted from January 9 to January 16, 2020 and the June wave was conducted between June 25 and July 2, 2020. Millennials are age 24-39, Gen X are age 40-55 and Boomers are age 56-74. Quotas were set so that the sample is as demographically representative as possible for each wave.

About Charles Schwab

At Charles Schwab we believe in the power of investing to help individuals create a better tomorrow. We have a history of challenging the status quo in our industry, innovating in ways that benefit investors and the advisors and employers who serve them, and championing our clients' goals with passion and integrity.

More information is available at www.aboutschwab.com. Follow us on [Twitter](#), [Facebook](#), [YouTube](#) and [LinkedIn](#).

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The logo for Charles Schwab, featuring the word "charles" in a lowercase, italicized serif font above the word "SCHWAB" in a bold, uppercase sans-serif font, all contained within a blue square.

Disclosures:

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