



# By the Numbers

1. **SAGE ADVICE** - It was 10 years ago (10/16/08) that Warren Buffett wrote his “Buy America, I Am” op-ed article in the New York Times. Buffett encouraged investors to “be fearful when others are greedy and be greedy when others are fearful.” Buffett’s letter was released less than 5 months before the stock market bottomed on 3/09/09, ending a 57% decline of the S&P 500. The index closed at 946 on 10/16/08 and has since more than tripled to close at 2886 on Friday 10/05/18. The S&P 500 consists of 500 stocks chosen for market size, liquidity and industry group representation. It is a market value weighted index with each stock’s weight in the index proportionate to its market value (source: New York Times).
2. **HEALTHY RETURNS** - 6 of the top 10 performing individual stocks within the S&P 500 during the 3rd quarter of 2018 (i.e., trading during 7/01/18 through 9/30/18) are in the “Health Care” sector (source: BTN Research).
3. **DON’T OVERTHINK IT** - Harvard University’s \$39.2 billion endowment, the largest academic endowment fund in the world, gained +10.0% for the fiscal year ending 6/30/18. The S&P 500 gained +14.4% (total return) for the 1-year ending 6/30/18 (source: Harvard University).
4. **SKITTISH** - A greater percentage of Millennials have all of their pre-tax retirement money invested in cash and bonds (20%) than those that have all of their pre-tax retirement money invested in stocks (19%). 2,593 Millennials (ages 20-36 in 2017) were surveyed in the 4th quarter 2017 (source: Transamerica Retirement Survey).
5. **MORE MONEY** - 618 US employers surveyed in the 1st quarter 2018 anticipate offering a starting base salary of \$65,000 to college graduates with a bachelor’s degree, \$85,000 to workers coming “direct-from-industry” and \$105,000 to MBA graduates (source: Corporate Recruiters Survey Report 2018).
6. **A DIFFICULT CONVERSATION TO HAVE** - 53% of 2,638 widows surveyed in the 3rd quarter 2018 admit that they and their deceased husbands had no financial plan in place in the event that either spouse died (source: Merrill Lynch/Age Wage).
7. **GET READY** - A 65-year old American male in 2018 is expected to live another 19.2 years (to 84.2 years old), an increase of 5 years in the last 40 years. A 65-year old American female in 2018 is expected to live another 21.6 years (to 86.6 years old), an increase of 3 years in the last 40 years (source: Social Security Administration).
8. **IT JUST DEPENDS** - Life expectancy at birth varies by as much as 20 years depending upon the county where you are born in the United States (source: Dwyer-Lindren et al., JAMA Internal Medicine 2017).
9. **ALL IN THE FAMILY** – One political party has controlled the White House, the Senate and the House of Representatives in 22 of the last 60 years, i.e., 1959-2018. Republicans control all 3 this year (2018). Democrats last controlled all 3 in 2010 (source: BTN Research).
10. **SOUNDS LIKE A TRILLION PER YEAR** - The national debt as of 9/30/18 (i.e., the end of fiscal year 2018) was \$21.5 trillion, up \$1.3 trillion in the last year, up \$4.8 trillion in the last 5 years, and finally up \$11.5 trillion in the last 10 years (source: Treasury Department).
11. **WAY OFF** - In January 2008, the Congressional Budget Office released a 10-year forecast for our nation’s national debt. The debt projection made in 2008 for the end of fiscal year 2018 (i.e., 9/30/18) was \$12.704 trillion. Our actual national debt as of 9/30/18 was \$21.516 trillion (source: The Budget and Economic Outlook).
12. **PROLIFIC PRODUCTION** - If the Permian Basin was an OPEC country, its 3.3 million barrels a day of crude oil production would rank the region which stretches from West Texas to New Mexico as the # 3 OPEC producer, trailing only Saudi Arabia and Iraq out of the 15 OPEC nations (source: Energy Department).
13. **NO MONTHLY PAYMENT DUE** - In 2011, 1 of 3 American homeowners (34%), owned their homes free and clear of any debt, i.e., no mortgage loan or line of credit. In 2017, 2 of 5 American homeowners (40%) owned their homes free and clear of any debt (source: 2017 American Housing Survey).
14. **ESTATE TAXES** - The federal estate tax exemption is \$11.18 million per individual for 2018 deaths, i.e., a married couple would be able to shelter \$22.36 million from federal estate and gift taxes. The amount is more than double the exemption from 2017 due to changes from the “Tax Cuts and Jobs Act” legislation (source: IRS).
15. **AN AVERAGE GUY** - The major league batting average during the 2018 regular season was .248 based upon 165,432 at bats across 30 teams from both leagues. Khris Davis of the Oakland A’s ballclub batted .247 in 2018, the exact same average Davis recorded in 2017, 2016 and 2015 (source: Major League Baseball).

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