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**Dwelling Real Estate**  
**June, 2022 | Newsletter**  
**RESIDENTIAL | COMMERCIAL**

**June is National Homeownership Month!**

It is the most perfect time to reflect on how very exciting, rewarding, amazing, joyful and impactful home ownership can truly be.

When you purchase a house, it becomes more than just a space you occupy. It's your stake in your own community, an investment, and a place you can put your stamp on.

If you're thinking about buying a home this year, here is one of the benefits you'll for sure experience when you do:

**Homeownership is truly one of the best ways to improve your long-term financial position.**

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*“One often-cited benefit of homeownership is the knowledge that you own your little corner of the world.”*

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YOUR  
DWELLING  
AWAITS



**Greetings from Robert!**

So happy that you are taking the time to read over my newsletter.

Lots of interesting useful and valuable information is provided in it to help you make the best choices in your selling or buying efforts.

I'm also excited to launch my new branding effort's, which are reflected in this newsletter and in my new website! I am grateful for you and I want to help in anyway I can. Providing you with legendary customer care is my modo!

Sincerely,

**Robert Cipolloni**  
Broker Associate | Business + Investment Advisor  
Los Angeles Metro | Greater Palm Springs Metro  
The Bianco Group



## What Does the Rest of the Year Hold for the Housing Market?

### **The Number of Homes Available for Sale Is Likely To Grow**

There are early signs housing inventory is starting to grow and experts say that should continue in the months ahead. According to Danielle Hale, Chief Economist at realtor.com:

*“The gap between this year’s homes for sale and last year’s is one-fifth the size that it was at the beginning of the year. The catch up is likely to continue, . . . This growth will mean more options for shoppers than they’ve had in a while, even though inventory continues to lag pre-pandemic normal.”*

As a buyer, having more options is welcome news. Just remember, housing supply is still low, so be ready to act fast and put in your best offer up front.

As a seller, your house may soon face more competition when other sellers list their homes. But the good news is, if you’re also buying your next home, having more options to choose from should make that move-up process easier.

### **Mortgage Rates Will Likely Continue To Respond to Inflationary Pressures**

Experts also agree inflation should continue to drive up mortgage rates, albeit more moderately. Odeta Kushi, Deputy Chief Economist at First American, says:

*“... ongoing inflationary pressure remains likely to push mortgage rates even higher in the months to come.”*

As a buyer, work with trusted real estate professionals, including your lender, so you can learn how rising mortgage rate environments impact your purchasing power. It may make sense to buy now before it costs more to do so, if you’re ready.

As a seller, rising mortgage rates are motivating some homeowners to make a move up sooner rather than later. If you’re planning to buy your next home, talk to me, your advisor to decide how to time your move.



## What Does the Rest of the Year Hold for the Commercial Market?

In 2022, the US commercial real estate market is likely to continue to flourish thanks to substantial economic growth and robust demand from both investors and tenants. Investment activity is likely to keep increasing, with ample capital worldwide driving commercial real estate values up as investors search for yield.

As the country recovers from the pandemic, new opportunities and challenges continue to emerge for commercial real estate investors, owners, and operators.

Demographic and business trends will likely keep accelerating, with multifamily and industrial assets expected to see increasing demand in 2022 and beyond. However, CRE stakeholders can expect to find investment opportunities among all asset classes by knowing where to look.

### CRE Trends to Watch in 2022

The Forbes Biz Council recently held a round-table to discuss shifting forces in the real estate market. Here are some of the top commercial real estate trends for investors to watch in 2022 and beyond:

- Fractional buying and selling of tokenized real estate may make investing more accessible and lower entry barriers for a new wave of investors.
- Secondary markets will continue to see commercial districts revitalize, allowing well-positioned investors to capitalize on redevelopment opportunities.
- Developers are turning to professional third-party representatives who have the resources for executing construction and real estate projects.
- Mixed-use zoning and adaptive reuse, such as hotels to housing, and offices to mixed-use, will be a source of value-added investments for years to come.
- Commercial real estate will increasingly become a customer-centric business, with tenants expecting technologies like on-line platforms to improve the user experience.

### Top Industrial Markets 2022

Los Angeles has been identified as one of the top commercial markets.





## My New Website Awaits You!

### An amazing resource!

I'm thrilled to offer you my new website to use in your selling and buying process.

Based on its ease of use, simplicity and performance, my website will make your buying and selling experience feel less overwhelming and instead feel more productive!

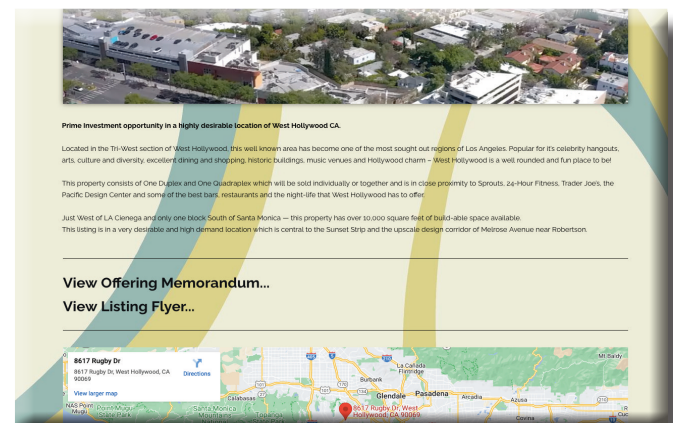
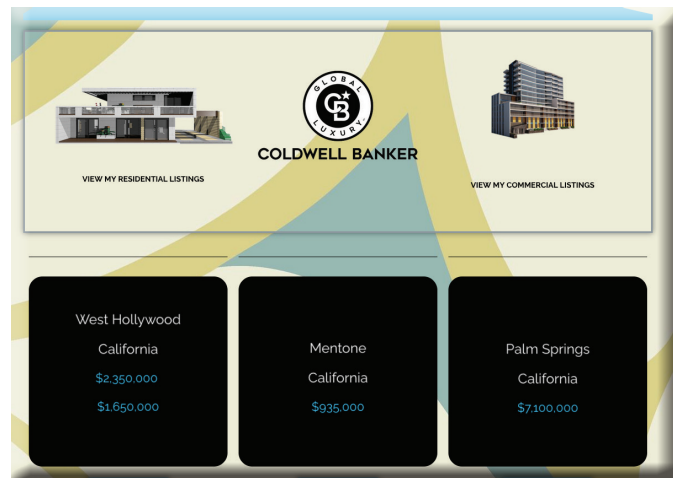
To give you a head start on your journey, I've designed it to be one of the best high profile websites in the real estate market. And as a seller it provides you A+ marketing distinction and profile. It will attract buyers!

My marketing team and I hope that it will provide you a fun and useful immersive experience.

The new website features:

- Listings
- Videos
- Maps
- Offering Memorandums
- Flyer's
- Market Information
- Regular Updates
- Resources
- Contact Information
- Device Compliance
- Social Media Associativity

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## How Home Ownership Can Help Shield You from Inflation

If you're following along with the news today, you've likely heard about rising inflation. You're also most likely feeling the impact in your day-to-day life as prices go up for gas, groceries, and more. These rising consumer costs can put a pinch on your wallet and make you re-evaluate any big purchases you have planned to ensure they're still worthwhile.

If you've been thinking about purchasing a home this year, you're probably wondering if you should continue down that path or if it makes more sense to wait. While the answer depends on your situation, here's how homeownership can help you combat the rising costs that come with inflation.

### Homeownership Offers Stability and Security

Investopedia explains that during a period of high inflation, prices rise across the board. That's true for things like food, entertainment, and other goods and services, even housing. Both rental prices and home prices are on the rise. So, as a buyer, how can you protect yourself from increasing costs? The answer lies in homeownership.

**Buying a home allows you to stabilize what's typically your biggest monthly expense: your housing cost.**

### Use Home Price Appreciation to Your Benefit

While it's true rising mortgage rates and home prices mean buying a house today costs more than it did a year ago, you still have an opportunity to set yourself up for a long-term win. Buying now lets you lock in at today's rates and prices before both climb higher.

In inflationary times, it's especially important to invest your money in an asset that traditionally holds or grows in value.

Home price appreciation outperformed inflation in most decades going all the way back to the seventies – making homeownership a historically strong hedge against inflation.

So, what does that mean for you? Today, experts say home prices will only go up from here thanks to the ongoing imbalance in supply and demand. Once you buy a house, any home price appreciation that does occur will be good for your equity and your net worth. And since homes are typically assets that grow in value (even in inflationary times), you have peace of mind that history shows your investment is a strong one.

**If you're ready to buy a home, it may make sense to move forward with your plans despite rising inflation. If you want expert advice on your specific situation and how to time your purchase, let's connect.**



*Be kind.  
Be caring.  
Pay attention to yourself.  
Listen well.  
Love well.  
Live well.*





## My Community Corner

### **Residential**

#### **Caring matters to me.**

This month I had the privilege of helping a wonderful group of people start their new lives in the desert. Locating from many states away and facing the challenges of relocation, I was able to help them find a wonderful home that suited them and their needs and I assisted in the transition. It took a lot of creativity and my amazing team of savvy real estate professionals in the background to make it happen...but we pulled it off!

So happy for them! Enjoy your new home and your new life! Stay hydrated.

### **Commercial**

#### **Distinction matters to me.**

This month I have the privilege of representing a listing for one of the most distinct and (at this point) legendary local commercial establishments in Palm Springs. It is an honor to be trusted by the amazing owners with this property. I will be providing out-of-the box creative marketing, global luxury service, sound advice and resources in finding them a buyer. It's a good feeling to know that all my designations and experiences have rewarded me with this very prestigious opportunity. I am grateful.

### **People**

#### **People matter to me.**

This month I will be as dedicated as ever to helping all my clients (in any manner I can) to achieve their goals of buying or selling in residential or commercial real estate. I will continue to be involved in community events, the Los Angeles and Palm Springs real estate association meetings, local charity events and in providing my service to the communities that give so much to me.

In spirit and pride. Big smile. Robert.



**THANK YOU!**



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