

April 2024
COMMUNIQUE

resilience : re·sil·ience

The capacity to withstand or to recover quickly from difficulties; toughness



DWELLING™ | REAL ESTATE

re·sil·ience

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First, I want to give a shout out to our Marketing Director, Mark, for creating the content and images for our monthly-Communique and other things that creates our brand. Some of our content is generated through reliable sources such as Keeping Current Matters, which we believe are always on point and current; and, then Inman News, which has its finger on the pulse of industry gossip which is usually factually correct! Of course being on the Board of Directors of our local and state associations always provide information hot off the press!

But why I'm giving a shout out to Mark is because you should know I'm charged with the opening message. Monthly I ask him about the content and from there he tells me the "word" for the month's message and this month it's all about Resilience. As a company we want our messages to be helpful to our agents, colleagues and informative and empowering to our local community and beyond.

I must admit that when I am assigned the message sometimes I am confronted by the challenge to be vulnerable and real on any specific topic that sometimes gives me heartburn, and for that I am grateful for the force that helps me continue to grow by sharing so we can provide a platform that makes us feel normal, content and hopefully at peace.

I am a person who likes to share. In sharing, we can have the opportunity to be vulnerable and real!

This month I am happy to share that I have the pleasure of welcoming Blessing Krug as our CFO of the company.

Blessing will be heading up HR and IC Relations as well as other tasks that include maintaining our stability and guiding our growth as we plan for our next hub. Blessing has been a true blessing and we welcome her as part of the team!

We all know that we've had past challenges in life and in business. We will continue to work through current issues, while adapting to future changes in the real estate industry and in our world, but what gives us the strength to conquer these challenges is because of inner resilience and knowing that you're not alone. Everyone has them!

Continue to keep the strength and the Vision as you move Forward! Keep the Forward Vision!



Robert Cipolloni

CEO, President & Broker of Record

DWELLING™ | REAL ESTATE

Greater Palm Springs Metro | Los Angeles Metro



RESILIENCE

COME INSIDE™

Welcome to our team Blessing Krug!



BLESSING KRUG

DWELLING™ | REAL ESTATE

Chief Financial Officer

Greater Palm Springs and Los Angeles Metro



At age 16, Blessing took an accounting class in high school and it was then she knew that accounting was a perfect fit for her. That summer she worked at her dad's company doing Accounts Payable and then Accounts Receivable the following year. Blessing's passion for crunching numbers landed her a BS Degree in Accounting from one of the best business colleges in the nation, San Diego State University where she excelled and graduated in 3 1/2 years.

She has a unique ability to troubleshoot and find solutions.

With a positive attitude and strong work ethic, Blessing is driven to get the job done in the most accurate and timely manner so that DWELLING™ | REAL ESTATE can focus on what we do best.

Welcome Blessing!



The Best Way To Keep Track of Mortgage Rate Trends

If you're thinking about buying a home, chances are you've got mortgage rates on your mind. You've heard about how they impact how much you can afford in your monthly mortgage payment, and you want to make sure you're factoring that in as you plan your move.

The problem is, with all the headlines in the news about rates lately, it can be a bit overwhelming to sort through. Here's a quick rundown of what you really need to know.

The Latest on Mortgage Rates

Rates have been volatile – that means they're bouncing around a bit. And, you may be wondering, why? The answer is complicated because rates are affected by so many factors.

Things like what's happening in the broader economy and the job market, the current inflation rate, decisions made by the Federal Reserve, and a whole lot more have an impact. Lately, all of those factors have come into play, and it's caused the volatility we've seen. As Odeta Kushi, Deputy Chief Economist at First American, explains:

“Ongoing inflation deceleration, a slowing economy and even geopolitical uncertainty can contribute to lower mortgage rates. On the other hand, data that signals upside risk to inflation may result in higher rates.”

Professionals Can Help Make Sense of it All

While you could drill down into each of those things to really understand how they impact mortgage rates, that would be a lot of work. And when you're already busy planning a move, taking on that much reading and research may feel a little overwhelming. Instead of spending your time on that, lean on the pros.

They coach people through market conditions all the time. They'll focus on giving you a quick summary of any broader trends up or down, what experts say lies ahead, and how all of that impacts you.

What This Means for You

You don't need to be an expert on real estate or mortgage rates, you just need to have someone who is, by your side. Connect with DWELLING™ | REAL ESTATE, so you've got a local expert on your side who can help you.



Boomers Moving Will Be More Like a Gentle Tide Than a Tsunami

Have you heard the term “Silver Tsunami” getting tossed around recently? If so, here’s what you really need to know. That phrase refers to the idea that a lot of baby boomers are going to move or downsize all at once. And the fear is that a sudden influx of homes for sale would have a big impact on housing. That’s because it would create a whole lot more competition for smaller homes and would throw off the balance of supply and demand, which ultimately would impact home prices.

But here’s the thing. There are a couple of faults in that logic. Let’s break them down and put your mind at ease.

Not All Baby Boomers Plan To Move

For starters, plenty of baby boomers don’t plan on moving at all. While it’s true circumstances may change and some people who don’t plan to move may realize they need to down the road, the vast majority are counting on aging in place.

As for those who stay put, they’ll likely modify their homes as their needs change over time. And when updating their existing home won’t work, some will buy a second home and keep their original one as an investment to fuel generational wealth for their loved ones. As an article from Inman explains:

“Many boomers have no desire to retire fully and take up less space . . . Many will modify their current home, and the wealthiest will opt to have multiple homes.”

Even Those Who Do Move Won’t Do It All at Once

While not all baby boomers are looking to sell their homes and move – the ones who do won’t all do it at the same time. Instead, it’ll happen slowly over many years. If you’re stressed about a Silver Tsunami shaking the housing market overnight, don’t be. Baby boomers will move slowly over a much longer period of time.

If you have questions it’s a good idea to talk to DWELLING™ | REAL ESTATE today.



Ways To Use Your Tax Refund If You Want To Buy a Home

Have you been saving up to buy a home this year? If so, you know there are a number of expenses involved – from your down payment to closing costs. But did you also know your tax refund can help you pay for some of these expenses? As Credit Karma explains:

“If one of your goals is to stop renting and buy a home, you’ll need to save up for closing costs and a down payment on the mortgage. A tax refund can give you a start on the road to homeownership. If you’ve already started to save, your tax refund could move you down the road faster.”

While how much money you may get in a tax refund is going to vary, it can be encouraging to have a general idea of what’s possible. Here’s what CNET has to say about the average increase people are seeing this year:

“The average refund size is up by 6.1%, from \$2,903 for 2023’s tax season through March 24, to \$3,081 for this season through March 22.”

Sounds great, right? Remember, your number is going to be different. But if you do get a refund, here are a few examples of how you can use it when buying a home. According to Freddie Mac:

Saving for a down payment – One of the biggest barriers to homeownership is setting aside enough money for a down payment. You could reach your savings goal even faster by using your tax refund to help.

Paying for closing costs – Closing costs cover some of the payments you’ll make at closing. They’re generally between 2% and 5% of the total purchase price of the home. You could direct your tax refund toward these closing costs.

Lowering your mortgage rate – Your lender might give you the option to buy down your mortgage rate. If the affordability is tight for you at today’s rates and home prices, this option may be worth exploring. If you qualify for this option, you could pay upfront to have a lower rate on your mortgage.

The best way to get ready to buy a home is to work with a team of trusted real estate professionals who understand the process and what you’ll need to do to be ready to buy.

Bottom Line

DWELLING™ | REAL ESTATE can help you get started!



What More Listings Mean When You Sell Your House

The number of homes for sale is playing a big role in today's housing market. And, if you're considering whether or not to list your house, today's limited supply is one of the biggest advantages you have right now. That's because your house stands out more when the inventory is low, especially if it's priced right.

But the supply of homes for sale is growing. As Realtor.com says:

“... sellers turned out in higher numbers this March as newly listed homes were 15.5% above last year's levels. This marked the fifth month of increasing listing activity after a 17-month streak of decline.”

What This Means for You

If you've been putting off selling your house, maybe it's time to start thinking about it again – before your neighbors do. While we're not going to suddenly have a surplus of homes for sale, each house that pops on the market in your area runs the risk of pulling buyer attention away from yours.

For example, if your neighbor gets in on the action and lists their house too, it means you'll have competition right next door. You don't want buyers to tour your house and fall in love with someone else's. You want yours to be in the spotlight.

A great agent can make that happen. They'll help you get your house ready to list, draw attention to everything today's buyers are looking for, and help you price it right. That way buyers are really drawn to your listing and eager to make it their home.

If you're ready and able to sell now, here's your chance to get the best of both worlds. Since the supply of homes for sale is growing, you'll have more options for your own move. But you'll also be able to sell while your house will still stand out.

Bottom Line

Even though inventory is still low, you don't want to wait for more competition to pop up in your neighborhood.

To find out how much equity you have in your home reach out to DWELLING™ | REAL ESTATE!

**DO YOU KNOW ABOUT OUR
PROBATE SERVICES?**



Compassion is the greatest form of love humans have to offer.

- Rachel Joy Scott



Robert Cipolloni

Certified Probate and Trust Specialist
Greater Palm Springs
Los Angeles Metro

DWELLING™ | REAL ESTATE PROBATE & TRUST SPECIALIST CREW

DWELLING™ | REAL ESTATE has a caring nature and compassion in handling sensitive matters for the family after the passing of a loved one. We are fully equipped to service the needs of those in our communities who have suffered loss.

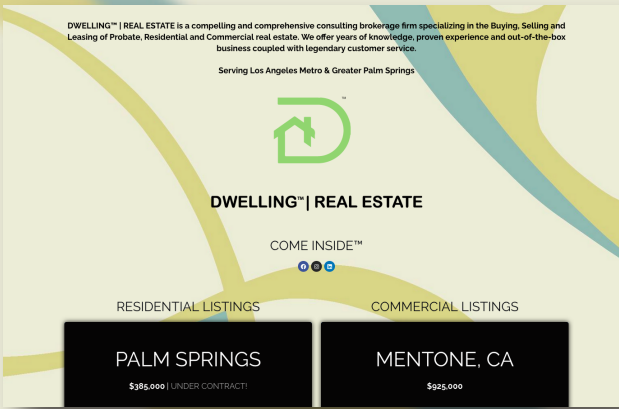
Aside from being empathetic and trustworthy, we have assembled a team of probate specialists with the same demeanor and devotion who are here to serve when the need arises. We look forward to working with attorneys and legal professionals specializing in Estate Planning, Trust and Probate Law as well as the families who need our services.

What is the role of a Certified Probate & Trust Specialist?

CPTS are trained to help navigate the probate court system. This includes monitoring all legal deadlines and making sure that they are not missed. We can and will provide guidance on the necessary legal steps and the documentation coordinations that are required in the probate process. We can also minimize the potential for disputes between heirs.

In addition to guiding you through the paperwork and other legal aspects of the probate court process, we can recommend the inspectors, appraisers, contractors and other professionals. This ensures that the passed-down property is accurately appraised, necessary repairs are being made and that the property is ready to go on the market.

We will help you go to market, sell and manage the process of an estate-passed property, and see to it that the sale of the property is as successful as possible. We will maintain outstanding communication among all heirs, minimizing conflict and making an already emotional process easier for all involved.



DWELLING™ | REAL ESTATE WEBSITE

Our DWELLING™ | REAL ESTATE public facing website is built on one of the best search engine platforms. It is highly dynamic and can support device responsiveness and mobile compatibility.

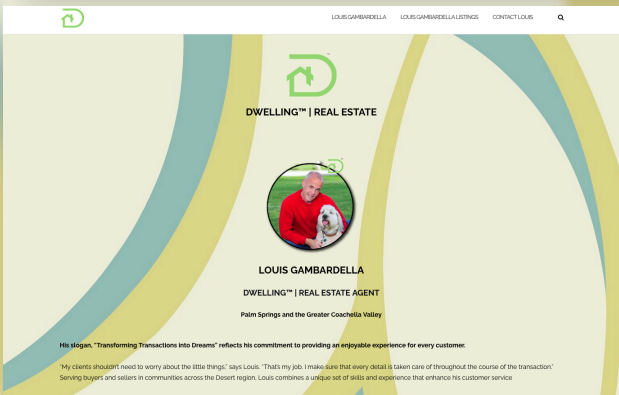
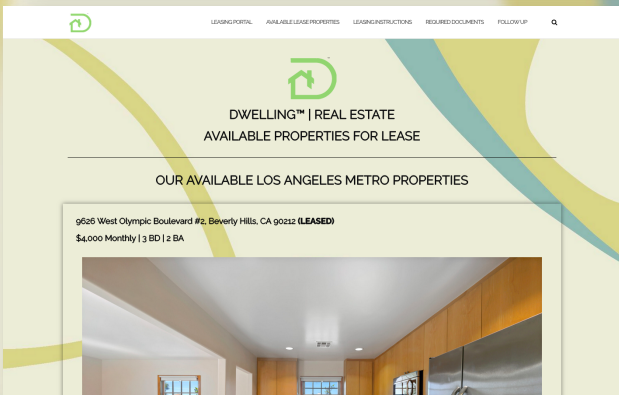
Among some of its many features, it hosts listings, videos, flyers, offering memorandums, 3D tours and location maps, client check in pages for listings, images, our press releases, reports, contacts, community partners, office locations and our Leasing Portal and COMMUNIQUE.

You will also find individual agent sites within and a roster of executive, business service and support profiles.

Our analytics prove that is a very user friendly, well received and an enjoyable experience for clients, vendors and other interested partners.

Based on its ease of use, simplicity and performance, our trending website is an amazing asset towards your buying and selling efforts.

www.dwellingre.com





**We are here to provide you with exceptional
and outstanding legendary customer service.**

Robert Cipolloni
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