

May 2024
COMMUNIQUE

intention : in·ten·tion

a thing intended; an aim or plan



DWELLING™ | REAL ESTATE

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This month's message is "intention" for our COMMUNIQUE, so I had to first define what "intention" meant to me and how it applied in my life. Here is a definition that I found that resonates:

An intention is a mental state in which someone commits themselves to a course of action. Having the plan to visit the zoo tomorrow is an example of an intention. The action plan is the content of the intention while the commitment is the attitude towards this content. Other mental states can have action plans as their content, as when one admires a plan, but differs from intentions since they do not involve a practical commitment to realizing this plan. Successful intentions bring about the intended course of action while unsuccessful intentions fail to do so. Intentions, like many other mental states, have intentionality: they represent possible states of affairs.

I have always been a goal-oriented individual who sought after many things during the course of my life. However, as life moves forward with velocity and the future becomes the present and today becomes yesterday, I find that there is an element of commitment that is going to be needed to make the vision of my intention come to life.

I have accomplished many of the things on my list as I check them off with gratitude and am grateful for their results.

A few items remaining on my bucket list are to begin speaking engagements, another is to provide expert testimony as an accomplished professional in my field, and to become bi-lingual. As life changes on, I have removed some of the things on my list and replaced them with what's more achievable and realistic for me in the present moving forward.

What's different between having a vision and an intention is to have the commitment behind it to make it happen.

In life, if you're not committed to the vision and the result, the accomplishment of your intention probably will not come to fruition.

At FORWARD VISION INC™. dba DWELLING™ | REAL ESTATE, everything we do is with great intention and with commitment - whether it's for our valued clients, our agents or personal professional achievement. As a company, I am committed to being the best I can be and to empower others to be the best they can be.

I don't wake up wanting to be average because I simply don't do average well.

I would encourage you to look at your bucket list of life and become committed to making it happen - because it's never too late. If it's a big change, try breaking it down in specific and measurable parts so that it doesn't overwhelm you or allow your fears or the voice in your head to kick in and take over. If fear kicks in, you'll be stopped by that fear. Always be courageous, take action in the face of fear, and continue to create the life you love and live it powerfully. It all begins with intention and commitment!

My wish for you is that your vision, dreams and intentions fill you with a feeling of accomplishment, an abundance of personal satisfaction and great happiness.



Robert Cipolloni

CEO, President & Broker of Record

DWELLING™ | REAL ESTATE

Greater Palm Springs Metro | Los Angeles Metro



**INTENTION
IS EVERYTHING**

COME INSIDE™

Welcome to our team Mark Tucker!



Mark Tucker

DWELLING™ | REAL ESTATE

Real Estate Agent

Greater Palm Springs



DWELLING™ | REAL ESTATE

About our newest DWELLING™ | REAL ESTATE agent **Mark Tucker**

A professional realtor of 5 years – Mark is knowledgeable about the markets and inventory that he serves.

Mark has strong negotiating skills to get you the most value in your real estate needs – while making your most important purchase or sale fun!

Mark is an Indiana native with strong mid-western values that moved to California almost 30 years ago. He started in San Diego and traveled to Palm Springs each year. At the time he was self-employed with a successful company that toured art museum exhibitions. After four years in San Diego Mark moved to Los Angeles and became a nonprofit fundraising professional raising millions in support for multiple agencies. His most recent experience was as the Director of Fundraising Events at the Palm Springs Art Museum.

Specialties:

- Buyer's Agent
- Listing Agent
- Relocation
- Staging

Welcome Mark!

The Number of Homes for Sale Is Increasing

There's no denying the last couple of years have been tough for anyone trying to buy a home because there haven't been enough houses to go around. But things are starting to look up.

There are more homes up for grabs this year.

As Realtor.com explains:

“There were 30.4% more homes actively for sale on a typical day in April compared with the same time in 2023, marking the sixth consecutive month of annual inventory growth.”

But does this growing inventory make house hunting easier? Yes and no.

Even with the growth lately, there are still way fewer homes for sale than there were in the last normal year in the housing market.

What Does This Mean for You?

If you've been looking to buy but put your plans on hold because you just couldn't find what you were searching for, you might see more options now than you did over the past few years – but don't expect a huge selection.

To check out your growing options, it's a good idea to work with a local real estate agent you trust. Real estate is all about location. And an agent can help you get the scoop on the homes available in the area you're interested in.

Bankrate explains:

“In today's homebuying market, it's more important than ever to find a real estate agent who really knows your local area — down to your specific neighborhood — and can help you successfully navigate its unique quirks.”

Bottom Line

Team up with with DWELLING™ | REAL ESTATE, so you've got a local expert on your side who can help you.

We can keep you in the loop on everything that might impact your move, like how many homes are up for sale right now.

How Buying or Selling a Home Benefits Your Community

If you're thinking of buying or selling a house, it's important to know it doesn't just impact you—it helps out the local economy and your community, too.

Every year, the National Association of Realtors (NAR) puts out a report that breaks down the financial impact that comes from people buying and selling homes.

When a house is sold, it really boosts the local economy. That's because of all the people needed to build, fix up, and sell homes. Robert Dietz, Chief Economist at the National Association of Home Builders (NAHB), explains how the housing industry adds jobs to a community:

“. . . housing is a significant job creator. In fact, for every single-family home built, enough economic activity is generated to sustain three full-time jobs for a year . . .”

It makes sense that housing creates a lot of jobs because so many different kinds of work are involved in the industry.

Think about all the people involved with selling a house—city officials, contractors, lawyers, real estate agents, specialists, etc. Everyone has a job to do to make your deal go through. So, each transaction is a big help to those who work and live in your community.

Put simply, when you buy or sell a home, you're helping out your neighbors. So, when you decide to move, you're not just meeting your own needs—you're also doing something good for your community. Just knowing your move helps so many people around you can give you a sense of empowerment as you make your decision this year.

Bottom Line

Every time a home is sold, it really helps out the local economy. If you're ready to move, get in touch with a local real estate agent. It won't just change your life—it'll also do a lot of good for the whole community.

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

Questions You May Have About Selling Your House

There's no denying mortgage rates are having a big impact on today's housing market. And that may leave you with some questions about whether it still makes sense to sell your house and make a move.

Here are three of the top questions you may be asking.

1. Should I Wait To Sell?

If you're thinking about waiting to sell until after mortgage rates come down, here's what you need to know. So are a ton of other people. And while mortgage rates are still forecasted to come down later this year, if you wait for that to happen, you may be dealing with a lot more competition as other buyers and sellers jump back in too.

As Bright MLS says:

“Even a modest drop in rates will bring both more buyers and more sellers into the market.”

That means if you are waiting it out, you'll have to deal with things like prices rising faster and more multiple-offer scenarios when you buy your next home.

2. Are Buyers Still Out There?

But that doesn't mean no one is moving right now. There are still plenty of buyers active today. Nationally, demand is still high compared to the last normal years in the housing market (2018-2019).

And that means there's still a market for your house to sell.

3. Can I Afford To Buy My Next Home?

And if you're worried about how you'll afford your next move with today's rates and prices, consider this: you probably have more equity in your current home than you realize.

Homeowners have gained record amounts of equity over the past few years. And that equity can make a big difference when you buy your next home. You may even have enough to be an all-cash buyer and avoid taking out a mortgage altogether. As Jessica Lautz, Deputy Chief Economist at the National Association of Realtors (NAR), says:

“ . . . those who have earned housing equity through home price appreciation are the current winners in today's housing market. One-third of recent home buyers did not finance their home purchase last month—the highest share in a decade. For these buyers, interest rates may be less influential in their purchase decisions.”

Bottom Line

If you've had these three questions on your mind and they've been holding you back from selling... 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 many of 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.

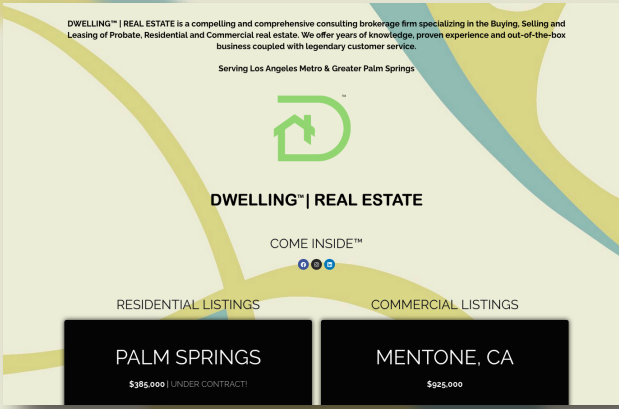
Aside from being empathetic and trustworthy, we have assembled a team of probate specialists with the same demeanor and devotion who are here to serve when the need arises. We look forward to working with attorneys and legal professionals specializing in Estate Planning, Trust and Probate Law as well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

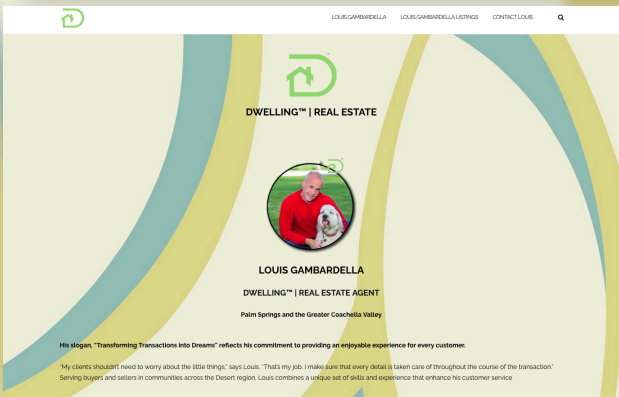
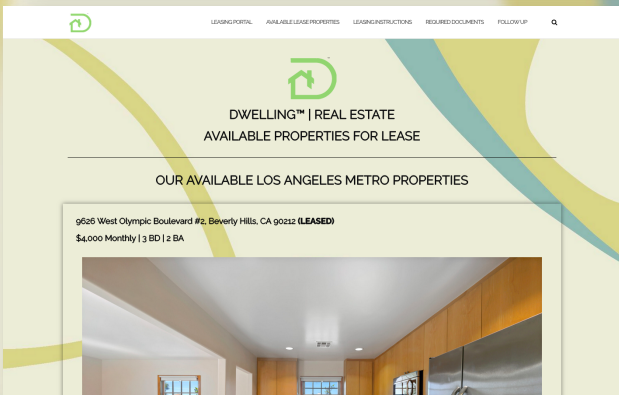
Among some of its many features, it hosts listings, videos, flyers, offering memorandums, 3D tours and location maps, client check in pages for listings, images, our press releases, reports, contacts, community partners, office locations and our Leasing Portal and COMMUNIQUE.

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.**

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