

September 2024
COMMUNIQUE

perseverance : per-se-ver-ance

Perseverance is not giving up.



DWELLING™ | REAL ESTATE

September, we focus on the word perseverance.

It means being hardworking and finishing what is started, despite barriers and obstacles that do arise.

I pride myself on being persistent as a realtor. It helps me close deals and achieve success. Real estate transactions can be lengthy, involving initial contact meetings and phone calls, property viewing, negotiations, paperwork, and then closing. My job really is a 24/7 role. Being persistent with potential clients and leads is important. With each transaction closing I learn more. I try to work smarter. I try to stay on top of problems. It is important to have a plan in place and never give up. You, my clients, expect me to be persistent to help you achieve your goals.

What is going on in the market today?

In our current Valley market, we have seen more inventory. I check new listings multiple times a day. On September 1st, Valley inventory was 2,237 units, which is 576 units higher than last year. The seasonal pattern now suggests that home inventory will begin an increase and that usually carries through February. While inventory has gradually improved, current numbers continue to be about 1,000 units under what was normal before the pandemic.

We see consistent ratios between 3.0 and 4.0 months in the nine cities. The ratio in Palm Springs is now the highest at 5.0 months. Since “months of sales” is really the supply-demand equation for housing, it shows the housing market remains balanced. If ratios move higher, however, the market will begin to favor buyers over sellers.

Total home sales have still been down in the last three months and are lower than last year by fifty-one units. The number this August was 578 units per month, compared to 629 units a year ago. This is 29.7% below normal for Coachella Valley and has been declining over the last four months. Palm Springs sales are down 28%. The long-term average is effectively the same as last year and has been hovering just over six hundred units a month now for over a year. Palm Desert still has the highest unit sales at 129.

If you are a Buyer most homes are sold at a discount price. Currently, detached homes are selling at an average discount of 2.3%, which is up from last month. Attached homes are selling at a 3.0% discount. The percentage of homes selling over list price was 13.2%. This is 4.4% under last year.

Most of the homes selling are in the one-to-two-million-dollar price. In fact, dollar sales in these two brackets continue to account for 50% of all dollar sales in the Coachella Valley.

Here to help you accomplish your real estate goals and **persevere** together.

A handwritten signature in black ink, appearing to read 'Mark Tucker', with a long horizontal stroke extending to the right.

Mark Tucker

DWELLING™ | REAL ESTATE AGENT

Greater Palm Springs Metro | Los Angeles Metro



**When obstacles arise, you change
your direction to reach your goal.**

**You do not change your
decision to get there.**

COME INSIDE™

My Recent Successes!

SOLD IN SEPTEMBER

2033 E Ramon Rd #2A, Palm Springs, CA 92262 \$590,000.00

RECENTLY SOLD

701 N Madrid Cir, Palm Springs, CA 92262 \$699,000.00

885 N Cerritos Dr, Palm Springs, CA 92262 \$695,000.00

466 N Hermosa Dr, Palm Springs, CA 92262 \$770,000.00

1411 Tamarisk Rd, Palm Springs, CA 92262 \$899,000.00

IN ESCROW

504 N Tercero Cir, Palm Springs, CA 92262 \$1,279,000.00



MARK TUCKER

DWELLING™ | REAL ESTATE AGENT

Palm Springs and the Greater Coachella Valley

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DWELLING™ | REAL ESTATE

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**



Information is knowledge.

Are We Heading into a Balanced Market?

If you've been keeping an eye on the housing market over the past couple of years, you know sellers have had the upper hand. But is that going to shift now that inventory is growing? Here's a breakdown of what you need to know.

What Is a Balanced Market?

A balanced market is generally defined as a market with about a five-to-seven-month supply of homes available for sale. In this type of market, neither buyers nor sellers have a clear advantage. Prices tend to stabilize, and there's a healthier number of homes to choose from. And after many years when sellers had all the leverage, a more balanced market would be a welcome sight for people looking to move. The question is – is that really where the market is headed?

After starting the year with a three-month supply of homes nationally, inventory has increased to four months. That may not sound like a lot, but it means the market is getting closer to balanced – even though it's not quite there yet. It's important to note this increase in inventory is not leading to an oversupply that would cause a crash. Even with the growth lately, there's still nowhere near enough supply for that to happen. For now, this is still seller's market territory – it's just not as frenzied of a seller's market as it's been over the past few years.

What This Means for You and Your Move

Homes Are Sitting on the Market Longer: Since more homes are on the market, they're not selling quite as fast. For buyers, this means you may have more time to find the right home. For sellers, it's important to price your house right if you want it to sell. If you don't, buyers might choose better-priced options.

Sellers Are Receiving Fewer Offers: As a seller, you might need to be more flexible and willing to compromise on price or terms to close the deal. For buyers, you could start to face less intense competition since you have more options to choose from.

Fewer Buyers Are Waiving Inspections: As a buyer, you have more negotiation power now. And that's why fewer buyers are waiving inspections. For sellers, this means you need to be ready to negotiate and address repair requests to keep the sale moving forward.

But this is just the national picture. The type of market you're in is going to vary a lot based on how much inventory is available. So, lean on DWELLING™ | REAL ESTATE for insight into how your area stacks up.

Whether you're buying or selling, understanding how the market is changing gives you a big advantage.

Bottom Line

The real estate market is always changing, and it's important to stay informed. Whether you're buying or selling, understanding this shift toward a balanced market can help. If you have any questions or need expert advice, don't hesitate to reach out to me.

Why Pre-Approval Should Be at the Top of Your Homebuying To-Do List

Since the supply of homes for sale is growing and mortgage rates are coming down, you may be thinking it's finally your moment to jump into the market. To make sure you're ready, you need to get pre-approved for a mortgage.

That's when a lender looks at your finances, including things like your W-2, tax returns, credit score, and bank statements, to figure out what they're willing to loan you. After that process, you'll get a pre-approval letter to show what you can borrow. Here are two reasons why this is essential in today's market.

Pre-Approval Helps You Know Your Numbers

While home affordability is finally starting to show signs of improving, it's still tight. So, it's a good idea to talk to a lender about your loan options and how today's changing mortgage rates will impact your monthly payment. The pre-approval process is the perfect time for that. In addition to determining the maximum amount you can borrow, pre-approval also helps you understand this piece of the puzzle. As Investopedia says:

“Consulting with a lender and obtaining a pre-approval letter allows you to discuss loan options and budgeting with the lender; this step can clarify your total house-hunting budget and the monthly mortgage payment you can afford.”

You should use this information to tailor your home search to what you're actually comfortable with budget-wise. Since mortgage rates have inched down some lately, you may find you're able to afford a bit more than you'd expect for your monthly payment, but you still want to avoid overextending. As CNET explains:

“In many cases, a lender may preapprove you for more than you need to spend on a home. And while it can be tempting to look at houses outside your budget, it won't help you in the long run. Before you start touring homes, figure out how much you can realistically afford and stick to your budget.”

Pre-Approval Makes Your Offer More Appealing

And once you do find a home you want in your budget, pre-approval has another big perk. It not only makes your offer stronger, it also shows sellers you've already undergone a credit and financial check. When a seller sees you as a serious buyer, they may be more attracted to your offer because it seems more likely to go through. As Greg McBride, Chief Financial Analyst at Bankrate, says:

“Preapproval carries more weight because it means lenders have actually done more than a cursory review of your credit and your finances, but have instead reviewed your pay stubs, tax returns and bank statements. A preapproval means you've cleared the hurdles necessary to be approved for a mortgage up to a certain dollar amount.”

As mortgage rates trend down, more buyers are going to be ready to jump back into the market. And while demand is still limited right now, there's the potential for competition to pick back up, especially in hot markets. So, why not stack the deck in your favor and make sure you're putting yourself in the best position possible when you find a home you love?

Bottom Line

If you're planning on buying a home, don't forget to get pre-approved early in the process. It can help you get a more in-depth understanding of what you can borrow and shows sellers you mean business.

Should You Sell Now? The Lifestyle Factors That Could Tip the Scale

Are you on the fence about whether to sell your house now or hold off?

It's a common dilemma, but here's a key point to consider:

Your lifestyle might be the biggest factor in your decision.

While financial aspects are important, sometimes the personal motivations for moving are reason enough to make the leap sooner rather than later.

The biggest motivators were the desire to be closer to friends or family, outgrowing their current house, or in experiencing a significant life change like getting married or having a baby. The need to downsize or relocate for work also made the list.

If you find yourself needing features, space, or amenities your current home just can't provide, it may be time to consider talking to a real estate agent about selling your house. Your needs matter. A real estate agent will walk you through your options and what you can expect from today's market, so you can make a confident decision based on what matters most to you and your loved ones.

Your agent will also be able to help you understand how much equity you have and how it can make moving to meet your changing needs that much easier. As Danielle Hale, Chief Economist at Realtor.com, explains:

"A consideration today's homeowners should review is what their home equity picture looks like. With the typical home listing price up 40% from just five years ago, many home sellers are sitting on a healthy equity cushion. This means they are likely to walk away from a home sale with proceeds that they can use to offset the amount of borrowing needed for their next home purchase."

Bottom Line

Your lifestyle needs may be enough to motivate you to make a change. If you want help weighing the pros and cons of selling your house, connect with me today.

Today's Biggest Housing Market Myths

Have you ever heard the phrase: **don't believe everything you hear**? That's especially true if you're thinking about buying or selling a home in today's housing market. There's a lot of misinformation out there. And right now, making sure you have someone you can go to for trustworthy information is extra important. If you can partner with a real estate agent, they can clear up some common misconceptions and reassure you by backing them up with research-driven facts. Here are just a few misconceptions we can help disprove.

1. I'll Get a Better Deal Once Prices Crash

If you've heard home prices are going to come crashing down, it's time to look at what's actually happening. While prices vary by local market, there's a lot of data out there from numerous sources that shows a crash is not going to happen. Back in 2008, there was a dramatic oversupply of homes that led to prices crashing. Across the board, there's an undersupply of homes for sale today. That makes this market a whole different scenario. So, if you think waiting will score you a deal, know that data shows there's not a crash on the horizon, and waiting isn't going to pay off the way you'd hoped.

2. I Won't Be Able To Find Anything To Buy

If this nagging fear about finding the right home if you move is still holding you back, you probably haven't talked with an expert real estate agent lately. Throughout the year, the supply of homes for sale has grown. While there are still fewer homes on the market than in a more normal year like 2019, inventory is still above where it was at this time last year.

So, if you're remembering all that media coverage about record-low supply during the pandemic, you can rest a bit easier. While the market isn't back to normal just yet, inventory is moving in a healthier direction. And that means as your options improve, you can let go of this now outdated myth because finding a home to buy won't feel quite so impossible anymore.

3. I Have To Wait Until I Have Enough for a 20% Down Payment

Many people still believe you need a 20% down payment to buy a home. To show just how widespread this myth is, Fannie Mae says:

“Approximately 90% of consumers overstate or don't know the minimum required down payment for a typical mortgage.”

First-time homebuyers are typically only putting down 6%. That's far less than the 20% so many people think they need. And if you're looking at that graph and you're more focused on how the number for repeat buyers is closer to 20%, here's what you need to realize. That's only because they have so much equity built up in their current house that can be used to make a larger down payment for their next move.

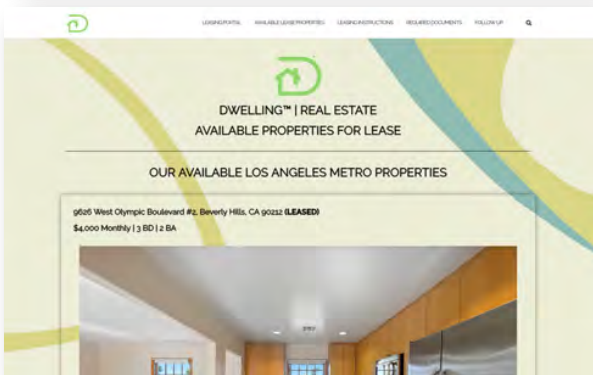
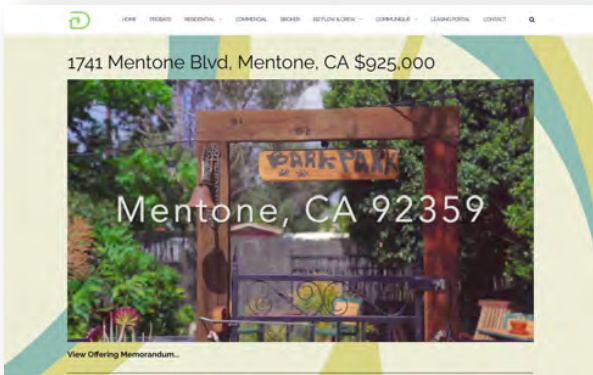
This goes to show you don't have to put 20% down, unless it's specified by your loan type or lender. Many people put down a lot less. Not to mention, depending on the type of home loan you get, you may only need to put 3.5% or even 0% down. So, if you're buying your first home, you likely don't need nearly as much for your down payment as you may think.

Bottom Line

If you have questions about what you're hearing or reading, connect with me. You deserve to have someone you can trust to get the facts.

Thinking of Buying or Selling?

Reach out to me.



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

www.dwellingre.com/mark-tucker/



DWELLING™ | REAL ESTATE

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



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