

A Year of Remarkable Numbers in High Desert Real Estate!

By Bobby Tarango
& Mike Arias

Last year we sold 1400 pieces of vacant land.

This year we sold over 3000!

Vacant Land is starting to move again
as long as it's reasonably priced.

HOUSING INVENTORY REACHED
AN ALL-TIME HISTORIC LOW OF
APPROXIMATELY 516 HOMES
ON THE MARKET! A well balanced
inventory for the High Desert Market is
1500 to 2000 listings... Supply and demand.

The Median Sales
Price Reached
Our All Time
High of 2006,
\$315,000!

We were not expected
to reach that previous
price point this cycle.

THE HIGH DESERT MEDIAN SALES PRICE ROSE 18% THIS YEAR.

..... The last time we had that median sales price increase was in 2012.

**The Average Days
on the market
shrank to 21 days**

In reality it's closer to 11 days, however
there a few higher priced homes that
throw the average off.

**We Broke the Record for
All Time Low Interest Rates
15 Times This Year Alone.**

Make no mistake, the main driver in
the market is the interest rates.

Buyers buy a payment.



BOBBY TARANGO

760-963-8849

tarangob@ctt.com

MIKE ARIAS

760-985-9948

MikeAriasJr@gmail.com

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