



Do you have an **UNDESIRABLE PROPERTY?**

By Bobby Tarango & Mike Arias

Do you have a home or a vacant lot that is undesirable?

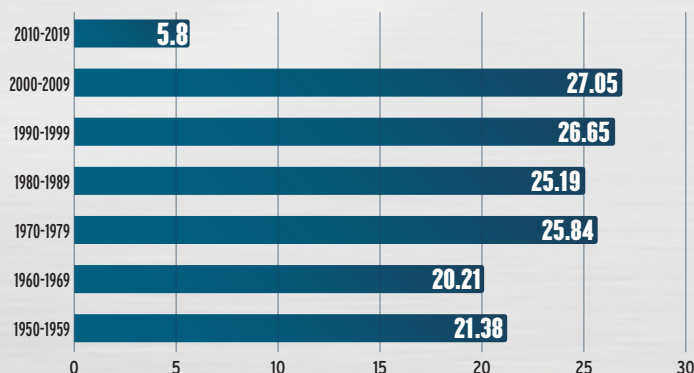
Maybe it's an old home that has not been updated, maybe it's a 3 bedroom one bath or it's a 2 bedroom one bath, maybe it's in an undesirable neighborhood, maybe it's a vacant lot with drainage running through it?

If you have any of those situations right now you can get rid of it because there is still very low inventory.

We just put almost 200 homes in escrow last week dropping our inventory back down in the 430's. But now is the time. **You can sell anything right now.** If it's a standard market with 1,000 - 1,500 homes on the market and you put a home that is undesirable with a 3 and 1, 2 in 1, or a vacant lot with drainage issues, it's going to sit and you are going to have to reduce price and reduce price and finally it might sell at a super low price. But right now with just over 430 homes on the market you can sell almost anything. So if you are sitting on that undesirable home or vacant lot with drainage issues now is the time to get it on the market. We are getting into the peak of the selling season right now. Inventory started to rise for a couple of weeks.

The inventory dropped right back down with over 200 pendings last week. The market is still on fire. Some people will say ***"I have no idea where I'm going to move to."*** The bigger issue on down the road is when we have 1,200 - 1,500 homes on the market and you are trying to sell that undesirable home. Get out of it now. Here is just one of the issues driving demand. The graph below shows how many homes we build every decade. As you can see we are a bit behind on building. As far as land goes, in 2019 we sold 1,400 pieces of vacant land, 2020 we sold 3,000 and at the end of this past March we sold 1,600 pieces of vacant land so far. We all know a market like this does not last forever. Stayed tuned for one of my future articles, "Did I Miss It?"

NUMBER OF HOMES BUILT EACH DECADE Numbers reflect the millions



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