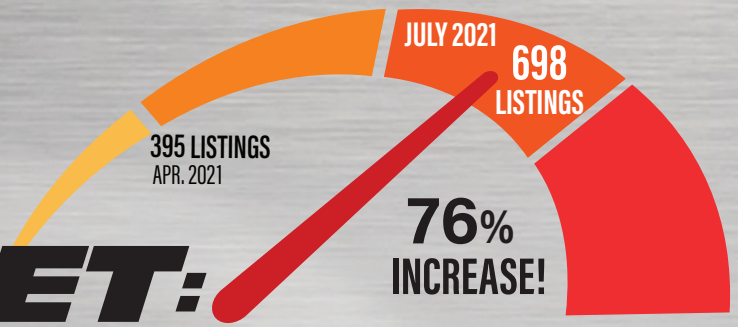


# THE NEXT CHAPTER IN THE **FAST & FURIOUS** REAL ESTATE **MARKET:**



## DRIVING THE SPEED LIMIT

By Bobby Tarango  
& Mike Arias



**One of the guilty pleasures my family and I have are those Fast and Furious movies.** We love the twists and turns, the ups and downs and at times, unbelievable stunts. ***Space?! Are you kidding me?***

Much like this real estate market, home prices are reaching new stratospheric heights. If you recall in my previous articles, we discussed the best time to sell is Spring then Summer, etc. Well, we have been in a constant super hyper Spring season since April of 2020. We recorded the lowest inventory ever, we surpassed the 2006 all-time high, and we have been getting unreasonable prices for our listings with multiple offers.

However, in the last few weeks we have started to see signs of something we have not seen in a while, signs that the real estate market might be returning back to normal. What is normal for Summer? People taking vacations, spending time with their families, and the listings starting to sit on the market longer. This will be good for those buyers who have been getting priced out and outbid of the market.

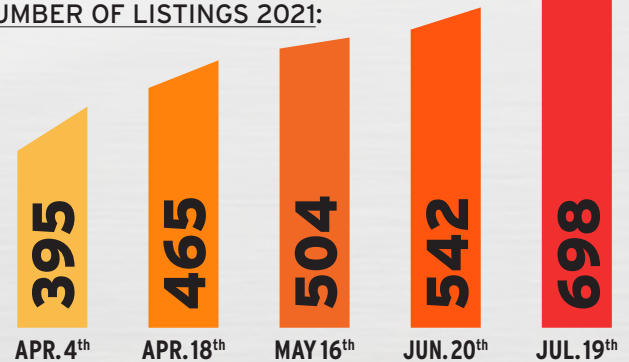
Now before you get too excited, remember we are just showing signs of clawing our way to a normal market.

Our inventory and interest rates are still near historic lows. If you have given up it is time to start looking again. You need to capitalize on these super low interest rates. Sellers you can still cash in on this robust market, but time may be short.

The time of pulling a price from outer space is coming to end. You need to start paying close attention to your pricing instead of living a quarter mile at a time.... sorry, I couldn't resist. If nothing else, remember "you got family"... Sorry, last one, I promise!

*1500 to 2000 is a more balanced market for an area our size. The number of listings have significantly increased this quarter, still well below normal.*

NUMBER OF LISTINGS 2021:



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