

The mother of all evil is SPECULATION

"Speculating in stocks is not a smart thing to do. Speculating is akin to gambling and that won't put you on the path to success. Don't be lazy, it will not work. Research a company until you understand it thoroughly and you will find yourself in a position to make great investment choices." **Gordon Gekko.**

We have all these new investors in the stock market speculating on stocks and having a bit of luck while the more savvy veteran investors

sit back and scratch their heads. Everyone is a genius right now because the market is holding. If you are trying to speculate on what the market is going to do I will tell you this, Jamie Dimon the CEO for JP Morgan Chase said just recently "Nobody knows what the U.S. economy is going to do." This same train of thought can be used towards real estate. You don't just want to speculate and guess what the real estate market is going to do. You need to do your research. With the numbers my partner Mike and I put out every month the research is already done for you.

However, it does not take a lot of research to see that what is happening to the market right now is a result of these historically low interest rates. One of my lender clients just told me that they locked in a 30 year loan at 2.5% interest. Combine the interest rates with the low supply of houses on the market that I talked about last month and you don't have to speculate to realize this is the time to sell. Speculating on what the economy is going to do next month, much less next quarter, could lead to you missing an unbelievable opportunity to sell your house. The US economy is in a recession and the housing market is on fire. What other research do you need? If you were considering selling in the next 12 months, do it now. We are seeing signs of demand peaking in other counties. This time last year we had approximately 1,700 houses on the market, right now we have 630 houses on the market. That is about a month of supply of houses. However, there are a couple hundred of those homes that have been sitting on the market for over 100 days so realistically we have less than a month of supply. The chart below shows you the price range and properties that are moving. These properties are in the show zone. These folks did their research.

LOW PRICE RANGE	HIGH PRICE RANGE	ACTIVE LISTINGS (SUPPLY)	60 DAY SOLD (DEMAND)	60 DAY FAILED	CLOSING PROBABILITY	MONTHS SUPPLY	DAYS ON MARKET ACTIVE	DAYS ON MARKET FAILED	DAYS ON MARKET ESCROW TO CLOSE	SQFT OFFERED BY SELLERS	SQFT BOUGHT BY BUYERS	YEAR BUILT OFFERED BY SELLERS	YEAR BUILT BOUGHT BY BUYERS
\$100,000	\$131,034	3	3	2	60%	2.00	57	87	46	1,684	777	1960	1955
\$131,034	\$162,171	5	5	1	83%	2.00	70	89	41	1,007	1,230	1952	1971
\$162,069	\$193,308	11	12	4	75%	1.83	82	19	83	1,256	1,136	1976	1973
\$193,103	\$224,445	15	83	20	81%	0.36	50	144	42	1,130	1,254	1981	1979
\$224,138	\$255,581	36	170	41	81%	0.42	26	98	38	1,306	1,445	1988	1987
\$255,172	\$286,718	50	184	39	83%	0.54	76	68	35	1,747	1,726	1992	1992
\$286,207	\$317,855	66	151	37	80%	0.87	57	74	41	1,853	1,988	1995	1995
\$317,241	\$348,992	81	134	35	79%	1.21	67	89	43	2,122	2,250	1998	1998
\$348,276	\$380,128	83	98	34	74%	1.69	64	108	50	2,335	2,542	2001	2000
\$379,310	\$411,265	51	59	21	74%	1.73	86	76	45	2,505	2,494	2003	2004
\$410,345	\$442,402	33	26	7	79%	2.54	59	106	49	2,656	2,733	2003	2003
\$441,379	\$473,539	23	23	4	85%	2.00	87	199	50	2,661	3,184	1992	1994
\$472,414	\$504,675	21	10	4	71%	4.20	67	63	63	2,885	3,140	1998	1996



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