



The



Joshua Tree

September 1, 2026

A PAUSED REAL ESTATE MARKET, NOT A BROKEN ONE

Is the High Desert real estate market in trouble? According to **Bobby Tarango**, Vice President and Sales Manager for Inland Empire Chicago Title, the answer depends on how you look at it.

While the slowdown has been difficult for those working within the real estate industry, Tarango stressed that the conditions today are very different from those experienced during the Great Recession. Defaults and distressed properties remain extremely low compared with that period, and homeowners today generally have substantially more equity.

One of the biggest reasons for the slowdown is something Tarango summed up perfectly: People may not be in love with their homes, but they are in love with their loans.

Many homeowners secured historically low mortgage rates in previous years. Selling today could mean giving up that favorable loan and purchasing another home



at a significantly higher interest rate. Unlike during the Great Recession, many owners also have considerable equity and simply do not have to sell.

That has helped keep inventory relatively tight. Tarango explained that a healthy High Desert market would have at least 1,500 active listings. Recent figures presented to the Club showed approximately 1,400 to 1,460 listings, putting the region slightly below that benchmark.

At the same time, prices have remained remarkably resilient. Tarango showed how the High Desert

median sales price reached approximately \$325,000 in 2006, before falling to roughly \$103,000 in 2009. By comparison, median prices during 2024-2026 have remained around the \$420,000-plus range, with recent data showing a median closed price of approximately \$440,000.

Homeowners who purchased years ago have also accumulated significant equity. According to Tarango's presentation, approximately 39.3% of homeowners own their homes free and clear, while another 27.1% of mortgaged homeowners have more than 50% equity.

The market does vary dramatically by price range. Homes between \$300,000 and \$400,000 showed approximately 69 days of available supply, while homes priced at \$600,000 and above had approximately 420 days of supply. In other words, there may be buyers in the market, but not necessarily at every price point.

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This Week's Functionaries

Invocation: Brad Letner

Flag Salute: Rob Kilpatrick

4-Way Test: Bob Basen

Fine Master: Ryan McEachron

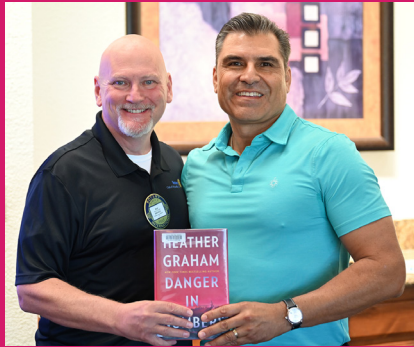


LETNER'S LETTER

A Lot Going On at Rotary!

A big thank you to Bobby Tarango from Chicago Title for a

great update on our local real estate market. It was great to see



another packed room. Good speakers, useful information, and a full room—that's exactly what I want our Rotary meetings to look like.

We have a lot more coming....

On September 22, we'll hold our first Community Roundtable at 5:00 p.m., hosted by the City of Victorville at City Hall. There will be NO lunch meeting that day. We're bringing Rotary together with community leaders to talk about what's happening in Victorville, what's coming, and where we can make a difference.

Then, on our fifth Tuesday, September 29, we're getting out of the meeting room for a community service offsite.

We want Rotary connected to our community—not watching it from the sidelines. We should know what's happening, know the people making things happen, and be one of the organizations helping make it better.

Brad

Tarango

Continued from page 1

Homeowners often assume they are marketing their property directly to buyers. In reality, Tarango said, they are frequently marketing first to buyers' real estate agents. Those agents already know their clients' budgets, preferred neighborhoods and desired features, and they are constantly watching the market for properties that represent the best value.

Price, condition, location, competition, newer construction and special features all influence whether a property gets noticed.

He compared it to shopping in a supermarket. Products placed at eye level get noticed first. Similarly, a home needs to fall within what he called the "show zone", the range in which buyers and their agents see enough value to take a closer look. Price too high, and the property can easily be overlooked.

Closed sales tell us where the market was. Pending sales provide a better indication of where buyers are moving now.

Despite slower transaction volume, Tarango said the High Desert remains near peak home pricing, reinforcing the idea that today's conditions should not necessarily be viewed as a weak housing market.

Instead, he offered a different description:

It's not a slower real estate market...it's a smarter real estate market.

For buyers, sellers and real estate professionals alike, success in today's market requires understanding the numbers, recognizing value and responding to what the market is actually saying, not what we may wish it were saying.

CREATE LASTING IMPACT

Big Blue Poker Chip



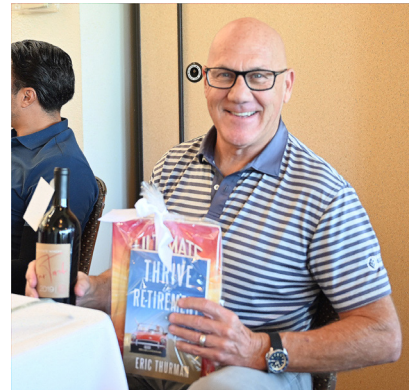
Terry Caldwell had the chance to draw the Blue Chip but picked green and saved it for another!

We will continue in 2 weeks with 10 chips and \$300 for the lucky Rotarian who can draw the Blue Chip.

Raffle

Rob Kilpatrick was the big winner this week, taking home a VTA canvas strap bag from **Chris Ackerman**, a bottle of Creek Cut wine from **Bob Basen** and a first aid kit, courtesy of **Steve Murray**.

Don Kennard didn't do so bad either. Don walked away with



books on retirement from **Angel Espino** and a bottle of wine from **Brad Letner**. Ackerman, also won a bottle of wine from Brad, but since he is a non-drinker, gave it to **Dr. Derek King**.

Finally, **Ryan McEachron** is heading

to Sofi Stadium, with the VTA stadium bag he won from Ackerman.

Spoon of Exception



Arsalee Morales

continued with the Spoon this week (see *Fine Session*) and shared that Sciens Apple Valley did not win their internal competition. From the numbers it looked like Philly took the win, with Apple Valley a close second. Arsalee took

a final moment to thank everyone who took time out to vote.

Fine Session



Ryan McEachron was our Fine Master and began by giving **Terry Caldwell** a \$20 fine since he was making a rare appearance to the Club. Since **Rob Kilpatrick** is only in town every 4 weeks or so, he took a \$10 penalty for showing up too. Earlier in the meeting, **Don Lager** complained about

the homelessness in the High Desert, and in the same breath praised the Victorville police to helping clean the streets of unhoused individuals, so he netted a \$10 fine for playing both sides of the fence.

Angel Espino chose not to attend the monthly Board meeting, so he left with \$20 less in his wallet and **Don Kennard** took a double hit; he was fined \$10 for losing his Red Badge and then another \$10 for still having a Red Badge!

Finally, President **Brad Letner** gave himself a \$20 hard fine for forgetting to allow **Arsalee Morales** time to speak with the Spoon when we had a packed room for Jay Obernolte's visit, and then paid \$100 for Arsalee to have the Spoon for September!

Rotary Guests

This week we welcomed **Joseph Morales** from i9 Sports, who attended as a guest of **Brad Letner**. Our Stand-ins this week was **Stefanie Montoya** for **Bryan Gillespie**.



VICTORVILLE ROTARY CLUB OFFICERS

Board of Directors

President 2026 - 2028	Brad Letner
Immediate Past President	Steve Murray
Executive Secretary	Pam Murray
Treasurer	Darron Poulsen
Foundation.....	Jon Hove
Membership	Bryan Gillespie
Club Service	Arsalee Morales
Community Service	Craig Garrick
Vocational Service	Angel Espino
International Service.....	Ben Tafoya
Youth Service	Ryan McEachron
Directors/Members-at-Large.....	Bob Basen & Dr. Ron Boyd
Joshua Tree/Marketing	Chris Ackerman
Recording Secretary.....	Pam Murray

Positions & Committee Chairs

Scholarships.....	Kirsten Acosta
Billing	Pam Murray & Darron Poulsen
Public Service Awards.....	Arsalee Morales
Teacher Mini-Grants	Angel Espino
Special Projects.....	Rob Kilpatrick
Dan Stover Music Contest.....	Angel Espino
Read B4K	Brad Letner
Grants.....	Please Volunteer
Food Baskets.....	Ben Tafoya
Interact (Junior Rotary).....	Please Volunteer
Programs	Mike Page
Fundraising	Brad Letner
S.T.A.R. Students	Chris Ackerman
Club Learning Facilitator.....	Please Volunteer

The Victorville Rotary Club meets every Tuesday for fellowship
at 11:30 a.m. and meeting at 12:00 noon at the Bear Valley
Country Club, 13229 Spring Valley Parkway, Victorville

Make-up Days and Locations

MONDAY:	San Bernardino East, Imperial Palace, noon
TUESDAY:	Rancho Cucamonga Sunrise, 7:15 a.m. Empire Lakes Golf Course Rancho Cucamonga, 12:00 p.m., Etiwanda Gardens
WEDNESDAY:	San Bernardino Crossroads, Hilton, noon, Barstow, DiNapoli's Firehouse, 1358 E Main St, Barstow, CA
THURSDAY:	Apple Valley, Rusty Bull, 13685 John Glenn Rd, Apple Valley, Noon. Ontario, 12:15 p.m., Doubletree Hotel San Bernardino, Denny's at I-15, 7 a.m. Redlands, Masonic Temple, noon
FRIDAY:	San Bernardino North, Elks Lodge, 12:05 p.m.

Calendar Dates

Oct 5

Board of Directors Meeting

5:30pm Board Meeting
Coldwell Banker
12138 Industrial Blvd., Suite102
Victorville, CA 92395

Oct 17

76th Anniversary Fundraiser

5:30pm Doors
6:00pm Dinner • 7:15pm Drawing
Spring Valley Lake Community Center
12975 Rolling Ridge, SVL

Programs & Events

Sept 8

2nd Tuesday Fun: Pick Your Pleasure Wine, Whiskey & Cigar Night

5:00pm • Letner Lakeside Lounge
18501 Niagra Drive, SVL

Sept 15

Mark Mariscal, Glendora Rotary Club,
"Rotary Annual Fund" (Espino)

Sept 22

Community Roundtable

5:00pm • Victorville City Hall,
14343 Civic Drive, Victorville, CA 92392

Sept 29

5th Tuesday Community Service

Time & Location: TBA
Homelessness Initiative

Oct 6

OPEN

Oct 13

2nd Tuesday Fun: Scandia Night Out 5:00pm

Scandia, 12627 Mariposa Rd,
Victorville, CA 92395

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