













Events

- November 15th
[Montebello Weekly Club Meeting](#)
- November 29th
[Montebello Weekly Club Meeting](#)
- December 1st
[Tentative Christmas with the Lions](#)
- December 6th
[Lunch with the Chief](#)

Club Leaders

-  [Edward L. Franco](#)
President
-  [Denise Manookian Hagopian](#)
President-Elect
-  [David H. Hornback ARM, CFI](#)
iPast President
Youth Service Chair
-  [Nathaniel McCusker](#)
Secretary
-  [Kimberly A. Cobos-Cawthorne](#)
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-  [James A. Schlotz](#)
Public Image Chair
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-  [Kathy Schlotz](#)
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-  [Barbara Risher Welch](#)
Club Director
-  [George B. Pacheco](#)
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Projects Chair
-  [Betty Peralta](#)
Membership Chair
- [Carlos M. Haro](#)
Sergeant-at-Arms

Understanding Real Estate Fluctuations



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www.afncorp.com/GabrielGarza

Gabriel Garza from American Financial Network was Wednesday's speaker. Yes, it's "Gabe"... our past president and longtime Rotarian!

Gabe is a veteran mortgage broker. His specialty is assisting first-time buyers in securing down payments and loans to fit their needs. During his 43-year tenure, he has experienced the rise and fall of interest rates as well as the ups and downs of the real estate market.

A Brief History

Gabe explained:

The Fed has been doing a lot to try to calm and put in place and bring inflation down. And so they've been raising rates, the federal funds rate which went all the way down to zero, right after the pandemic to sort of stimulate the market, right? They created a glut of dropping not millions, but not even billions, but trillions of dollars that got pumped into the economy. And that created the inflation that we're seeing today. All that stimulus money that just sort of just drove the economy and easy money that banks borrowed and borrowed a lot. And of course, the government also bought billions of dollars in mortgages and that sort of drove inflation. And so the cost of real



[Martin V. Castro](#)
Rotary Foundation Chair



[Richard L. Adams II](#)
Vocational Service Chair



[Elizabeth Pacheco](#)
Youth Service Chair



estate obviously keeps going up with an increase in demand.

Unfortunately, there's not enough inventory out there because a lot of people that had low interest rates are staying put. They are not selling; and that's causing a huge shortage of inventory.

Let's Talk About Inflation

So when we talk about inflation, there's really a definition that I always like to sort of bring up right, because when we think about inflation is when we're paying on the pump. We're paying for groceries, we're paying for just goods in general right? But we don't think about inflation. When our home is appreciated, right? We don't call it inflation, appreciation. We also don't call it inflation over getting raises at work. And that's the only way I can keep up with the cost-of-living with the cost of goods with the cost of everything going up.

It's a Matter of Perspective

Just from last week to this week, we've already started to see interest rates decreased by almost a half a percent, almost three quarters of a point. We are starting to see that already. Unfortunately, we are also starting to see that there are some signs of a recession, and that itself is what's causing the Fed to say okay, we need to pause. We can always deal with the recession, but their fear is a depression.

Birthdays



[Martin V. Castro](#)
November 11th



[Jay McCartney](#)
November 13th



[Jelani Winslow](#)
November 23rd



[Barbara Risher Welch](#)
November 25th