

Dear Reader,

The end of 2021 was calm yet festive, and I spent it with my immediate family. My husband and I had a fun evening at our Company Christmas party. I hosted Free Photos with Santa and Snow for the community everyone had a blast. Definitely a tradition I will continue next year at the La Crescenta JohnHart Campus. Finally, I spent time enjoying quiet holiday time with my daughter. How about you? Did you have a chance to spend some quiet time with those you love? Perhaps enjoy all the lights and decorations from the holidays? Whatever you choose to do, I hope you are safe and ready for an exciting New Year, 2022.

Here are a few of my thoughts for buyer's sellers and those of you considering making your first or next investment on the real estate front.

- **BUYERS:** The conditions buyers face are primarily dependent on mortgage rates and housing supply. Mortgage rates will climb in 2022. But they're still low when you compared to where they were just a few years ago. In addition, a recent realtor.com survey shows more sellers are planning to list their homes this winter, meaning more choices will likely be available soon.
- **SELLERS:** Homes sales are expected to perform well again in 2022 as more people move to meet their changing ways. Home prices will also keep rising mainly due to low housing inventory and continued buyer demand.
- **INVESTORS:** The percentage of "Mom & Pop" investors is currently dominating the number of homes purchased by investors, as the ratio of professional and institutional investors is falling. The bottom line, most houses purchased by an investor are bought by small investors looking to diversify their financial portfolio by adding a real estate component. If you are investing in real estate as either a landlord or someone who fixes up and flips the house, let's chat about the ways you can build or liquidate your current portfolio of properties.

No matter what your real estate needs, maybe this new year, I hope you will add me to your team when making your real estate decisions to buy, sell or invest.

If you want to check out my latest sales, go to MyMonthlyLetter.com

Happy New Year

Robbyn Battles

