

DECEMBER 2021



NORTH SHORE LIVING



from AJS Real Estate



Happy Holidays



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AJS Real Estate
A Consultative Approach



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YEAR IN REVIEW



I have so much to be grateful for in 2021. Thanks you so much to all my family, friends, and clients for supporting me on this real estate journey! I appreciate every minute of it and look forward to connecting with all of you in the 2022 and beyond!

HAPPY HOLIDAYS FROM AJS REAL ESTATE



I want to take a minute to wish all of you a very happy and health holiday season! This year I am traveling to Michigan to visit with my wife Stacy's family for the Christmas break. I hope many of you will also be able to relax and enjoy some time with loved ones this Holiday Season as well. I'm still just a phone call, text or email away. Please don't hesitate to reach out.

MARKET UPDATE

The early winter has seen a steady drop in inventory, but demand is definitely still there and higher than normal. Competition for buyers is strong (e.g. 20+ offers on a highly desirable property in December) which could make for another wildly competitive spring market. I am encouraging all my active buyers to get out there now and try to find a deal if they can.

This article from Fortune ([2022 Housing Expectations](#)) explains in detail some of what to expect and paints a more "normal" picture than what I expect to see come to fruition. I've been wrong many times before so it will be interesting to see how things pan out as we move into the new year.

Heres a summary:

Do Expect

- A more "normal" offer process
- More choices and a somewhat more buyer friendly experience

Don't Expect

- Prices to drop
- Mortgage rates to stay at all time lows