

CHAIRWOMAN'S LETTER

Hello everyone and happy August! As we enter the dog days of summer, I hope you've already had plenty of fun this season!

The GMAR Golf Outing was certainly a great day and I look forward to seeing all of you at the Youth Foundation's Wine and Beer Tasting event on September 19 at Terrace 167. I will be bartending beginning at 5 pm, so be sure to stop by!



We all think about our sales this time of the year, as well as ramping up for a late summer/fall push. As we continue to struggle with the inventory shortage, buyers frustrated and higher-end home market slowing a bit, here is some information to share with your buyers and sellers. The housing market, post-recession, has transformed. The real estate industry is booming and is almost unrecognizable compared to the market 10 years ago. We have had one of the longest periods of economic expansion and the longest stretch of mortgage rates below 5% in more than 60 years. This has driven recovery in home sales, pricing, and home equity wealth. It's a great time to sell or buy!

In a local push, the GMAR is advocating for us to move from development of more rental properties to development of more condos and single-family units which are ultimately owned vs. rented. Hopefully pushing local leaders to look at the benefits of home ownership will result in this. The benefits are ones that we all know well!

Thank you for all that you do!

Amy

"The ache for home lives in all of us, the safe place where we can go and not be questioned." Maya Angelou