

DECEMBER
2023



**HOMEGROWN
TEAM**
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YOUR MONTHLY REAL ESTATE UPDATES



DECIPHERING TODAY'S REAL ESTATE REALITY

As we inch closer to the end of 2023, it's essential to address the concerns and misconceptions surrounding home prices and affordability in today's real estate market. We currently hear so much noise surrounding a potential market downturn driven by higher mortgage rates and rising home prices. However, it's crucial to understand the broader dynamics at play.

CLARIFYING THE NARRATIVE ON HOME AFFORDABILITY

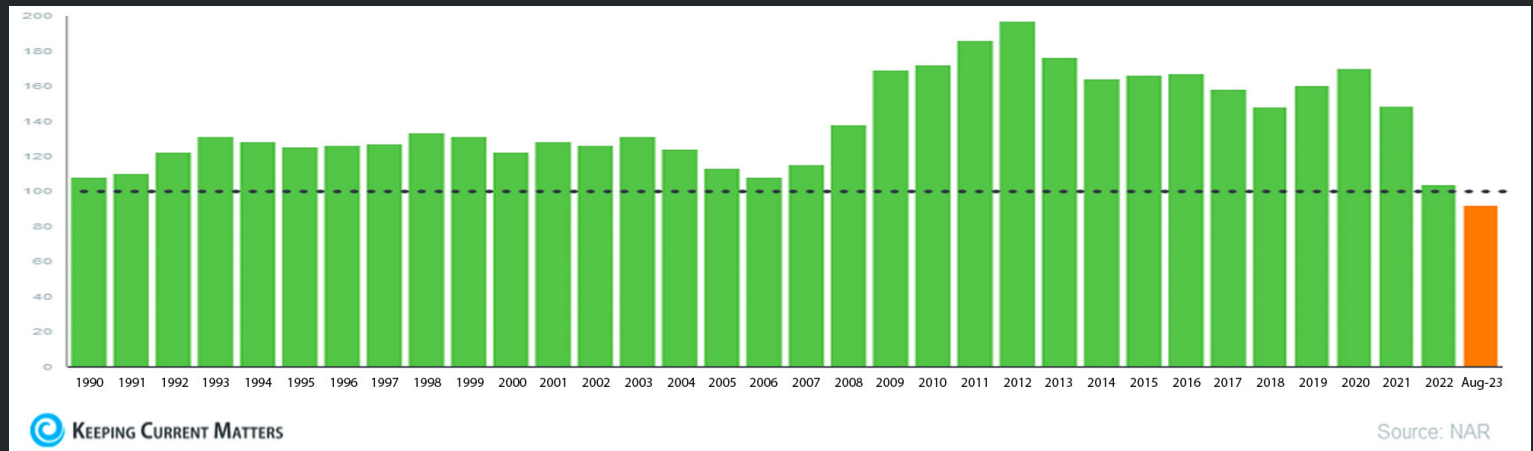
Recent data from Fannie Mae reveals that 23% of Americans anticipate a decline in home prices over the next twelve months. This means that roughly 1 in 4 Americans think this way.

EXAMINING THE DATA: AFFORDABILITY AND MARKET TRENDS

While we agree that the current market presents challenges, with higher mortgage rates and rising home prices impacting affordability, it's crucial to see that the market is far from a standstill. The National Association of Realtors (NAR) provides a comprehensive view of the affordability situation through the graph below.

AFFORDABILITY HISTORICALLY LOW

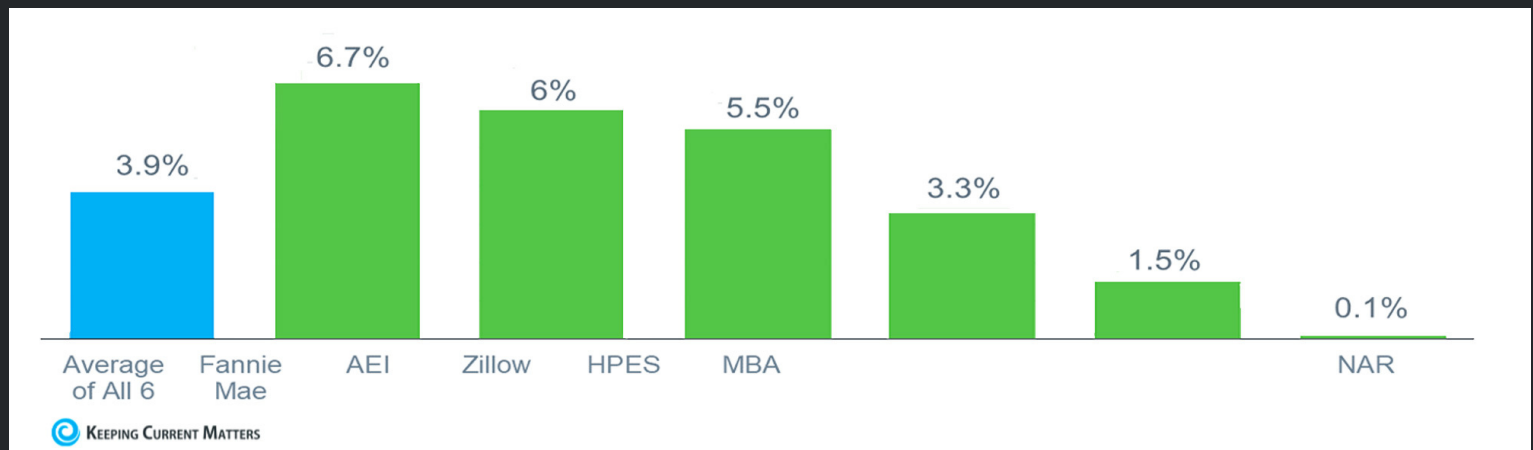
Housing Affordability Index, 1990-Today



But according to NAR, despite the affordability constraints, the pace of sales indicates that just under 4 million homes will sell this year. This sheer volume of transactions is staggering, with over 10,000 homes selling each day, illustrating that the housing market remains active. The data speaks for itself – if over 10,000 homes sell each day, it emphasizes that, even in a time of affordability challenges, people are still making their moves in the real estate market.

Numerous forecasts also now confidently project that home prices will experience a net positive trend this year.

2023 YEAR-END HOME PRICE FORECASTS



As we navigate through these market dynamics, remember that you're not alone. Even if 1 in 4 people anticipate a decline in home prices and may be waiting for interest rates to drop, rest assured that there are others actively working towards making their real estate goals a reality. With home price predictions on the rise, why wait until there's increased competition? Take proactive steps today and connect with your trusted local realtor to take advantage of the opportunities available.

HOME FOR THE HOLIDAYS

Welcome to Home for the Holidays:
Making a Difference, Together!

With our Home for the Holidays initiative, we believe that the true spirit of the holiday season lies in the joy of giving back. Our mission is simple yet powerful: to unite our community and create a profound impact on those in need.

Our Journey:

Our story began with “90 in 90,” a campaign initiated by Justin Landis, founder of Bolst Real Estate, Bolst Works, and The Justin Landis Group.

The goal? To help 90 buyers find homes in 90 days and raise \$90,000 to combat homelessness. What started as an ambitious dream became a resounding success, thanks to the collective efforts of our incredible community.

The Evolution:

From this success, “Home for the Holidays” was born. Over the years, it has grown into an initiative that touches countless lives. We’ve shared inspiring stories of hope, transformation, and the impactful work of our nonprofit partners.

Introducing Bolst Works:

Today, we are excited to introduce Bolst Works, a new 501(c)(3) nonprofit born from the spirit of giving back. Bolst Works is dedicated to two critical areas: Fighting Homelessness and Equity in Housing.

1. **Fighting Homelessness:** We collaborate with established local organizations, such as City of Refuge, the Gateway Center, Atlanta Mission, Grove Park Renewal, and more. Together, we work tirelessly to combat homelessness in the Metro-Atlanta community.

2. **Equity in Housing:** Our three-part plan includes:

- a. **Assist**, where we help individuals overcome financial barriers to homeownership;
- b. **Build**, through initiatives like the Bolst Scholars Program, offering opportunities in the real estate industry; and
- c. **Cultivate**, promoting financial literacy and education for future homeowners.

Your Impact:

But here’s the most incredible part: Your involvement matters. Whether through contributions, volunteering, or simply spreading our mission, you play a crucial role in creating a brighter future for all.

J O I N U S

We invite you to be a part of our journey, supporting Bolst Works as we tackle homelessness and promote equity in housing. Together, we can make a profound and lasting impact on our community.

DONATE HERE

