

Real Estate CORNER



FEBRUARY 2022

Is 2022 the Year to Invest in Real Estate?



If you're looking for ways to generate passive income, create financial stability, and diversify your investment portfolio, it might be time to invest in real estate. Here are some pros and cons of investing in real estate in 2022.

Pros of Investing in 2022

Interest Rates are Low - We know, you've been hearing this everywhere but it's true! Interest rates continue to remain at record lows and are projected to rise throughout 2022. Remember to take into consideration that mortgage lenders will typically charge a higher interest rate (one or more percent) on an investment property, since it's perceived as a higher risk. By the end of the year, experts predict that rates will reach high 3% to low 4%. Purchasing now, while rates are low, will benefit you in the long run.

Rental Demand And Rents Will Increase - In 2022, home prices and mortgage rates are expected to increase, which means those homebuyers that can't compete in the quick-moving market will continue to rent. According to Realtor.com, economists note that those who moved in with family during the pandemic may be ready to branch out on their own again, leading to a spike in rental demand. As demand increases, it's only natural for rental prices to increase as well which is attractive for investors.

Return on Investment - Ready to get a leg up on the competition? If you make a move now, while prices are still low (or lower than they will be) you can set yourself to see significant returns on your investment in 2022. Even though the real estate market is hard to predict, it's looking like prices will not be dropping any time soon. In fact, Zillow predicts that home values will rise 11% by the end of 2022.

Cons of Investing in 2022

Competition Will Be Stiff - Unfortunately, bidding wars and fast sales are not just a thing of the past. Those buyers who weren't able to nail down a home last year due to competition, are likely to give it another shot this year. Yes, bidding wars can be inconvenient but, with a strong pre-approval, a competitive offer, and the right agent, you'll be in good shape.

It'll Likely Be a Seller's Market Still - If you're waiting for the seller's market to ease up before buying an investment property, here's the reality: that may take a while. After years of underbuilding, low home inventory, high buyer demand, and remote work needs, the seller's market will likely still be going strong through 2022.



Investment 101 Webinar

Real estate investment property can do wonders for your financial future and help you build wealth and passive income. But, what are the secrets to success?

Join our Investment 101 Webinar on February 16 at 5:30pm to talk about all things investing! During this free webinar, we'll walk you through what you need to know before buying an investment property, how to acquire financing, the best places to buy investment real estate, and long-term strategy. We'll also feature guest speakers.

Scan the QR code to register!



JUST SOLD

Sold for \$785,000

3401 E. 1st Street #5
Represented Buyers.
Condo in Bluff Heights.

Sold for \$1,126,000

826 Obispo Avenue
Victorian Multi-Unit Property in Rose Park

Sold for \$915,000

605 St. Louis Avenue
Craftsman Bungalow in Rose Park.

Local Spotlight:

Fun Date Ideas in Long Beach

Love is in the air! Do you have any Valentine's Day plans yet? Instead of taking your significant other to the predictable dinner and a movie, here are some fun and unique outings in Long Beach:



1. Dine and Look at Art - If you're looking for something with a little more spark than your typical wine and dine, check out Claire's at The Museum. Not only is the food delicious, it offers ocean views and is a wonderful way to unwind after browsing the exhibits in the Long Beach Museum of Art. Explore the menu at <https://www.lbma.org/claives/>

2. Experience an Escape Room - For those couples that love a good adventure, Escape Long Beach is the perfect date! Find hidden clues and enjoy the immersive experience of unraveling a mystery. To book your session, visit escapelongbeach.com.

3. Ride a Gondola in Naples - Craving a mini vacation? On this date, you can close your eyes and pretend like you're sailing through the canals of Venice, Italy. Gondola Getaway is a great option and they're offering Valentine's Day specials. Learn more at gondolagetawayinc.com.



4. Take a Pottery Class - Ready to recreate the most romantic scene from Ghost? Here's your chance! All jokes aside, taking a pottery class is a great way to flex your creativity and it's even more fun with your partner. Clay on First offers one-time classes, private classes, multiple-session workshops. Learn more at clayonfirst.com.

5. Visit the Japanese Garden - The Earl Burns Japanese Garden is a serene and pinteresque garden encompassing 1.3 acres on the CSULB campus. Here, you can enjoy a relaxing picnic, feed the koi fish, and relax in the Zen Garden. Reservations are now required, book yours at csulb.edu/japanese-garden.

6. Trek Along the Bike Path - The Long Beach Shoreline Bike Path is a 7.3 mile scenic trail that starts in Belmont Shore and ends in Downtown Long Beach. You can either take your own bikes or rent some from Wheel Fun Rentals or Pedal Movement, depending on where you'd like to start from.

We LOVE Our Clients!

"SHANNON & BRAD AND THEIR TEAM WERE

AMAZING, in every way. Being a retired real estate agent, I know what this took to get my property sold. Their hard work, and willingness to go the extra mile, paid off for us. Thanks guys!" - **Tom Nelson**

"There are not enough words to explain the **TOTALLY**

POSITIVE EXPERIENCE of selling my property with Shannon and her team. All my parameters were adhered to and the follow through of the whole process was above and beyond. I live out of state and never had a concern that wasn't addressed. I cannot express my gratitude enough and **HIGHLY RECOMMEND THIS GREAT TEAM** for your real estate needs. You will not be disappointed!" - **Lynda Arnett**

If you'd like to share your experience about working with our team, you can visit this website to leave your feedback: reviewsjt.com

Your Long Beach, CA Real Estate Resource



Do You Have Real Estate Questions?

We may have the answers! Our YouTube Channel has 558 videos and 111 of those videos are a part of our Real Estate FAQs Series. This educational series answers common questions that arise regarding real estate. Here are some questions that our videos address:

- What Credit Score Do I Need to buy a Home?
- Should I Buy First or Sell First?
- Is it Possible to Sell My House As Is?
- Who Pays the Real Estate Agent?

Scan the QR Code to the right to browse our Real Estate FAQ's YouTube Playlist. Subscribe to our YouTube channel to be notified when new videos are added!





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When is the Best Time to Put Your Home on the Market?



Many potential home sellers are asking, "When is the best time in 2022 to put my home on the market?" Contrary to popular belief, spring and summer months aren't necessarily the best time to list your home, especially in our current market.

Many experts suggest taking advantage of the low inventory now and putting your home on the market earlier this year, before competition increases. The added benefit of listing earlier is that buyers searching in the winter are typically very serious about getting into a home.

The law of supply and demand tells us that if you want to obtain the best price possible and to negotiate your ideal contract terms, it can benefit you to list your home when there's strong demand and less competition.

A recent study by Realtor.com reveals that more potential home sellers in 2022 plan to list their homes this winter instead of waiting until spring or summer. The study shows that 65% of sellers who plan to sell in 2022 have either already listed their home (19%) or are planning to put it on the market this winter.

If you want the highest price and the most negotiating power, listing sooner rather than later may make sense. Even if you're planning to wait, beginning the planning process early will allow you to determine what you can do to put yourself in the best position when you're ready.

Give us a call at 562.896.2456 to get started!

Pizza Spots in Long Beach, CA

Do you have a need for cheese? We're sure that all of you pizza lovers will be excited to learn that National Pizza Day is on February 9th! To help you celebrate this deeply important occasion, here's a list of some of our favorite pizza joints in Long Beach, CA. Deep-dish, thin-crust, authentic Italian? We cover them all.

1. La Parolaccia Osteria
2. Thunderbolt Pizza
3. Rance's Chicago Pizza
4. Little Coyote
5. Milana's New York Pizzeria

Did we miss any of your favorites? Let us know!

