

TALL  
TREE  
REALTY  
& PROPERTY  
MANAGEMENT

## News & Updates

Q1 | 2022

### Market Updates & Opinions

When will it stop?

Inflation and appreciation are the key words for 2022.

With the incredible amount of stimulus pushed into the market over the past two years & super low savings yield.

Cash is truly losing its purchasing power.

And Real estate is still appreciating, for now.

**GR METRO average house prices now at \$302k.**

**IONIA/MUSKEGON/NEWAYGO county averages are at \$207k**

Some say the appreciation in real estate could continue into most 2022.

What is known - is last year 2021/Q3 18% (\$64 billion) of homes sold (SF&multi) were purchased by investors.

75% of these were SF purchases.

As investor I see CASH AS TRASH.

To preserve your cash value it is important to purchase assets with your CASH.

The increase of investors in real estate over the last few years and absorbent amount of capital in the real estate market still makes this a seller market.

But this does not mean buying real estate assets now is bad.

Buying now is an increase of an asset in your portfolio and a protection against inflation on your cash.



### Tall Tree Updates

We currently expanded our property management to IONIA COUNTY taking over management of a 16 unit apartment complex in Village of MUIR.

This brings our total AUM (assets under management) to \$14mm. Looking forward to a great 2022 to grow our AUM with our current & new owners/investors.

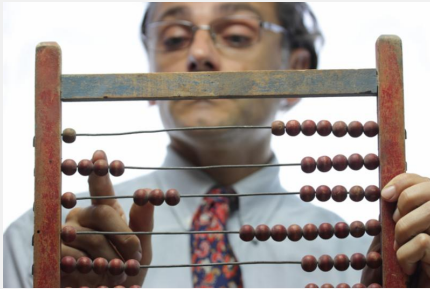


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## Expand your Portfolio & Diverisfy



### Understanding your Assets & Liabilities

Using your assets and ability to get financing allows you to increase your leverage and protect your wealth.

Increasing liabilities while increasing your assets will increase your net worth over time.

This can be a good strategic move while Interest rates are low and assets are still appreciating.

Reach out to discuss more.

Stay Healthy,

Lewis

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