



CELEBRATING
55 YEARS

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2022 Year in Review: Taylor Perun, Northeast Private Client Group

December 30, 2022 - Spotlights



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What person, project, transaction or market trend had the greatest impact on your industry this year?

This year certainly saw a shift in overall market sentiment driven by the Feds decision to move rates upward. While this has been long overdue, it has shifted the conversations and strategic plans we are discussing with our clients. In the past few years, profit taking was a main driver in why owners were entertaining sales. With rates putting downward pressure on those ever-increasing prices, we have needed to reevaluate our conversations with our clients. Educating owners on the impacts of these market changes, and how they affect their specific property, has been something which we have always done, but now is even more important.

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