

# CCAR Connect – November Edition

*November 22nd, 2024*

**Dear CCAR Members,**

As we near the end of 2024, it's natural to reflect on the challenges and triumphs we've faced together. If this year hasn't gone as planned, know that you're not alone. The real estate market has tested us all. Nationally, 2023 marked the lowest home sales since 1995, and the forecast for 2024 predicts similar challenges. RIS Media summed it up well: "This year has been plagued by inflation, high interest rates, a scarcity of inventory, and the aftereffects of the Burnett trial outcome." It's been a hard year, but tough times also provide opportunities to grow stronger and prepare for what's next.

Here's the good news: NAR's Chief Economist, Lawrence Yun, believes that "the worst of the downturn in home sales could be over." This optimism gives us all a reason to focus on the brighter opportunities ahead.

With just a few weeks left in this tumultuous year, now is the time to look forward. Ask yourself: **What skills can I strengthen to position myself for success in 2025?** Whether it's sharpening your negotiation techniques, expanding your marketing strategies, or earning new certifications, doubling down on your professional development now will pay off in the year ahead.

If you haven't already, consider earning your **Accredited Buyer's Representative (ABR®)** designation. It's a great way to enhance your expertise, and NAR is offering the course **free through the end of the year!** [Click here to learn more.](#)

Did you know CCAR offers scholarships to support your educational goals? This is a fantastic resource to help you pursue certifications and accreditations that set you apart in this competitive market. [Learn more about our scholarship program here.] (Insert link)

It's no secret: the past couple of years have been tough. But let's focus on the opportunities ahead. Invest in yourself, sharpen your skills, and prepare to hit the ground running in 2025. The market will rebound, and those who are ready will reap the rewards.

Together, we can turn challenges into opportunities. Let's make 2024 a year of growth, resilience, and success.

Warm regards,

