

Quarterly Market Update – September 30, 2023

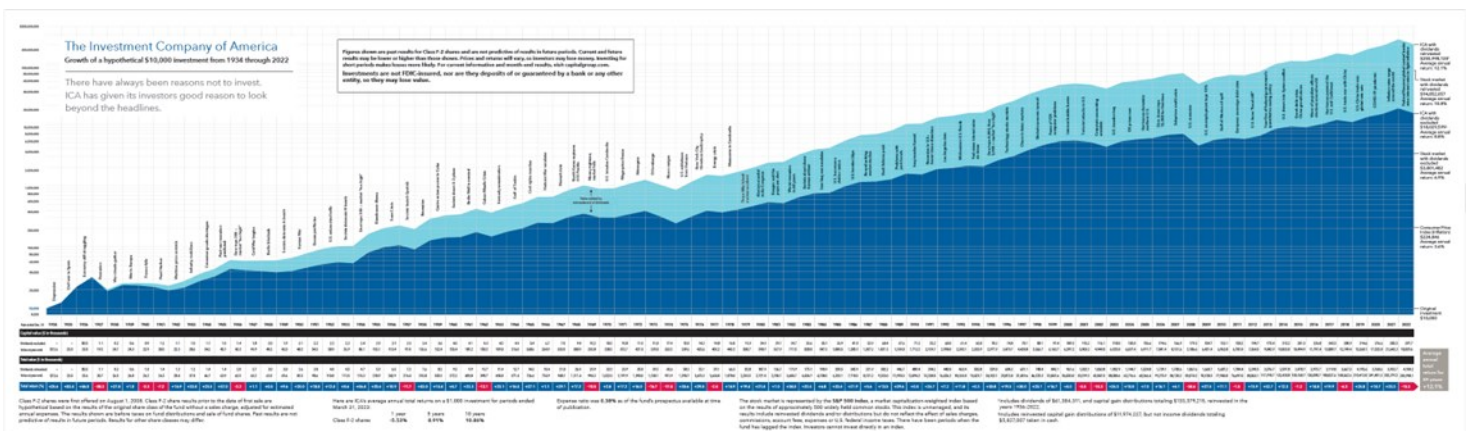
Speedbumps and Stepping Stones:

Investing over the long-term ensures that you will encounter a myriad of speedbumps along the way. The past few weeks alone we have had to overcome the possibility of yet another government shutdown, dealt with a rise in oil prices, while also coming to grips with the Federal Reserve considering more interest rate hikes and keeping rates “higher-for-longer” just to name a few. We are also in the season of the year where volatility tends to shift somewhat higher, and especially as Mutual Fund “Window-Dressing” takes place in October. This is the process where fund managers reposition their holdings to spruce them up so that their year-end reports as of October 31st look the way they want them to. Oftentimes during October, we see some selling pressure in stocks during the first few weeks of the month as managers sell the holdings they don’t want to have in the portfolio, and then we see buying return in the last few weeks of the month as they reinvest that cash into other holdings. It causes a bit of a ride, and it many times ends up right about where it started! 😊 All these temporary and often short-lived worries and bouts of volatility are not much more than speedbumps along the way to solid long-term returns and growth. A temporary pause in the long journey upward. In the long view, especially looking back, they appear a lot more like stepping stones.

The chart below, which I recently highlighted at our annual Client Appreciation Day, shows a whole bunch of speedbumps that have taken place over the past 89 years, and how the stock market went through and rose above each and every one, despite the worry they may have caused. It sure looks an awful lot like an escalator, doesn’t it? Even looking back to 1 year ago, there was no shortage of concerns that markets would struggle in 2023, and yet here we are with most clients (depending on your allocation and other factors) with moderate gains since January 1st, and very solid gains over the past 1 year / 12 months. Stepping Stones.

Our Investment Team continues to research and monitor your portfolios, as well as the investment and economic landscape on a daily basis. We work very hard to sift through a significant amount of research both internally, and from a wide variety of external resources, so we can mitigate risks and take advantage of opportunities for you, our valued clients. Please rest assured, these temporary speedbumps that arise on a fairly regular basis, will look much more like stepping stones when we look back on them together!

Stay the Course. Stay Invested. Stay on the Escalator.



Employer Retirement Plans

Did you know that we make recommendations for our clients regarding their employer retirement plans? While we can't directly manage an employer plan while you are currently working there, we regularly make recommendations for clients about the options within those plans to ensure that all your assets are rowing in the right direction. If you have a current employer plan that you would like us to review, please give us a call! **(717) 267-1426**.

We also help many clients manage and transition their old 401(k), 403(b), TSP, TIAA, SIMPLE, SEP or IRA accounts. If you have an old plan that we haven't looked at or talked through with you yet, please reach out!

As we look forward to the holidays, just a quick reminder that we are open any time the stock market is open, Monday through Friday, 9:30am to 4pm.

SAVE the DATE

Client Appreciation Day 2024 will be held at the Grant Street Loft on Thursday September 5th, 2024, for Lunch or Dinner. Please put this on your calendar now so you can join us that day!



End of Year Deadlines

With the end of the year just around the corner, we wanted to give a friendly reminder that the deadline for submitting Qualified Charitable Distributions (QCDs) and taking your Required Minimum Distributions (RMDs) from your IRA accounts is November 30th. Please call or email the office as soon as possible to coordinate any remaining distributions for 2023.

If you plan to take any year-end withdrawals for holiday giving, please reach out to us by November 30th so we can submit those as well to ensure that you receive your funds in time.

Tax Loss Harvesting

Our investment team has been hard at work thoughtfully looking for opportunities to reduce taxable gains within your portfolios through tax loss harvesting. Tax loss harvesting is the timely selling of securities at a loss which you can use to offset gains in other investments, generating a tax deduction for you at tax time next year. We often do this to save you tax money, so if you see additional trades, that may well be what we are working on for you.

If you're anticipating higher than usual taxes this year because of the sale of a property, or some other income that is higher than normal, this might be helpful for you. Let us know!