

What's Ahead for the Housing Market

When rates start to decline there will be an influx of buyers and sellers. **Housing demand will be fueled by the largest generation of potential homebuyers ever – the millennials.**

U.S. Millennial Population:
72 million

Median age of people moving out of their parents' home is 26

Median age of first-time buyers:
35

The Impact of Baby Boomers

Largest group of all homeowners are aged 65+

Buyers aged 57+ are more likely to downsize



Average Homeowner Equity
\$274K

I know the market can be confusing, but I am here to offer clear, concise information you can trust. Feel free to contact me and I will answer any questions you may have.



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oh by the way...I'm jonesin' for your referrals!

Top Reasons People Move

- To be closer to family and friends.
- Need more space.
- Love their rate, but not their house.
- Want a better neighborhood.
- Want a vacation home.
- Lots of equity, lots of choices.
- Legacy real estate.
- Time to downsize.
- Out-of-area relocation.
- Change of work or life.

Average Interest Rates 30-Year Fixed Mortgage

Interest rates fluctuate, but over the past three decades they've hovered in the 5-10% range.

Median Range:
5-10%

18.6%
Oct 1981

1970

2020

SOURCES: 1. [statista.com/statistics/296974/us-population-share-by-generation/](https://www.statista.com/statistics/296974/us-population-share-by-generation/) 2. [nar.realtor/sites/default/files/documents/2023-home-buyers-and-sellers-generational-trends-report-03-28-2023.pdf](https://www.nar.realtor/sites/default/files/documents/2023-home-buyers-and-sellers-generational-trends-report-03-28-2023.pdf) 3. [bankrate.com/home-equity/homeowner-equity-data-and-statistics/](https://www.bankrate.com/home-equity/homeowner-equity-data-and-statistics/) 4. [bankrate.com/homeownership/home-ownership-statistics/#lowest-rates](https://www.bankrate.com/homeownership/home-ownership-statistics/#lowest-rates) 5. [freddiemac.com](https://www.freddiemac.com) 6. [nar.realtor/newsroom/nar-finds-typical-home-buyers-annual-household-income-climbed-to-record-high-of-107000](https://www.nar.realtor/newsroom/nar-finds-typical-home-buyers-annual-household-income-climbed-to-record-high-of-107000)

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