

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

Baby Boomers are
52%
of all sellers

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.



Janet Jones Realtor
Broker / Owner



Buffini & Company
CRB, e-PRO, REALTOR®
6349 Palomar Oaks Ct.
Carlsbad, California 92011
(760) 827-1269



janet@janetjonesells.com
janejonesellshomes.com
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/ 2. nar.realtor/sites/default/files/documents/2023-home-buyers-and-sellers-generational-trends-report-03-28-2023.pdf 3. bankrate.com/home-equity/homeownership-equity-data-and-statistics/ 4. bankrate.com/homeownership/home-ownership-statistics/#lowest-rates 5. freddiemac.com 6. nar.realtor/newsroom/nar-finds-typical-home-buyers-annual-household-income-climbed-to-record-high-of-107000

Check Out This Amazing Property!

This stunning home offers a brand new open-concept kitchen and living space with a large shaded backyard. Recent updates include new flooring, new roof with paid solar and stainless appliances.

Situated in a family-friendly neighborhood near a great park, this home is sure to go fast!

Janet Jones Homes

Janet Jones
(760) 827-1269
janet@janetjonessells.com

\$980,000

1234 Elm St.
San Diego, CA 92110
Sq. ft. 1,600
Bedrooms: 3
Bath: 2

