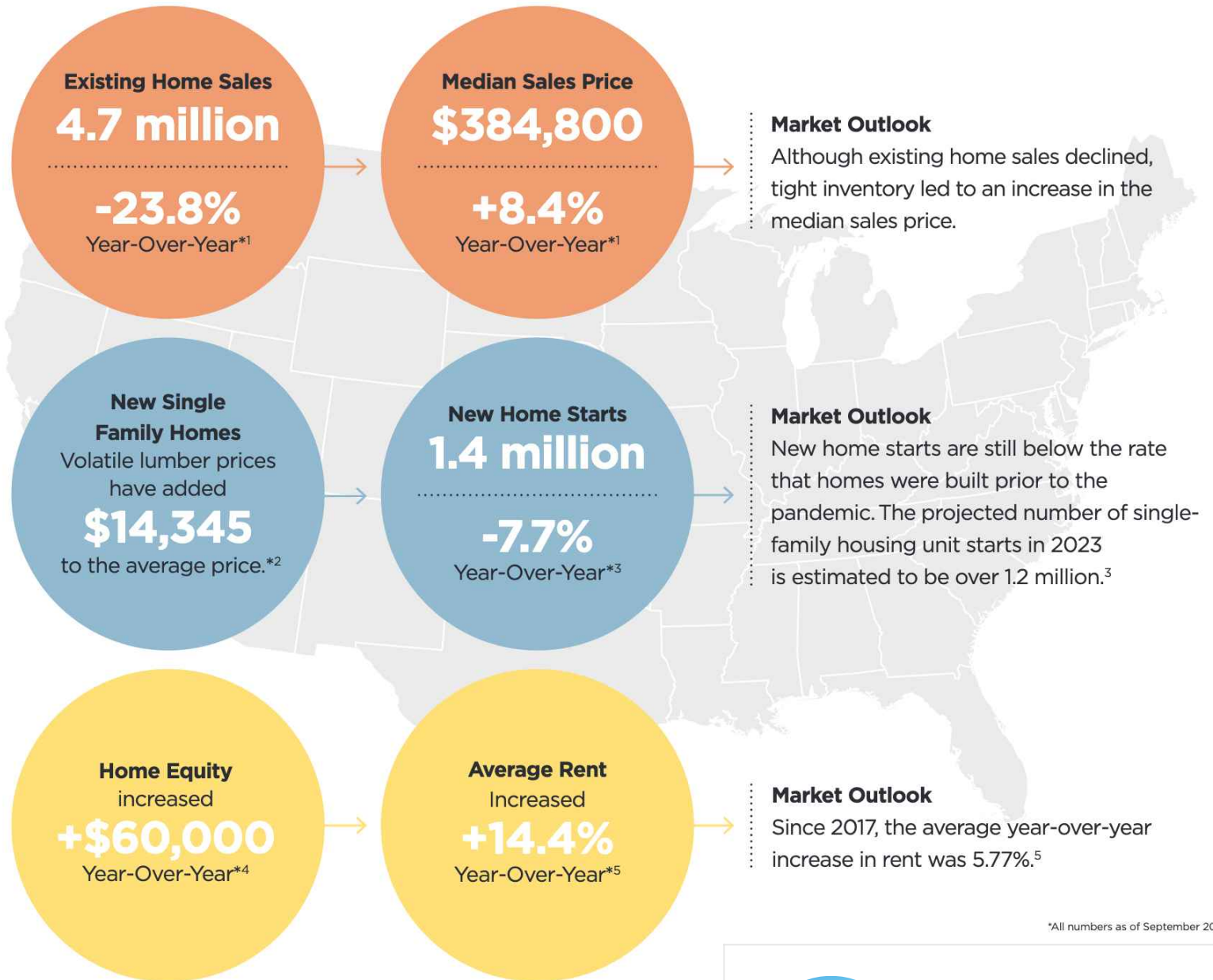


What's Ahead for the Housing Market

Although experts believe that the market will shift to being more favorable for buyers, mortgage rates and inflation are impacting many Americans' decisions to buy or sell a home. But there is good news. For those who want to buy a home, there is less competition. And because inventory is still tight, sellers will still be able to sell their homes if priced right.



*All numbers as of September 2022.

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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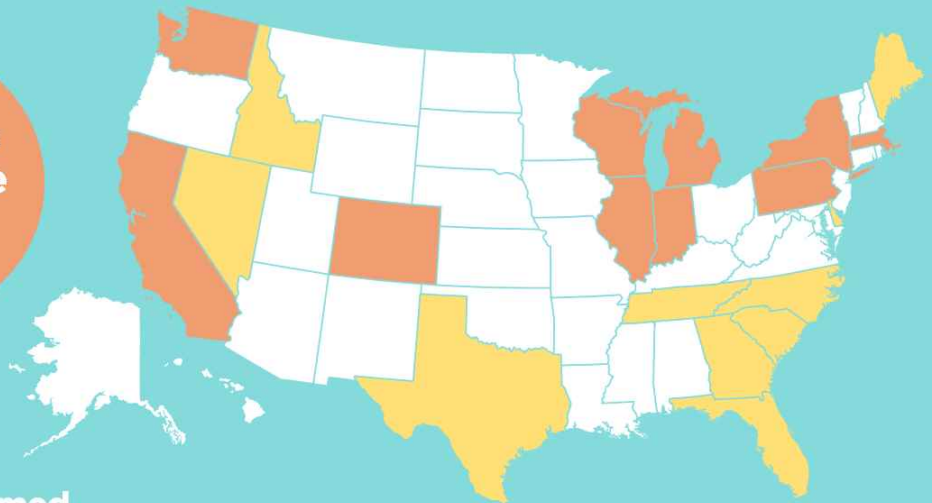
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Simple as 1-2-3

The Millennial Impact

Millennial buyers 23 to 31 years old (Younger Millennials) and buyers 32 to 41 years old (Older Millennials) continue to make up the largest (and growing) segment of home buyers at 43%. Older Millennials accounted for 25% while Younger Millennials make up 18% of home buyers.⁶

The Top States
People Are
Moving To⁷

The Top States
People Are
Leaving⁷



Resources to Help You Stay Informed

These websites offer easy-to-understand information on mortgage and real estate statistics.

fanniema.com

The Federal National Mortgage Association (Fannie Mae) was chartered by U.S. Congress in 1938 to provide a reliable source of affordable mortgage financing across the country.

fred.stlouisfed.org

Federal Reserve Economic Data (FRED) is an online database consisting of hundreds of thousands of economic data time series from national, international, public and private sources.

SOURCES: 1. nar.realtor/newsroom/existing-home-sales-decreased-1-5-in-september 2. nahb.org/blog/2022/07/volatile-lumber-prices-add-more-than-14000-to-home-prices 3. https://www.statista.com/statistics/184842/single-family-house-starts-in-the-united-states-since-2000/ 4. corelogic.com/intelligence/homeowner-equity-insights/ 5. www.creditkarma.com/insights/l/average-rent-increase 6. cdn.nar.realtor/sites/default/files/documents/2022-home-buyers-and-sellers-generational-trends-03-23-2022.pdf 7. forbes.com/home-improvement/features/states-move-to-from

3 EASY WAYS TO SAVE MONEY IN YOUR HOME

1) Switch out incandescent lights to LEDs or CFLs. Traditional incandescent lights convert approx 10% of the energy they consume into light and the rest becomes heat. Using LED or CFL lights can reduce your energy usage by 50% to 75%.

2) Avoid using the high-temperature setting on your washing machine unless your clothes are very soiled. 140°F water uses more energy than 103°F, warm-water setting, and 140° F isn't that much more effective for getting your clothes clean.

3) An enormous amount of energy is wasted while cooking. However, these 3 tips could significantly reduce your energy usage.

- Use a convection oven as they use 20% less electricity than conventional ovens.
- Microwaves consume approx 80% less energy than conventional ovens.
- When using a conventional oven place food on top rack for quicker cooking times.



Source: Super Inspector