

# The Housing Decision


- Millennial Preferences
  - Housing Alternatives
  - Rental Housing
  - Home Ownership
- 

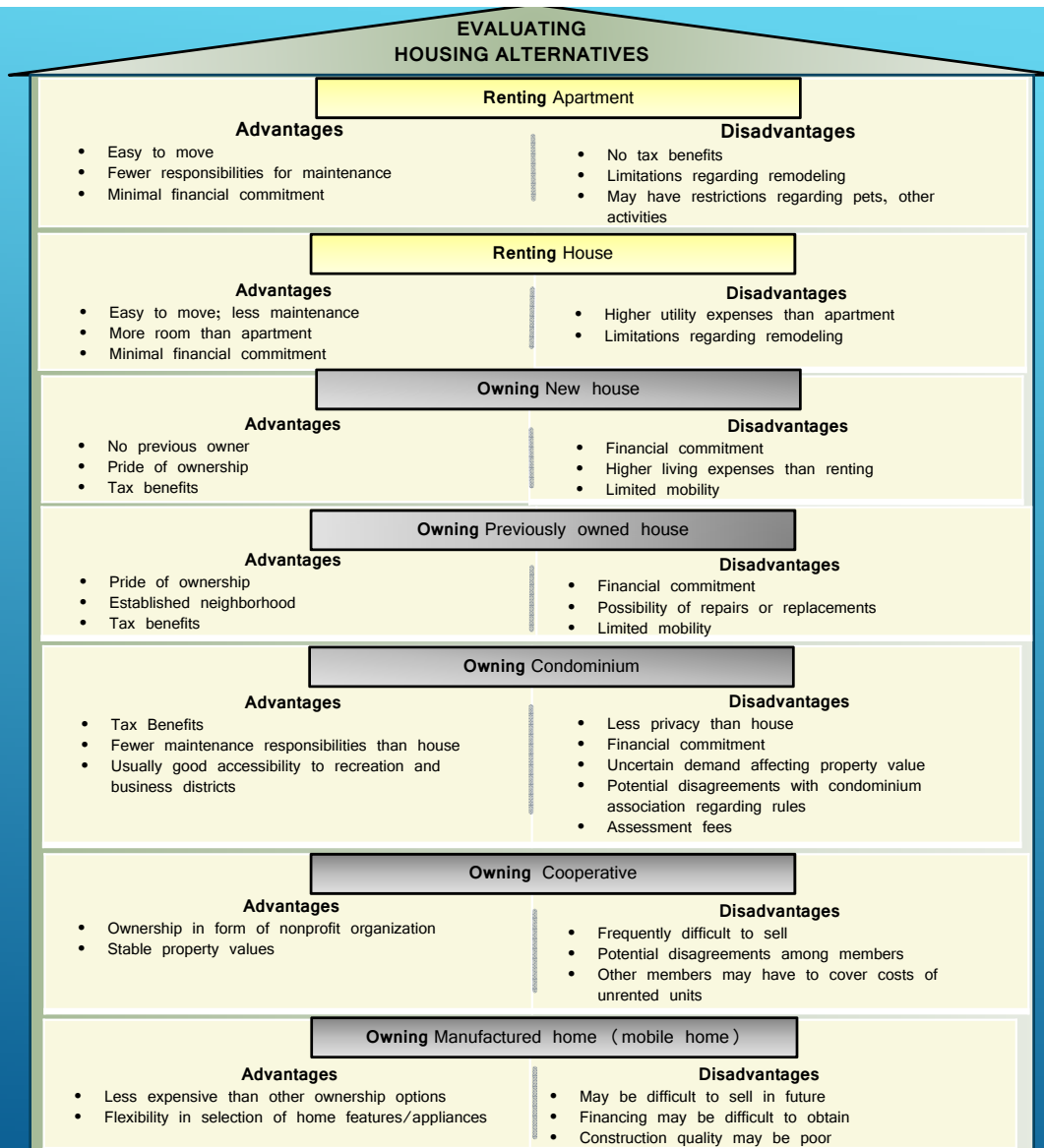
# Millennial Preferences

- Largest generation – 87 million; Born 1978 – 1995; In 2016, ages 21 – 38
- Also known as Echo Boomers and Generation Y: Gen Z is next
- Characteristics affecting Real Estate choices
  - always connected generation
  - marry later
  - fewer children; love pets
  - less thrilled with automobiles; bikes are “in”
- Impact on residential real estate development
  - fueled tremendous demand for multi-family rental units creating dramatic growth in new apartments
  - catalysts for urban redevelopment – flight back to cities

Continued...

# Millennial Preferences ...Continued

- Growth in tech centers: San Francisco, Silicon Valley, Austin, Denver, Boston, New York
  - Ok with smaller spaces as long as they are rich with amenities (internet, gym, social activities)
  - Don't throw in towel on home ownership
    - survey shows Millennials want to own
    - financial crisis impact
- 



Source: Personal Finance, 10<sup>th</sup> Edition, Kapoor

# Rental Housing – Advantages/Disadvantages

## Advantages

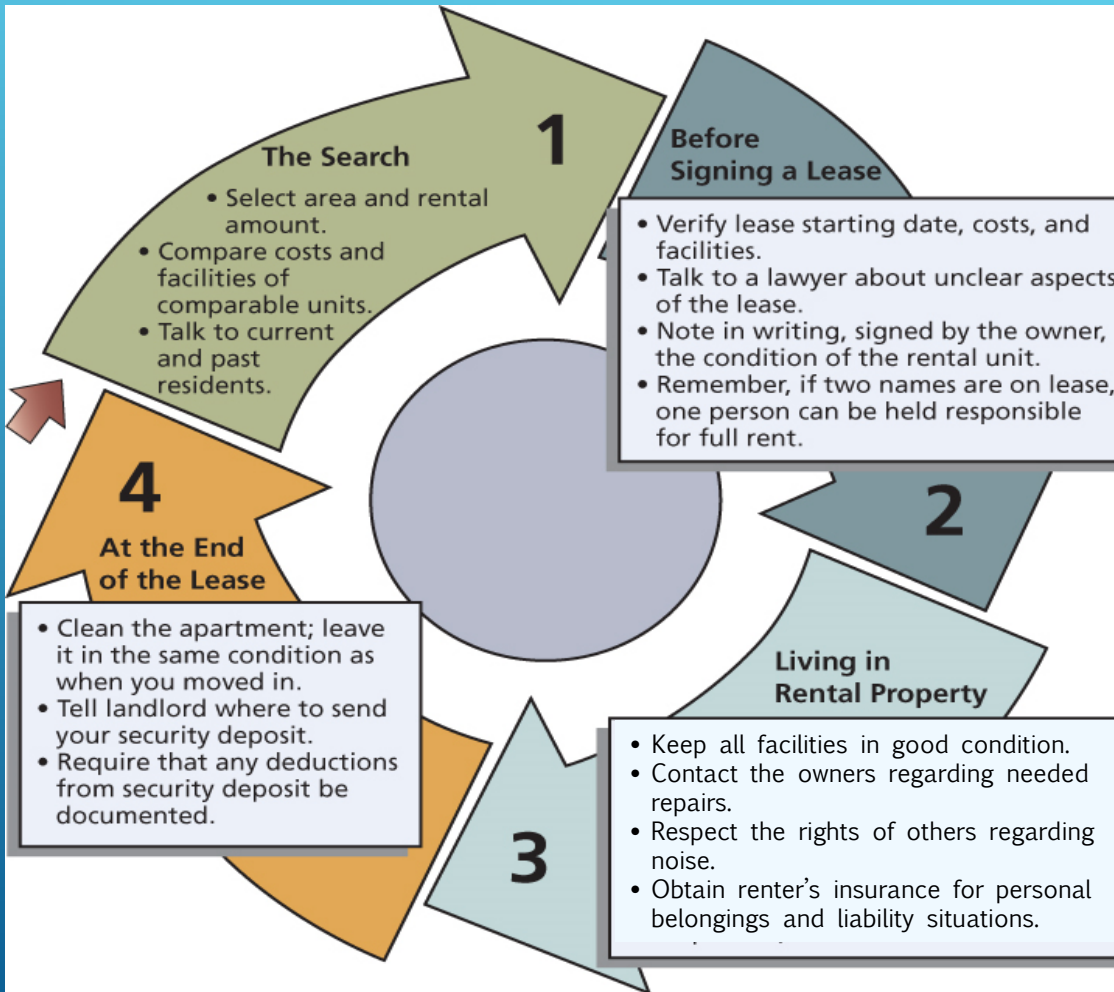
- Mobility
- Fewer responsibilities
- Lower initial costs

## Disadvantages

- Few financial benefits
- Restricted lifestyle
- Legal details

Continued...

# Rental Housing Lifecycle



# Home Ownership – Advantages/Disadvantages

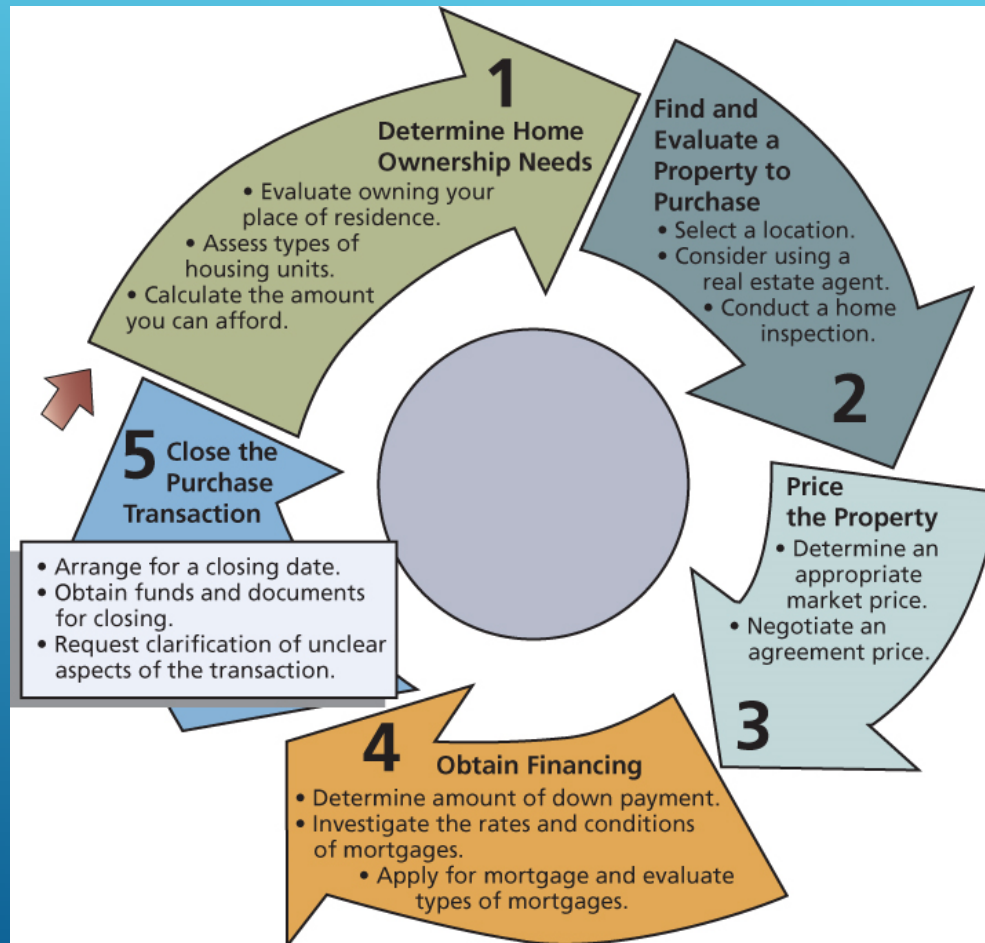
## Advantages

- Financial benefits
- Lifestyle flexibility
- Pride of ownership

## Disadvantages

- Financial uncertainty
- Limited mobility
- Higher living expenses

# Home - Buying Process





# Thank you

DANTE GERMANO

(609) 656-4429

[dgermano@nexusproperties.com](mailto:dgermano@nexusproperties.com)

A series of white diagonal lines of varying lengths and thicknesses, located in the bottom right corner of the blue background.