Gen Y's Housing Present and Future

Deborah Brett
D. L. Brett & Associates
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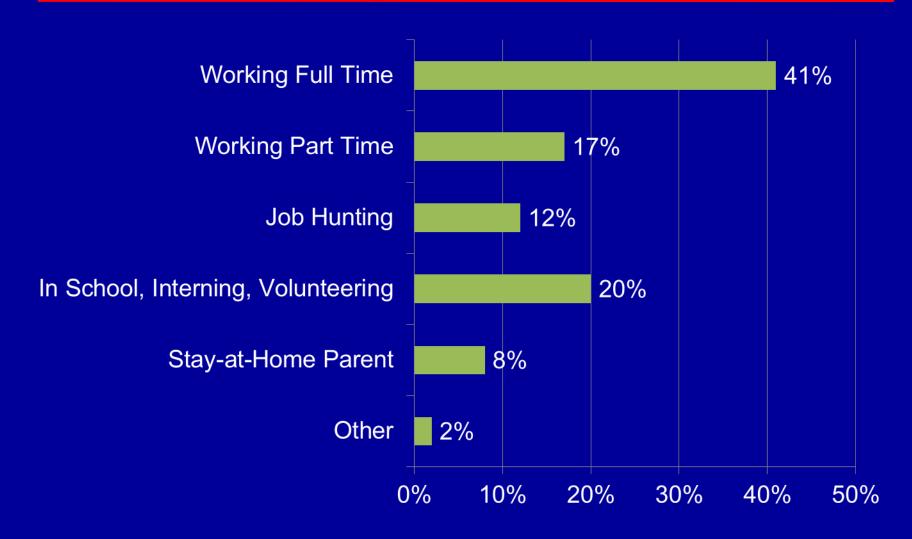
Gen Yers in 2014

- 78.6 million ages 19-36
- By race
 - 74.6% white
 - 14.7% black
 - 10.6% all other, incl. multi-racial
- 20.6% Hispanic, regardless of race
- By region of residence

17.3% Northeast 20.8% Midwest

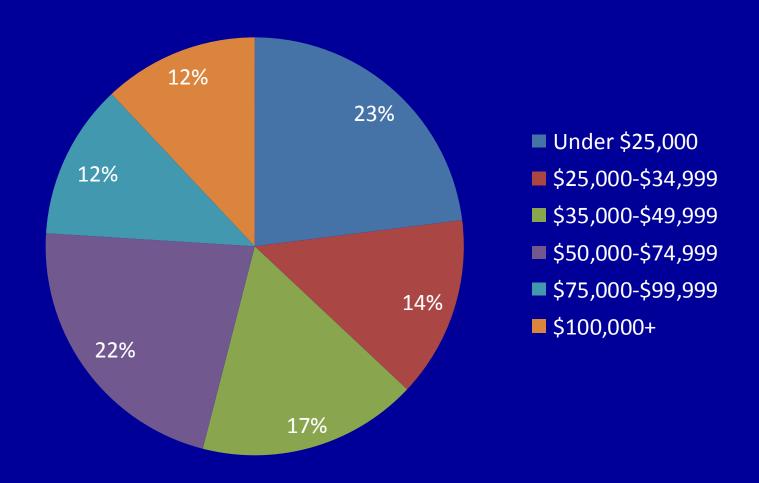
37.4% South 24.5% West

Gen Y Employment

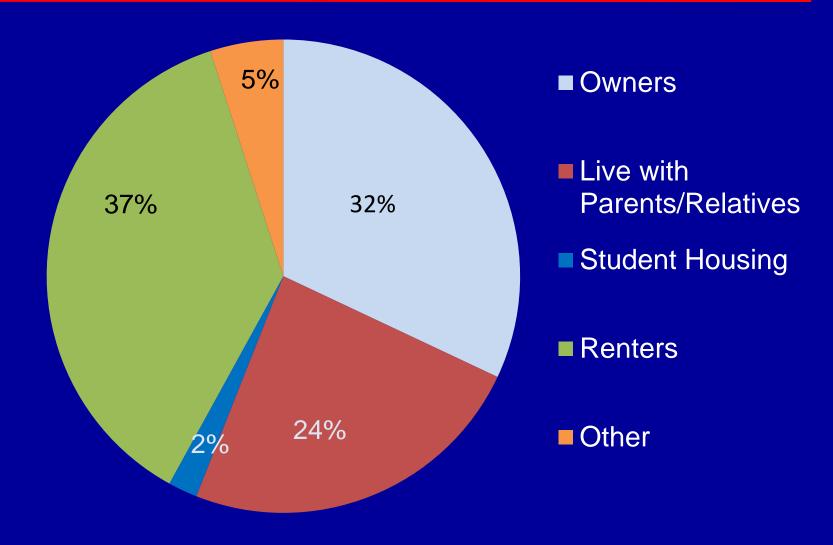


Source: ULI/Lachman Associates Survey, January 2013

Gen-Yers' Household Income



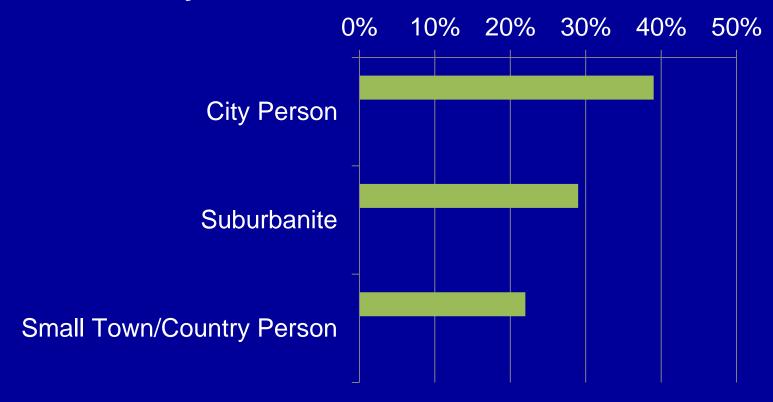
Gen Y Housing in 2013



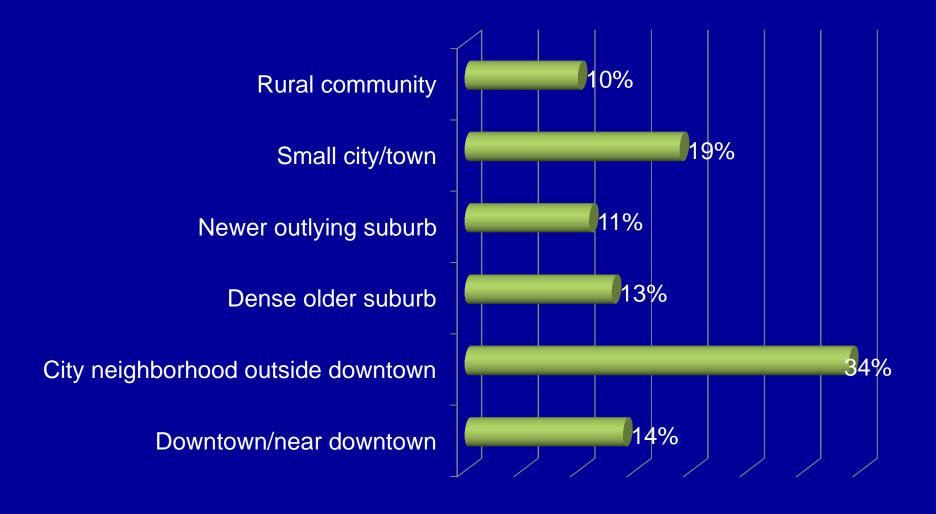
Source: ULI/Lachman Associates Survey, January 2013, n= 1,251

Gen Y's Self Characterization: 2013

I consider myself:



Where Gen Y Lives



Source: ULI/Lachman Associates Survey, 2013

Gen Y "Downtowners"

- Only 14% of total sample:
 - 24% of Northeasterners
 - 10% of Southerners
- 64% male vs. 49% of all respondents
- 51% age 18-25 vs. 45% of all respondents
- 34% Hispanic vs. 20% of all respondents
- 23% black vs. 16% of all respondents

Expected Housing Tenure in 2015

| | | Tenure | |
|-----------------|-------------|------------|-------------|
| Age in 2010 | Age in 2015 | <u>Own</u> | <u>Rent</u> |
| 18-24 | 23-29 | 53% | 47% |
| 25-32 | 30-37 | 75% | 25% |
| All Respondents | | 67% | 33% |

Source: ULI/Lachman Associates Survey, 2010

N=1,241

Expected Housing Type in 2015

| Housing Type | Expect to Own | Expect to Rent | Total |
|--------------------------------|----------------------|-----------------------|-------|
| Apartment/condo | 9% | 60% | 25% |
| Duplex, rowhouse, or townhouse | 5% | 7% | 6% |
| Single family home | 82% | 28% | 64% |
| Mobile home/other | 4% | 5% | 5% |

Source: ULI/Lachman Associates Survey, 2010

N=1,241