

NANCY'S NEWS

CROSSINGS COMMUNITY

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NANCY BENNETT



Millennials willing to compromise more to buy a home

Young buyers are willing to make more sacrifices to buy a home — like drawing from retirement savings, delaying starting a family and living in lower-cost or faraway neighborhoods for the chance to build equity, according to a new study.

The survey by Clever Real Estate of 1,000 adults looking to buy a home in 2020 found greater desperation among young buyers than a previous survey — although few seemed ready to pay the high prices required to purchase in the Bay Area.

“They’re a little more willing to put up with things, like higher interest rates, or a less desirable neighborhood,” said Clever Real Estate researcher Francesca Ortegren. “They’re less likely to have deal breakers than older buyers.”

Higher prices, greater financial burdens like student debt, and longer struggles to establish a career have pushed back home ownership for millennials.

But high tech salaries have some Bay Area millennials bucking the trend, agents say.

Realtors say the market for entry-level homes — appealing to younger buyers breaking into the market — remains robust. Bolstered by healthy tech salaries and a desire to stop renting, young professionals are emptying savings and drawing on stocks and bo-

nuses for down payments that reach well over six-figures.

One twenty-something client working for an East Bay tech company insisted on moving back to his hometown, Livermore, Doerlich said. The client told him: “I’m tired of looking at the stock market every day...I’d rather get a house.”

The techie found a four-bedroom house to fit his budget — and planned to rent the extra bedrooms to friends to help with mortgage. Most highly-compensated young professionals in the Bay Area have less interest in fixer-uppers, Doerlich said, perhaps because the daily demands of work and family make it unappealing to tackle big renovations.

Still, the Bay Area’s \$800,000 median home value puts home ownership out of reach for most young workers.

Among the challenges faced by young home buyers in the survey:

- *More than 1 in 4 planning to buy this year have less than \$1,000 in savings;*
- *About 1 in 4 owe more than \$10,000 in debt, through student loans or credit cards,*
- *Roughly 7 in 10 expect to have a down payment of less than 20 percent, the recommended amount. They also say saving up for a down payment is the biggest hurdle to owning a home.*

Millennial home buyers are also more willing to take another job or ask family members for help on the initial payment.

My local experience is that many younger buyers are looking to the bank of the parents for help with downpayments and closing costs. Nothing wrong with that, as parents have the experience to help them shop and negotiate better too. Until next time....Nancy

**Article courtesy of East Bay Times*

COMING SOON!

Sold:

*Pennsylvania Blvd - Concord—buyer represented
4494 Stone Canyon Ct—seller represented*

Available and Coming Soon

- *4394 No. Sugar Maple Ct—Crossings \$842k*
- *Crossings, 3 bed single story, over 1600 sq ft*
- *Condo in The Keys—\$485,000—2 beds/2 bath*
- *Crossings home—4 bed, 3 bath, over 2200 sqft*
- *WC—Woodlands home—3 bed/2.5 bath with pool on almost 1/3 acre lot*
- *Two more Crossings homes as well*

Our team has helped over 100 families buy or sell homes —are you the next family that we can help?

NANCY E. BENNETT, REALTOR
Keller Williams Realty—East Bay
#5 Team in the U.S & Canada, Keller Williams Realty Int'l
#1 Agent In Concord, 2014 to 2018
Top Selling Crossings Agent since 2006
Five-Star Professional Customer Svc Award 2013—2019
Founder and CEO, The Bennett Team
Agent Leadership Council, Faculty Member and Mentor
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ST. PADDY'S DAY EVENT - EAT, DRINK AND BE IRISH

Free—catered dinner and plenty of green beer!

MARCH 14TH 5:00PM TO 9:00PM

FOR ALL CROSSINGS RESIDENTS @ CROSSINGS CLUBHOUSE

YOU MUST REGISTER BEFORE MARCH 5TH

<https://www.eventbrite.com/e/92271371155> OR EMAIL NANCY@BENNETTBETTER.COM Looking forward to seeing you!

A GREAT TIME TO PAYOFF DEBTS

As you all know **the real estate market has been on fire** and values have been going up, up, and up!

This is great news for homeowners, whether you are thinking of selling or not.

With all that home equity, what are families doing? **Now is a great time to think about debt consolidation if you have any credit card debt.**

You're thinking "yes but I have a great rate on my home at 3.875% and I don't want to lose it" ... true... but if you have a mortgage with a \$300K balance at 3.875% and \$50K in credit cards at 18%, **your blended rate on your total debt is 5.89%!**

By refinancing at \$350K and combining your existing mortgage of \$300K with your credit card balances of \$50K, **you would save \$573/ month!**

If you didn't want to increase your loan term, you could keep making the same payment as you are



making now (and therefore putting \$573/m more towards principal) and your new loan would be paid in full in 18.3 years!

That's right, you would be debt free in 18.3 years, with no mortgage and no credit cards, without changing your monthly outflow of money!

This is the beauty of a debt consolidation refinance!

Call me at 925-627-2111 ext.145 for your free consultation to see if you too should take advantage of your home equity.

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Crossings Real Estate Market Update

Status	Days	Address	Listed	Sold	SqFt	Beds	Baths	Pool	Sale \$/SqFt	Closing Date
NEW	4	4394 N Sugar Maple Ct.	\$842,000		1917	4	2	Yes		
SOLD	54	4407 Shellbark Court	\$875,000	\$870,000	2886	4	2.5			12/2/2019
SOLD	26	4426 Black Walnut Ct	\$825,000	\$818,000	2130	4	2.5		\$384	12/4/2019
SOLD	42	4398 N Canoe Birch Ct	\$725,000	\$715,000	1765	4	2		\$405	12/23/2019
SOLD	7	4494 Stone Canyon Ct.	\$825,000	\$834,500	2026	4	3		\$412	12/18/2019

What's going on in the Crossings Real Estate Market this month?

As you can see...we have ONE homes for sale in the Crossings right now. And, very low mortgage interest rates and consistent home buyer demand. If you're thinking of selling in the next 2 weeks, 2 months or 2 years, now would be a good time to learn what you may need to do to maximize your home sale. Call for a 30 minute consultation and overview on our market, today's buyer needs and how to reach your financial and family goals. I love to sit and educate clients, provide insight and leave you with some of your options, for your family to consider.

Thank you—Nancy Bennett, Realtor @ Keller Williams Realty—East Bay DRE # 03199870 925-606-8400 Nancy@BennettBetter.com