



## More first-time sellers ready to move

*Source: Coldwell Banker*

Millennials and younger Gen Z are showing an increased interest in moving. Once first-time buyers, they are now ready to become first-time sellers. Forty-four percent of Gen Z and 35% of millennial

homeowners say they are preparing to sell their homes in the next 12 months, according to a new Coldwell Banker and Harris Poll survey of more than 2,000 U.S. adults.

With more than two in five Gen Z and over a third of millennial homeowners planning to sell their homes in the next 12 months, industry experts believe these generations are key to unlocking housing inventory in 2022.

READ MORE

**DO YOU KNOW SOMEONE IN YOUR COMPANY WHO IS NEW TO THE INDUSTRY AND BLOWING YOU AWAY WITH THEIR PROFESSIONALISM AND WORK ETHIC?**

We want to know! [Nominate a C.A.R. Rising Star now!](#)

## Black Americans own disproportionately small share of homes

---

*Source: Lending Tree*

Black Americans comprise 15% of the population across the nation's 50 largest metros but own only 10% of owner-occupied homes, a new study from LendingTree found.

Researchers believe the COVID-19 pandemic has had a

disproportionately large economic impact on Black Americans and may make it even more difficult for some who identify as Black to buy a home. Even if they own a home, many Black Americans still face housing-related challenges. For example, 32% of Black homeowners reported that they felt their home was undervalued by an appraiser in a recent LendingTree survey.

[READ MORE](#)

## Investor spree may be over

*Source: CoreLogic*

Investor activity slowed in the fourth quarter of 2021. After reaching peaks in the second and third quarters of 2021, the share of homes purchased by investors is falling, according to CoreLogic, a real estate research firm. But researchers say the true test of whether the investor purchasing spree is over will come in the summer months, typically the busiest time in real estate.

CoreLogic recorded a decrease in investor activity in home purchases in November 2021 for the first time since July 2020, with that decline continuing into December. Large investors—those who own 100 or more properties—have decreased their activity the most.

[READ MORE](#)

## Housing inventory turnaround possible

---

*Source: Realtor.com*

Many homeowners plan to list their home over the next six months, with high expectations for making a profit on the sale, according to a Realtor.com survey. Sixty-four percent of about 3,000 consumers recently surveyed said they plan to sell their home this spring or summer. That could bring some welcome relief to a housing market that has been starved for inventory.

At the same time, recent housing trends suggest demand is beginning to moderate as higher mortgage rates push monthly payments out of some buyers' budgets.

[READ MORE](#)

## Rising rates causing sellers to lower asking price

---

*Source: CNBC*

Buyers may be starting to get a break in this competitive housing market as more listings are coming up for sale, and some sellers are lowering their asking prices.

Realtor.com said new listings last week jumped 8% from a year ago, following four straight weeks of annual declines in new listings. With

more supply coming on the market and mortgage rates rising, sellers' expectations appear to be more realistic. About 12% of homes for sale had a price drop during the four weeks ending April 3, up from 9% a year ago, according to Redfin. The rate of sellers dropping their asking prices is now growing faster each month than it has since August.

[READ MORE](#)

## Mortgage refinances drop as rates rise

---

*Source: CNBC*

The demand for refinancing has fallen sharply recently as mortgage rates surge, the Mortgage Bankers Association said this week. Applications to refinance a home loan fell 5% during the most recent week, seasonally adjusted, and were 62% lower than they were a year ago, according to the MBA.

The average contract interest rate for 30-year fixed-rate mortgages with a 20% down payment and conforming loan increased to 5.13% from 4.90%, according to the MBA. The rate stood at 3.27% the same week one year ago.

[READ MORE](#)