



## Highlights and insights





homes. Any savings were marginal. In 2020, however, interstate movers sought out homes that were \$29,500 cheaper. In 2021 that savings number increased to \$35,800.

Popular relocation markets such as Phoenix, Arizona and Austin, Texas have lost their edge in terms of affordability. In 2020, moving to Austin saved an interstate homebuyer an average of \$140,000 on the purchase of their new home. In 2021 they saved less than \$25,000. Phoenix tells a similar story, with what Zillow calls "Zip-level price savings" dropping down to \$1,700 in 2021 from \$48,000 in 2020.

### **What does this mean for mobility managers?**

Everyone in the industry already understands how dynamic the housing market is, but transferees may need to be educated. Consider using this story to illustrate how quickly prices can spike. Transferees may need to be prepared to make a larger down payment, to keep the home inspection process simple, and most of all to get pre-approved and have all relevant paperwork in order.

## **Looking ahead**

In the fall of 2021, we recapped a forecast from the Mortgage Bankers Association (MBA). In this issue we're turning to the MBA's December 2021 Commentary for an updated look at how the U.S. economy will affect the housing market.

In the previous newsletter, we reported the MBA projecting an interest rate hike in 2022 followed by three rate hikes in 2023. As of December, the median F4(s)33(i)22(m) '

**Before we go**

Given the ongoing tightness of the housing market, rental prices are both rising and forecasted to continue to rise. Yet this article shows that there are subtleties to the market that mobility managers can take advantage of when renting is the best choice.

<sup>1</sup>Freddie Mac <sup>2</sup>Census Bureau <sup>3</sup>Zillow <sup>4</sup>CoreLogic

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