



# **Demographics: Potential Implications for the National and Local Markets**

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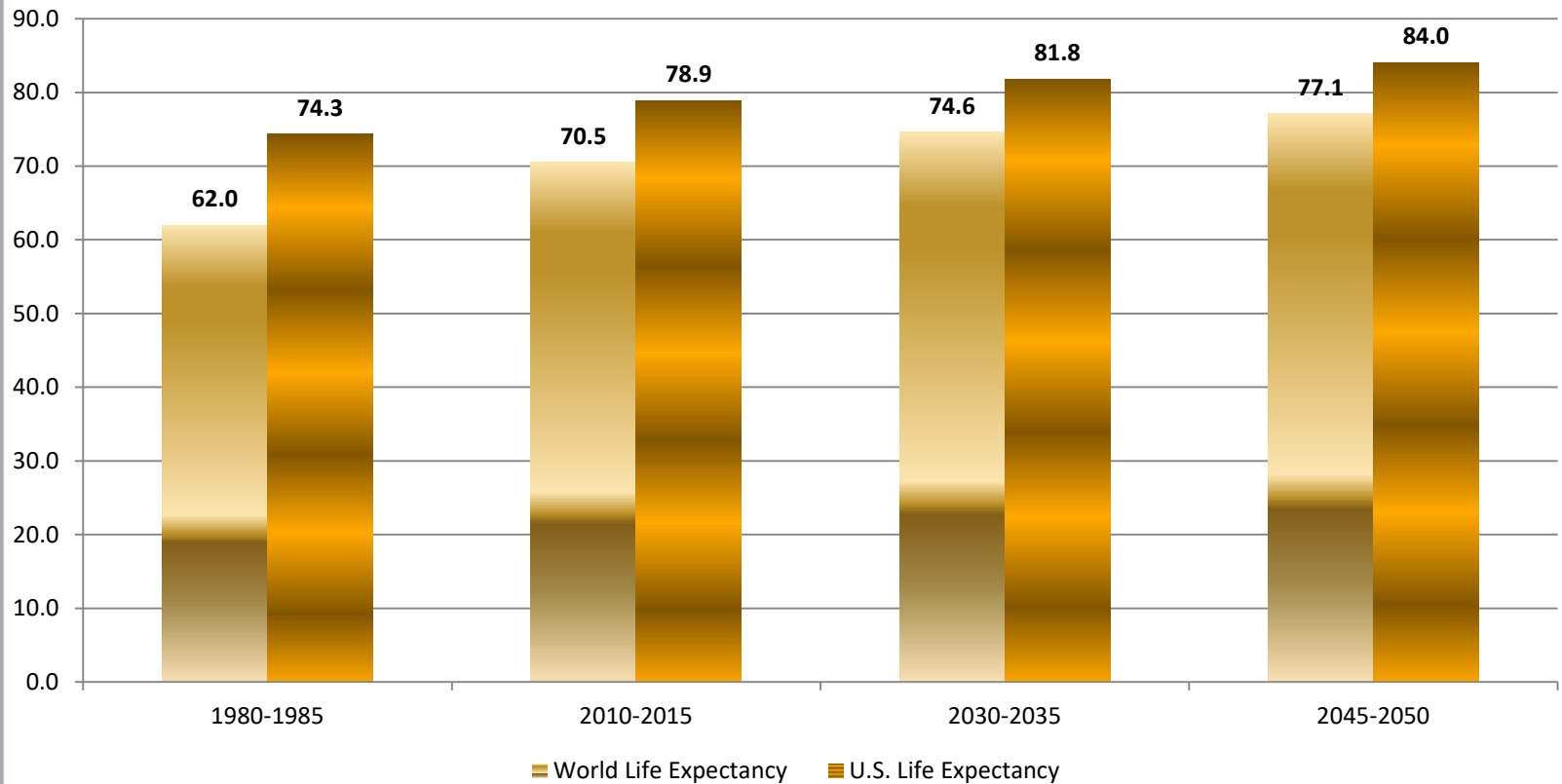
Chief Investment Officer & Economist



# Age Demographics

## Life Expectancy

Source: United Nations Population Division

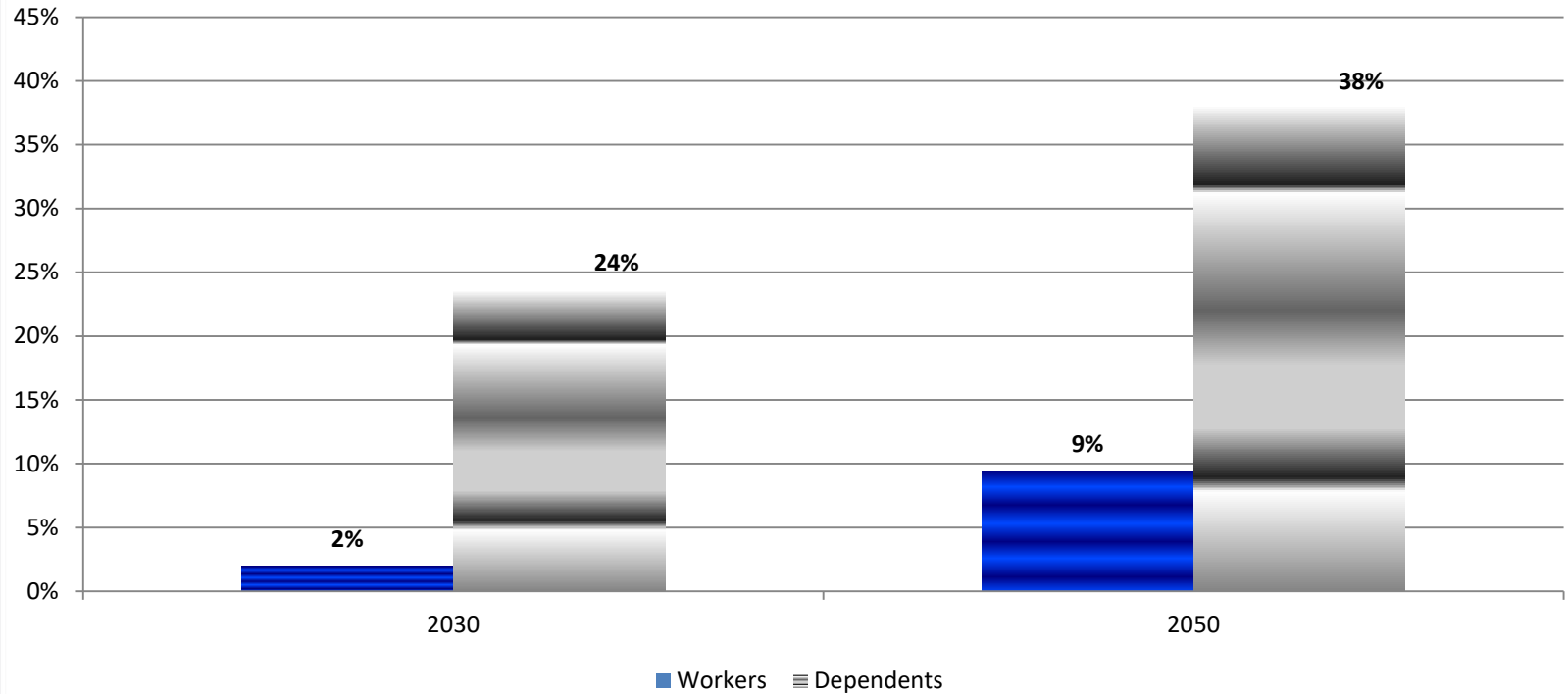




# The “Silver Tsunami”

## Workers (15-59) vs Dependents (0-14 & 60+)

Source: United Nations Population Division





# Divorce Demographics

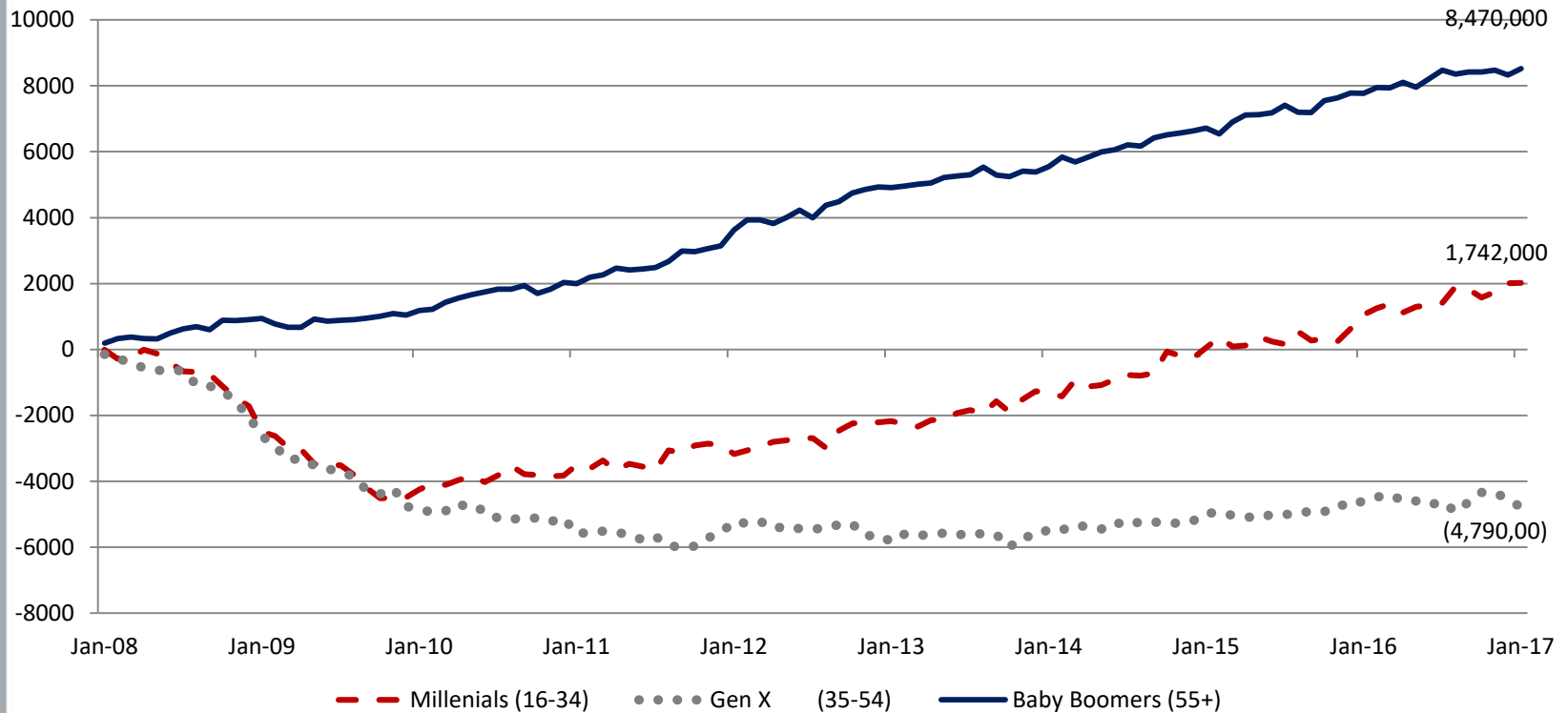
- **Washington Post:**
  - **One out of four divorces occur with couples over the age of 55.**
  - **“Grey Divorce”**



# Employment Demographics

## Cumulative Employment by Age Since Recession Began

Source: Bureau of Labor Statistics





# Potential Implications

- **Millennials**

- **Strong demand for multi-family**

- **Limited demand for single family**

- **Jobs situation only recently improving**

- **Starting families later**



# Potential Implications

- **Generation X**
  - **Starter home supply limited because Gen X can't upgrade**
  - **Demand for single family limited due to employment situation**



# Potential Implications

- **Baby Boomers**
  - Excess supply of upper tier homes as Baby Boomers downsize?
  - Strong demand for multi-family?





# Work Force Demographics

- **Coastal cities becoming unaffordable**
- **Rise of virtual workplaces**
- **Will work force transition from “live where I work” to “work where I live”?**



# Potential Implications

- **Reduced demand for commercial property?**
- **Increased demand for “business powered” residential?**



# Conclusions

- **Understanding demographics is critical**
- **Now is the time to plan for future changes**
- **What is your plan?**