

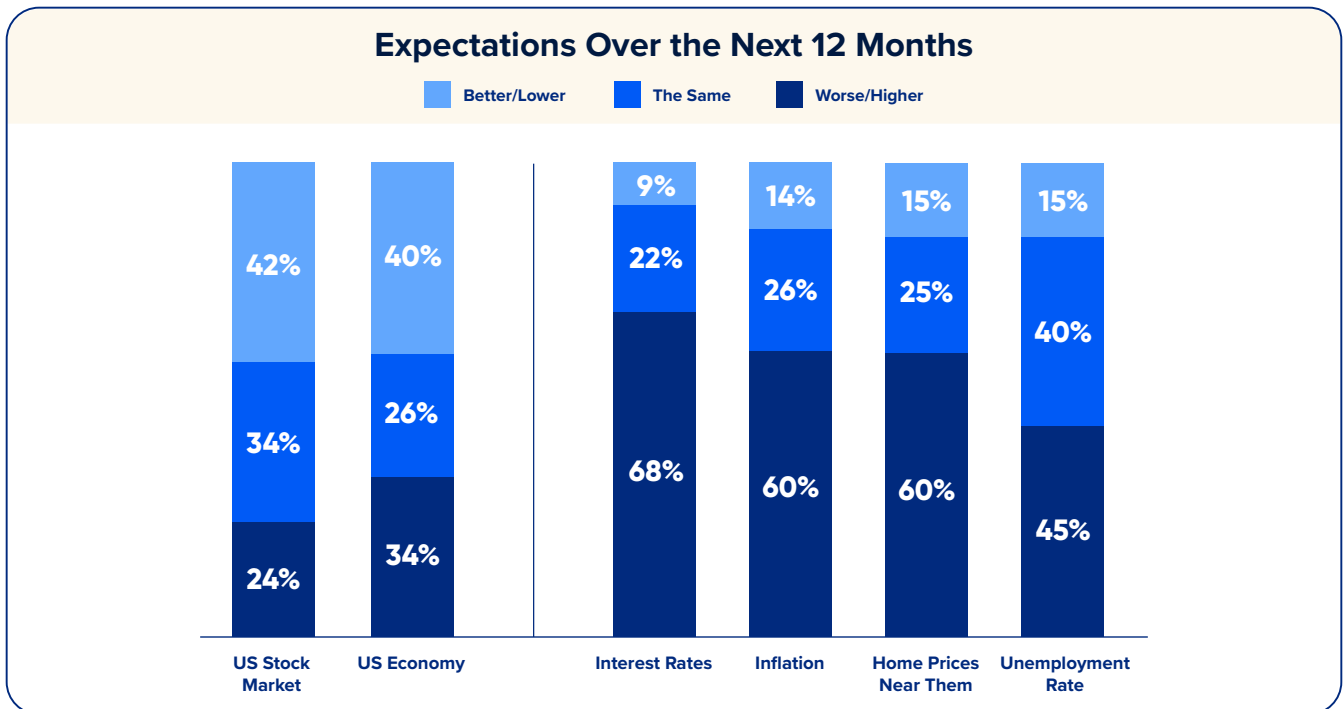
# Veteran State of Mind Study

This research was conducted to understand and track sentiment of Veterans and service members related to homebuying in an ever-changing economy and market.

## Key Takeaways

**Homebuyer expectations on the economy are mixed, but over half of Veterans and service members (55%) surveyed feel homebuying is still within reach.**

- Expectations are more pessimistic for interest rates, home prices, and inflation, with a majority expecting all of these to be higher over the next 12 months.
- However, optimism persists even though 60% of Veterans and service members said they think average home prices in their area will be higher and 68% said they think interest rates will rise.



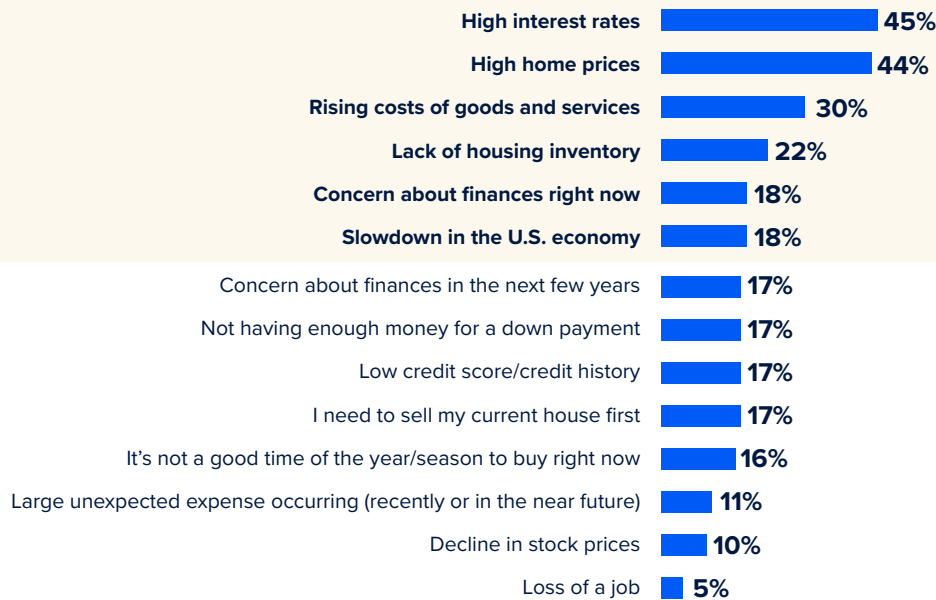
**Veterans and service members also feel fairly positive about the future of their finances.**

- 67% of Veterans and service members say they think they'll be better off financially a year from now.
- 56% say they're in a somewhat or better place financially compared to last year.
- 62% have less debt now than in the past.
- 60% feel optimistic about their financial plan moving forward.

The main barriers to homebuying are intertwined and often compound each other.

- Top barriers to buying include interest rates (45%), high home prices (44%), and inflation (30%).
- Only 22% cite low inventory as a barrier to purchase. They're seeing inventory increase but this isn't always translating into an increased number of viable options that meet their criteria.

### Barriers to Purchasing a Home Right Now



## Methodology

In March 2023, The Magnetic Collective and Sparketing conducted in-depth interviews and an online survey with 601 Veterans and service members who plan to buy a home in the future. Veterans are military members who have been discharged or retired from the service and no longer serve in uniform.