

TIPS and Trends

Realtors offer their thoughts on the housing market

BY JUSTIN LIGGIN

The Phoenix 50-plus community is leading the way with their homebuying habits and interests, changing the way we see the hot housing market.

Whether you are looking for a retirement destination or just eager to move, identifying the tips and trends of homebuying can put you on the path to owning the perfect home.

For homebuyers looking to find somewhere that can best accommodate them and their needs now that the kids have moved out, the search for the perfect-sized home is at the forefront of the 50-plus homebuyer.

"Many are doing something that I call

'right-sizing,'" says Sindy Ready, 2022 Arizona Association of Realtors treasurer.

"This means that the buyer is not necessarily looking for a smaller house or bigger house as tradition would suggest but are instead seeking homes and backyards that require less maintenance and are adapted to their interests."

The Arizona Association of Realtors represents more than 50,000 members who hold active real estate licenses and subscribe to a strict code of ethics and standards of practice established by the National Association of Realtors. In addition to providing a number of member benefits and services including risk management, education and a legislative voice,

Arizona Realtors is dedicated to the protection of private property rights for all Arizonans.

This could mean searching for a space that is single story rather than a home with stairs or finding a home that has room to create your personal space, such as a den, office, "man cave" or "she shed."

Those unsure about options to consider, Realtors have in-depth market analyses and knowledge of current market trends that will equip buyers with the correct information.

Open floor plans are popular among the 50-plus community. The need for a more formal living and dining room may not be as great as it once was.

Given that, great rooms are trendy, as the space combines traditional rooms such as the living room, dining room and study to entertain small groups of friends or relax and enjoy movie night.

An often overlooked feature — but one that should be at the top of the list — is an upgraded en-suite bathroom. Whether you are looking for a spa-like feel with waterfall showers and natural lighting or require accessible showers or a freestanding tub, there are many ways to upgrade the bathroom to suit your personal tastes.

Even though 50-plus homebuyers may be buying smaller homes to better accommodate them, they are still looking to get the most out of their homes with luxe features both inside and out.

Thanks to the pandemic, there is less emphasis on the proximity to workplace. And that might mean relocating to warmer climates like Tucson.

As the distance to the workplace lessens, prioritizing proximity to family and favorite entertainment and activity locations is becoming more important.

"For many of my clients in the Valley, the great room concept is perfectly suitable for their everyday lives but with plenty of room to entertain," Ready says.

One necessary feature is an upgraded en-suite bathroom featuring waterfall showers and natural lighting, or accessible showers or a freestanding tub.



Sindy Ready of RE/MAX Excalibur in Scottsdale is the Arizona Realtors 2022 treasurer. (Submitted photo)

Ready explains that even though 50-plus homebuyers may be buying smaller homes, they still seek luxe features inside and out.

Thanks to the pandemic, proximity to the workplace is less important.

"With open floor plans and the option to create a workspace at home, placing an emphasis on creating a comfortable office inside, and when the weather is spectacular here in the Valley, looking at creating an outdoor patio space that is conducive to working as well," Ready says.

Instead, they want amenities. Drawing on this desire, many in Phoenix who are 50-plus are moving into active adult communities, which are designed to help residents maintain active lifestyles with likeminded people.

With so much time spent at home the past couple years, the demand for fitness amenities in Phoenix has never been greater — why not live in a place that has them a short walk from home?

"Whether it is golf courses, spas, tennis and pickleball courts, or pet parks, these amenities are attracting homebuyers and have become a top selling point for these communities," Ready says.

Like elsewhere, Arizona's market is seeing a lower inventory. As a seller's market, it is imperative, as a buyer, to be prepared to make a quick decision with the help of a professional Realtor.

"As a Realtor, I am constantly looking out for the best of interest of my clients, communicating directly with the listing agent, finding out what the seller is looking for and making sure my client's offer can fully accommodate it. This will help you make a clean offer that is more likely to be chosen by the seller," Ready says.

Above all, what matters most in your home search is patience.

"While you may not get the first house you make an offer on, know that your Realtor is always looking out for you. Don't be discouraged. You are sure to find success if you stay in the game and fight for your dream home," Ready says. ■



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