



Behavioral Economics Across the Lifespan

How we make sense of your money

AS SOON AS...FINANCES

Financial decision-making of young adults. Financial goals, homeownership, retirement planning, and student loan decisions were explored. Results indicated that many respondents were sequencing financial priorities instead of funding them simultaneously, and they were delaying homeownership and retirement savings.

Financial Goals



What are your top three financial goals?

Housing Choice

Homeowners:
Describe how you made the homeownership decision.



Renters:
Explain how you made your housing arrangement decisions.



Retirement Planning

62% were saving for retirement:

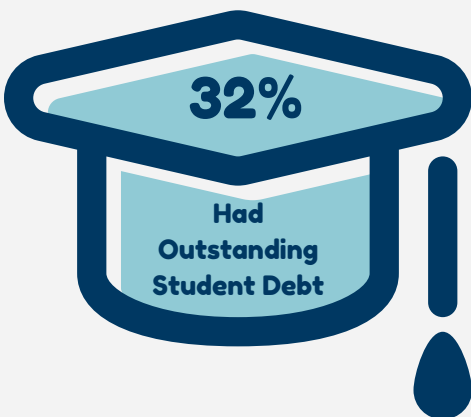
38% were not saving for retirement:

- 56% had a 401(k)/403(b)/457
- 39% had two or more retirement accounts
- 36% had IRA/Roth IRA/SEP/SEP-IRA

- Asked: When do you think you will begin regular retirement savings deposits:
- Conditional (19%)
 - Time Horizon (16%)
 - Sequential/As Soon As... (12%)

Student Loans

Does your student loan debt affect other financial decisions?



Housing (74%)

- Less money (38%)
- Credit (8%)
- Pay off loan first (7%)

Retirement (75%)

- Contribute less (28%)
- Contribute nothing (30%)

O'Neill, B., Xu, Y., Johnson, C., Kiss, D.E., & Buyske, S. (2019). "As soon as..." finances: A study of financial decision-making. *Journal of Personal Finance*, 18(1).