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Delaware Agent Warns Investors Driving Up Housing Costs

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A Delaware-based real estate agent has drawn national attention after raising concerns about rising housing costs and limited opportunities for first-time buyers. Zachary Foust, 31, has used his social media platform to highlight how investor activity in the real estate market may be affecting access to homeownership for working families.

Foust, who began creating online content in 2019 to educate homebuyers, recently published a video that went viral. In the clip, he expresses frustration with what he describes as a growing trend: homes being purchased not by families, but by investment groups aiming to turn them into long-term assets. This practice, he says, is pushing entry-level buyers out of the market.

“It’s frustrating when buyers work hard, follow all the steps, and still can’t compete,” Foust said. “It’s not just about selling homes anymore it’s about who can actually afford them.”

According to data from the National Association of Realtors and various housing market analysts, institutional investors have increased their share of home purchases in recent years, especially in suburban and single-family markets. Some analysts say this activity may be limiting supply for first-time buyers, although others point to high interest rates and low inventory as broader contributing factors.

Foust’s message struck a chord with viewers, with many sharing similar stories of being outbid or priced out of markets where they once hoped to buy. While some social media

users urged him to run for office, Foust has remained focused on his real estate work and advocacy for transparency in the home-buying process.

He has also raised concerns about how rising monthly mortgage costs are impacting buyers. “A lot of people I speak with are struggling to meet monthly payments or even qualify for loans,” he said. Current average mortgage rates, as reported by Freddie Mac, remain over 6.6% for a 30-year fixed mortgage, making affordability a key issue across many U.S. markets.

Foust attributes some of the current housing challenges to long-term financial trends, including increased investor activity in residential markets. While his video included strong language about the growing influence of large capital groups, Foust also emphasized that he wants to see solutions that support access to ownership without discouraging fair investment.

One option mentioned in the broader discussion is fractional real estate investing, a newer model that allows individuals to buy shares in rental properties. Advocates say this model can help more people participate in real estate markets without directly competing against large firms.

Despite the challenges, Foust remains optimistic that greater awareness and better financial tools can help open up homeownership to more Americans. “People should feel like they have a fair shot,” he said in closing. “It shouldn’t feel like a lottery.”

Foust continues to post market updates and buyer education content across his social platforms, aiming to help potential homeowners make informed decisions in an increasingly competitive landscape.