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## This report looks at the following areas:

There are currently just under 20 million students enrolled in higher education programs in the US. Three quarters of higher education students are enrolled in non-profit public two-year or four-year programs, but enrollment is dropping as a stronger economy incentivizes potential students to enter or stay in the workforce rather than continue their education.

There are opportunities for schools to offer support to families of firstgeneration college students navigating their school search and application process.

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"The high cost of higher education and a growing need for a degree to earn a living wage mean the stakes are high when it comes to choosing a school. For today's prospective students, twentyfirst century tools like school websites are replacing some of the in-person touchpoints upon which older generations relied during their college search."

Kristen Boesel, Snr Lifestyles
Leisure Analyst

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- Higher education is expensive; student debt is commonplace
- The price of higher education is only going up
- Overall, enrollment is trending downward

#### MARKET SIZE AND BREAKDOWN

- Almost 20 million postsecondary students in the US
- About 11.6 million students enrolled in four-year undergrad or graduate programs
- Almost seven million students at public, non-profit two-year schools
- Small share of postsecondary students enrolled in for-profit programs

Figure 2: Postsecondary fall enrollment, by sector, 2017

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- Virginia Tech inundated with acceptances
- Schools shutter as enrollment declines

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- Cultural changes to the tech industry must start in school
- New majors emerge for careers in a digital world
- 2020 presidential election could change the cost of higher education

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