

New Hampshire 2013 Profile of Home Buyers and Sellers

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NATIONAL ASSOCIATION OF REALTORS®
Research Division

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NATIONAL ASSOCIATION OF REALTORS®

The Voice for Real Estate®

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I, PARENTS, AND/OR GRANDPARENTS)

CHARACTERISTICS OF HOME BUYERS

New Hampshire

Number of Total Respondents = 282

Exhibit 1-1

AGE OF HOME BUYERS, BY REGION

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
18 to 24 years	4%	3%	3%	4%	3%	3%
25 to 34 years	34	30	33	38	28	26
35 to 44 years	25	21	24	18	22	20
45 to 54 years	19	16	14	14	17	18
55 to 64 years	13	16	15	15	17	16
65 to 74 years	4	10	8	9	11	12
75 years or older	0	4	3	3	3	5
Median age (years)	38	42	40	38	43	45

December 2013

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-2

HOUSEHOLD INCOME OF HOME BUYERS, BY REGION, 2012

(Percentage Distribution)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
Less than \$25,000	*	3%	2%	4%	3%	4%
\$25,000 to \$34,999	4	6	5	6	6	7
\$35,000 to \$44,999	4	8	6	9	8	7
\$45,000 to \$54,999	7	8	7	9	8	7
\$55,000 to \$64,999	9	9	9	12	8	7
\$65,000 to \$74,999	11	9	10	10	9	8
\$75,000 to \$84,999	9	8	9	10	8	8
\$85,000 to \$99,999	15	11	14	12	10	12
\$100,000 to \$124,999	17	14	14	12	13	15
\$125,000 to \$149,999	13	8	7	7	8	8
\$150,000 to \$174,999	4	5	5	3	5	7
\$175,000 to \$199,999	4	3	3	2	4	2
\$200,000 or more	6	8	10	4	10	9
Median income (2012)	\$93,700	\$83,300	\$87,500	\$73,700	\$85,000	\$88,600

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-3

ADULT COMPOSITION OF HOME BUYER HOUSEHOLDS, 2001-2013

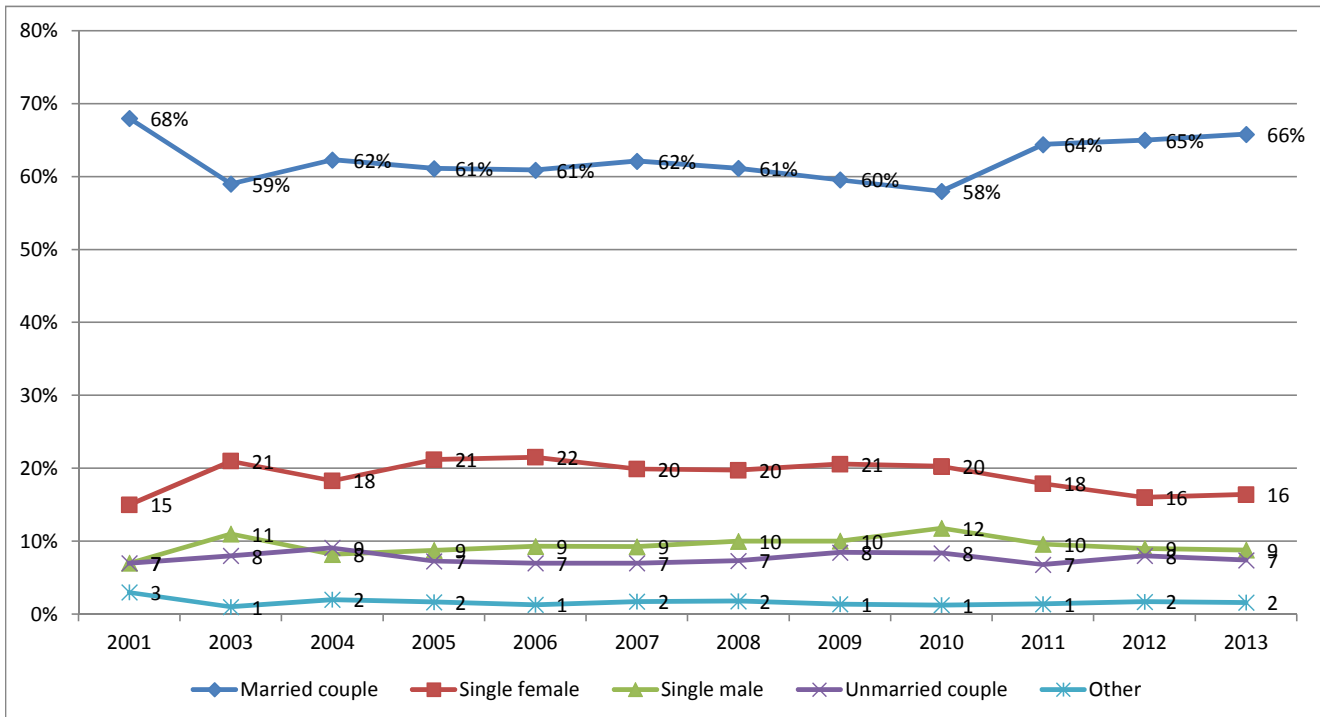
(Percentage Distribution)

New Hampshire

2013	
Married couple	65%
Single female	10
Single male	7
Unmarried couple	17
Other	1

U.S.

	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Married couple	68%	59%	62%	61%	61%	62%	61%	60%	58%	64%	65%	66%
Single female	15	21	18	21	22	20	20	21	20	18	16	16
Single male	7	11	8	9	9	9	10	10	12	10	9	9
Unmarried couple	7	8	9	7	7	7	7	8	8	7	8	7
Other	3	1	2	2	1	2	2	1	1	1	2	2



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-4

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

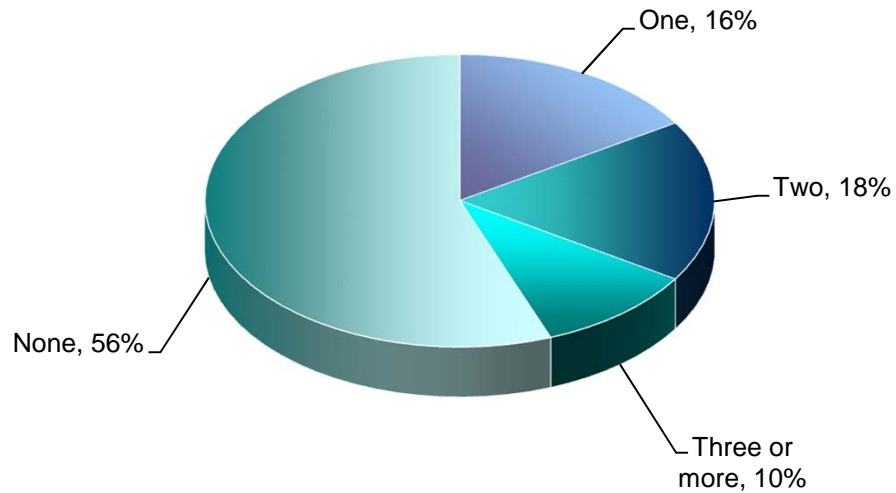
New Hampshire

One	16%
Two	18%
Three or more	10%
None	56%

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

New Hampshire



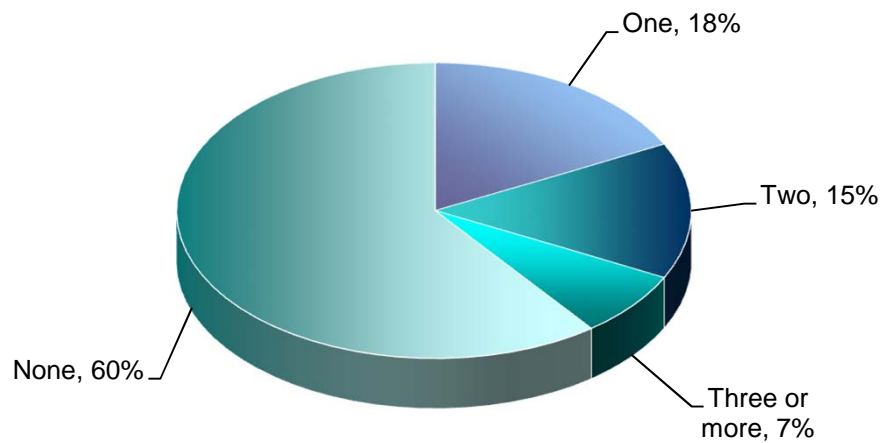
U.S.

One	18%
Two	15%
Three or more	7%
None	60%

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

U.S.



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-5

HOME PURCHASED WAS A MULTI-GENERATIONAL HOME (WILL HOME ADULT SIBLINGS, ADULT CHILDREN, PARENTS, AND/OR GRANDPARENTS)

(Percent of Respondents)

New Hampshire

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Multi-generational household	11%	11%	11%	*	11%	33%	13%	9%
Reasons for purchase:								
Children over 18 moving back into the house	31%	32%	*	*	*	*	33%	27%
Cost Savings	15	5	100	100	50	100	13	18
Health/Caretaking of aging parents	19	26	*	*	*	*	20	18
To spend more time with aging parents	12	16	*	*	*	*	13	9
Other	23	21	*	*	50	*	20	27

U.S.

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Multi-generational household	14%	13%	14%	10%	10%	49%	15%	12%
Reasons for purchase:								
Children over 18 moving back into the house	24%	24%	31%	18%	22%	14%	22%	25%
Cost Savings	24	19	28	36	36	40	28	21
Health/Caretaking of aging parents	20	23	10	10	12	32	20	20
To spend more time with aging parents	11	12	10	5	5	*	10	11
Other	22	22	22	31	24	14	20	23

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-6

RACE/ETHNICITY OF HOME BUYERS, BY REGION

(Percent of Respondents)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
White/Caucasian	97%	86%	90%	93%	85%	79%
Hispanic/Latino	1	6	4	2	6	9
Asian/Pacific Islander	2	5	4	3	3	11
Black/African-American	*	4	2	2	6	3
Other	1	2	2	1	2	3

Note: Respondents were permitted to select as many races and ethnicities as they felt applicable. The percentage distribution may therefore sum to more than 100 percent.

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-7

RACE/ETHNICITY OF HOME BUYERS, BY ADULT COMPOSITION OF HOUSEHOLD

(Percent of Respondents)

New Hampshire

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
White/Caucasian	97%	97%	100%	95%	98%	100%	96%	98%
Black/African-American	*	*	*	*	*	*	*	*
Hispanic/Latino	1	1	*	5	*	*	1	1
Asian/Pacific Islander	2	2	*	*	2	*	2	1
Other	1	2	*	*	*	*	2	1

* Less than 1 percent

U.S.

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
White/Caucasian	86%	86%	83%	85%	88%	88%	81%	89%
Hispanic/Latino	6	6	5	6	5	4	8	4
Asian/Pacific Islander	5	5	3	7	4	1	7	4
Black/African-American	4	3	8	3	4	7	5	3
Other	2	2	3	2	2	2	3	2

Note: Respondents were permitted to select as many races and ethnicities as they felt applicable. The percentage distribution may therefore sum to more than 100 percent.

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-8

PRIMARY LANGUAGE SPOKEN IN HOME BUYER HOUSEHOLD, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
English	100%	96%	96%	97%	96%	94%
Other	0	4	4	3	4	6

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-9

NATIONAL ORIGIN OF HOME BUYERS, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
Born in U.S.	95%	91%	90%	95%	92%	86%
Not born in U.S.	5	9	10	5	8	14

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-10

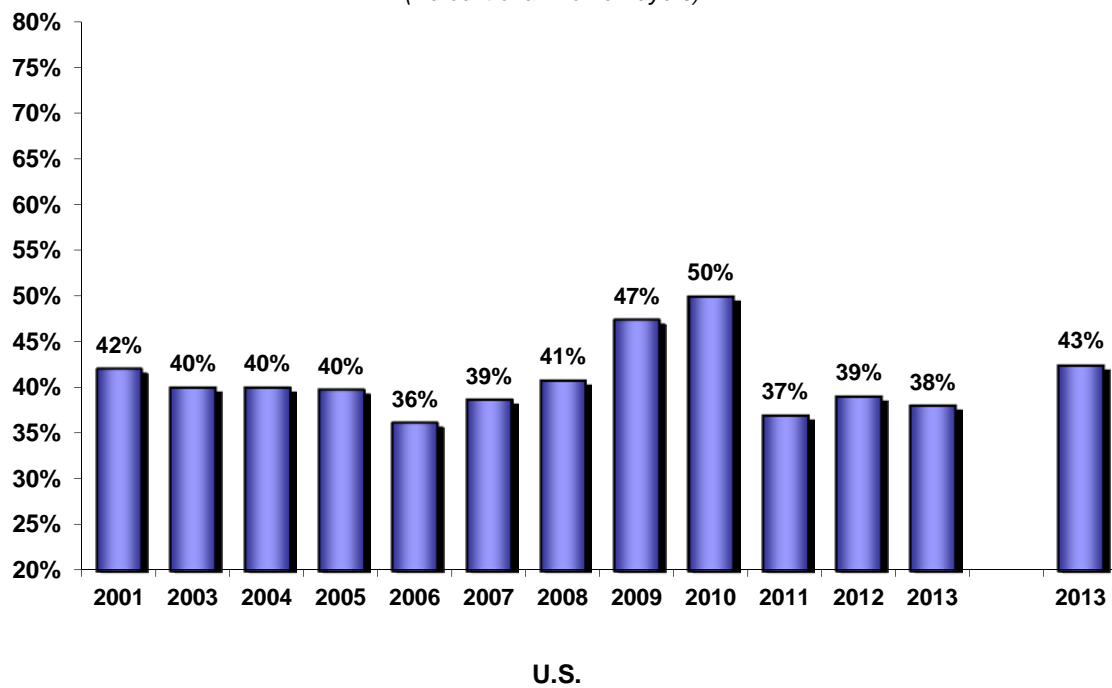
FIRST-TIME HOME BUYERS

(Percent of all Home Buyers)

Year	Percentage
2001	42%
2003	40%
2004	40%
2005	40%
2006	36%
2007	39%
2008	41%
2009	47%
2010	50%
2011	37%
2012	39%
2013 US	38%
2013 New Hampshire	43%

FIRST-TIME HOME BUYERS

(Percent of all Home Buyers)



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-11

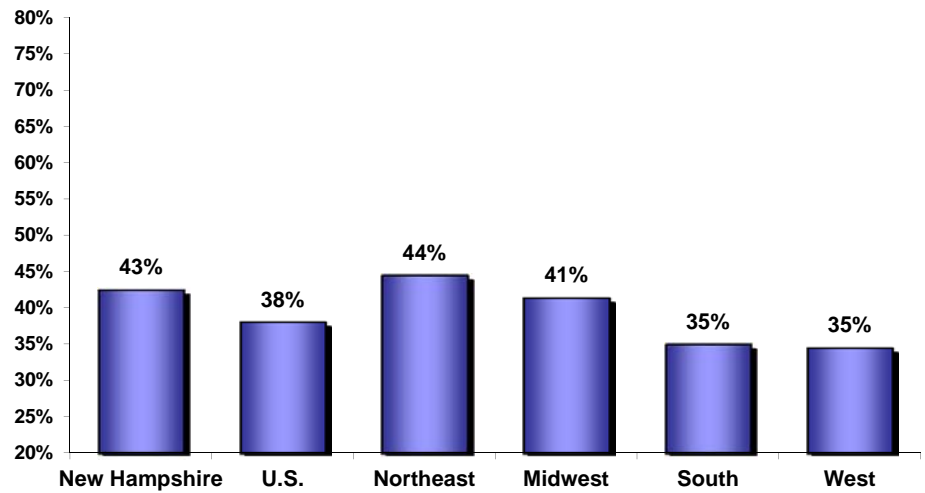
FIRST-TIME HOME BUYERS, BY REGION

(Percent of all Home Buyers)

New Hampshire	43%
U.S.	38%
Northeast	44%
Midwest	41%
South	35%
West	35%

FIRST-TIME HOME BUYERS, BY REGION

(Percent of all Home Buyers)

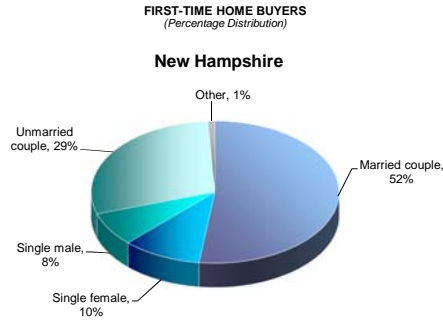


CHARACTERISTICS OF HOME BUYERS

Exhibit 1-12
FIRST-TIME AND REPEAT HOME BUYERS BY HOUSEHOLD TYPE
(Percentage Distribution of Households)

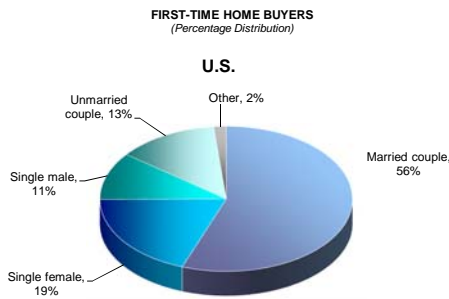
New Hampshire

Married couple	52%
Single female	10%
Single male	8%
Unmarried couple	29%
Other	1%



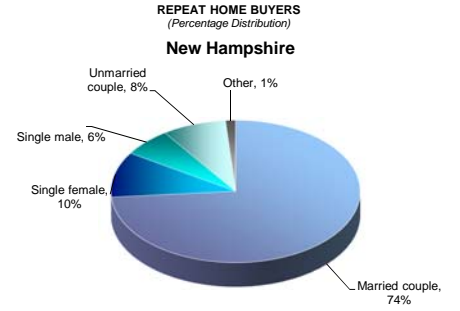
U.S.

Married couple	56%
Single female	19%
Single male	11%
Unmarried couple	13%
Other	2%



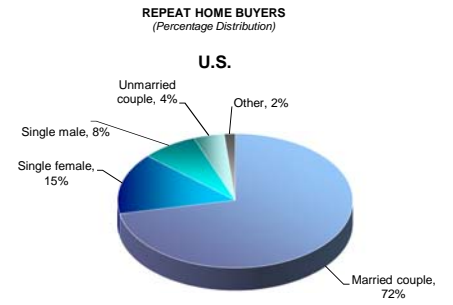
New Hampshire

Married couple	74%
Single female	10%
Single male	6%
Unmarried couple	8%
Other	1%



U.S.

Married couple	72%
Single female	15%
Single male	8%
Unmarried couple	4%
Other	2%



CHARACTERISTICS OF HOME BUYERS

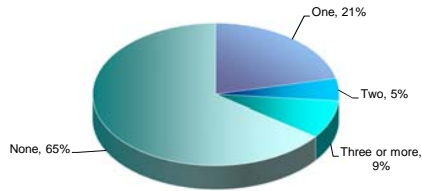
Exhibit 1-13
FIRST-TIME AND REPEAT HOME BUYERS BY CHILDREN IN HOUSEHOLD
(Percentage Distribution of Households)

New Hampshire

One	21%
Two	5%
Three or more	9%
None	65%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

New Hampshire

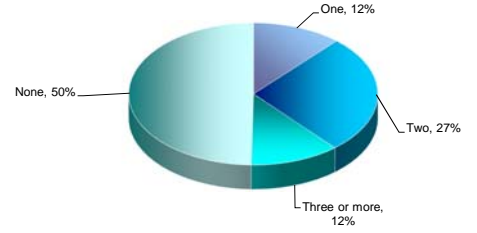


New Hampshire

One	12%
Two	27%
Three or more	12%
None	50%

REPEAT HOME BUYERS
(Percentage Distribution)

New Hampshire

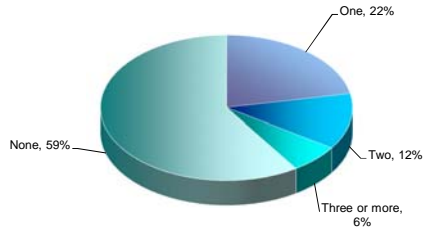


U.S.

One	22%
Two	12%
Three or more	6%
None	59%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

U.S.

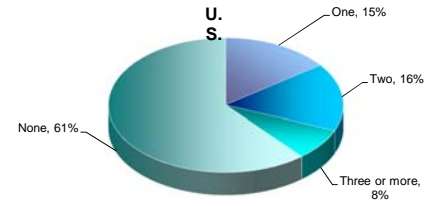


U.S.

One	15%
Two	16%
Three or more	8%
None	61%

REPEAT HOME BUYERS
(Percentage Distribution)

U.S.



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-14

AGE OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
18 to 24 years	4%	10%	*
25 to 34 years	34	61	14
35 to 44 years	25	16	31
45 to 54 years	19	8	28
55 to 64 years	13	5	20
65 to 74 years	4	*	7
75 years or older	0	*	1
Median age (years)	38	30	47
Married couple	39	31	45
Single female	51	43	53
Single male	46	31	49
Unmarried couple	28	27	44
Other	50	26	60

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
18 to 24 years	3%	8%	*
25 to 34 years	30	59	13
35 to 44 years	21	19	22
45 to 54 years	16	8	21
55 to 64 years	16	5	23
65 to 74 years	10	1	16
75 years or older	4	*	6
Median age (years)	42	31	52
Married couple	42	31	50
Single female	48	32	57
Single male	46	31	55
Unmarried couple	32	28	49
Other	55	43	58

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-15

HOUSEHOLD INCOME OF FIRST-TIME AND REPEAT BUYERS, 2012

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	*	*	*
\$25,000 to \$34,999	4	6	1
\$35,000 to \$44,999	4	4	3
\$45,000 to \$54,999	7	11	4
\$55,000 to \$64,999	9	13	5
\$65,000 to \$74,999	11	10	11
\$75,000 to \$84,999	9	12	6
\$85,000 to \$99,999	15	15	15
\$100,000 to \$124,999	17	13	20
\$125,000 to \$149,999	13	10	16
\$150,000 to \$174,999	4	1	6
\$175,000 to \$199,999	4	*	6
\$200,000 or more	6	5	7
Median income (2012)	\$93,700	\$80,000	\$106,300
Married couple	\$103,000	\$82,100	\$113,500
Single female	\$68,300	\$55,100	\$72,500
Single male	\$88,700	\$85,000	\$90,000
Unmarried couple	\$91,000	\$30,000	\$118,700
Other	\$40,000	\$30,000	\$45,000

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	3%	5%	3%
\$25,000 to \$34,999	6	8	5
\$35,000 to \$44,999	8	12	5
\$45,000 to \$54,999	8	11	7
\$55,000 to \$64,999	9	13	7
\$65,000 to \$74,999	9	10	8
\$75,000 to \$84,999	8	9	8
\$85,000 to \$99,999	11	12	11
\$100,000 to \$124,999	14	9	16
\$125,000 to \$149,999	8	5	9
\$150,000 to \$174,999	5	3	6
\$175,000 to \$199,999	3	1	4
\$200,000 or more	8	3	11
Median income (2012)	\$83,300	\$67,400	\$96,000
Married couple	\$95,200	\$75,105	\$106,700
Single female	\$52,200	\$46,600	\$58,600
Single male	\$66,500	\$60,800	\$75,100
Unmarried couple	\$82,100	\$74,400	\$96,000
Other	\$62,900	\$44,900	\$65,700

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-16

RACE/ETHNICITY OF FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	97%	96%	98%
Black/African-American	*	*	*
Asian/Pacific Islander	1	3	1
Hispanic/Latino	2	2	1
Other	1	1	1

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	86%	80%	90%
Hispanic/Latino	6	8	4
Asian/Pacific Islander	5	7	4
Black/African-American	4	6	2
Other	2	3	2

Note: Respondents were permitted to select as many races and ethnicities as they felt applicable. The percentage distribution may therefore sum to more than 100 percent.

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-17

PRIMARY LANGUAGE SPOKEN IN FIRST-TIME AND REPEAT BUYER HOUSEHOLDS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
English	100%	99%	100%
Other	0	1	*

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
English	91%	93%	97%
Other	9	7	3

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-18

NATIONAL ORIGIN OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Born in U.S.	95%	92%	97%
Not born in U.S.	5	8	3

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Born in U.S.	90%	87%	92%
Not born in U.S.	10	13	8

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-19

PRIOR LIVING ARRANGEMENT OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Rented an apartment or house	55%	81%	36%
Owned previous residence	34	1	59
Lived with parents, relatives or friends	10	18	4
Rented the home buyer ultimately purchased	1	*	1

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Rented an apartment or house	44%	76%	25%
Owned previous residence	44	4	69
Lived with parents, relatives or friends	11	20	6
Rented the home buyer ultimately purchased	1	1	1

Note: After selling their previous home, buyers may have rented a home or apartment before purchasing their next home. A first-time buyer could have acquired ownership of their previous home (as an inheritance or gift, for example) without having been the buyer of the home. Thus, a first-time buyer could have owned a home prior to their first home purchase.

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-20

PRIOR LIVING ARRANGEMENT, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution)

New Hampshire

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Rented an apartment or house	55%	50%	64%	68%	65%	33%	52%	58%
Owned previous residence	34	43	32	5	15	33	39	30
Lived with parents, relatives or friends	10	7	4	21	20	33	8	11
Rented the home buyer ultimately purchased	1	1	*	5	*	*	1	1

U.S.

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Rented an apartment or house	44%	41%	45%	50%	61%	36%	48%	42%
Owned previous residence	44	50	38	30	22	49	41	46
Lived with parents, relatives or friends	11	7	17	20	18	14	10	11
Rented the home buyer ultimately purchased	1	1	1	0	0	1	1	1

* Less than 1 percent

Note: After selling their previous home, buyers may have rented a home or apartment before purchasing their next home. A first-time buyer could have acquired ownership of their previous home (as an inheritance or gift, for example) without having been the buyer of the home. Thus, a first-time buyer could have owned a home prior to their first home purchase.

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-21

PRIMARY REASON FOR PURCHASING A HOME, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Desire to own a home	40%	66%	21%
Job-related relocation or move	9	3	13
Desire for larger home	12	4	19
Desire to be closer to family/friends/relatives	4	*	6
Change in family situation	9	10	8
Desire for a home in a better area	7	2	11
Retirement	0	*	1
Affordability of homes	5	10	2
Tax benefits	0	*	1
Desire to be closer to job/school/transit	3	1	4
Greater choice of homes on the market	0	*	1
Desire for smaller home	4	*	7
Desire for a newly built or custom-built home	1	*	1
Establish household	2	1	3
Financial security	1	2	1
Purchased home for family member or relative	0	*	1
Desire for vacation home/investment property	*	*	*
Other	2	2	3

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Desire to own a home of my own	30%	60%	12%
Desire for larger home	12	4	16
Job-related relocation or move	8	3	12
Change in family situation	7	7	7
Desire to be closer to family/friends/relatives	6	2	9
Desire for a home in a better area	6	2	9
Affordability of homes	6	8	4
Desire for smaller home	5	*	8
Retirement	5	1	7
Desire to be closer to job/school/transit	4	2	5
Establish household	3	5	1
Financial security	2	2	2
Desire for a newly built or custom-built home	1	1	2
Greater number of homes on the market for sale/better choic	1	1	1
Tax benefits	1	1	1
Desire for vacation home/investment property	*	*	1
Purchased home for family member or relative	*	*	1
Other	4	2	5

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-22

PRIMARY REASON FOR PURCHASING A HOME, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution)

New Hampshire

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Desire to own a home	40%	33%	50%	90%	51%	33%	34%	48%
Job-related relocation or move	9	12	*	5	2	*	13	5
Desire for larger home	12	17	*	*	9	33	18	9
Desire to be closer to family/friends/relatives	4	5	4	*	*	*	*	7
Change in family situation	9	5	21	5	13	*	9	7
Desire for a home in a better area	7	10	4	*	4	*	12	5
Retirement	0	1	*	*	*	*	1	*
Affordability of homes	5	4	7	*	13	*	4	7
Tax benefits	0	*	*	*	*	*	*	*
Desire to be closer to job/school/transit	3	3	*	*	4	*	2	3
Greater choice of homes on the market	0	*	*	*	*	33	*	1
Desire for smaller home	4	4	11	*	*	*	3	5
Desire for a newly built or custom-built home	1	1	*	*	*	*	*	1
Establish household	2	3	*	*	*	*	3	1
Financial security	1	2	*	*	*	*	1	1
Purchased home for family member or relative	0	*	4	*	*	*	*	1
Desire for vacation home/investment property	*	*	*	*	*	*	*	*
Other	2	1	*	*	4	*	1	2

U.S.

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Desire to own a home of my own	30%	23%	38%	41%	51%	35%	29%	30%
Desire for larger home	12	15	5	3	10	8	20	7
Job-related relocation or move	8	11	4	3	1	2	11	7
Change in family situation	7	6	9	9	7	21	9	6
Desire to be closer to family/friends/relatives	6	7	8	5	2	5	2	9
Desire for a home in a better area	6	7	3	4	4	4	7	6
Affordability of homes	6	5	8	8	7	11	4	7
Desire for smaller home	5	5	7	4	2	6	2	8
Retirement	5	5	4	5	1	2	1	7
Desire to be closer to job/school/transit	4	4	4	5	3	2	6	3
Establish household	3	3	1	2	3	2	3	2
Financial security	2	1	2	5	1	2	1	2
Desire for a newly built or custom-built home	1	1	1	*	1	*	1	1
Greater number of homes on the market for sale/better cl	1	1	1	1	1	*	1	1
Tax benefits	1	*	1	1	2	*	1	1
Desire for vacation home/investment property	*	*	*	1	2	1	*	1
Purchased home for family member or relative	*	1	*	*	*	1	*	*
Other	4	4	4	3	3	1	3	5

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-23

PRIMARY REASON FOR THE TIMING OF HOME PURCHASE, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
It was just the right time, the buyer was ready to buy a home	35%	35%	34%
It was the best time because of affordability of homes	16	15	16
Did not have much choice, had to purchase	11	9	12
It was the best time because of availability of homes for sale	4	2	5
It was the best time because of mortgage financing options available	27	35	20
Other	8	4	11
The buyer wished they had waited	1	1	1

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
It was just the right time for me, I was ready to buy a home	36%	42%	33%
It was the best time for me because of mortgage financing options available	19	23	17
It was the best time for me because of affordability of homes	15	18	14
I did not have much choice, I had to purchase when I did	15	9	18
It was the best time for me because of availability of homes for sale	7	5	8
Other	7	3	9
I wish I had waited	1	1	1

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-24

OTHER HOMES OWNED, BY AGE

(Percentage Distribution)

New Hampshire

	All Buyers	AGE OF HOME BUYER			
		18 to 24	25 to 44	45 to 64	65 or older
Recently purchased home only	85%	100%	85%	85%	75%
One or more vacation homes	2	*	1	1	25
One or more investment properties	9	*	11	8	*
Primary residence	1	*	1	2	*
Previous homes that buyer is trying to sell	1	*	1	1	*
Other	1	*	*	2	*

U.S.

	All Buyers	AGE OF HOME BUYER			
		18 to 24	25 to 44	45 to 64	65 or older
Recently purchased home only	81%	96%	86%	74%	75%
One or more investment properties	9	1	9	11	8
Previous homes that buyer is trying to sell	4	*	3	5	7
Primary residence	2	3	1	2	2
One or more vacation homes	3	*	1	6	5
Other	2	*	1	2	3

* Less than 1 percent