

## HOME SELLERS AND THEIR SELLING EXPERIENCE

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## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-1

### AGE OF HOME SELLERS, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
<b>18 to 34 years</b>	18%	14%	13%	18%	13%	10%
<b>35 to 44 years</b>	29	20	23	20	21	18
<b>45 to 54 years</b>	25	19	17	18	19	22
<b>55 to 64 years</b>	17	22	23	24	22	20
<b>65 to 74 years</b>	10	18	19	16	17	20
<b>75 years or older</b>	1	7	5	4	8	10
<b>Median age (years)</b>	45	53	52	51	52	54

\* Less than 1 percent

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-2

### HOUSEHOLD INCOME OF HOME SELLERS, 2012

(Percentage Distribution)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
Less than \$25,000	*	3%	2%	3%	3%	4%
\$25,000 to \$34,999	1	4	3	4	4	5
\$35,000 to \$44,999	1	5	5	4	5	5
\$45,000 to \$54,999	1	6	6	5	6	6
\$55,000 to \$64,999	6	7	6	12	5	7
\$65,000 to \$74,999	9	8	9	10	9	5
\$75,000 to \$84,999	5	8	8	8	6	11
\$85,000 to \$99,999	14	11	12	11	10	12
\$100,000 to \$124,999	23	16	15	19	16	14
\$125,000 to \$149,999	17	10	11	9	9	11
\$150,000 to \$174,999	9	6	5	6	6	8
\$175,000 to \$199,999	6	4	3	3	6	3
\$200,000 or more	8	12	15	6	15	10
<b>Median income (2012)</b>	\$113,000	\$97,500	\$98,200	\$91,000	\$103,700	\$95,000

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-3

### ADULT COMPOSITION OF HOME SELLER HOUSEHOLDS

(Percentage Distribution)

#### New Hampshire

	2013
Married couple	80%
Single female	5
Single male	2
Unmarried couple	11
Other	1

\* Less than 1 percent

#### U.S.

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Married couple	74%	71%	72%	75%	74%	75%	75%	77%	76%	77%
Single female	15	17	17	15	15	14	16	16	14	14
Single male	5	6	6	6	7	6	6	6	5	5
Unmarried couple	5	3	4	3	3	4	3	3	4	4
Other	1	1	1	1	1	1	1	1	1	1

# HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-4

## NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOME SELLER HOUSEHOLD

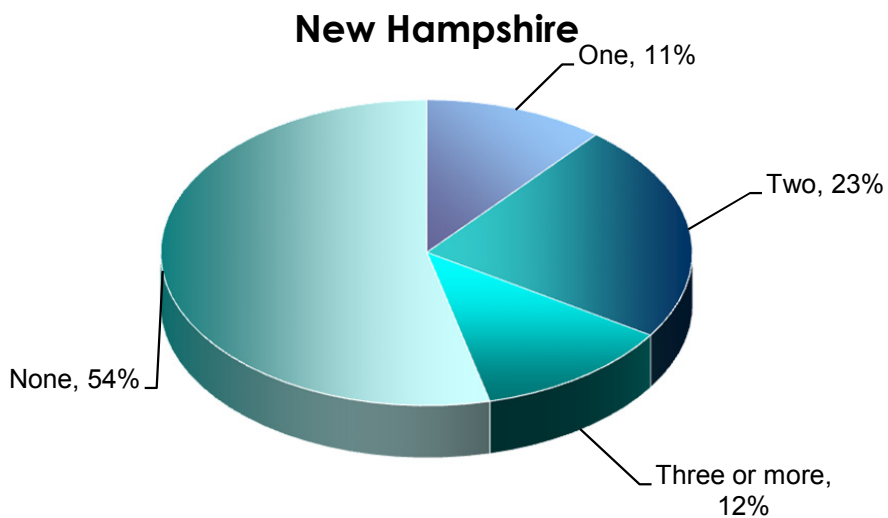
(Percentage Distribution of Home Seller Households)

### New Hampshire

One	11%
Two	23%
Three or more	12%
None	54%

### NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOME SELLER HOUSEHOLD

(Percentage Distribution)

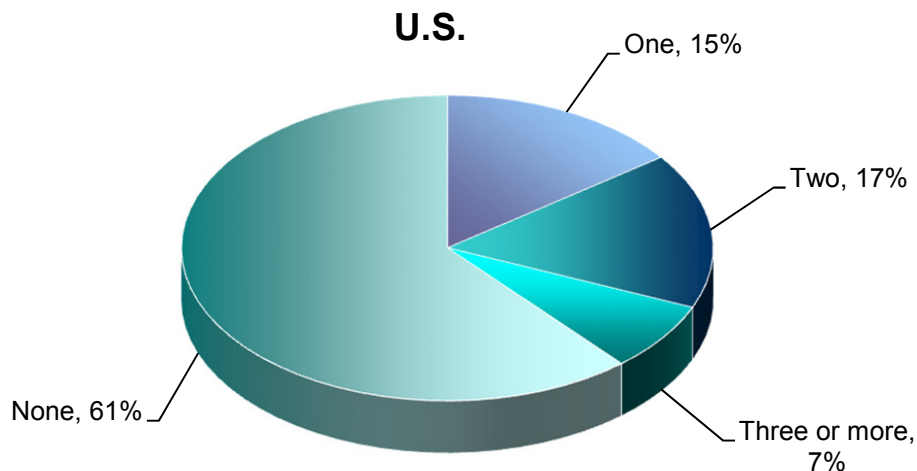


### U.S.

One	15%
Two	17%
Three or more	7%
None	61%

### NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOME SELLER HOUSEHOLD

(Percentage Distribution)



## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-5

### RACE/ETHNICITY OF HOME SELLERS, BY REGION

(Percent of Respondents)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
<b>White/Caucasian</b>	98%	92%	93%	97%	92%	88%
<b>Asian/Pacific Islander</b>	1	3	2	1	2	7
<b>Hispanic/Latino</b>	*	3	3	1	4	5
<b>Black/African-American</b>	*	1	2	1	1	2
<b>Other</b>	1	1	1	1	2	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.*

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-6

### PRIMARY LANGUAGE SPOKEN IN HOME SELLER HOUSEHOLD, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
English	100%	98%	98%	99%	98%	97%
Other	*	2	3	1	3	3

# HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-7

## HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)

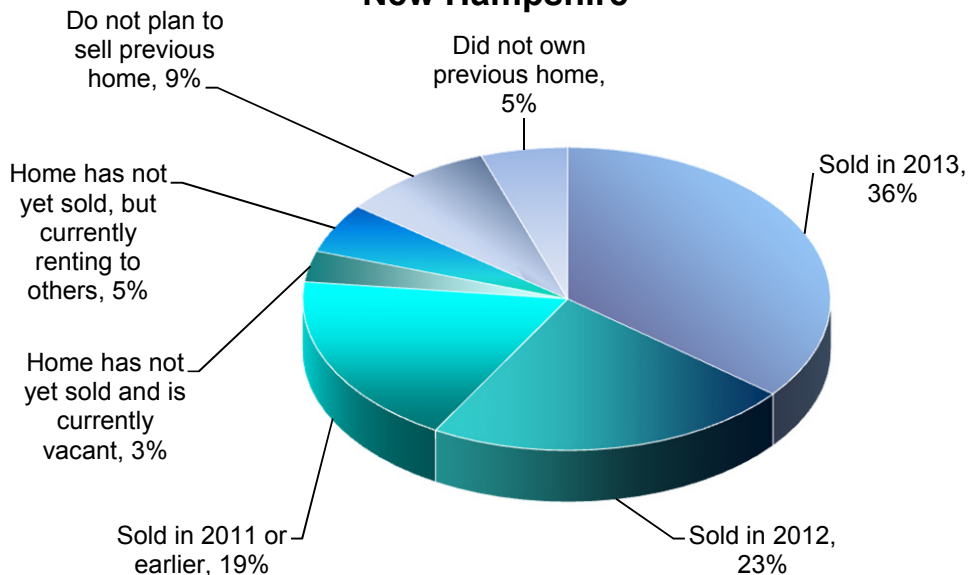
### New Hampshire

Sold in 2013	36%
Sold in 2012	23%
Sold in 2011 or earlier	19%
Home has not yet sold and is currently vacant	3%
Home has not yet sold, but currently renting to others	5%
Do not plan to sell previous home	9%
Did not own previous home	5%

### HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)

#### New Hampshire



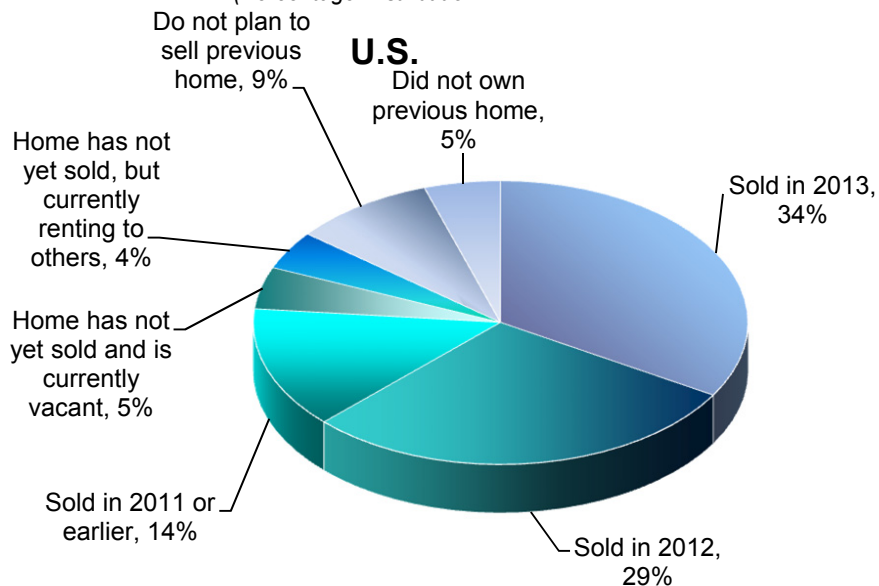
### U.S.

Sold in 2013	34%
Sold in 2012	29%
Sold in 2011 or earlier	14%
Home has not yet sold and is currently vacant	5%
Home has not yet sold, but currently renting to others	4%
Do not plan to sell previous home	9%
Did not own previous home	5%

### HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)

#### U.S.





# HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-8

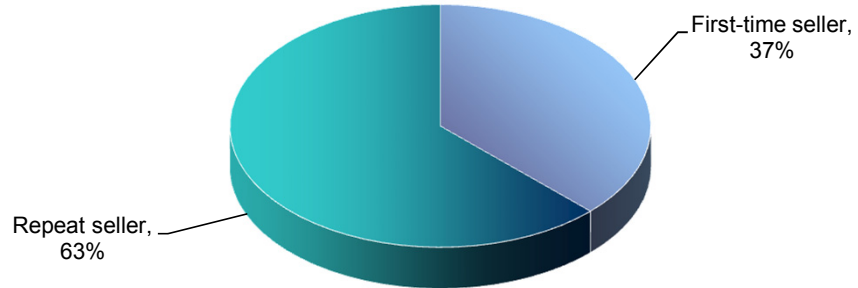
## FIRST-TIME OR REPEAT SELLER

(Percentage Distribution)

### New Hampshire

<b>First-time seller</b>	37%
<b>Repeat seller</b>	63%

**FIRST-TIME OR REPEAT SELLER**  
(Percentage Distribution)

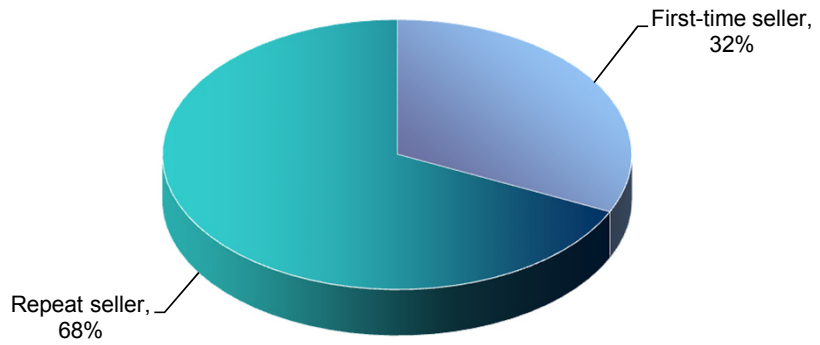


### U.S.

<b>First-time seller</b>	32%
<b>Repeat seller</b>	68%

**FIRST-TIME OR REPEAT SELLER**  
(Percentage Distribution)

### U.S.



## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-9

### **HOMES SOLD AND FOR SALE, BY REGION**

*(Percentage Distribution)*

#### **U.S.**

	<b>Homes Sold</b>	<b>Home has not yet sold and is currently vacant</b>	<b>Home has not yet sold, but currently renting to others</b>
<b>Northeast</b>	15%	11%	14%
<b>Midwest</b>	24	28	25
<b>South</b>	38	39	38
<b>West</b>	23	23	23

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-10

### LOCATION OF HOME SOLD

(Percentage Distribution)

#### New Hampshire

	Homes Sold	Home has not yet sold and is currently vacant	Home has not yet sold, but currently renting to others
<b>Suburb/Subdivision</b>	31%	*	33%
<b>Small town</b>	42	50	33
<b>Urban area/Central city</b>	12	*	*
<b>Rural area</b>	13	50	33
<b>Resort/Recreation area</b>	2	*	*

\* Less than 1 percent

#### U.S.

	Homes Sold	Home has not yet sold and is currently vacant	Home has not yet sold, but currently renting to others
<b>Suburb/Subdivision</b>	52%	46%	50%
<b>Small town</b>	17	19	19
<b>Urban area/Central city</b>	15	17	13
<b>Rural area</b>	14	13	14
<b>Resort/Recreation area</b>	3	5	4

# HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-11

## PROXIMITY OF HOME SOLD TO HOME PURCHASED

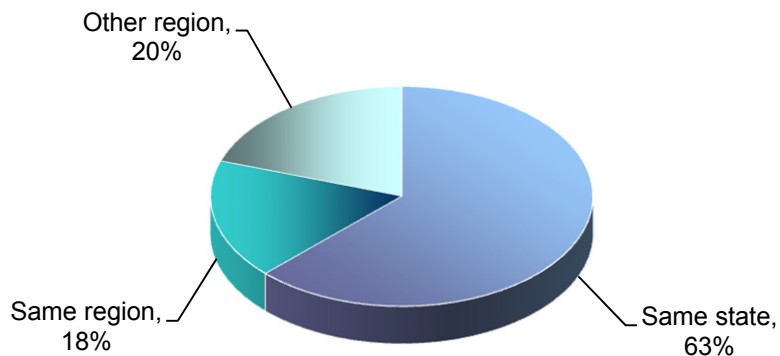
(Percentage Distribution)

### New Hampshire

Same state	63%
Same region	18%
Other region	20%

### PROXIMITY OF HOME SOLD TO HOME PURCHASED

(Percentage Distribution of Households)

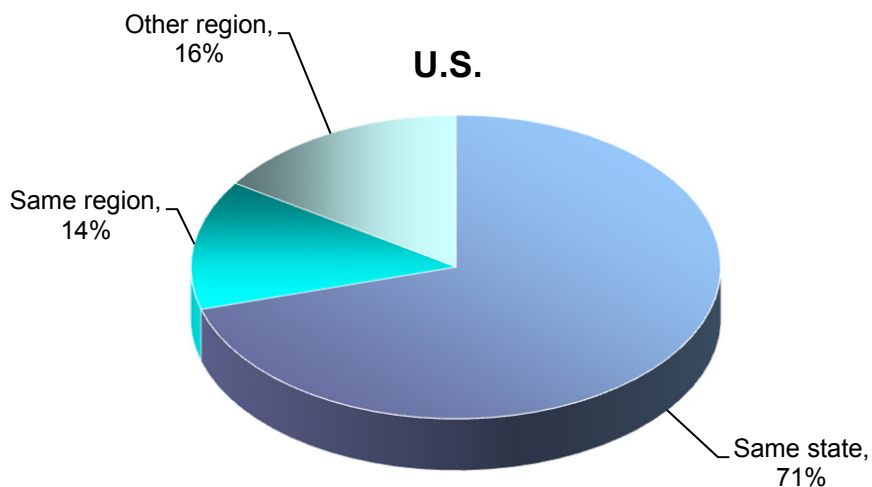


### U.S.

Same state	71%
Same region	14%
Other region	16%

### PROXIMITY OF HOME SOLD TO HOME PURCHASED

(Percentage Distribution of Households)



# HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-12

## TYPE OF HOME SOLD, BY LOCATION

(Percentage Distribution)

### New Hampshire

	SELLERS WHO SOLD A HOME IN A					
	All Sellers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
<b>Detached single-family home</b>	84%	89%	79%	82%	92%	50%
<b>Townhouse/row house</b>	9	11	11	9	*	*
<b>Apartment/condo in a building with 5 or more units</b>	2	*	3	9	*	*
<b>Duplex/apartment/condo in 2 to 4 unit building</b>	2	*	5	*	*	*
<b>Other</b>	3	*	3	*	8	50

### U.S.

	SELLERS WHO SOLD A HOME IN A					
	All Sellers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
<b>Detached single-family home</b>	81%	85%	83%	68%	84%	60%
<b>Townhouse/row house</b>	7	8	6	9	1	6
<b>Apartment/condo in a building with 5 or more units</b>	5	5	3	11		6
<b>Duplex/apartment/condo in 2 to 4 unit building</b>	2	2	2	6	0	7
<b>Other</b>	5	1	5	5	15	21

\* Less than 1 percent

# HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-13

## SIZE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD

(Percentage Distribution)

### New Hampshire

SIZE OF HOME SOLD	SIZE OF HOME PURCHASED					
	1,000 sq ft or less	1,001 sq ft to 1,500 sq ft	1,501 sq ft to 2,000 sq ft	2,001 sq ft to 2,500 sq ft	2,501 sq ft to 3,000 sq ft	More than 3,000 sq ft
1,000 sq ft or less	*	*	1%	*	*	*
1,001 to 1,500 sq ft	*	1	1	4	3	4
1,501 to 2,000 sq ft	*	1	7	9	4	7
2,001 to 2,500 sq ft	*	*	4	8	6	3
2,501 to 3,000 sq ft	*	1	2	4	3	8
More than 3,000 sq ft	*	1	1	4	2	8

### U.S.

SIZE OF HOME SOLD	SIZE OF HOME PURCHASED					
	1,000 sq ft or less	1,001 sq ft to 1,500 sq ft	1,501 sq ft to 2,000 sq ft	2,001 sq ft to 2,500 sq ft	2,501 sq ft to 3,000 sq ft	More than 3,000 sq ft
1,000 sq ft or less	*	*	*	*	*	*
1,001 to 1,500 sq ft	*	2	4	4	3	1
1,501 to 2,000 sq ft	*	2	6	6	6	4
2,001 to 2,500 sq ft	*	2	6	7	5	6
2,501 to 3,000 sq ft	*	*	3	4	3	6
More than 3,000 sq ft	*	1	3	5	4	9

45%

Trading Up

27%

Remaining at the same size range

29%

Trading Down

\* Less than 1 percent

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-14

### SIZE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD, BY AGE OF SELLER

(Median Square Feet)

#### New Hampshire

	Size of home sold	Size of home purchased	Difference
18 to 34 years	1,700	2,300	600
35 to 44 years	1,700	2,400	700
45 to 54 years	2,300	2,100	-200
55 to 64 years	2,300	2,400	100
65 to 74 years	2,000	2,200	200
75 years or older	1,600	1,700	100

#### U.S.

	Size of home sold	Size of home purchased	Difference
18 to 34 years	1,500	2,400	900
35 to 44 years	1,850	2,600	750
45 to 54 years	2,080	2,200	120
55 to 64 years	2,050	2,000	-50
65 to 74 years	2,200	1,900	-300
75 years or older	1,980	1,750	-230

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-15

### NUMBER OF BEDROOMS AND BATHROOMS BY ADULT COMPOSITION OF HOUSEHOLD AND CHILDREN IN HOUSEHOLD (Percentage Distribution)

#### New Hampshire

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Sellers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
One bedroom	2%	3%	*	*	*	*	*	4%
Two bedrooms	17	15	*	50	20	100	12	21
Three bedrooms or more	81	82	100	50	80	*	88	75
Median number of bedrooms	3	3	4	3	3	2	*	*
One full bathroom	40	43	20	*	30	100	43	35
Two full bathrooms	47	47	60	50	50	*	43	52
Three full bathrooms or more	13	11	20	50	20	*	14	13
Median number of full bathrooms	2	2	2	2	2	1	*	*

#### U.S.

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Sellers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
One bedroom	1%	1%	1%	1%	6%	*	1%	1%
Two bedrooms	13	11	23	17	17	10	8	16
Three bedrooms or more	86	88	76	82	77	90	91	83
Median number of bedrooms	3	3	3	3	3	3	3	3
One full bathroom	17	16	18	24	16	23	17	16
Two full bathrooms	57	56	61	52	64	61	56	57
Three full bathrooms or more	27	29	21	24	20	16	27	27
Median number of full bathrooms	2	2	2	2	2	2	2	2

\* Less than 1 percent



# HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-16

## AGE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD

(Median Square Feet)

### New Hampshire

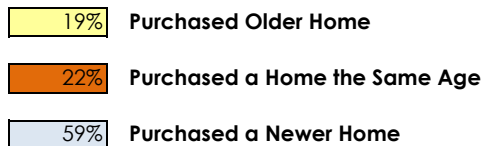
Year home sold was built	YEAR PURCHASED HOME WAS BUILT							
	2012	2009 through 2011	2006 through 2008	2001 through 2005	1986 through 2000	1959 through 1985	1912 through 1960	1911 or older
	2012	*	*	*	*	*	*	*
2009 through 2011	*	*	*	*	*	*	*	*
2006 through 2008	*	*	*	*	*	*	*	*
2001 through 2005	1	1	1	1	1	1	1	1
1986 through 2000	1	1	1	1	1	1	1	1
1959 through 1985	4	4	4	4	4	4	4	4
1912 through 1960	*	*	*	*	*	*	*	*
1911 or older	*	*	*	*	*	*	*	*

\* Less than 1 percent

### U.S.

Year home sold was built	YEAR PURCHASED HOME WAS BUILT							
	2012	2009 through 2011	2006 through 2008	2001 through 2005	1986 through 2000	1959 through 1985	1912 through 1960	1911 or older
	2012	*	*	*	*	*	*	*
2009 through 2011	1	*	*	*	1	*	*	*
2006 through 2008	3	*	1	1	1	1	*	*
2001 through 2005	4	1	2	2	4	2	1	*
1986 through 2000	5	1	3	5	8	5	2	*
1959 through 1985	4	1	2	4	6	7	2	0
1912 through 1960	2	*	1	2	4	4	3	1
1911 or older	*	*	*	*	*	1	1	*

\* Less than 1 percent



# HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-17

## PRICE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD

(Percentage Distribution)

### New Hampshire

PRICE OF HOME SOLD	PRICE OF HOME PURCHASED									
	Less than \$100,000	\$100,000 to \$149,999	\$150,000 to \$199,999	\$200,000 to \$249,999	\$250,000 to \$299,999	\$300,000 to \$349,999	\$350,000 to \$399,999	\$400,000 to \$499,999	\$500,000 or more	
	Less than \$100,000	*	*	2	1	*	1	*	1	*
\$100,000 to \$149,999	*	*	4	1	1	*	1	1	*	
\$150,000 to \$199,999	*	1	4	4	8	1	*	2	*	
\$200,000 to \$249,999	*	*	1	11	9	6	2	1	*	
\$250,000 to \$299,999	*	1	4	*	1	1	2	2	1	
\$300,000 to \$349,999	*	*	*	1	1	4	1	*	1	
\$350,000 to \$399,999	*	*	*	1	*	*	1	2	1	
\$400,000 to \$499,999	*	1	*	*	1	1	1	*	1	
\$500,000 or more	*	*	*	*	1	*	*	*	2	

### U.S.

PRICE OF HOME SOLD	PRICE OF HOME PURCHASED									
	Less than \$100,000	\$100,000 to \$149,999	\$150,000 to \$199,999	\$200,000 to \$249,999	\$250,000 to \$299,999	\$300,000 to \$349,999	\$350,000 to \$399,999	\$400,000 to \$499,999	\$500,000 or more	
	Less than \$100,000	2%	3%	2%	1%	*	*	*	*	*
\$100,000 to \$149,999	1	3	5	4	2	1	*	*	*	
\$150,000 to \$199,999	1	2	4	5	3	1	1	*	*	
\$200,000 to \$249,999	1	1	2	3	2	2	1	1	1	
\$250,000 to \$299,999	*	*	1	2	2	1	1	2	1	
\$300,000 to \$349,999	*	*	1	1	*	1	1	1	1	
\$350,000 to \$399,999	*	*	*	1	1	1	*	1	1	
\$400,000 to \$499,999	*	*	1	1	1	1	1	1	2	
\$500,000 or more	*	*	*	*	*	*	1	1	2	6

\* Less than 1 percent

48%	Trading Up
23%	Remaining at the same price range
28%	Trading Down

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-18

### PRICE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD, BY AGE OF SELLER

(Median)

#### New Hampshire

	Price of home sold	Price of home purchased	Difference
18 to 34 years	\$179,900	\$317,500	\$137,600
35 to 44 years	\$224,900	\$289,950	\$65,050
45 to 54 years	\$230,000	\$240,000	\$10,000
55 to 64 years	\$262,000	\$280,000	\$18,000
65 to 74 years	\$235,000	\$283,000	\$48,000
75 years or older	\$283,000	\$380,000	\$97,000

#### U.S.

	Price of home sold	Price of home purchased	Difference
18 to 34 years	\$152,700	\$251,200	\$98,500
35 to 44 years	\$220,000	\$290,000	\$70,000
45 to 54 years	\$258,000	\$280,000	\$22,000
55 to 64 years	\$224,900	\$220,000	-\$4,900
65 to 74 years	\$263,500	\$225,000	-\$38,500
75 years or older	\$242,400	\$221,300	-\$21,100

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-19

### PRIMARY REASON FOR SELLING PREVIOUS HOME, BY MILES MOVED

(Percentage Distribution)

#### New Hampshire

	All Sellers	AGE OF HOME SELLER					
		10 miles or less	11 to 20 miles	21 to 50 miles	51 to 100 miles	101 to 500 miles	501 miles or more
Job relocation	23%	*	6%	*	33%	70%	67%
Home is too small	17	29	19	25	17	*	*
Change in family situation (e.g., marriage, birth of a child, divorce)	14	21	25	13	*	10	*
Want to move closer to friends or family	10	*	6	*	17	10	33
Neighborhood has become less desirable	18	24	31	25	*	10	*
Home is too large	3	6	6	*	*	*	*
Moving due to retirement	*	N/App	*	*	*	*	*
Want to move closer to current job	4	*	*	25	33	*	*
Upkeep of home is too difficult due to health or financial limitations	2	3	*	13	*	*	*
Can not afford the mortgage and other expenses of owning home	2	3	*	*	*	*	*
Other	8	15	6	*	*	*	*

#### U.S.

	All Sellers	MILES MOVED					
		10 miles or less	11 to 20 miles	21 to 50 miles	51 to 100 miles	101 to 500 miles	501 miles or more
Home is too small	19%	35%	19%	13%	3%	*	1%
Job relocation	15	4	3	2	21	39	39
Want to move closer to friends or family	13	3	6	16	20	26	27
Neighborhood has become less desirable	10	12	20	16	9	6	2
Home is too large	10	15	15	10	5	3	3
Change in family situation (e.g., marriage, birth of a child, divorce)	8	11	9	8	8	2	4
Moving due to retirement	6	2	1	6	6	10	16
Want to move closer to current job	5	1	10	15	21	3	2
Upkeep of home is too difficult due to health or financial limitations	4	7	3	4	1	2	1
Can not afford the mortgage and other expenses of owning home	3	2	6	4	3	4	2
To avoid possible foreclosure	*	1	1	*	*	1	
Other	7	9	8	7	3	3	4

\* Less than 1 percent

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-20

### PRIMARY REASON FOR SELLING PREVIOUS HOME, BY FIRST-TIME AND REPEAT SELLERS

(Percentage Distribution)

#### New Hampshire

	All Sellers	First-time Seller	Repeat Seller
Home is too small	17%	32%	9%
Job relocation	23	21	25
Want to move closer to friends or family	10	6	11
Neighborhood has become less desirable	18	24	16
Home is too large	3	*	5
Change in family situation (e.g., marriage, birth of a child, divorce)	14	9	18
Moving due to retirement	*	*	*
Want to move closer to current job	4	3	5
Upkeep of home is too difficult due to health or financial limitations	2	*	4
Can not afford the mortgage and other expenses of owning home	2	3	*
To avoid possible foreclosure	*	*	*
Other	8	3	9

#### U.S.

	All Sellers	First-time Seller	Repeat Seller
Home is too small	19%	34%	11%
Job relocation	15	13	16
Want to move closer to friends or family	13	9	15
Neighborhood has become less desirable	10	12	9
Home is too large	10	3	13
Change in family situation (e.g., marriage, birth of a child, divorce)	8	9	8
Moving due to retirement	6	3	8
Want to move closer to current job	5	4	5
Upkeep of home is too difficult due to health or financial limitations	4	3	5
Can not afford the mortgage and other expenses of owning home	3	3	3
To avoid possible foreclosure	*	1	0
Other	7	6	7

\* Less than 1 percent

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-21

### **SELLER WANTED TO SELL EARLIER BUT WAITED OR STALLED BECAUSE HOME WAS WORTH LESS THAN MORTGAGE, BY FIRST-TIME AND REPEAT SELLERS**

*(Percentage Distribution)*

#### **New Hampshire**

	All Sellers	First-time Seller	Repeat Seller
<b>Yes, and lived in home</b>	11%	18%	7%
<b>Yes, but rented home to others and lived elsewhere</b>	1	*	2
<b>No, sold home when I wanted to sell</b>	88	82	91

#### **U.S.**

	All Sellers	First-time Seller	Repeat Seller
<b>Yes, and lived in home</b>	12%	16%	11%
<b>Yes, but rented home to others and lived elsewhere</b>	1	1	1
<b>No, sold home when I wanted to sell</b>	87	83	89

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-22

### SELLER WANTED TO SELL EARLIER BUT WAITED OR STALLED BECAUSE HOME WAS WORTH LESS THAN MORTGAGE, BY TENURE IN HOME

(Percentage Distribution)

#### New Hampshire

	All Sellers	1 year or less	2 to 3 years	4 to 5 years	6 to 7 years	8 to 10 years	11 to 15 years	16 to 20 years	21 years or more
<b>Yes, and lived in home</b>	11%	67%	*	8%	13%	11%	13%	13%	*
<b>Yes, but rented home to others and lived elsewhere</b>	1	33	*	*	*	*	*	*	*
<b>No, sold home when I wanted to sell</b>	88	*	100	92	87	90	87	88	100

#### U.S.

	All Sellers	1 year or less	2 to 3 years	4 to 5 years	6 to 7 years	8 to 10 years	11 to 15 years	16 to 20 years	21 years or more
<b>Yes, and lived in home</b>	12%	8%	3%	11%	19%	20%	11%	7%	7%
<b>Yes, but rented home to others and lived elsewhere</b>	1	*	2	1	1	1	*	1	1
<b>No, sold home when I wanted to sell</b>	87	92	95	88	80	79	89	92	92

\* Less than 1 percent

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-23

### TENURE IN PREVIOUS HOME

(Percentage Distribution)

#### New Hampshire

All Types	
1 year or less	3%
2 to 3 years	8
4 to 5 years	14
6 to 7 years	17
8 to 10 years	21
11 to 15 years	18
16 to 20 years	9
21 years or more	11
<b>Median</b>	<b>8</b>

#### U.S.

	All Types	Cabin/ cottage	Duplex/ apartment/ condo in 2-4 unit structure	Apartment/ condo in building with 5 or more units	Townhouse/ row house	Detached single- family home	Mobile/ manufactured home	Other
1 year or less	3%	19%	*	8%	1%	3%	4%	17%
2 to 3 years	9	*	13	9	13	9	17	
4 to 5 years	13	6	25	21	13	12	12	18
6 to 7 years	15	25	15	17	22	14	17	7
8 to 10 years	18	19	6	17	20	19	14	5
11 to 15 years	19	6	15	23	18	20	7	28
16 to 20 years	9	6	8	4	5	9	20	12
21 years or more	14	19	18	2	8	15	11	13
<b>Median</b>	<b>9</b>	<b>8</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>8</b>	<b>11</b>

\* Less than 1 percent



## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-24

### TENURE IN PREVIOUS HOME, BY AGE OF SELLER

(Percentage Distribution)

#### New Hampshire

All Sellers	
1 year or less	3%
2 to 3 years	8
4 to 5 years	14
6 to 7 years	17
8 to 10 years	21
11 to 15 years	18
16 to 20 years	9
21 years or more	11
<b>Median</b>	<b>8</b>

#### U.S.

	All Sellers	AGE OF HOME SELLER					
		18 to 34 years	35 to 44 years	45 to 54 years	55 to 64 years	65 to 74 years	75 years or older
1 year or less	3%	2%	2%	4%	3%	2%	2%
2 to 3 years	9	19	10	8	8	6	5
4 to 5 years	13	32	13	10	10	11	5
6 to 7 years	15	28	16	12	14	10	11
8 to 10 years	18	17	31	18	12	15	9
11 to 15 years	19	2	23	27	19	20	20
16 to 20 years	9	N/A	5	14	12	10	10
21 years or more	14	N/A	1	7	22	26	39
<b>Median</b>	<b>9</b>	<b>5</b>	<b>8</b>	<b>10</b>	<b>11</b>	<b>11</b>	<b>15</b>

N/A- Not Available

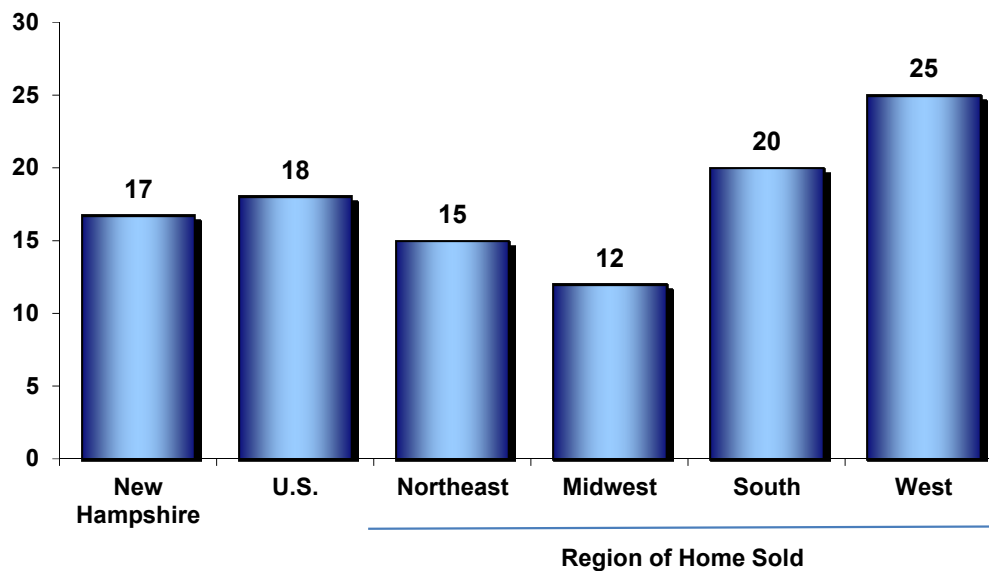
# HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-25

## DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION (Median Miles)

2013	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE:			
			Northeast	Midwest	South	West
	17	18	15	12	20	25

## DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION (Median Miles)



# HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-26

## DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY AGE

(Percentage Distribution)

### New Hampshire

	AGE OF HOME SELLER						
	All Sellers	18 to 34 years	35 to 44 years	45 to 54 years	55 to 64 years	65 to 74 years	75 years or older
5 miles or less	19%	*	25%	32%	13%	11%	100%
6 to 10 miles	19	38	13	14	27	11	*
11 to 15 miles	11	25	13	9	7	*	*
16 to 20 miles	7	6	4	5	7	22	*
21 to 50 miles	9	19	8	5	*	11	*
51 to 100 miles	7	*	13	5	*	11	*
101 to 500 miles	11	6	13	9	13	22	*
501 to 1,000 miles	4	6	13	*	*	*	*
1,001 miles or more	13	*	*	23	33	11	*
<b>Median (miles)</b>	<b>17</b>	<b>13</b>	<b>16</b>	<b>13</b>	<b>18</b>	<b>36</b>	<b>3</b>

### U.S.

	AGE OF HOME SELLER						
	All Sellers	18 to 34 years	35 to 44 years	45 to 54 years	55 to 64 years	65 to 74 years	75 years or older
5 miles or less	27%	27%	35%	28%	24%	18%	25%
6 to 10 miles	16	25	17	15	13	12	12
11 to 15 miles	7	7	8	8	6	7	6
16 to 20 miles	5	8	6	4	6	4	1
21 to 50 miles	11	13	8	10	11	12	10
51 to 100 miles	5	3	4	8	3	6	4
101 to 500 miles	11	7	9	8	14	11	17
501 to 1,000 miles	8	6	6	6	10	10	8
1,001 miles or more	12	5	8	13	13	19	17
<b>Median (miles)</b>	<b>18</b>	<b>10</b>	<b>10</b>	<b>15</b>	<b>26</b>	<b>40</b>	<b>30</b>

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-27

### METHOD USED TO SELL HOME, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE:			
			Northeast	Midwest	South	West
<b>Sold home using an agent or broker</b>	96%	88%	89%	84%	88%	92%
<b>Seller used agent/broker only</b>	96	86	87	81	85	91
<b>Seller first tried to sell it themselves, but then used an agent</b>	*	2	2	3	3	1
<b>For-sale-by-owner (FSBO)</b>	3	9	9	13	9	5
<b>Seller sold home without using a real estate agent or broker</b>	3	8	8	11	8	5
<b>First listed with an agent, but then sold home themselves</b>	*	1	1	2	1	1
<b>Sold home to a homebuying company</b>	*	1	1	2	0	*
<b>Other</b>	1	2	1	2	2	2

\* Less than 1 percent

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-28

### METHOD USED TO SELL HOME, BY SELLER URGENCY

(Percentage Distribution)

#### New Hampshire

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
<b>Sold home using an agent or broker</b>	96%	87%	94%	98%
<b>Seller used agent/broker only</b>	96	83	94	98
<b>Seller first tried to sell it themselves, but then used an agent</b>	*	4	*	*
<b>For-sale-by-owner (FSBO)</b>	3	4	7	2
<b>Seller sold home without using a real estate agent or broker</b>	3	4	7	2
<b>First listed with an agent, but then sold home themselves</b>	*	*	*	*
<b>Sold home to a homebuying company</b>	*	*	*	*
<b>Other</b>	1	9	*	*

#### U.S.

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
<b>Sold home using an agent or broker</b>	88%	91%	91%	85%
<b>Seller used agent/broker only</b>	86	87	89	83
<b>Seller first tried to sell it themselves, but then used an agent</b>	2	4	3	2
<b>For-sale-by-owner (FSBO)</b>	9	5	7	12
<b>Seller sold home without using a real estate agent or broker</b>	8	5	6	11
<b>First listed with an agent, but then sold home themselves</b>	1	1	1	2
<b>Sold home to a homebuying company</b>	1	2	*	1
<b>Other</b>	2	2	1	3

\* Less than 1 percent

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-29

### METHOD OF SALE, BY BUYER AND SELLER RELATIONSHIP

(Percentage Distribution)

#### New Hampshire

Buyer and Seller Relationship	Seller Knew Buyer	Seller did not Know Buyer
<b>All sellers</b>	2%	98%
<b>Sold home using an agent or broker</b>	1	99
Seller used agent/broker only	1	99
Seller first tried to sell it themselves, but then used an agent	*	*
<b>For-sale-by-owner (FSBO)</b>	33	67
Sold home without using a real estate agent or broker	33	67
First listed with an agent, but then sold home themselves	*	*
<b>Other</b>	*	100

\* Less than 1 percent

#### U.S.

Buyer and Seller Relationship	Seller Knew Buyer	Seller did not Know Buyer
<b>All sellers</b>	7%	93%
<b>Sold home using an agent or broker</b>	3	97
Seller used agent/broker only	3	98
Seller first tried to sell it themselves, but then used an agent	12	88
<b>For-sale-by-owner (FSBO)</b>	40	60
Sold home without using a real estate agent or broker	42	59
First listed with an agent, but then sold home themselves	31	69
<b>Other</b>	30	70

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-30

### METHOD USED TO SELL HOME, 2001-2013

(Percentage Distribution)

#### New Hampshire

	2013
Sold home using an agent or broker	96%
For-sale-by-owner (FSBO)	3
Sold it to a home buying company	*
Other	1

#### U.S.

	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
Sold home using an agent or broker	79%	83%	82%	85%	84%	85%	84%	85%	88%	87%	88%	88%
For-sale-by-owner (FSBO)	13	14	14	13	12	12	13	11	9	9	9	9
Sold to home buying company	1	1	1	1	1	1	1	1	1	1	1	1
Other	7	3	3	2	3	2	2	3	3	3	2	2

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-31

### SALES PRICE COMPARED WITH LISTING PRICE, BY REGION

(Percentage Distribution of Sales Price as a Percent of List Price)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
Less than 90%	16%	13%	17%	15%	13%	8%
90% to 94%	20	18	20	23	18	14
95% to 99%	40	37	38	39	41	29
100%	16	21	19	17	22	23
101% to 110%	8	8	5	5	5	20
More than 110%	*	2	1	1	1	6
<b>Median (sales price as a percent of listing price)</b>	96%	97%	96%	96%	97%	99%



## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-32

### SALES PRICE COMPARED WITH LISTING PRICE, BY SELLER URGENCY

(Percentage Distribution of Sales Price as a Percent of Listing Price)

#### New Hampshire

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Less than 90%	16%	33%	13%	14%
90% to 94%	20	25	23	14
95% to 99%	40	33	33	50
100%	16	8	18	17
101% to 110%	8	*	13	6
More than 110%	*	*	*	*
<b>Median (sales price as a percent of listing price)</b>	<b>96%</b>	<b>94%</b>	<b>96%</b>	<b>96%</b>

\* Less than 1 percent

#### U.S.

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Less than 90%	13%	16%	16%	10%
90% to 94%	18	14	22	17
95% to 99%	37	30	38	40
100%	21	28	14	24
101% to 110%	8	9	9	8
More than 110%	2	4	1	2
<b>Median (sales price as a percent of listing price)</b>	<b>97%</b>	<b>98%</b>	<b>96%</b>	<b>97%</b>

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-33

### NUMBER OF WEEKS RECENTLY SOLD HOME WAS ON THE MARKET, BY REGION

(Percentage Distribution)

	SELLERS WHO SOLD A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
Less than 1 week	4%	8%	8%	8%	7%	9%
1 to 2 weeks	24	30	27	26	29	41
3 to 4 weeks	10	11	9	11	10	12
5 to 6 weeks	9	6	7	6	6	7
7 to 8 weeks	4	5	3	6	6	4
9 to 10 weeks	3	4	4	6	4	2
11 to 12 weeks	9	6	7	8	6	5
13 to 16 weeks	4	5	6	4	5	3
17 to 24 weeks	7	7	8	8	7	6
25 to 36 weeks	7	7	8	7	7	4
37 to 52 weeks	8	5	7	4	6	4
53 or more weeks	10	6	7	7	6	3
<b>Median weeks</b>	<b>8</b>	<b>5</b>	<b>6</b>	<b>6</b>	<b>6</b>	<b>3</b>

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-34

### SALES PRICE COMPARED WITH LISTING PRICE, BY NUMBER OF WEEKS HOME WAS ON THE MARKET

(Percentage Distribution of Sales Price as a Percent of Listing Price)

#### New Hampshire

	SELLERS WHOSE HOME WAS ON THE MARKET FOR						
	All Sellers	Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
Less than 90%	16%	*	*	*	9%	27%	32%
90% to 94%	20	25	10	33	27	7	25
95% to 99%	40	*	40	33	46	47	43
100%	16	50	30	22	18	13	*
101% to 110%	8	25	20	11	*	7	*
More than 110%	*	*	*	*	*	*	*
<b>Median (sales price as a percent of listing price)</b>	<b>96%</b>	<b>100%</b>	<b>100%</b>	<b>97%</b>	<b>97%</b>	<b>96%</b>	<b>93%</b>

\* Less than 1 percent

#### U.S.

	SELLERS WHOSE HOME WAS ON THE MARKET FOR						
	All Sellers	Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
Less than 90%	13%	3%	2%	10%	8%	15%	32%
90% to 94%	18	5	6	17	22	26	32
95% to 99%	37	26	41	40	48	46	25
100%	21	56	29	22	14	10	8
101% to 110%	8	9	18	8	5	3	2
More than 110%	2	*	4	3	3	*	1
<b>Median (sales price as a percent of listing price)</b>	<b>97%</b>	<b>100%</b>	<b>100%</b>	<b>9800%</b>	<b>96%</b>	<b>96%</b>	<b>92%</b>

\* Less than 1 percent

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-35

### NUMBER OF TIMES ASKING PRICE WAS REDUCED, BY NUMBER OF WEEKS HOME WAS ON THE MARKET (Percentage Distribution)

#### New Hampshire

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
<b>None, did not reduce the asking price</b>	41%	100%	71%	67%	33%	33%	8%
<b>One</b>	29	*	29	33	50	33	19
<b>Two</b>	14	*	*	*	8	27	27
<b>Three</b>	9	*	*	*	*	*	31
<b>Four or more</b>	7	*	*	*	8	7	15

#### U.S.

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
<b>None, did not reduce the asking price</b>	53%	86%	84%	64%	43%	29%	15%
<b>One</b>	25	14	14	27	39	41	25
<b>Two</b>	12	*	1	6	14	19	25
<b>Three</b>	6	*	*	1	3	7	18
<b>Four or more</b>	5	*	*	2	1	4	17

\* Less than 1 percent

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-36

### INCENTIVES OFFERED TO ATTRACT BUYERS, BY REGION

(Percent of Respondents)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
None	72%	64%	69%	60%	59%	74%
Home warranty policies	8	19	10	23	24	12
Assistance with closing costs	14	16	14	17	20	11
Credit toward remodeling or repairs	2	7	7	8	6	7
Other incentives, such as a car, flat screen TV, etc.	2	4	3	3	4	4
Assistance with condo association fees	*	*	*	*	*	1
Other	2	4	6	5	3	3

\* Less than 1 percent

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-37

### INCENTIVES OFFERED TO ATTRACT BUYERS, BY NUMBER OF WEEKS HOME WAS ON THE MARKET

(Percent of Respondents)

#### New Hampshire

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None	72%	100%	82%	89%	73%	53%	64%
Assistance with closing costs	14	*	*	11	27	33	14
Home warranty policies	8	*	9	*	*	7	14
Credit toward remodeling or repairs	2	*	5	*	*	7	*
Other incentives, such as a car, flat screen TV, etc.	2	*	*	*	*	*	7
Assistance with condo association fees	*	*	5	*	*	*	*
Other	2	*	*	*	*	*	7

#### U.S.

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None	64%	89%	74%	70%	60%	51%	51%
Home warranty policies	19	4	16	16	18	25	25
Assistance with closing costs	16	5	10	13	21	24	22
Credit toward remodeling or repairs	7	3	6	5	8	7	10
Other incentives, such as a car, flat screen TV, etc.	4	2	3	1	4	6	5
Assistance with condo association fees	*	*	*	*	*	1	1
Other	4	2	3	3	6	5	6

\* Less than 1 percent

## HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-38

### EQUITY EARNED IN HOME RECENTLY SOLD, BY TENURE IN HOME

(Percent of Respondents)

TENURE IN HOME	U.S.	
	Dollar value	Percent
1 year or less	\$20,500	7%
2 to 3 years	\$10,000	5%
4 to 5 years	\$6,100	4%
6 to 7 years	-\$2,500	-2%
8 to 10 years	\$7,000	4%
11 to 15 years	\$52,000	28%
16 to 20 years	\$73,000	55%
21 years or more	\$112,000	127%
<b>Median</b>	<b>\$25,000</b>	<b>13%</b>

	New Hampshire	
	Dollar value	Percent
<b>Median</b>	<b>\$6,000</b>	<b>3%</b>

# HOME SELLERS AND THEIR SELLING EXPERIENCE

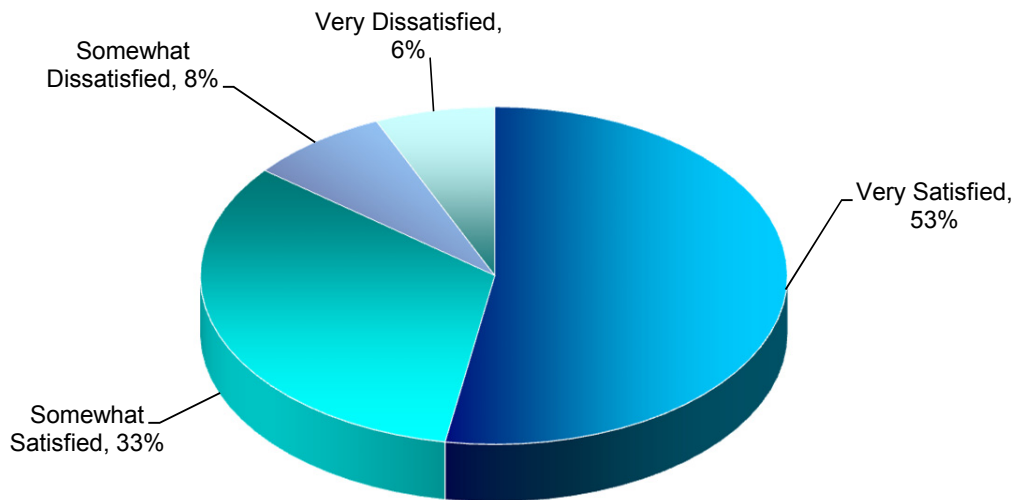
Exhibit 6-39

## SATISFACTION WITH THE SELLING PROCESS

(Percentage Distribution)

	New Hampshire	U.S.
Very Satisfied	53%	56%
Somewhat Satisfied	33	29
Somewhat Dissatisfied	8	10
Very Dissatisfied	7	4

**Satisfaction with Selling Process**  
(Percentage Distribution)



**Satisfaction with Selling Process**  
(Percentage Distribution)

