

New Hampshire 2015 Profile of Home Buyers and Sellers

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NATIONAL ASSOCIATION OF REALTORS®
Research Division

January 2016



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 = 206

Exhibit 1-1

AGE OF HOME BUYERS, BY REGION

(Percentage Distribution)

	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
18 to 24 years	3%	3%	3%	4%	2%	2%
25 to 34 years	33	28	33	36	24	24
35 to 44 years	21	20	21	18	21	19
45 to 54 years	20	15	15	12	16	17
55 to 64 years	12	17	16	14	17	18
65 to 74 years	7	14	10	13	15	15
75 years or older	5	4	4	3	4	4
Median age (years)	46	44	41	38	45	46

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-2

HOUSEHOLD INCOME OF HOME BUYERS, BY REGION, 2014

(Percentage Distribution)

	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
Less than \$25,000	2%	3%	3%	3%	3%	2%
\$25,000 to \$34,999	3	5	5	7	5	4
\$35,000 to \$44,999	5	7	5	9	7	6
\$45,000 to \$54,999	9	7	8	8	7	7
\$55,000 to \$64,999	8	9	9	10	9	10
\$65,000 to \$74,999	12	9	9	9	9	9
\$75,000 to \$84,999	13	9	9	9	8	10
\$85,000 to \$99,999	12	10	12	8	9	10
\$100,000 to \$124,999	16	15	15	13	16	16
\$125,000 to \$149,999	9	9	8	11	8	9
\$150,000 to \$174,999	3	5	5	4	7	5
\$175,000 to \$199,999	5	3	3	3	4	3
\$200,000 or more	6	8	10	6	9	8
Median income (2014)	\$84,200	\$86,100	\$87,200	\$79,000	\$89,500	\$87,400

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-3

ADULT COMPOSITION OF HOME BUYER HOUSEHOLDS, 2001-2015

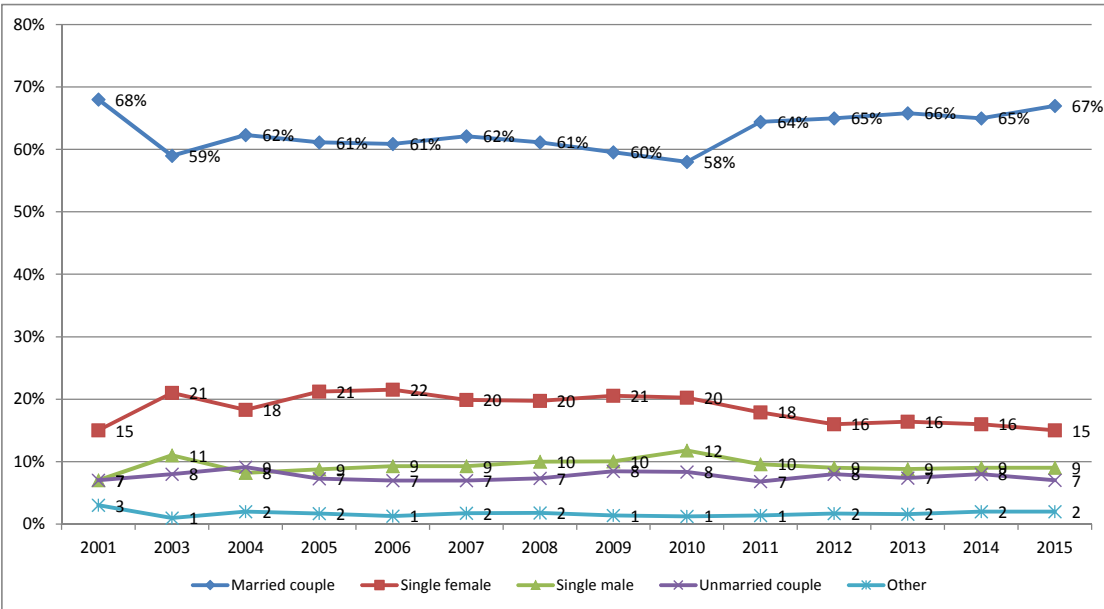
(Percentage Distribution)

New Hampshire

2015	
Married couple	67%
Single female	12
Single male	9
Unmarried couple	11
Other	1

U.S.

	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Married couple	68%	59%	62%	61%	61%	62%	61%	60%	58%	64%	65%	66%	65%	67%
Single female	15	21	18	21	22	20	20	21	20	18	16	16	16	15
Single male	7	11	8	9	9	9	10	10	12	10	9	9	9	9
Unmarried couple	7	8	9	7	7	7	7	8	8	7	8	7	8	7
Other	3	1	2	2	1	2	2	1	1	1	2	2	2	2



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-4

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

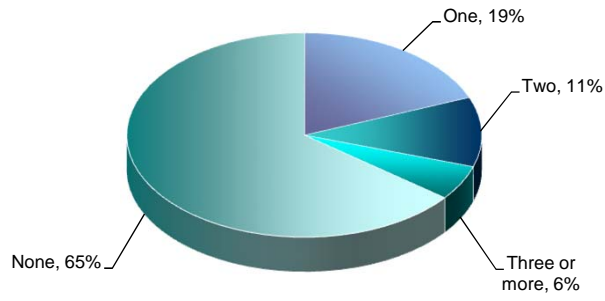
New Hampshire

One	19%
Two	11%
Three or more	6%
None	65%

**NUMBER OF CHILDREN UNDER THE AGE OF 18
RESIDING IN HOUSEHOLD**

(Percentage Distribution of Households)

New Hampshire



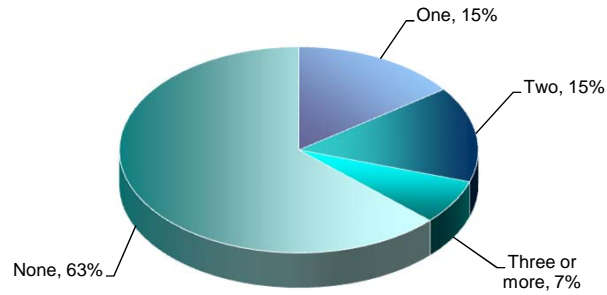
U.S.

One	15%
Two	15%
Three or more	7%
None	63%

**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	9%	10%	*	11%	*	100%	15%	4%
Reasons for purchase:								
Health/Caretaking of aging parents	21	33	*	*	*	*	25	20
Cost Savings	26	8	*	*	*	100	42	*
Children/relatives over 18 moving back into the house	21%	25%	*	*	*	*	17%	40%
To spend more time with aging parents	*	*	*	*	*	*	*	*
Children/relatives over 18 never left home	11	8	*	50	*	*	8	*
Wanted a larger home that multiple incomes could afford	*	*	*	*	*	*	*	*
None of the above	11	8	*	*	100	*	8	*
Other	11	17	*	50	*	*	*	40

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	13%	13%	11%	10%	8%	37%	15%	12%
Reasons for purchase:								
Health/Caretaking of aging parents	21%	24%	14%	10%	22%	14%	24%	19%
Cost Savings	15	14	9	27	14	20	16	14
Children/relatives over 18 moving back into the house	11	11	13	13	14	8	10	12
To spend more time with aging parents	7	10	2	3	*	4	10	6
Children/relatives over 18 never left home	7	9	2	3	*	8	6	7
Wanted a larger home that multiple incomes could afford	5	4	6	10	8	4	6	4
None of the above	29	24	50	32	33	28	24	33
Other	5	5	5	2	8	14	5	5

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-6

HOME BUYER SEXUAL ORIENTATION

(Percentage Distribution)

New Hampshire

Heterosexual or straight	92%
Gay or lesbian	4%
Bisexual	1%
Prefer not to answer	3%

U.S.

Heterosexual or straight	90%
Gay or lesbian	3%
Bisexual	1%
Prefer not to answer	7%

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-7

RACE/ETHNICITY OF HOME BUYERS, BY REGION

(Percent of Respondents)

	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
White/Caucasian	98%	85%	90%	93%	82%	81%
Hispanic/Latino/Mexican/ Puerto Rican	2	6	4	2	8	8
Asian/Pacific Islander	1	5	3	1	4	8
Black/African-American	1	5	4	3	6	2
Other	1	2	2	2	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 1-8

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	98%	98%	100%	95%	100%	100%	97%	98%
Black/African-American	1	1	*	*	*	*	*	1
Hispanic/Latino	2	2	*	*	*	*	1	2
Asian/Pacific Islander	1	1	*	*	*	*	1	*
Other	1	*	*	5	*	*	*	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	85%	85%	83%	85%	91%	82%	78%	89%
Hispanic/Latino/Mexican/Puerto Rican	6	6	5	8	6	6	10	4
Asian/Pacific Islander	5	5	2	3	3	7	7	3
Black/African-American	5	4	10	4	3	3	6	4
Other	2	2	2	4	1	2	2	2

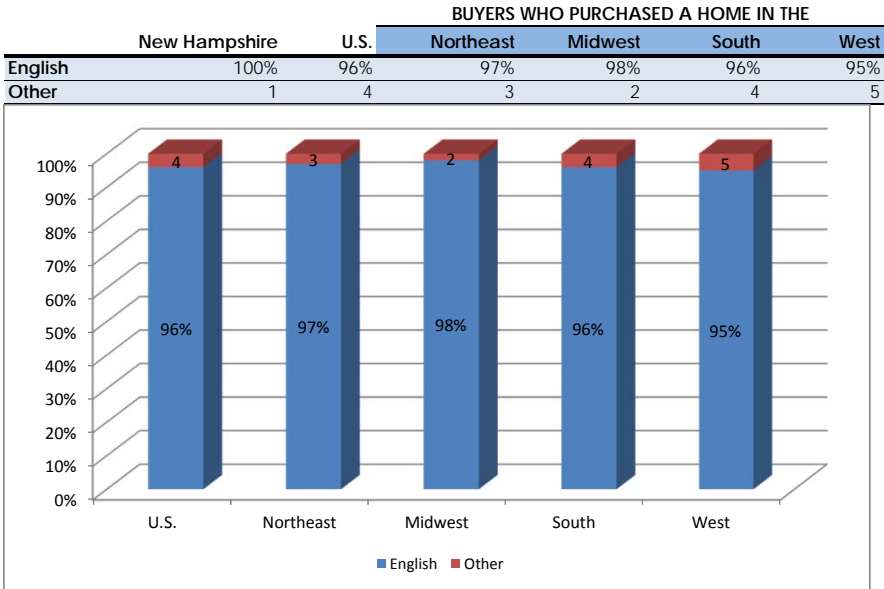
Note: Respondents were permitted to select as many races and ethnicities as they felt applicable. The percentage distribution may therefore sum to more than 100 percent.

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-9

PRIMARY LANGUAGE SPOKEN IN HOME BUYER HOUSEHOLD, BY REGION

(Percentage Distribution)



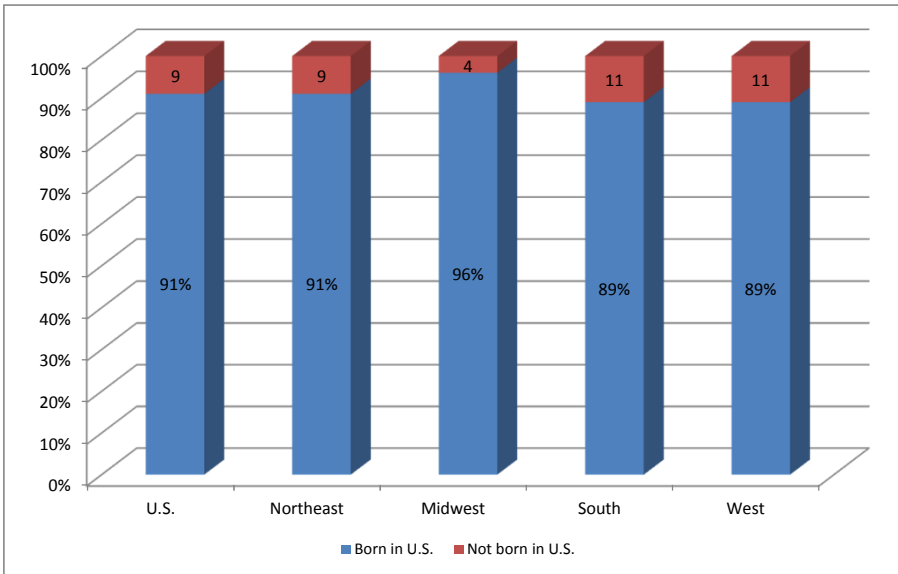
CHARACTERISTICS OF HOME BUYERS

Exhibit 1-10

NATIONAL ORIGIN OF HOME BUYERS, BY REGION

(Percentage Distribution)

	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
Born in U.S.	96%	91%	91%	96%	89%	89%
Not born in U.S.	4	9	9	4	11	11



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-11

SELF OR SPOUSE/PARTNER IS ACTIVE MILITARY OR VETERAN

(Percentage Distribution)

New Hampshire

An active-duty service memt	3%
A veteran	18%
Neither	80%

U.S.

An active-duty service memt	3%
A veteran	18%
Neither	80%

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-12

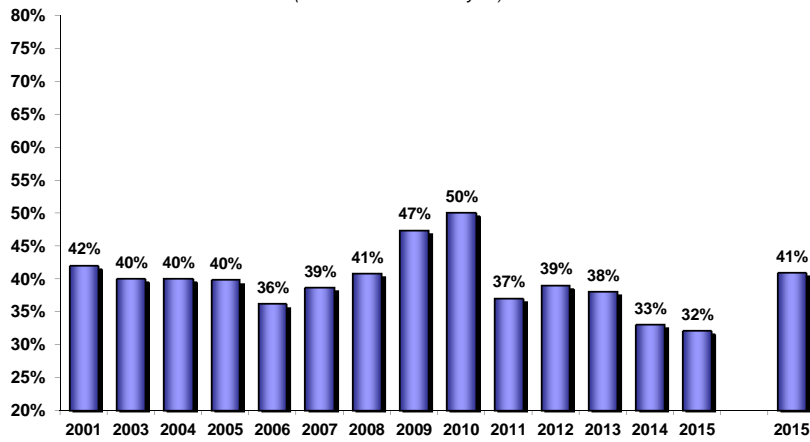
FIRST-TIME HOME BUYERS

(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	38%
2014	33%
2015 US	32%
2015 New Hampshire	41%

FIRST-TIME HOME BUYERS

(Percent of all Home Buyers)



U.S.

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-13

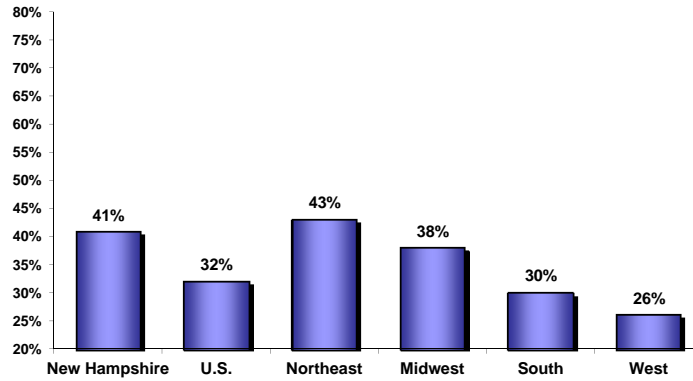
FIRST-TIME HOME BUYERS, BY REGION

(Percent of all Home Buyers)

New Hampshire	41%
U.S.	32%
Northeast	43%
Midwest	38%
South	30%
West	26%

FIRST-TIME HOME BUYERS, BY REGION

(Percent of all Home Buyers)



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-14

FIRST-TIME AND REPEAT HOME BUYERS BY HOUSEHOLD TYPE

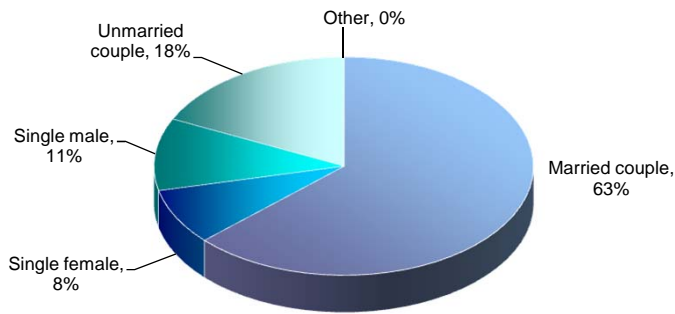
(Percentage Distribution of Households)

New Hampshire

Married couple	63%
Single female	8%
Single male	11%
Unmarried couple	18%
Other	0%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

New Hampshire



New Hampshire

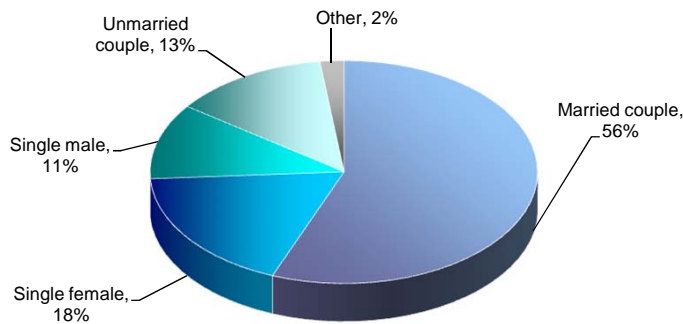
Married couple	69%
Single female	15%
Single male	8%
Unmarried couple	7%
Other	1%

U.S.

Married couple	56%
Single female	18%
Single male	11%
Unmarried couple	13%
Other	2%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

U.S.

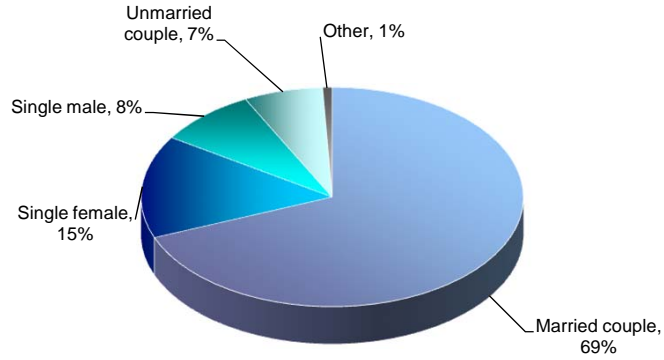


U.S.

Married couple	72%
Single female	14%
Single male	8%
Unmarried couple	5%
Other	2%

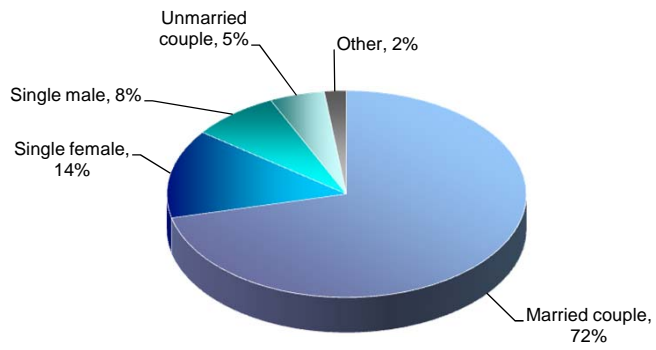
REPEAT HOME BUYERS
(Percentage Distribution)

New Hampshire



REPEAT HOME BUYERS
(Percentage Distribution)

U.S.



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-15

FIRST-TIME AND REPEAT HOME BUYERS BY CHILDREN IN HOUSEHOLD

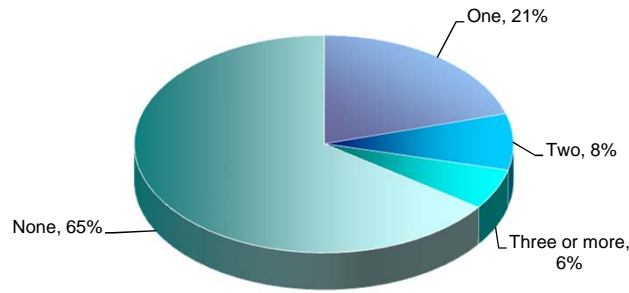
(Percentage Distribution of Households)

New Hampshire

One	21%
Two	8%
Three or more	6%
None	65%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

New Hampshire



New Hampshire

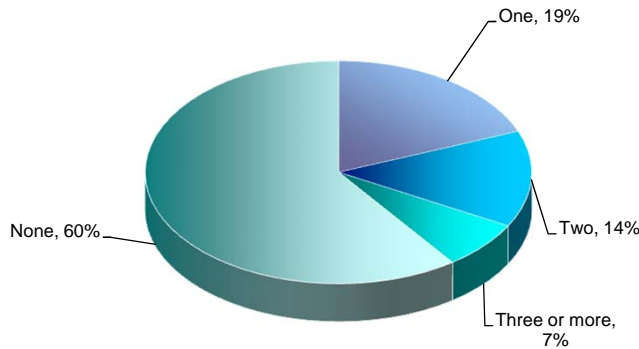
One	18%
Two	13%
Three or more	5%
None	64%

U.S.

One	19%
Two	14%
Three or more	7%
None	60%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

U.S.



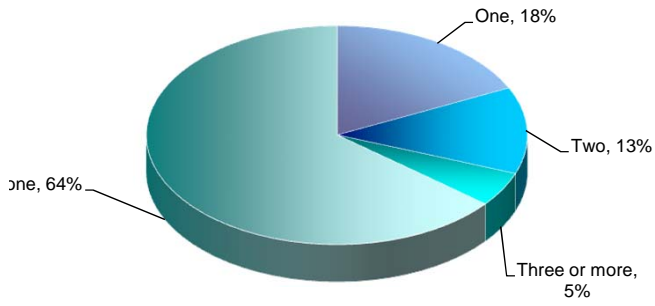
U.S.

One	13%
Two	15%
Three or more	7%
None	64%

Nc

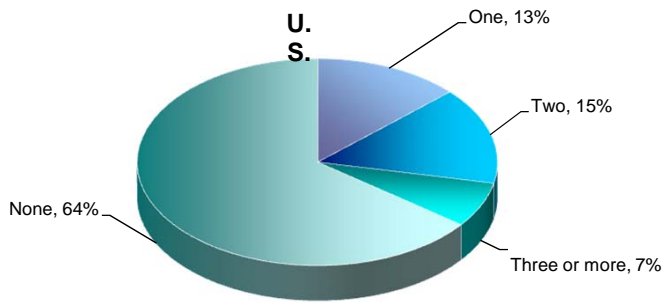
REPEAT HOME BUYERS
(Percentage Distribution)

New Hampshire



REPEAT HOME BUYERS
(Percentage Distribution)

**U.
S.**



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-16

AGE OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
18 to 24 years	3%	6%	*
25 to 34 years	33	62	13
35 to 44 years	21	17	23
45 to 54 years	20	6	30
55 to 64 years	12	7	16
65 to 74 years	7	1	10
75 years or older	5	*	8
Median age (years)	46	30	51
Married couple	42	30	52
Single female	#N/A	42	46
Single male	43	31	47
Unmarried couple	31	28	37
Other	79	*	79

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
18 to 24 years	3%	8%	*
25 to 34 years	28	58	13
35 to 44 years	20	19	20
45 to 54 years	15	8	19
55 to 64 years	17	5	22
65 to 74 years	14	2	20
75 years or older	4	*	6
Median age (years)	44	31	53
Married couple	43	31	51
Single female	50	32	58
Single male	45	30	54
Unmarried couple	33	28	49
Other	54	45	62

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-17

HOUSEHOLD INCOME OF FIRST-TIME AND REPEAT BUYERS, 2014

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	2%	1%	3%
\$25,000 to \$34,999	3	1	4
\$35,000 to \$44,999	5	8	3
\$45,000 to \$54,999	9	11	7
\$55,000 to \$64,999	8	16	3
\$65,000 to \$74,999	12	13	10
\$75,000 to \$84,999	13	17	10
\$85,000 to \$99,999	12	16	10
\$100,000 to \$124,999	16	10	20
\$125,000 to \$149,999	9	6	10
\$150,000 to \$174,999	3	*	4
\$175,000 to \$199,999	5	1	7
\$200,000 or more	6	*	10
Median income (2014)	\$84,200	\$74,500	\$64,300
Married couple	\$95,100	\$79,500	\$111,900
Single female	\$68,800	\$66,600	\$66,600
Single male	\$56,900	\$56,300	\$60,000
Unmarried couple	\$83,400	\$70,100	\$80,000
Other	\$17,500	\$45,000	\$45,000

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	3%	4%	2%
\$25,000 to \$34,999	5	8	4
\$35,000 to \$44,999	7	10	5
\$45,000 to \$54,999	7	10	6
\$55,000 to \$64,999	9	13	8
\$65,000 to \$74,999	9	12	8
\$75,000 to \$84,999	9	10	8
\$85,000 to \$99,999	10	8	10
\$100,000 to \$124,999	15	12	17
\$125,000 to \$149,999	9	4	11
\$150,000 to \$174,999	5	4	6
\$175,000 to \$199,999	3	2	4
\$200,000 or more	8	3	11
Median income (2014)	\$86,100	\$69,400	\$98,700
Married couple	\$99,400	\$77,500	\$108,600
Single female	\$57,300	\$49,400	\$62,300
Single male	\$67,000	\$58,100	\$71,900
Unmarried couple	\$87,600	\$74,600	\$107,300
Other	\$68,700	\$63,800	\$76,800

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-18

RACE/ETHNICITY OF FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	98%	99%	98%
Black/African-American	1	*	1
Asian/Pacific Islander	2	*	1
Hispanic/Latino	1	2	1
Other	1	*	1

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	85%	78%	88%
Hispanic/Latino/Mexican/Pt	6	9	5
Asian/Pacific Islander	5	6	4
Black/African-American	5	7	3
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 1-19

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	1	1	*

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
English	96%	94%	98%
Other	4	6	2

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-20

NATIONAL ORIGIN OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Born in U.S.	96%	95%	97%
Not born in U.S.	4	5	3

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Born in U.S.	91%	88%	92%
Not born in U.S.	9	12	8

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-21

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	51%	81%	30%
Owned previous residence	37	2	61
Lived with parents, relatives or friends	11	17	7
Rented the home buyer ultimately purchased	1	*	2

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Rented an apartment or house	43%	75%	27%
Owned previous residence	46	4	66
Lived with parents, relatives or friends	10	19	6
Rented the home buyer ultimately purchased	2	2	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 1-22

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	51%	49%	56%	42%	65%	*	54%	50%
Owned previous residence	37	42	28	32	17	100	38	36
Lived with parents, relatives or friends	11	8	12	26	17	*	9	12
Rented the home buyer ultimately purchased	1	1	4	*	*	*	*	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
Rented an apartment or house	43%	39%	44%	50%	57%	51%	45%	41%
Owned previous residence	46	52	37	29	27	44	43	47
Lived with parents, relatives or friends	10	7	17	20	15	4	11	10
Rented the home buyer ultimately purchased	2	2	2	1	1	2	2	2

* 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 1-23

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	43%	73%	22%
Job-related relocation or move	7	*	12
Desire for larger home	7	2	10
Desire to be closer to family/friends/relatives	6	1	9
Change in family situation	7	8	7
Desire for a home in a better area	5	*	8
Retirement	2	1	2
Affordability of homes	3	1	4
Tax benefits	1	*	1
Desire to be closer to job/school/transit	4	2	5
Greater choice of homes on the market	1	1	*
Desire for smaller home	4	*	8
Desire for a newly built or custom-built home	3	*	5
Establish household	2	4	1
Financial security	3	2	4
Purchased home for family member or relative	*	*	*
Desire for vacation home/investment property	*	*	*
Other	3	4	3

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Desire to own a home of my own	30%	64%	13%
Desire for larger home	10	4	13
Job-related relocation or move	8	3	11
Change in family situation (e.g. marriage, birth of child, divorce, etc.)	7	6	8
Desire to be closer to family/friends/relatives	7	2	9
Desire for smaller home	6	*	9
Desire for a home in a better area	6	2	7
Retirement	5	1	7
Desire to be closer to job/school/transit	4	1	5
Affordability of homes	3	4	2
Financial security	2	3	2
Desire for a newly built or custom-built home	2	1	3
Establish a household	2	4	1
Tax benefits	1	1	1
Purchased home for family member or relative	*	*	1
Other	7	4	8

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-24

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	43%	38%	33%	74%	57%	*	47%	40%
Job-related relocation or move	7	8	4	*	4	*	7	6
Desire for larger home	7	8	*	*	17	*	7	7
Desire to be closer to family/friends/relatives	6	5	17	5	*	100	6	6
Change in family situation	7	8	13	5	4	*	9	7
Desire for a home in a better area	5	7	4	*	*	*	4	6
Retirement	2	2	*	*	*	*	1	2
Affordability of homes	3	4	*	*	4	*	3	3
Tax benefits	1	1	*	*	*	*	*	1
Desire to be closer to job/school/transit	4	5	*	5	*	*	4	4
Greater choice of homes on the market	1	*	*	*	4	*	*	1
Desire for smaller home	4	5	8	*	4	*	3	6
Desire for a newly built or custom-built home	3	5	*	*	*	*	3	3
Establish household	2	3	*	*	*	*	1	2
Financial security	3	2	8	5	4	*	*	6
Purchased home for family member or relative	*	*	*	*	*	*	*	*
Desire for vacation home/investment property	*	*	*	*	*	*	*	*
Other	3	2	13	5	*	*	4	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%	24%	37%	47%	43%	36%	30%	29%
Desire for larger home	10	13	4	3	10	2	18	5
Job-related relocation or move	8	10	4	3	5	3	12	6
Change in family situation (e.g. marriage, birth of child, div	7	5	12	11	8	16	9	6
Desire to be closer to family/friends/relatives	7	7	9	6	2	9	3	9
Desire for smaller home	6	6	7	4	4	2	2	9
Desire for a home in a better area	6	6	4	3	6	8	7	5
Retirement	5	6	5	6	2	2	1	8
Desire to be closer to job/school/transit	4	4	3	1	1	5	6	3
Affordability of homes	3	3	3	4	5	2	3	3
Financial security	2	2	3	4	2	*	2	3
Desire for a newly built or custom-built home	2	3	*	1	1	2	2	2
Establish a household	2	2	*	2	4	2	3	1
Tax benefits	1	1	2	1	1	2	1	1
Purchased home for family member or relative	*	*	1	1	(2	*	1
Other	7	7	7	3	5	10	4	8

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-25

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	54%	71%	41%
It was the best time because of affordability of homes	5	2	7
Did not have much choice, had to purchase	16	12	19
It was the best time because of availability of homes for sale	6	*	10
It was the best time because of mortgage financing options available	13	11	14
Other	5	2	8
The buyer wished they had waited	2	1	2

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
It was just the right time for me, was ready to buy a home	46%	57%	41%
Did not have much choice, had to purchase when did	16	12	18
It was the best time for because of availability of homes for sale	11	6	13
It was the best time for because of mortgage financing options available	9	11	8
It was the best time for because of affordability of homes	8	7	8
Other	9	5	11
Wish had waited	2	2	2

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-26

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	83%	100%	87%	79%	76%
One or more vacation homes	5	*	2	8	10
One or more investment properties	7	*	9	7	5
Primary residence	1	*	1	*	5
Previous homes that buyer is trying to sell	3	3	3	3	3
Other	3	*	1	7	*

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%	98%	85%	77%	78%
One or more investment properties	10	*	10	10	9
Previous homes that buyer is trying to sell	3	*	2	4	6
Primary residence	3	1	2	3	2
One or more vacation homes	4	*	1	6	6
Other	2	*	1	4	2

* Less than 1 percent