

## CHARACTERISTICS OF HOMES PURCHASED

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## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-1

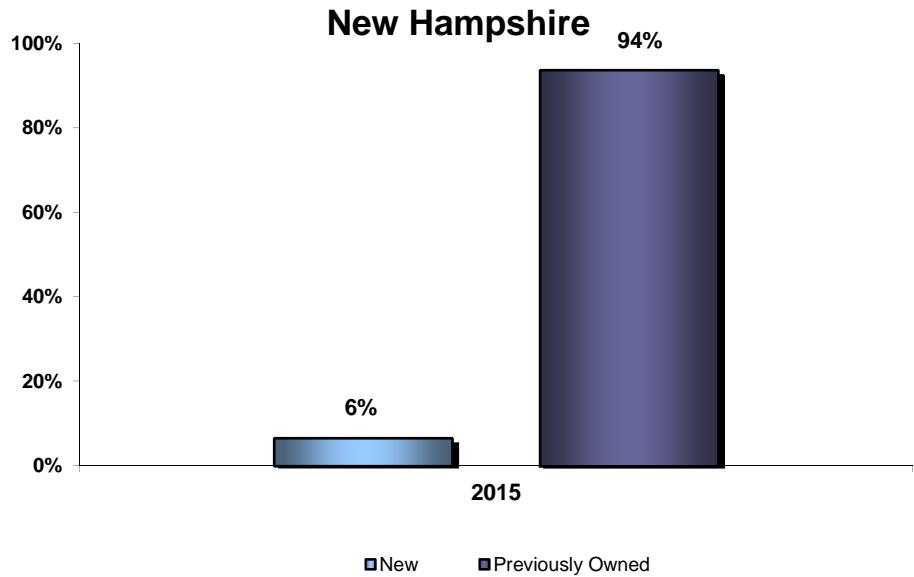
### NEW AND PREVIOUSLY OWNED HOMES PURCHASED, 2001-2015

(Percentage Distribution)

#### New Hampshire

	New	Previously Owned
2015	6%	94%

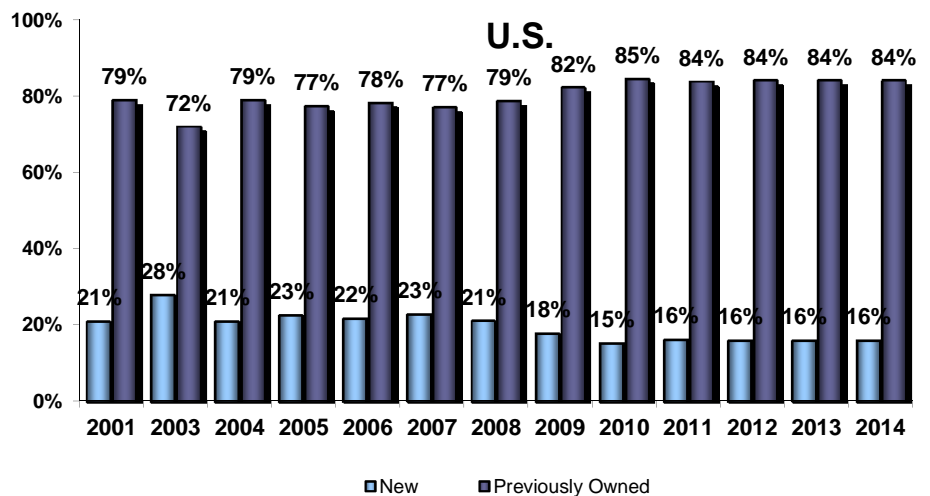
#### NEW AND PREVIOUSLY OWNED HOMES PURCHASED (Percentage Distribution)



#### U.S.

	New	Previously Owned
2001	21%	79%
2003	28%	72%
2004	21%	79%
2005	23%	77%
2006	22%	78%
2007	23%	77%
2008	21%	79%
2009	18%	82%
2010	15%	85%
2011	16%	84%
2012	16%	84%
2013	16%	84%
2014	16%	84%
2015	16%	84%

#### NEW AND PREVIOUSLY OWNED HOMES PURCHASED (Percentage Distribution)



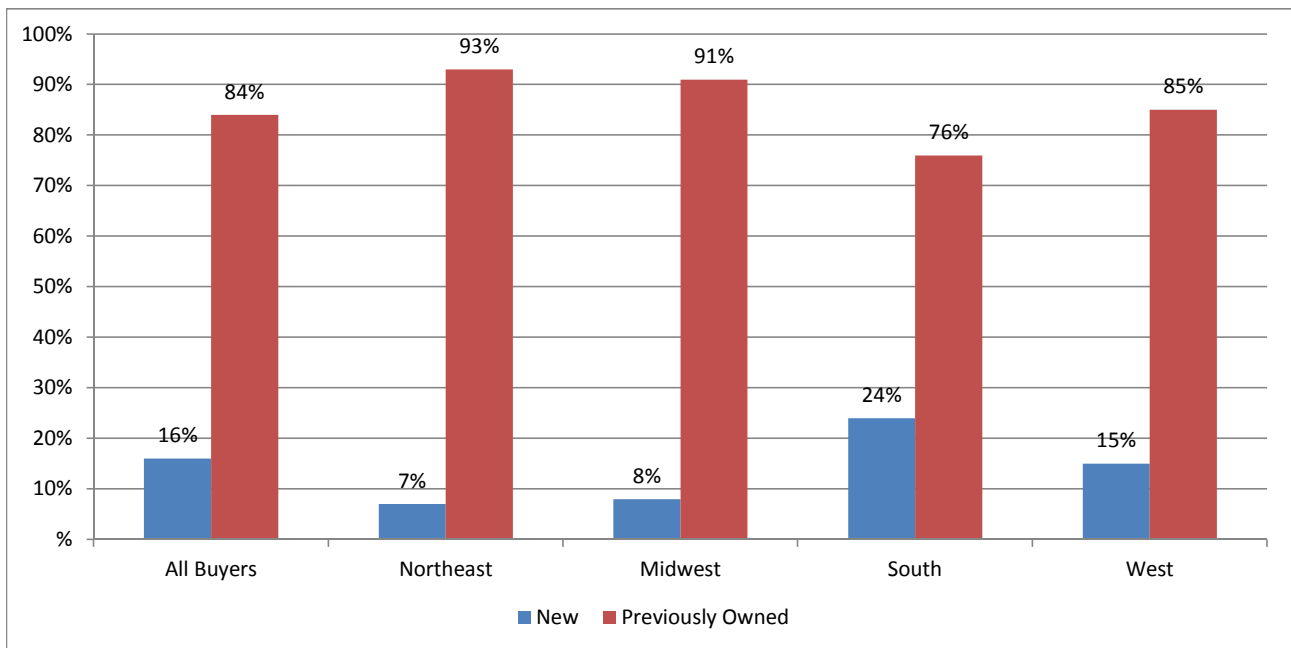
## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-2

### NEW AND PREVIOUSLY OWNED HOMES PURCHASED, BY REGION

(Percentage Distribution)

	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
<b>New</b>	6%	16%	7%	8%	24%	15%
<b>Previously Owned</b>	94	84	93	91	76	85



## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-3

### WHY NEW AND PREVIOUSLY OWNED HOMES PURCHASED

(Percent of Respondents)

#### New Hampshire

<b>New Home:</b>	6%
Avoid renovations or problems with plumbing or electricity	64%
Ability to choose and customize design features	29
Amenities of new home construction communities	21
Lack of inventory of previously owned home	7
Green/energy efficiency	14
Other	*
<b>Previously Owned Home:</b>	94%
Better price	38%
Better overall value	29
More charm and character	17
Lack of inventory of new homes	8
Other	*

#### U.S.

<b>New Home:</b>	
Avoid renovations or problems with plumbing or electricity	34%
Ability to choose and customize design features	30
Amenities of new home construction communities	17
Green/energy efficiency	11
Lack of inventory of previously owned home	7
Other	12
<b>Previously Owned Home:</b>	
Better price	32%
Better overall value	29
More charm and character	19
Lack of inventory of new homes	9
Other	17

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-4

**TYPE OF HOME PURCHASED, BY LOCATION**

(Percentage Distribution)

**New Hampshire**

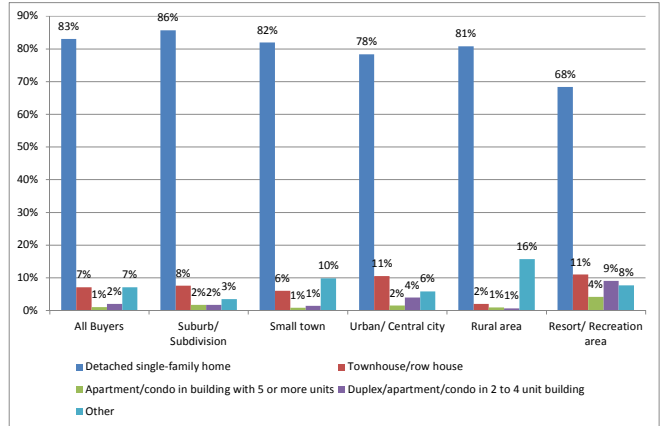
	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	80%	79%	83%	67%	81%	80%
Townhouse/row house	6	12	6	6	3	*
Apartment/condo in building with 5 or more units	2	*	3	6	*	*
Duplex/apartment/condo in 2 to 4 unit building	2	*	*	11	3	*
Other	11	10	8	11	13	20

\* Less than 1 percent

**U.S.**

	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	83%	86%	82%	78%	81%	68%
Townhouse/row house	7%	8%	6%	11%	2%	11%
Apartment/condo in building with 5 or more units	1%	2%	1%	2%	1%	4%
Duplex/apartment/condo in 2 to 4 unit building	2%	2%	1%	4%	1%	9%
Other	7%	3%	10%	6%	16%	8%

\* Less than 1 percent



## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-5

### TYPE OF HOME PURCHASED BY FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND PREVIOUSLY OWNED HOMES

(Percentage Distribution)

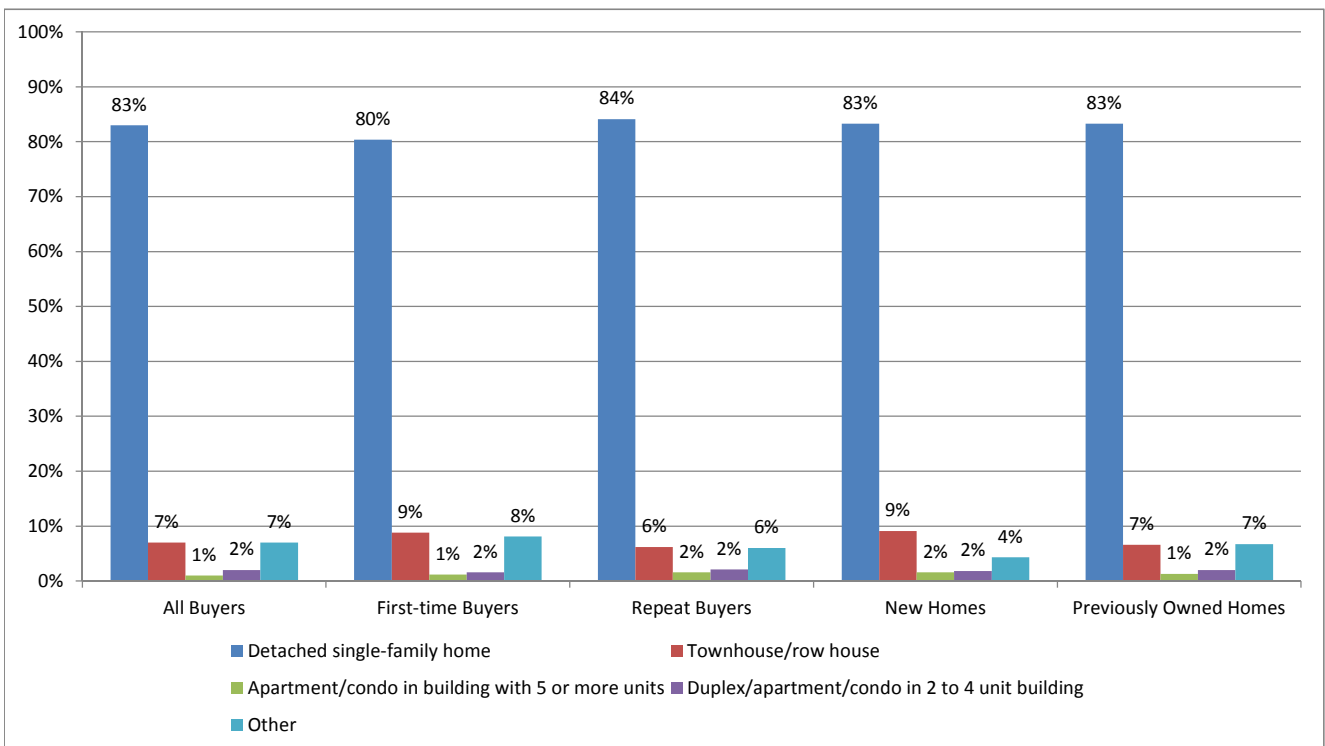
#### New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Detached single-family home	80%	82%	79%	69%	81%
Townhouse/row house	6	7	5	8	6
Apartment/condo in building with 5 or more units	2	*	3	8	1
Duplex/apartment/condo in 2 to 4 unit building	2	*	3	8	2
Other	11	11	11	8	11

\* Less than 1 percent

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Detached single-family home	83%	80%	84%	83%	83%
Townhouse/row house	7%	9%	6%	9%	7%
Apartment/condo in building with 5 or more units	1%	1%	2%	2%	1%
Duplex/apartment/condo in 2 to 4 unit building	2%	2%	2%	2%	2%
Other	7%	8%	6%	4%	7%



## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-6

### TYPE OF HOME PURCHASED, 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
Detached single-family home	80%	82%	68%	90%	74%	*	92%	74%
Townhouse/row house	6	4	16	5	9	*	3	8
Apartment/condo in building with 5 or more units	2	2	4	*	*	*	*	2
Duplex/apartment/condo in 2 to 4 unit building	2	2	*	*	4	*	1	2
Other	11	10	12	5	13	100	4	14

\* Less than 1 percent

#### 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
Detached single-family home	83%	87%	72%	73%	85%	79%	89%	80%
Townhouse/row house	7	5	12	10	5	6	4	9
Apartment/condo in building with 5 or more units	1	1	4	2	1	2	1	2
Duplex/apartment/condo in 2 to 4 unit building	2	1	3	5	2	2	1	3
Other	7	5	9	10	7	11	5	7



## CHARACTERISTICS OF HOMES PURCHASED

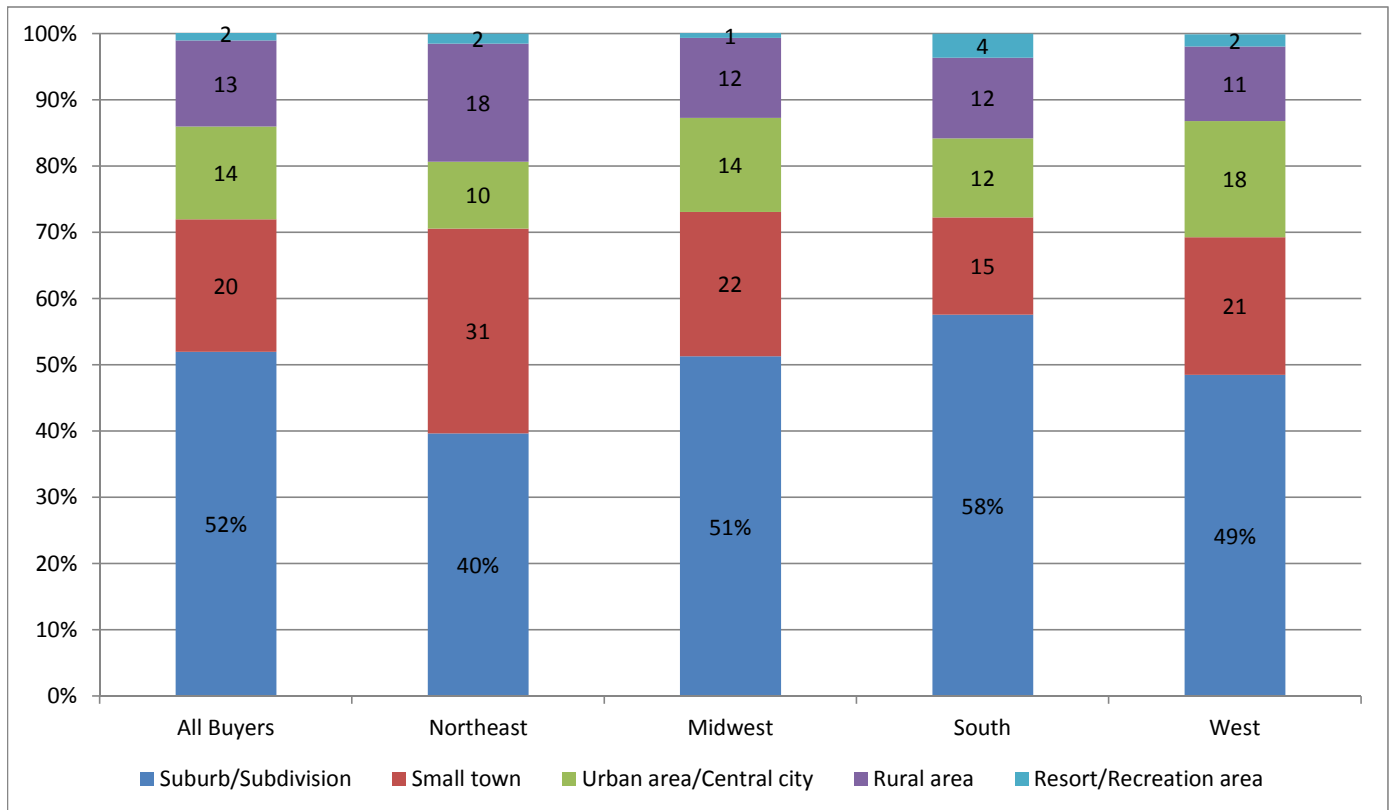
Exhibit 2-7

### LOCATION OF HOME PURCHASED, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
Suburb/Subdivision	21%	52%	40%	51%	58%	49%
Small town	35	20	31	22	15	21
Urban area/Central city	9	14	10	14	12	18
Rural area	33	13	18	12	12	11
Resort/Recreation area	2	2	2	1	4	2

	All Buyers	BUYERS WHO PURCHASED A HOME IN THE			
		Northeast	Midwest	South	West
Suburb/Subdivision	52%	40%	51%	58%	49%
Small town	20	31	22	15	21
Urban area/Central city	14	10	14	12	18
Rural area	13	18	12	12	11
Resort/Recreation area	2	2	1	4	2



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-8

**LOCATION OF HOME PURCHASED BY FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND PREVIOUSLY OWNED HOMES**

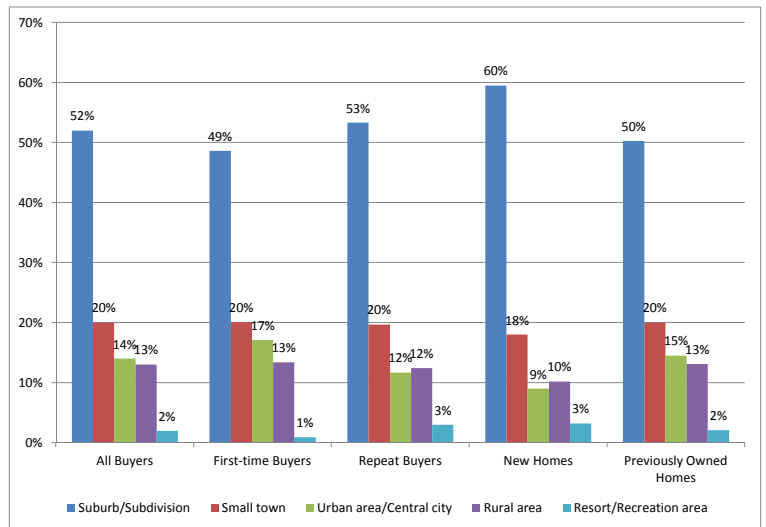
(Percentage Distribution)

**New Hampshire**

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Suburb/Subdivision	21%	18%	22%	31%	20%
Small town	35	41	31	39	35
Urban area/Central city	9	8	9	8	9
Rural area	33	30	35	23	34
Resort/Recreation area	2	2	3	*	2

**U.S.**

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Suburb/Subdivision	52%	49%	53%	60%	50%
Small town	20%	20%	20%	18%	20%
Urban area/Central city	14%	17%	12%	9%	15%
Rural area	13%	13%	12%	10%	13%
Resort/Recreation area	2%	1%	3%	3%	2%



## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-9

### LOCATION OF HOME PURCHASED VERSUS LOCATION OF HOME SOLD

(Percentage Distribution Among those that Sold a Home)

#### New Hampshire

##### LOCATION OF HOME PURCHASED

		Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
LOCATION OF HOME SOLD	Suburb/Subdivision	50%	12%	38%	13%	33%
	Small town	5	58	25	42	*
	Urban area/Central city	14	12	13	16	33
	Rural area	32	15	25	26	33
	Resort/Recreation area	*	3	*	3	*

#### U.S.

##### LOCATION OF HOME PURCHASED

		Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
LOCATION OF HOME SOLD	Suburb/Subdivision	35%	5%	3%	4%	1%
	Small town	7	8	1	2	1
	Urban area/Central city	6	3	5	2	*
	Rural area	6	4	1	4	*
	Resort/Recreation area	1	1	*	*	1

\* Less than 1 percent

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-10

### SENIOR RELATED HOUSING BY TYPE OF HOME PURCHASED AND LOCATION

(Percentage Distribution)

#### New Hampshire

	All buyers over 50
Share who purchased a home in senior related housing	10%
<b>Buyers over 50 who purchased senior related housing:</b>	
<b>Type of home purchased</b>	
Detached single-family home	*
Townhouse/row house	14
Apartment/condo in building with 5 or more units	14
Duplex/apartment/condo in 2 to 4 unit building	14
Other	57
<b>Location</b>	
Suburb/ Subdivision	29%
Small town	29
Urban/ Central city	*
Rural area	29
Resort/ Recreation area	14

#### U.S.

	All buyers over 50
Share who purchased a home in senior related housing	14%
<b>Buyers over 50 who purchased senior related housing:</b>	
<b>Type of home purchased</b>	
Detached single-family home	67%
Townhouse/row house	7
Apartment/condo in building with 5 or more units	4
Duplex/apartment/condo in 2 to 4 unit building	6
Other	15
<b>Location</b>	
Suburb/ Subdivision	57%
Small town	21
Urban/ Central city	8
Rural area	3
Resort/ Recreation area	12

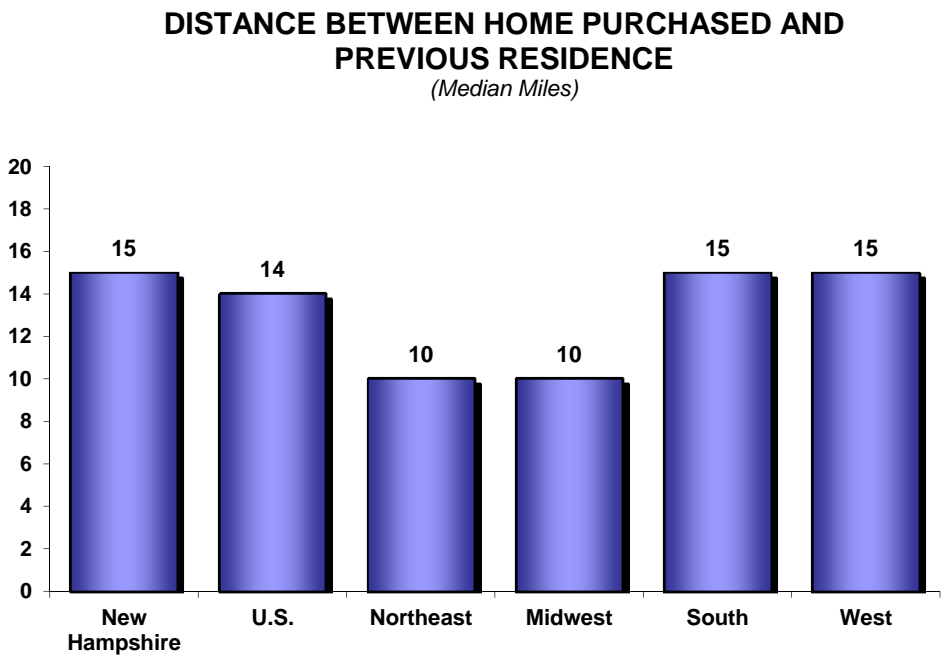
# CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-10

## DISTANCE BETWEEN HOME PURCHASED AND PREVIOUS RESIDENCE

(Median Miles)

	Miles
New Hampshire	15
U.S.	14
Northeast	10
Midwest	10
South	15
West	15



## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-11

### FACTORS INFLUENCING NEIGHBORHOOD CHOICE, BY LOCATION

(Percent of Respondents)

#### New Hampshire

	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Quality of the neighborhood	50%	60%	49%	59%	43%	40%
Convenient to job	54	67	58	59	45	*
Overall affordability of homes	48	50	51	47	42	60
Convenient to friends/family	37	41	40	35	36	*
Quality of the school district	25	21	26	*	31	20
Design of neighborhood	21	31	18	24	18	20
Convenient to shopping	25	38	22	35	16	20
Convenient to schools	16	26	17	*	13	*
Convenient to entertainment/leisure activities	16	14	17	24	12	40
Convenient to parks/recreational facilities	14	19	13	18	9	40
Availability of larger lots or acreage	21	5	17	*	43	*
Convenient to health facilities	10	10	11	24	6	*
Home in a planned community	3	7	1	*	3	*
Convenient to public transportation	2	*	4	*	2	*
Convenient to airport	4	*	6	6	6	*
Other	5	2	4	*	9	20

\* Less than 1 percent

#### U.S.

	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Quality of the neighborhood	59%	66%	56%	60%	41%	42%
Convenient to job	44	48	37	50	34	18
Overall affordability of homes	38	40	39	41	33	28
Convenient to friends/family	35	37	36	35	28	34
Convenient to shopping	25	30	19	25	12	26
Quality of the school district	25	31	21	16	22	7
Design of neighborhood	26	29	23	29	15	31
Convenient to entertainment/leisure activities	20	22	14	32	9	36
Convenient to schools	20	22	20	19	13	5
Convenient to parks/recreational facilities	17	18	17	22	10	22
Availability of larger lots or acreage	18	13	16	11	49	6
Convenient to health facilities	11	12	11	10	8	21
Home in a planned community	9	11	6	3	4	29
Convenient to public transportation	5	5	3	11	2	3
Convenient to airport	5	7	4	5	3	12
Other	5	5	5	4	7	12

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-12

### FACTORS INFLUENCING NEIGHBORHOOD CHOICE, BY ADULT COMPOSITION OF HOUSEHOLD AND CHILDREN IN HOUSHOLD

(Percent of Respondents)

#### 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
Quality of the neighborhood	50%	50%	56%	53%	39%	*	49%	50%
Convenient to job	54	52	44	58	78	*	49	58
Overall affordability of homes	48	47	40	58	61	100	48	50
Convenient to friends/family	37	38	28	32	44	100	28	40
Quality of the school district	25	29	20	11	9	100	45	13
Design of neighborhood	21	19	24	16	35	*	21	21
Convenient to shopping	25	22	40	16	30	*	14	31
Convenient to schools	16	19	8	5	4	100	30	6
Convenient to entertainment/leisure activities	16	13	20	16	26	*	10	19
Convenient to parks/recreational facilities	14	14	16	5	17	*	11	15
Availability of larger lots or acreage	21	23	8	21	17	*	20	21
Convenient to health facilities	10	11	8	11	4	*	4	13
Home in a planned community	3	4	4	*	*	*	*	5
Convenient to public transportation	2	3	*	*	*	*	1	2
Convenient to airport	4	5	4	*	4	*	4	5
Other	5	5	4	11	9	*	4	6

\* Less than 1 percent

#### 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
Quality of the neighborhood	59%	61%	56%	51%	59%	64%	62%	58%
Convenient to job	44	44	41	43	53	33	49	41
Overall affordability of homes	38	36	42	42	47	45	39	39
Convenient to friends/family	35	34	43	36	41	30	31	38
Convenient to shopping	25	25	25	25	21	29	19	28
Quality of the school district	25	31	8	13	23	25	50	11
Design of neighborhood	26	26	25	22	27	30	25	26
Convenient to entertainment/leisure activities	20	20	19	24	26	12	15	24
Convenient to schools	20	24	12	7	16	26	43	6
Convenient to parks/recreational facilities	17	18	14	17	15	14	21	15
Availability of larger lots or acreage	18	21	10	13	16	10	20	17
Convenient to health facilities	11	11	11	12	7	10	6	14
Home in a planned community	9	10	8	4	4	12	6	10
Convenient to public transportation	5	5	5	5	5	5	4	5
Convenient to airport	5	6	5	5	4	3	4	6
Other	5	5	7	4	4	10	3	6

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-13

### PRICE OF HOME PURCHASED, BY REGION

(Percentage Distribution)

	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
Less than \$75,000	2%	4%	4%	7%	5%	2%
\$75,000 to \$99,999	4	5	5	10	5	2
\$100,000 to \$124,999	3	6	10	9	6	3
\$125,000 to \$149,999	6	10	9	13	11	6
\$150,000 to \$174,999	12	9	8	12	10	6
\$175,000 to \$199,999	17	9	9	9	9	8
\$200,000 to \$249,999	20	15	16	16	15	14
\$250,000 to \$299,999	15	12	12	10	12	13
\$300,000 to \$349,999	7	8	7	5	7	11
\$350,000 to \$399,999	5	5	5	3	6	7
\$400,000 to \$499,999	5	6	8	3	7	9
\$500,000 or more	5	10	8	3	8	19
<b>Median price</b>	\$210,000	\$220,000	\$215,900	\$170,000	\$214,000	\$280,000



## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-14

### PRICE OF HOME PURCHASED, NEW AND PREVIOUSLY OWNED HOMES

(Percentage Distribution)

#### New Hampshire

	All Buyers	BUYERS WHO PURCHASED A	
		New Home	Previously Owned Home
Less than \$75,000	2%	*	2%
\$75,000 to \$99,999	4	*	4
\$100,000 to \$124,999	3	8	2
\$125,000 to \$149,999	6	*	7
\$150,000 to \$174,999	12	*	13
\$175,000 to \$199,999	17	15	17
\$200,000 to \$249,999	20	8	21
\$250,000 to \$299,999	15	8	16
\$300,000 to \$349,999	7	15	6
\$350,000 to \$399,999	5	8	4
\$400,000 to \$499,999	5	15	4
\$500,000 or more	5	23	3
Median price	\$210,000	*	\$208,000

\* Less than 1 percent

#### U.S.

	All Buyers	BUYERS WHO PURCHASED A	
		New Home	Previously Owned Home
Less than \$75,000	4%	7%	3%
\$75,000 to \$99,999	5	9	3
\$100,000 to \$124,999	6	9	5
\$125,000 to \$149,999	10	15	8
\$150,000 to \$174,999	9	12	8
\$175,000 to \$199,999	9	10	8
\$200,000 to \$249,999	15	14	16
\$250,000 to \$299,999	12	8	14
\$300,000 to \$349,999	8	4	9
\$350,000 to \$399,999	5	3	7
\$400,000 to \$499,999	6	4	8
\$500,000 or more	10	5	12
Median price	\$220,000	\$277,000	\$209,000

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-15

### PRICE OF HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

#### New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	2%	1%	3%
\$75,000 to \$99,999	4	5	3
\$100,000 to \$124,999	3	4	2
\$125,000 to \$149,999	6	12	3
\$150,000 to \$174,999	12	16	10
\$175,000 to \$199,999	17	25	11
\$200,000 to \$249,999	20	20	20
\$250,000 to \$299,999	15	12	18
\$300,000 to \$349,999	7	4	9
\$350,000 to \$399,999	5	2	6
\$400,000 to \$499,999	5	*	9
\$500,000 or more	5	*	8
<b>Median price</b>	<b>\$210,000</b>	<b>\$186,000</b>	<b>\$246,000</b>

\* Less than 1 percent

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	4%	2%	5%
\$75,000 to \$99,999	5	1	6
\$100,000 to \$124,999	6	1	7
\$125,000 to \$149,999	10	4	11
\$150,000 to \$174,999	9	8	10
\$175,000 to \$199,999	9	8	9
\$200,000 to \$249,999	15	17	15
\$250,000 to \$299,999	12	16	11
\$300,000 to \$349,999	8	12	7
\$350,000 to \$399,999	5	9	5
\$400,000 to \$499,999	6	12	5
\$500,000 or more	10	10	9
<b>Median price</b>	<b>\$220,000</b>	<b>\$170,000</b>	<b>\$246,400</b>
Married couple	\$242,000	\$188,200	\$266,800
Single female	\$169,100	\$138,100	\$187,000
Single male	\$160,000	\$145,000	\$170,300
Unmarried couple	\$187,400	\$151,000	\$251,000
Other	\$202,000	\$186,700	\$209,400

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-16

### **PURCHASE PRICE COMPARED WITH ASKING PRICE, BY REGION**

*(Percentage Distribution)*

Percent of asking price:	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
Less than 90%	7%	10%	15%	11%	9%	6%
90% to 94%	15	17	20	22	18	12
95% to 99%	38	36	38	38	36	35
100%	28	26	19	22	28	30
101% to 110%	10	9	7	6	8	15
More than 110%	2	1	1	1	1	3
Median (purchase price as a percent of asking price)	98%	98%	97%	97%	98%	99%

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-17

### SIZE OF HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND PREVIOUSLY OWNED HOMES

(Percentage Distribution)

#### New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1,000 sq ft or less	1%	1%	*	*	1%
1,001 to 1,500 sq ft	16	21	12	*	16
1,501 to 2,000 sq ft	29	37	23	17	30
2,001 to 2,500 sq ft	28	30	27	42	27
2,501 to 3,000 sq ft	13	7	17	17	13
3,001 to 3,500 sq ft	8	2	11	8	8
3,501 sq ft or more	7	1	10	17	6
<b>Median (sq ft)</b>	<b>1,800</b>	<b>1,600</b>	<b>2,000</b>	<b>1,940</b>	<b>1,800</b>

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1,000 sq ft or less	*	1%	*	*	1%
1,001 to 1,500 sq ft	13	21	9	3	15
1,501 to 2,000 sq ft	28	37	23	17	30
2,001 to 2,500 sq ft	27	25	28	33	26
2,501 to 3,000 sq ft	15	9	17	22	13
3,001 to 3,500 sq ft	9	5	11	13	9
3,501 sq ft or more	9	3	11	12	8
<b>Median (sq ft)</b>	<b>1,900</b>	<b>1,620</b>	<b>2,020</b>	<b>2,200</b>	<b>1,820</b>

\* Less than 1 percent

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-18

### SIZE OF HOME PURCHASED, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution)

#### 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
1,000 sq ft or less	1%	*	4%	*	*	*	1%	*
1,001 to 1,500 sq ft	16	12	33	11	22	100	9	20
1,501 to 2,000 sq ft	29	32	13	32	35	*	24	32
2,001 to 2,500 sq ft	28	26	38	32	30	*	30	27
2,501 to 3,000 sq ft	13	12	13	21	4	*	14	11
3,001 to 3,500 sq ft	8	9	*	5	9	*	13	4
3,501 sq ft or more	7	10	*	*	*	*	10	5
<b>Median (sq ft)</b>	<b>1,800</b>	<b>1,800</b>	<b>1,780</b>	<b>1,800</b>	<b>1,700</b>	<b>1,200</b>	<b>1,950</b>	<b>1,660</b>

#### 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
1,000 sq ft or less	*	*	1%	*	1%	1%	*	*
1,001 to 1,500 sq ft	13	9	23	24	18	14	9	16
1,501 to 2,000 sq ft	28	23	38	42	34	22	22	30
2,001 to 2,500 sq ft	27	29	24	19	25	33	25	28
2,501 to 3,000 sq ft	15	17	9	8	13	15	17	14
3,001 to 3,500 sq ft	9	12	3	4	7	11	13	7
3,501 sq ft or more	9	12	2	2	3	4	15	5
<b>Median (sq ft)</b>	<b>1,900</b>	<b>2,050</b>	<b>1,560</b>	<b>1,500</b>	<b>1,700</b>	<b>1,900</b>	<b>2,100</b>	<b>1,800</b>

\* Less than 1 percent

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-19

### HOME SIZE AND PRICE PER SQUARE FOOT, BY REGION

(Median)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
<b>All homes purchased</b>						
Square feet	1,800	1,900	1,750	1,800	2,010	1,800
Price per square foot	\$124	\$110	\$120	\$95	\$100	\$150
<b>Detached single-family home</b>						
Square feet	1,900	2,000	1,800	1,900	2,100	1,900
Price per square foot	\$129	\$110	\$120	\$100	\$100	\$150
<b>Townhouse or row house</b>						
Square feet	1,650	1,660	1,670	1,450	1,870	1,490
Price per square foot	\$109	\$130	\$130	\$100	\$125	\$220
<b>Duplex/apartment/condo in 2-4 unit building</b>						
Square feet	1,990	1,480	1,570	1,370	1,500	1,480
Price per square foot	\$154	\$120	\$120	\$80	\$115	\$320
<b>Apartment/condo in building with 5 or more units</b>						
Square feet	1,100	1,400	1,400	1,400	1,640	1,280
Price per square foot	\$121	\$110	\$160	\$90	\$105	\$140

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-20

**NUMBER OF BEDROOMS AND BATHROOMS, BY FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND**  
(Percentage Distribution)

### New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
One bedroom	1%	1%	1%	*	1%
Two bedrooms	21	21	21	46	20
Three bedrooms or more	78	77	78	54	80
Median number of bedrooms	3	3	3	3	3
One full bathroom	42	54	33	8	44
Two full bathrooms	47	42	51	85	45
Three full bathrooms or more	11	5	16	8	12
Median number of full bathrooms	2	1	2	2	2

### U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
One bedroom	*	1%	*	*	*
Two bedrooms	13	13	13	8	14
Three bedrooms or more	87	87	86	92	86
Median number of bedrooms	3	3	3	3	3
One full bathroom	15	27	9	2	18
Two full bathrooms	63	61	64	62	63
Three full bathrooms or more	22	12	27	36	19
Median number of full bathrooms	2	2	2	2	2

**PREVIOUSLY OWNED HOMES**



## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-21

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

#### 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
One bedroom	1%	*	8%	*	*	*	*	2%
Two bedrooms	21	19	36	26	17	*	10	28
Three bedrooms or more	78	81	56	74	83	100	90	71
Median number of bedrooms	3	3	3	3	3	4	3	3
One full bathroom	42	34	48	67	65	*	39	45
Two full bathrooms	47	51	48	28	35	100	47	46
Three full bathrooms or more	11	15	4	6	*	*	14	9
Median number of full bathrooms	2	2	2	1	1	2	2	2

#### 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
One bedroom	*	*	1%	2% *	*	*	*	1%
Two bedrooms	13	8	26	24	17	13	4	18
Three bedrooms or more	87	92	74	75	83	87	96	82
Median number of bedrooms	3	3	3	3	3	3	4	3
One full bathroom	15	10	24	25	26	19	13	17
Two full bathrooms	63	62	66	65	61	58	56	67
Three full bathrooms or more	22	28	10	10	13	23	31	17
Median number of full bathrooms	2	2	2	2	2	2	2	2

\* Less than 1 percent

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-22

### YEAR HOME BUILT, BY REGION

(Median)

	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
2014	6%	15%	7%	8%	22%	14%
2013 through 2010	2	3	1	2	5	3
2009 through 2006	4	8	4	4	10	8
2005 through 2001	11	11	7	10	12	13
2000 through 1986	22	21	17	23	21	21
1985 through 1960	32	25	29	25	23	26
1959 through 1912	14	15	29	23	8	15
1911 or earlier	9	3	7	6	1	1
<b>Median</b>	1982	1991	1972	1980	2000	1992

## CHARACTERISTICS OF HOMES PURCHASED

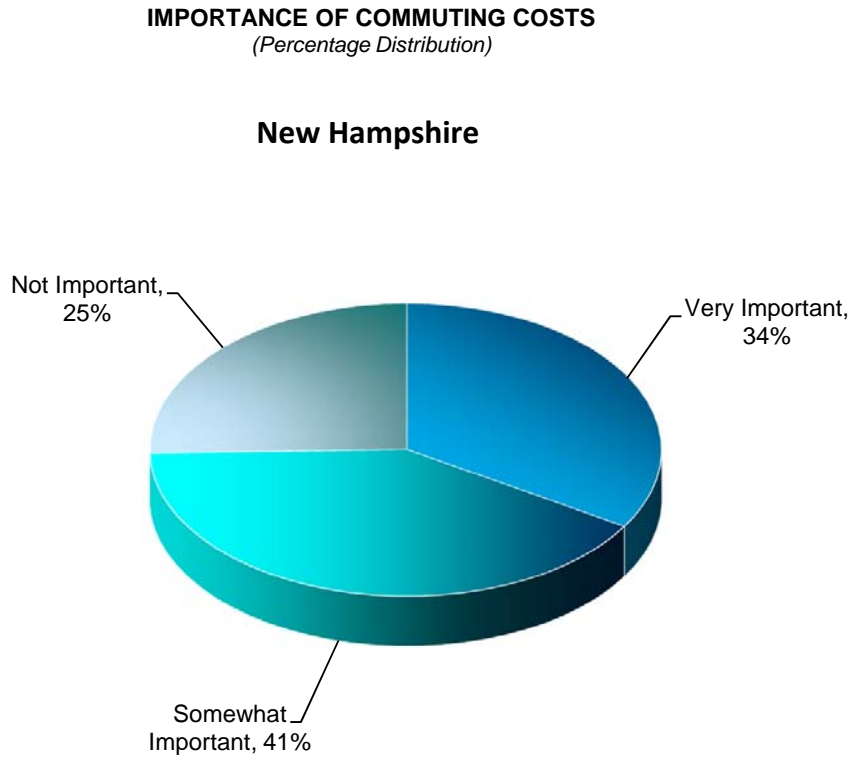
Exhibit 2-23

### IMPORTANCE OF COMMUTING COSTS

(Percentage Distribution)

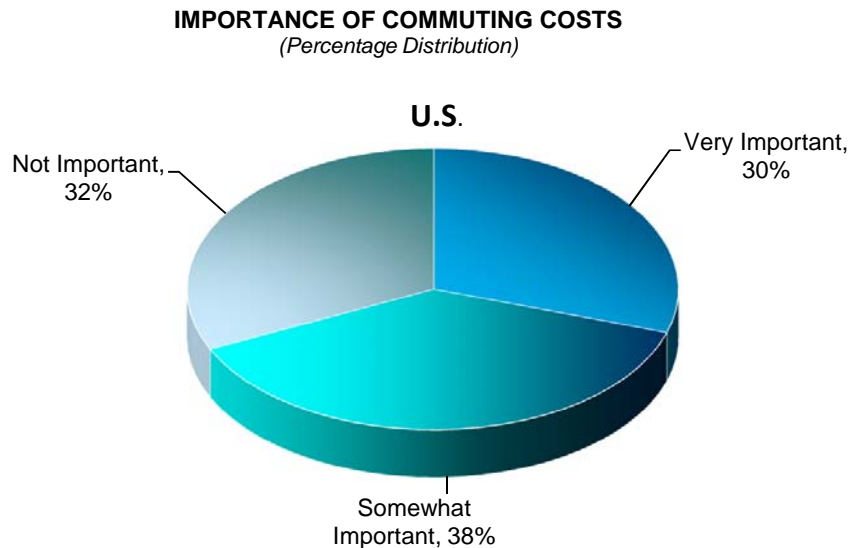
#### New Hampshire

Very Important	34%
Somewhat Important	41%
Not Important	25%



#### U.S.

Very Important	30%
Somewhat Important	38%
Not Important	32%



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-24

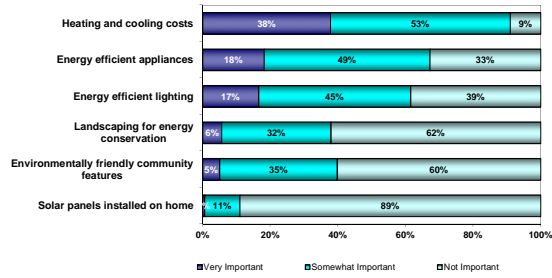
**IMPORTANCE OF HOME'S ENVIRONMENTALLY FRIENDLY FEATURES**  
(Percentage Distribution)

**New Hampshire**

	Very Important	Somewhat Important	Not Important
Heating and cooling costs	38%	53%	9%
Energy efficient appliances	18	49	33
Energy efficient lighting	17	45	39
Landscaping for energy conservation	6	32	62
Environmentally friendly community features	5	35	60
Solar panels installed on home	1	11	89

**IMPORTANCE OF HOME'S ENVIRONMENTALLY FRIENDLY FEATURES**  
(Percentage Distribution)

**New**

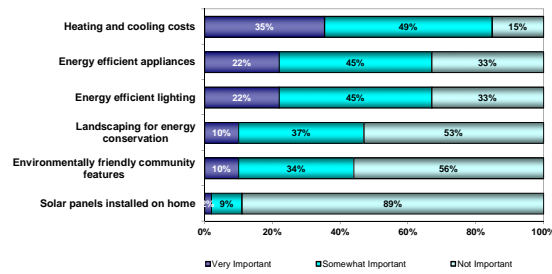


**U.S.**

	Very Important	Somewhat Important	Not Important
Heating and cooling costs	35%	49%	15%
Energy efficient appliances	22	45	33
Energy efficient lighting	22	45	33
Landscaping for energy conservation	10	37	53
Environmentally friendly community features	10	34	56
Solar panels installed on home	2	9	89

**IMPORTANCE OF HOME'S ENVIRONMENTALLY FRIENDLY FEATURES**  
(Percentage Distribution)

**U.S.**



A26 - How important were the following when you were searching for a home to purchase? - Solar panels installed on your home

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Impor	142	1.7	1.8	1.8
	Somewhat	664	7.9	8.4	10.2
	Not Import	7088	83.8	89.8	100
	Total	7895	93.4	100	
Missing	System	559	6.6		
Total		8454	100		

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-25

### ENVIRONMENTALLY FRIENDLY FEATURES CONSIDERED "VERY IMPORTANT", BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
Heating and cooling costs	38%	35%	42%	31%	38%	30%
Energy efficient appliances	18	22	17	18	27	20
Energy efficient lighting	17	22	16	16	26	23
Landscaping for energy conservation	6	10	6	6	11	14
Environmentally friendly community features	5	10	8	7	11	12
Solar panels installed on home	1	2	2	1	3	3

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-26

**ENVIRONMENTALLY FRIENDLY FEATURES CONSIDERED "VERY IMPORTANT", BY YEAR HOME WAS BUILT**

(Percentage Distribution)

	New Hampshire	U.S.	2014	2013 through 2010	2009 through 2006	2005 through 2001	2000 through 1986	1985 through 1960	1959 through 1911	1911 or earlier
Heating and cooling costs	38%	35%	50%	44%	37%	31%	30%	33%	32%	36%
Energy efficient appliances	18	22	48	30	27	20	16	15	15	13
Energy efficient lighting	17	22	43	25	25	20	17	16	17	13
Landscaping for energy conservation	6	10	18	10	13	9	9	9	7	6
Environmentally friendly community features	5	10	22	10	8	8	8	7	7	7
Solar panels installed on home	1	2	5	3	2	2	2	2	1	2

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-27

### CHARACTERISTICS OF HOME ON WHICH BUYER COMPROMISED, BY LOCATION

(Percent of Respondents)

#### New Hampshire

	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural	Resort/ Recreation area
Price of home	19%	17%	23%	24%	16%	*
Size of home	17	17	21	18	10	40
Condition of home	19	24	16	12	22	20
Distance from job	18	17	14	12	25	*
Lot size	15	10	20	18	9	60
Style of home	15	12	14	24	16	20
Distance from friends or family	11	*	11	18	16	*
Quality of the neighborhood	5	2	6	18	3	*
Quality of the schools	3	2	4	6	2	20
Distance from school	1	*	1	*	*	*
Other compromises not listed	7	12	1	29	5	*
None - Made no compromises	31	31	35	24	28	20

#### U.S.

	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural	Resort/ Recreation area
Price of home	20%	20%	17%	25%	18%	20%
Size of home	17	16	20	21	16	17
Condition of home	19	17	19	21	19	17
Lot size	14	15	13	13	12	17
Style of home	13	13	13	14	14	14
Distance from job	13	13	13	11	17	7
Distance from friends or family	6	6	7	4	6	12
Quality of the neighborhood	6	5	4	13	5	4
Quality of the schools	4	5	1	6	3	1
Distance from school	2	2	1	1	2	*
None - Made no compromises	35	35	39	31	39	35
Other compromises not listed	7	8	6	7	8	6

\* Less than 1 percent

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-28

### CHARACTERISTICS OF HOME ON WHICH BUYER COMPROMISED, FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND PREVIOUSLY OWNED HOMES

(Percentage of Respondents)

#### New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Price of home	19%	24%	15%	8%	19%
Size of home	17	21	13	15	16
Condition of home	19	14	23	*	21
Distance from job	18	25	13	15	18
Lot size	15	18	13	8	15
Style of home	15	13	17	15	15
Distance from friends or family	11	18	6	8	11
Quality of the neighborhood	5	10	2	8	5
Quality of the schools	3	7	1	8	3
Distance from school	1	*	1	*	1
Other compromises not listed	7	7	7	*	7
None - Made no compromises	31	23	37	54	30

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Price of home	20%	22%	19%	20%	20%
Size of home	17	20	16	16	18
Condition of home	19	19	19	3	22
Lot size	14	16	13	19	13
Style of home	13	15	12	11	14
Distance from job	13	18	11	14	13
Distance from friends or family	6	8	6	6	6
Quality of the neighborhood	6	8	5	7	6
Quality of the schools	4	6	3	4	4
Distance from school	2	2	1	2	1
None - Made no compromises	35	29	39	43	34
Other compromises not listed	7	7	8	6	8



## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-29

### CHARACTERISTICS OF HOME ON WHICH BUYER COMPROMISED, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage of Respondents)

#### 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
Price of home	19%	18%	13%	26%	26%	*	17%	20%
Size of home	17	15	17	26	22	*	13	20
Condition of home	19	19	13	26	22	*	23	17
Distance from job	18	20	17	16	4	*	23	15
Lot size	15	13	8	26	26	*	19	13
Style of home	15	14	8	32	22	*	13	17
Distance from friends or family	11	9	17	32	*	*	16	9
Quality of the neighborhood	5	3	4	5	17	*	6	5
Quality of the schools	3	4	4	5	*	*	4	3
Distance from school	1	1	*	*	*	*	1	*
Other compromises not listed	7	4	4	11	26	*	1	10
None - Made no compromises	31	32	54	11	17	100	27	33

\* Less than 1 percent

#### 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
Price of home	20%	20%	20%	19%	21%	18%	21%	19%
Size of home	17	17	16	16	21	13	20	15
Condition of home	19	18	17	21	24	19	21	17
Lot size	14	15	10	12	19	7	17	12
Style of home	13	13	13	9	17	18	16	12
Distance from job	13	14	10	13	17	14	18	10
Distance from friends or family	6	6	4	6	11	6	7	6
Quality of the neighborhood	6	6	6	10	8	10	7	6
Quality of the schools	4	5	2	3	5	6	6	3
Distance from school	2	1	2	*	2	7	4	*
None - Made no compromises	35	34	41	41	27	38	29	39
Other compromises not listed	7	8	7	6	6	11	6	8

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-30

### EXPECTED LENGTH OF TENURE IN HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND PREVIOUSLY OWNED HOMES

(Percentage Distribution)

#### New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1 year or less	2%	1%	3%	*	2%
2 to 3 years	1	1	*	*	1
4 to 5 years	8	11	6	*	8
6 to 7 years	3	4	3	*	3
8 to 10 years	17	17	16	23	16
11 to 15 years	4	1	7	*	5
16 or more years	32	32	32	46	31
Don't Know	34	33	34	31	34
Median	15	13	15	319,900	15

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1 year or less	2%	1%	2%	2%	2%
2 to 3 years	4	3	4	3	4
4 to 5 years	9	12	7	8	9
6 to 7 years	2	3	2	2	2
8 to 10 years	14	16	14	14	15
11 to 15 years	6	4	6	5	6
16 or more years	26	23	28	27	26
Don't Know	38	38	38	39	37
Median	14	10	15	15	11

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-31

### EXPECTED LENGTH OF TENURE IN HOME PURCHASED, BY AGE

(Percentage Distribution)

#### New Hampshire

	AGE OF HOME BUYER				
	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
1 year or less	2%	*	1%	3%	5%
2 to 3 years	1	*	1	*	*
4 to 5 years	8	*	11	6	*
6 to 7 years	3	*	4	3	*
8 to 10 years	17	20	22	13	9
11 to 15 years	4	*	7	2	5
16 or more years	32	20	30	34	41
Don't Know	34	60	25	39	41
<b>Median</b>	<b>15</b>	<b>15</b>	<b>10</b>	<b>20</b>	<b>20</b>

\* Less than 1 percent

#### U.S.

	AGE OF HOME BUYER				
	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
1 year or less	2%	*	1%	2%	3%
2 to 3 years	4	8	3	3	7
4 to 5 years	9	16	11	7	3
6 to 7 years	2	4	3	2	*
8 to 10 years	14	22	17	12	10
11 to 15 years	6	*	6	5	7
16 or more years	26	10	27	31	20
Don't Know	38	40	32	38	49
<b>Median</b>	<b>14</b>	<b>8</b>	<b>10</b>	<b>15</b>	<b>15</b>

\* Less than 1 percent

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-32

### FACTORS THAT COULD CAUSE BUYER TO MOVE, BY AGE

(Percent of Respondents)

#### New Hampshire

	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	42%	100%	38%	42%	41%
Never moving-forever home	30	*	23	38	46
Move with job or career change	13	*	15	13	5
May desire better area/neighborhood	7	*	12	2	*
May outgrow home	6	*	10	3	*
Will flip home	1	*	*	2	*
Other	2	*	2	2	9

#### U.S.

	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	40%	39%	37%	45%	41%
Never moving-forever home	23	7	15	27	40
Move with job or career change	16	30	24	13	2
May desire better area/neighborhood	8	7	10	7	5
May outgrow home	6	11	10	1 *	
Will flip home	1	3	1	2	1
Other	6	2	3	6	11

\* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-33

**FACTORS THAT COULD CAUSE BUYER TO MOVE, 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
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	42%	39%	48%	47%	52%	*	46%	46%
Never moving-forever home	30	31	32	26	17	100	29	29
Move with job or career change	13	12	12	11	17	*	11	11
May desire better area/neighborhood	7	8	4	11	4	*	5	5
May outgrow home	6	8	4	*	*	*	6	6
Will flip home	1	*	*	5	*	*	*	*
Other	2	2	*	*	9	*	3	3

**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
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	40%	38%	52%	38%	41%	43%	38%	42%
Never moving-forever home	23	25	21	20	15	26	19	26
Move with job or career change	16	18	9	18	14	8	22	13
May desire better area/neighborhood	8	8	8	9	10	6	9	7
May outgrow home	6	6	2	4	13	3	8	4
Will flip home	1	1	1	4	2	1	1	2
Other	6	5	7	7	6	13	3	7