

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-1	AGE OF HOME SELLERS, BY REGION
Exhibit 6-2	HOUSEHOLD INCOME OF HOME SELLERS, 2014
Exhibit 6-3	ADULT COMPOSITION OF HOME SELLER HOUSEHOLDS
Exhibit 6-4	NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOME SELLER HOUSEHOLD
Exhibit 6-5	RACE/ETHNICITY OF HOME SELLERS, BY REGION
Exhibit 6-6	PRIMARY LANGUAGE SPOKEN IN HOME SELLER HOUSEHOLD, BY REGION
Exhibit 6-7	HOME SELLING SITUATION AMONG REPEAT BUYERS
Exhibit 6-8	FIRST-TIME OR REPEAT SELLER
Exhibit 6-9	HOMES SOLD AND FOR SALE, BY REGION
Exhibit 6-10	LOCATION OF HOME SOLD
Exhibit 6-11	PROXIMITY OF HOME SOLD TO HOME PURCHASED
Exhibit 6-12	TYPE OF HOME SOLD, BY LOCATION
Exhibit 6-13	SIZE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD
Exhibit 6-14	SIZE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD, BY AGE OF SELLER
Exhibit 6-15	NUMBER OF BEDROOMS AND BATHROOMS BY ADULT COMPOSITION OF HOUSEHOLD AND CH
Exhibit 6-16	AGE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD
Exhibit 6-17	PRICE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD
Exhibit 6-18	PRICE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD, BY AGE OF SELLER
Exhibit 6-19	PRIMARY REASON FOR SELLING PREVIOUS HOME, BY MILES MOVED
Exhibit 6-20	PRIMARY REASON FOR SELLING PREVIOUS HOME, BY FIRST-TIME AND REPEAT SELLERS
Exhibit 6-21	SELLER WANTED TO SELL EARLIER BUT WAITED OR STALLED BECAUSE HOME WAS WORTH L
Exhibit 6-22	SELLER WANTED TO SELL EARLIER BUT WAITED OR STALLED BECAUSE HOME WAS WORTH L
Exhibit 6-23	TENURE IN PREVIOUS HOME
Exhibit 6-24	TENURE IN PREVIOUS HOME, BY AGE OF SELLER
Exhibit 6-25	DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION
Exhibit 6-26	DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY AGE
Exhibit 6-27	METHOD USED TO SELL HOME, BY REGION
Exhibit 6-28	METHOD USED TO SELL HOME, BY SELLER URGENCY
Exhibit 6-29	METHOD OF SALE, BY BUYER AND SELLER RELATIONSHIP
Exhibit 6-30	METHOD USED TO SELL HOME, 2001-2015
Exhibit 6-31	SALES PRICE COMPARED WITH LISTING PRICE, BY REGION
Exhibit 6-32	SALES PRICE COMPARED WITH LISTING PRICE, BY SELLER URGENCY
Exhibit 6-33	NUMBER OF WEEKS RECENTLY SOLD HOME WAS ON THE MARKET, BY REGION
Exhibit 6-34	SALES PRICE COMPARED WITH LISTING PRICE, BY NUMBER OF WEEKS HOME WAS ON THE MARKET
Exhibit 6-35	NUMBER OF TIMES ASKING PRICE WAS REDUCED, BY NUMBER OF WEEKS HOME WAS ON THE MARKET
Exhibit 6-36	INCENTIVES OFFERED TO ATTRACT BUYERS, BY REGION
Exhibit 6-37	INCENTIVES OFFERED TO ATTRACT BUYERS, BY NUMBER OF WEEKS HOME WAS ON THE MARKET
Exhibit 6-38	EQUITY EARNED IN HOME RECENTLY SOLD, BY TENURE IN HOME
Exhibit 6-39	SATISFACTION WITH THE SELLING PROCESS

CHILDREN IN HOUSEHOLD

LESS THAN MORTGAGE, BY FIRST-TIME AND REPEAT SELLERS
LESS THAN MORTGAGE, BY TENURE IN HOME

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
18 to 34 years	15%	15%	11%	17%	14%	18%
35 to 44 years	17	17	19	23	18	17
45 to 54 years	32	15	18	16	15	17
55 to 64 years	16	20	24	21	22	20
65 to 74 years	15	21	21	18	26	25
75 years or older	5	5	7	6	6	4
Median age (years)	52	54	55	51	55	54

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-2

HOUSEHOLD INCOME OF HOME SELLERS, 2014

(Percentage Distribution)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
Less than \$25,000	1%	2%	2%	2%	3%	2%
\$25,000 to \$34,999	3	4	3	5	3	4
\$35,000 to \$44,999	4	5	3	5	5	6
\$45,000 to \$54,999	6	6	7	6	5	6
\$55,000 to \$64,999	1	6	4	5	6	8
\$65,000 to \$74,999	8	8	7	10	6	9
\$75,000 to \$84,999	8	8	8	9	7	9
\$85,000 to \$99,999	14	10	12	10	10	9
\$100,000 to \$124,999	22	18	18	17	17	19
\$125,000 to \$149,999	14	12	12	12	13	11
\$150,000 to \$174,999	1	7	6	6	9	4
\$175,000 to \$199,999	8	4	4	2	5	4
\$200,000 or more	10	11	13	11	11	10
Median income (2014)	\$105,500	\$104,139	\$108,306	\$99,970	\$111,721	\$98,300

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-3

ADULT COMPOSITION OF HOME SELLER HOUSEHOLDS

(Percentage Distribution)

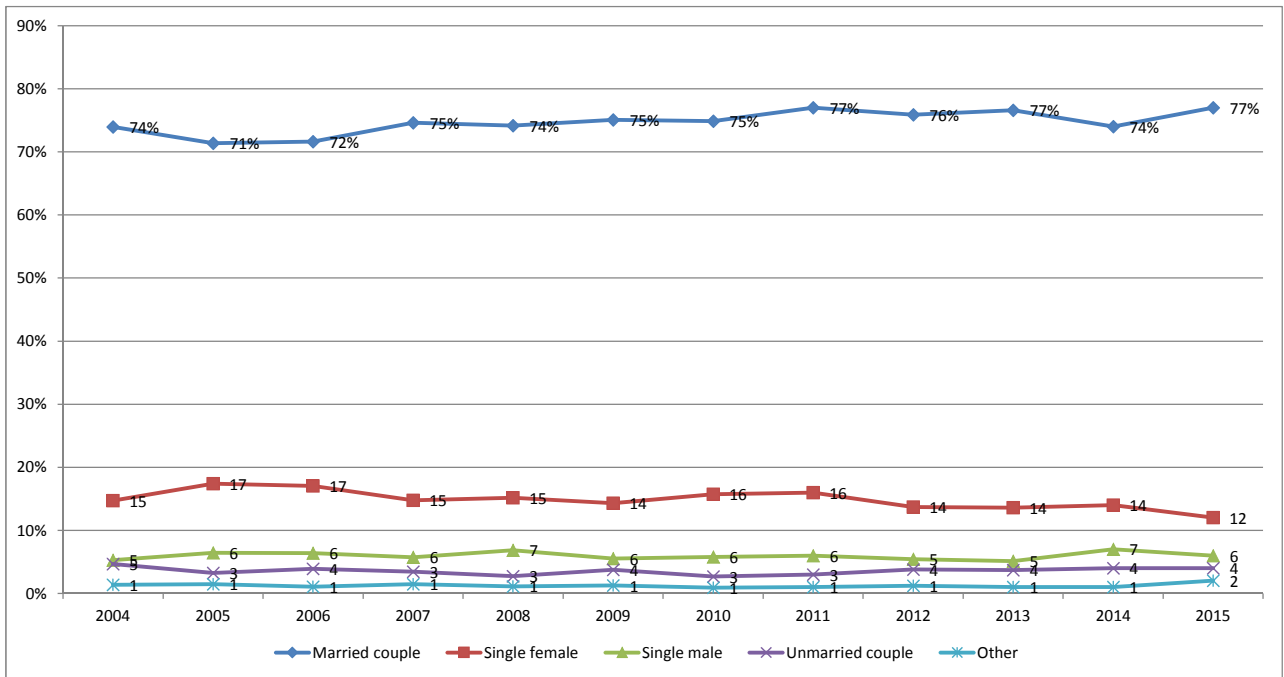
New Hampshire

	2015
Married couple	76%
Single female	13
Single male	5
Unmarried couple	5
Other	*

* Less than 1 percent

U.S.

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Married couple	74%	71%	72%	75%	74%	75%	75%	77%	76%	77%	74%	77%
Single female	15	17	17	15	15	14	16	16	14	14	14	12
Single male	5	6	6	6	7	6	6	6	5	5	7	6
Unmarried couple	5	3	4	3	3	4	3	3	4	4	4	4
Other	1	1	1	1	1	1	1	1	1	1	1	2



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)

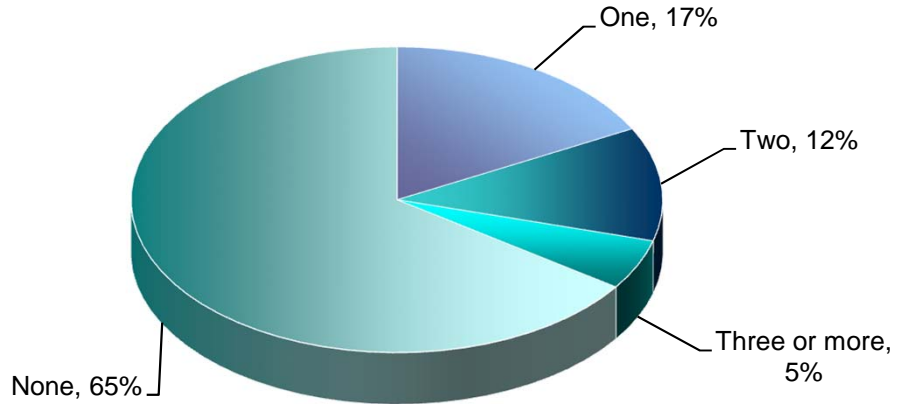
New Hampshire

One	17%
Two	12%
Three or more	5%
None	65%

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

(Percentage Distribution)

New Hampshire



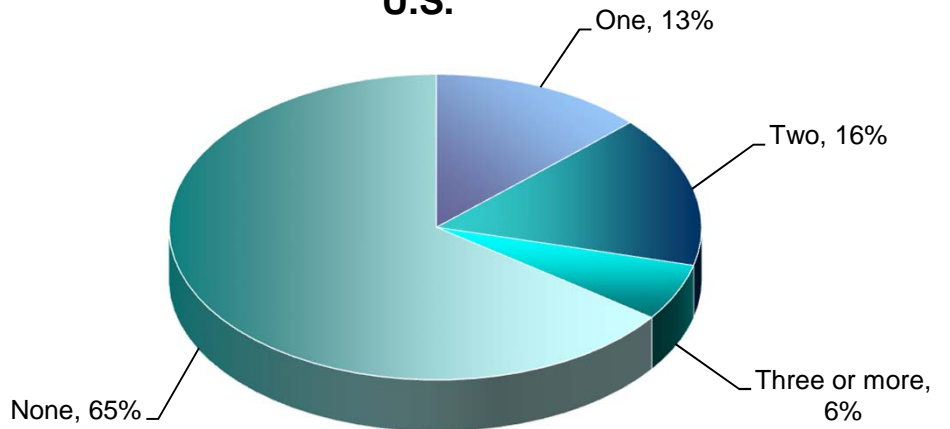
U.S.

One	13%
Two	16%
Three or more	6%
None	65%

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

(Percentage Distribution)

U.S.



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
White/Caucasian	96%	91%	93%	95%	91%	86%
Asian/Pacific Islander	1	3	2	2	2	7
Hispanic/Latino/Mexican/ Puerto Rican	1	4	4	2	4	6
Black/African-American	*	2	1	2	3	1
Other	1	1	*	1	1	2

* Less than 1 percent

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)

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

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-7

HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)

New Hampshire

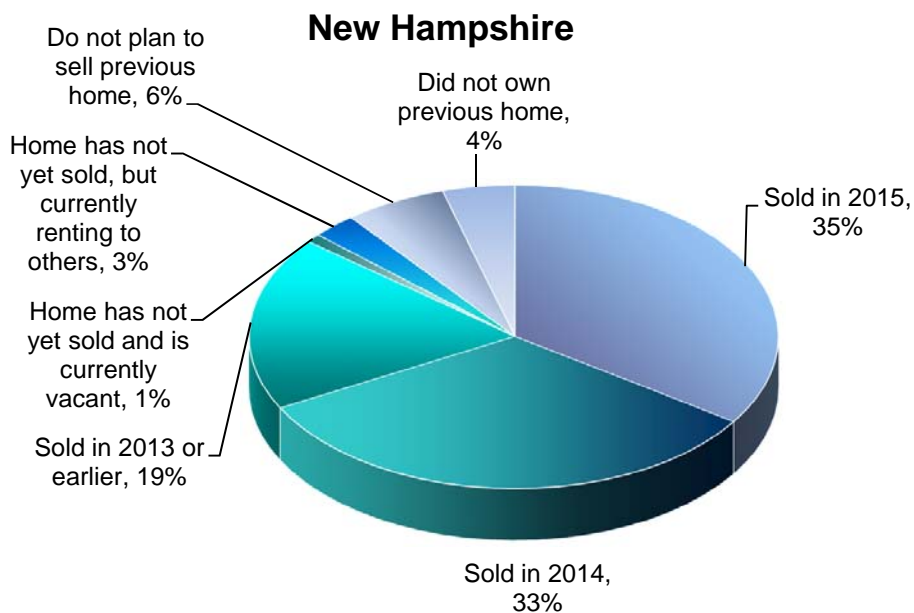
Sold in 2015	35%
Sold in 2014	33%
Sold in 2013 or earlier	19%
Home has not yet sold and is currently vacant	1%
Home has not yet sold, but currently renting to others	3%
Do not plan to sell previous home	6%
Did not own previous home	4%

U.S.

Sold in 2015	30%
Sold in 2014	36%
Sold in 2013 or earlier	15%
Home has not yet sold and is currently vacant	3%
Home has not yet sold, but currently renting to others	3%
Do not plan to sell previous home	7%
Did not own previous home	5%

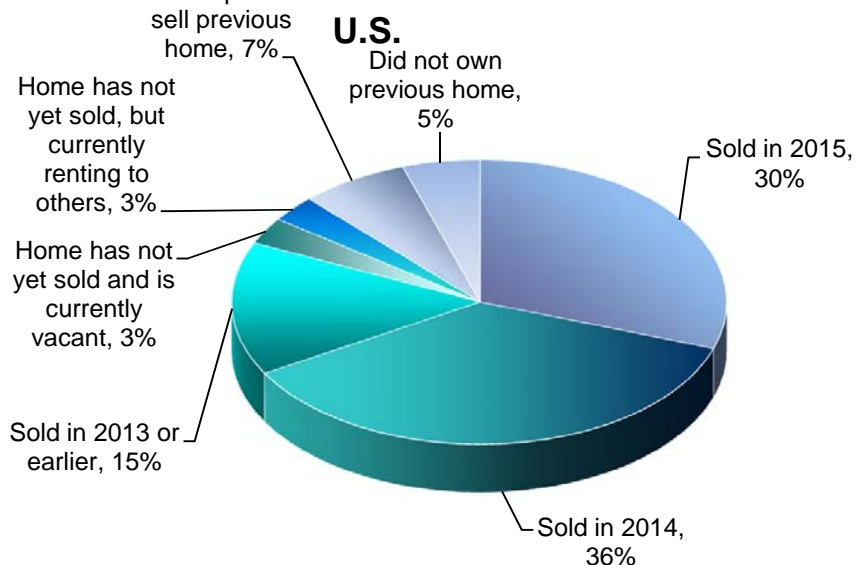
HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)



HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-8

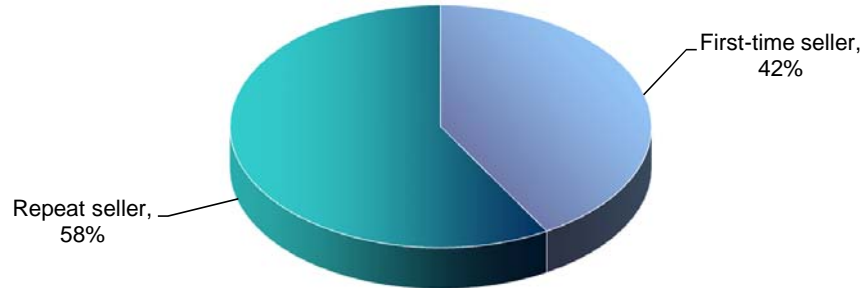
FIRST-TIME OR REPEAT SELLER

(Percentage Distribution)

New Hampshire

First-time seller	42%
Repeat seller	58%

FIRST-TIME OR REPEAT SELLER
(Percentage Distribution)

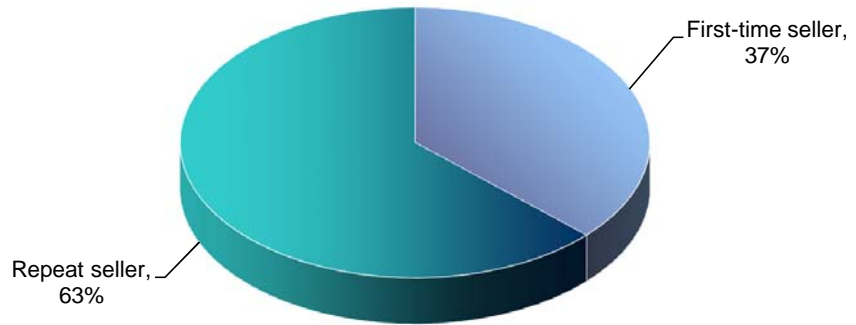


U.S.

First-time seller	37%
Repeat seller	63%

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.

	Homes Sold	Home has not yet sold and is currently vacant	Home has not yet sold, but currently renting to others
Northeast	14%	17%	16%
Midwest	22	27	19
South	40	47	44
West	24	10	22

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
Suburb/Subdivision	29%	*	*
Small town	32	50	67
Urban area/Central city	18	*	*
Rural area	20	50	33
Resort/Recreation area	1	*	*

* 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
Suburb/Subdivision	49%	39%	47%
Small town	19	26	23
Urban area/Central city	16	16	9
Rural area	14	18	18
Resort/Recreation area	3	1	3

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-11

PROXIMITY OF HOME SOLD TO HOME PURCHASED

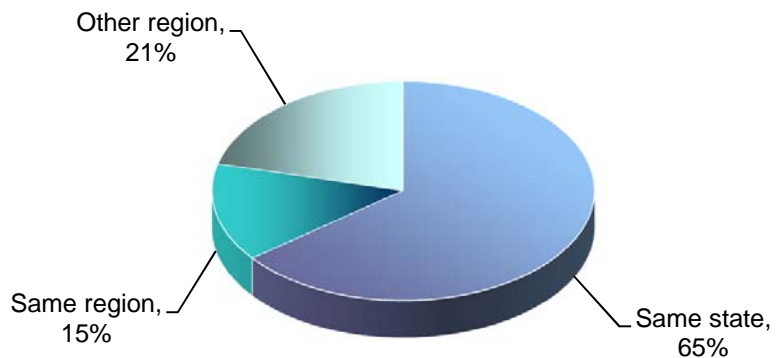
(Percentage Distribution)

New Hampshire

Same state	65%
Same region	15%
Other region	21%

PROXIMITY OF HOME SOLD TO HOME PURCHASED (Percentage Distribution of Households)

New Hampshire

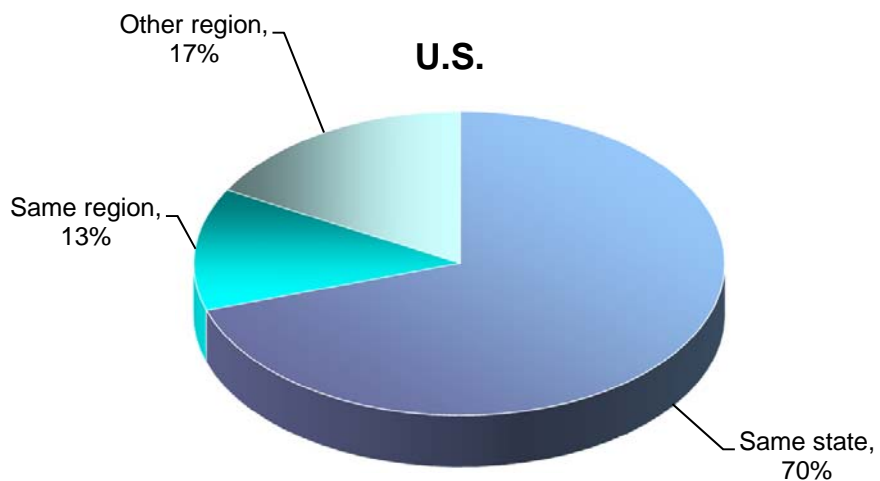


U.S.

Same state	70%
Same region	13%
Other region	17%

PROXIMITY OF HOME SOLD TO HOME PURCHASED (Percentage Distribution of Households)

U.S.



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
Detached single-family home	68%	77%	58%	71%	73%	100%
Townhouse/row house	12	14	13	14	13	*
Apartment/condo in a building with 5 or more units	5	*	8	14	*	*
Duplex/apartment/condo in 2 to 4 unit building	4	5	*	*	7	*
Other	11	5	21	*	7	*

U.S.

	SELLERS WHO SOLD A HOME IN A					
	All Sellers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	82%	86%	83%	70%	81%	58%
Townhouse/row house	6	7	4	8	3	12
Apartment/condo in a building with 5 or more units	5	4	3	14	2	12
Duplex/apartment/condo in 2 to 4 unit building	2	1	3	4	*	3
Other	6	3	8	5	15	16

* 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	*	*	4%	*	*	*
1,001 to 1,500 sq ft	*	30	32	15	31	5
1,501 to 2,000 sq ft	*	20	24	15	6	14
2,001 to 2,500 sq ft	*	10	16	48	6	32
2,501 to 3,000 sq ft	*	10	12	15	19	18
More than 3,000 sq ft	*	30	12	7	38	32

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	5	4	2	1
1,501 to 2,000 sq ft	*	2	6	6	5	4
2,001 to 2,500 sq ft	*	2	5	8	5	6
2,501 to 3,000 sq ft	*	1	3	6	4	4
More than 3,000 sq ft	*	*	2	6	4	9

42%

Trading Up

29%

Remaining at the same size range

31%

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)

U.S.

	Size of home sold	Size of home purchased	Difference
18 to 34 years	1,600	2,200	600
35 to 44 years	1,900	2,600	700
45 to 54 years	2,200	2,300	100
55 to 64 years	2,000	2,000	*
65 to 74 years	2,200	2,000	-200
75 years or older	2,000	1,800	-200

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	1%	2%	*	*	*	*	*	2%
Two bedrooms	32	29	33	50	50	*	24	37
Three bedrooms or more	67	69	67	50	50	*	76	61
Median number of bedrooms	3	3	3	3	3	3	3	3
One full bathroom	28	26	33	50	25	*	20	33
Two full bathrooms	59	57	67	50	75	*	64	55
Three full bathrooms or more	13	17	*	*	*	*	16	12
Median number of full bathrooms	2	2	2	2	2	2	2	2

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%	2%	1%	*	*	*	1%
Two bedrooms	12	10	17	21	17	16	8	14
Three bedrooms or more	88	89	81	79	84	84	92	85
Median number of bedrooms	3	3	3	3	3	3	3	3
One full bathroom	13	12	17	15	18	11	14	13
Two full bathrooms	58	58	58	60	62	59	58	58
Three full bathrooms or more	29	30	25	25	20	30	28	29
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

(Percentage Distribution)

New Hampshire

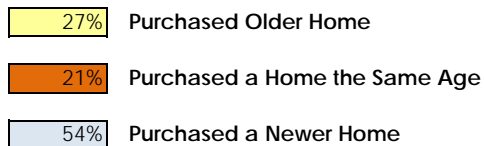
Year home sold was built	YEAR PURCHASED HOME WAS BUILT							
		2010 through 2014	2006 through 2009	2001 through 2005	1986 through 2000	1960 through 1985	1912 through 1959	1750 through 1911
		2014	2013	2009	2005	2000	1985	1911
2014	*	*	*	*	*	*	*	*
2010 through 2013	*	*	*	*	*	*	*	*
2006 through 2009	*	*	*	*	*	*	*	*
2001 through 2005	50	50	50	50	50	50	50	50
1986 through 2000	50	50	50	50	50	50	50	50
1960 through 1985	*	*	*	*	*	*	*	*
1912 through 1959	*	*	*	*	*	*	*	*
1750 through 1911	*	*	*	*	*	*	*	*

* Less than 1 percent

U.S.

Year home sold was built	YEAR PURCHASED HOME WAS BUILT							
		2010 through 2014	2006 through 2009	2001 through 2005	1986 through 2000	1960 through 1985	1912 through 1959	1750 through 1911
		2014	2013	2009	2005	2000	1985	1911
2014	*	*	*	*	*	*	*	*
2010 through 2013	2	3	*	*	2	2	*	*
2006 through 2009	5	*	1	1	1	1	*	*
2001 through 2005	5	3	3	3	4	4	1	*
1986 through 2000	4	1	3	4	5	5	4	*
1960 through 1985	5	1	2	3	4	7	2	*
1912 through 1959	1	*	*	1	1	4	2	*
1750 through 1911	*	*	*	*	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	20	33	26	39 *		20 *		22 *	
\$100,000 to \$149,999	60	67	21	11	29 *		*	*	*	
\$150,000 to \$199,999	*	*	21	11	29	40	14 *			14
\$200,000 to \$249,999	20 *		26	11 *		10	29	11 *		
\$250,000 to \$299,999	*	*	5	17	21 *		29	22 *		
\$300,000 to \$349,999	*	*	*	*	14	30	14	11	14	
\$350,000 to \$399,999	*	*	*	*	*	*	*	11	29	
\$400,000 to \$499,999	*	*	*	*	*	*	*	11	14	
\$500,000 or more	*	*	*		11	7 *		14	11	29

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%	2%	2%	1%	*	*	*	*	*
\$100,000 to \$149,999	1	3	4	3	2	*	1	*	*	*
\$150,000 to \$199,999	1	2	3	4	3	2	1	1	*	*
\$200,000 to \$249,999	*	1	3	3	3	1	2	1	*	*
\$250,000 to \$299,999	*	*	2	1	2	2	2	2	2	1
\$300,000 to \$349,999	*	*	1	4	1	1	1	1	1	1
\$350,000 to \$399,999	*	*	1	1	1	1	1	1	1	1
\$400,000 to \$499,999	*	*	*	1	1	1	*	1	2	2
\$500,000 or more	*	*	*	1	1	1	1	1	2	7

* Less than 1 percent

47%	Trading Up
23%	Remaining at the same price range
30%	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)

U.S.

	Price of home sold	Price of home purchased	Difference
18 to 34 years	\$190,000	\$260,000	\$70,000
35 to 44 years	\$233,000	\$308,000	\$75,000
45 to 54 years	\$265,000	\$289,000	\$24,000
55 to 64 years	\$250,000	\$255,000	\$5,000
65 to 74 years	\$278,000	\$220,000	-\$58,000
75 years or older	\$240,000	\$207,000	-\$33,000

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	14%	3%	*	*	40%	25%	44%
Home is too small	16	10	31	27	20	*	*
Change in family situation (e.g., marriage, birth of a child, divorce)	17	28	6	18	*	*	22
Want to move closer to friends or family	6	*	6	*	20	50	22
Neighborhood has become less desirable	11	24	13	*	*	*	*
Home is too large	10	10	25	9	*	*	*
Moving due to retirement	3	*	*	*	20	*	*
Want to move closer to current job	9	3	13	18	*	25	*
Upkeep of home is too difficult due to health or financial limitations	6	14	*	9	*	*	*
Can not afford the mortgage and other expenses of owning home	4	3	6	9	*	*	*
Other	4	3	*	9	*	*	11

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	16%	30%	19%	11%	4%	1%	1%
Job relocation	14	3	4	6	19	31	38
Want to move closer to friends or family	13	3	7	13	18	28	24
Neighborhood has become less desirable	10	13	17	19	4	1	3
Change in family situation (e.g., marriage, birth of a child, divorce)	10	15	11	10	4	5	4
Home is too large	9	14	11	7	8	2	2
Moving due to retirement	7	3	2	7	12	11	16
Upkeep of home is too difficult due to health or financial limitations	6	4	8	2	8	17	2
Want to move closer to current job	5	2	11	14	18	2	1
Can not afford the mortgage and other expenses of owning home	2	3	2	3	1	1	2
To avoid possible foreclosure	*	*	*	*	*	*	*
Other	8	11	7	7	4	1	7

* 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	16%	25%	9%
Job relocation	14	16	11
Want to move closer to friends or family	6	9	5
Neighborhood has become less desirable	11	9	14
Home is too large	10	3	16
Change in family situation (e.g., marriage, birth of a child, divorce)	17	16	16
Moving due to retirement	3	3	2
Want to move closer to current job	9	6	11
Upkeep of home is too difficult due to health or financial limitations	6	9	5
Can not afford the mortgage and other expenses of owning home	4	3	5
To avoid possible foreclosure	1	*	2
Other	4	*	5

U.S.

	All Sellers	First-time Seller	Repeat Seller
Home is too small	16%	29%	8%
Job relocation	14	14	15
Want to move closer to friends or family	13	8	16
Neighborhood has become less desirable	10	13	8
Change in family situation (e.g., marriage, birth of a child, divorce)	10	10	10
Home is too large	9	4	11
Moving due to retirement	7	4	9
Upkeep of home is too difficult due to health or financial limitations	6	2	8
Want to move closer to current job	5	6	5
Can not afford the mortgage and other expenses of owning home	2	1	3
To avoid possible foreclosure	*	*	*
Other	8	8	8

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-21

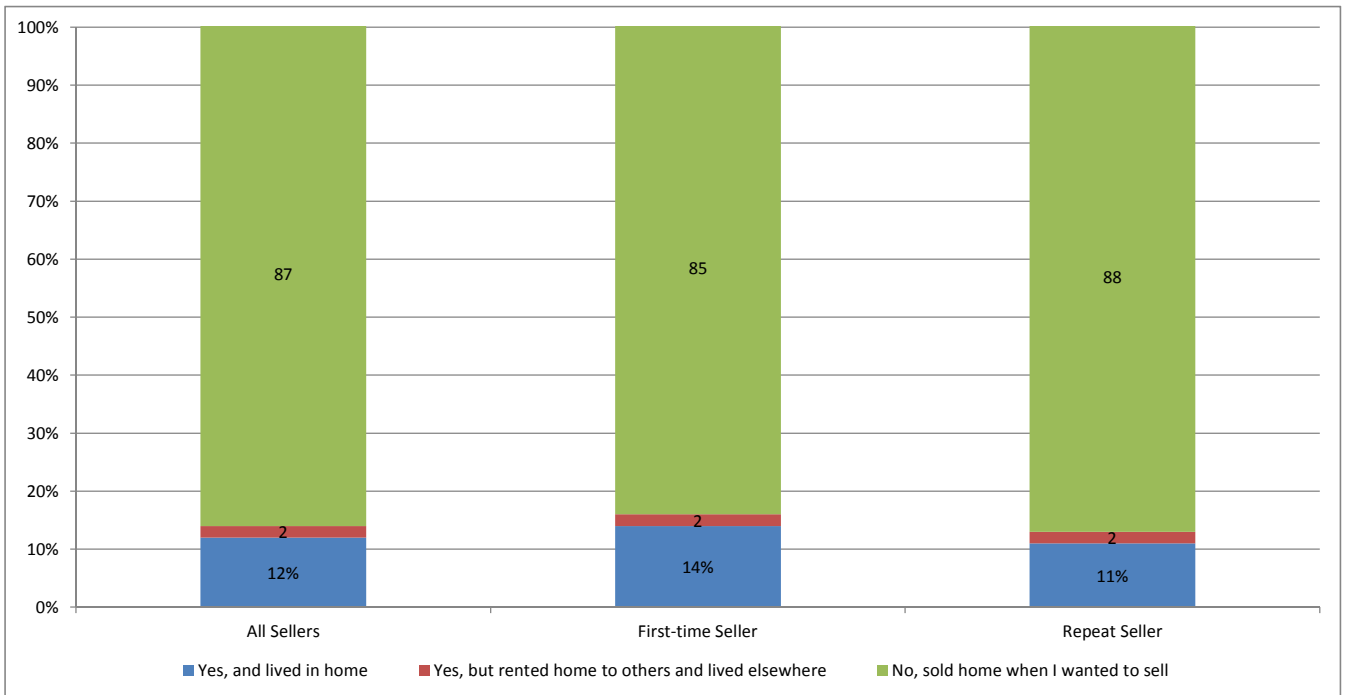
SELLER WANTED TO SELL EARLIER BUT WAITED OR STALLED BECAUSE HOME WAS WORTH LESS THAN MORTGAGE, BY FIRST-TIME AND REPEAT SE
 (Percentage Distribution)

New Hampshire

	All Sellers	First-time Seller	Repeat Seller
Yes, and lived in home	20%	22%	18%
Yes, but rented home to others and lived elsewhere	*	*	*
No, sold home when I wanted to sell	80	78	82

U.S.

	All Sellers	First-time Seller	Repeat Seller
Yes, and lived in home	12%	14%	11%
Yes, but rented home to others and lived elsewhere	2	2	2
No, sold home when I wanted to sell	87	85	88



ELLERS

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)

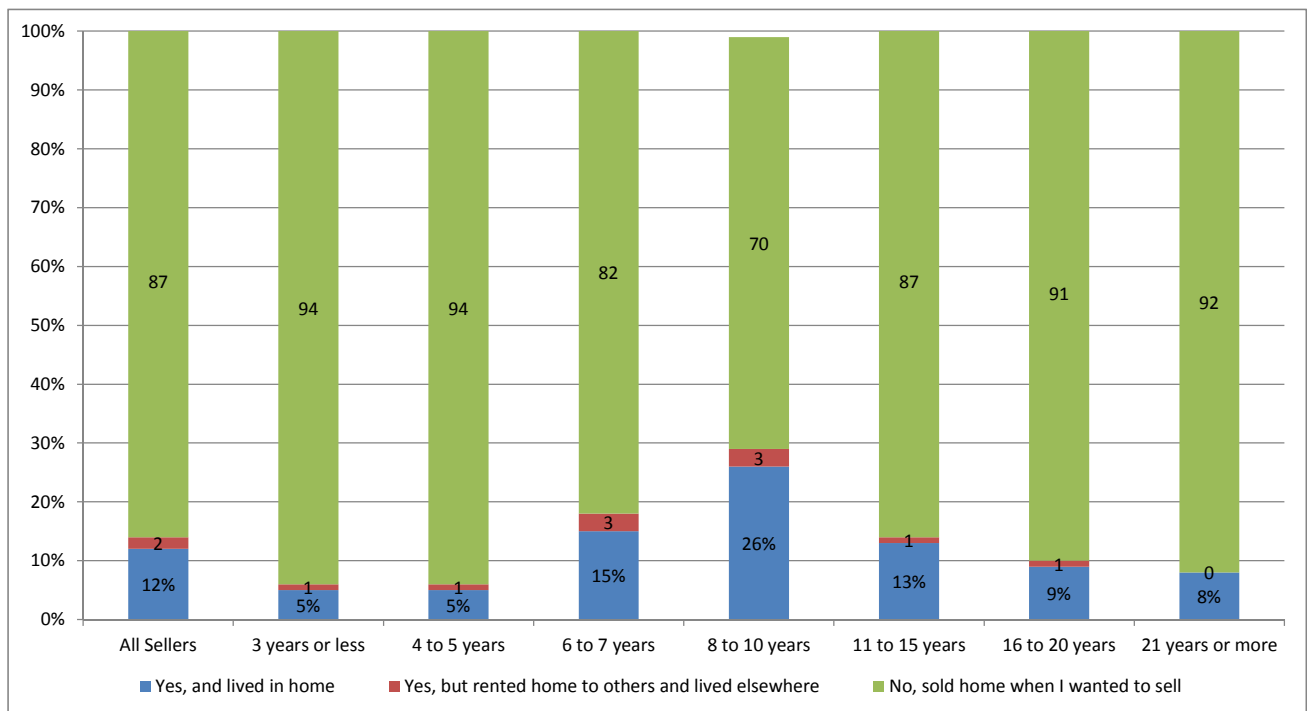
New Hampshire

	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
Yes, and lived in home	20%	*	*	*	*	*	25%	44%	14%
Yes, but rented home to others and lived elsewhere	*	*	*	*	*	*	*	*	3
No, sold home when I wanted to sell	80	100	100	100	100	100	75	56	83

U.S.

	All Sellers	3 years or less	4 to 5 years	6 to 7 years	8 to 10 years	11 to 15 years	16 to 20 years	21 years or more
Yes, and lived in home	12%	5%	5%	15%	26%	13%	9%	8%
Yes, but rented home to others and lived elsewhere	2	1	1	3	3	1	1	*
No, sold home when I wanted to sell	87	94	94	82	70	87	91	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	1%
2 to 3 years	12
4 to 5 years	9
6 to 7 years	15
8 to 10 years	11
11 to 15 years	28
16 to 20 years	11
21 years or more	15
Median	11

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	4%	*	*	6%	1%	4%	1%	8%
2 to 3 years	10	5	23	11	17	9	13	3
4 to 5 years	13	10	18	22	11	13	9	6
6 to 7 years	14	10	23	16	20	14	10	5
8 to 10 years	15	19	13	20	20	15	13	16
11 to 15 years	19	19	20	16	22	19	27	11
16 to 20 years	9	10	*	1	8	10	17	11
21 years or more	16	29	5	9	3	17	10	40
Median	9	14	6	7	8	9	12	16

* 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	1%
2 to 3 years	12
4 to 5 years	9
6 to 7 years	15
8 to 10 years	11
11 to 15 years	28
16 to 20 years	11
21 years or more	15
Median	11

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	4%	3%	5%	3%	3%	4%	4%
2 to 3 years	10	17	9	11	8	7	8
4 to 5 years	13	36	17	11	6	5	4
6 to 7 years	14	27	17	13	10	13	7
8 to 10 years	15	12	26	18	11	13	13
11 to 15 years	19	4	21	24	23	22	9
16 to 20 years	9	*	3	13	16	9	9
21 years or more	16	*	1	8	23	28	47
Median	9	5	8	9	13	12	18

* Less than 1 percent

NA= Not applicable

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-25

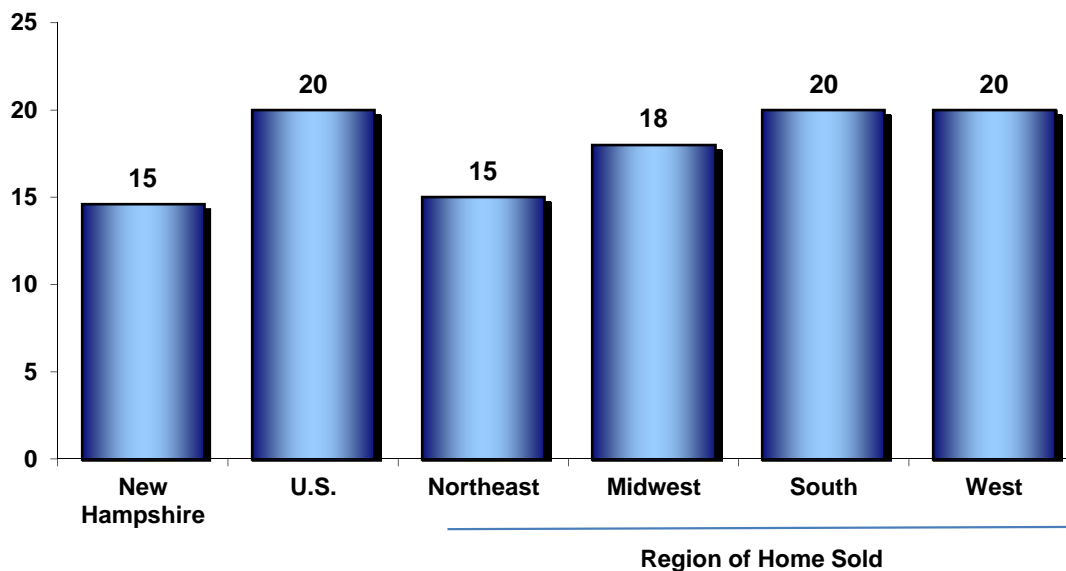
DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION

(Median Miles)

2014	SELLERS WHO SOLD A HOME IN THE:					
	New Hampshire	U.S.	Northeast	Midwest	South	West
	15	20	15	18	20	20

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	16%	9%	23%	8%	8%	18%	25%
6 to 10 miles	24	46	23	13	25	36	*
11 to 15 miles	12	*	8	13	25	9	25
16 to 20 miles	10	18	*	21	8	*	*
21 to 50 miles	13	9	*	13	25	18	25
51 to 100 miles	6	*	15	8	*	9	*
101 to 500 miles	5	9	15	4	*	*	*
501 to 1,000 miles	*	*	*	*	*	*	*
1,001 miles or more	13	9	15	21	8	9	25
Median (miles)	15	10	13	20	14	8	18

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	30%	32%	34%	25%	22%	16%	22%
6 to 10 miles	17	15	15	17	12	10	10
11 to 15 miles	9	9	8	10	11	8	6
16 to 20 miles	7	10	6	5	6	4	6
21 to 50 miles	12	13	12	10	9	10	7
51 to 100 miles	4	3	2	4	7	6	8
101 to 500 miles	9	7	10	11	12	23	12
501 to 1,000 miles	5	6	4	10	8	10	13
1,001 miles or more	8	5	9	10	14	13	16
Median (miles)	20	13	12	15	20	60	35

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
Sold home using an agent or broker	89%	89%	86%	87%	88%	93%
Seller used agent/broker only	89	85	85	86	87	92
Seller first tried to sell it themselves, but then used an agent	*	4	1	1	1	1
For-sale-by-owner (FSBO)	8	8	11	9	8	6
Seller sold home without using a real estate agent or broker	5	7	10	8	7	5
First listed with an agent, but then sold home themselves	3	1	1	1	1	1
Sold home to a homebuying company	*	1	*	1	1	*
Other	3	2	2	2	2	1

* 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
Sold home using an agent or broker	89%	86%	93%	87%
Seller used agent/broker only	89	86	93	87
Seller first tried to sell it themselves, but then used an agent	*	*	*	*
For-sale-by-owner (FSBO)	8	14	3	10
Seller sold home without using a real estate agent or broker	5	14	3	3
First listed with an agent, but then sold home themselves	3	*	*	7
Sold home to a homebuying company	*	*	*	*
Other	3	*	3	3

U.S.

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Sold home using an agent or broker	89%	86%	92%	87%
Seller used agent/broker only	85	85	91	86
Seller first tried to sell it themselves, but then used an agent	4	1	1	1
For-sale-by-owner (FSBO)	8	7	7	11
Seller sold home without using a real estate agent or broker	7	6	6	10
First listed with an agent, but then sold home themselves	1	1	1	1
Sold home to a homebuying company	1	2	*	*
Other	2	4	1	2

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-29

METHOD OF SALE, BY BUYER AND SELLER RELATIONSHIP

(Percentage Distribution)

U.S.

Buyer and Seller Relationship	Seller Knew Buyer	Seller did not Know Buyer
All sellers	6%	94%
Sold home using an agent or broker	3	97
Seller used agent/broker only	3	97
Seller first tried to sell it themselves, but then used an agent	4	96
For-sale-by-owner (FSBO)	36	64
Sold home without using a real estate agent or broker	36	64
First listed with an agent, but then sold home themselves	35	65
Other	51	49

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-30

METHOD USED TO SELL HOME, 2001-2015

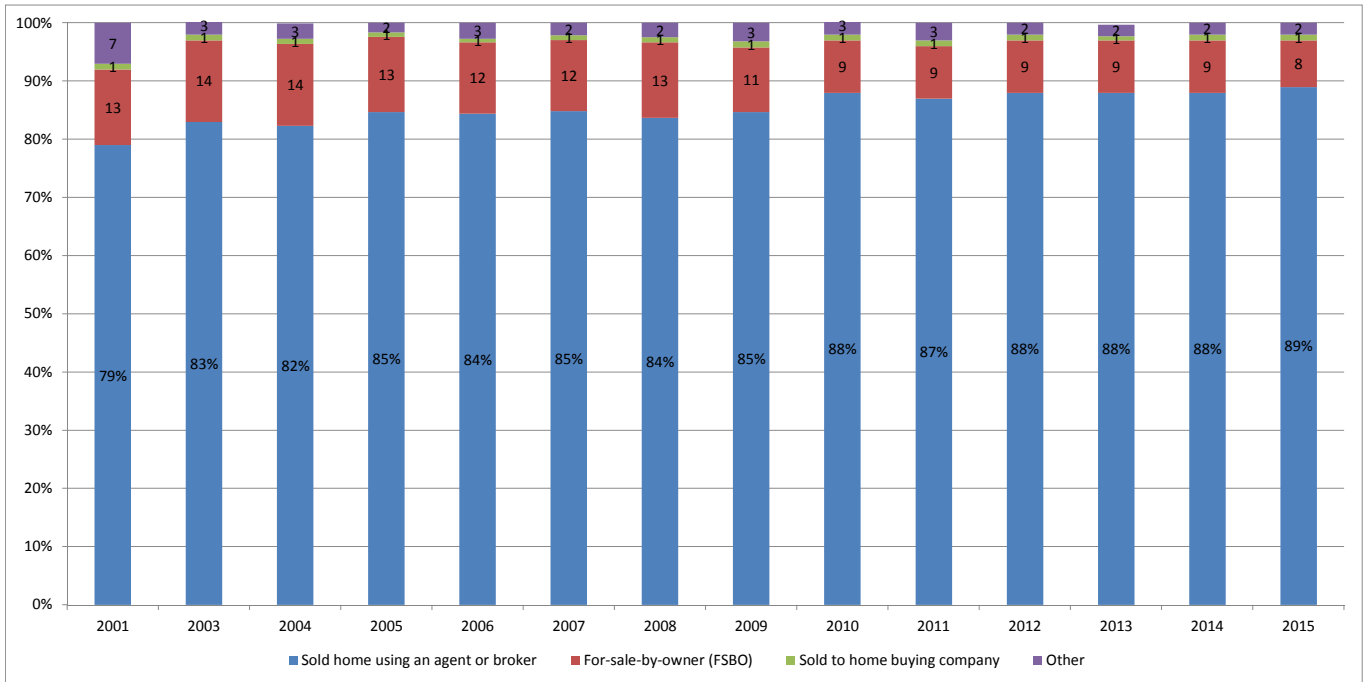
(Percentage Distribution)

New Hampshire

2015	
Sold home using an agent or broker	89%
For-sale-by-owner (FSBO)	8
Sold it to a home buying company	*
Other	3

U.S.

	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Sold home using an agent or broker	79%	83%	82%	85%	84%	85%	84%	85%	88%	87%	88%	88%	88%	89%
For-sale-by-owner (FSBO)	13	14	14	13	12	12	13	11	9	9	9	9	9	8
Sold to home buying company	1	1	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	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)

	SELLERS WHO SOLD A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
Less than 90%	15%	9%	13%	11%	9%	6%
90% to 94%	12	15	20	14	15	13
95% to 99%	39	41	36	46	41	37
100%	24	24	22	21	27	23
101% to 110%	9	8	7	5	6	15
More than 110%	1	3	2	3	2	7
Median (sales price as a percent of listing price)	97%	98%	97%	97%	98%	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%	15%	14%	10%	17%
90% to 94%	12	21	10	10
95% to 99%	39	14	50	40
100%	24	50	17	20
101% to 110%	9	*	13	10
More than 110%	1	*	*	3
Median (sales price as a percent of listing price)	97%	98%	98%	97%

* Less than 1 percent

U.S.

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Less than 90%	9%	13%	10%	6%
90% to 94%	15	16	15	15
95% to 99%	41	31	42	43
100%	24	23	24	25
101% to 110%	8	11	7	9
More than 110%	3	6	3	2
Median (sales price as a percent of listing price)	98%	97%	98%	98%

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%	6%	5%	7%	6%	5%
1 to 2 weeks	33	36	32	36	33	43
3 to 4 weeks	8	12	12	11	12	13
5 to 6 weeks	4	6	6	7	6	5
7 to 8 weeks	7	7	6	7	8	5
9 to 10 weeks	3	5	4	3	5	5
11 to 12 weeks	9	7	5	6	6	8
13 to 16 weeks	3	4	6	6	4	3
17 to 24 weeks	5	6	5	6	6	4
25 to 36 weeks	9	5	7	4	5	4
37 to 52 weeks	4	5	10	5	4	3
53 or more weeks	11	3	5	2	4	1
Median weeks	8	4	6	4	4	3

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%	15%	*	*	*	13%	9%	41%
90% to 94%	12	*	*	*	*	27	27
95% to 99%	39	33	32	67	50	55	27
100%	24	67	40	33	25	9	5
101% to 110%	9	*	24	*	13	*	*
More than 110%	1	*	4	*	*	*	*

* 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%	9%	4%	1%	5%	8%	11%	28%
90% to 94%	15	3	5	15	16	23	31
95% to 99%	41	24	33	55	56	54	30
100%	24	50	39	20	17	9	7
101% to 110%	8	9	17	5	2	2	2
More than 110%	3	10	5	1	1	2	1
Median (sales price as a percent of listing price)	98%	100%	100%	97%	97%	96%	93%

* 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

	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
None, did not reduce the asking price	60%	*	88%	50%	88%	55%	14%
One	20	*	12	33	13	27	29
Two	10	100	*	17	*	9	24
Three	3	*	*	*	*	*	10
Four or more	8	*	*	*	*	9	24

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
None, did not reduce the asking price	57%	89%	88%	58%	46%	29%	13%
One	22	10	11	32	31	41	20
Two	12	1	1	9	16	19	30
Three	6	*	*	1	6	9	20
Four or more	4	*	*	*	1	3	16

* 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	69%	63%	69%	64%	59%	68%
Home warranty policies	*	21	7	23	26	20
Assistance with closing costs	24	16	16	14	18	13
Credit toward remodeling or repairs	7	7	7	5	7	8
Other incentives, such as a car, flat screen TV, etc.	3	4	4	4	4	4
Assistance with condo association fees	*	1	1	1	*	1
Other	4	3	5	2	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	69%	*	76%	67%	75%	64%	57%
Assistance with closing costs	24	*	16	33	13	36	33
Home warranty policies	*	*	*	*	*	*	*
Credit toward remodeling or repairs	7	100	*	*	13	*	19
Other incentives, such as a car, flat screen TV, etc.	3	*	*	*	*	*	10
Assistance with condo association fees	*	*	*	*	*	*	*
Other	4	*	8	*	*	*	5

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	63%	85%	70%	67%	62%	60%	45%
Home warranty policies	21	9	20	19	17	21	31
Assistance with closing costs	16	5	9	16	18	19	29
Credit toward remodeling or repairs	7	4	3	7	7	9	13
Other incentives, such as a car, flat screen TV, etc.	4	*	2	4	4	6	8
Assistance with condo association fees	1	*	1	*	*	*	1
Other	3	1	2	3	2	3	7

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-38

EQUITY EARNED IN HOME RECENTLY SOLD, BY TENURE IN HOME

(Median)

TENURE IN HOME	U.S.	
	Dollar value	Percent
1 year or less	\$31,000	14%
2 to 3 years	\$30,000	15%
4 to 5 years	\$35,000	19%
6 to 7 years	\$31,000	14%
8 to 10 years	\$3,000	1%
11 to 15 years	\$38,000	23%
16 to 20 years	\$95,000	63%
21 years or more	\$138,000	145%
Median	\$40,000	23%

	New Hampshire	
	Dollar value	Percent
Median	\$32,000	14%

HOME SELLERS AND THEIR SELLING EXPERIENCE

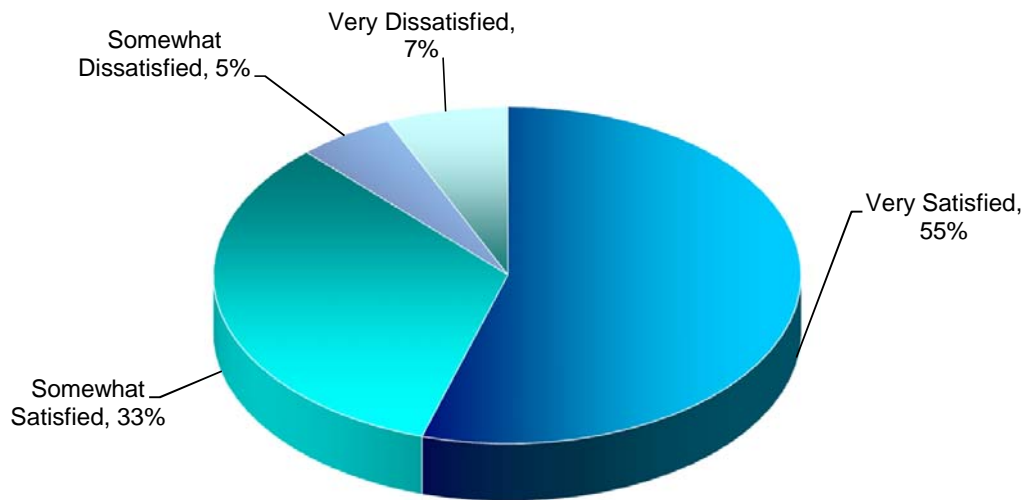
Exhibit 6-39

SATISFACTION WITH THE SELLING PROCESS

(Percentage Distribution)

	New Hampshire	U.S.
Very Satisfied	55%	61%
Somewhat Satisfied	33	27
Somewhat Dissatisfied	5	8
Very Dissatisfied	7	5

Satisfaction with Selling Process
(Percentage Distribution)



Satisfaction with Selling Process
(Percentage Distribution)

