

New Hampshire 2016 Profile of Home Buyers and Sellers

Prepared by:
NATIONAL ASSOCIATION OF REALTORS®
Research Division

December 2016



NATIONAL ASSOCIATION OF REALTORS®

The Voice for Real Estate

CHARACTERISTICS OF HOME BUYERS

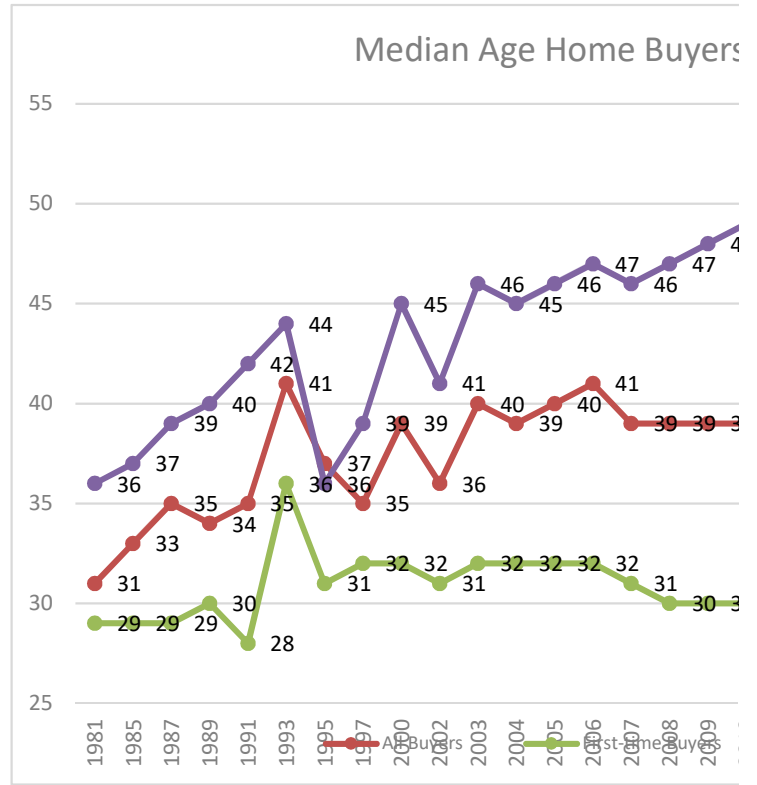
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Exhibit 1-1

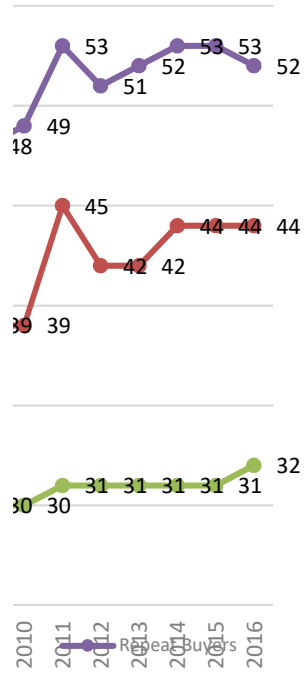
MEDIAN AGE OF HOME BUYERS 1981-2016

(Percentage Distribution)

Year	All Buyers	First-time Buyers	Repeat Buyers
1981	31	29	36
1985	33	29	37
1987	35	29	39
1989	34	30	40
1991	35	28	42
1993	41	36	44
1995	37	31	36
1997	35	32	39
2000	39	32	45
2002	36	31	41
2003	40	32	46
2004	39	32	45
2005	40	32	46
2006	41	32	47
2007	39	31	46
2008	39	30	47
2009	39	30	48
2010	39	30	49
2011	45	31	53
2012	42	31	51
2013	42	31	52
2014	44	31	53
2015	44	31	53
2016	44	32	52



s 1981-2016



CHARACTERISTICS OF HOME BUYERS

New Hampshire

Number of Total Respondents = 179

Exhibit 1-2

AGE OF HOME BUYERS, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
18 to 24 years	3%	2%	2%	3%	2%	1%
25 to 34 years	17	26	34	32	22	24
35 to 44 years	21	22	22	21	22	24
45 to 54 years	20	17	15	17	18	17
55 to 64 years	25	16	14	15	17	16
65 to 74 years	12	13	11	9	15	14
75 years or older	2	4	3	4	4	4
Median age (years)	48	44	40	41	47	45

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-3

HOUSEHOLD INCOME OF HOME BUYERS, BY REGION, 2015

(Percentage Distribution)

	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
Less than \$25,000	1%	3%	2%	4%	3%	2%
\$25,000 to \$34,999	6	5	5	7	6	4
\$35,000 to \$44,999	6	7	7	7	6	7
\$45,000 to \$54,999	9	8	8	10	7	9
\$55,000 to \$64,999	9	8	8	9	8	8
\$65,000 to \$74,999	9	9	8	8	9	8
\$75,000 to \$84,999	9	8	8	9	8	7
\$85,000 to \$99,999	7	12	14	12	11	12
\$100,000 to \$124,999	17	15	14	15	15	16
\$125,000 to \$149,999	7	9	8	8	9	9
\$150,000 to \$174,999	7	5	4	5	6	6
\$175,000 to \$199,999	9	4	4	2	4	4
\$200,000 or more	7	8	9	5	10	9
Median income (2014)	\$87,100	\$88,500	\$88,200	\$82,100	\$89,800	\$92,700

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-4

ADULT COMPOSITION OF HOME BUYER HOUSEHOLDS, 1981-2016

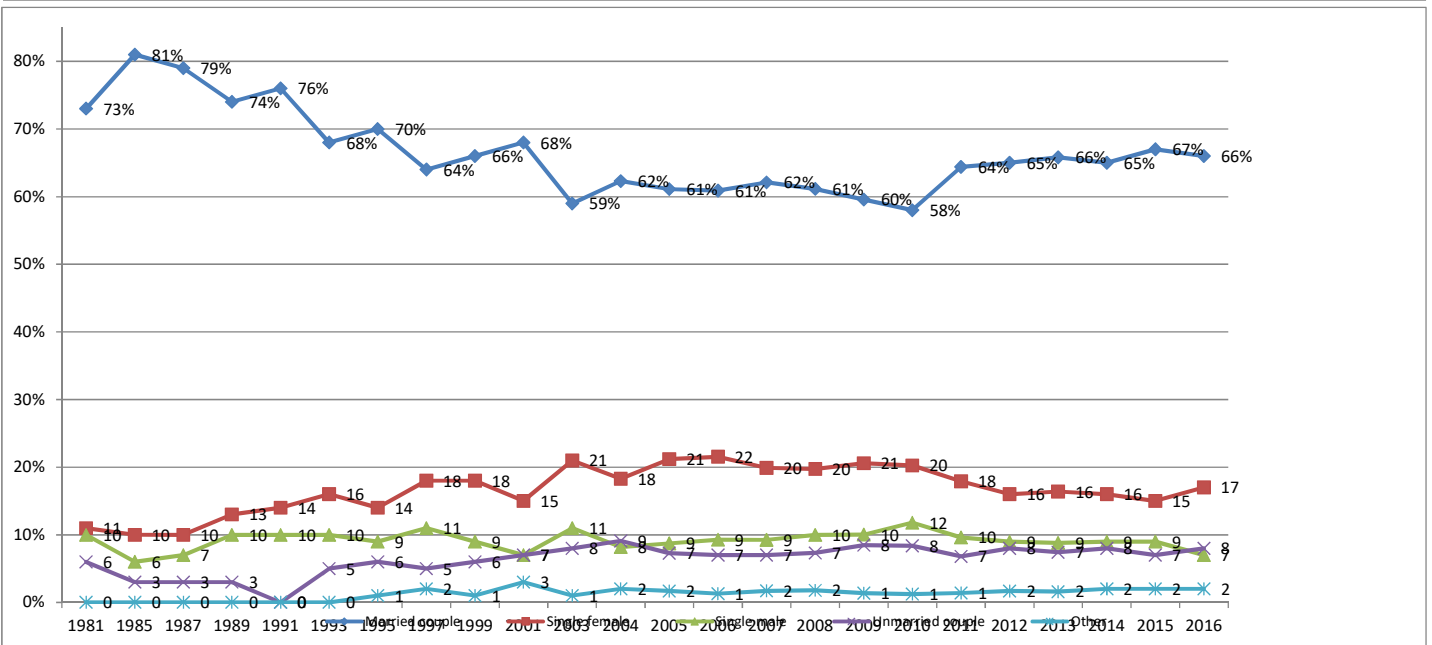
(Percentage Distribution)

New Hampshire

2016	
Married couple	61%
Single female	16
Single male	11
Unmarried couple	10
Other	2

U.S.

	1981	1985	1987	1989	1991	1993	1995	1997	1999	2001	2003	2004	2005	2006	2007
Married couple	73%	81%	79%	74%	76%	68%	70%	64%	66%	68%	59%	62%	61%	61%	62%
Single female	11	10	10	13	14	16	14	18	18	15	21	18	21	22	20
Single male	10	6	7	10	10	10	9	11	9	7	11	8	9	9	9
Unmarried couple	6	3	3	3	*	5	6	5	6	7	8	9	7	7	7
Other	-	-	-	-	-	*	1	2	1	3	1	2	2	1	2



2008	2009	2010	2011	2012	2013	2014	2015	2016
61%	60%	58%	64%	65%	66%	65%	67%	66%
20	21	20	18	16	16	16	15	17
10	10	12	10	9	9	9	9	7
7	8	8	7	8	7	8	7	8
2	1	1	1	2	2	2	2	2

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-5

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

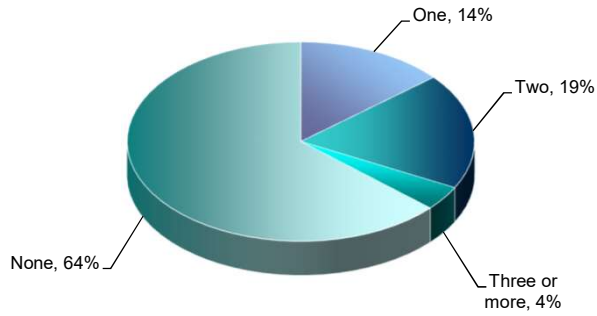
New Hampshire

One	14%
Two	19%
Three or more	4%
None	64%

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

(Percentage Distribution of Households)

New Hampshire



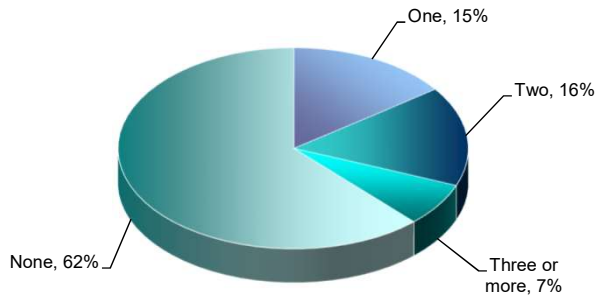
U.S.

One	15%
Two	16%
Three or more	7%
None	62%

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

(Percentage Distribution of Households)

U.S.



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-6

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

(Percent of Respondents)

New Hampshire

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Multi-generational household	11%	7%	15%	22%	13%	25%	5%	13%
Reasons for purchase:								
Children/relatives over 18 moving back into the house	6%	14%		13%				7%
Health/Caretaking of aging parents	22	29						29
Cost Savings	17			25	50	100	67	7
To spend more time with aging parents	6	14					33	
Children/relatives over 18 never left home	11		50	13	*	*		14
Wanted a larger home that multiple incomes could aff	11	14		13				14
None of the above	22	14	50	25	50			21
Other	6	14		13		*		7

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	11%	12%	12%	12%	6%	23%	13%	11%
Reasons for purchase:								
Health/Caretaking of aging parents	19%	17%	21%	9%	24%	58%	20%	19%
Cost Savings	18	16	21	25	16	27	21	16
Children/relatives over 18 moving back into the house	14	17	10	4	8	4	15	13
To spend more time with aging parents	8	8	8	9	8	*	9	7
Wanted a larger home that multiple incomes could aff	7	8	2	4	13	23	7	7
Children/relatives over 18 never left home	6	6	10	4	*	*	7	6
None of the above	26	27	21	36	21	8	20	30
Other	7	5	14	9	8	4	7	7

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-7

HOME BUYER SEXUAL ORIENTATION

(Percentage Distribution)

New Hampshire

Heterosexual or straight	90%
Gay or lesbian	4%
Bisexual	*
Prefer not to answer	7%

U.S.

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

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-8

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	92%	85%	92%	91%	82%	80%
Hispanic/Latino/Mexican						
/Puerto Rican	4	7	3	5	8	9
Asian/Pacific Islander	2	5	3	3	4	9
Black/African-American	*	4	2	3	7	2
Other	3	3	2	2	2	5

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

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	92%	91%	96%	95%	88%	100%	86%	95%
Black/African-American	*	*	*	*	*	*	*	*
Hispanic/Latino	4	6	*	*	6	*	10	1
Asian/Pacific Islander	2	2	*	*	6	*	2	2
Other	3	2	4	5	6	*	3	3

* 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%	84%	87%	83%	92%	78%	79%	89%
Hispanic/Latino/Mexican /Puerto Rican	7	8	5	7	4	13	11	4
Asian/Pacific Islander	5	6	2	4	2	6	7	3
Black/African-American	4	4	7	7	3	1	6	4
Other	3	3	2	2	1	6	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.

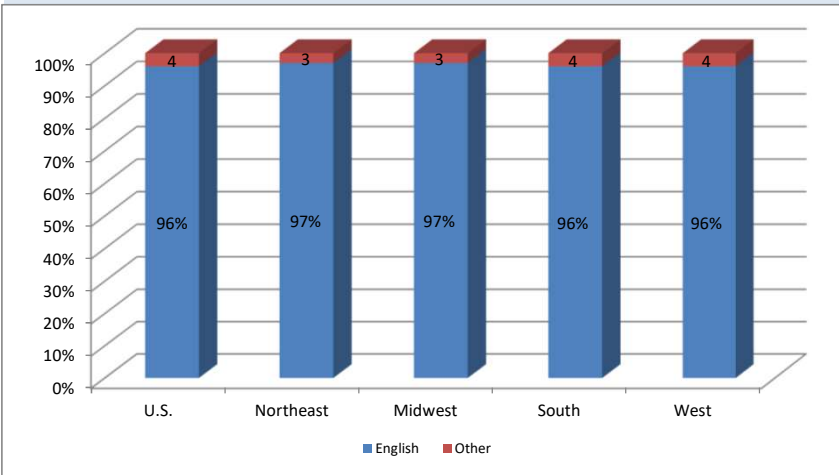
CHARACTERISTICS OF HOME BUYERS

Exhibit 1-10

PRIMARY LANGUAGE SPOKEN IN HOME BUYER HOUSEHOLD, BY REGION

(Percentage Distribution)

	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
English	98%	96%	97%	97%	96%	96%
Other	2	4	3	3	4	4



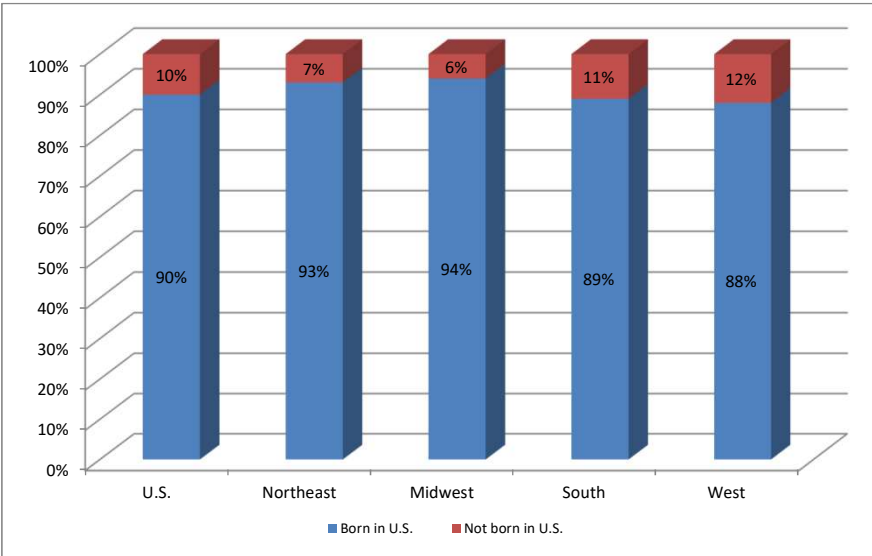
CHARACTERISTICS OF HOME BUYERS

Exhibit 1-11

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.		94%	90%	93%	94%	89%	88%
Not born in U.S.		6	10%	7%	6%	11%	12%



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-12

SELF OR SPOUSE/PARTNER IS ACTIVE MILITARY OR VETERAN

(Percentage Distribution)

New Hampshire

An active-duty service mem	1%
A veteran	17%
Neither	82%

U.S.

An active-duty service mem	2%
A veteran	18%
Neither	80%

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-13

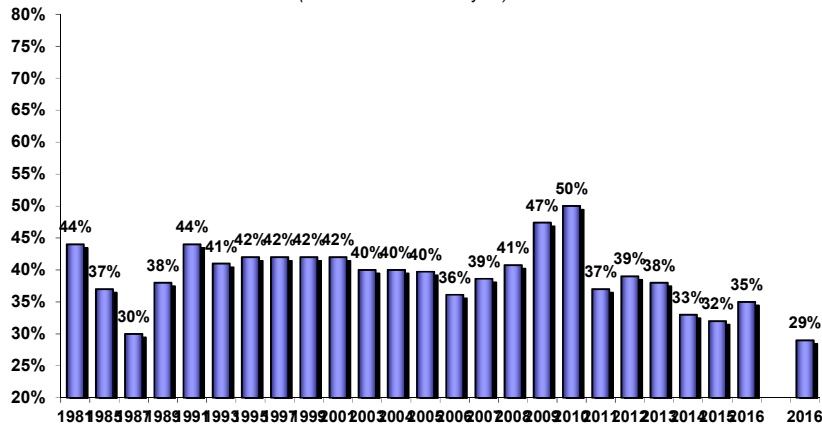
FIRST-TIME HOME BUYERS

(Percent of all Home Buyers)

Year	Percentage
1981	44%
1985	37%
1987	30%
1989	38%
1991	44%
1993	41%
1995	42%
1997	42%
1999	42%
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	32%
2016 US	35%
2016 New Hampshire	29%

FIRST-TIME HOME BUYERS

(Percent of all Home Buyers)



U.S.

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-14

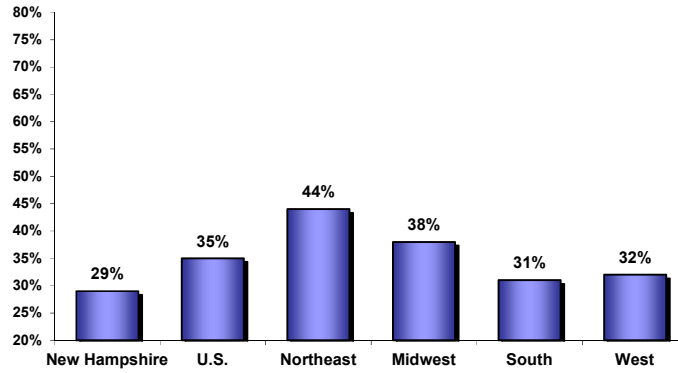
FIRST-TIME HOME BUYERS, BY REGION

(Percent of all Home Buyers)

New Hampshire	29%
U.S.	35%
Northeast	44%
Midwest	38%
South	31%
West	32%

FIRST-TIME HOME BUYERS, BY REGION

(Percent of all Home Buyers)



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-15

FIRST-TIME AND REPEAT HOME BUYERS BY HOUSEHOLD TYPE

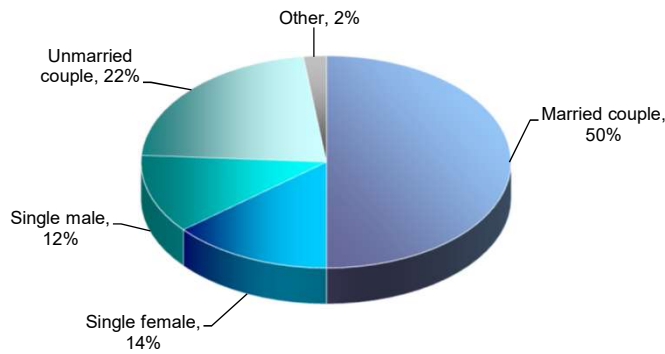
(Percentage Distribution of Households)

New Hampshire

Married couple	50%
Single female	14%
Single male	12%
Unmarried couple	22%
Other	2%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

New Hampshire



New Hampshire

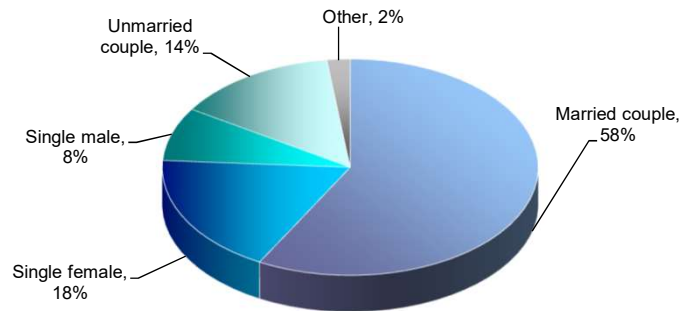
Married couple	69%
Single female	15%
Single male	8%
Unmarried couple	7%
Other	1%

U.S.

Married couple	58%
Single female	18%
Single male	8%
Unmarried couple	14%
Other	2%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

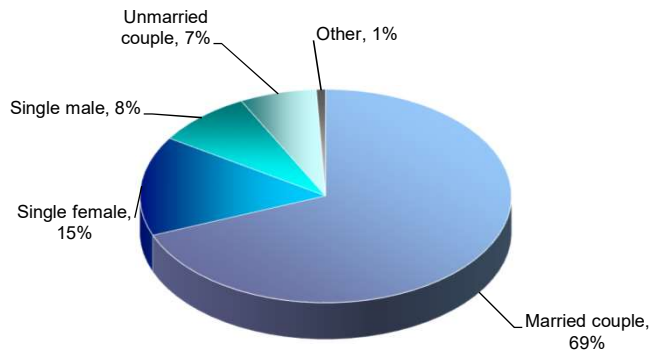
U.S.



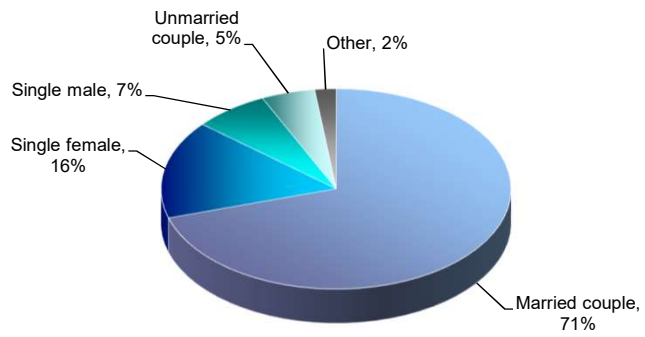
U.S.

Married couple	71%
Single female	16%
Single male	7%
Unmarried couple	5%
Other	2%

REPEAT HOME BUYERS
(Percentage Distribution)
New Hampshire



REPEAT HOME BUYERS
(Percentage Distribution)
U.S.



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-16

FIRST-TIME AND REPEAT HOME BUYERS BY CHILDREN IN HOUSEHOLD

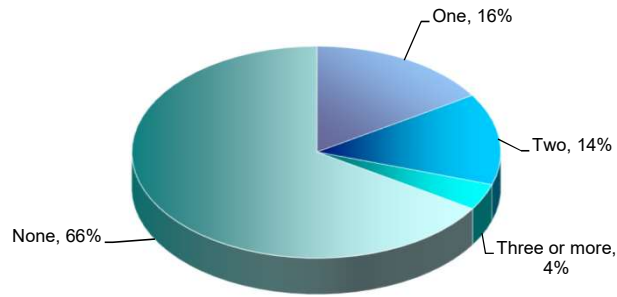
(Percentage Distribution of Households)

New Hampshire

One	16%
Two	14%
Three or more	4%
None	66%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

New Hampshire



New Hampshire

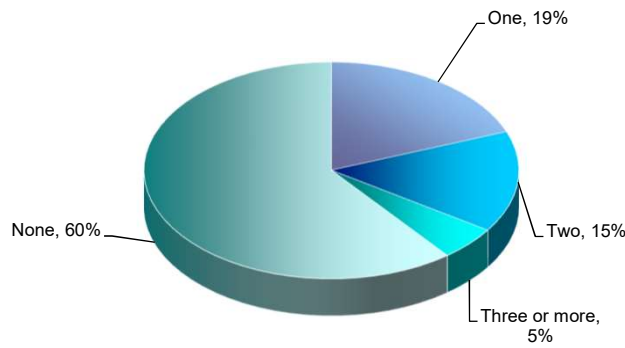
One	18%
Two	13%
Three or more	5%
None	64%

U.S.

One	19%
Two	15%
Three or more	5%
None	60%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

U.S.



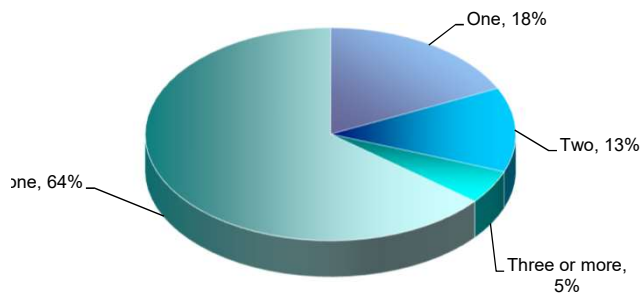
U.S.

One	13%
Two	17%
Three or more	7%
None	63%

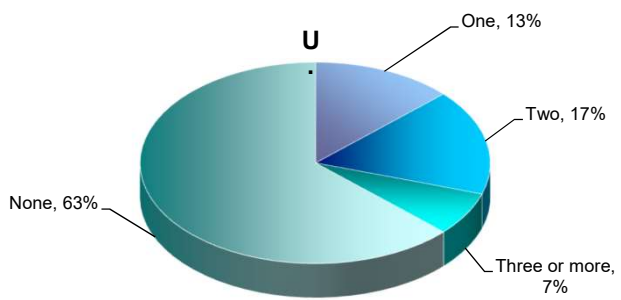
Nc

REPEAT HOME BUYERS
(Percentage Distribution)

New Hampshire



REPEAT HOME BUYERS
(Percentage Distribution)



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-17

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	17	62	13
35 to 44 years	21	17	23
45 to 54 years	20	6	30
55 to 64 years	25	7	16
65 to 74 years	12	1	10
75 years or older	2	*	8
Median age (years)	48	35	55

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
18 to 24 years	2%	5%	*
25 to 34 years	26	56	12
35 to 44 years	22	21	23
45 to 54 years	17	10	20
55 to 64 years	16	5	21
65 to 74 years	13	3	18
75 years or older	4	*	6
Median age (years)	44	32	52
Married couple	44	33	51
Single female	50	34	57
Single male	47	31	55
Unmarried couple	33	29	50
Other	48	36	52

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-18

HOUSEHOLD INCOME OF FIRST-TIME AND REPEAT BUYERS, 2015

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	1%	*	1%
\$25,000 to \$34,999	6	8	4
\$35,000 to \$44,999	6	10	4
\$45,000 to \$54,999	9	8	9
\$55,000 to \$64,999	9	16	5
\$65,000 to \$74,999	9	8	9
\$75,000 to \$84,999	9	18	5
\$85,000 to \$99,999	7	*	10
\$100,000 to \$124,999	17	16	17
\$125,000 to \$149,999	7	2	9
\$150,000 to \$174,999	7	4	9
\$175,000 to \$199,999	9	6	11
\$200,000 or more	7	2	9
Median income (2015)	\$87,100	\$75,000	\$64,300

* 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	8	11	7
\$55,000 to \$64,999	8	10	7
\$65,000 to \$74,999	9	10	8
\$75,000 to \$84,999	8	9	8
\$85,000 to \$99,999	12	12	11
\$100,000 to \$124,999	15	12	17
\$125,000 to \$149,999	9	5	10
\$150,000 to \$174,999	5	4	6
\$175,000 to \$199,999	4	2	4
\$200,000 or more	8	3	11
Median income (2015)	\$88,500	\$72,000	\$98,000
Married couple	\$99,173	\$84,100	\$107,000
Single female	\$55,300	\$48,400	\$63,700
Single male	\$69,600	\$58,300	\$84,100
Unmarried couple	\$84,800	\$74,600	\$102,500
Other	\$69,100	\$60,800	\$85,900

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-19

RACE/ETHNICITY OF FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	92%	86%	95%
Black/African-American	*	*	8
Asian/Pacific Islander	4	6	*
Hispanic/Latino	2	8	3
Other	3	4	3

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	85%	79%	88%
Hispanic/Latino/Mexican/P	7	9	6
Asian/Pacific Islander	5	8	3
Black/African-American	4	7	3
Other	3	3	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 1-20

PRIMARY LANGUAGE SPOKEN IN FIRST-TIME AND REPEAT BUYER HOUSEHOLDS

(Percentage Distribution)

New Hampshire

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

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
English	96%	93%	98%
Other	4	7	2

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-21

NATIONAL ORIGIN OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Born in U.S.	94%	95%	97%
Not born in U.S.	6	5	3

U.S.

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

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-22

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	10%	17%	7%
Owned previous residence	48	8	65
Lived with parents, relatives or friends	41	73	28
Rented the home buyer ultimately purchased	1	2	*

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Owned previous home	47%	4%	70%
Rented an apartment or house	41	74	24
Lived with parents/relatives/friends	11	21	5
Rented the home ultimately purchased	1	1	1

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

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-23

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	10%	8%	22%	17%	6%	*	12%	7%
Owned previous residence	48	58	41	28	19	25	51	43
Lived with parents, relatives or friends	41	34	37	55	75	25	37	48
Rented the home buyer ultimately purchased	1	1	*	*	*	25	*	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
Owned previous home	47%	55%	43%	42%	22%	45%	45%	52%
Rented an apartment or house	41	38	40	37	59	37	45	37
Lived with parents/relatives/friends	11	7	16	20	18	19	9	11
Rented the home ultimately purchased	1	1	1	2	1	*	1	1

* Less than 1 percent

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

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-24

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	32%	73%	15%
Job-related relocation or move	4	2	5
Desire for larger home	9	*	13
Desire to be closer to family/friends/relatives	8	*	12
Change in family situation	6	8	6
Desire for a home in a better area	8	4	9
Retirement	7	2	9
Affordability of homes	1	2	1
Tax benefits	*	*	*
Desire to be closer to job/school/transit	2	*	2
Greater choice of homes on the market	*	*	*
Desire for smaller home	9	*	13
Desire for a newly built or custom-built home	*	*	*
Establish household	1	4	*
Financial security	1	*	2
Purchased home for family member or relative	*	*	*
Desire for vacation home/investment property	3	*	5
Other	8	6	9

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Desire to own a home of my own	31%	67%	12%
Desire for larger home	10	3	14
Job-related relocation or move	8	3	11
Change in family situation (e.g. marriage, birth of child, divorce, etc.)	8	6	8
Desire to be closer to family/friends/relatives	7	1	10
Desire for a home in a better area	6	2	9
Desire for smaller home	6	1	9
Retirement	5	1	7
Establish a household	3	6	1
Desire to be closer to job/school/transit	3	1	4
Affordability of homes	3	3	3
Financial security	2	3	1
Desire for a newly built or custom-built home	2	*	2
Tax benefits	1	*	1
Purchased home for family member or relative	*	*	1
Greater number of homes on the market for sale/better choice	*	*	*
Other	6	3	8

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-25

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	32%	25%	26%	42%	69%	25%	28%	34%
Job-related relocation or move	4	7	*	*	*	*	12	*
Desire for larger home	9	13	4	11	*	*	15	6
Desire to be closer to family/friends/relatives	8	9	11	5	6	*	10	7
Change in family situation	6	3	15	16	6	*	3	8
Desire for a home in a better area	8	11	*	5	6	25	18	3
Retirement	7	6	15	5	*	*	*	11
Affordability of homes	1	1	*	*	6	*	*	2
Tax benefits	*	*	*	*	*	*	*	*
Desire to be closer to job/school/transit	2	*	4	5	*	*	2	1
Greater choice of homes on the market	*	*	*	*	*	*	*	*
Desire for smaller home	9	10	11	*	6	25	2	13
Desire for a newly built or custom-built home	*	*	*	*	*	*	*	*
Establish household	1	1	4	*	*	*	3	*
Financial security	1	*	4	*	*	25	2	1
Purchased home for family member or relative	*	*	*	*	*	*	*	*
Desire for vacation home/investment property	3	5	4	*	*	*	*	5
Other	8	10	4	11	*	*	5	9

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	31%	25%	38%	37%	50%	24%	31%	29%
Desire for larger home	10	14	3	2	5	8	19	6
Job-related relocation or move	8	10	4	3	6	2	11	7
Change in family situation (e.g. marriage, birth of child, divorce, etc.)	8	5	11	16	10	24	10	7
Desire to be closer to family/friends/relatives	7	8	9	4	1	2	3	10
Desire for a home in a better area	6	7	4	5	4	6	7	6
Desire for smaller home	6	6	7	8	2	5	1	9
Retirement	5	5	5	4	2	2	1	7
Establish a household	3	3	1	1	6	2	3	3
Desire to be closer to job/school/transit	3	3	3	2	2	7	5	2
Affordability of homes	3	2	4	6	4	8	2	3
Financial security	2	1	3	3	2	6	1	2
Desire for a newly built or custom-built home	2	2	1	1	1	*	2	2
Tax benefits	1	1	1	2	*	*	1	1
Purchased home for family member or relative	*	1	*	1	*	*	*	1
Greater number of homes on the market for sale/better cl	*	*	*	*	*	*	*	*
Other	6	7	5	6	4	3	4	7

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-26

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	49%	49%	49%
It was the best time because of affordability of homes	8	12	6
Did not have much choice, had to purchase	23	16	26
It was the best time because of availability of homes for sale	11	6	14
It was the best time because of mortgage financing options available	8	14	6
Other	1	2	1
The buyer wished they had waited	*	*	*

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
It was just the right time, was ready to buy a home	55%	60%	51%
Did not have much choice, had to purchase when did	18	14	20
It was the best time for because of availability of homes for sale	10	6	12
It was the best time for because of mortgage financing options available	8	10	7
It was the best time for because of improved affordability of homes	8	9	7
Wish had waited	*	*	*
Other	1	1	2

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-27

OTHER HOMES OWNED, BY AGE

(Percentage Distribution)

New Hampshire

	AGE OF HOME BUYER				
	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
Recently purchased home only	78%	84%	87%	*	73%
One or more vacation homes	5	*	2	5	14
One or more investment properties	10	13	9	8	5
Primary residence	1	2	1	9	5
Previous homes that buyer is trying to sell	6	6	6	6	6
Other	1	*	1	7	5

U.S.

	AGE OF HOME BUYER				
	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
Recently purchased home only	85%	98%	89%	80%	79%
One or more investment properties	9	2	9	12	8
Previous homes that buyer is trying to sell	3	*	2	4	8
One or more vacation homes	3	*	1	4	6
Other	2	*	1	4	2

* Less than 1 percent