

HOME SELLERS AND THEIR SELLING EXPERIENCE

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HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-1

AGE OF HOME SELLERS, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
18 to 34 years	8%	12%	10%	14%	11%	13%
35 to 44 years	18	22	20	22	23	21
45 to 54 years	22	18	17	18	19	15
55 to 64 years	29	22	27	21	20	22
65 to 74 years	18	20	21	19	19	23
75 years or older	4	7	6	5	8	6
Median age (years)	48	54	56	53	53	55

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-2

HOUSEHOLD INCOME OF HOME SELLERS, 2015

(Percentage Distribution)

	SELLERS WHO SOLD A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
Less than \$25,000	1%	2%	1%	2%	3%	1%
\$25,000 to \$34,999	6	4	4	3	5	4
\$35,000 to \$44,999	4	5	5	4	4	5
\$45,000 to \$54,999	6	6	5	7	5	8
\$55,000 to \$64,999	7	6	4	6	6	7
\$65,000 to \$74,999	7	7	8	7	8	7
\$75,000 to \$84,999	3	7	3	14	5	7
\$85,000 to \$99,999	7	12	14	12	12	10
\$100,000 to \$124,999	15	17	17	18	18	15
\$125,000 to \$149,999	8	11	11	10	12	9
\$150,000 to \$174,999	15	7	6	6	7	9
\$175,000 to \$199,999	8	5	6	3	5	7
\$200,000 or more	12	11	16	8	12	11
Median income (2015)	\$115,000	\$100,700	\$108,800	\$93,800	\$102,800	\$101,700

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-3

ADULT COMPOSITION OF HOME SELLER HOUSEHOLDS

(Percentage Distribution)

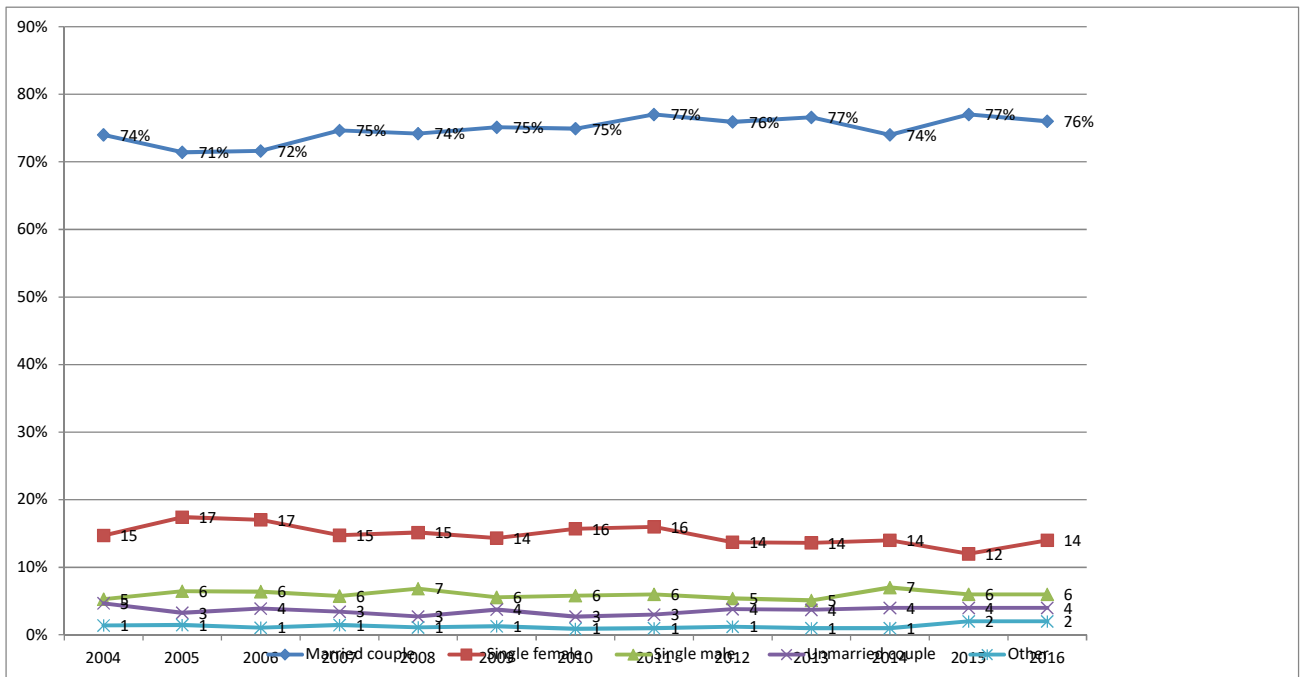
New Hampshire

2016	
Married couple	64%
Single female	19
Single male	11
Unmarried couple	4
Other	3

* Less than 1 percent

U.S.

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Married couple	74%	71%	72%	75%	74%	75%	75%	77%	76%	77%	74%	77%	76%
Single female	15	17	17	15	15	14	16	16	14	14	14	12	14
Single male	5	6	6	6	7	6	6	6	5	5	7	6	6
Unmarried couple	5	3	4	3	3	4	3	3	4	4	4	4	4
Other	1	1	1	1	1	1	1	1	1	1	1	2	2



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-4

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

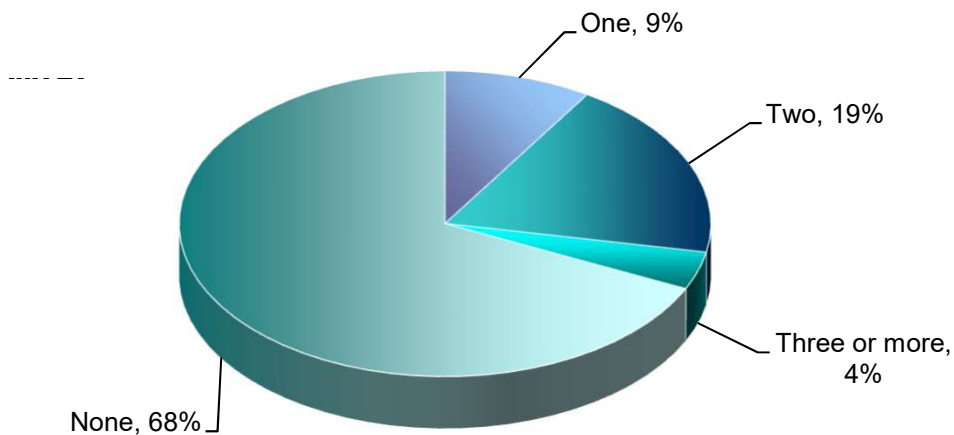
(Percentage Distribution of Home Seller Households)

New Hampshire

One	9%
Two	19%
Three or more	4%
None	68%

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

(Percentage Distribution)

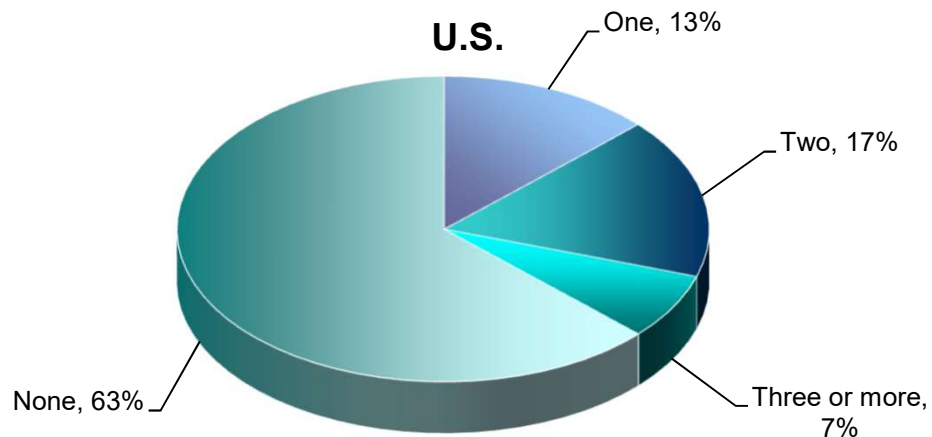


U.S.

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

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

(Percentage Distribution)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-5

RACE/ETHNICITY OF HOME SELLERS, BY REGION

(Percent of Respondents)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
White/Caucasian	96%	90%	97%	94%	90%	84%
Hispanic/Latino/Mexican/ Puerto Rican	1	5	2	3	4	9
Asian/Pacific Islander	1	3	1	1	2	6
Black/African-American	*	3	1	2	4	2
Other	1	2	1	1	2	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	99%	98%	99%	98%	98%	99%
Other	1	2	1	2	2	1

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-7

HOME SELLING SITUATION AMONG REPEAT BUYERS

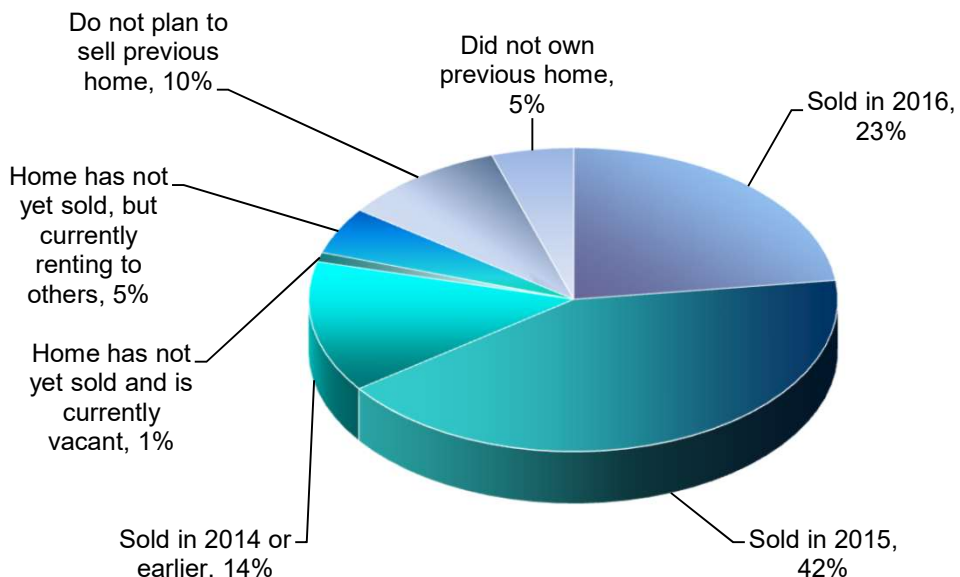
(Percentage Distribution)

New Hampshire

Sold in 2016	23%
Sold in 2015	42%
Sold in 2014 or earlier	14%
Home has not yet sold and is currently vacant	1%
Home has not yet sold, but currently renting to others	5%
Do not plan to sell previous home	10%
Did not own previous home	5%

HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)

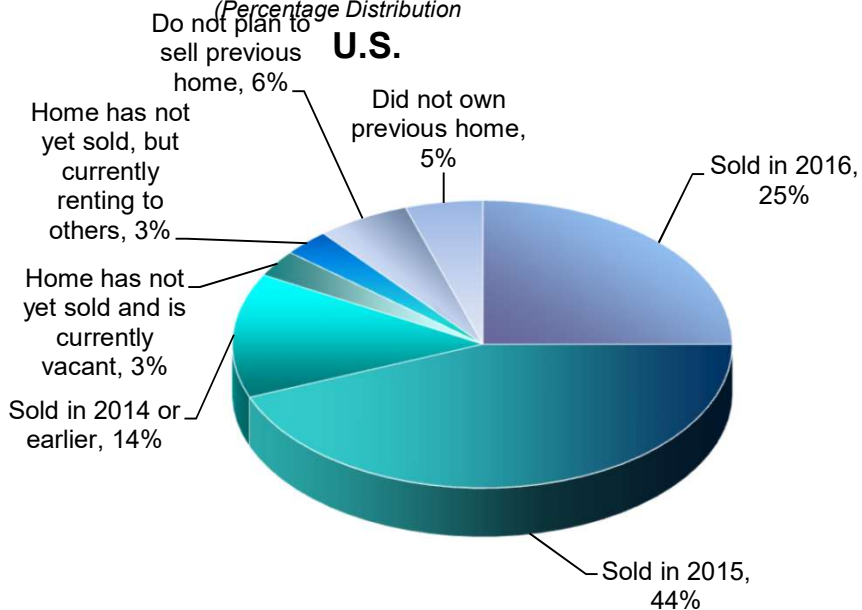


U.S.

Sold in 2016	25%
Sold in 2015	44%
Sold in 2014 or earlier	14%
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	6%
Did not own previous home	5%

HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-8

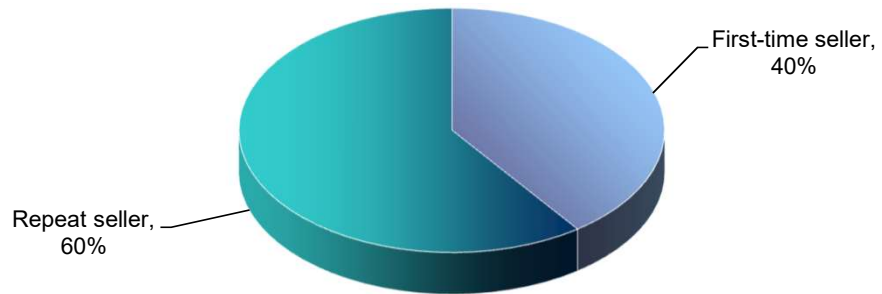
FIRST-TIME OR REPEAT SELLER

(Percentage Distribution)

New Hampshire

First-time seller	40%
Repeat seller	60%

FIRST-TIME OR REPEAT SELLER
(Percentage Distribution)

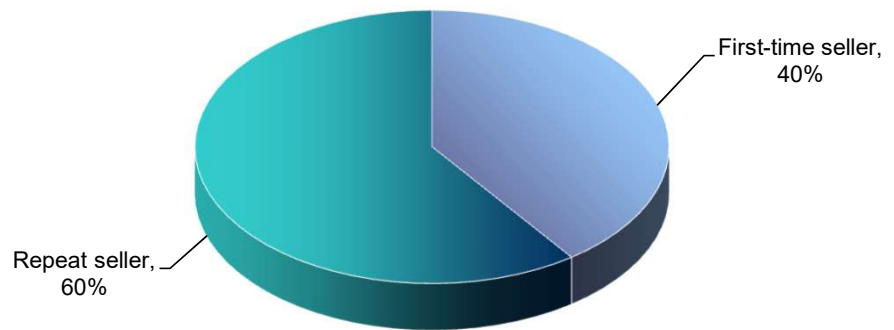


U.S.

First-time seller	40%
Repeat seller	60%

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%	20%	15%
Midwest	23	17	21
South	39	39	51
West	25	23	14

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	35%	*	20%
Small town	34	50	40
Urban area/Central city	17	*	20
Rural area	13	*	*
Resort/Recreation area	1	50	20

* 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	53%	34%	44%
Small town	16	25	24
Urban area/Central city	14	11	18
Rural area	14	24	10
Resort/Recreation area	3	6	3

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-11

PROXIMITY OF HOME SOLD TO HOME PURCHASED

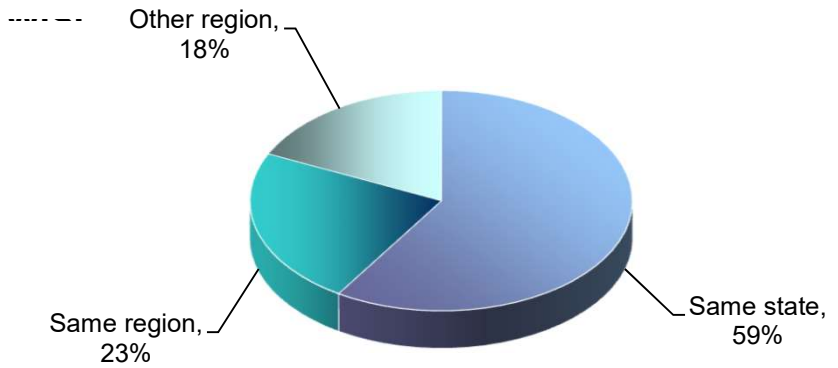
(Percentage Distribution)

New Hampshire

Same state	59%
Same region	23%
Other region	18%

PROXIMITY OF HOME SOLD TO HOME PURCHASED

(Percentage Distribution of Households)

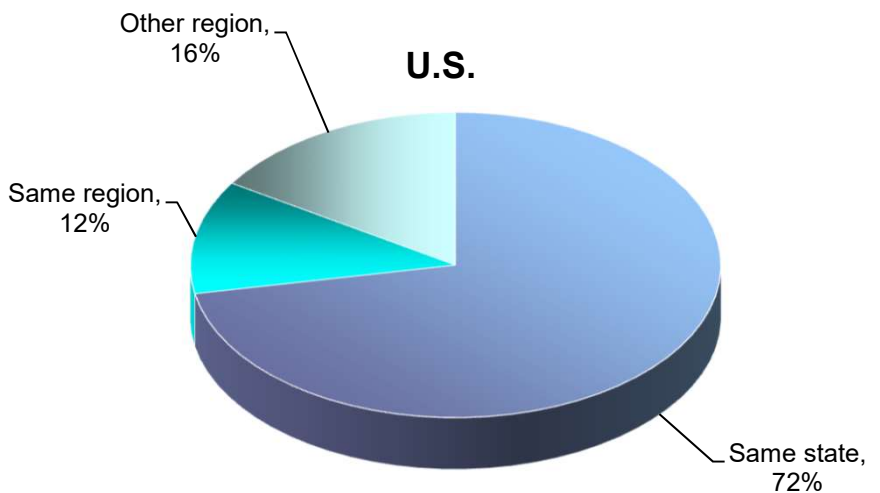


U.S.

Same state	72%
Same region	12%
Other region	16%

PROXIMITY OF HOME SOLD TO HOME PURCHASED

(Percentage Distribution of Households)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-12

TYPE OF HOME SOLD, BY LOCATION

(Percentage Distribution)

New Hampshire

	SELLERS WHO SOLD A HOME IN A					
	All Sellers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	79%	89%	77%	73%	83%	50%
Townhouse/row house	4	*	6	*	*	50
Apartment/condo in a building with 5 or more units	8	5	9	20	*	*
Duplex/apartment/condo in 2 to 4 unit building	5	*	6	7	8	*
Other	5	5	3	*	8	*

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	81%	85%	82%	70%	79%	65%
Townhouse/row house	7	8	5	11	3	3
Apartment/condo in a building with 5 or more units	4	3	4	9	1	9
Duplex/apartment/condo in 2 to 4 unit building	3	3	3	4	2	8
Other	6	2	6	6	16	15

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-13

SIZE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD

(Percentage Distribution)

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	5	2	2
1,501 to 2,000 sq ft	*	2	6	8	5	3
2,001 to 2,500 sq ft	*	2	5	7	5	6
2,501 to 3,000 sq ft	*	1	2	4	3	5
More than 3,000 sq ft	*	1	3	5	4	8

43%

Trading Up

28%

Remaining at the same size range

29%

Trading Down

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-14

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

(Median Square Feet)

U.S.

	Size of home sold	Size of home purchased	Difference
18 to 34 years	1,500	2,100	600
35 to 44 years	1,800	2,400	600
45 to 54 years	2,200	2,300	100
55 to 64 years	2,100	2,000	-100
65 to 74 years	2,000	1,900	-100
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	3%	*	6%	8%	*	*	*	3%
Two bedrooms	13	13	24	8	33	*	13	14
Three bedrooms or more	84	87	71	83	67	*	88	83
Median number of bedrooms	3	3	3	3	3	3	3	3
One full bathroom	35	30	29	58	33	19	31	35
Two full bathrooms	50	51	71	33	50	63	63	46
Three full bathrooms or more	15	19	*	8	17	19	6	18
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%	3%	1%	1%	*	*	1%
Two bedrooms	13	10	15	26	35	13	9	14
Three bedrooms or more	86	89	81	73	64	84	91	84
Median number of bedrooms	3	3	3	3	3	4	3	3
One full bathroom	15	14	19	19	22	18	17	14
Two full bathrooms	61	61	57	62	62	55	61	61
Three full bathrooms or more	24	25	24	18	16	27	22	25
Median number of full bathrooms	2	2	2	2	2	2	3	2

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-16

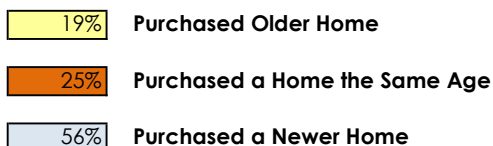
AGE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD

(Percentage Distribution)

U.S.

Year home sold was built	YEAR PURCHASED HOME WAS BUILT											
	2011 through 2015		2007 through 2010		2002 through 2006		1987 through 2001		1961 through 1986		1913 through 1912 and older	
	2015	2014	2010	2006	2006	2001	1986	1960	1960	1912 and older	1912 and older	
2015	1	*	*	*	*	*	*	*	*	*	*	
2011 through 2014	1	*	*	*	*	1	*	*	*	*	*	
2007 through 2010	3	1	2	1	1	1	1	1	1	1	*	
2002 through 2006	4	1	2	3	3	3	3	3	3	3	*	
1987 through 2001	5	2	1	5	7	7	4	4	4	4	*	
1961 through 1986	3	1	1	4	8	7	7	3	3	3	1	
1913 through 1959	1	*	1	1	2	5	5	4	4	4	*	
1912 and older	*	*	*	1	1	1	1	1	1	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)

U.S.

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

* Less than 1 percent

44%	Trading Up
24%	Remaining at the same price range
32%	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)

	Price of home sold	Price of home purchased	Difference
18 to 34 years	\$185,000	\$261,400	\$76,400
35 to 44 years	\$220,000	\$307,500	\$87,500
45 to 54 years	\$279,700	\$287,700	\$8,000
55 to 64 years	\$279,600	\$252,000	-\$27,600
65 to 74 years	\$249,600	\$236,700	-\$12,900
75 years or older	\$242,000	\$215,000	-\$27,000

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	12%	*	*	*	*	25%	46%
Home is too small	15	25	23	25	*	*	*
Change in family situation (e.g., marriage, birth of a child, divorce)	12	20	8	13	100	*	15
Want to move closer to friends or family	15	5	*	*	*	25	31
Neighborhood has become less desirable	11	15	23	*	*	*	*
Home is too large	8	10	15	*	*	*	*
Moving due to retirement	8	*	*	13	*	50	8
Want to move closer to current job	5	5	*	25	*	*	*
Upkeep of home is too difficult due to health or financial limitations	9	15	23	*	*	*	*
Can not afford the mortgage and other expenses of owning home	3	*	*	25	*	*	*
Other	*	*	*	*	*	*	*

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	18%	34%	20%	15%	1%	2%	1%
Want to move closer to friends or family	15	2	8	17	35	30	28
Job relocation	14	1	5	1	17	35	38
Neighborhood has become less desirable	10	15	17	10		5	3
Change in family situation (e.g., marriage, birth of a child, divorce)	10	14	14	15	7	4	3
Home is too large	10	18	11	7	1	4	3
Moving due to retirement	7	2	3	3	11	12	16
Upkeep of home is too difficult due to health or financial limitations	5	6	8	8	6	1	2
Want to move closer to current job	5	2	7	15	11	3	1
To avoid possible foreclosure	3	4	2	2	4	*	2
Can not afford the mortgage and other expenses of owning home	2	2	5	3	3	2	1
Other	1	1	2	2	3	*	2

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

U.S.

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

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-21

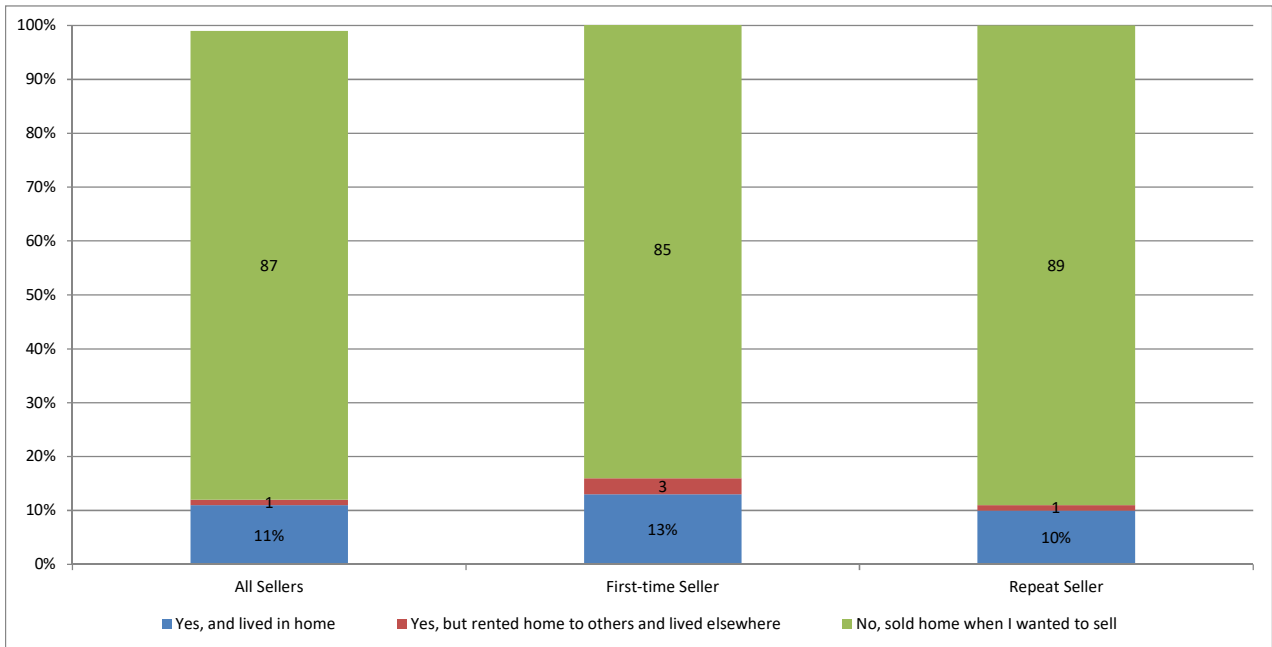
SELLER WANTED TO SELL EARLIER BUT WAITED OR STALLED BECAUSE HOME WAS WORTH LESS THAN MORTGAGE, BY FIRST-TIME AND REPEAT SELLERS
 (Percentage Distribution)

New Hampshire

	All Sellers	First-time Seller	Repeat Seller
Yes, and lived in home	12%	18%	9%
Yes, but rented home to others and lived elsewhere	4	5	4
No, sold home when I wanted to sell	84	77	88

U.S.

	All Sellers	First-time Seller	Repeat Seller
Yes, and lived in home	11%	13%	10%
Yes, but rented home to others and lived elsewhere	1	3	1
No, sold home when I wanted to sell	87	85	89



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-22

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

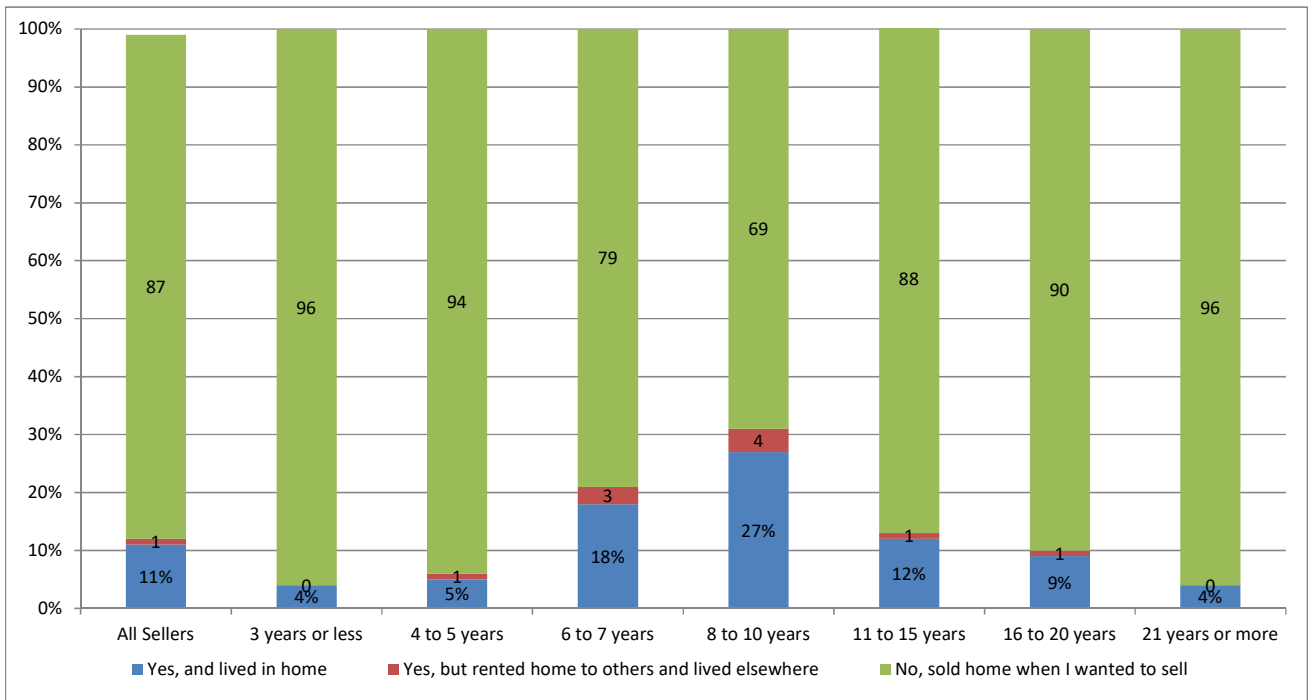
New Hampshire

	All Sellers	1 year or less	2 to 3 years	4 to 5 years	6 to 7 years	8 to 10 years	11 to 15 years	16 to 20 years	21 years or more
Yes, and lived in home	12%	*	7%	17%	14%	23%	13%	*	14%
Yes, but rented home to others and lived elsewhere	4	*	7	17	*	*	13	*	*
No, sold home when I wanted to sell	84	*	86	67	86	77	75	100	86

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	11%	4%	5%	18%	27%	12%	9%	4%
Yes, but rented home to others and lived elsewhere	1	*	1	3	4	1	1	*
No, sold home when I wanted to sell	87	96	94	79	69	88	90	96

* 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	2%
2 to 3 years	6
4 to 5 years	13
6 to 7 years	14
8 to 10 years	15
11 to 15 years	19
16 to 20 years	11
21 years or more	18
Median	10

U.S.

	All Types	Cabin/ cottage	Duplex/ apartment/ condo in 2-4 unit structure	Apartment/ condo in building with 5 or more units	Townhouse/ row house	Detached single- family home	Mobile/ manufactured home	Other
1 year or less	3%	*	9%	2%	6%	3%	2%	4%
2 to 3 years	10	10	6	14	12	13	10	4
4 to 5 years	11	20	10	18	20	15	10	4
6 to 7 years	12	10	19	23	15	13	12	*
8 to 10 years	15	30	7	20	15	15	15	17
11 to 15 years	21	5	29	10	15	18	22	30
16 to 20 years	11	10	4	7	4	15	12	13
21 years or more	16	15	15	6	14	7	17	26
Median	10	9	8	7	7	11	10	15

* 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	2%
2 to 3 years	6
4 to 5 years	13
6 to 7 years	14
8 to 10 years	15
11 to 15 years	19
16 to 20 years	11
21 years or more	18
Median	10

U.S.

	All Sellers	AGE OF HOME SELLER					
		18 to 34 years	35 to 44 years	45 to 54 years	55 to 64 years	65 to 74 years	75 years or older
1 year or less	3%	4%	2%	4%	2%	2%	3%
2 to 3 years	10	25	9	9	7	7	8
4 to 5 years	11	25	15	6	9	9	6
6 to 7 years	12	26	19	11	6	7	1
8 to 10 years	15	17	27	14	10	12	8
11 to 15 years	21	4	24	27	24	22	23
16 to 20 years	11	NA	3	17	16	12	14
21 years or more	16	NA	1	11	26	29	38
Median	10	5	8	11	14	13	17

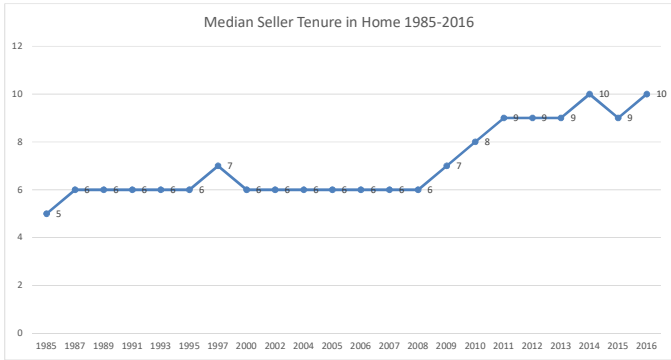
NA= Not applicable

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-25

MEDIAN SELLER TENURE IN HOME 1985-2016
(Median Years)

Median 1985 1987 1989 1991 1993 1995 1997 2000 2002 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016
5 6 6 6 6 6 6 6 6 6 6 6 6 6 7 8 9 9 9 9 10 10 9 10



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-26

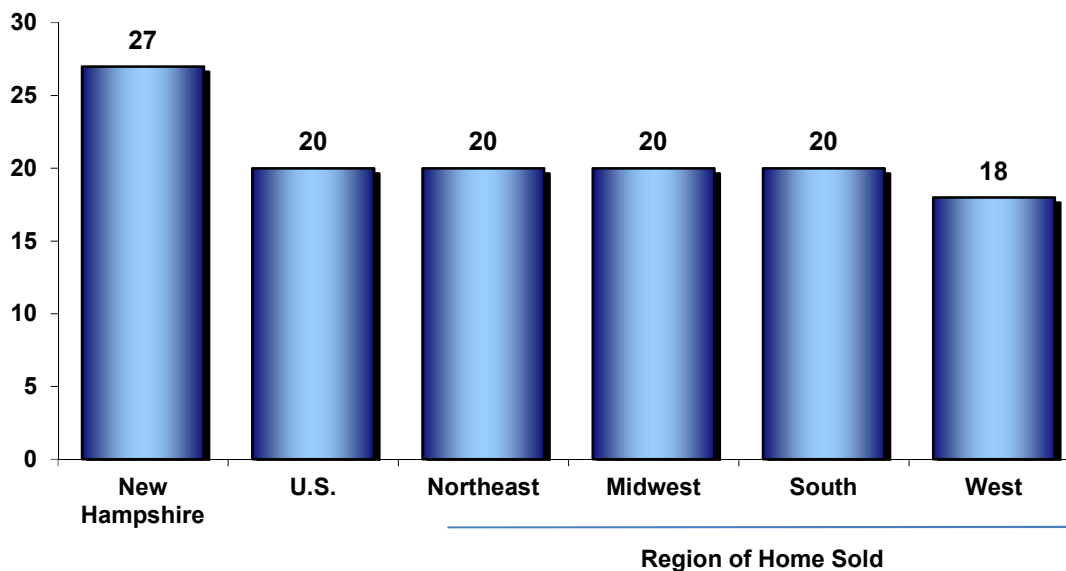
DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION

(Median Miles)

2014	SELLERS WHO SOLD A HOME IN THE:					
	New Hampshire	U.S.	Northeast	Midwest	South	West
	27	20	20	20	20	18

DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION

(Median Miles)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-27

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%	36%	25%	25%	16%	20%	*
6 to 10 miles	14	12	6	22	11	20	*
11 to 15 miles	15	18	19	13	14	10	33
16 to 20 miles	2	6	9	3	5	5	*
21 to 50 miles	15	24	16	13	16	15	33
51 to 100 miles	12	3	6	9	16	5	*
101 to 500 miles	7	*	6	6	11	5	*
501 to 1,000 miles	7	*	6	3	8	*	*
1,001 miles or more	11	*	6	6	3	20	33
Median (miles)	27	12	16	12	29	16	36

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	26%	26%	33%	30%	21%	22%	22%
6 to 10 miles	15	17	16	12	15	13	17
11 to 15 miles	8	10	8	9	5	8	4
16 to 20 miles	5	6	5	6	6	4	6
21 to 50 miles	13	17	14	10	10	13	17
51 to 100 miles	3	4	2	3	4	3	5
101 to 500 miles	11	5	8	12	12	14	9
501 to 1,000 miles	8	8	9	8	10	7	12
1,001 miles or more	12	7	7	9	17	16	9
Median (miles)	20	15	13	15	25	27	23

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-28

METHOD USED TO SELL HOME, BY REGION

(Percentage Distribution)

	SELLERS WHO SOLD A HOME IN THE:					
	New Hampshire	U.S.	Northeast	Midwest	South	West
Sold home using an agent or broker	87%	89%	88%	85%	89%	95%
Seller used agent/broker only	86	88	87	84	88	93
Seller first tried to sell it themselves, but then used an agent	1	1	1	1	1	2
For-sale-by-owner (FSBO)	11	8	8	11	8	3
Seller sold home without using a real estate agent or broker	11	7	8	10	7	3
First listed with an agent, but then sold home themselves	*	1	*	1	1	*
Sold home to a homebuying company	*	1	1	1	2	1
Other	3	2	3	3	1	1

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-29

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	87%	83%	89%	84%
Seller used agent/broker only	86	83	89	81
Seller first tried to sell it themselves, but then used an agent	1	*	*	3
For-sale-by-owner (FSBO)	11	11	5	16
Seller sold home without using a real estate agent or broker	11	11	5	16
First listed with an agent, but then sold home themselves	*	*	*	*
Sold home to a homebuying company	*	*	*	*
Other	3	6	5	*

U.S.

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Sold home using an agent or broker	89%	88%	90%	88%
Seller used agent/broker only	88	85	90	87
Seller first tried to sell it themselves, but then used an agent	1	3	*	1
For-sale-by-owner (FSBO)	8	6	7	10
Seller sold home without using a real estate agent or broker	7	5	6	9
First listed with an agent, but then sold home themselves	1	1	1	1
Sold home to a homebuying company	1	1	1	1
Other	2	3	2	1

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-30

METHOD OF SALE, BY BUYER AND SELLER RELATIONSHIP

(Percentage Distribution)

Buyer and Seller Relationship	Seller Knew Buyer	Seller did not Know Buyer
All sellers	8%	92%
Sold home using an agent or broker	4	96
Seller used agent/broker only	4	96
Seller first tried to sell it themselves, but then used an agent	21	79
For-sale-by-owner (FSBO)	46	54
Sold home without using a real estate agent or broker	48	52
First listed with an agent, but then sold home themselves	35	65
Other	33	67

HOME SELLERS AND THEIR SELLING EXPERIENCE

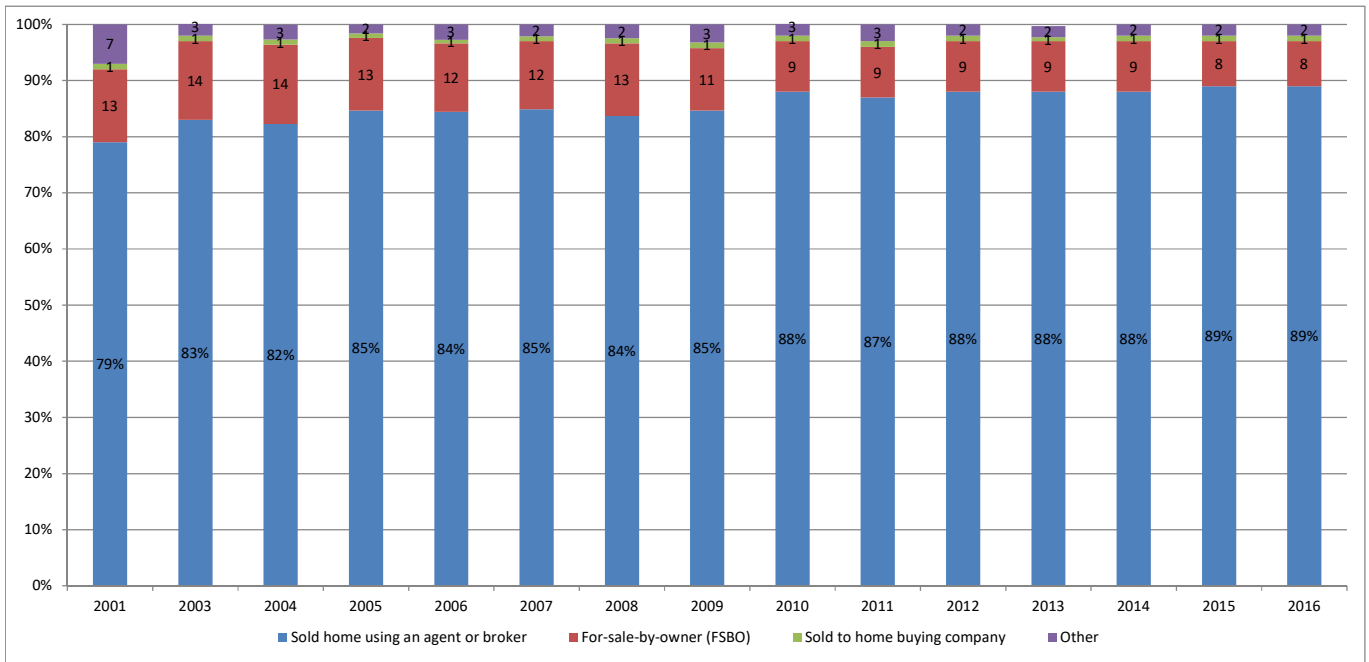
Exhibit 6-31
METHOD USED TO SELL HOME, 2001-2016
(Percentage Distribution)

New Hampshire

	2016
Sold home using an agent or broker	87%
For-sale-by-owner (FSBO)	11
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	2016
Sold home using an agent or broker	79%	83%	82%	85%	84%	85%	84%	85%	88%	87%	88%	88%	88%	89%	89%
For-sale-by-owner (FSBO)	13	14	14	13	12	12	13	11	9	9	9	9	9	8	8
Sold to home buying company	1	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	2



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-32

SALES PRICE COMPARED WITH LISTING PRICE, BY REGION

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

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
Less than 90%	8%	10%	15%	12%	8%	7%
90% to 94%	15	14	20	15	17	7
95% to 99%	33	37	34	39	37	37
100%	34	26	23	25	25	30
101% to 110%	8	10	7	8	11	13
More than 110%	1	3	2	1	3	6
Median (sales price as a percent of listing price)	98%	98%	97%	97%	98%	99%

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-33

SALES PRICE COMPARED WITH LISTING PRICE, BY SELLER URGENCY

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

New Hampshire

	SELLER NEEDED TO SELL			
	All Sellers	Very urgently	Somewhat urgently	Not urgently
Less than 90%	8%	13%	8%	9%
90% to 94%	15	6	14	17
95% to 99%	33	19	44	29
100%	34	38	28	31
101% to 110%	8	13	3	14
More than 110%	1	13	3	*

* Less than 1 percent

U.S.

	SELLER NEEDED TO SELL			
	All Sellers	Very urgently	Somewhat urgently	Not urgently
Less than 90%	10%	15%	10%	6%
90% to 94%	14	16	13	15
95% to 99%	37	32	38	38
100%	26	22	24	29
101% to 110%	10	11	12	8
More than 110%	3	3	3	4
Median (sales price as a percent of listing price)	98%	98%	98%	98%

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-34

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	7%	7%	5%	7%	7%	7%
1 to 2 weeks	28	34	29	36	33	38
3 to 4 weeks	8	13	11	12	14	12
5 to 6 weeks	15	7	7	5	7	9
7 to 8 weeks	9	7	8	6	6	8
9 to 10 weeks	3	4	4	4	3	4
11 to 12 weeks	8	7	5	7	9	6
13 to 16 weeks	7	5	7	7	4	3
17 to 24 weeks	3	7	11	6	7	5
25 to 36 weeks	3	4	6	4	3	3
37 to 52 weeks	4	4	6	3	5	4
53 or more weeks	5	2	4	2	3	1
Median weeks	6	4	6	4	4	3

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-35

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%	8%	20%	*	*	5%	7%	42%
90% to 94%	15	*	*	*	30	20	25
95% to 99%	33	*	32	67	30	47	17
100%	34	80	40	22	30	13	17
101% to 110%	8	*	28	*	5	*	*
More than 110%	1	*	*	11	*	13	*

* 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%	10%	3%	3%	8%	6%	14%	26%
90% to 94%	14	7	4	9	18	23	32
95% to 99%	37	8	31	51	46	47	32
100%	26	54	40	23	22	11	6
101% to 110%	10	20	19	6	7	3	1
More than 110%	3	9	4	2	2	2	3
Median (sales price as a percent of listing price)	98%	100%	100%	98%	98%	96%	93%

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-36

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

New Hampshire

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None, did not reduce the asking price	53%	100%	96%	56%	30%	25%	23%
One	27	*	4	33	55	38	31
Two	11	*	*	11	10	25	15
Three	5	*	*	*	5	6	15
Four or more	3	*	*	*	*	6	16

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, did not reduce the asking price	59%	94%	87%	63%	47%	33%	14%
One	22	4	11	28	34	35	25
Two	10	1	1	6	11	19	25
Three	6	1	0	3	4	9	23
Four or more	3	*	*	*	4	4	1

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-37

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	75%	64%	72%	60%	59%	70%
Home warranty policies	5	21	8	26	25	16
Assistance with closing costs	16	16	14	16	18	13
Credit toward remodeling or repairs	5	6	7	5	6	5
Other incentives, such as a car, flat screen TV, etc.	1	5	4	4	4	6
Assistance with condo association fees	*	*	*	*	1	*
Other	4	3	3	3	3	4

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-38

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	75%	100%	88%	78%	71%	63%	67%
Assistance with closing costs	16	*	4	11	19	19	33
Home warranty policies	5	*	*	11	10	13	*
Credit toward remodeling or repairs	5	*	4	*	10	6	8
Other incentives, such as a car, flat screen TV, etc.	1	*	*	*	*	*	8
Assistance with condo association fees	*	*	*	*	*	*	*
Other	4	*	4	*	5	6	*

U.S.

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None	64%	83%	72%	60%	58%	55%	54%
Home warranty policies	21	11	18	25	22	24	24
Assistance with closing costs	16	6	10	17	21	18	25
Credit toward remodeling or repairs	6	3	3	8	4	10	7
Other incentives, such as a car, flat screen TV, etc.	5	1	2	8	6	5	6
Assistance with condo association fees	*	*	*	1	1	1	1
Other	3	1	2	3	4	3	7

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-39

EQUITY EARNED IN HOME RECENTLY SOLD, BY TENURE IN HOME

(Median)

TENURE IN HOME	U.S.	
	Dollar value	Percent
1 year or less	\$11,300	8%
2 to 3 years	\$30,000	14%
4 to 5 years	\$45,000	21%
6 to 7 years	\$31,200	18%
8 to 10 years	\$5,000	3%
11 to 15 years	\$30,500	16%
16 to 20 years	\$108,700	64%
21 years or more	\$127,600	124%
Median	\$43,100	24%

	New Hampshire	
	Dollar value	Percent
Median	\$20,000	10%

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-40

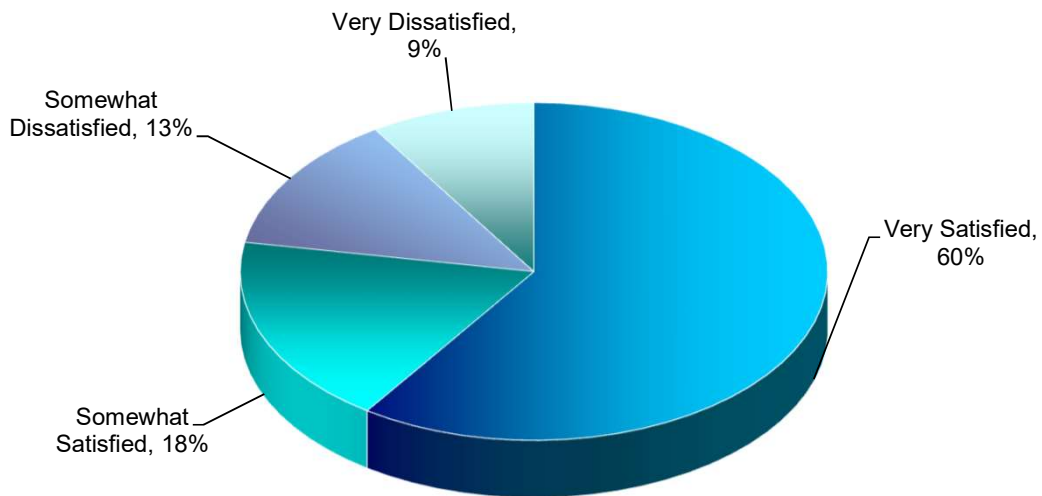
SATISFACTION WITH THE SELLING PROCESS

(Percentage Distribution)

	New Hampshire	U.S.
Very Satisfied	59%	61%
Somewhat Satisfied	18	27
Somewhat Dissatisfied	13	8
Very Dissatisfied	9	5

Satisfaction with Selling Process

(Percentage Distribution)



Satisfaction with Selling Process

(Percentage Distribution)

