

# **New Hampshire 2017 Profile of Home Buyers and Sellers**

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NATIONAL ASSOCIATION OF REALTORS®  
Research Division

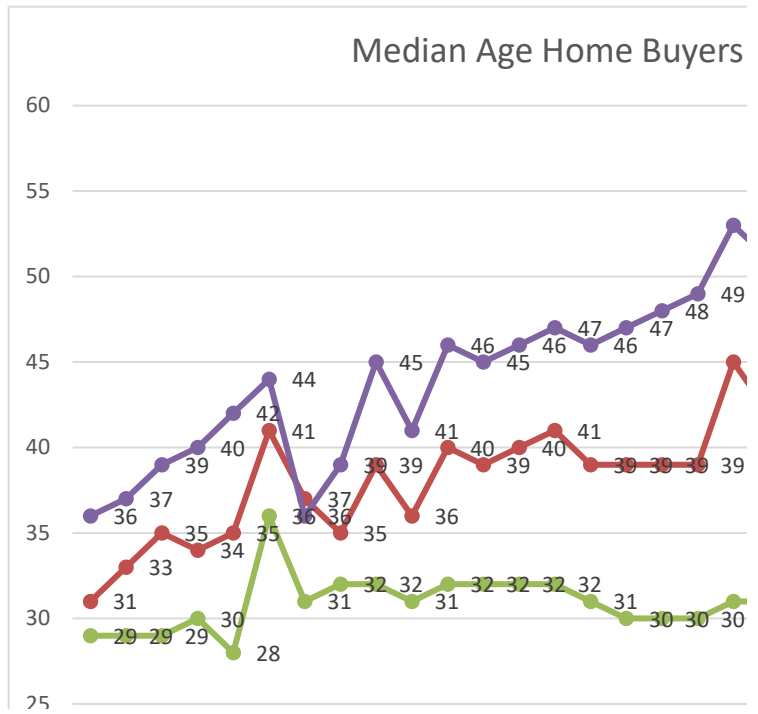
December 2017

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Exhibit 1-1  
**MEDIAN AGE OF HOME BUYERS 1981-2017**  
*(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
2017	45	32	54



## CHARACTERISTICS OF HOME BUYERS

### New Hampshire

Number of Total Respondents = 308

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	1%	2%	2%	2%	2%	1%
25 to 34 years	29	26	31	30	22	24
35 to 44 years	19	21	22	20	20	23
45 to 54 years	20	16	15	16	17	16
55 to 64 years	17	18	17	15	19	19
65 to 74 years	12	13	11	12	15	13
75 years or older	2	4	2	5	5	4
Median age (years)	45	45	42	42	48	45

## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-3

### HOUSEHOLD INCOME OF HOME BUYERS, BY REGION, 2016

(Percentage Distribution)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
Less than \$25,000	2%	3%	2%	4%	3%	2%
\$25,000 to \$34,999	1	4	4	5	5	3
\$35,000 to \$44,999	4	6	4	7	5	6
\$45,000 to \$54,999	7	8	10	9	7	7
\$55,000 to \$64,999	8	9	9	9	8	8
\$65,000 to \$74,999	9	8	8	10	8	8
\$75,000 to \$84,999	6	9	9	10	9	8
\$85,000 to \$99,999	10	12	13	11	13	11
\$100,000 to \$124,999	16	15	14	13	14	16
\$125,000 to \$149,999	9	9	9	9	9	9
\$150,000 to \$174,999	12	6	7	5	7	7
\$175,000 to \$199,999	5	4	3	3	4	4
\$200,000 or more	9	9	7	6	9	10
<b>Median income (2016)</b>	\$104,700	\$88,800	\$89,600	\$81,000	\$90,800	\$95,900

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-4  
**ADULT COMPOSITION OF HOME BUYER HOUSEHOLDS, 1981-2017**  
 (Percentage Distribution)

**New Hampshire**

2017	
Married couple	62%
Single female	15
Single male	7
Unmarried couple	14
Other	2

**U.S.**

	1981	1985	1987	1989	1991	1993	1995	1997	1999	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Married couple	73%	81%	79%	74%	76%	68%	70%	64%	66%	68%	59%	62%	61%	61%	62%	61%	60%	58%	64%	65%	66%	65%	67%	66%	65%
Single female	11	10	10	13	14	16	14	18	18	15	21	18	21	22	20	20	21	20	18	16	16	16	15	17	18
Single male	10	6	7	10	10	10	9	11	9	7	11	8	9	9	9	10	10	12	10	9	9	9	9	7	7
Unmarried couple	6	3	3	3	4	5	6	5	6	7	8	9	7	7	7	7	8	8	7	8	7	8	7	8	8
Other	-	-	-	-	-	1	1	2	1	3	1	2	2	1	2	2	1	1	1	2	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)

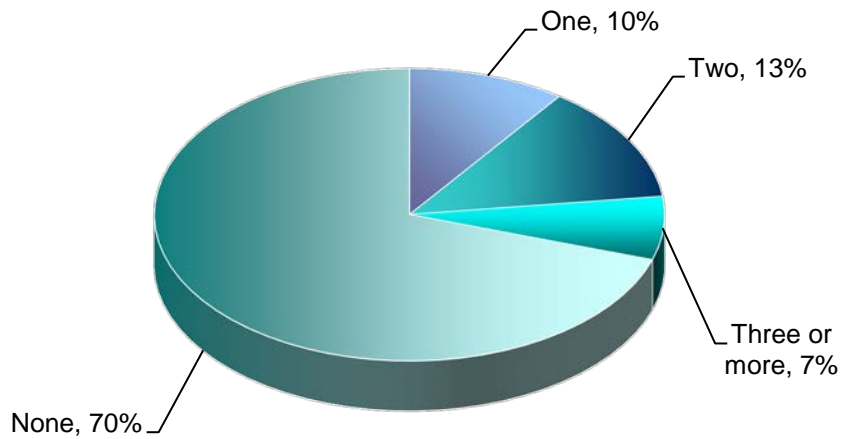
### New Hampshire

One	10%
Two	13%
Three or more	7%
None	70%

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

(Percentage Distribution of Households)

#### New Hampshire



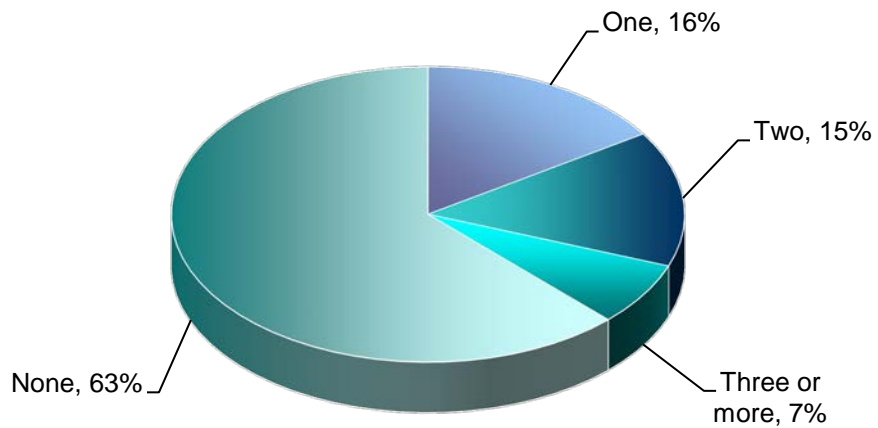
### U.S.

One	16%
Two	15%
Three or more	7%
None	63%

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

(Percentage Distribution of Households)

#### U.S.



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-6

**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	13%	14%	15%	11%	3%	33%	16%	12%
<b>Reasons for purchase:</b>								
Children/relatives over 18 moving back into the house	13%	17%	*	*	50%	*	23%	8%
Health/Caretaking of aging parents	26	38	57	*	*	*	23	28
Cost Savings	21	29	*	*	*	*	15	24
To spend more time with aging parents	13	17	17	*	*	*	23	8
Children/relatives over 18 never left home	11	8		*	50	*	15	8
Wanted a larger home that multiple incomes could affi	13	8	33	33	*	*	15	12
None of the above	18	8	33	67	*	*	8	24
Other	3	4	*	*	#N/A	*		4

**U.S.**

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Multi-generational household	13%	13%	12%	10%	11%	40%	15%	12%
<b>Reasons for purchase:</b>								
Health/Caretaking of aging parents	22%	25%	21%	12%	3%	24%	22%	22%
Cost Savings	17	16	14	20	16	27	21	14
Children/relatives over 18 moving back into the house	16	17	18	10	15	11	13	18
Children/relatives over 18 never left home	13	14	10	4	19	11	15	12
To spend more time with aging parents	10	10	8	4	3	19	11	8
Wanted a larger home that multiple incomes could affi	6	5	6	6	8	11	7	5
None of the above	21	19	22	32	39	11	18	23
Other	7	7	6	16	8	8	7	7



## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-7

### HOME BUYER SEXUAL ORIENTATION

*(Percentage Distribution)*

#### New Hampshire

Heterosexual or straight	84%
Gay or lesbian	3%
Bisexual	1%
Prefer not to answer	12%

#### U.S.

Heterosexual or straight	89%
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)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
White/Caucasian	93%	83%	89%	92%	81%	76%
Hispanic/Latino/Mexican/ Puerto Rican	3	7	3	3	8	11
Asian/Pacific Islander	2	5	4	2	4	10
Black/African-American	*	5	4	3	7	4
Other	3	3	3	2	3	4

*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	93%	92%	93%	90%	100%	83%	89%	95%
Black/African-American	*	1	*	*	*	*	1	*
Hispanic/Latino	3	4	*	5	*	*	5	2
Asian/Pacific Islander	2	2	5	*	*	*	2	2
Other	3	2	3	5	*	17	5	2

\* 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	83%	84%	83%	84%	81%	79%	77%	87%
Hispanic/Latino/Mexican/ Puerto Rican	7	7	6	7	12	5	11	5
Asian/Pacific Islander	5	6	2	2	4	3	8	3
Black/African-American	5	4	8	5	5	9	7	4
Other	3	3	3	3	4	8	3	3

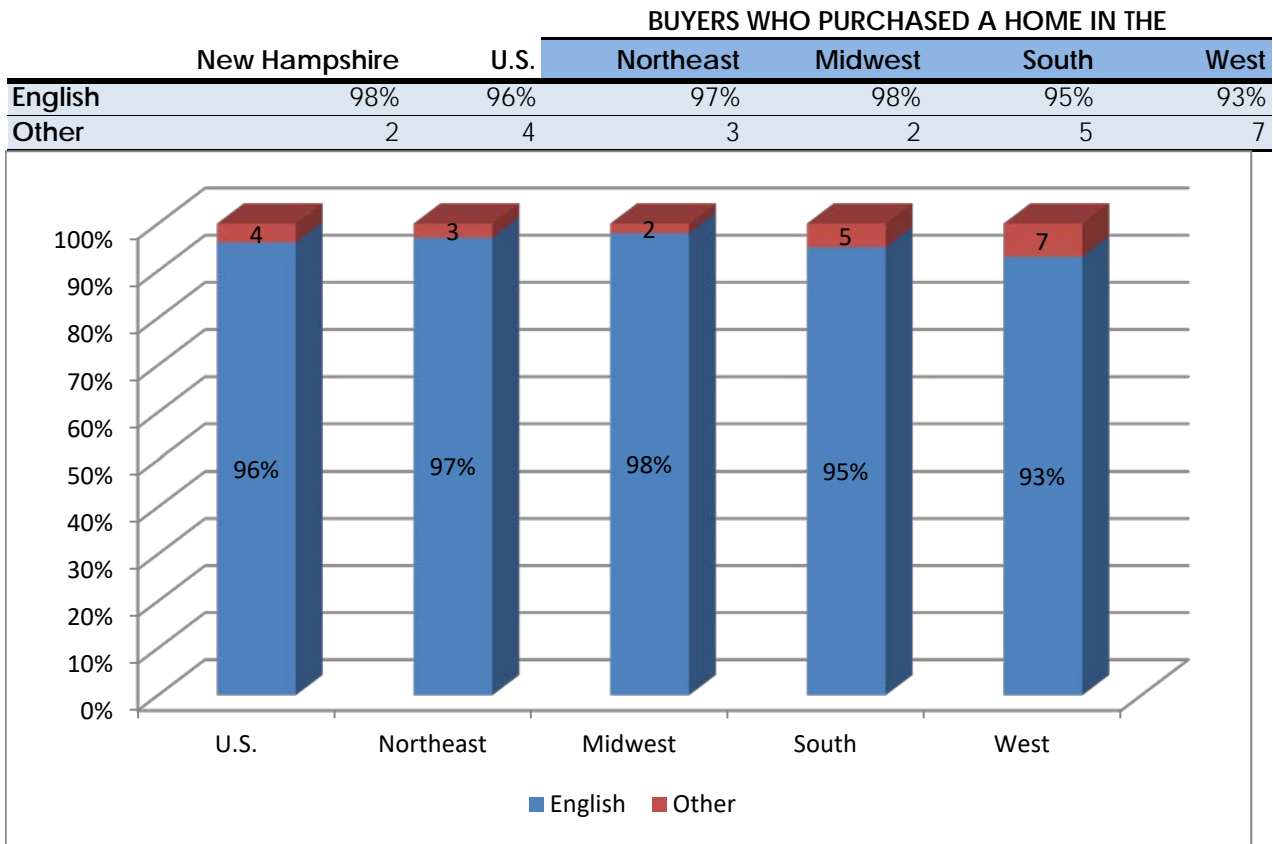
Note: Respondents were permitted to select as many races and ethnicities as they felt applicable. The percentage distribution may therefore sum to more than 100 percent.

# CHARACTERISTICS OF HOME BUYERS

Exhibit 1-10

## PRIMARY LANGUAGE SPOKEN IN HOME BUYER HOUSEHOLD, BY REGION

(Percentage Distribution)



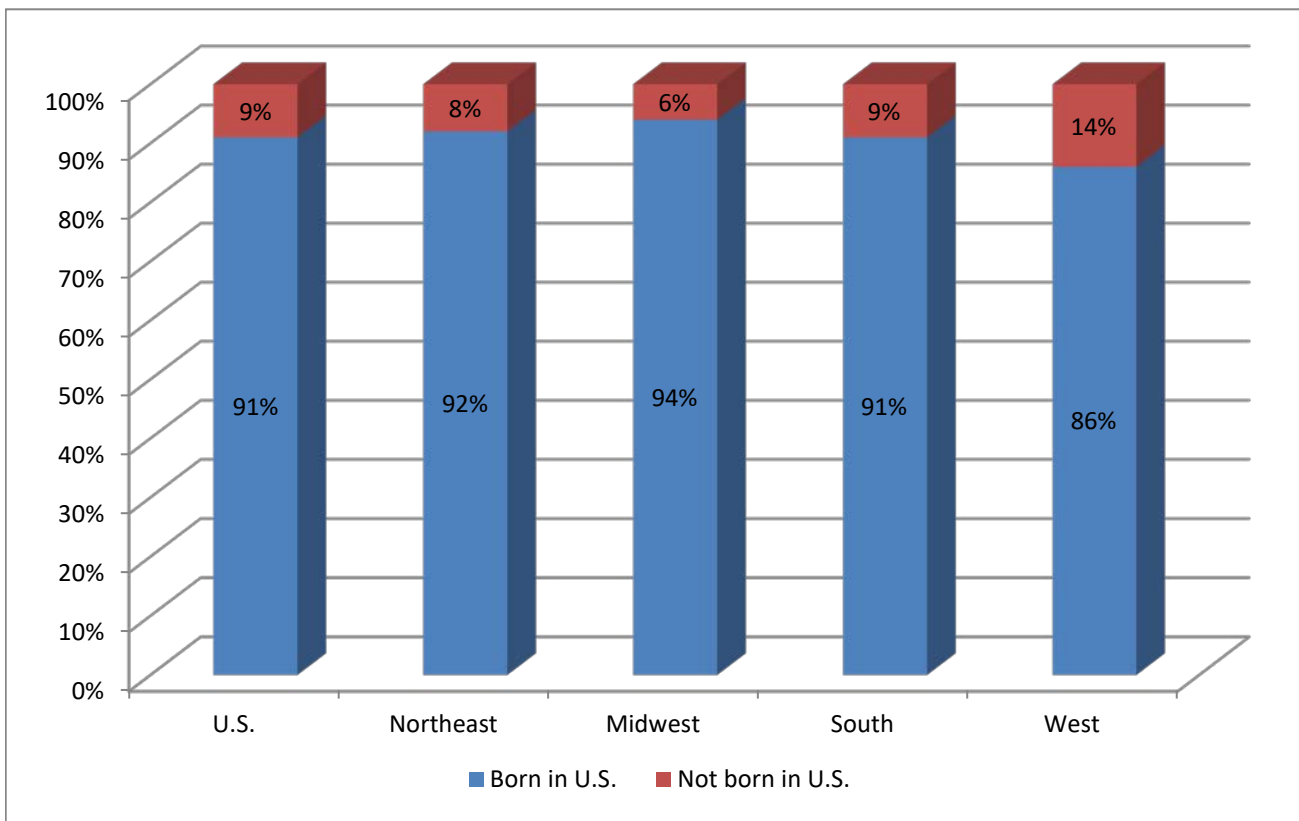
# CHARACTERISTICS OF HOME BUYERS

Exhibit 1-11

## NATIONAL ORIGIN OF HOME BUYERS, BY REGION

(Percentage Distribution)

	New Hampshire	BUYERS WHO PURCHASED A HOME IN THE				
		U.S.	Northeast	Midwest	South	West
Born in U.S.	94%	91%	92%	94%	91%	86%
Not born in U.S.	6	9%	8%	6%	9%	14%



## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-12

### HOME BUYER IDENTIFIES AS HEAD OF HOUSEHOLD, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution)

#### U.S.

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD				
		Married couple	Single female	Single male	Unmarried couple	Other
Head of household	82%	75%	98%	98%	88%	93%
Not head of household	18	26	2	2	12	7

## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-13

### **SELF OR SPOUSE/PARTNER IS ACTIVE MILITARY OR VETERAN**

*(Percentage Distribution)*

#### **New Hampshire**

An active-duty service member	1%
A veteran	15%
Neither	84%

#### **U.S.**

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

## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-14

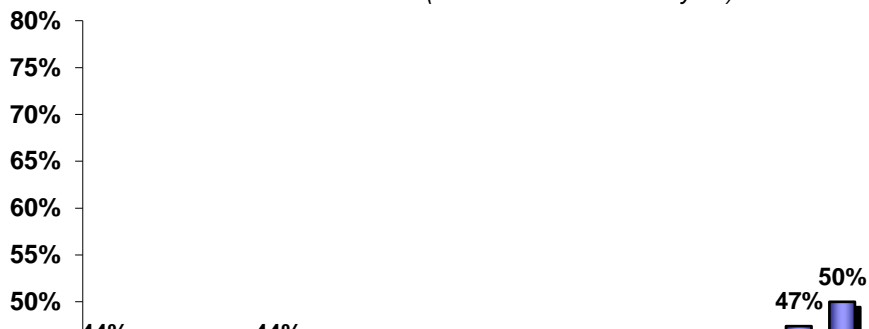
### FIRST-TIME HOME BUYERS

(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%
####	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	35%
2017 US	34%
2017 New Hampshire	38%

### FIRST-TIME HOME BUYERS

(Percent of all Home Buyers)





## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-15

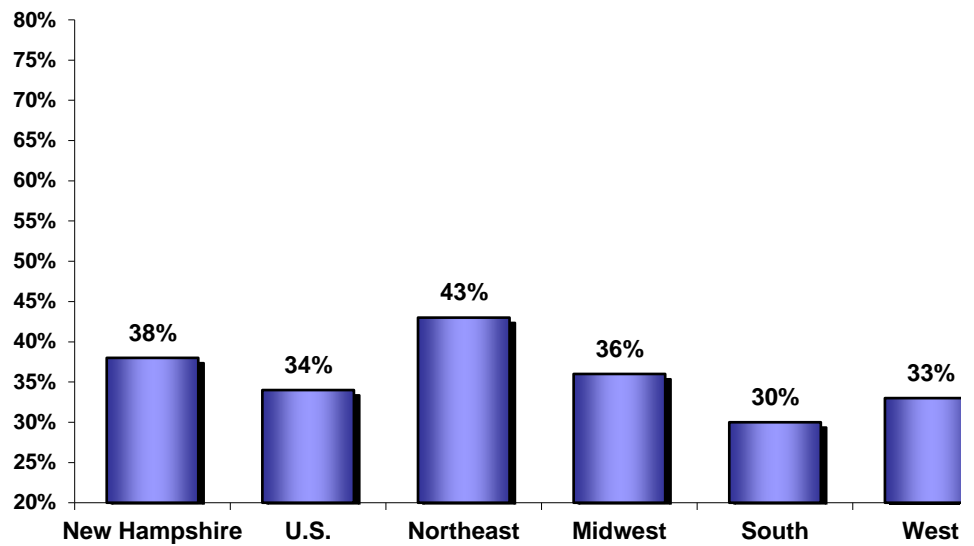
### FIRST-TIME HOME BUYERS, BY REGION

*(Percent of all Home Buyers)*

New Hampshire	38%
U.S.	34%
Northeast	43%
Midwest	36%
South	30%
West	33%

### FIRST-TIME HOME BUYERS, BY REGION

*(Percent of all Home Buyers)*



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-16  
**FIRST-TIME AND REPEAT HOME BUYERS BY HOUSEHOLD TYPE**  
*(Percentage Distribution of Households)*

**New Hampshire**

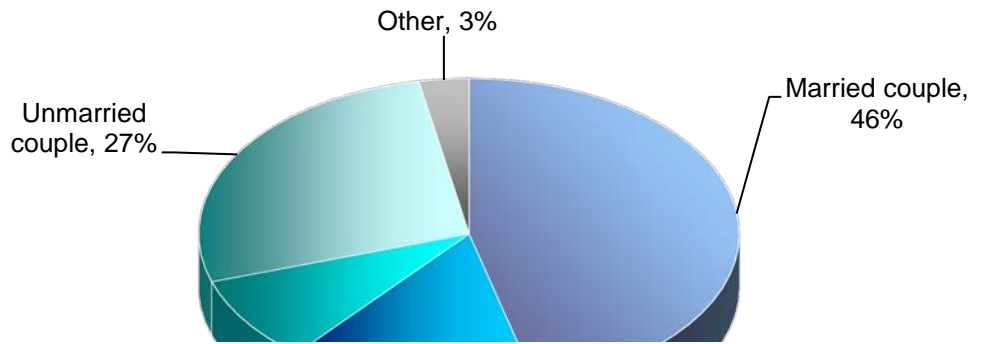
Married couple	46%
Single female	15%
Single male	9%
Unmarried couple	27%
Other	3%

**New Hampshire**

Married couple	71%
Single female	14%
Single male	6%
Unmarried couple	7%
Other	2%

**FIRST-TIME HOME BUYERS**  
*(Percentage Distribution)*

**New Hampshire**



**U.S.**

Married couple	57%
Single female	18%
Single male	7%
Unmarried couple	16%
Other	2%

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-17  
**FIRST-TIME AND REPEAT HOME BUYERS BY CHILDREN IN HOUSEHOLD**  
*(Percentage Distribution of Households)*

**New Hampshire**

One	10%
Two	13%
Three or more	6%
None	70%

**New Hampshire**

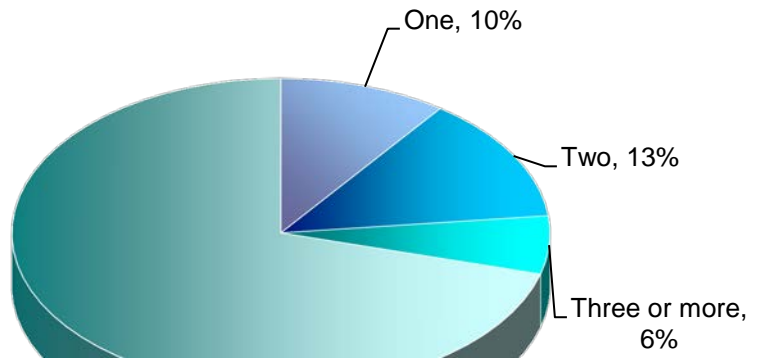
One	10%
Two	13%
Three or more	7%
None	70%

**U.S.**

One	21%
Two	15%
Three or more	6%
None	58%

**FIRST-TIME HOME BUYERS**  
*(Percentage Distribution)*

**New Hampshire**



## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-18

### AGE OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

#### New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
18 to 24 years	1%	4%	*
25 to 34 years	29	64	8
35 to 44 years	19	15	20
45 to 54 years	20	12	24
55 to 64 years	17	3	26
65 to 74 years	12	1	18
75 years or older	2	*	4
Median age (years)	45	31	54

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers
18 to 24 years	2%	5%	*
25 to 34 years	26	55	11
35 to 44 years	21	23	20
45 to 54 years	16	8	20
55 to 64 years	18	5	25
65 to 74 years	13	3	18
75 years or older	4	*	6
Median age (years)	45	32	54
Married couple	44	32	52
Single female	52	35	58
Single male	51	31	56
Unmarried couple	34	30	45
Other	54	37	61

\* Less than 1 percent

## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-19

### HOUSEHOLD INCOME OF FIRST-TIME AND REPEAT BUYERS, 2016

(Percentage Distribution)

#### New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	2%	2%	2%
\$25,000 to \$34,999	1	*	1
\$35,000 to \$44,999	4	5	4
\$45,000 to \$54,999	7	15	3
\$55,000 to \$64,999	8	10	6
\$65,000 to \$74,999	9	15	6
\$75,000 to \$84,999	6	7	6
\$85,000 to \$99,999	10	9	11
\$100,000 to \$124,999	16	17	16
\$125,000 to \$149,999	9	6	11
\$150,000 to \$174,999	12	6	15
\$175,000 to \$199,999	5	3	6
\$200,000 or more	9	4	14
<b>Median income (2016)</b>	<b>\$104,700</b>	<b>\$79,300</b>	<b>\$117,200</b>

\* 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	4	6	4
\$35,000 to \$44,999	6	8	5
\$45,000 to \$54,999	8	11	6
\$55,000 to \$64,999	9	10	8
\$65,000 to \$74,999	8	11	7
\$75,000 to \$84,999	9	11	8
\$85,000 to \$99,999	12	12	12
\$100,000 to \$124,999	15	12	16
\$125,000 to \$149,999	9	7	10
\$150,000 to \$174,999	6	4	7
\$175,000 to \$199,999	4	1	5
\$200,000 or more	9	4	
<b>Median income (2016)</b>	<b>\$88,800</b>	<b>\$75,000</b>	<b>\$97,500</b>
Married couple	\$101,500	\$87,100	\$113,200
Single female	\$62,300	\$54,000	\$68,000
Single male	\$74,000	\$59,600	\$80,600
Unmarried couple	\$84,100	\$77,300	\$97,900
Other	\$75,900	\$76,800	\$73,300

## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-20

### RACE/ETHNICITY OF FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents)

#### New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	93%	94%	92%
Black/African-American	*	*	1
Asian/Pacific Islander	3	1	3
Hispanic/Latino	2	4	2
Other	3	2	3

\* Less than 1 percent

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	83%	76%	87%
Hispanic/Latino/Mexican/Pi	7	11	5
Asian/Pacific Islander	5	7	4
Black/African-American	5	7	4
Other	3	4	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 1-21

### PRIMARY LANGUAGE SPOKEN IN FIRST-TIME AND REPEAT BUYER HOUSEHOLDS

*(Percentage Distribution)*

#### New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
English	98%	97%	98%
Other	2	3	2

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers
English	96%	92%	97%
Other	4	8	3

## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-22

### **NATIONAL ORIGIN OF FIRST-TIME AND REPEAT BUYERS**

*(Percentage Distribution)*

#### **New Hampshire**

	All Buyers	First-time Buyers	Repeat Buyers
Born in U.S.	94%	97%	93%
Not born in U.S.	6	3	7

#### **U.S.**

	All Buyers	First-time Buyers	Repeat Buyers
Born in U.S.	91%	86%	93%
Not born in U.S.	9	14	7



## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-23

### PRIOR LIVING ARRANGEMENT OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

#### New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Owned previous home	8%	1%	70%
Rented an apartment or house	9	66	19
Lived with parents/relatives/friends, paid rent	44	16	4
Lived with parents/relatives/friends, did not pay rent	*	15	6
Rented the home ultimately purchased	37	3	1
Rented dorm	2	*	*

\* Less than 1 percent

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Owned previous home	47%	4%	68%
Rented an apartment or house	40	73	23
Lived with parents/relatives/friends, paid rent	6	10	3
Lived with parents/relatives/friends, did not pay rent	6	11	4
Rented the home ultimately purchased	1	2	1
Rented dorm	*	*	*

\* 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

### 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
Owned previous home	8%	57%	41%	35%	16%	17%	41%	48%
Rented an apartment or house	9	30	33	30	53	50	41	32
Lived with parents/relatives/friends, paid rent	44	4	10	20	21	33	6	10
Lived with parents/relatives/friends, did not pay rent	*	7	13	15	11	*	9	9
Rented the home ultimately purchased	37	2	3	*	*	*	2	1
Rented dorm	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%	54%	43%	37%	21%	39%	43%	51%
Rented an apartment or house	40	36	39	46	58	43	44	37
Lived with parents/relatives/friends, paid rent	6	3	9	9	11	12	5	5
Lived with parents/relatives/friends, did not pay rent	6	5	8	7	9	5	6	6
Rented the home ultimately purchased	1	1	1	1	1	2	2	1
Rented dorm	*	*	*	*	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 1-25

### 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	34%	70%	13%
Job-related relocation or move	5	1	7
Desire for larger home	9	3	13
Desire to be closer to family/friends/relatives	4	*	6
Change in family situation	8	5	11
Desire for a home in a better area	7	3	9
Retirement	4	2	6
Affordability of homes	2	*	2
Tax benefits	*	1	*
Desire to be closer to job/school/transit	3	1	5
Greater choice of homes on the market	*	*	*
Desire for smaller home	8	1	13
Desire for a newly built or custom-built home	1	*	1
Establish household	5	8	3
Financial security	2	1	3
Purchased home for family member or relative	*	1	*
Desire for vacation home/investment property	2	1	3
Other	6	3	7

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Desire to own a home of my own	30%	65%	12%
Desire for larger home	10	3	14
Job-related relocation or move	8	4	10
Desire to be closer to family/friends/relatives	8	1	11
Change in family situation (e.g. marriage, birth of child, divorce, etc.)	8	6	8
Desire for a home in a better area	7	2	9
Desire for smaller home	5	*	8
Retirement	5	1	6
Desire to be closer to job/school/transit	4	2	5
Affordability of homes	3	3	2
Establish a household	2	4	1
Financial security	2	2	2
Desire for a newly built or custom-built home	2	*	2
Tax benefits	1	1	1
Purchased home for family member or relative	*	1	*
Desire for vacation home/investment property	*	*	*
Greater number of homes on the market for sale/better choice	*	*	*
Other (Specify)	6	3	7

\* Less than 1 percent

## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-26

### 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	34%	24%	30%	55%	58%	17%	29%	33%
Job-related relocation or move	5	6	5	*	3	*	11	2
Desire for larger home	9	15	8	*	3	*	22	6
Desire to be closer to family/friends/relatives	4	6	*	10	*	*	1	5
Change in family situation	8	6	20	5	11	17	10	9
Desire for a home in a better area	7	9	3	*	3	33	9	7
Retirement	4	5	8	*	*	*	1	5
Affordability of homes	2	2	*	*	3	*	*	3
Tax benefits	*	*	*	*	3	*	*	1
Desire to be closer to job/school/transit	3	4	3	*	5	*	4	4
Greater choice of homes on the market	*	*	*	*	*	*	*	*
Desire for smaller home	8	9	13	*	3	*	1	11
Desire for a newly built or custom-built home	1	1	*	*	*	*	*	1
Establish household	5	3	8	5	5	*	7	3
Financial security	2	2	3	10	*	*	*	3
Purchased home for family member or relative	*	*	*	*	*	17	*	1
Desire for vacation home/investment property	2	2	*	5	*	*	*	2
Other	6	5	3	10	5	17	5	6

#### U.S.

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Desire to own a home of my own	30%	23%	36%	38%	54%	36%	31%	28%
Desire for larger home	10	13	3	5	8	8	18	6
Job-related relocation or move	8	11	4	5	4	2	11	7
Desire to be closer to family/friends/relatives	8	8	12	6	3	10	3	11
Change in family situation (e.g. marriage, birth of child, d	8	6	13	11	6	9	9	7
Desire for a home in a better area	7	8	5	6	4	3	9	6
Desire for smaller home	5	6	8	4	1	4	2	8
Retirement	5	5	4	3	1	5	*	7
Desire to be closer to job/school/transit	4	4	3	3	3	3	5	3
Affordability of homes	3	2	2	3	3	5	2	3
Establish a household	2	2	1	3	4		2	2
Financial security	2	2	2	4	2	4	1	2
Desire for a newly built or custom-built home	2	2	1	1	1	1	2	2
Tax benefits	1	1	2	2	1	1	1	1
Purchased home for family member or relative	*	*	1	1	*	3	*	*
Desire for vacation home/investment property	*	*	*	*	1	*	*	*
Greater number of homes on the market for sale/better c	*	*	*	*	*	*	*	*
Other (Specify)	6	6	5	4	4	7	4	6

\* Less than 1 percent

## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-27

### 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	51%	59%	46%
It was the best time because of affordability of homes	4	4	4
Did not have much choice, had to purchase	16	16	16
It was the best time because of availability of homes for sale	11	4	15
It was the best time because of mortgage financing options available	6	12	3
Other	9	3	12
The buyer wished they had waited	2	1	3

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers
It was just the right time for me, I was ready to buy a home	50%	58%	46%
I did not have much choice, I had to purchase when I did	17	13	18
It was the best time for me because of availability of homes for sale	10	6	11
It was the best time for me because of mortgage financing options available	8	10	7
It was the best time for me because of improved affordability of homes	6	7	6
I wish I had waited	2	2	2
Other	8	4	10

\* Less than 1 percent

## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-28

### OTHER HOMES OWNED, BY AGE

(Percentage Distribution)

#### New Hampshire

	All Buyers	AGE OF HOME BUYER			
		18 to 24	25 to 44	45 to 64	65 or older
Recently purchased home only	81%	75%	94%	71%	64%
One or more vacation homes	6	*	1	7	18
One or more investment properties	8	*	5	13	10
Primary residence	7	*	2	9	8
Previous homes that buyer is trying to sell	2	2	2	2	2
Other	2	25	*	3	*

#### U.S.

	All Buyers	AGE OF HOME BUYER			
		18 to 24	25 to 44	45 to 64	65 or older
Recently purchased home only	83%	98%	89%	78%	76%
One or more investment properties	8	*	7	11	8
Previous homes that buyer is trying to sell	3	*	1	4	5
Primary residence	3	2	2	3	4
One or more vacation homes	3	*	1	5	7
Other	2	*	1	3	3

\* Less than 1 percent