

CHARACTERISTICS OF HOMES PURCHASED

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CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-1
NEW AND PREVIOUSLY OWNED HOMES PURCHASED, 1981-2017
(Percentage Distribution)

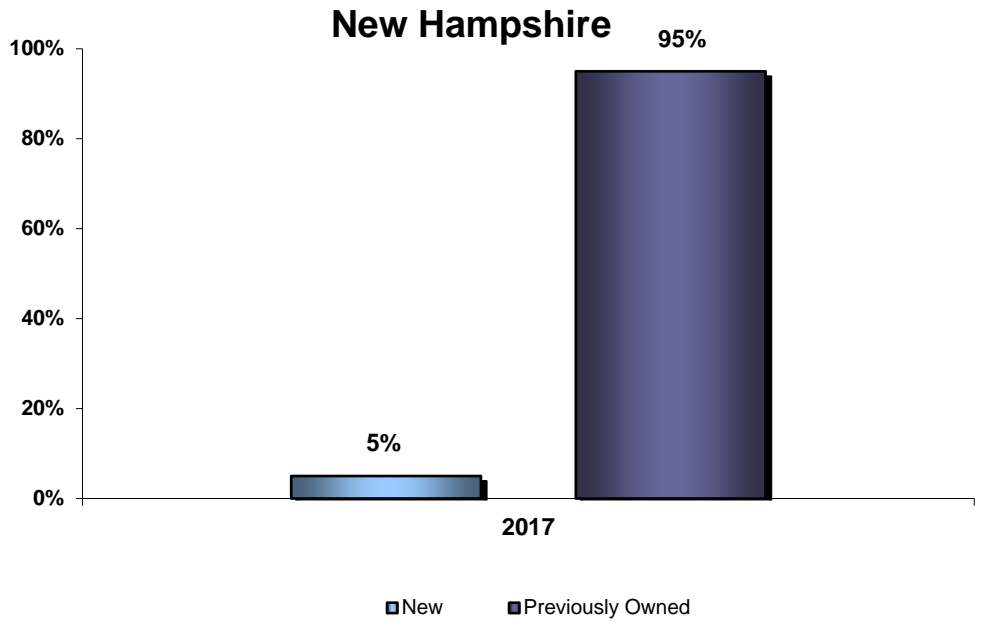
New Hampshire

	New	Previously Owned
2017	5%	95%

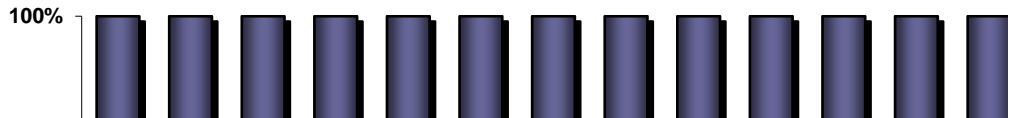
U.S.

	New	Previously Owned
1981	18%	82%
1985	18%	82%
1987	27%	75%
1989	29%	71%
1991	23%	77%
1993	21%	79%
1995	24%	76%
1997	18%	82%
2000	22%	78%
2002	21%	79%
2003	28%	72%
2004	21%	79%
2005	23%	77%
2006	22%	78%
2007	23%	77%
2008	21%	79%
2009	18%	82%
2010	15%	85%
2011	16%	84%
2012	16%	84%
2013	16%	84%
2014	16%	84%
2015	16%	84%
2016	14%	86%
2017	15%	85%

NEW AND PREVIOUSLY OWNED HOMES PURCHASED
(Percentage Distribution)



NEW AND PREVIOUSLY OWNED HOMES PURCHASED
(Percentage Distribution)



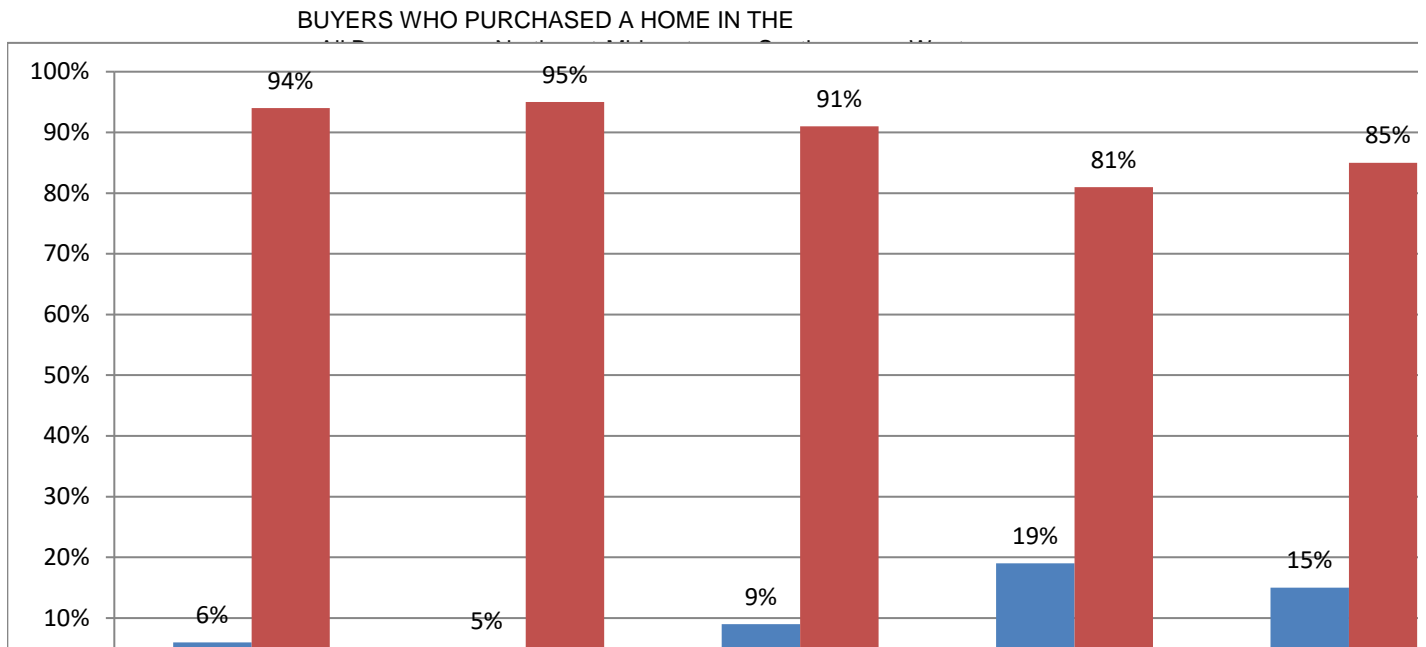
CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-2

NEW AND PREVIOUSLY OWNED HOMES PURCHASED, BY REGION

(Percentage Distribution)

	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
New	5%	15%	6%	10%	21%	14%
Previously Owned	95	85	94	90	79	86



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-3

WHY NEW AND PREVIOUSLY OWNED HOMES PURCHASED

(Percent of Respondents)

New Hampshire

New Home:	5%
Avoid renovations or problems with plumbing or electricity	44%
Ability to choose and customize design features	33
Amenities of new home construction communities	6
Lack of inventory of previously owned home	11
Green/energy efficiency	6
Other	22
Previously Owned Home:	95%
Better price	32%
Better overall value	31
More charm and character	22
Lack of inventory of new homes	10
Other	16

U.S.

New Home:	
Avoid renovations or problems with plumbing or electricity	36%
Ability to choose and customize design features	36
Amenities of new home construction communities	18
Green/energy efficiency	12
Lack of inventory of previously owned home	10
Smart home features	4
Other	15
Previously Owned Home:	
Better price	32%
Better overall value	31
More charm and character	21
Lack of inventory of new homes	10
Other	18

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-4
TYPE OF HOME PURCHASED, BY LOCATION
(Percentage Distribution)

New Hampshire

	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	75%	73%	76%	77%	75%	57%
Townhouse/row house	5	5	4	8	3	*
Apartment/condo in building with 5 or more units	2	5	1	*	3	*
Duplex/apartment/condo in 2 to 4 unit building	4	4	4	8	*	*
Other	14	13	14	8	18	43

* Less than 1 percent

U.S.

	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	83%	85%	83%	74%	84%	77%
Townhouse/row house	7%	8%	4%	14%	2%	5%
Apartment/condo in building with 5 or more units	1%	1%	1%	2%	1%	2%
Duplex/apartment/condo in 2 to 4 unit building	3%	3%	3%	4%	1%	6%
Other	6%	3%	9%	7%	12%	9%

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-5

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

(Percentage Distribution)

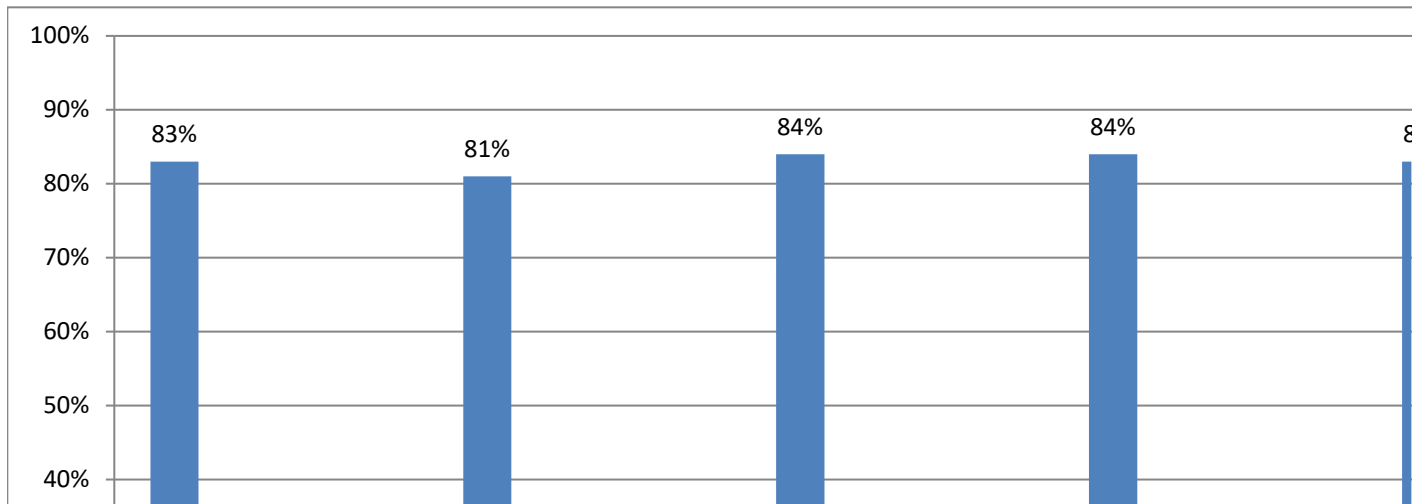
New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Detached single-family home	75%	81%	71%	71%	76%
Townhouse/row house	5	3	6	*	5
Apartment/condo in building with 5 or more units	2	1	3	7	2
Duplex/apartment/condo in 2 to 4 unit building	4	3	4	7	2
Other	14	13	15	14	14

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Detached single-family home	83%	81%	84%	84%	83%
Townhouse/row house	7%	8%	6%	8%	7%
Apartment/condo in building with 5 or more units	1%	2%	1%	1%	1%
Duplex/apartment/condo in 2 to 4 unit building	3%	2%	3%	3%	3%
Other	6%	7%	5%	5%	6%



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-6

TYPE OF HOME PURCHASED, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution)

New Hampshire

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Detached single-family home	75%	80%	50%	70%	86	50%	100%	67%
Townhouse/row house	5	3	23	*	*	*	*	5
Apartment/condo in building with 5 or more units	2	2	5	5	*	*	*	5
Duplex/apartment/condo in 2 to 4 unit building	4	3	8	10	*	*	*	5
Other	14	12	15	15	14	50	*	19

* Less than 1 percent

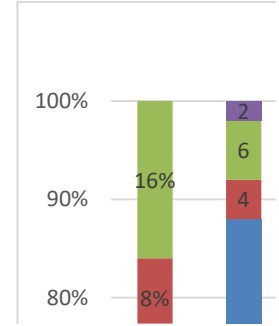
U.S.

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Detached single-family home	83%	87%	75%	73%	84%	66%	88%	80%
Townhouse/row house	7	5	12	13	5	8	5	8
Apartment/condo in building with 5 or more units	1	1	2	3	1	4	1	2
Duplex/apartment/condo in 2 to 4 unit building	3	2	6	4	1	6	1	4
Other	6	5	5	8	8	15	6	6

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-7
TYPE OF HOME PURCHASED, 1981-2017
 (Percentage Distribution)

	Detached single-family home	townhouse/row house	Condo	Other
1981	76%	8%	16%	
1985	88	4	6	2
1987	85	7	7	1
1989	81	9	10	
1991	85	9	6	
1993	82	9	9	
1995	83	8	9	
1997	80	9	11	
2000	82	7	11	
2002	87			13
2003	79	8	11	2
2004	87	7	3	4
2005	75	9	9	6
2006	75	9	11	5
2007	74	9	11	5
2008	78	8	9	5
2009	78	8	9	5
2010	77	8	9	6
2011	77	8	9	6
2012	79	7	8	7
2013	80	7	7	6
2014	79	8	8	6
2015	83	7	3	7
2016	83	7	4	6
2017	83	7	4	6



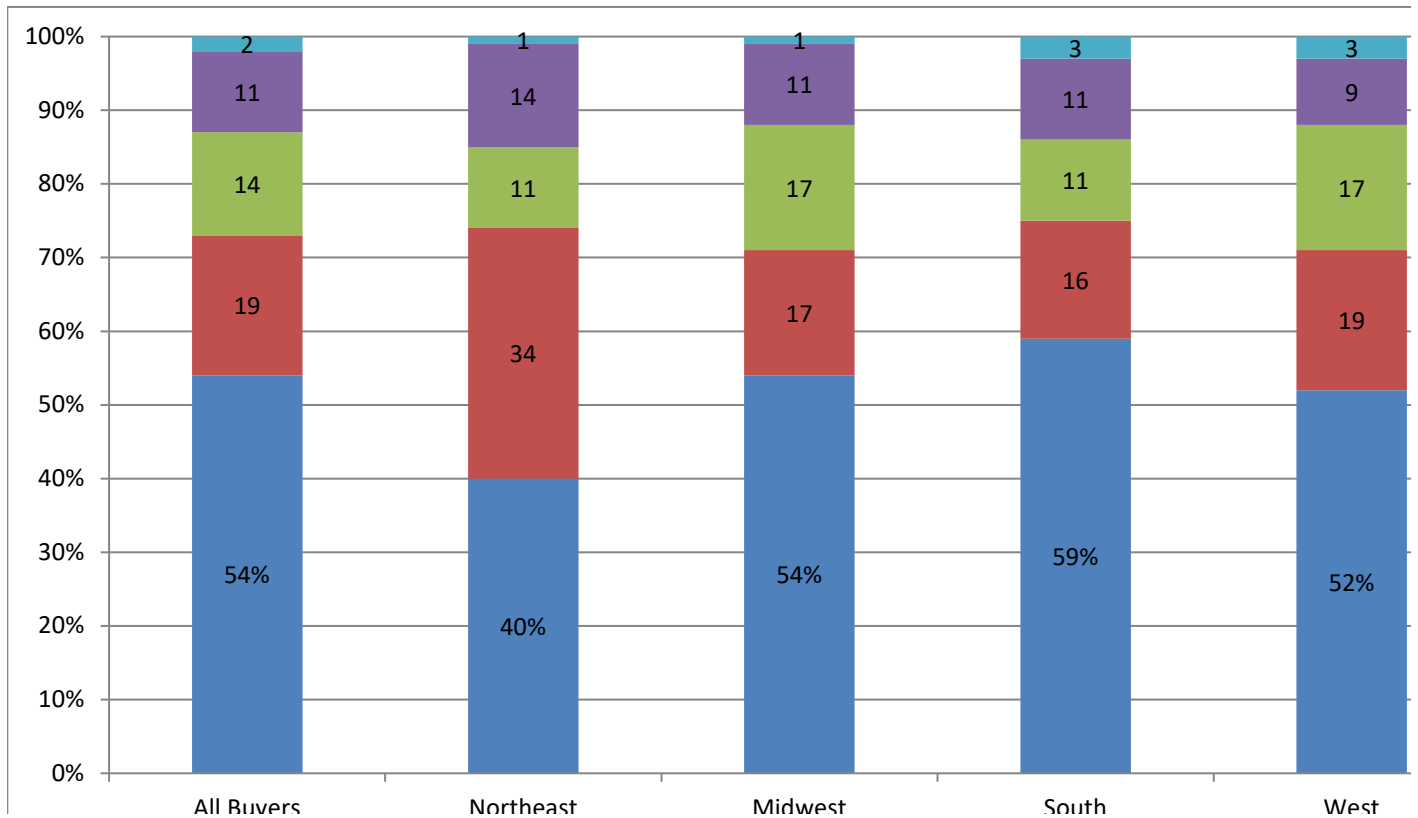
CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-8

LOCATION OF HOME PURCHASED, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
Suburb/Subdivision	18%	51%	37%	53%	55%	50%
Small town	47	22	36	22	18	20
Urban area/Central city	13	13	8	14	12	17
Rural area	20	12	18	10	11	10
Resort/Recreation area	2	2	1	1	3	3



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-9

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

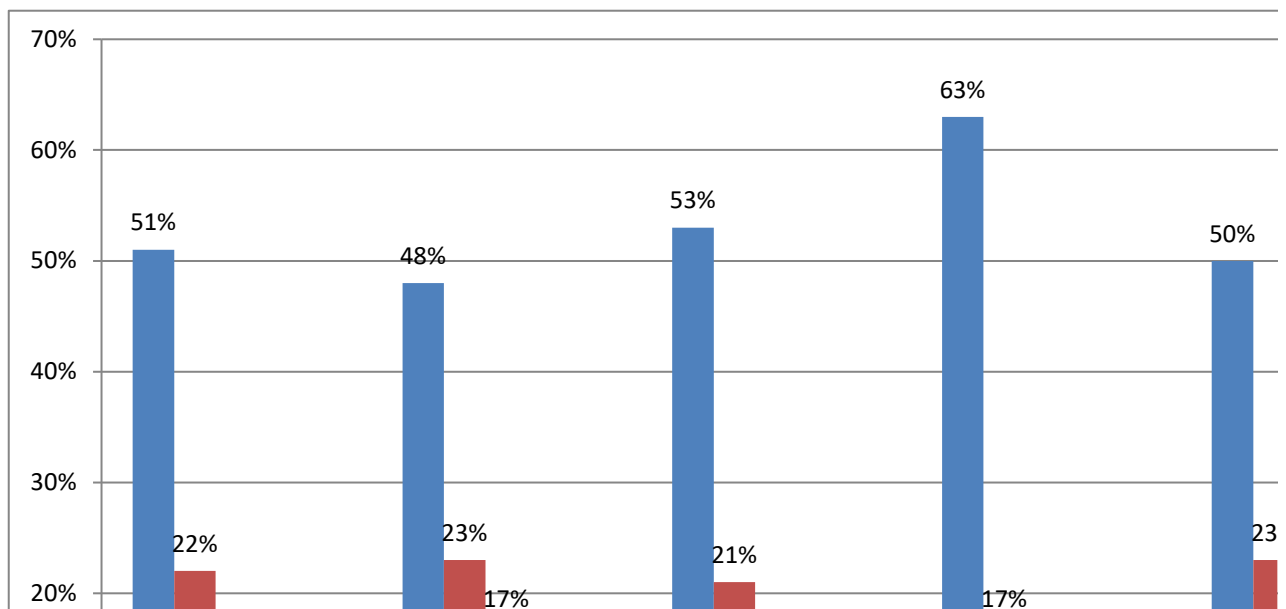
(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Suburb/Subdivision	18%	19%	17%	21%	17%
Small town	47	37	53	71	46
Urban area/Central city	13	21	8	7	13
Rural area	20	23	18	*	21
Resort/Recreation area	2	*	4	*	2

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Suburb/Subdivision	51%	48%	53%	63%	50%
Small town	22%	23%	21%	17%	23%
Urban area/Central city	13%	17%	11%	7%	14%
Rural area	12%	10%	12%	9%	12%
Resort/Recreation area	2%	1%	3%	4%	2%



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-10

LOCATION OF HOME PURCHASED VERSUS LOCATION OF HOME SOLD

(Percentage Distribution Among those that Sold a Home)

U.S.

LOCATION OF HOME PURCHASED

		Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
LOCATION OF HOME SOLD	Suburb/Subdivision	37%	6%	3%	4%	2%
	Small town	5	8	1	3	1
	Urban area/Central city	5	2	5	2	*
	Rural area	5	4	1	3	*
	Resort/Recreation area	1	*	*	*	1

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-11

SENIOR RELATED HOUSING BY TYPE OF HOME PURCHASED AND LOCATION

(Percentage Distribution)

New Hampshire

All buyers over
50

Share who purchased a home in senior related housing	16%
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Buyers over 50 who purchased senior related housing:

Type of home purchased	
Detached single-family home	39%
Townhouse/row house	11
Apartment/condo in building with 5 or more units	6
Duplex/apartment/condo in 2 to 4 unit building	17
Other	28
Location	
Suburb/ Subdivision	22%
Small town	61
Urban/ Central city	6
Rural area	11
Resort/ Recreation area	*

U.S.

All buyers over
50

Share who purchased a home in senior related housing	13%
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Buyers over 50 who purchased senior related housing:

Type of home purchased	
Detached single-family home	68%
Townhouse/row house	6
Apartment/condo in building with 5 or more units	3
Duplex/apartment/condo in 2 to 4 unit building	13
Other	10
Location	
Suburb/ Subdivision	48%
Small town	20
Urban/ Central city	6
Rural area	8
Resort/ Recreation area	17

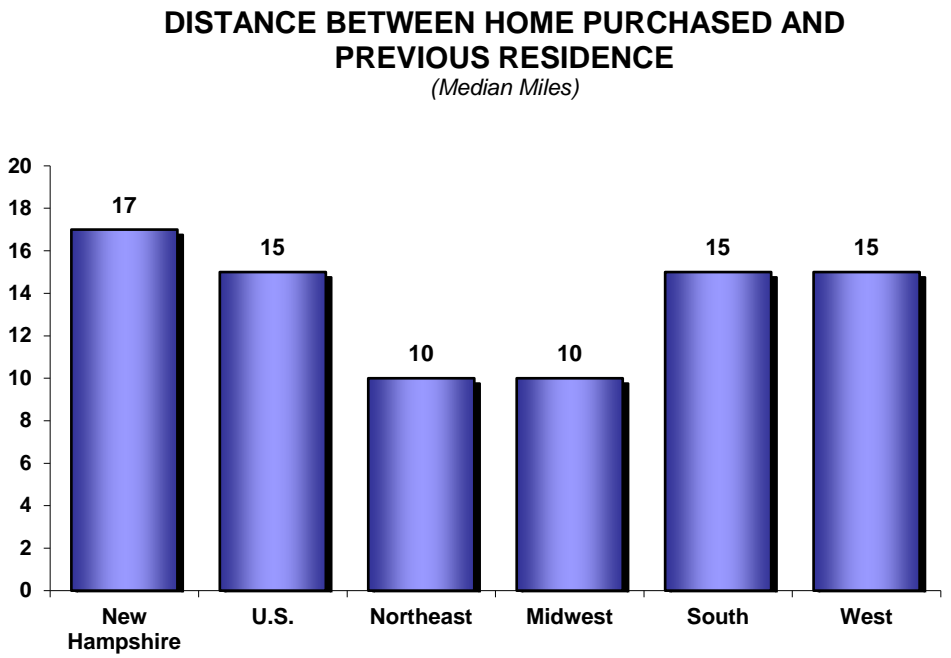
CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-12

DISTANCE BETWEEN HOME PURCHASED AND PREVIOUS RESIDENCE

(Median Miles)

	Miles
New Hampshire	17
U.S.	15
Northeast	10
Midwest	10
South	15
West	15



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-13

FACTORS INFLUENCING NEIGHBORHOOD CHOICE, BY LOCATION

(Percent of Respondents)

New Hampshire

	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Quality of the neighborhood	53%	64%	52%	46%	48%	43%
Convenient to job	48	55	46	56	33	14
Overall affordability of homes	38	36	38	46	33	29
Convenient to friends/family	43	49	45	38	24	29
Quality of the school district	24	38	22	15	24	*
Design of neighborhood	20	20	23	13	5	14
Convenient to shopping	23	31	22	15	10	43
Convenient to schools	15	22	13	15	10	*
Convenient to entertainment/leisure activities	14	13	14	15	*	29
Convenient to parks/recreational facilities	11	11	13	8	*	43
Availability of larger lots or acreage	22	11	23	5	19	*
Convenient to health facilities	3	4	3	3	*	14
Home in a planned community	3	9	3	*	5	*
Convenient to public transportation	1	*	1	*	*	*
Convenient to airport	7	9	6	5	5	29
Other	5	*	6	3	5	29

* Less than 1 percent

U.S.

	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Quality of the neighborhood	58%	66%	54%	55%	37%	53%
Convenient to job	42	46	40	48	32	13
Overall affordability of homes	39	40	39	41	30	30
Convenient to friends/family	36	37	37	37	33	27
Quality of the school district	25	32	21	15	16	8
Design of neighborhood	25	28	21	25	13	30
Convenient to shopping	24	28	18	27	12	26
Convenient to schools	21	24	18	18	17	6
Convenient to entertainment/leisure activities	19	21	12	32	8	35
Convenient to parks/recreational facilities	17	18	14	25	10	26
Availability of larger lots or acreage	17	12	16	9	48	4
Home in a planned community	8	10	5	3	4	30
Convenient to airport	6	7	4	8	3	9
Convenient to public transportation	4	4	3	11	1	4
Convenient to health facilities	3	4	2	2	1	6
Other	6	5	5	6	7	13

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-14

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

(Percent of Respondents)

New Hampshire

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Quality of the neighborhood	53%	56%	50%	45%	55%	67%	56%	55%
Convenient to job	48	46	53	35	68	33	50	48
Overall affordability of homes	38	36	38	50	37	33	33	38
Convenient to friends/family	43	39	63	50	53	*	40	45
Quality of the school district	24	30	18	10	21	*	60	9
Design of neighborhood	20	21	20	15	18	*	11	23
Convenient to shopping	23	28	25	10	21	17	30	24
Convenient to schools	15	19	8	15	16	*	44	5
Convenient to entertainment/leisure activities	14	13	13	15	29	*	10	18
Convenient to parks/recreational facilities	11	14	10	5	13	*	11	14
Availability of larger lots or acreage	22	26	5	20	29	17	30	23
Convenient to health facilities	3	4	3	5	*	*	*	5
Home in a planned community	3	3	10	*	*	*	*	5
Convenient to public transportation	1	1	*	*	3	*	*	*
Convenient to airport	7	6	13	*	11	*	10	5
Other	5	2	8	10	8	33	*	5

* Less than 1 percent

U.S.

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Quality of the neighborhood	58%	60%	55%	50%	61%	59%	59%	59%
Convenient to job	42	42	39	38	58	31	49	39
Overall affordability of homes	39	36	41	44	48	40	36	40
Convenient to friends/family	36	35	44	36	36	36	34	38
Quality of the school district	25	30	12	11	22	19	49	10
Design of neighborhood	25	26	21	21	27	28	24	26
Convenient to shopping	24	25	22	25	25	27	21	27
Convenient to schools	21	24	12	8	21	19	45	6
Convenient to entertainment/leisure activities	19	19	18	21	28	16	15	22
Convenient to parks/recreational facilities	17	18	15	18	20	11	20	16
Availability of larger lots or acreage	17	20	7	11	17	12	19	16
Home in a planned community	8	9	5	8	5	6	6	9
Convenient to airport	6	6	5	9	6	5	3	7
Convenient to public transportation	4	4	5	4	6	5	4	5
Convenient to health facilities	3	3	2	4	2	5	2	4
Other	6	5	7	7	6	8	4	7

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-15

PRICE OF HOME PURCHASED, BY REGION

(Percentage Distribution)

	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
Less than \$75,000	3%	4%	5%	7%	3%	2%
\$75,000 to \$99,999	3	4	6	8	3	1
\$100,000 to \$124,999	3	5	8	10	5	2
\$125,000 to \$149,999	4	8	8	12	9	3
\$150,000 to \$174,999	6	9	9	12	10	4
\$175,000 to \$199,999	7	8	9	8	9	6
\$200,000 to \$249,999	21	15	15	16	16	10
\$250,000 to \$299,999	18	12	9	10	13	15
\$300,000 to \$349,999	12	9	9	6	9	11
\$350,000 to \$399,999	10	7	7	3	7	10
\$400,000 to \$499,999	9	8	7	4	7	13
\$500,000 or more	5	11	8	3	9	23
Median price	\$255,000	\$235,000	\$216,400	\$175,000	\$230,000	\$327,000

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-16

PRICE OF HOME PURCHASED, NEW AND PREVIOUSLY OWNED HOMES

(Percentage Distribution)

New Hampshire

	All Buyers	BUYERS WHO PURCHASED A	
		New Home	Previously Owned Home
Less than \$75,000	3%	*	3%
\$75,000 to \$99,999	3	*	4
\$100,000 to \$124,999	3	*	3
\$125,000 to \$149,999	4	*	4
\$150,000 to \$174,999	6	*	6
\$175,000 to \$199,999	7	8	7
\$200,000 to \$249,999	21	23	21
\$250,000 to \$299,999	18	*	19
\$300,000 to \$349,999	12	*	12
\$350,000 to \$399,999	10	15	9
\$400,000 to \$499,999	9	46	7
\$500,000 or more	5	8	4
Median price	\$255,000	#N/A	\$250,000

* Less than 1 percent

U.S.

	All Buyers	BUYERS WHO PURCHASED A	
		New Home	Previously Owned Home
Less than \$75,000	4%	2%	4%
\$75,000 to \$99,999	4	*	5
\$100,000 to \$124,999	5	1	6
\$125,000 to \$149,999	8	2	9
\$150,000 to \$174,999	9	5	9
\$175,000 to \$199,999	8	6	9
\$200,000 to \$249,999	15	12	15
\$250,000 to \$299,999	12	19	11
\$300,000 to \$349,999	9	14	8
\$350,000 to \$399,999	7	11	6
\$400,000 to \$499,999	8	13	7
\$500,000 or more	11	14	10
Median price	\$235,000	\$307,000	\$223,000

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-17

PRICE OF HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	3%	1%	4%
\$75,000 to \$99,999	3	5	2
\$100,000 to \$124,999	3	3	3
\$125,000 to \$149,999	4	6	3
\$150,000 to \$174,999	6	8	5
\$175,000 to \$199,999	7	14	3
\$200,000 to \$249,999	21	28	16
\$250,000 to \$299,999	18	15	20
\$300,000 to \$349,999	12	9	13
\$350,000 to \$399,999	10	4	13
\$400,000 to \$499,999	9	3	12
\$500,000 or more	5	3	6
Median price	\$255,000	\$222,000	\$280,000

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	4%	6%	3%
\$75,000 to \$99,999	4	7	3
\$100,000 to \$124,999	5	8	4
\$125,000 to \$149,999	8	11	6
\$150,000 to \$174,999	9	12	7
\$175,000 to \$199,999	8	10	7
\$200,000 to \$249,999	15	15	14
\$250,000 to \$299,999	12	10	14
\$300,000 to \$349,999	9	6	10
\$350,000 to \$399,999	7	5	8
\$400,000 to \$499,999	8	5	9
\$500,000 or more	11	6	13
Median price	\$235,000	\$190,000	\$266,500
Married couple	\$269,000	\$215,800	\$290,000
Single female	\$185,000	\$154,000	\$205,000
Single male	\$175,200	\$145,000	\$200,000
Unmarried couple	\$201,000	\$177,200	\$256,600
Other	\$198,000	\$181,800	\$213,000

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-18

PURCHASE PRICE COMPARED WITH ASKING PRICE, BY REGION

(Percentage Distribution)

Percent of asking price:	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
Less than 90%	11%	8%	12%	11%	8%	4%
90% to 94%	11	15	18	15	16	10
95% to 99%	34	36	35	34	37	35
100%	28	28	21	27	29	31
101% to 110%	15	12	13	12	9	17
More than 110%	2	2	2	1	1	3
Median (purchase price as a percent of asking price)	99%	98%	97%	98%	98%	99%

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-19

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

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1,000 sq ft or less	*	*	*	*	*
1,001 to 1,500 sq ft	15	21	12	7	15
1,501 to 2,000 sq ft	28	33	24	36	28
2,001 to 2,500 sq ft	33	31	34	36	33
2,501 to 3,000 sq ft	10	8	12	14	10
3,001 to 3,500 sq ft	8	6	9	7	8
3,501 sq ft or more	6	1	9	*	7
Median (sq ft)	1,800	16,060	1,900	1,790	1,850

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1,000 sq ft or less	1%	1%	*	*	1%
1,001 to 1,500 sq ft	14	22	10	3	16
1,501 to 2,000 sq ft	29	35	25	20	30
2,001 to 2,500 sq ft	25	24	25	28	24
2,501 to 3,000 sq ft	15	10	17	21	14
3,001 to 3,500 sq ft	8	5	9	14	7
3,501 sq ft or more	9	3	12	15	8
Median (sq ft)	1,870	1,640	2,000	2,240	1,800

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-20

SIZE OF HOME PURCHASED, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution)

New Hampshire

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
1,000 sq ft or less	*	*	*	*	*	*	*	*
1,001 to 1,500 sq ft	15	10	31	32	14	20	13	14
1,501 to 2,000 sq ft	28	24	38	21	27	40	25	29
2,001 to 2,500 sq ft	33	37	18	26	46	40	25	38
2,501 to 3,000 sq ft	10	11	8	11	5	*	13	10
3,001 to 3,500 sq ft	8	9	3	5	8	*	13	5
3,501 sq ft or more	6	10	3	5	*	*	13	5
Median (sq ft)	1,800	1,950	1,500	1,500	1,900	1,500	2,000	1,800

U.S.

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
1,000 sq ft or less	1%	*	2%	1%	2%	2%	1%	1%
1,001 to 1,500 sq ft	14	9	25	30	22	15	9	17
1,501 to 2,000 sq ft	29	24	42	31	31	33	21	33
2,001 to 2,500 sq ft	25	26	19	22	26	17	24	25
2,501 to 3,000 sq ft	15	19	7	7	10	19	20	12
3,001 to 3,500 sq ft	8	10	3	4	5	5	10	7
3,501 sq ft or more	9	12	3	4	4	10	14	6
Median (sq ft)	1,870	2,050	1,530	1,530	1,680	1,750	2,120	1,750

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-21

HOME SIZE AND PRICE PER SQUARE FOOT, BY REGION

(Median)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
All homes purchased						
Square feet	1,800	1,870	1,740	1,790	2,000	1,830
Price per square foot	\$138	\$120	\$126	\$100	\$112	\$173
Detached single-family home						
Square feet	1,900	1,930	1,800	1,800	2,070	1,900
Price per square foot	\$141	\$120	\$124	\$100	\$112	\$173
Townhouse or row house						
Square feet	1,450	1,700	1,730	1,600	1,800	1,680
Price per square foot	\$125	\$140	\$157	\$120	\$140	\$194
Duplex/apartment/condo in 2-4 unit building						
Square feet	1,750	1,500	1,370	1,500	1,620	1,320
Price per square foot	\$150	\$120	\$95	\$110	\$111	\$213
Apartment/condo in building with 5 or more units						
Square feet	1,500	1,350	1,200	1,520	1,430	1,300
Price per square foot	\$139	\$170	\$178	\$100	\$137	\$399

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-22

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

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
One bedroom	2%	3%	1%	*	1%
Two bedrooms	25	22	27	36	24
Three bedrooms or more	73	74	73	64	75
Median number of bedrooms	3	3	3	3	3
One full bathroom	33	51	21	7	34
Two full bathrooms	56	42	66	64	56
Three full bathrooms or more	11	7	14	29	11
Median number of full bathrooms	2	1	2	2	2

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
One bedroom	1%	1%	*	*	1%
Two bedrooms	14	13	15	11	15
Three bedrooms or more	85	86	85	89	85
Median number of bedrooms	3	3	3	3	3
One full bathroom	17	28	11	2	20
Two full bathrooms	60	60	61	59	61
Three full bathrooms or more	23	13	28	38	20
Median number of full bathrooms	2	2	2	2	2

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-23

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

New Hampshire

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
One bedroom	2%	1%	3%	*	3%	*	*	2%
Two bedrooms	25	21	55	35	13	33	6	34
Three bedrooms or more	73	78	43	65	84	67	94	64
Median number of bedrooms	3	3	2	3	3	3	3	3
One full bathroom	33	20	45	60	50	50	24	34
Two full bathrooms	56	65	50	35	39	50	59	56
Three full bathrooms or more	11	15	5	5	11	*	17	10
Median number of full bathrooms	2	2	2	1	2	2	2	2

U.S.

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
One bedroom	1%	*	1%	2%	1%	*	*	1%
Two bedrooms	14	9	27	26	16	16	5	20
Three bedrooms or more	85	91	72	72	83	84	95	79
Median number of bedrooms	3	3	3	3	3	3	4	3
One full bathroom	17	11	28	30	29	22	13	19
Two full bathrooms	60	61	61	60	57	54	56	63
Three full bathrooms or more	23	28	11	11	14	24	31	18
Median number of full bathrooms	2	2	2	2	2	2	2	2

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-24

YEAR HOME BUILT, BY REGION

(Median)

	BUYERS WHO PURCHASED A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
2016	5%	14%	5%	9%	20%	12%
2015 through 2012	3	4	2	3	5	4
2011 through 2008	4	5	2	3	7	4
2007 through 2003	9	12	6	10	13	13
2002 through 1988	19	20	15	20	21	21
1987 through 1962	33	25	28	23	23	28
1961 through 1914	19	19	32	28	11	16
1913 and older	9	3	9	5	1	1
Median	1984	1991	1970	1980	2000	1991

CHARACTERISTICS OF HOMES PURCHASED

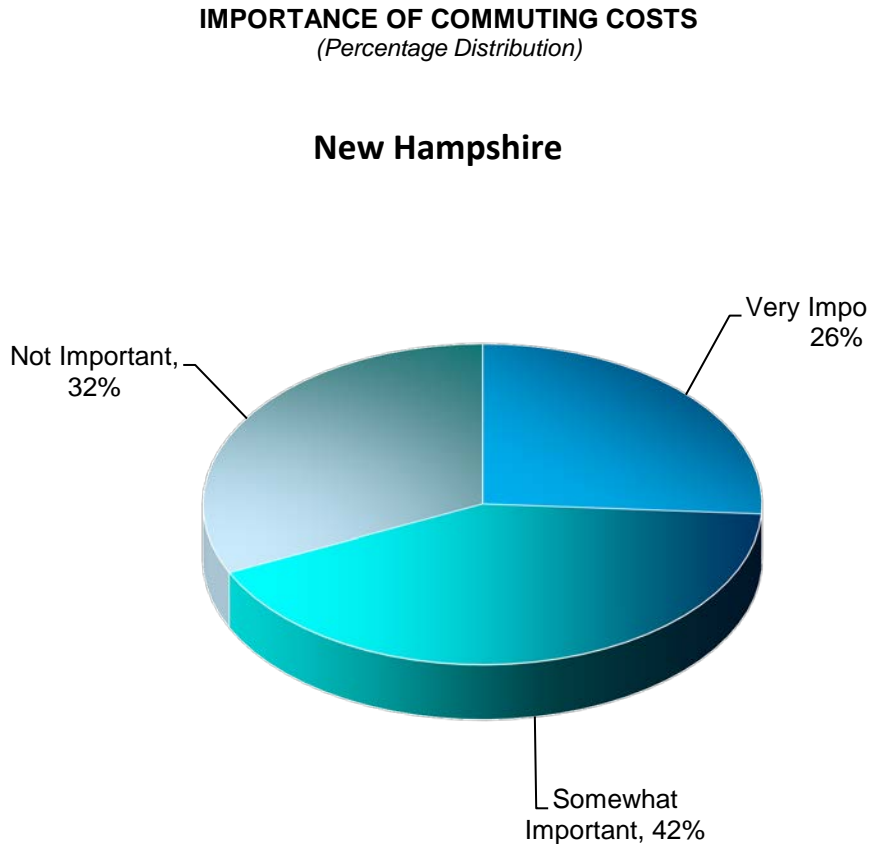
Exhibit 2-25

IMPORTANCE OF COMMUTING COSTS

(Percentage Distribution)

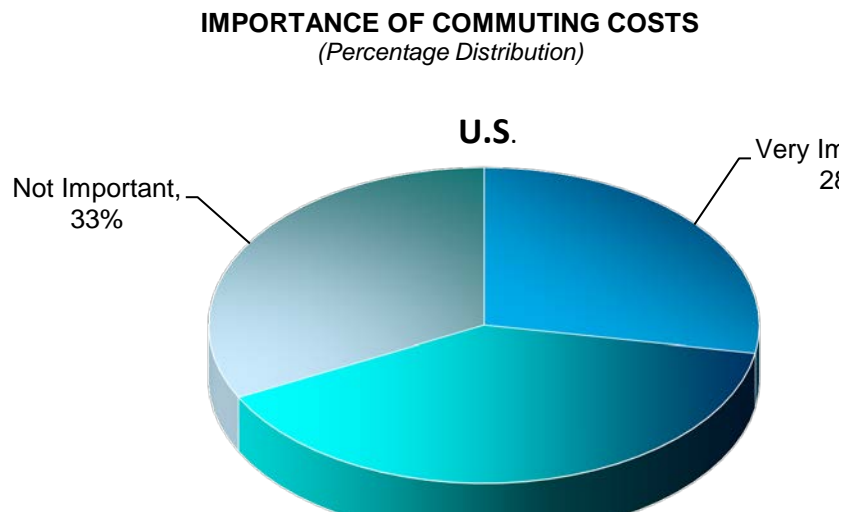
New Hampshire

Very Important	26%
Somewhat Important	42%
Not Important	32%



U.S.

Very Important	28%
Somewhat Important	40%
Not Important	33%



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-26

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

New Hampshire

	Very Important	Somewhat Important	Not Important
Heating and cooling costs	26%	42%	32%
Windows/Doors/Siding (Installation)	30	46	24
Energy efficient appliances	30	46	24
Energy efficient lighting	15	47	38
Landscaping for energy conservation	6	35	59
Environmentally friendly community features	6	33	61
Solar panels installed on home	2	10	89

U.S.

	Very Important	Somewhat Important	Not Important
Heating and cooling costs	34%	51%	15%
Windows/Doors/Siding (Installation)	29	49	23
Energy efficient appliances	22	46	32
Energy efficient lighting	23	46	32
Landscaping for energy conservation	10	37	53
Environmentally friendly community features	9	35	56
Solar panels installed on home	3	11	87

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A26 - How important were the following when you were searching for a home

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

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-27

ENVIRONMENTALLY FRIENDLY FEATURES CONSIDERED "VERY IMPORTANT", BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
Heating and cooling costs	26%	34%	37%	30%	37%	30%
Windows/Doors/Siding	30	29	30	31	29	26
Energy efficient appliances	30	22	21	18	25	21
Energy efficient lighting	15	23	20	18	25	23
Landscaping for energy conservation	6	10	6	7	10	13
Environmentally friendly community features	6	9	7	6	10	12
Solar panels installed on home	2	3	1	2	2	5

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-28

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

(Percentage Distribution)

	New Hampshire	U.S.	2015 through 2012	2011 through 2008	2007 through 2003	2002 through 1988	1987 through 1962	1961 through 1914	1913 and older	
Heating and cooling costs	26%	34%	46%	43%	41%	33%	29%	32%	31%	28%
Windows/Doors/Siding	30	29	42	34	32	27	25	26	28	24
Energy efficient appliances	30	22	43	35	26	20	16	17	18	11
Energy efficient lighting	15	23	40	34	25	21	20	17	19	13
Landscaping for energy conservation	6	10	16	11	12	11	9	8	7	4
Environmentally friendly community features	6	9	18	14	7	9	8	7	7	5
Solar panels installed on home	2	3	3	5	4	3	2	2	2	2

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-29

CHARACTERISTICS OF HOME ON WHICH BUYER COMPROMISED, BY LOCATION

(Percent of Respondents)

New Hampshire

	All Buyers	BUYERS WHO PURCHASED A HOME IN A				
		Suburb/ Subdivision	Small town	Urban/ Central city	Rural	Resort/ Recreation area
Price of home	18%	13%	19%	13%	24%	14%
Size of home	19	18	18	36	11	43
Condition of home	19	16	20	18	19	29
Distance from job	16	20	16	8	21	*
Lot size	15	7	19	21	8	*
Style of home	13	9	10	18	18	43
Distance from friends or family	9	13	8	8	11	*
Quality of the neighborhood	6	2	6	10	6	*
Quality of the schools	4	5	2	8	3	14
Distance from school	1	2	*	3	3	*
Other compromises not listed	10	11	10	15	3	14
None - Made no compromises	28	36	26	26	27	29

U.S.

	All Buyers	BUYERS WHO PURCHASED A HOME IN A				
		Suburb/ Subdivision	Small town	Urban/ Central city	Rural	Resort/ Recreation area
Price of home	21%	21%	21%	25%	16%	17%
Condition of home	18	18	18	22	18	18
Size of home	18	17	19	20	17	16
Lot size	15	15	17	13	14	11
Style of home	15	15	15	15	12	9
Distance from job	14	15	14	11	15	4
Distance from friends or family	7	6	8	5	9	5
Quality of the neighborhood	6	5	5	11	3	3
Quality of the schools	4	4	3	6	2	2
Distance from school	2	2	3	2	2	2
None - Made no compromises	33	33	34	30	36	46
Other compromises not listed	9	9	8	9	9	12

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-30

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

(Percentage of Respondents)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Price of home	18%	18%	18%	14%	18%
Size of home	19	18	21	21	19
Condition of home	19	18	20	*	20
Distance from job	16	23	12	21	16
Lot size	15	19	12	29	14
Style of home	13	15	12	21	13
Distance from friends or family	9	11	8	21	8
Quality of the neighborhood	6	6	6	7	6
Quality of the schools	4	7	2	*	4
Distance from school	1	1	2	*	1
Other compromises not listed	10	9	11	7	10
None - Made no compromises	28	20	33	29	28

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Price of home	21%	23%	19%	18%	21%
Condition of home	18	20	18	2	21
Size of home	18	22	15	13	18
Lot size	15	16	14	22	13
Style of home	15	18	13	13	15
Distance from job	14	20	11	15	14
Distance from friends or family	7	8	6	7	7
Quality of the neighborhood	6	7	5	4	6
Quality of the schools	4	7	3	4	4
Distance from school	2	3	2	3	2
None - Made no compromises	33	24	38	42	31
Other compromises not listed	9	10	8	10	9

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-31

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

(Percentage of Respondents)

New Hampshire

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Price of home	18%	20%	13%	5%	24%	*	22%	18%
Size of home	19	20	23	20	13	17	22	19
Condition of home	19	21	25	10	13	*	22	18
Distance from job	16	19	10	15	21	17	20	18
Lot size	15	15	20	*	18	*	20	14
Style of home	13	13	23	10	13	*	11	14
Distance from friends or family	9	10	10	5	13	*	10	10
Quality of the neighborhood	6	5	5	10	8	*	10	5
Quality of the schools	4	5	*	5	3	*	11	*
Distance from school	1	2	*	*	3	*	*	*
Other compromises not listed	10	8	8	20	13	*	10	10
None - Made no compromises	28	25	38	30	24	67	22	32

* Less than 1 percent

U.S.

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Price of home	21%	21%	20%	18%	20%	16%	23%	19%
Condition of home	18	18	19	21	17	14	19	18
Size of home	18	18	16	17	17	20	20	16
Lot size	15	16	9	14	16	8	19	13
Style of home	15	14	13	17	18	12	16	13
Distance from job	14	14	11	15	17	13	18	12
Distance from friends or family	7	6	7	7	7	3	7	6
Quality of the neighborhood	6	5	6	9	6	3	5	6
Quality of the schools	4	4	3	4	6	5	5	3
Distance from school	2	2	2	1	2	*	5	*
None - Made no compromises	33	33	34	36	27	43	25	38
Other compromises not listed	9	9	10	7	10	5	8	9

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-32

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

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1 year or less	1%	1%	2%	*	1%
2 to 3 years	2	2	2	*	2
4 to 5 years	8	11	6	14	8
6 to 7 years	2	3	2	*	2
8 to 10 years	12	15	9	29	11
11 to 15 years	6	3	7	*	6
16 or more years	34	30	36	21	34
Don't Know	36	34	36	36	35
Median	20	15	20	#N/A	20

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1 year or less	1%	1%	1%	2%	1%
2 to 3 years	3	4	3	4	3
4 to 5 years	9	13	7	9	9
6 to 7 years	3	5	2	2	3
8 to 10 years	14	15	14	15	14
11 to 15 years	6	5	6	6	6
16 or more years	27	23	29	28	27
Don't Know	36	34	37	34	36
Median	15	10	15	10	15

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-33

EXPECTED LENGTH OF TENURE IN HOME PURCHASED, BY AGE

(Percentage Distribution)

New Hampshire

	All Buyers	AGE OF HOME BUYER			
		18 to 24	25 to 44	45 to 64	65 or older
1 year or less	1%	*	*	*	*
2 to 3 years	2	*	1	*	*
4 to 5 years	8	*	7	*	*
6 to 7 years	2	*	6	3	*
8 to 10 years	12	100	10	16	17
11 to 15 years	6	*	7	5	14
16 or more years	34	*	35	42	28
Don't Know	36	*	35	34	41
Median	20	7	20	20	13

* Less than 1 percent

U.S.

	All Buyers	AGE OF HOME BUYER			
		18 to 24	25 to 44	45 to 64	65 or older
1 year or less	1%	*	1%	1%	1%
2 to 3 years	3	10	4	3	2
4 to 5 years	9	20	12	7	4
6 to 7 years	3	12	4	2	*
8 to 10 years	14	15	16	14	13
11 to 15 years	6	5	5	7	7
16 or more years	27	18	28	31	20
Don't Know	36	20	31	34	53
Median	15	7	10	15	15

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-34

FACTORS THAT COULD CAUSE BUYER TO MOVE, BY AGE

(Percent of Respondents)

New Hampshire

	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	23%	50%	24%	21%	15%
Never moving-forever home	25 *		15	37	41
Move with job or career change	10	25	13	8 *	
May outgrow home	8	25	15	1 *	
Downsize/smaller house	9 *		8	8	10
Household member's health	7	*	*	13	18
Want nicer home/added features	8	*	9	7	8
May desire better area/neighborhood	4	*	7	2	3
Will flip home	1	*	2	1	*
Other	6	*	7	2	5

U.S.

	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	27%	28%	28%	31%	18%
Never moving-forever home	18	6	12	22	29
Move with job or career change	13	16	19	10	1
May outgrow home	9	30	15	3	1
Downsize/smaller house	8	*	6	12	7
Household member's health	8	*	1	7	30
Want nicer home/added features	6	13	9	4	3
May desire better area/neighborhood	5	5	7	4	3
Will flip home	1	*	1	1	1
Other	4	2	3	4	7

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-35

FACTORS THAT COULD CAUSE BUYER TO MOVE, BY ADULT COMPOSITION OF HOUSEHOLD

(Percent of Respondents)

New Hampshire

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	23%	20%	38%	21%	21%	17%	20%	20%
Never moving-forever home	25	29	35	11	13	33	20	20
Move with job or career change	10	10	5	11	13	*	10	10
May outgrow home	8	5	3	11	21	17	10	10
Downsize/smaller house	9	9	3	5	11	*	10	10
Household member's health	7	8	8	11	*	17	*	*
Want nicer home/added features	8	7	5	16	11	*	10	10
May desire better area/neighborhood	4	5	3	5	5	*	10	10
Will flip home	1	1	3	5	*	*	*	*
Other	6	5	*	5	5	17	10	10

U.S.

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	27%	24%	36%	31%	27%	26%	29%	26%
Never moving-forever home	18	19	19	14	13	28	14	21
Move with job or career change	13	14	10	13	12	5	16	11
May outgrow home	9	9	6	8	15	8	12	7
Downsize/smaller house	8	10	6	6	5	9	11	7
Household member's health	8	9	8	4	3	9	1	12
Want nicer home/added features	6	6	6	8	12	5	8	6
May desire better area/neighborhood	5	5	5	8	7	3	5	5
Will flip home	1	1	*	2	1	*	1	1
Other	4	4	4	6	5	6	3	5

* Less than 1 percent