

New Hampshire 2014 Profile of Home Buyers and Sellers

Prepared by:
NATIONAL ASSOCIATION OF REALTORS®
Research Division

December 2014



NATIONAL ASSOCIATION OF REALTORS®

The Voice for Real Estate®

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I, PARENTS, AND/OR GRANDPARENTS)

CHARACTERISTICS OF HOME BUYERS

New Hampshire

Number of Total Respondents = 222

Exhibit 1-1

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	4%	3%	4%	5%	2%	2%
25 to 34 years	33	28	31	33	26	25
35 to 44 years	25	20	21	18	20	21
45 to 54 years	19	16	17	14	17	16
55 to 64 years	13	17	13	16	18	19
65 to 74 years	5	13	12	10	15	13
75 years or older	1	4	3	4	4	5
Median age (years)	39	44	41	40	46	46

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-2

HOUSEHOLD INCOME OF HOME BUYERS, BY REGION, 2013

(Percentage Distribution)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
Less than \$25,000	2%	3%	3%	5%	3%	3%
\$25,000 to \$34,999	3	6	6	7	6	6
\$35,000 to \$44,999	6	7	6	9	7	6
\$45,000 to \$54,999	6	8	9	8	8	8
\$55,000 to \$64,999	10	9	10	11	9	7
\$65,000 to \$74,999	9	8	8	9	9	8
\$75,000 to \$84,999	8	8	8	8	8	9
\$85,000 to \$99,999	7	10	9	11	10	11
\$100,000 to \$124,999	18	14	15	13	13	15
\$125,000 to \$149,999	13	9	10	7	8	10
\$150,000 to \$174,999	6	5	5	4	5	5
\$175,000 to \$199,999	3	3	4	3	4	3
\$200,000 or more	9	9	9	6	10	8
Median income (2013)	\$98,900	\$84,500	\$87,100	\$77,700	\$85,000	\$88,700

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-3

ADULT COMPOSITION OF HOME BUYER HOUSEHOLDS, 2001-2014

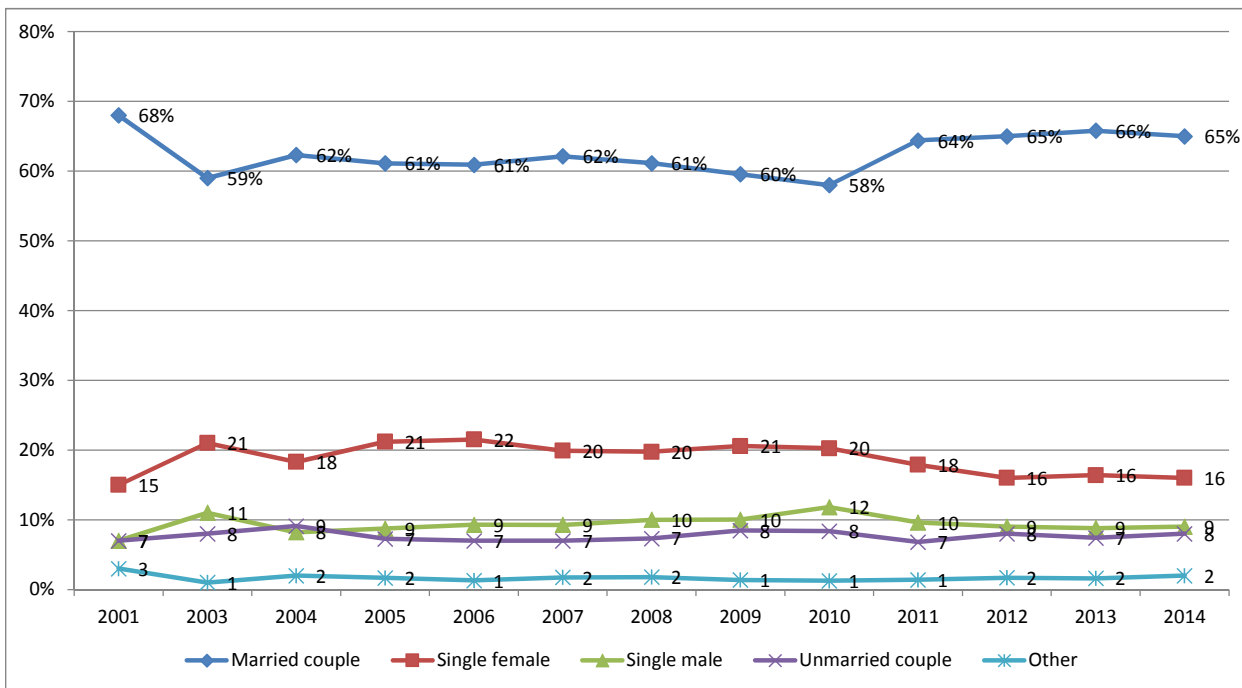
(Percentage Distribution)

New Hampshire

2014	
Married couple	71%
Single female	7
Single male	8
Unmarried couple	13
Other	1

U.S.

	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Married couple	68%	59%	62%	61%	61%	62%	61%	60%	58%	64%	65%	66%	65%
Single female	15	21	18	21	22	20	20	21	20	18	16	16	16
Single male	7	11	8	9	9	9	10	10	12	10	9	9	9
Unmarried couple	7	8	9	7	7	7	7	8	8	7	8	7	8
Other	3	1	2	2	1	2	2	1	1	1	2	2	2



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-4

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

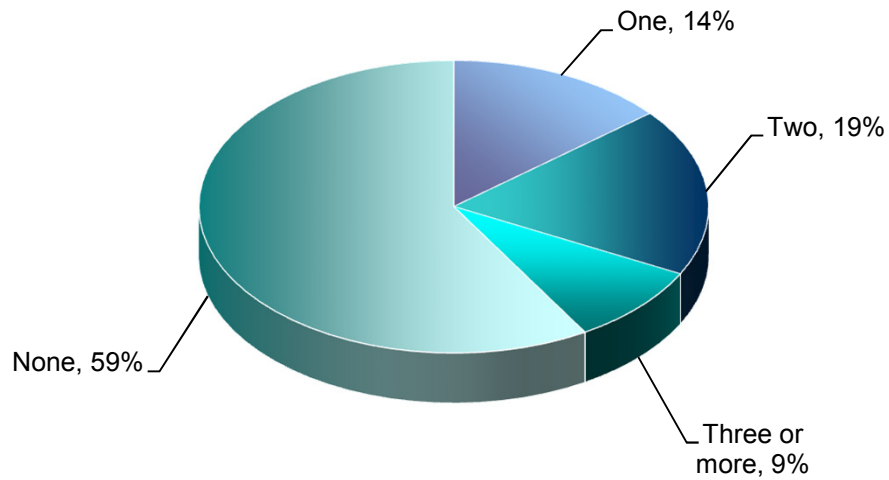
New Hampshire

One	14%
Two	19%
Three or more	9%
None	59%

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

New Hampshire



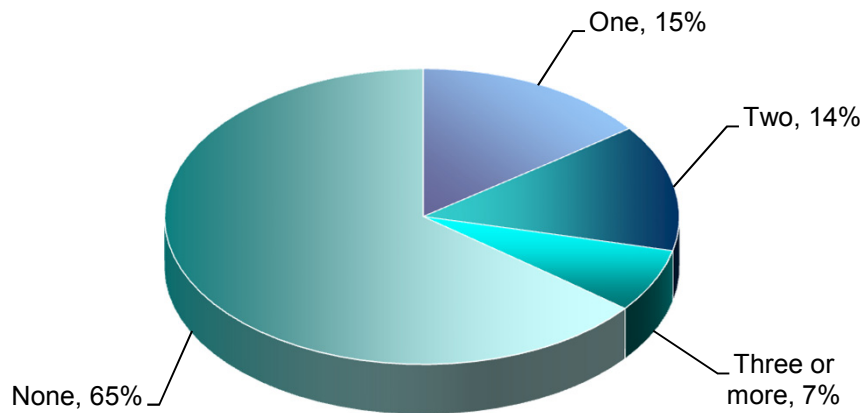
U.S.

One	15%
Two	14%
Three or more	7%
None	65%

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

U.S.



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-5

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%	13%	6%	11%	11%	*	8%	13%
Reasons for purchase:								
Children over 18 moving back into the house	13%	11%	*	50%	33%	*	14%	13%
Cost Savings	39	33	*	50	33	*	29	47
Health/Caretaking of aging parents	13	17	100	*	*	*	*	13
To spend more time with aging parents	9	6	*	*	*	*	14	7
Other	26	33	*	*	33	*	43	20

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%	13%	16%	7%	40%	15%	12%
Reasons for purchase:								
Cost Savings	24%	21%	24%	31%	36%	36%	24%	24%
Children over 18 moving back into the house	23	26	23	17	3	21	25	22
Health/Caretaking of aging parents	18	19	18	14	22	21	19	18
To spend more time with aging parents	10	12	8	6	14	*	15	7
Other	24	22	26	32	25	21	18	28

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-6

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	95%	85%	89%	90%	85%	77%
Hispanic/Latino/Mexican/ Puerto Rican	1	5	3	3	6	7
Asian/Pacific Islander	2	5	4	3	4	11
Black/African-American	1	5	4	4	6	3
Other	1	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 1-7

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	95%	96%	81%	94%	97%	100%	96%	95%
Black/African-American	1	1	6	*	*	*	1	1
Hispanic/Latino	1	1	*	*	3	*	2	1
Asian/Pacific Islander	2	2	6	*	*	*	1	2
Other	1	*	6	6	*	*	*	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	85%	85%	85%	82%	85%	74%	79%	88%
Hispanic/Latino/Mexican/ Puerto Rican	5	6	4	5	6	8	8	4
Asian/Pacific Islander	5	6	2	6	5	8	7	4
Black/African-American	5	3	8	6	4	6	6	4
Other	3	2	2	4	5	7	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 1-8

PRIMARY LANGUAGE SPOKEN IN HOME BUYER HOUSEHOLD, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
English	97%	96%	96%	97%	96%	94%
Other	3	4	4	3	5	6

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-9

NATIONAL ORIGIN OF HOME BUYERS, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
Born in U.S.	94%	89%	91%	94%	91%	83%
Not born in U.S.	6	11	9	6	9	17

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-10

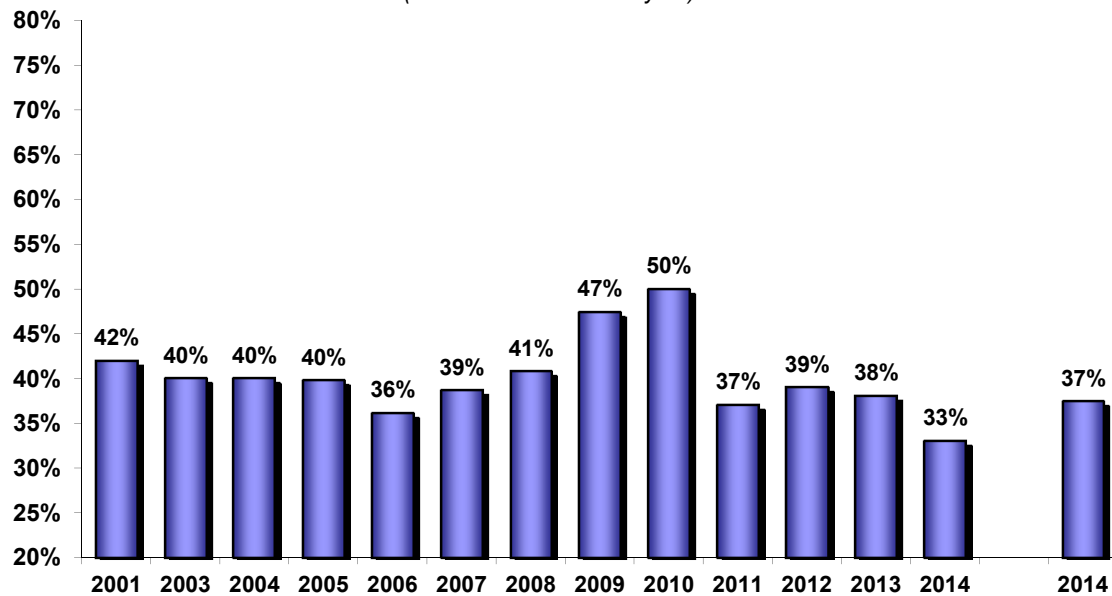
FIRST-TIME HOME BUYERS

(Percent of all Home Buyers)

Year	Percentage
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 US	33%
2014 New Hampshire	37%

FIRST-TIME HOME BUYERS

(Percent of all Home Buyers)



U.S.

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-11

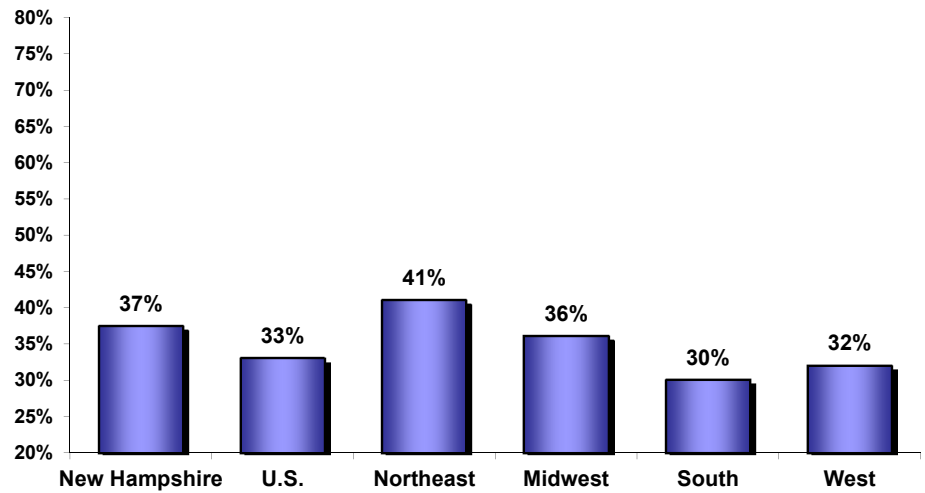
FIRST-TIME HOME BUYERS, BY REGION

(Percent of all Home Buyers)

New Hampshire	37%
U.S.	33%
Northeast	41%
Midwest	36%
South	30%
West	32%

FIRST-TIME HOME BUYERS, BY REGION

(Percent of all Home Buyers)

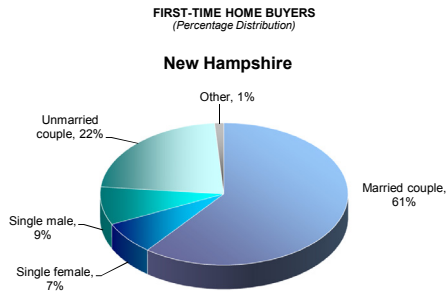


CHARACTERISTICS OF HOME BUYERS

Exhibit 1-12
FIRST-TIME AND REPEAT HOME BUYERS BY HOUSEHOLD TYPE
 (Percentage Distribution of Households)

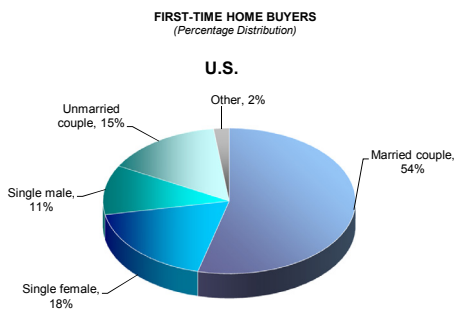
New Hampshire

Married couple	61%
Single female	7%
Single male	9%
Unmarried couple	22%
Other	1%



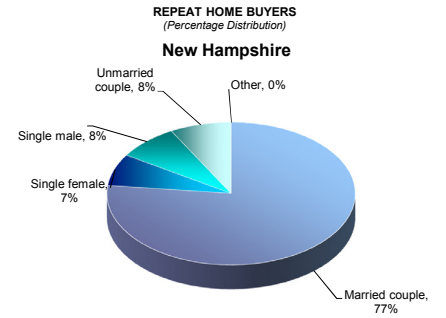
U.S.

Married couple	54%
Single female	18%
Single male	11%
Unmarried couple	15%
Other	2%



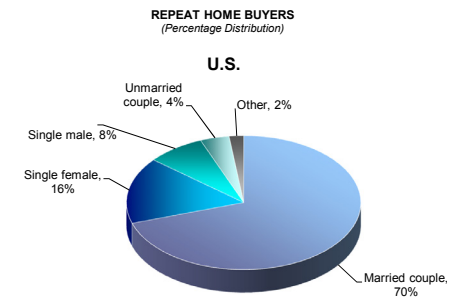
New Hampshire

Married couple	77%
Single female	7%
Single male	8%
Unmarried couple	8%
Other	0%



U.S.

Married couple	70%
Single female	16%
Single male	8%
Unmarried couple	4%
Other	2%



CHARACTERISTICS OF HOME BUYERS

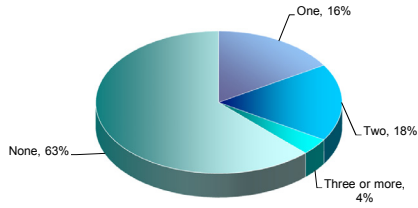
Exhibit 1-13
FIRST-TIME AND REPEAT HOME BUYERS BY CHILDREN IN HOUSEHOLD
(Percentage Distribution of Households)

New Hampshire

One	16%
Two	18%
Three or more	4%
None	63%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

New Hampshire

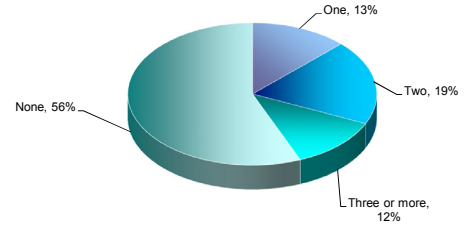


New Hampshire

One	13%
Two	19%
Three or more	12%
None	56%

REPEAT HOME BUYERS
(Percentage Distribution)

New Hampshire

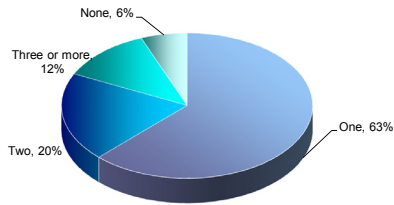


U.S.

One	63%
Two	20%
Three or more	12%
None	6%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

U.S.

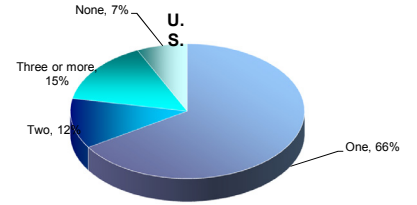


U.S.

One	66%
Two	12%
Three or more	15%
None	7%

REPEAT HOME BUYERS
(Percentage Distribution)

U.S.



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-14

AGE OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
18 to 24 years	4%	11%	*
25 to 34 years	33	59	17
35 to 44 years	25	17	29
45 to 54 years	19	9	25
55 to 64 years	13	4	19
65 to 74 years	5	*	8
75 years or older	1	*	2
Median age (years)	39	31	46
Married couple	39	32	45
Single female	36	30	52
Single male	44	53	44
Unmarried couple	32	29	30
Other	56	56	*

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
18 to 24 years	3%	9%	*
25 to 34 years	28	56	13
35 to 44 years	20	19	20
45 to 54 years	16	8	20
55 to 64 years	17	6	22
65 to 74 years	13	1	19
75 years or older	4	*	6
Median age (years)	44	31	53
Married couple	43	31	51
Single female	52	33	58
Single male	47	31	56
Unmarried couple	33	28	46
Other	55	45	57

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-15

HOUSEHOLD INCOME OF FIRST-TIME AND REPEAT BUYERS, 2013

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	2%	4%	1%
\$25,000 to \$34,999	3	4	2
\$35,000 to \$44,999	6	12	2
\$45,000 to \$54,999	6	7	5
\$55,000 to \$64,999	10	17	6
\$65,000 to \$74,999	9	11	8
\$75,000 to \$84,999	8	12	5
\$85,000 to \$99,999	7	9	5
\$100,000 to \$124,999	18	19	18
\$125,000 to \$149,999	13	3	20
\$150,000 to \$174,999	6	3	8
\$175,000 to \$199,999	3	*	5
\$200,000 or more	9	*	14
Median income (2013)	\$98,900	\$70,000	\$98,900
Married couple	\$107,100	\$71,400	\$126,000
Single female	\$54,900	\$45,000	\$85,000
Single male	\$76,600	\$43,800	\$85,000
Unmarried couple	\$102,000	\$81,600	\$162,500
Other	\$40,000	\$40,000	\$30,000

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	3%	4%	3%
\$25,000 to \$34,999	6	9	5
\$35,000 to \$44,999	7	11	5
\$45,000 to \$54,999	8	11	7
\$55,000 to \$64,999	9	11	8
\$65,000 to \$74,999	8	10	8
\$75,000 to \$84,999	8	9	8
\$85,000 to \$99,999	10	10	11
\$100,000 to \$124,999	14	12	15
\$125,000 to \$149,999	9	7	10
\$150,000 to \$174,999	5	3	6
\$175,000 to \$199,999	3	2	4
\$200,000 or more	9	3	11
Median income (2013)	\$84,500	\$68,300	\$95,000
Married couple	\$98,300	\$79,400	\$107,800
Single female	\$54,800	\$47,900	\$60,600
Single male	\$65,800	\$60,100	\$71,800
Unmarried couple	\$80,800	\$68,300	\$97,200
Other	\$63,500	\$56,200	\$80,700

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-16

RACE/ETHNICITY OF FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	95%	93%	96%
Black/African-American	1	1	1
Asian/Pacific Islander	1	4	1
Hispanic/Latino	2	1	2
Other	1	1	1

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	85%	78%	88%
Hispanic/Latino/Mexican/P ¹	5	7	4
Asian/Pacific Islander	5	8	4
Black/African-American	5	7	3
Other	3	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 1-17

PRIMARY LANGUAGE SPOKEN IN FIRST-TIME AND REPEAT BUYER HOUSEHOLDS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
English	97%	94%	99%
Other	3	6	1

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
English	96%	92%	97%
Other	4	8	2

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-18

NATIONAL ORIGIN OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Born in U.S.	94%	91%	96%
Not born in U.S.	6	9	4

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Born in U.S.	89%	86%	9%
Not born in U.S.	11	14	9

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-19

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	46%	76%	29%
Owned previous residence	41	1	66
Lived with parents, relatives or friends	12	23	6
Rented the home buyer ultimately purchased	*	*	*

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Rented an apartment or house	42%	75%	26%
Owned previous residence	46	3	67
Lived with parents, relatives or friends	10	19	6
Rented the home buyer ultimately purchased	1	2	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 1-20

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	46%	43%	38%	56%	62%	100%	46%	47%
Owned previous residence	41	48	44	11	24	*	51	34
Lived with parents, relatives or friends	12	9	19	33	14	*	3	19
Rented the home buyer ultimately purchased	*	*	*	*	*	*	*	*

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
Rented an apartment or house	42%	40%	43%	46%	56%	49%	45%	41%
Owned previous residence	46	52	41	36	25	35	44	47
Lived with parents, relatives or friends	10	7	15	16	18	17	10	10
Rented the home buyer ultimately purchased	1	1	1	2	1	*	2	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 1-21

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	39%	100%	11%
Job-related relocation or move	*	*	*
Desire for larger home	15	*	22
Desire to be closer to family/friends/relatives	*	*	*
Change in family situation	*	*	*
Desire for a home in a better area	8	*	11
Retirement	4	*	6
Affordability of homes	4	*	6
Tax benefits	*	*	*
Desire to be closer to job/school/transit	4	*	6
Greater choice of homes on the market	*	*	*
Desire for smaller home	8	*	11
Desire for a newly built or custom-built home	*	*	*
Establish household	*	*	*
Financial security	*	*	*
Purchased home for family member or relative	*	*	*
Desire for vacation home/investment property	*	*	*
Other	19	*	28

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Desire to own a home of my own	24%	53%	9%
Job-related relocation or move	9	4	12
Desire for a home in a better area	8	2	11
Change in family situation	8	5	9
Desire for larger home	7	1	10
Affordability of homes	5	8	3
Desire to be closer to family/friends/relatives	3	1	4
Retirement	3	*	5
Establish a household	3	7	1
Desire for smaller home	3	*	4
Financial security	3	6	1
Desire for a newly built or custom-built home	2	1	3
Tax benefits	2	3	2
Desire to be closer to job/school/transit	2	1	2
Greater number of homes on the market for sale/better choice	*	*	*
Other	19	8	24

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-22

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	39%	25%	*	100%	*	*	33%	46%
Job-related relocation or move	*	*	*	*	*	*	*	*
Desire for larger home	15	20	*	*	*	*	25	8
Desire to be closer to family/friends/relatives	*	*	*	*	*	*	*	*
Change in family situation	*	*	*	*	*	*	*	*
Desire for a home in a better area	8	10	*	*	*	*	17	*
Retirement	4	5	*	*	*	*	*	8
Affordability of homes	4	*	*	*	*	*	*	8
Tax benefits	*	*	*	*	*	*	*	*
Desire to be closer to job/school/transit	4	5	*	*	*	*	8	*
Greater choice of homes on the market	*	*	*	*	*	25	*	*
Desire for smaller home	8	10	*	*	*	*	*	15
Desire for a newly built or custom-built home	*	*	*	*	*	*	*	*
Establish household	*	*	*	*	*	*	*	*
Financial security	*	*	*	*	*	*	*	*
Purchased home for family member or relative	*	*	*	*	*	*	*	*
Desire for vacation home/investment property	*	*	*	*	*	*	*	*
Other	19	25	*	*	*	*	17	15

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	24%	19%	37%	23%	48%	41%	23%	25%
Job-related relocation or move	9	11	2	6	1	*	12	7
Desire for a home in a better area	8	9	3	4	10	11	12	6
Change in family situation (e.g. marriage, birth of child, di	8	8	6	9	6	15	13	5
Desire for larger home	7	9	*	*	4	*	14	2
Affordability of homes	5	4	11	3	5	15	5	5
Desire to be closer to family/friends/relatives	3	3	6	4	1	*	2	4
Retirement	3	2	3	13	*	*	*	5
Establish a household	3	4	*	*	4	*	2	4
Desire for smaller home	3	4	*	*	*	*	1	4
Financial security	3	1	6	11	2	*	1	4
Desire for a newly built or custom-built home	2	3		1	1	4	3	2
Tax benefits	2	2	6	4	*	4	1	3
Desire to be closer to job/school/transit	2	2	*	*	*	*	4	1
Greater number of homes on the market for sale/better cl	*	*	2	*	*	*	*	*
Other	19	18	19	21	19	11	8	25

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-23

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	53%	66%	44%
It was the best time because of affordability of homes	9	11	8
Did not have much choice, had to purchase	17	10	21
It was the best time because of availability of homes for sale	7	4	9
It was the best time because of mortgage financing options available	10	9	12
Other	3	*	5
The buyer wished they had waited	1	*	2

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
It was just the right time for me, I was ready to buy a home	48%	56%	43%
I did not have much choice, I had to purchase when I did	19	12	22
It was the best time for me because of affordability of homes	11	13	10
It was the best time for me because of mortgage financing options available	10	13	9
It was the best time for me because of availability of homes for sale	9	5	11
Other	3	1	4
I wish I had waited	1	1	2

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-24

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%	100%	81%	82%	62%
One or more vacation homes	3	*	3	3	8
One or more investment properties	12	*	12	10	23
Primary residence	5	*	4	4	8
Previous homes that buyer is trying to sell	1	1	1	1	1
Other	1	*	1	*	8

U.S.

	All Buyers	AGE OF HOME BUYER			
		18 to 24	25 to 44	45 to 64	65 or older
Recently purchased home only	79%	95%	84%	74%	74%
One or more investment properties	10	2	10	12	9
Previous homes that buyer is trying to sell	5	*	3	6	8
Primary residence	3	1	2	3	3
One or more vacation homes	4	*	1	5	8
Other	2	*	1	4	1

* Less than 1 percent