

CHARACTERISTICS OF HOMES PURCHASED

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CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-1

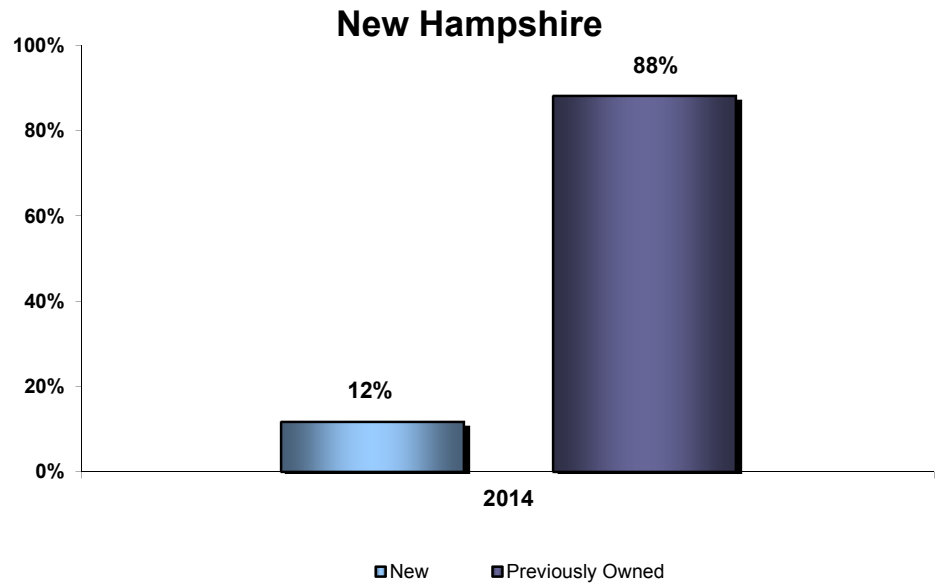
NEW AND PREVIOUSLY OWNED HOMES PURCHASED, 2001-2014

(Percentage Distribution)

New Hampshire

	New	Previously Owned
2014	12%	88%

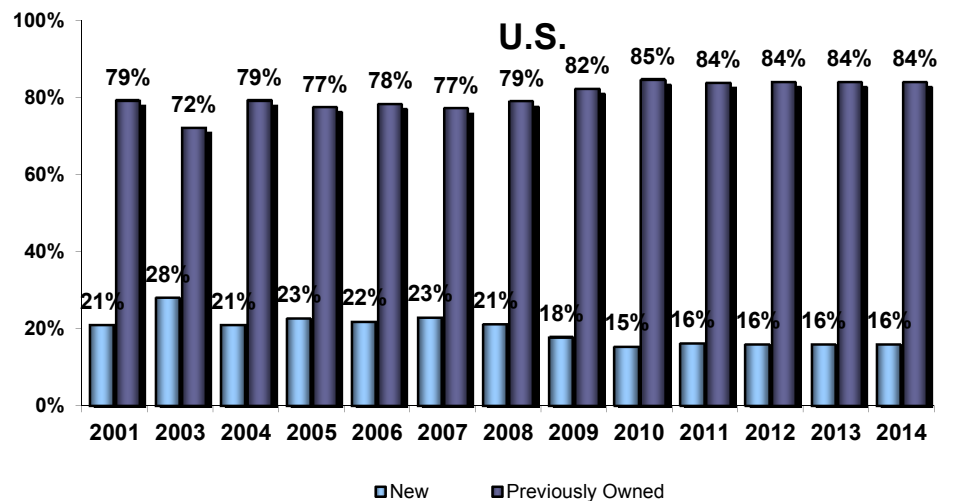
NEW AND PREVIOUSLY OWNED HOMES PURCHASED (Percentage Distribution)



U.S.

	New	Previously Owned
2001	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%

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	12%	16%	8%	9%	21%	16%
Previously Owned	88	84	92	92	79	84

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-3

WHY NEW AND PREVIOUSLY OWNED HOMES PURCHASED

(Percent of Respondents)

New Hampshire

New Home:	12%
Avoid renovations or problems with plumbing or electricity	43%
Ability to choose and customize design features	36
Amenities of new home construction communities	7
Lack of inventory of previously owned home	11
Green/energy efficiency	18
Other	11
Previously Owned Home:	88%
Better price	37%
Better overall value	25
More charm and character	20
Lack of inventory of new homes	12
Other	11

U.S.

New Home:	16%
Avoid renovations or problems with plumbing or electricity	40%
Ability to choose and customize design features	24
Amenities of new home construction communities	17
Lack of inventory of previously owned home	10
Green/energy efficiency	9
Other	15
Previously Owned Home:	84%
Better price	32%
Better overall value	32
More charm and character	19
Lack of inventory of new homes	9
Other	14

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	92%	98%	93%	93%	86%	100%
Townhouse/row house	1	2	*	*	2	*
Apartment/condo in building with 5 or more units	*	*	*	*	*	*
Duplex/apartment/condo in 2 to 4 unit building	1	*	1	7	*	*
Other	6	*	4	*	12	*

* 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	79%	83%	82%	61%	83%	67%
Townhouse/row house	8	8	6	12	3	10
Apartment/condo in building with 5 or more units	6	4	3	17	1	10
Duplex/apartment/condo in 2 to 4 unit building	2	2	1	4	*	4
Other	6	4	8	6	13	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	92%	92%	94%	92%	92%
Townhouse/row house	1	1	1	*	1
Apartment/condo in building with 5 or more units	*	*	*	*	*
Duplex/apartment/condo in 2 to 4 unit building	1	1	*	*	1
Other	6	6	6	8	6

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Detached single-family home	79%	75%	81%	84%	78%
Townhouse/row house	8	10	7	8	8
Apartment/condo in building with 5 or more units	6	7	5	4	6
Duplex/apartment/condo in 2 to 4 unit building	2	3	2	1	2
Other	6	6	6	3	7

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	92%	94%	88%	94%	86%	100%	93%	91%
Townhouse/row house	1	1	*	*	3	*	2	*
Apartment/condo in building with 5 or more units	*	*	*	*	*	*	*	*
Duplex/apartment/condo in 2 to 4 unit building	1	1	*	*	3	*	1	1
Other	6	5	13	6	7	*	3	8

* 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	79%	85%	62%	67%	77%	73%	87%	74%
Townhouse/row house	8	5	14	12	7	4	6	8
Apartment/condo in building with 5 or more units	6	3	12	12	7	12	1	8
Duplex/apartment/condo in 2 to 4 unit building	2	1	4	3	3	3	1	3
Other	6	5	7	7	6	9	5	7

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-7

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	21%	79%	75%	79%	82%	75%
Small town	45	8	8	5	7	10
Urban area/Central city	7	6	8	6	4	7
Rural area	27	2	3	4	1	2
Resort/Recreation area	1	6	6	7	6	6

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-8

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	21%	21%	23%	31%	20%
Small town	45	45	46	42	45
Urban area/Central city	7	7	5	*	8
Rural area	27	27	25	23	27
Resort/Recreation area	1	1	1	4	1

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Suburb/Subdivision	50%	46%	52%	63%	48%
Small town	20	21	20	16	21
Urban area/Central city	16	21	13	10	17
Rural area	11	10	11	7	12
Resort/Recreation area	3	2	3	5	2

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-9

LOCATION OF HOME PURCHASED VERSUS LOCATION OF HOME SOLD

(Percentage Distribution Among those that Sold a Home)

New Hampshire

LOCATION OF HOME PURCHASED

		Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
LOCATION OF HOME SOLD	Suburb/Subdivision	49%	1%	7%	3%	1%
	Small town	8	1	1	2	*
	Urban area/Central city	5	2	5	1	*
	Rural area	9	2	1	1	*
	Resort/Recreation area	*	1	*	*	1

U.S.

LOCATION OF HOME PURCHASED

		Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
LOCATION OF HOME SOLD	Suburb/Subdivision	36%	7%	3%	4%	2%
	Small town	5	8	2	3	1
	Urban area/Central city	5	2	5	2	*
	Rural area	6	3	2	3	*
	Resort/Recreation area	1	*	*	*	1

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-10

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	*
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Buyers over 50 who purchased senior related housing:

Type of home purchased	
Detached single-family home	*
Townhouse/row house	*
Apartment/condo in building with 5 or more units	*
Duplex/apartment/condo in 2 to 4 unit building	*
Other	*
Location	
Suburb/ Subdivision	*
Small town	*
Urban/ Central city	*
Rural area	*
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	59%
Townhouse/row house	8
Apartment/condo in building with 5 or more units	12
Duplex/apartment/condo in 2 to 4 unit building	9
Other	13
Location	
Suburb/ Subdivision	48%
Small town	20
Urban/ Central city	12
Rural area	6
Resort/ Recreation area	14

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-10

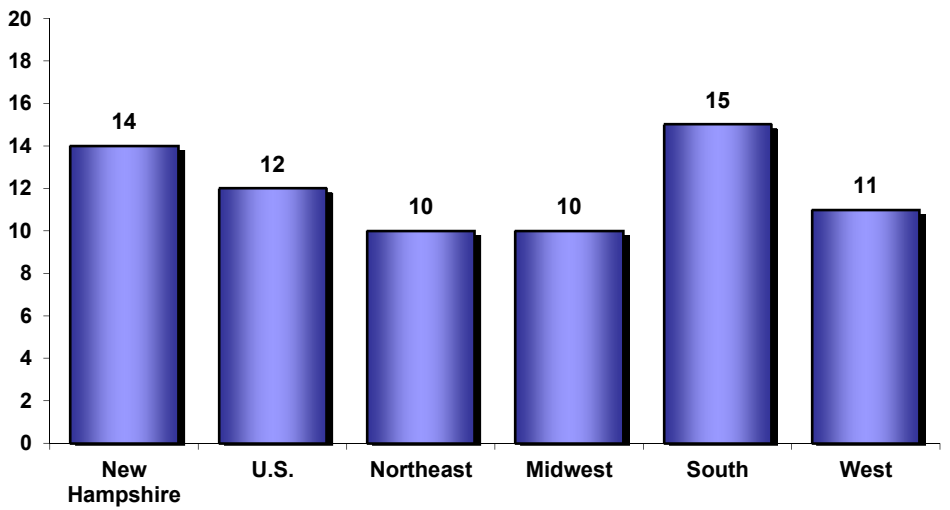
DISTANCE BETWEEN HOME PURCHASED AND PREVIOUS RESIDENCE

(Median Miles)

	Miles
New Hampshire	14
U.S.	12
Northeast	10
Midwest	10
South	15
West	11

DISTANCE BETWEEN HOME PURCHASED AND PREVIOUS RESIDENCE

(Median Miles)



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-11

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	67%	80%	67%	*	53%	50%
Convenient to job	55	67	57	40	46	50
Overall affordability of homes	57	59	60	53	*	50
Convenient to friends/family	39	52	41	40	27	*
Quality of the school district	37	48	39	33	29	*
Design of neighborhood	28	30	27	33	27	50
Convenient to shopping	22	41	20	7	14	*
Convenient to schools	24	28	25	13	24	*
Convenient to entertainment/leisure activities	22	37	22	13	9	*
Convenient to parks/recreational facilities	17	17	26	7	7	*
Availability of larger lots or acreage	33	20	32	*	*	*
Convenient to health facilities	12	22	12	*	9	*
Home in a planned community	2	*	2	7	2	*
Convenient to public transportation	2	4	2	*	2	*
Convenient to airport	7	9	5	7	9	*
Other	9	9	9	13	9	*

* 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	69%	77%	65%	64%	48%	64%
Convenient to job	52	55	47	62	43	23
Overall affordability of homes	47	49	50	46	38	41
Convenient to friends/family	43	45	44	40	34	33
Convenient to shopping	31	34	28	35	19	38
Quality of the school district	30	37	27	20	22	14
Design of neighborhood	28	32	24	24	19	39
Convenient to entertainment/leisure activities	25	26	18	39	10	46
Convenient to schools	25	28	24	20	21	11
Convenient to parks/recreational facilities	23	24	20	29	11	38
Availability of larger lots or acreage	19	17	17	9	51	8
Convenient to health facilities	15	16	13	13	10	24
Home in a planned community	10	13	7	6	6	34
Convenient to public transportation	8	7	5	21	2	3
Convenient to airport	7	9	4	8	5	8
Other	6	6	7	5	9	12

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-12

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	67%	68%	75%	67%	55%	*	73%	64%
Convenient to job	55	57	56	56	48	100	58	55
Overall affordability of homes	57	51	63	61	83	*	60	56
Convenient to friends/family	39	38	50	44	38	*	34	44
Quality of the school district	37	44	19	17	31	*	64	20
Design of neighborhood	28	27	44	22	28	100	26	29
Convenient to shopping	22	25	25	11	10	*	17	24
Convenient to schools	24	27	19	11	24	*	47	10
Convenient to entertainment/leisure activities	22	22	25	17	17	*	13	28
Convenient to parks/recreational facilities	17	16	44	11	17	*	15	10
Availability of larger lots or acreage	33	34	19	22	38	100	30	36
Convenient to health facilities	12	16	*	6	7	*	10	13
Home in a planned community	2	1	*	6	3	*	2	2
Convenient to public transportation	2	2	13	*	*	*	1	3
Convenient to airport	7	7	13	6	7	*	6	8
Other	9	10	19	*	7	*	6	11

* 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	69%	70%	68%	63%	68%	67%	71%	69%
Convenient to job	52	51	51	53	67	42	61	48
Overall affordability of homes	47	45	52	46	54	57	48	47
Convenient to friends/family	43	41	53	36	46	35	38	45
Convenient to shopping	31	30	32	32	34	44	24	35
Quality of the school district	30	36	18	17	24	24	57	15
Design of neighborhood	28	28	29	27	24	21	25	29
Convenient to entertainment/leisure activities	25	23	24	33	31	23	18	29
Convenient to schools	25	29	13	13	22	21	55	9
Convenient to parks/recreational facilities	23	24	19	22	27	19	27	21
Availability of larger lots or acreage	19	22	11	12	21	15	25	16
Convenient to health facilities	15	15	16	16	10	26	8	18
Home in a planned community	10	11	11	9	6	13	9	11
Convenient to public transportation	8	7	10	7	12	11	7	8
Convenient to airport	7	7	6	8	6	11	6	8
Other	6	7	6	5	5	11	5	7

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-13

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	2%	6%	5%	10%	6%	2%
\$75,000 to \$99,999	2	6	6	10	6	3
\$100,000 to \$124,999	6	7	7	10	7	4
\$125,000 to \$149,999	7	10	10	13	10	6
\$150,000 to \$174,999	8	9	9	11	10	7
\$175,000 to \$199,999	10	8	8	10	8	7
\$200,000 to \$249,999	21	14	11	15	15	13
\$250,000 to \$299,999	17	10	11	9	10	12
\$300,000 to \$349,999	8	8	7	5	8	9
\$350,000 to \$399,999	7	6	5	3	6	8
\$400,000 to \$499,999	7	8	9	4	7	11
\$500,000 or more	6	9	11	3	6	19
Median price	\$239,000	\$216,000	\$219,000	\$167,000	\$207,000	\$280,000

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-14

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	2%	4%	2%
\$75,000 to \$99,999	2	*	2
\$100,000 to \$124,999	6	*	6
\$125,000 to \$149,999	7	4	7
\$150,000 to \$174,999	8	*	9
\$175,000 to \$199,999	10	*	11
\$200,000 to \$249,999	21	4	23
\$250,000 to \$299,999	17	29	16
\$300,000 to \$349,999	8	13	8
\$350,000 to \$399,999	7	13	6
\$400,000 to \$499,999	7	17	6
\$500,000 or more	6	17	5
Median price	\$239,000	\$327,880	\$225,500

* Less than 1 percent

U.S.

	All Buyers	BUYERS WHO PURCHASED A	
		New Home	Previously Owned Home
Less than \$75,000	6%	1%	6%
\$75,000 to \$99,999	6	0	7
\$100,000 to \$124,999	7	2	8
\$125,000 to \$149,999	10	4	11
\$150,000 to \$174,999	9	7	10
\$175,000 to \$199,999	8	8	8
\$200,000 to \$249,999	14	18	13
\$250,000 to \$299,999	10	16	9
\$300,000 to \$349,999	8	14	6
\$350,000 to \$399,999	6	10	5
\$400,000 to \$499,999	8	9	7
\$500,000 or more	9	11	9
Median price	\$216,000	\$277,200	\$200,000

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-15

PRICE OF HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	2%	1%	2%
\$75,000 to \$99,999	2	3	2
\$100,000 to \$124,999	6	11	2
\$125,000 to \$149,999	7	15	2
\$150,000 to \$174,999	8	16	3
\$175,000 to \$199,999	10	13	8
\$200,000 to \$249,999	21	23	20
\$250,000 to \$299,999	17	13	20
\$300,000 to \$349,999	8	3	12
\$350,000 to \$399,999	7	1	10
\$400,000 to \$499,999	7	3	10
\$500,000 or more	6	*	10
Median price	\$239,000	\$187,125	\$269,000
Married couple	\$171,700	\$188,250	\$255,000
Single female	\$190,500	\$144,475	\$154,950
Single male	\$212,900	\$198,000	\$149,900
Unmarried couple	#N/A	\$185,500	\$231,000
Other	\$340,000	#N/A	\$255,000

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	6%	9%	4%
\$75,000 to \$99,999	6	9	4
\$100,000 to \$124,999	7	9	6
\$125,000 to \$149,999	10	14	8
\$150,000 to \$174,999	9	12	8
\$175,000 to \$199,999	8	9	8
\$200,000 to \$249,999	14	12	15
\$250,000 to \$299,999	10	7	12
\$300,000 to \$349,999	8	5	9
\$350,000 to \$399,999	6	4	7
\$400,000 to \$499,999	8	6	8
\$500,000 or more	9	6	11
Median price	\$216,000	\$169,000	\$240,000
Married couple	\$240,000	\$185,000	\$260,000
Single female	\$153,600	\$135,000	\$170,400
Single male	\$173,700	\$161,500	\$182,400
Unmarried couple	\$186,600	\$155,000	\$240,000
Other	\$187,000	\$141,500	\$233,300

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-16

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%	15%	10%	15%	12%	10%	6%
90% to 94%	17	16	19	19	17	11
95% to 99%	35	36	39	36	37	33
100%	23	25	20	22	25	29
101% to 110%	9	11	7	9	9	16
More than 110%	2	2	1	1	2	5
Median (purchase price as a percent of asking price)	97%	98%	97%	97%	98%	99%

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-17

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%	1%	2%	*	2%
1,001 to 1,500 sq ft	14	22	10	*	16
1,501 to 2,000 sq ft	22	43	9	19	22
2,001 to 2,500 sq ft	29	25	32	35	29
2,501 to 3,000 sq ft	18	6	26	15	19
3,001 to 3,500 sq ft	7	1	11	8	7
3,501 sq ft or more	8	1	12	23	6
Median (sq ft)	1,970	1,600	2,200	2,200	1,900

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1,000 sq ft or less	1%	2%	*	*	1%
1,001 to 1,500 sq ft	15	24	11	3	18
1,501 to 2,000 sq ft	28	37	24	19	30
2,001 to 2,500 sq ft	24	22	26	31	23
2,501 to 3,000 sq ft	14	9	17	21	13
3,001 to 3,500 sq ft	9	5	12	15	8
3,501 sq ft or more	8	3	11	12	8
Median (sq ft)	1,870	1,570	2,030	2,200	1,800

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-18

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%	*	13%	6%	*	*	*	2%
1,001 to 1,500 sq ft	14	10	31	22	21	*	6	20
1,501 to 2,000 sq ft	22	18	31	33	29	100	18	24
2,001 to 2,500 sq ft	29	32	13	17	29	*	35	24
2,501 to 3,000 sq ft	18	20	6	17	21	*	17	20
3,001 to 3,500 sq ft	7	9	6	6	*	*	11	4
3,501 sq ft or more	8	11	*	*	*	*	13	5
Median (sq ft)	1,970	1,900	1,350	1,480	1,700	1,300	2,100	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%	3%	*	*	*	1%
1,001 to 1,500 sq ft	15	9	30	24	25	17	9	19
1,501 to 2,000 sq ft	28	24	37	34	36	28	22	31
2,001 to 2,500 sq ft	24	26	21	22	26	24	24	24
2,501 to 3,000 sq ft	14	18	7	9	8	17	18	13
3,001 to 3,500 sq ft	9	12	2	5	3	11	13	7
3,501 sq ft or more	8	11	2	4	3	4	14	5
Median (sq ft)	1,870	2,090	1,500	1,570	1,640	1,800	2,170	1,740

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-19

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	1,970	1,870	1,700	1,800	2,000	1,780
Price per square foot	\$128	\$110	\$130	\$95	\$100	\$145
Detached single-family home						
Square feet	1,960	2,000	1,800	1,900	2,100	2,000
Price per square foot	\$130	\$110	\$125	\$95	\$100	\$140
Townhouse or row house						
Square feet	2,050	1,600	1,700	1,460	1,700	1,500
Price per square foot	\$119	\$140	\$130	\$100	\$135	\$250
Duplex/apartment/condo in 2-4 unit building						
Square feet	2,300	1,600	1,400	1,700	1,790	1,340
Price per square foot	\$97	\$105	\$160	\$100	\$115	\$135
Apartment/condo in building with 5 or more units						
Square feet	#VALUE!	1,200	1,140	1,300	1,300	1,090
Price per square foot	\$89	\$170	\$225	\$120	\$140	\$290

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-20

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

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
One bedroom	1%	1%	1%	*	2%
Two bedrooms	11	15	9	*	12
Three bedrooms or more	88	84	90	100	86
Median number of bedrooms	3	3	3	3	3
One full bathroom	37	49	30	12	41
Two full bathrooms	53	48	55	65	51
Three full bathrooms or more	10	2	14	23	8
Median number of full bathrooms	2	2	2	2	2

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
One bedroom	2%	3%	1%	*	2%
Two bedrooms	16	18	15	10	17
Three bedrooms or more	82	80	84	90	81
Median number of bedrooms	3	3	3	3	3
One full bathroom	16	28	11	2	19
Two full bathrooms	62	61	62	63	61
Three full bathrooms or more	22	11	28	36	20
Median number of full bathrooms	2	2	2	2	2

PREVIOUSLY OWNED HOMES

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-21

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	1%	*	*	17%	*	*	*	2%
Two bedrooms	11	7	38	11	14	*	3	16
Three bedrooms or more	88	93	63	72	86	100	97	82
Median number of bedrooms	3	3	3	3	3	3	3	3
One full bathroom	37	34	44	61	41	*	34	41
Two full bathrooms	53	54	50	33	59	100	55	51
Three full bathrooms or more	10	12	6	6	*	*	11	9
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	2%	*	5%	4%	2%	4%	*	2%
Two bedrooms	16	11	29	27	20	18	6	21
Three bedrooms or more	82	89	65	69	78	78	93	76
Median number of bedrooms	3	3	3	3	3	3	4	3
One full bathroom	16	11	28	27	25	20	13	18
Two full bathrooms	62	61	63	57	64	67	56	65
Three full bathrooms or more	22	28	9	17	12	13	32	17
Median number of full bathrooms	2	2	2	2	2	2	2	2

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-22

YEAR HOME BUILT, BY REGION

(Median)

	New Hampshire	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
2013	13%	16%	8%	9%	22%	16%
2012 through 2010	1	3	2	2	3	4
2009 through 2007	2	7	3	6	10	7
2006 through 2002	13	12	5	11	14	11
2001 through 1987	16	21	16	18	22	23
1986 through 1960	26	22	25	24	20	25
1959 through 1910	19	17	33	25	9	15
1911 or earlier	10	3	8	5	0	1
Median	1979	1993	1970	1980	1999	1993

CHARACTERISTICS OF HOMES PURCHASED

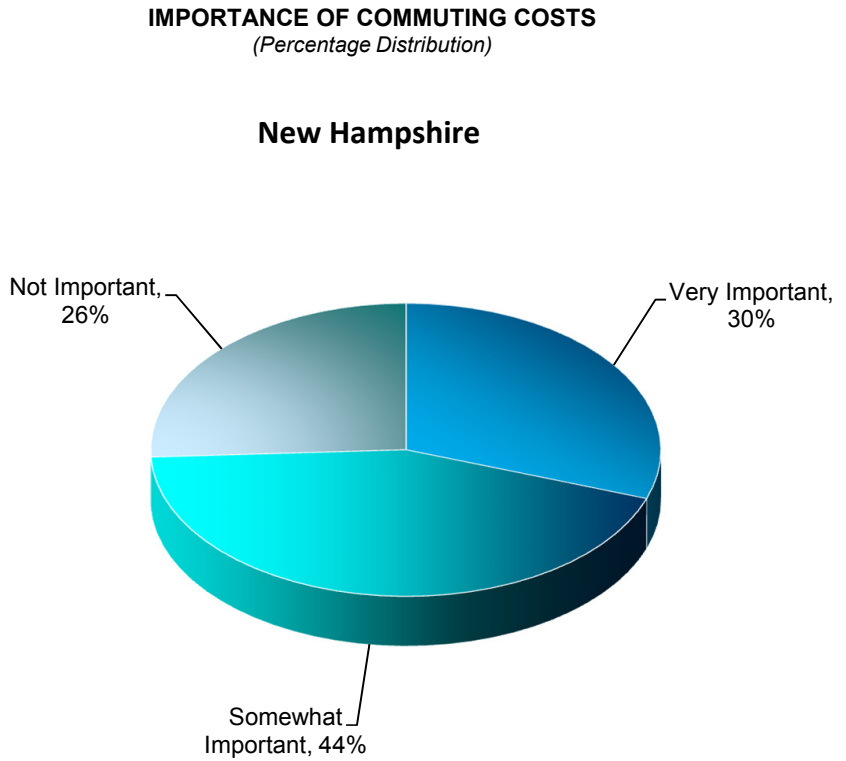
Exhibit 2-23

IMPORTANCE OF COMMUTING COSTS

(Percentage Distribution)

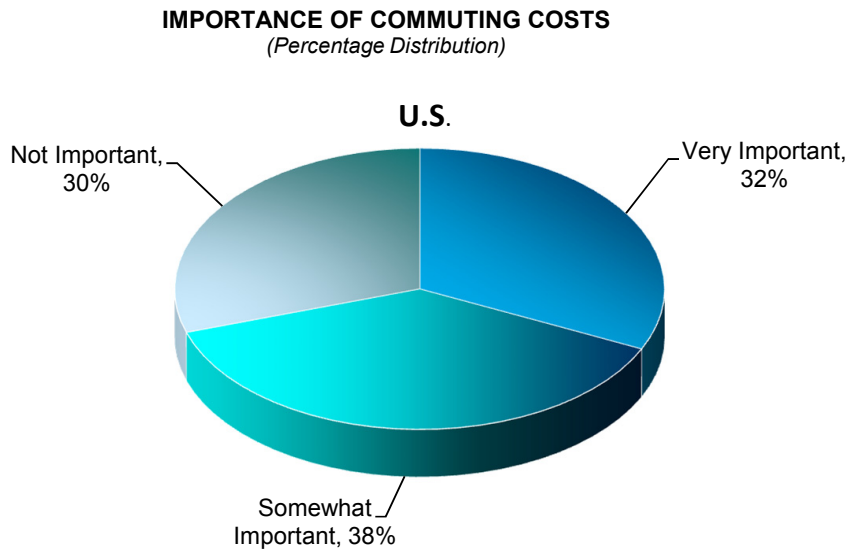
New Hampshire

Very Important	30%
Somewhat Important	44%
Not Important	26%



U.S.

Very Important	32%
Somewhat Important	38%
Not Important	30%



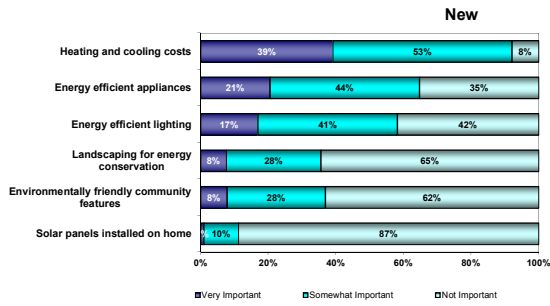
CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-24
IMPORTANCE OF HOME'S ENVIRONMENTALLY FRIENDLY FEATURES
 (Percentage Distribution)

New Hampshire

	Very Important	Somewhat Important	Not Important
Heating and cooling costs	39%	53%	8%
Energy efficient appliances	21	44	35
Energy efficient lighting	17	41	42
Landscaping for energy conservation	8	28	65
Environmentally friendly community features	8	28	62
Solar panels installed on home	1	10	87

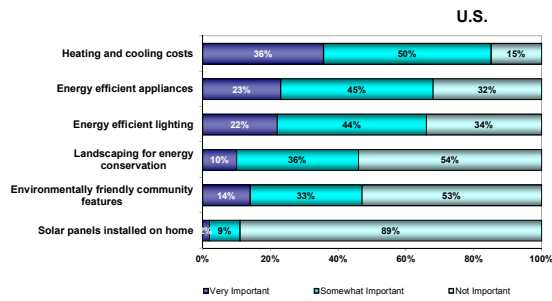
IMPORTANCE OF HOME'S ENVIRONMENTALLY FRIENDLY FEATURES
 (Percentage Distribution)



U.S.

	Very Important	Somewhat Important	Not Important
Heating and cooling costs	36%	50%	15%
Energy efficient appliances	23	45	32
Energy efficient lighting	22	44	34
Landscaping for energy conservation	10	36	54
Environmentally friendly community features	14	33	53
Solar panels installed on home	2	9	89

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



A26 - How important were the following when you were searching for a home to purchase? - Solar panels installed on your home

		Frequency		Valid Percent		Valid Perce Cumulative Percent	
		Frequency	Percent	Valid Percent	Cumulative Percent		
Valid	Very Impor	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 2-25

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	39%	36%	37%	32%	39%	32%
Energy efficient appliances	21	23	17	17	27	23
Energy efficient lighting	17	22	14	17	25	24
Landscaping for energy conservation	8	10	5	5	11	15
Environmentally friendly community features	8	14	8	10	15	17
Solar panels installed on home	1	2	1	1	2	4

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-26

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

(Percentage Distribution)

	New Hampshire	U.S.	2013	2012 through 2010	2009 through 2007	2006 through 2002	2001 through 1987	1986 through 1960	1959 through 1910	1911 or earlier
Heating and cooling costs	39%	36%	53%	44%	28%	37%	34%	29%	32%	35%
Energy efficient appliances	21	23	49	30	21	21	17	15	17	16
Energy efficient lighting	17	22	41	28	19	21	17	17	18	19
Landscaping for energy conservation	8	10	14	13	6	11	10	8	9	6
Environmentally friendly community features	8	14	27	9	13	13	12	12	11	10
Solar panels installed on home	1	2	4	2	1	1	2	1	2	3

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-27

CHARACTERISTICS OF HOME ON WHICH BUYER COMPROMISED, BY LOCATION

(Percent of Respondents)

New Hampshire

	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural	Resort/ Recreation area
Price of home	22%	31%	17%	7%	*	100%
Size of home	13	22	16	*	7	*
Condition of home	16	20	17	7	12	*
Distance from job	18	18	23	7	15	*
Lot size	18	18	19	7	17	100
Style of home	16	31	14	7	10	*
Distance from friends or family	6	2	10	*	2	*
Quality of the neighborhood	5	4	3	7	7	100
Quality of the schools	5	7	4	*	7	*
Distance from school	2	*	1	7	3	*
Other compromises not listed	12	16	13	7	9	*
None - Made no compromises	30	20	29	43	39	*

U.S.

	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural	Resort/ Recreation area
Price of home	23%	23%	20%	27%	22%	18%
Size of home	20	19	21	24	19	19
Condition of home	18	17	18	22	18	11
Lot size	16	16	18	13	13	13
Style of home	16	15	15	18	14	16
Distance from job	14	15	12	11	17	3
Distance from friends or family	7	7	7	6	11	7
Quality of the neighborhood	5	5	4	10	4	3
Quality of the schools	4	4	2	6	3	1
Distance from school	2	1	2	2	3	2
None - Made no compromises	33	32	35	30	33	43
Other compromises not listed	8	8	9	7	8	7

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-28

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	22%	25%	20%	16%	22%
Size of home	13	17	11	20	13
Condition of home	16	15	16	*	18
Distance from job	18	19	18	20	18
Lot size	18	25	13	8	19
Style of home	16	12	18	8	17
Distance from friends or family	6	7	4	*	6
Quality of the neighborhood	5	9	3	*	6
Quality of the schools	5	10	2	12	4
Distance from school	2	1	2	*	2
Other compromises not listed	12	7	15	8	13
None - Made no compromises	30	21	36	40	29

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Price of home	23%	25%	21%	19%	23%
Size of home	20	27	17	16	21
Condition of home	18	19	17	2	21
Lot size	16	18	15	26	14
Style of home	16	18	14	12	16
Distance from job	14	18	11	19	13
Distance from friends or family	7	9	6	10	7
Quality of the neighborhood	5	6	5	5	5
Quality of the schools	4	7	2	4	4
Distance from school	2	3	1	3	2
None - Made no compromises	33	25	36	36	32
Other compromises not listed	8	8	8	6	9

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-29

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	22%	23%	19%	18%	14%	100%	22%	20%
Size of home	13	12	19	6	24	*	15	12
Condition of home	16	16	13	24	7	100	16	15
Distance from job	18	17	19	12	31	*	18	19
Lot size	18	15	13	18	35	*	18	18
Style of home	16	16	19	6	24	*	16	17
Distance from friends or family	6	4	6	*	17	*	2	8
Quality of the neighborhood	5	5	6	*	10	*	3	7
Quality of the schools	5	6	6	*	3	*	9	2
Distance from school	2	2	*	*	3	*	3	1
Other compromises not listed	12	12	25	12	7	*	8	15
None - Made no compromises	30	33	25	41	17	*	30	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	23%	22%	22%	23%	26%	33%	24%	22%
Size of home	20	19	20	23	24	13	21	19
Condition of home	18	17	18	19	18	17	18	18
Lot size	16	18	10	12	16	10	18	15
Style of home	16	15	15	17	19	18	16	15
Distance from job	14	14	11	9	18	18	18	11
Distance from friends or family	7	7	7	8	7	10	8	7
Quality of the neighborhood	5	5	6	7	5	3	5	5
Quality of the schools	4	4	2	3	6	5	6	3
Distance from school	2	2	1	1	2	3	4	1
None - Made no compromises	33	32	36	38	26	30	27	35
Other compromises not listed	8	8	9	7	7	8	8	8

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-30

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	2%	4%	1%	*	3%
2 to 3 years	1	1	*	*	1
4 to 5 years	4	1	6	4	4
6 to 7 years	3	2	4	8	3
8 to 10 years	15	19	13	19	15
11 to 15 years	6	4	8	15	5
16 or more years	30	30	30	15	32
Don't Know	38	39	38	39	38
Median	15	15	15	11	20

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1 year or less	2%	2%	2%	2%	2%
2 to 3 years	3	3	2	3	2
4 to 5 years	9	12	7	9	9
6 to 7 years	3	5	2	2	3
8 to 10 years	14	16	13	16	14
11 to 15 years	5	4	6	7	5
16 or more years	25	22	27	23	26
Don't Know	39	37	41	38	40
Median	12	10	15	10	14

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-31

EXPECTED LENGTH OF TENURE IN HOME PURCHASED, BY AGE

(Percentage Distribution)

New Hampshire

	AGE OF HOME BUYER				
	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
1 year or less	2%	*	2%	3%	*
2 to 3 years	1	*	1	*	*
4 to 5 years	4	*	3	6	*
6 to 7 years	3	*	3	4	*
8 to 10 years	15	11	14	18	15
11 to 15 years	6	22	3	9	8
16 or more years	30	11	38	25	8
Don't Know	38	56	36	35	69
Median	15	20	15	30	14

* Less than 1 percent

U.S.

	AGE OF HOME BUYER				
	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
1 year or less	2%	2%	1%	2%	2%
2 to 3 years	3	2	3	2	1
4 to 5 years	9	19	12	6	3
6 to 7 years	3	7	5	2	1
8 to 10 years	14	18	18	12	9
11 to 15 years	5	3	5	5	8
16 or more years	25	14	24	30	22
Don't Know	39	35	32	41	54
Median	12	8	10	20	15

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-32

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.)	40%	56%	36%	47%	31%
Never moving-forever home	27	22	30	25	31
Move with job or career change	15	*	17	15	8
May desire better area/neighborhood	5	*	5	6	8
May outgrow home	7	22	10	2	*
Will flip home	1	*	1	*	8
Other	8	*	7	10	15

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.)	44%	46%	46%	44%	36%
Never moving-forever home	23	7	13	28	43
Move with job or career change	18	21	27	12	*
May desire better area/neighborhood	9	13	11	8	6
May outgrow home	7	13	12	2	1
Will flip home	2	4	2	1	2
Other	6	3	3	7	13

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-33

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

(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
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	40%	36%	31%	61%	55%	*	35%	35%
Never moving-forever home	27	31	31	11	14	100	29	29
Move with job or career change	15	16	13	11	14	*	17	17
May desire better area/neighborhood	5	5	6	17	*	*	5	5
May outgrow home	7	6	6	*	17	*	9	9
Will flip home	1	*	*	11	*	*	1	1
Other	8	8	13	6	3	*	5	5

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
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	44%	40%	55%	49%	44%	35%	43%	44%
Never moving-forever home	23	24	24	15	16	31	17	25
Move with job or career change	18	20	9	13	20	7	24	14
May desire better area/neighborhood	9	9	7	12	13	9	10	9
May outgrow home	7	7	4	7	14	6	9	6
Will flip home	2	1	1	3	3	4	2	1
Other	6	6	5	7	4	10	3	7