

HOME SELLERS AND THEIR SELLING EXPERIENCE

- Exhibit 6-1 AGE OF HOME SELLERS, BY REGION
- Exhibit 6-2 HOUSEHOLD INCOME OF HOME SELLERS, 2013
- Exhibit 6-3 ADULT COMPOSITION OF HOME SELLER HOUSEHOLDS
- Exhibit 6-4 NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOME SELLER HOUSEHOLD
- Exhibit 6-5 RACE/ETHNICITY OF HOME SELLERS, BY REGION
- Exhibit 6-6 PRIMARY LANGUAGE SPOKEN IN HOME SELLER HOUSEHOLD, BY REGION
- Exhibit 6-7 HOME SELLING SITUATION AMONG REPEAT BUYERS
- Exhibit 6-8 FIRST-TIME OR REPEAT SELLER
- Exhibit 6-9 HOMES SOLD AND FOR SALE, BY REGION
- Exhibit 6-10 LOCATION OF HOME SOLD
- Exhibit 6-11 PROXIMITY OF HOME SOLD TO HOME PURCHASED
- Exhibit 6-12 TYPE OF HOME SOLD, BY LOCATION
- Exhibit 6-13 SIZE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD
- Exhibit 6-14 SIZE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD, BY AGE OF SELLER
- Exhibit 6-15 NUMBER OF BEDROOMS AND BATHROOMS BY ADULT COMPOSITION OF HOUSEHOLD AND CHILDREN IN HOUSEHOLD
- Exhibit 6-16 AGE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD
- Exhibit 6-17 PRICE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD
- Exhibit 6-18 PRICE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD, BY AGE OF SELLER
- Exhibit 6-19 PRIMARY REASON FOR SELLING PREVIOUS HOME, BY MILES MOVED
- Exhibit 6-20 PRIMARY REASON FOR SELLING PREVIOUS HOME, BY FIRST-TIME AND REPEAT SELLERS
- Exhibit 6-21 SELLER WANTED TO SELL EARLIER BUT WAITED OR STALLED BECAUSE HOME WAS WORTH LESS THAN MORTGAGE, BY FIRST-TIME AND REPEAT SELLERS
- Exhibit 6-22 SELLER WANTED TO SELL EARLIER BUT WAITED OR STALLED BECAUSE HOME WAS WORTH LESS THAN MORTGAGE, BY TENURE IN HOME
- Exhibit 6-23 TENURE IN PREVIOUS HOME
- Exhibit 6-24 TENURE IN PREVIOUS HOME, BY AGE OF SELLER
- Exhibit 6-25 DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION
- Exhibit 6-26 DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY AGE
- Exhibit 6-27 METHOD USED TO SELL HOME, BY REGION
- Exhibit 6-28 METHOD USED TO SELL HOME, BY SELLER URGENCY
- Exhibit 6-29 METHOD OF SALE, BY BUYER AND SELLER RELATIONSHIP
- Exhibit 6-30 METHOD USED TO SELL HOME, 2001-2014
- Exhibit 6-31 SALES PRICE COMPARED WITH LISTING PRICE, BY REGION
- Exhibit 6-32 SALES PRICE COMPARED WITH LISTING PRICE, BY SELLER URGENCY
- Exhibit 6-33 NUMBER OF WEEKS RECENTLY SOLD HOME WAS ON THE MARKET, BY REGION
- Exhibit 6-34 SALES PRICE COMPARED WITH LISTING PRICE, BY NUMBER OF WEEKS HOME WAS ON THE MARKET
- Exhibit 6-35 NUMBER OF TIMES ASKING PRICE WAS REDUCED, BY NUMBER OF WEEKS HOME WAS ON THE MARKET
- Exhibit 6-36 INCENTIVES OFFERED TO ATTRACT BUYERS, BY REGION
- Exhibit 6-37 INCENTIVES OFFERED TO ATTRACT BUYERS, BY NUMBER OF WEEKS HOME WAS ON THE MARKET
- Exhibit 6-38 EQUITY EARNED IN HOME RECENTLY SOLD, BY TENURE IN HOME
- Exhibit 6-39 SATISFACTION WITH THE SELLING PROCESS

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-1

AGE OF HOME SELLERS, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
18 to 34 years	15%	14%	11%	16%	14%	12%
35 to 44 years	28	18	18	19	19	17
45 to 54 years	26	18	22	18	17	18
55 to 64 years	23	23	21	22	23	26
65 to 74 years	6	21	24	19	22	20
75 years or older	2	6	5	7	5	8
Median age (years)	49	54	54	52	54	57

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-2

HOUSEHOLD INCOME OF HOME SELLERS, 2013

(Percentage Distribution)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
Less than \$25,000	*	3%	2%	4%	3%	2%
\$25,000 to \$34,999	1	5	4	5	5	5
\$35,000 to \$44,999	5	5	3	7	3	6
\$45,000 to \$54,999	5	6	8	6	5	8
\$55,000 to \$64,999	5	7	9	7	7	8
\$65,000 to \$74,999	7	8	8	7	7	8
\$75,000 to \$84,999	7	9	8	7	10	10
\$85,000 to \$99,999	6	10	9	12	9	11
\$100,000 to \$124,999	21	15	11	15	17	14
\$125,000 to \$149,999	18	10	10	10	10	12
\$150,000 to \$174,999	7	7	7	7	7	5
\$175,000 to \$199,999	5	4	3	3	5	2
\$200,000 or more	14	12	16	12	13	9
Median income (2013)	\$117,200	\$96,700	\$96,300	\$96,500	\$101,700	\$89,200

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-3

ADULT COMPOSITION OF HOME SELLER HOUSEHOLDS

(Percentage Distribution)

New Hampshire

	2014
Married couple	74%
Single female	10
Single male	7
Unmarried couple	9
Other	*

* Less than 1 percent

U.S.

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

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-4

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

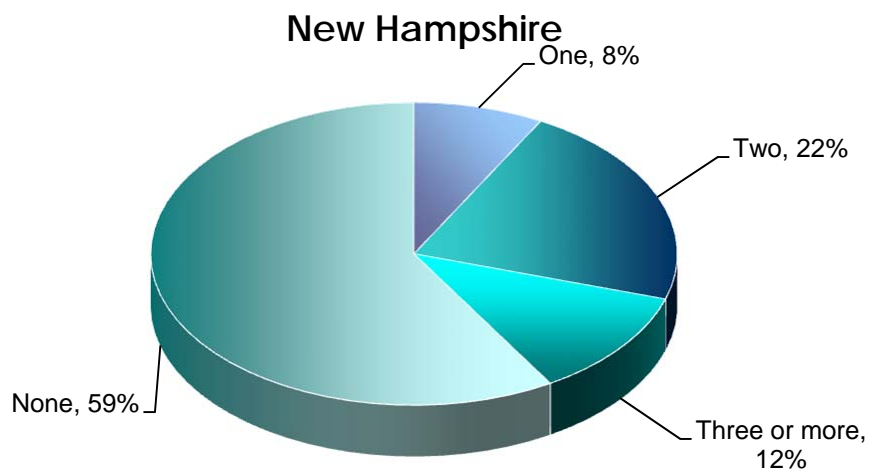
(Percentage Distribution of Home Seller Households)

New Hampshire

One	8%
Two	22%
Three or more	12%
None	59%

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

(Percentage Distribution)

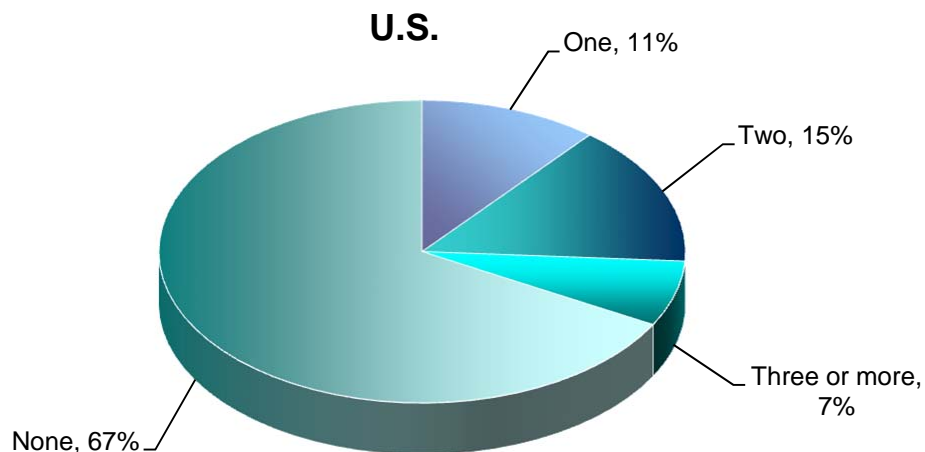


U.S.

One	11%
Two	15%
Three or more	7%
None	67%

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

(Percentage Distribution)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-5

RACE/ETHNICITY OF HOME SELLERS, BY REGION

(Percent of Respondents)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
White/Caucasian	98%	92%	96%	94%	91%	90%
Asian/Pacific Islander	1	3	1	2	3	4
Hispanic/Latino/Mexican/ Puerto Rican	*	4	2	2	5	3
Black/African-American	*	2	2	1	3	1
Other	1	2	*	2	1	3

* Less than 1 percent

Note: Respondents were permitted to select as many races and ethnicities as they felt applicable.

The percentage distribution may therefore sum to more than 100 percent.

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-6

PRIMARY LANGUAGE SPOKEN IN HOME SELLER HOUSEHOLD, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
English	99%	98%	99%	99%	98%	98%
Other	1	2	1	1	2	2

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-7

HOME SELLING SITUATION AMONG REPEAT BUYERS

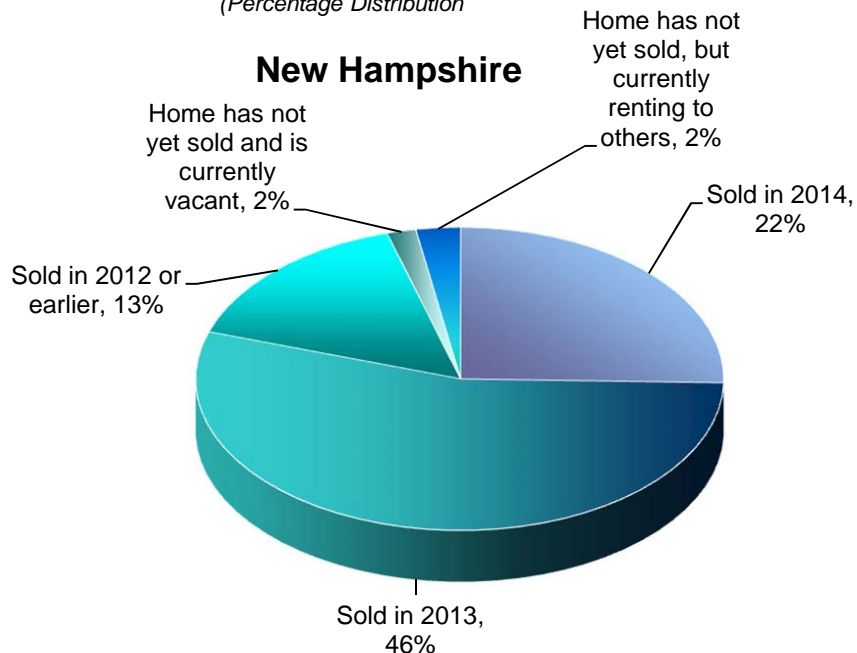
(Percentage Distribution)

New Hampshire

Sold in 2014	22%
Sold in 2013	46%
Sold in 2012 or earlier	13%
Home has not yet sold and is currently vacant	2%
Home has not yet sold, but currently renting to others	2%
Do not plan to sell previous home	#N/A
Did not own previous home	#N/A

HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)

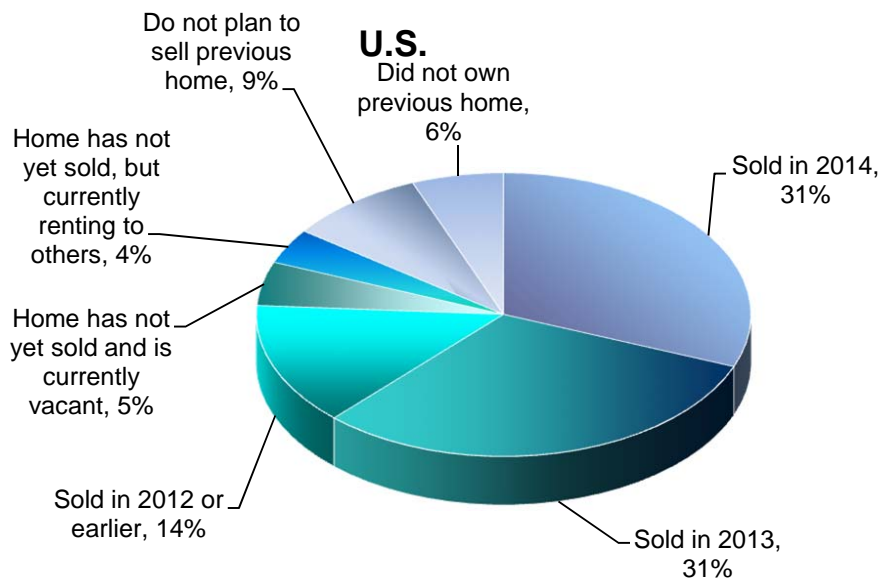


U.S.

Sold in 2014	31%
Sold in 2013	31%
Sold in 2012 or earlier	14%
Home has not yet sold and is currently vacant	5%
Home has not yet sold, but currently renting to others	4%
Do not plan to sell previous home	9%
Did not own previous home	6%

HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-8

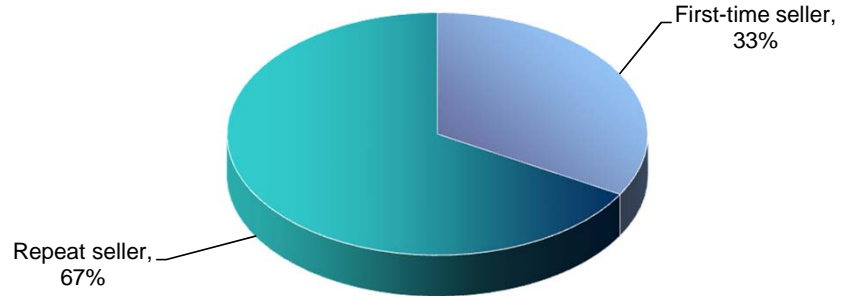
FIRST-TIME OR REPEAT SELLER

(Percentage Distribution)

New Hampshire

First-time seller	33%
Repeat seller	67%

FIRST-TIME OR REPEAT SELLER
(Percentage Distribution)

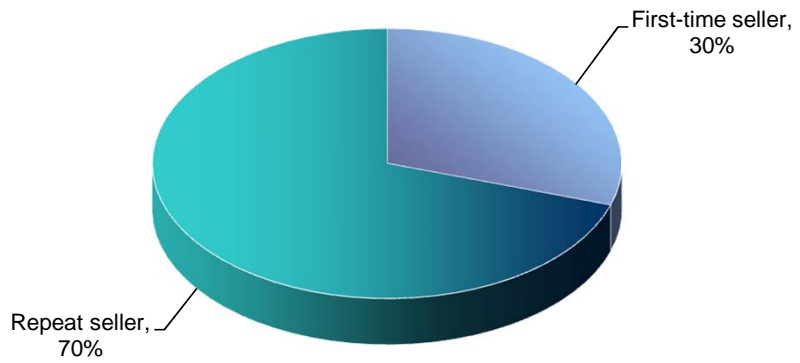


U.S.

First-time seller	30%
Repeat seller	70%

FIRST-TIME OR REPEAT SELLER
(Percentage Distribution)

U.S.



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-9

HOMES SOLD AND FOR SALE, BY REGION

(Percentage Distribution)

U.S.

	Homes Sold	Home has not yet sold and is currently vacant	Home has not yet sold, but currently renting to others
Northeast	14%	15%	11%
Midwest	23	23	22
South	40	39	47
West	23	23	20

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-10

LOCATION OF HOME SOLD

(Percentage Distribution)

New Hampshire

	Homes Sold	Home has not yet sold and is currently vacant	Home has not yet sold, but currently renting to others
Suburb/Subdivision	35%	*	33%
Small town	30	*	33
Urban area/Central city	9	50	*
Rural area	25	*	33
Resort/Recreation area	1	50	*

* Less than 1 percent

U.S.

	Homes Sold	Home has not yet sold and is currently vacant	Home has not yet sold, but currently renting to others
Suburb/Subdivision	53%	48%	44%
Small town	17	22	17
Urban area/Central city	14	11	22
Rural area	14	17	13
Resort/Recreation area	3	2	4

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-11

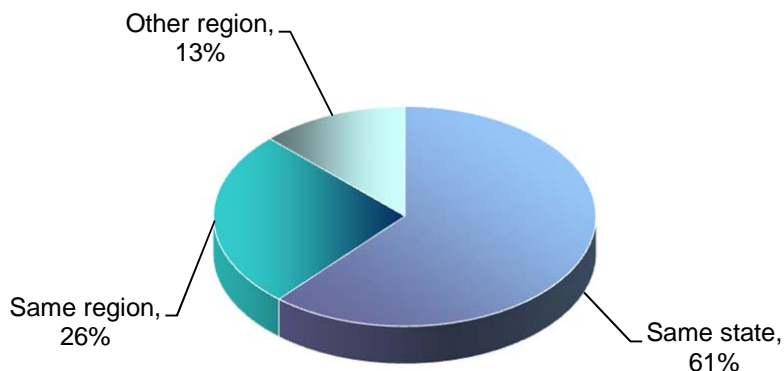
PROXIMITY OF HOME SOLD TO HOME PURCHASED

(Percentage Distribution)

New Hampshire

Same state	61%
Same region	26%
Other region	13%

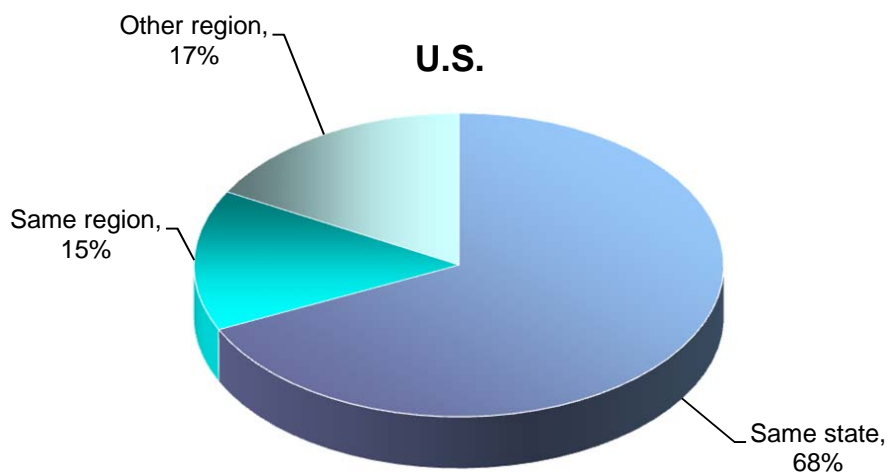
PROXIMITY OF HOME SOLD TO HOME PURCHASED
(Percentage Distribution of Households)



U.S.

Same state	68%
Same region	15%
Other region	17%

PROXIMITY OF HOME SOLD TO HOME PURCHASED
(Percentage Distribution of Households)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-12

TYPE OF HOME SOLD, BY LOCATION

(Percentage Distribution)

New Hampshire

	SELLERS WHO SOLD A HOME IN A					
	All Sellers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	91%	81%	77%	50%	91%	*
Townhouse/row house	2	3	12	25	*	*
Apartment/condo in a building with 5 or more units	*	7	4	*	5	*
Duplex/apartment/condo in 2 to 4 unit building	2	3	*	25	*	*
Other	6	7	8	*	5	100

U.S.

	SELLERS WHO SOLD A HOME IN A					
	All Sellers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	81%	85%	85%	59%	87%	69%
Townhouse/row house	6	7	4	13	1	2
Apartment/condo in a building with 5 or more units	5	4	2	18	1	11
Duplex/apartment/condo in 2 to 4 unit building	2	2	3	4	*	*
Other	6	3	8	6	12	19

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-13

SIZE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD

(Percentage Distribution)

New Hampshire

SIZE OF HOME SOLD	SIZE OF HOME PURCHASED					
	1,000 sq ft or less	1,001 sq ft to 1,500 sq ft	1,501 sq ft to 2,000 sq ft	2,001 sq ft to 2,500 sq ft	2,501 sq ft to 3,000 sq ft	More than 3,000 sq ft
1,000 sq ft or less	1%	*	1%	*	1%	*
1,001 to 1,500 sq ft	*	3	*	3	2	2
1,501 to 2,000 sq ft	1	2	2	7	10	3
2,001 to 2,500 sq ft	*	1	5	11	6	7
2,501 to 3,000 sq ft	*	1	1	6	4	5
More than 3,000 sq ft	*	2	1	3	5	8

U.S.

SIZE OF HOME SOLD	SIZE OF HOME PURCHASED					
	1,000 sq ft or less	1,001 sq ft to 1,500 sq ft	1,501 sq ft to 2,000 sq ft	2,001 sq ft to 2,500 sq ft	2,501 sq ft to 3,000 sq ft	More than 3,000 sq ft
1,000 sq ft or less	*	*	*	*	*	*
1,001 to 1,500 sq ft	*	3	4	4	1	1
1,501 to 2,000 sq ft	*	3	8	8	4	3
2,001 to 2,500 sq ft	*	2	5	5	4	7
2,501 to 3,000 sq ft	*	1	3	4	3	4
More than 3,000 sq ft	*	*	3	5	5	9

40%

Trading Up

31%

Remaining at the same size range

29%

Trading Down

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-14

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

(Median Square Feet)

New Hampshire

	Size of home sold	Size of home purchased	Difference
18 to 34 years	1,515	1,800	285
35 to 44 years	1,800	2,100	300
45 to 54 years	2,400	1,940	-460
55 to 64 years	2,000	2,000	*
65 to 74 years	2,750	2,050	-700
75 years or older	2,000	1,400	-600

U.S.

	Size of home sold	Size of home purchased	Difference
18 to 34 years	1,600	2,240	640
35 to 44 years	1,800	2,400	600
45 to 54 years	2,100	2,130	30
55 to 64 years	2,190	1,930	-260
65 to 74 years	2,000	1,900	-100
75 years or older	1,800	1,800	*

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-15

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

New Hampshire

	All Sellers	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%	*	13%	*	*	*	*	2%
Two bedrooms	17	17	13	17	25	*	17	18
Three bedrooms or more	82	83	75	83	75	*	83	80
Median number of bedrooms	3	3	3	3	3	3	3	3
One full bathroom	26	26	25	17	38	*	31	24
Two full bathrooms	54	52	50	67	63	*	50	58
Three full bathrooms or more	20	22	25	17	*	*	19	18
Median number of full bathrooms	2	2	2	2	2	2	2	2

U.S.

	All Sellers	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%	3%	1%	4%	*	1%	2%
Two bedrooms	13	11	22	17	18	6	8	15
Three bedrooms or more	86	88	75	83	78	94	91	83
Median number of bedrooms	3	3	3	3	3	3	3	3
One full bathroom	16	15	20	14	22	6	18	14
Two full bathrooms	58	57	61	61	64	69	55	60
Three full bathrooms or more	26	28	20	25	15	25	27	26
Median number of full bathrooms	2	2	2	2	2	2	2	2

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-16

AGE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD

(Median Square Feet)

New Hampshire

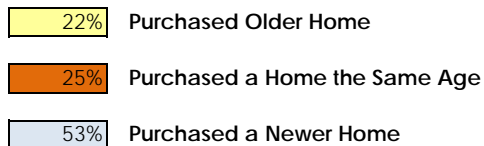
Year home sold was built	YEAR PURCHASED HOME WAS BUILT							
		2010 through 2013	2007 through 2009	2002 through 2006	1987 through 2001	1960 through 1986	1913 through 1961	1750 through 1912
		#N/A	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
2013	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A
2010 through 2012	2	2	2	2	2	2	2	2
2007 through 2009	2	2	2	2	2	2	2	2
2002 through 2006	1	1	1	1	1	1	1	1
1987 through 2001	5	5	5	5	5	5	5	5
1960 through 1986	3	3	3	3	3	3	3	3
1913 through 1961	1	1	1	1	1	1	1	1
1750 through 1912	1	1	1	1	1	1	1	1

* Less than 1 percent

U.S.

Year home sold was built	YEAR PURCHASED HOME WAS BUILT							
		2010 through 2013	2007 through 2009	2002 through 2006	1987 through 2001	1960 through 1986	1913 through 1961	1912 or earlier
		*	*	*	*	*	*	*
2013	1	*	*	*	*	*	*	*
2010 through 2012	1	*	*	*	1	1	*	*
2007 through 2009	2	*	1	1	2	2	*	*
2002 through 2006	4	*	1	4	3	3	1	*
1987 through 2001	6	1	3	4	6	4	2	*
1960 through 1986	4	1	2	3	7	6	3	*
1913 through 1961	1	*	1	2	3	5	4	1
1912 or earlier	*	*	*	*	1	1	1	*

* Less than 1 percent



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-17

PRICE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD

(Percentage Distribution)

New Hampshire

PRICE OF HOME SOLD	PRICE OF HOME PURCHASED									
	Less than \$100,000	\$100,000 to \$149,999	\$150,000 to \$199,999	\$200,000 to \$249,999	\$250,000 to \$299,999	\$300,000 to \$349,999	\$350,000 to \$399,999	\$400,000 to \$499,999	\$500,000 or more	
	Less than \$100,000	4	2	0	2	1	1 *		1 *	
\$100,000 to \$149,999	*	*	0	4	7	1	1 *		*	
\$150,000 to \$199,999	*	*	0	3	3	3	3	1	1	1
\$200,000 to \$249,999	*	*	0	5	5	3	3	4 *		
\$250,000 to \$299,999	*	*	*	4	2	2	2	2	1	1
\$300,000 to \$349,999	*	*	*	1	3	1	1	1	1	1
\$350,000 to \$399,999	*	*	*	*	*	1	1 *			2
\$400,000 to \$499,999	*	*	0	1 *	*	*	*	1	1	3
\$500,000 or more	*	*	0 *	*	*	*	*	*		3

U.S.

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

* Less than 1 percent

47%	Trading Up
25%	Remaining at the same price range
28%	Trading Down

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-18

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

(Median)

New Hampshire

	Price of home sold	Price of home purchased	Difference
18 to 34 years	\$171,450	\$207,000	\$35,550
35 to 44 years	\$230,000	\$274,000	\$44,000
45 to 54 years	\$267,500	\$244,000	-\$23,500
55 to 64 years	\$302,500	\$258,000	-\$44,500
65 to 74 years	\$310,000	\$305,000	-\$5,000
75 years or older	\$195,000	\$230,000	\$35,000

U.S.

	Price of home sold	Price of home purchased	Difference
18 to 34 years	\$170,900	\$247,000	\$76,100
35 to 44 years	\$220,000	\$304,900	\$84,900
45 to 54 years	\$270,000	\$277,000	\$7,000
55 to 64 years	\$250,000	\$235,000	-\$15,000
65 to 74 years	\$250,000	\$234,600	-\$15,400
75 years or older	\$220,000	\$187,500	-\$32,500

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-19

PRIMARY REASON FOR SELLING PREVIOUS HOME, BY MILES MOVED

(Percentage Distribution)

New Hampshire

	All Sellers	AGE OF HOME SELLER					
		10 miles or less	11 to 20 miles	21 to 50 miles	51 to 100 miles	101 to 500 miles	501 miles or more
Job relocation	13%	*	13%	*	*	33%	67%
Home is too small	25	46	25	*	20	*	*
Change in family situation (e.g., marriage, birth of a child, divorce)	6	11	6	*	*	*	*
Want to move closer to friends or family	7	6	*	13	*	22	*
Neighborhood has become less desirable	7	6	13	25	*	*	*
Home is too large	13	11	25	25	20	*	*
Moving due to retirement	5	N/App	*	*	*	22	22
Want to move closer to current job	7	*	6	25	40	11	*
Upkeep of home is too difficult due to health or financial limitations	5	9	*	13	*	*	*
Can not afford the mortgage and other expenses of owning home	1	3	*	*	*	*	*
Other	8	9	13	*	20	*	11

U.S.

	All Sellers	MILES MOVED					
		10 miles or less	11 to 20 miles	21 to 50 miles	51 to 100 miles	101 to 500 miles	501 miles or more
Home is too small	15%	30%	18%	8%	5%	2%	*
Job relocation	15	3	1	5	16	41	33
Want to move closer to friends or family	14	2	7	17	27	25	29
Neighborhood has become less desirable	10	13	19	14	10	5	2
Change in family situation (e.g., marriage, birth of a child, divorce)	10	14	18	13	5	3	3
Home is too large	10	15	12	12	7	4	3
Moving due to retirement	8	2	3	5	10	9	22
Upkeep of home is too difficult due to health or financial limitations	5	7	7	3	4	*	1
Want to move closer to current job	4	2	6	14	10	2	1
Can not afford the mortgage and other expenses of owning home	4	4	4	3	4	4	2
To avoid possible foreclosure	*	*	*	*	1	*	*
Other	6	8	5	7	4	5	4

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-20

PRIMARY REASON FOR SELLING PREVIOUS HOME, BY FIRST-TIME AND REPEAT SELLERS

(Percentage Distribution)

New Hampshire

	All Sellers	First-time Seller	Repeat Seller
Home is too small	25%	55%	10%
Job relocation	13	7	17
Want to move closer to friends or family	7	10	4
Neighborhood has become less desirable	7	7	8
Home is too large	13	3	19
Change in family situation (e.g., marriage, birth of a child, divorce)	6	7	4
Moving due to retirement	5	*	8
Want to move closer to current job	7	*	12
Upkeep of home is too difficult due to health or financial limitations	5	*	8
Can not afford the mortgage and other expenses of owning home	1	*	2
To avoid possible foreclosure	*	*	*
Other	8	10	8

U.S.

	All Sellers	First-time Seller	Repeat Seller
Home is too small	15%	30%	9%
Job relocation	15	18	13
Want to move closer to friends or family	14	7	16
Neighborhood has become less desirable	10	16	8
Change in family situation (e.g., marriage, birth of a child, divorce)	10	10	10
Home is too large	10	3	13
Moving due to retirement	8	3	10
Upkeep of home is too difficult due to health or financial limitations	5	3	5
Want to move closer to current job	4	3	4
Can not afford the mortgage and other expenses of owning home	4	2	4
To avoid possible foreclosure	*	*	*
Other	6	5	7

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-21

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

(Percentage Distribution)

New Hampshire

	All Sellers	First-time Seller	Repeat Seller
Yes, and lived in home	23%	23%	16%
Yes, but rented home to others and lived elsewhere	*	*	*
No, sold home when I wanted to sell	77	77	84

U.S.

	All Sellers	First-time Seller	Repeat Seller
Yes, and lived in home	16%	20%	14%
Yes, but rented home to others and lived elsewhere	1	3	1
No, sold home when I wanted to sell	83	77	85

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-22

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

(Percentage Distribution)

New Hampshire

	All Sellers	1 year or less	2 to 3 years	4 to 5 years	6 to 7 years	8 to 10 years	11 to 15 years	16 to 20 years	21 years or more
Yes, and lived in home	23%	16%	16%	8%	50%	47%	16%	8%	*
Yes, but rented home to others and lived elsewhere	*	*	*	*	*	*	*	*	*
No, sold home when I wanted to sell	77	84	84	92	50	53	84	92	100

U.S.

	All Sellers	1 year or less	2 to 3 years	4 to 5 years	6 to 7 years	8 to 10 years	11 to 15 years	16 to 20 years	21 years or more
Yes, and lived in home	16%	3%	2%	12%	19%	26%	22%	12%	8%
Yes, but rented home to others and lived elsewhere	1	*	1	1	3	2	2	1	1
No, sold home when I wanted to sell	83	97	97	86	78	72	77	87	91

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-23

TENURE IN PREVIOUS HOME

(Percentage Distribution)

New Hampshire

All Types	
1 year or less	1%
2 to 3 years	4
4 to 5 years	14
6 to 7 years	12
8 to 10 years	20
11 to 15 years	28
16 to 20 years	13
21 years or more	9
Median	10

U.S.

	All Types	Cabin/ cottage	Duplex/ apartment/ condo in 2-4 unit structure	Apartment/ condo in building with 5 or more units	Townhouse/ row house	Detached single- family home	Mobile/ manufactured home	Other
1 year or less	4%	21%	6%	5%	4%	3%	5%	5%
2 to 3 years	9		14	13	9	8	19	9
4 to 5 years	12	14	6	17	19	12	13	5
6 to 7 years	11	14	12	11	10	11	8	13
8 to 10 years	20	3	31	20	24	19	17	11
11 to 15 years	20	31	16	25	16	20	19	25
16 to 20 years	9	10	12	4	12	9	16	11
21 years or more	16	7	4	6	6	18	5	21
Median	10	9	8	8	9	10	9	12

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-24

TENURE IN PREVIOUS HOME, BY AGE OF SELLER

(Percentage Distribution)

New Hampshire

All Sellers	
1 year or less	1%
2 to 3 years	4
4 to 5 years	14
6 to 7 years	12
8 to 10 years	20
11 to 15 years	28
16 to 20 years	13
21 years or more	9
Median	10

U.S.

	All Sellers	AGE OF HOME SELLER					
		18 to 34 years	35 to 44 years	45 to 54 years	55 to 64 years	65 to 74 years	75 years or older
1 year or less	4%	3%	5%	4%	3%	3%	3%
2 to 3 years	9	21	8	8	7	5	7
4 to 5 years	12	32	15	10	8	5	5
6 to 7 years	11	22	14	8	9	7	3
8 to 10 years	20	19	30	20	15	18	11
11 to 15 years	20	3	25	24	20	21	25
16 to 20 years	9	N/A	3	14	12	13	10
21 years or more	16	N/A	*	11	26	28	37
Median	10	5	8	10	12	13	14

* Less than 1 percent

NA= Not applicable

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-25

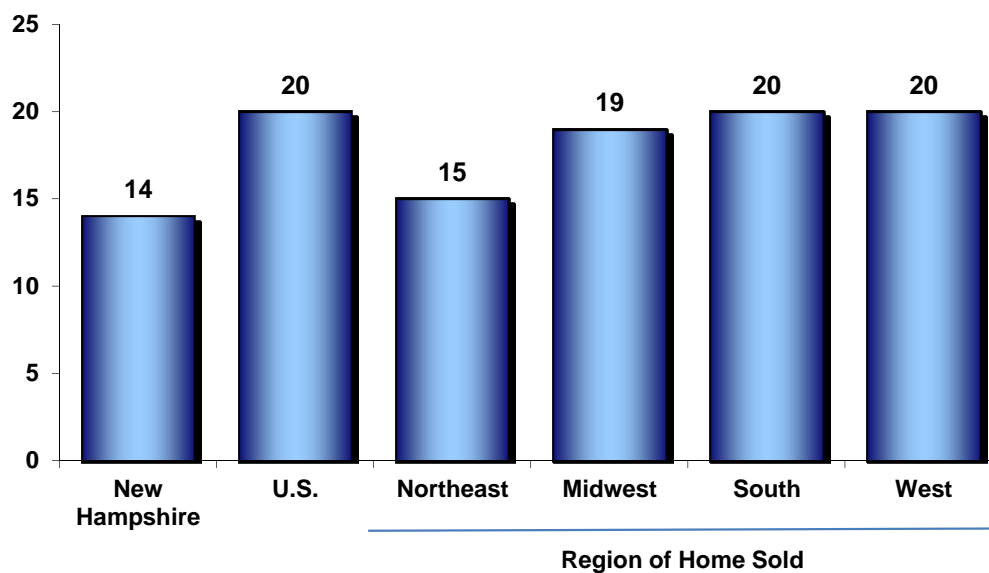
DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION

(Median Miles)

2014	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE:			
			Northeast	Midwest	South	West
	14	20	15	19	20	20

DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION

(Median Miles)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-26

DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY AGE

(Percentage Distribution)

New Hampshire

	AGE OF HOME SELLER						
	All Sellers	18 to 34 years	35 to 44 years	45 to 54 years	55 to 64 years	65 to 74 years	75 years or older
5 miles or less	22%	18%	45%	11%	7%	30%	67%
6 to 10 miles	19	27	20	18	18	10	33
11 to 15 miles	14	8	10	16	18	20	*
16 to 20 miles	8	13	12	5	4	10	*
21 to 50 miles	11	18	2	16	21	10	*
51 to 100 miles	6	9	*	5	4	*	*
101 to 500 miles	10	1	6	11	14	*	*
501 to 1,000 miles	5	1	*	8	7	20	*
1,001 miles or more	6	4	4	11	7	*	*
Median (miles)	14	14	7	21	26	13	4

U.S.

	AGE OF HOME SELLER						
	All Sellers	18 to 34 years	35 to 44 years	45 to 54 years	55 to 64 years	65 to 74 years	75 years or older
5 miles or less	26%	25%	34%	27%	23%	21%	30%
6 to 10 miles	15	19	15	16	15	11	14
11 to 15 miles	8	9	9	10	8	6	6
16 to 20 miles	6	7	6	4	6	5	2
21 to 50 miles	10	10	11	12	10	9	6
51 to 100 miles	4	4	2	4	4	4	6
101 to 500 miles	13	13	10	11	13	15	16
501 to 1,000 miles	9	5	7	8	9	15	9
1,001 miles or more	11	8	7	9	13	16	13
Median (miles)	20	15	12	15	20	50	16

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-27

METHOD USED TO SELL HOME, BY REGION

(Percentage Distribution)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE:			
			Northeast	Midwest	South	West
Sold home using an agent or broker	94%	88%	88%	86%	89%	89%
Seller used agent/broker only	94	87	87	84	87	89
Seller first tried to sell it themselves, but then used an agent	*	2	1	2	2	*
For-sale-by-owner (FSBO)	4	9	8	12	9	8
Seller sold home without using a real estate agent or broker	2	8	7	11	8	5
First listed with an agent, but then sold home themselves	2	1	1	1	1	3
Sold home to a homebuying company	*	1	*	1	1	*
Other	1	2	3	1	2	3

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-28

METHOD USED TO SELL HOME, BY SELLER URGENCY

(Percentage Distribution)

New Hampshire

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Sold home using an agent or broker	94%	94%	98%	92%
Seller used agent/broker only	94	94	98	92
Seller first tried to sell it themselves, but then used an agent	*	*	*	*
For-sale-by-owner (FSBO)	4	*	2	8
Seller sold home without using a real estate agent or broker	2	*	2	3
First listed with an agent, but then sold home themselves	2	*	*	5
Sold home to a homebuying company	*	*	*	*
Other	1	6	*	*

U.S.

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Sold home using an agent or broker	88%	83%	90%	89%
Seller used agent/broker only	87	81	88	88
Seller first tried to sell it themselves, but then used an agent	2	2	2	1
For-sale-by-owner (FSBO)	9	12	8	9
Seller sold home without using a real estate agent or broker	8	10	7	8
First listed with an agent, but then sold home themselves	1	2	1	1
Sold home to a homebuying company	1	2	*	*
Other	2	3	2	2

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-29

METHOD OF SALE, BY BUYER AND SELLER RELATIONSHIP

(Percentage Distribution)

New Hampshire

Buyer and Seller Relationship	Seller Knew Buyer	Seller did not Know Buyer
All sellers	6%	94%
Sold home using an agent or broker	4	96
Seller used agent/broker only	4	96
Seller first tried to sell it themselves, but then used an agent	4	96
For-sale-by-owner (FSBO)	25	75
Sold home without using a real estate agent or broker	4	96
First listed with an agent, but then sold home themselves	4	96
Other	*	100

* Less than 1 percent

U.S.

Buyer and Seller Relationship	Seller Knew Buyer	Seller did not Know Buyer
All sellers	8%	92%
Sold home using an agent or broker	2	98
Seller used agent/broker only	2	98
Seller first tried to sell it themselves, but then used an agent	10	90
For-sale-by-owner (FSBO)	49	51
Sold home without using a real estate agent or broker	48	52
First listed with an agent, but then sold home themselves	56	44
Other	39	61

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-30

METHOD USED TO SELL HOME, 2001-2014

(Percentage Distribution)

New Hampshire

	2014
Sold home using an agent or broker	94%
For-sale-by-owner (FSBO)	4
Sold it to a home buying company	*
Other	1

U.S.

	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Sold home using an agent or broker	79%	83%	82%	85%	84%	85%	84%	85%	88%	87%	88%	88%	88%
For-sale-by-owner (FSBO)	13	14	14	13	12	12	13	11	9	9	9	9	9
Sold to home buying company	1	1	1	1	1	1	1	1	1	1	1	1	1
Other	7	3	3	2	3	2	2	3	3	3	2	2	2

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-31

SALES PRICE COMPARED WITH LISTING PRICE, BY REGION

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

	SELLERS WHO SOLD A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
Less than 90%	11%	11%	17%	12%	10%	6%
90% to 94%	16	17	18	19	18	13
95% to 99%	44	40	38	44	39	37
100%	21	22	18	16	23	26
101% to 110%	8	9	8	6	8	14
More than 110%	*	2	1	1	2	4
Median (sales price as a percent of listing price)	96%	97%	98%	97%	97%	98%

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-32

SALES PRICE COMPARED WITH LISTING PRICE, BY SELLER URGENCY

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

New Hampshire

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Less than 90%	11%	13%	14%	8%
90% to 94%	16	13	24	11
95% to 99%	44	25	46	49
100%	21	44	14	19
101% to 110%	8	6	2	14
More than 110%	*	*	*	*
Median (sales price as a percent of listing price)	96%	99%	96%	97%

* Less than 1 percent

U.S.

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Less than 90%	11%	14%	13%	7%
90% to 94%	17	18	18	15
95% to 99%	40	36	38	42
100%	22	18	22	23
101% to 110%	9	11	7	11
More than 110%	2	3	2	2
Median (sales price as a percent of listing price)	97%	97%	97%	98%

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-33

NUMBER OF WEEKS RECENTLY SOLD HOME WAS ON THE MARKET, BY REGION

(Percentage Distribution)

	SELLERS WHO SOLD A HOME IN THE					
	New Hampshire	U.S.	Northeast	Midwest	South	West
Less than 1 week	8%	6%	8%	5%	7%	6%
1 to 2 weeks	23	33	27	31	31	40
3 to 4 weeks	15	12	8	12	14	11
5 to 6 weeks	7	7	8	7	7	7
7 to 8 weeks	2	6	4	6	6	7
9 to 10 weeks	7	4	6	3	5	3
11 to 12 weeks	7	7	7	7	6	8
13 to 16 weeks	9	5	5	5	5	4
17 to 24 weeks	7	6	9	8	5	4
25 to 36 weeks	5	6	7	8	5	4
37 to 52 weeks	5	4	6	5	3	2
53 or more weeks	5	4	4	3	5	2
Median weeks	6	4	6	5	4	3

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-34

SALES PRICE COMPARED WITH LISTING PRICE, BY NUMBER OF WEEKS HOME WAS ON THE MARKET

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

New Hampshire

	SELLERS WHOSE HOME WAS ON THE MARKET FOR						
	All Sellers	Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
Less than 90%	11%	*	5%	*	30%	11%	25%
90% to 94%	16	*	10	13	10	26	25
95% to 99%	44	29	38	69	40	44	40
100%	21	57	29	13	20	15	10
101% to 110%	8	14	19	6	*	4	*
More than 110%	*	*	*	*	*	*	*
Median (sales price as a percent of listing price)	96%	100%	99%	97%	96%	95%	94%

* Less than 1 percent

U.S.

	SELLERS WHOSE HOME WAS ON THE MARKET FOR						
	All Sellers	Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
Less than 90%	11%	6%	3%	5%	8%	14%	27%
90% to 94%	17	4	6	11	21	29	30
95% to 99%	40	17	37	52	53	42	34
100%	22	48	35	23	10	12	5
101% to 110%	9	22	16	6	6	3	2
More than 110%	2	3	3	2	2	1	2
Median (sales price as a percent of listing price)	97%	1%	1%	98%	96%	95%	93%

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-35

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

New Hampshire

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None, did not reduce the asking price	57%	100%	95%	63%	40%	39%	22%
One	23	*	5	38	50	23	33
Two	12	*	*	*	10	27	22
Three	5	*	*	*	*	4	17
Four or more	4	*	*	*	*	8	6

U.S.

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None, did not reduce the asking price	55%	92%	84%	62%	45%	31%	17%
One	25	7	14	31	36	37	29
Two	11	1	2	6	15	21	23
Three	5	*	1	1	3	6	16
Four or more	4	*	*	*	1	4	15

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-36

INCENTIVES OFFERED TO ATTRACT BUYERS, BY REGION

(Percent of Respondents)

	New Hampshire	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
None	65%	64%	75%	60%	61%	67%
Home warranty policies	6	19	8	22	23	16
Assistance with closing costs	18	18	12	17	22	14
Credit toward remodeling or repairs	9	6	5	7	5	7
Other incentives, such as a car, flat screen TV, etc.	1	4	4	4	5	3
Assistance with condo association fees	2	1	1	*	1	1
Other	2	3	2	2	4	2

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-37

INCENTIVES OFFERED TO ATTRACT BUYERS, BY NUMBER OF WEEKS HOME WAS ON THE MARKET

(Percent of Respondents)

New Hampshire

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None	65%	86%	81%	63%	50%	48%	85%
Assistance with closing costs	18	*	5	19	20	22	10
Home warranty policies	6	*	5	6	*	7	*
Credit toward remodeling or repairs	9	14	5	*	20	11	5
Other incentives, such as a car, flat screen TV, etc.	1	*	5	6	10	4	*
Assistance with condo association fees	2	*	*	*	*	4	*
Other	2	*	*	6	10	4	*

U.S.

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None	64%	87%	72%	61%	53%	60%	55%
Home warranty policies	19	6	16	21	21	21	24
Assistance with closing costs	18	3	12	18	28	20	24
Credit toward remodeling or repairs	6	1	5	8	6	6	9
Other incentives, such as a car, flat screen TV, etc.	4	3	3	5	5	6	5
Assistance with condo association fees	1	*	*	*	*	1	*
Other	3	1	2	2	2	3	5

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-38

EQUITY EARNED IN HOME RECENTLY SOLD, BY TENURE IN HOME

(Percent of Respondents)

TENURE IN HOME	U.S.	
	Dollar value	Percent
1 year or less	\$20,000	10%
2 to 3 years	\$30,000	14%
4 to 5 years	\$17,000	10%
6 to 7 years	\$6,000	3%
8 to 10 years	\$7,500	4%
11 to 15 years	\$38,000	20%
16 to 20 years	\$87,000	59%
21 years or more	\$122,000	125%
Median	\$30,100	17%

	New Hampshire	
	Dollar value	Percent
Median	\$29,250	15%

HOME SELLERS AND THEIR SELLING EXPERIENCE

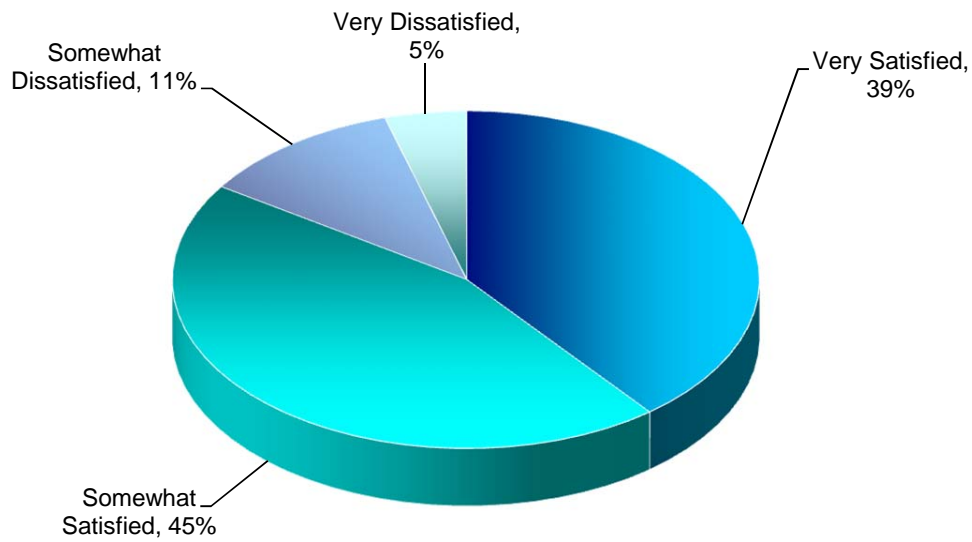
Exhibit 6-39

SATISFACTION WITH THE SELLING PROCESS

(Percentage Distribution)

	New Hampshire	U.S.
Very Satisfied	39%	58%
Somewhat Satisfied	45	30
Somewhat Dissatisfied	11	7
Very Dissatisfied	5	5

Satisfaction with Selling Process
(Percentage Distribution)



Satisfaction with Selling Process
(Percentage Distribution)

