

## CHARACTERISTICS OF HOMES PURCHASED

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## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-1

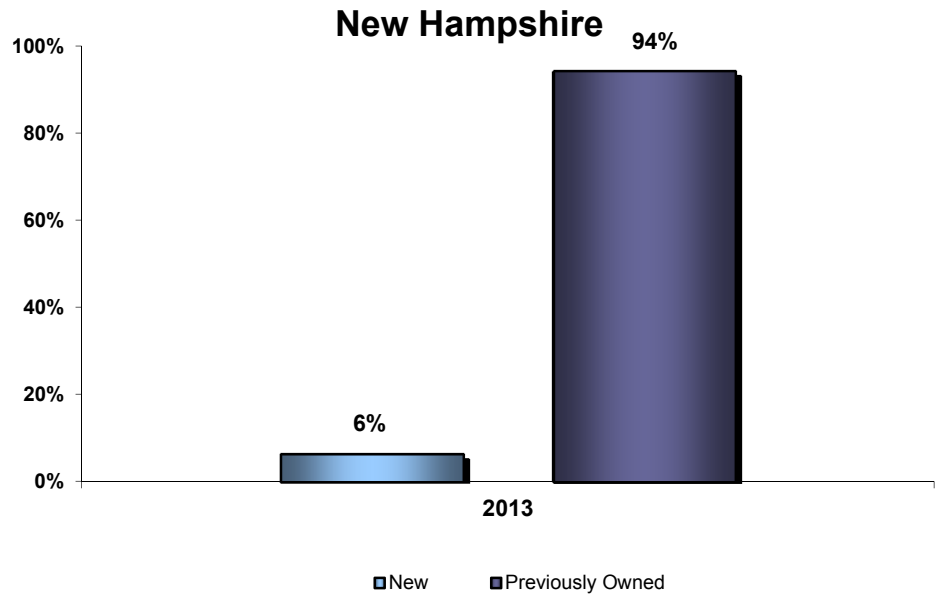
### NEW AND PREVIOUSLY OWNED HOMES PURCHASED, 2001-2013

(Percentage Distribution)

#### New Hampshire

	New	Previously Owned
2013	6%	94%

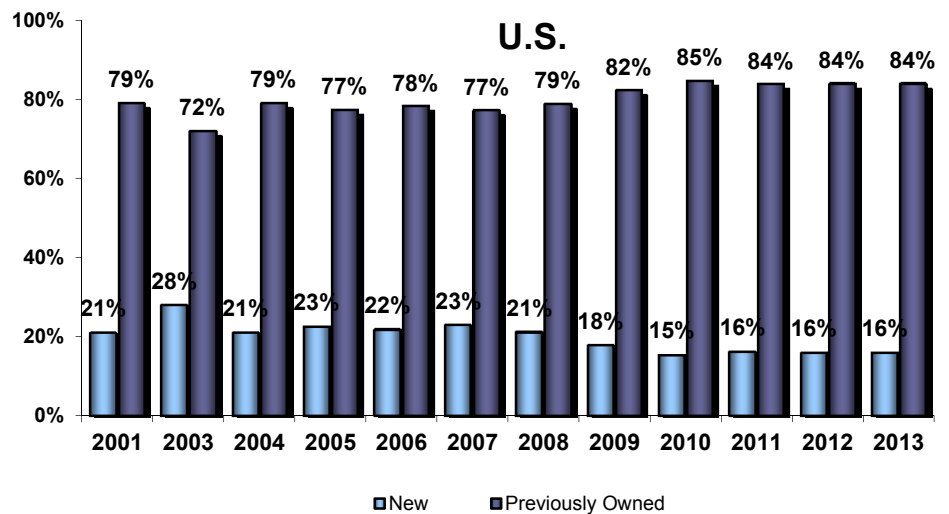
#### NEW AND PREVIOUSLY OWNED HOMES PURCHASED (Percentage Distribution)



#### 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%

#### 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	6%	16%	10%	10%	21%	15%
Previously Owned	94	84	90	90	79	85

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-3

### WHY NEW AND PREVIOUSLY OWNED HOMES PURCHASED

(Percentage Distribution)

#### New Hampshire

<b>New Home:</b>	<b>6%</b>
Avoid renovations or problems with plumbing or electricity	44%
Ability to choose and customize design features	17
Amenities of new home construction communities	4
Lack of inventory of previously owned home	9
Green/energy efficiency	9
Other	17
<b>Previously Owned Home:</b>	<b>94%</b>
Better price	25%
Better overall value	27
More charm and character	24
Lack of inventory of new homes	11
Other	17

#### U.S.

<b>New Home:</b>	<b>16%</b>
Avoid renovations or problems with plumbing or electricity	32%
Ability to choose and customize design features	25
Amenities of new home construction communities	14
Lack of inventory of previously owned home	10
Green/energy efficiency	6
Other	13
<b>Previously Owned Home:</b>	<b>84%</b>
Better price	30%
Better overall value	28
More charm and character	17
Lack of inventory of new homes	9
Other	16

## 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	91%	98%	94%	84%	84%	100%
Townhouse/row house	*	*	*	*	*	*
Apartment/condo in building with 5 or more units	*	*	*	*	*	*
Duplex/apartment/condo in 2 to 4 unit building	2	*	2	11	*	*
Other	7	2	5	5	16	*

\* 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	80%	84%	81%	65%	80%	76%
Townhouse/row house	7	7	6	12	3	5
Apartment/condo in building with 5 or more units	5	4	4	14	1	10
Duplex/apartment/condo in 2 to 4 unit building	2	2	3	4	*	3
Other	6	4	6	5	16	6

\* 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	91%	88%	93%	100%	91%
Townhouse/row house	*	*	*	*	*
Apartment/condo in building with 5 or more units	*	*	*	*	*
Duplex/apartment/condo in 2 to 4 unit building	2	3	2	*	2
Other	7	9	5	*	7

\* Less than 1 percent

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Detached single-family home	80%	77%	82%	83%	79%
Townhouse/row house	7	8	6	9	7
Apartment/condo in building with 5 or more units	5	6	5	3	6
Duplex/apartment/condo in 2 to 4 unit building	2	2	2	2	2
Other	6	7	5	3	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	91%	95%	86%	79%	92%	67%	96%	89%
Townhouse/row house	*	*	*	*	*	*	*	*
Apartment/condo in building with 5 or more units	*	*	*	*	*	*	*	*
Duplex/apartment/condo in 2 to 4 unit building	2	1	7	5	2	33	2	3
Other	7	5	7	16	6	*	3	9

\* 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	80%	86%	65%	67%	79%	69%	88%	75%
Townhouse/row house	7	5	12	12	9	11	4	9
Apartment/condo in building with 5 or more units	5	3	12	11	4	7	3	7
Duplex/apartment/condo in 2 to 4 unit building	2	2	4	3	2	2	1	3
Other	6	5	8	8	7	11	4	6

## 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
<b>Suburb/Subdivision</b>	17%	80%	72%	80%	82%	80%
<b>Small town</b>	46	7	12	5	7	6
<b>Urban area/Central city</b>	13	5	7	6	4	6
<b>Rural area</b>	23	2	3	3	1	2
<b>Resort/Recreation area</b>	1	6	6	6	5	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	17%	20%	15%	29%	16%
Small town	46	41	49	53	45
Urban area/Central city	13	16	12	6	14
Rural area	23	23	23	12	24
Resort/Recreation area	1	1	1	*	1

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Suburb/Subdivision	53%	49%	55%	65%	51%
Small town	18	17	18	15	18
Urban area/Central city	16	21	13	10	17
Rural area	11	12	10	8	11
Resort/Recreation area	3	1	4	3	3

## 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	8%	10%	3%	6%	*
	Small town	3	27	3	8	1
	Urban area/Central city	1	5	2	3	*
	Rural area	2	6	2	8	*
	Resort/Recreation area	*	1	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	37%	5%	3%	4%	2%
	Small town	6	7	2	2	*
	Urban area/Central city	5	3	5	1	1
	Rural area	6	3	2	3	1
	Resort/Recreation area	1	*	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	1%
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#### Buyers over 50 who purchased senior related housing:

Type of home purchased	
Detached single-family home	100%
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	100
Resort/ Recreation area	*

#### U.S.

All buyers over  
50

Share who purchased a home in senior related housing	14%
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#### Buyers over 50 who purchased senior related housing:

Type of home purchased	
Detached single-family home	58%
Townhouse/row house	10
Apartment/condo in building with 5 or more units	10
Duplex/apartment/condo in 2 to 4 unit building	8
Other	15
Location	
Suburb/ Subdivision	48%
Small town	16
Urban/ Central city	10
Rural area	6
Resort/ Recreation area	20

# CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-10

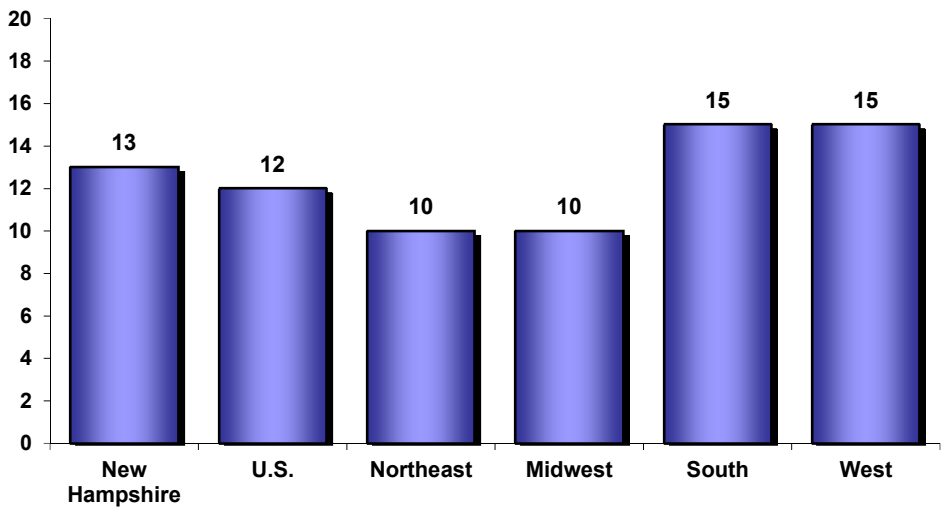
## DISTANCE BETWEEN HOME PURCHASED AND PREVIOUS RESIDENCE

(Median Miles)

	Miles
New Hampshire	13
U.S.	12
Northeast	10
Midwest	10
South	15
West	15

## 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	60%	74%	61%	64%	44%	100%
Convenient to job	59	63	57	67	57	100
Overall affordability of homes	41	39	42	42	40	33
Convenient to friends/family	39	44	38	50	29	67
Quality of the school district	36	37	42	14	32	33
Design of neighborhood	29	39	28	25	25	33
Convenient to shopping	22	35	14	44	11	67
Convenient to schools	21	24	22	14	18	33
Convenient to entertainment/leisure activities	15	26	13	17	8	100
Convenient to parks/recreational facilities	14	13	18	11	8	33
Availability of larger lots or acreage	28	17	29	8	49	*
Convenient to health facilities	8	11	6	6	8	67
Home in a planned community	0	2	*	*	*	*
Convenient to public transportation	2	*	2	8	2	*
Convenient to airport	6	11	6	6	*	33
Other	8	4	6	3	16	*

\* 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	63%	69%	57%	64%	45%	51%
Convenient to job	48	49	48	58	37	17
Overall affordability of homes	40	41	41	42	30	26
Convenient to friends/family	38	40	38	36	33	27
Quality of the school district	29	35	28	19	21	8
Design of neighborhood	28	31	26	26	21	40
Convenient to shopping	26	29	23	29	15	20
Convenient to schools	22	26	20	20	18	5
Convenient to entertainment/leisure activities	20	20	14	32	9	30
Convenient to parks/recreational facilities	19	19	17	27	10	25
Availability of larger lots or acreage	17	13	19	8	50	9
Convenient to health facilities	11	11	12	12	8	22
Home in a planned community	9	10	7	4	5	35
Convenient to public transportation	7	5	2	20	2	2
Convenient to airport	6	6	3	7	5	15
Other	5	4	7	5	7	9

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	60%	65%	50%	44%	61%	33%	70%	54%
Convenient to job	59	55	54	67	80	100	61	60
Overall affordability of homes	41	45	25	28	41	67	48	36
Convenient to friends/family	39	35	61	50	46	33	35	45
Quality of the school district	36	43	14	22	28	*	61	16
Design of neighborhood	29	28	32	39	33	*	32	28
Convenient to shopping	22	20	14	33	26	67	25	20
Convenient to schools	21	22	11	33	15	*	38	6
Convenient to entertainment/leisure activities	15	14	4	17	26	67	15	16
Convenient to parks/recreational facilities	14	16	7	*	17	*	20	10
Availability of larger lots or acreage	28	35	11	11	24	*	34	24
Convenient to health facilities	8	9	4	*	9	*	9	7
Home in a planned community	0	1	*	*	*	*	1	*
Convenient to public transportation	2	2	4	6	2	*	2	3
Convenient to airport	6	6	4	*	9	33	9	4
Other	8	6	7	6	11	33	3	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	63%	66%	58%	54%	59%	57%	65%	62%
Convenient to job	48	47	48	47	59	42	52	45
Overall affordability of homes	40	38	46	44	46	46	39	41
Convenient to friends/family	38	36	46	38	38	39	35	40
Quality of the school district	29	36	14	15	23	15	51	15
Design of neighborhood	28	29	27	25	30	29	26	30
Convenient to shopping	26	26	28	23	24	31	23	29
Convenient to schools	22	27	12	13	17	18	46	8
Convenient to entertainment/leisure activities	20	19	21	25	26	10	15	23
Convenient to parks/recreational facilities	19	20	18	19	19	6	21	18
Availability of larger lots or acreage	17	20	10	11	20	18	20	15
Convenient to health facilities	11	11	11	13	9	14	5	15
Home in a planned community	9	10	8	4	6	6	7	10
Convenient to public transportation	7	6	8	11	7	6	6	7
Convenient to airport	6	5	6	7	5	3	4	7
Other	5	5	7	5	4	4	4	6

## 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	0%	5%	3%	10%	5%	2%
\$75,000 to \$99,999	2	6	5	9	7	3
\$100,000 to \$124,999	2	8	7	11	9	5
\$125,000 to \$149,999	9	10	8	15	10	7
\$150,000 to \$174,999	9	9	9	10	10	7
\$175,000 to \$199,999	13	9	8	11	8	9
\$200,000 to \$249,999	20	14	19	13	15	12
\$250,000 to \$299,999	19	11	11	9	11	11
\$300,000 to \$349,999	10	8	8	5	7	11
\$350,000 to \$399,999	6	5	6	2	5	6
\$400,000 to \$499,999	7	7	8	3	5	11
\$500,000 or more	4	9	9	2	8	18
<b>Median price</b>	\$237,500	\$208,000	\$230,000	\$164,000	\$204,900	\$270,000

## 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	0%	*	0%
\$75,000 to \$99,999	2	*	2
\$100,000 to \$124,999	2	*	2
\$125,000 to \$149,999	9	*	10
\$150,000 to \$174,999	9	6	9
\$175,000 to \$199,999	13	12	13
\$200,000 to \$249,999	20	18	20
\$250,000 to \$299,999	19	18	19
\$300,000 to \$349,999	10	6	10
\$350,000 to \$399,999	6	29	4
\$400,000 to \$499,999	7	12	6
\$500,000 or more	4	*	4
<b>Median price</b>	<b>\$237,500</b>	<b>\$299,900</b>	<b>\$233,000</b>

\* Less than 1 percent

#### U.S.

	All Buyers	BUYERS WHO PURCHASED A	
		New Home	Previously Owned Home
Less than \$75,000	5%	1%	6%
\$75,000 to \$99,999	6	*	7
\$100,000 to \$124,999	8	3	9
\$125,000 to \$149,999	10	5	11
\$150,000 to \$174,999	9	10	9
\$175,000 to \$199,999	9	10	9
\$200,000 to \$249,999	14	19	13
\$250,000 to \$299,999	11	18	9
\$300,000 to \$349,999	8	11	7
\$350,000 to \$399,999	5	8	4
\$400,000 to \$499,999	7	8	6
\$500,000 or more	9	9	10
<b>Median price</b>	<b>\$208,000</b>	<b>\$240,700</b>	<b>\$259,000</b>



## 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	0%	*	1%
\$75,000 to \$99,999	2	4	1
\$100,000 to \$124,999	2	3	1
\$125,000 to \$149,999	9	16	4
\$150,000 to \$174,999	9	13	6
\$175,000 to \$199,999	13	14	12
\$200,000 to \$249,999	20	21	19
\$250,000 to \$299,999	19	17	20
\$300,000 to \$349,999	10	4	14
\$350,000 to \$399,999	6	3	8
\$400,000 to \$499,999	7	3	9
\$500,000 or more	4	3	4
<b>Median price</b>	<b>\$237,500</b>	<b>\$201,450</b>	<b>\$260,000</b>
Married couple	\$255,000	\$229,900	\$271,000
Single female	\$164,500	\$163,500	\$175,500
Single male	\$204,500	\$222,000	\$180,000
Unmarried couple	\$198,000	\$192,500	\$290,000
Other	\$195,000	\$128,600	\$197,500

\* Less than 1 percent

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	5%	7%	4%
\$75,000 to \$99,999	6	8	5
\$100,000 to \$124,999	8	12	6
\$125,000 to \$149,999	10	13	8
\$150,000 to \$174,999	9	11	8
\$175,000 to \$199,999	9	10	8
\$200,000 to \$249,999	14	13	15
\$250,000 to \$299,999	11	8	12
\$300,000 to \$349,999	8	6	9
\$350,000 to \$399,999	5	3	6
\$400,000 to \$499,999	7	3	9
\$500,000 or more	9	5	12
<b>Median price</b>	<b>\$210,000</b>	<b>\$170,000</b>	<b>\$240,000</b>
Married couple	\$240,000	\$190,000	\$260,000
Single female	\$150,000	\$130,000	\$170,000
Single male	\$170,000	\$170,000	\$170,000
Unmarried couple	\$180,000	\$160,000	\$230,000
Other	\$160,000	\$140,000	\$170,000

## 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%	14%	11%	14%	15%	10%	8%
90% to 94%	14	17	20	19	19	9
95% to 99%	38	34	37	39	36	26
100%	21	25	21	19	24	33
101% to 110%	13	11	7	7	9	19
More than 110%	1	2	1	1	2	5
<b>Median (purchase price as a percent of asking price)</b>	97%	98%	97%	97%	97%	100%

## 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%	2%	2%	*	1%
1,001 to 1,500 sq ft	11	17	17	12	11
1,501 to 2,000 sq ft	23	27	27	24	22
2,001 to 2,500 sq ft	32	32	32	29	32
2,501 to 3,000 sq ft	15	10	10	29	14
3,001 to 3,500 sq ft	10	9	9	*	10
3,501 sq ft or more	10	4	4	6	10
<b>Median (sq ft)</b>	<b>2,000</b>	<b>1,800</b>	<b>2,200</b>	<b>2,000</b>	<b>2,000</b>
<b>Median (sq ft)</b>	<b>2,000</b>	<b>1,800</b>	<b>2,200</b>	<b>2,000</b>	<b>2,000</b>

#### 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	13	21	9	4	15
1,501 to 2,000 sq ft	27	33	23	22	28
2,001 to 2,500 sq ft	25	25	25	26	25
2,501 to 3,000 sq ft	15	11	18	22	14
3,001 to 3,500 sq ft	9	6	11	15	8
3,501 sq ft or more	10	3	14	12	9
<b>Median (sq ft)</b>	<b>1,900</b>	<b>1,670</b>	<b>2,060</b>	<b>2,200</b>	<b>1,830</b>

\* 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%	*	*	11%	*	*	*	1%
1,001 to 1,500 sq ft	11	7	39	16	13	*	9	13
1,501 to 2,000 sq ft	23	18	22	37	35	67	17	28
2,001 to 2,500 sq ft	32	35	26	5	30	33	31	31
2,501 to 3,000 sq ft	15	18	4	21	2	*	17	10
3,001 to 3,500 sq ft	10	12	4	5	7	*	12	8
3,501 sq ft or more	10	11	4	5	13	*	14	8
<b>Median (sq ft)</b>	<b>2,000</b>	<b>2,100</b>	<b>1,400</b>	<b>1,600</b>	<b>1,800</b>	<b>1,500</b>	<b>2,100</b>	<b>1,800</b>

#### 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%	2%	2%	*	*	1%
1,001 to 1,500 sq ft	13	8	27	26	15	15	10	16
1,501 to 2,000 sq ft	27	23	36	32	36	38	20	31
2,001 to 2,500 sq ft	25	25	23	24	24	25	23	26
2,501 to 3,000 sq ft	15	18	8	8	13	11	19	13
3,001 to 3,500 sq ft	9	13	2	5	5	3	13	7
3,501 sq ft or more	10	13	2	3	4	8	16	5
<b>Median (sq ft)</b>	<b>1,900</b>	<b>2,100</b>	<b>1,500</b>	<b>1,600</b>	<b>1,700</b>	<b>1,700</b>	<b>2,200</b>	<b>1,800</b>

\* 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
<b>All homes purchased</b>						
Square feet	2,000	1,900	1,800	1,800	2,000	1,890
Price per square foot	\$124	\$110	\$130	\$90	\$100	\$135
<b>Detached single-family home</b>						
Square feet	2,000	2,000	1,850	1,900	2,110	2,000
Price per square foot	\$126	\$105	\$130	\$90	\$95	\$130
<b>Townhouse or row house</b>						
Square feet	*	1,610	1,700	1,640	1,610	1,500
Price per square foot	#N/A	\$120	\$120	\$100	\$120	\$150
<b>Duplex/apartment/condo in 2-4 unit building</b>						
Square feet	2,860	1,580	1,850	1,590	1,580	1,530
Price per square foot	\$90	\$105	\$125	\$85	\$115	\$145
<b>Apartment/condo in building with 5 or more units</b>						
Square feet	*	1,240	1,080	1,400	1,250	1,160
Price per square foot	#N/A	\$155	\$240	\$110	\$130	\$270

## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-20

### 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	1%	1%	1%	*	1%
Two bedrooms	10	13	9	6	11
Three bedrooms or more	89	87	91	94	89
Median number of bedrooms	3	3	3	3	3
One full bathroom	1	50	25	29	36
Two full bathrooms	10	43	58	47	52
Three full bathrooms or more	89	7	17	24	12
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%	1%	1%	1%
Two bedrooms	9	15	14	11	16
Three bedrooms or more	91	83	85	89	83
Median number of bedrooms	3	3	3	3	3
One full bathroom	10	26	10	1	18
Two full bathrooms	60	62	60	64	60
Three full bathrooms or more	30	12	30	35	21
Median number of full bathrooms	2	2	2	2	2

## 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%	*	4%	5%	*	*	*	1%
Two bedrooms	10	7	11	26	19	*	3	17
Three bedrooms or more	89	93	86	68	81	100	98	82
Median number of bedrooms	3	3	3	3	3	3	3	3
One full bathroom	1	27	61	42	49	67	31	40
Two full bathrooms	10	59	29	47	40	33	50	53
Three full bathrooms or more	89	14	11	11	11	*	19	8
Median number of full bathrooms	2	2	1	2	2	1	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%	*	4%	3%	2%	*	*	2%
Two bedrooms	15	9	30	26	18	18	6	20
Three bedrooms or more	84	91	66	71	80	82	94	78
Median number of bedrooms	3	3	3	3	3	3	4	3
One full bathroom	16	10	29	26	22	15	12	18
Two full bathrooms	61	60	63	61	61	66	57	64
Three full bathrooms or more	23	30	8	13	18	19	32	18
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
<b>2012</b>	6%	14%	9%	8%	19%	14%
<b>2009 through 2011</b>	2	3	3	3	4	2
<b>2006 through 2008</b>	3	8	3	6	10	8
<b>2001 through 2005</b>	11	11	7	10	12	13
<b>1986 through 2000</b>	23	22	20	23	22	22
<b>1959 through 1985</b>	27	23	21	23	22	26
<b>1912 through 1960</b>	18	17	29	23	11	14
<b>1911 or earlier</b>	11	2	9	3	1	1
<b>Median</b>	1982	1992	1974	1985	1998	1993



## CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-23

### IMPORTANCE OF COMMUTING COSTS

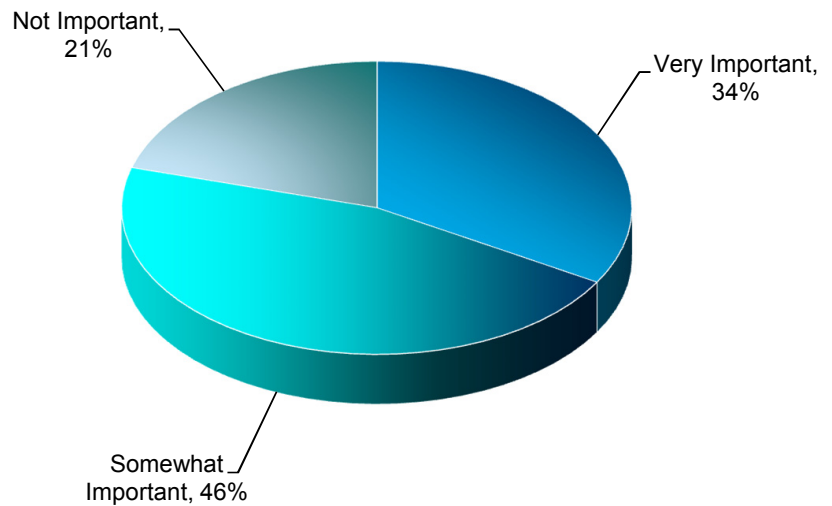
(Percentage Distribution)

#### New Hampshire

Very Important	34%
Somewhat Important	46%
Not Important	21%

### IMPORTANCE OF COMMUTING COSTS (Percentage Distribution)

#### New Hampshire

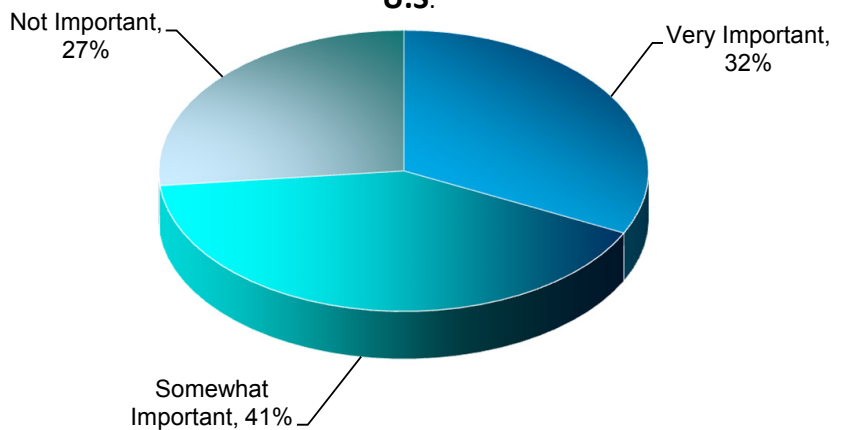


#### U.S.

Very Important	32%
Somewhat Important	41%
Not Important	27%

### IMPORTANCE OF COMMUTING COSTS (Percentage Distribution)

#### U.S.



CHARACTERISTICS OF HOMES PURCHASED

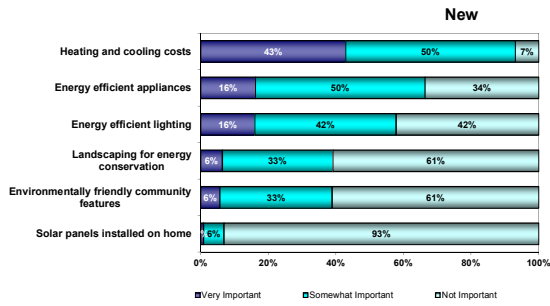
Exhibit 2-24

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

**New Hampshire**

	Very Important	Somewhat Important	Not Important
Heating and cooling costs	43%	50%	7%
Energy efficient appliances	16	50	34
Energy efficient lighting	16	42	42
Landscaping for energy conservation	6	33	61
Environmentally friendly community features	6	33	61
Solar panels installed on home	1	6	93

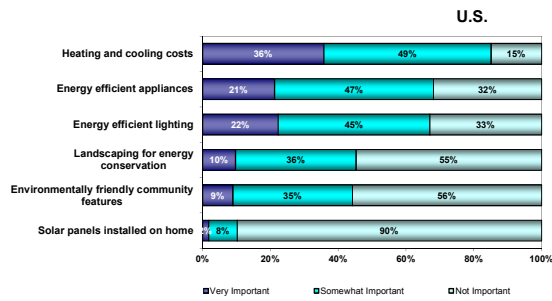
**IMPORTANCE OF HOME'S ENVIRONMENTALLY FRIENDLY FEATURES**  
(Percentage Distribution)



**U.S.**

	Very Important	Somewhat Important	Not Important
Heating and cooling costs	36%	49%	15%
Energy efficient appliances	21	47	32
Energy efficient lighting	22	45	33
Landscaping for energy conservation	10	36	55
Environmentally friendly community features	9	35	56
Solar panels installed on home	2	8	90

**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	Percent	Valid Perce	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	43%	36%	38%	33%	39%	32%
Energy efficient appliances	16	21	20	17	26	19
Energy efficient lighting	16	22	19	17	26	23
Landscaping for energy conservation	6	10	7	6	11	13
Environmentally friendly community features	6	9	8	5	12	8
Solar panels installed on home	1	2	1	1	2	2

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-26

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

*(Percentage Distribution)*

	New Hampshire	U.S.	2009 through 2012	2006 through 2011	2001 through 2008	2001 through 2005	1986 through 2000	1959 through 1985	1912 through 1960	1911 or earlier
<b>Heating and cooling costs</b>	43%	36%	51%	40%	37%	32%	33%	33%	32%	33%
<b>Energy efficient appliances</b>	16	21	46	30	25	20	15	16	15	11
<b>Energy efficient lighting</b>	16	22	42	24	25	21	19	19	17	17
<b>Landscaping for energy conservation</b>	6	10	13	9	11	11	10	9	8	3
<b>Environmentally friendly community features</b>	6	9	17	9	7	9	8	7	7	5
<b>Solar panels installed on home</b>	1	2	3	*	2	1	2	2	2	*

## 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	16%	20%	16%	19%	11%	67%
Size of home	13	17	9	22	13	*
Condition of home	19	17	21	22	13	33
Distance from job	17	17	14	3	29	33
Lot size	13	24	10	22	7	*
Style of home	9	9	7	6	15	*
Distance from friends or family	7	7	6	*	11	*
Quality of the neighborhood	4	*	3	11	5	*
Quality of the schools	3	2	2	6	3	*
Distance from school	*	*	*	*	*	*
Other compromises not listed	8	11	8	3	10	*
None - Made no compromises	33	35	33	36	31	33

#### 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	20%	20%	20%	23%	16%	17%
Size of home	18	16	22	21	14	21
Condition of home	17	14	19	21	17	15
Distance from job	14	15	13	11	20	7
Lot size	14	16	13	13	11	10
Style of home	13	13	13	15	13	15
Distance from friends or family	6	6	6	6	8	5
Quality of the neighborhood	5	4	5	9	3	3
Quality of the schools	3	3	4	6	1	*
Distance from school	2	1	2	2	2	1
None - Made no compromises	33	34	33	29	38	44
Other compromises not listed	8	8	8	11	7	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	16%	15%	17%	18%	16%
Size of home	13	15	13	12	14
Condition of home	19	21	19	*	21
Distance from job	17	19	16	18	17
Lot size	13	19	8	24	12
Style of home	9	9	9	6	9
Distance from friends or family	7	10	4	6	7
Quality of the neighborhood	4	1	6	*	4
Quality of the schools	3	4	2	6	3
Distance from school	*	*	*	*	*
Other compromises not listed	8	8	8	12	8
None - Made no compromises	33	32	34	41	32

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Price of home	20%	22%	19%	18%	21%
Size of home	18	21	16	15	18
Condition of home	17	16	17	2	19
Distance from job	14	19	11	18	14
Lot size	14	16	13	21	13
Style of home	13	16	12	11	14
Distance from friends or family	6	9	5	8	6
Quality of the neighborhood	5	6	4	3	5
Quality of the schools	3	6	2	3	3
Distance from school	2	2	1	2	1
None - Made no compromises	33	26	38	38	32
Other compromises not listed	8	9	8	7	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	16%	15%	18%	28%	17%	*	20%	13%
Size of home	13	13	11	22	15	*	12	15
Condition of home	19	18	14	28	24	*	19	20
Distance from job	17	18	14	11	17	*	17	17
Lot size	13	13	11	17	13	33	9	17
Style of home	9	8	7	11	9	33	9	8
Distance from friends or family	7	7	*	*	13	*	6	7
Quality of the neighborhood	4	4	7	6	*	33	3	5
Quality of the schools	3	2	7	*	4	*	3	3
Distance from school	*	*	*	*	*	*	*	*
Other compromises not listed	8	6	7	11	13	*	5	10
None - Made no compromises	33	33	39	39	33	*	32	34

\* 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	20%	21%	18%	21%	17%	16%	21%	19%
Size of home	18	18	19	20	17	10	18	17
Condition of home	17	16	18	15	16	18	17	16
Distance from job	14	15	11	10	17	14	17	13
Lot size	14	15	10	15	13	12	16	13
Style of home	13	13	12	14	15	19	16	12
Distance from friends or family	6	6	6	6	7	7	6	6
Quality of the neighborhood	5	4	7	5	6	12	4	6
Quality of the schools	3	3	3	2	6	2	4	3
Distance from school	2	2	1	2	1	1	3	1
None - Made no compromises	33	33	37	36	28	36	28	37
Other compromises not listed	8	8	10	7	8	9	7	9

## 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%	2%	2%	6%	2%
2 to 3 years	1	2	1	*	1
4 to 5 years	5	8	3	6	5
6 to 7 years	3	5	1	*	3
8 to 10 years	15	13	17	18	15
11 to 15 years	6	7	5	6	6
16 or more years	34	35	34	29	35
Don't Know	34	28	39	35	34
<b>Median</b>	<b>20</b>	<b>15</b>	<b>20</b>	<b>15</b>	<b>20</b>

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1 year or less	1%	2%	1%	1%	1%
2 to 3 years	2	2	3	1	3
4 to 5 years	9	12	7	11	9
6 to 7 years	3	4	2	3	3
8 to 10 years	15	16	14	11	15
11 to 15 years	6	5	7	6	6
16 or more years	27	24	29	29	27
Don't Know	37	35	39	38	37
<b>Median</b>	<b>15</b>	<b>10</b>	<b>15</b>	<b>15</b>	<b>15</b>



## 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%	*	1%	2%	*
2 to 3 years	1	8	1	*	8
4 to 5 years	5	8	6	5	*
6 to 7 years	3	*	3	1	*
8 to 10 years	15	33	15	10	17
11 to 15 years	6	*	5	7	8
16 or more years	34	25	39	33	8
Don't Know	34	25	30	41	58
<b>Median</b>	<b>20</b>	<b>10</b>	<b>20</b>	<b>20</b>	<b>10</b>

\* 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	1%	1%	1%	2%	2%
2 to 3 years	2	4	3	3	1
4 to 5 years	9	11	12	6	5
6 to 7 years	3	3	4	2	1
8 to 10 years	15	21	16	13	11
11 to 15 years	6	7	6	5	8
16 or more years	27	21	27	32	19
Don't Know	37	31	32	37	54
<b>Median</b>	<b>15</b>	<b>10</b>	<b>10</b>	<b>20</b>	<b>15</b>