

FINANCING THE HOME PURCHASE

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Exhibit 5-1

BUYERS WHO FINANCED THEIR HOME PURCHASE, BY AGE

(Percent of Respondents)

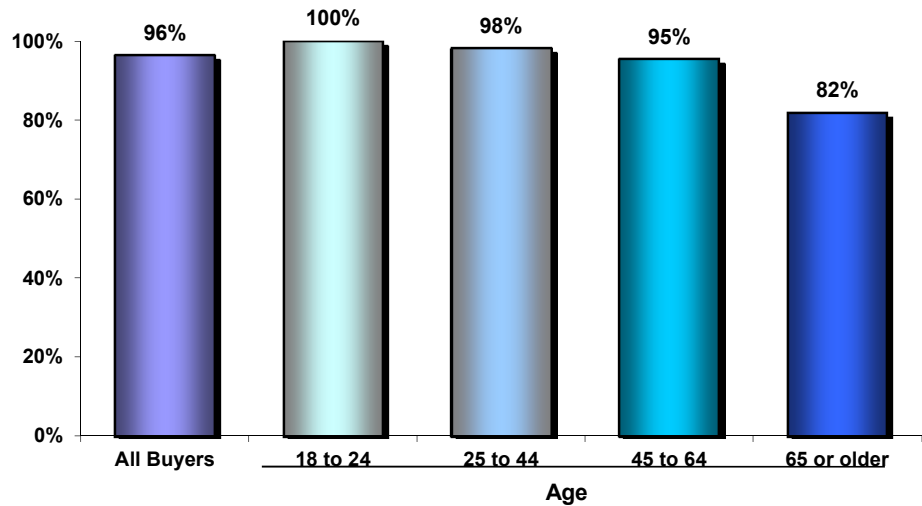
New Hampshire

All Buyers	96%
18 to 24	100%
25 to 44	98%
45 to 64	95%
65 or older	82%

BUYERS WHO FINANCED THEIR HOME PURCHASE, BY AGE

(Percent of Respondents)

New Hampshire



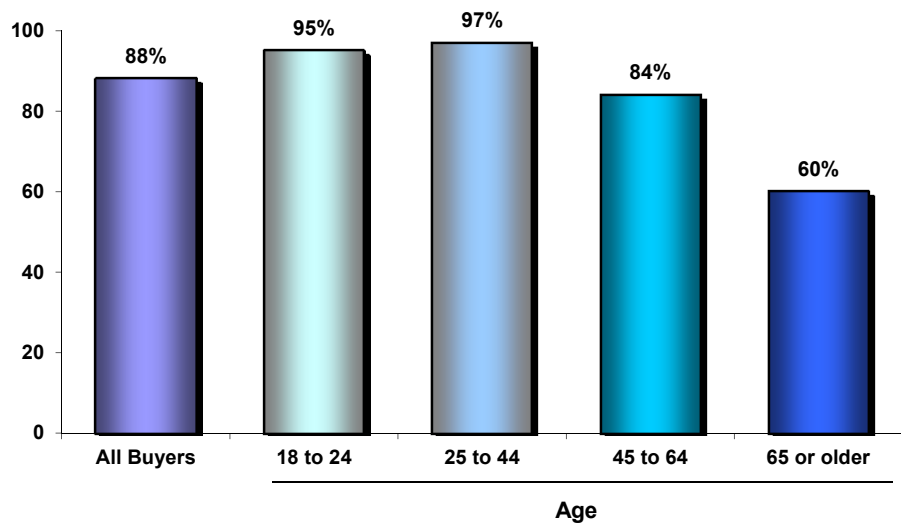
U.S.

All Buyers	88%
18 to 24	95%
25 to 44	97%
45 to 64	84%
65 or older	60%

BUYERS WHO FINANCED THEIR HOME PURCHASE, BY AGE

(Percent of Respondents)

U.S.



FINANCING THE HOME PURCHASE

Exhibit 5-2

BUYERS WHO FINANCED THEIR HOME PURCHASE, BY ADULT COMPOSITION OF HOUSEHOLD (Percent of Respondents)

New Hampshire

	ADULT COMPOSITION OF HOUSEHOLD					
	All buyers	Married couple	Single female	Single male	Unmarried couple	Other
All Buyers	96%	98%	89%	95%	98%	80%
First-time Buyers	98	100	100	89	97	100
Repeat Buyers	95	97	81	100	100	100

U.S.

	ADULT COMPOSITION OF HOUSEHOLD					
	All buyers	Married couple	Single female	Single male	Unmarried couple	Other
All Buyers	88%	89%	83%	87%	93%	76%
First-time Buyers	96	98	92	94	95	89
Repeat Buyers	83	85	76	81	88	68

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Exhibit 5-3

PERCENT OF HOME FINANCED 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
Less than 50%	8%	4%	12%	*	9%
50% to 59%	2	1	3	*	2
60% to 69%	4	4	4	*	4
70% to 79%	10	4	15	19	10
80% to 89%	15	11	17	25	14
90% to 94%	15	17	11	19	14
95% to 99%	31	38	25	31	31
100% – Financed the entire purchase price with a mortgage	16	21	12	6	17
Median percent financed	94%	96%	89%	92%	94%

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Less than 50%	9%	6%	11%	12%	9%
50% to 59%	3	2	5	4	3
60% to 69%	4	2	6	6	4
70% to 79%	12	7	15	13	12
80% to 89%	20	16	23	20	20
90% to 94%	14	16	13	12	15
95% to 99%	24	34	17	18	25
100% – Financed the entire purchase price with a mortgage	14	18	11	16	13
Median percent financed	90%	95%	86%	88%	91%

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Exhibit 5-4

SOURCES OF DOWNPAYMENT, FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents Among those who Made a Downpayment)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Savings	72%	87%	61%
Proceeds from sale of primary residence	29	1	47
Gift from relative or friend	11	16	7
Sale of stocks or bonds	6	5	7
401k/pension fund including a loan	14	11	17
Loan from relative or friend	4	2	6
Equity from primary residence buyer continue to own	1	*	2
Inheritance	5	6	4
Individual Retirement Account (IRA)	3	3	4
Loan or financial assistance from source other than employer	0	1	*
Proceeds from sale of real estate other than primary residence	2	3	2
Loan from financial institution other than a mortgage	1	1	1
Loan or financial assistance through employer	*	*	*
Other	4	5	4

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Savings	64%	78%	56%
Proceeds from sale of primary residence	31	2	47
Gift from relative or friend	14	27	8
Sale of stocks or bonds	9	9	9
401k/pension fund including a loan	8	8	8
Loan from relative or friend	4	7	2
Inheritance	4	4	4
Individual Retirement Account (IRA)	4	3	4
Equity from primary residence buyer continue to own	2	1	2
Proceeds from sale of real estate other than primary residence	2	*	3
Loan or financial assistance from source other than employer	2	3	1
Loan from financial institution other than a mortgage	1	1	1
Loan or financial assistance through employer	*	*	*
Other	4	4	3

* Less than 1 percent

FINANCING THE HOME PURCHASE

Exhibit 5-5

SOURCES OF DOWNPAYMENT, BY ADULT COMPOSITION OF HOUSEHOLD

(Percent of Respondents Among those who Made a Downpayment)

New Hampshire

	ADULT COMPOSITION OF HOUSEHOLD					
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Savings	72%	68%	68%	82%	87%	100%
Proceeds from sale of primary residence	29	36	12	18	18	100
Gift from relative or friend	11	10	4	18	13	*
Sale of stocks or bonds	6	8	*	*	8	*
401k/pension fund including a loan	14	15	12	24	11	*
Loan from relative or friend	4	5	4	*	3	*
Equity from primary residence buyer continue to own	1	1	4	*	*	*
Inheritance	5	4	8	*	11	*
Individual Retirement Account (IRA)	3	4	*	*	5	*
Loan or financial assistance from source other than employer	0	1	*	*	*	*
Proceeds from sale of real estate other than primary residence	2	3	*	*	*	*
Loan from financial institution other than a mortgage	1	1	*	*	*	*
Loan or financial assistance through employer	*	*	*	*	*	*
Other	4	2	4	18	5	*

U.S.

	ADULT COMPOSITION OF HOUSEHOLD					
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Savings	64%	63%	57%	71%	74%	53%
Proceeds from sale of primary residence	31	36	29	16	14	28
Gift from relative or friend	14	13	15	17	24	8
Sale of stocks or bonds	9	9	6	10	9	11
401k/pension fund including a loan	8	8	7	8	12	6
Loan from relative or friend	4	4	4	4	5	2
Inheritance	4	4	4	3	2	3
Individual Retirement Account (IRA)	4	4	3	4	2	1
Equity from primary residence buyer continue to own	2	2	1	1	1	*
Proceeds from sale of real estate other than primary residence	2	2	1	1	1	9
Loan or financial assistance from source other than employer	2	1	3	2	2	*
Loan from financial institution other than a mortgage	1	1	*	1	1	1
Loan or financial assistance through employer	*	1	*	*	1	1
Other	4	3	5	3	4	12

* Less than 1 percent

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Exhibit 5-6

EXPENSES THAT DELAYED SAVING FOR A DOWNPAYMENT OR SAVING FOR A HOME PURCHASE, BY FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents Who Reported Saving for a Down Payment was Difficult)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Student Loans	43%	63%	15%
Credit card debt	40	44	39
Car loan	30	38	23
Child care expenses	37	38	39
Health care costs	10	*	23
Other	17	19	15

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Student Loans	43%	54%	23%
Credit card debt	38	36	42
Car loan	31	36	22
Child care expenses	14	12	18
Health care costs	10	10	8
Other	20	17	27

FINANCING THE HOME PURCHASE

Exhibit 5-7

EXPENSES THAT DELAYED SAVING FOR A DOWNPAYMENT OR SAVING FOR A HOME PURCHASE, BY AGE (Percent of Respondents Who Reported Saving for a Down Payment was Difficult)

New Hampshire

	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
Student Loans	43%	100%	46%	33%	#N/A
Credit card debt	40	*	38	67	#N/A
Car loan	30	*	33	*	#N/A
Child care expenses	37	*	46	*	#N/A
Health care costs	10	*	8	33	#N/A
Other	17	*	17	33	#N/A

U.S.

	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
Student Loans	43%	51%	49%	15%	*
Credit card debt	38	40	36	46	14
Car loan	31	60	31	18	*
Child care expenses	14	8	15	16	*
Health care costs	10	4	9	16	*
Other	20	21	19	24	86

* Less than 1 percent

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Exhibit 5-8

EXPENSES THAT DELAYED SAVING FOR A DOWNPAYMENT OR SAVING FOR A HOME PURCHASE, BY ADULT COMPOSITION OF HOUSEHOLD

(Percent of Respondents Who Reported Saving for a Down Payment was Difficult)

New Hampshire

	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Student Loans	43%	47%	33%	25%	60%	*
Credit card debt	40	41	33	25	60	*
Car loan	30	35	33	*	20	*
Child care expenses	37	53	33	25	*	*
Health care costs	10	6	33	25	*	#N/A
Other	17	12	33	50	*	*

U.S.

	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Student Loans	43%	47%	46%	22%	34%	43%
Credit card debt	38	39	34	33	47	14
Car loan	31	29	30	33	38	14
Child care expenses	14	15	8	20	13	14
Health care costs	10	12	8	7	9	*
Other	20	18	26	22	20	43

* Less than 1 percent

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Exhibit 5-9

SACRIFICES MADE TO PURCHASE HOME, BY FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Cut spending on luxury items or non-essential items	34%	45%	25%
Cut spending on entertainment	27	37	19
Cut spending on clothes	20	27	15
Canceled vacation plans	12	10	13
Earned extra income through a second job	6	6	7
Sold a vehicle or decided not to purchase a vehicle	6	6	6
Other	5	6	5
Did not need to make any sacrifices	52	39	62

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Cut spending on luxury items or non-essential items	32%	40%	26%
Cut spending on entertainment	24	33	19
Cut spending on clothes	19	27	14
Canceled vacation plans	11	13	9
Earned extra income through a second job	6	9	4
Sold a vehicle or decided not to purchase a vehicle	5	5	5
Other	4	4	4
Did not need to make any sacrifices	57	45	64

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Exhibit 5-10

SACRIFICES MADE TO PURCHASE HOME, BY ADULT COMPOSITION OF HOUSEHOLD

(Percent of Respondents)

New Hampshire

	ADULT COMPOSITION OF HOUSEHOLD					
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Cut spending on luxury items or non-essential items	34%	34%	32%	32%	34%	67%
Cut spending on entertainment	27	27	18	26	26	67
Cut spending on clothes	20	18	25	21	15	67
Canceled vacation plans	12	10	14	32	2	67
Earned extra income through a second job	6	7	7	11	4	*
Sold a vehicle or decided not to purchase a vehicle	6	7	4	5	2	33
Other	5	5	7	5	4	*
Did not need to make any sacrifices	52	55	50	42	53	*

U.S.

	ADULT COMPOSITION OF HOUSEHOLD					
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Cut spending on luxury items or non-essential items	32%	30%	35%	30%	37%	29%
Cut spending on entertainment	24	23	28	24	28	19
Cut spending on clothes	19	17	27	16	24	17
Canceled vacation plans	11	11	9	14	10	10
Earned extra income through a second job	6	5	7	7	8	6
Sold a vehicle or decided not to purchase a vehicle	5	5	4	5	7	5
Other	4	3	6	3	6	6
Did not need to make any sacrifices	57	59	53	59	48	57

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Exhibit 5-11

DIFFICULTY OF MORTGAGE APPLICATION AND APPROVAL PROCESS, BY FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution Among those who Financed their Home Purchase)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Much more difficult than expected	17%	17%	17%
Somewhat more difficult than expected	28	29	27
Not difficult/No more difficult than expected	39	32	45
Easier than expected	16	22	11

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Much more difficult than expected	16%	16%	16%
Somewhat more difficult than expected	24	27	22
Not difficult/No more difficult than expected	42	38	45
Easier than expected	18	19	17

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Exhibit 5-12

DIFFICULTY OF MORTGAGE APPLICATION AND APPROVAL PROCESS, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution Among those who Financed their Home Purchase)

New Hampshire

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD				
		Married couple	Single female	Single male	Unmarried couple	Other
Much more difficult than expected	17%	17%	12%	17%	13%	33%
Somewhat more difficult than expected	28	28	28	28	33	*
Not difficult/No more difficult than expected	39	39	40	39	44	67
Easier than expected	16	16	20	17	11	*

* Less than 1 percent

U.S.

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD				
		Married couple	Single female	Single male	Unmarried couple	Other
Much more difficult than expected	16%	16%	14%	15%	19%	18%
Somewhat more difficult than expected	24	24	25	25	24	26
Not difficult/No more difficult than expected	42	43	39	41	42	40
Easier than expected	18	16	23	20	16	17

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Exhibit 5-13

BUYER PREVIOUSLY SOLD A DISTRESSED PROPERTY (SHORT SALE OR FORECLOSURE) *(Percentage Distribution)*

New Hampshire

All Buyers	
Previously had a distressed property s	6%
Median year of sale	2009

U.S.

All Buyers	
Previously had a distressed property sale	6%
Median year of sale	2009

FINANCING THE HOME PURCHASE

Exhibit 5-14

TYPE OF MORTGAGE, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution Among those who Financed their Home Purchase)

New Hampshire

	All Buyers	First-time	
		Buyers	Repeat Buyers
Fixed-rate mortgage	96%	94%	97%
Adjustable-rate mortgage	1	2	1
Don't know	1	1	1
Other	2	3	1

* Less than 1 percent

U.S.

	All Buyers	First-time	
		Buyers	Repeat Buyers
Fixed-rate mortgage	94%	95%	93%
Adjustable-rate mortgage	3	2	4
Don't know	2	1	2
Other	1	2	1

* Less than 1 percent

FINANCING THE HOME PURCHASE

Exhibit 5-15

TYPE OF LOAN, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution Among those who Financed their Home Purchase)

New Hampshire

	All Buyers	First-time Buyers	Repeat Buyers
Conventional	52%	38%	61%
VA	10	4	14
FHA	29	42	19
Don't know	5	5	5
Other	5	10	1

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Conventional	57%	42%	67%
FHA	26	39	18
VA	10	8	11
Don't Know	4	5	3
Other	4	6	3

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Exhibit 5-16

BUYERS' VIEW OF HOMES AS A FINANCIAL INVESTMENT, 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
Good financial investment	77%	80%	75%	65%	78%
Better than stocks	46	52	41	41	46
About as good as stocks	22	22	22	18	23
Not as good as stocks	10	6	12	6	10
Not a good financial investment	7	5	9	12	7
Don't know	16	15	17	24	15

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Good financial investment	81%	86%	78%	82%	81%
Better than stocks	44	52	40	43	45
About as good as stocks	27	25	28	29	26
Not as good as stocks	10	9	11	11	10
Not a good financial investment	6	2	7	5	5
Don't know	13	12	14	13	14

FINANCING THE HOME PURCHASE

Exhibit 5-17

BUYERS' VIEW OF HOMES AS A FINANCIAL INVESTMENT, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution)

New Hampshire

	ADULT COMPOSITION OF HOUSEHOLD					
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Good financial investment	77%	75%	70%	68%	87%	100%
Better than stocks	46	42	41	32	63	100
About as good as stocks	22	22	26	37	15	*
Not as good as stocks	10	12	4	*	9	*
Not a good financial investment	7	10	4	11	*	*
Don't know	16	15	26	21	13	*

* Less than 1 percent

U.S.

	ADULT COMPOSITION OF HOUSEHOLD					
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Good financial investment	81%	81%	79%	86%	84%	79%
Better than stocks	44	43	44	49	51	53
About as good as stocks	27	27	28	27	26	22
Not as good as stocks	10	12	7	10	7	4
Not a good financial investment	6	6	4	6	4	6
Don't know	13	13	17	8	12	16