

CHARACTERISTICS OF HOMES PURCHASED

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CHARACTERISTICS OF HOMES PURCHASED

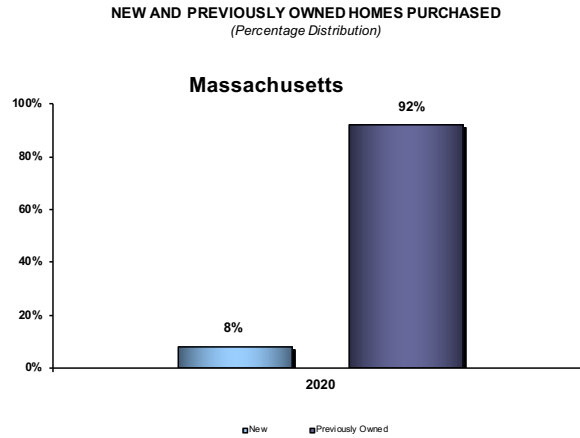
Exhibit 2-1

NEW AND PREVIOUSLY OWNED HOMES PURCHASED, 1981-2020

(Percentage Distribution)

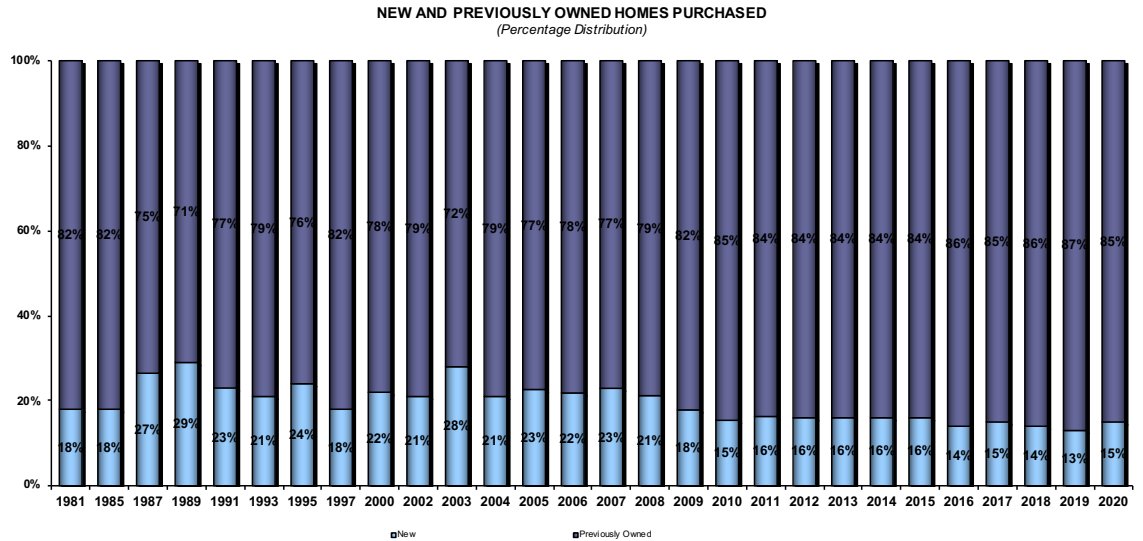
Massachusetts

	New	Previously Owned
2020	8%	92%



U.S.

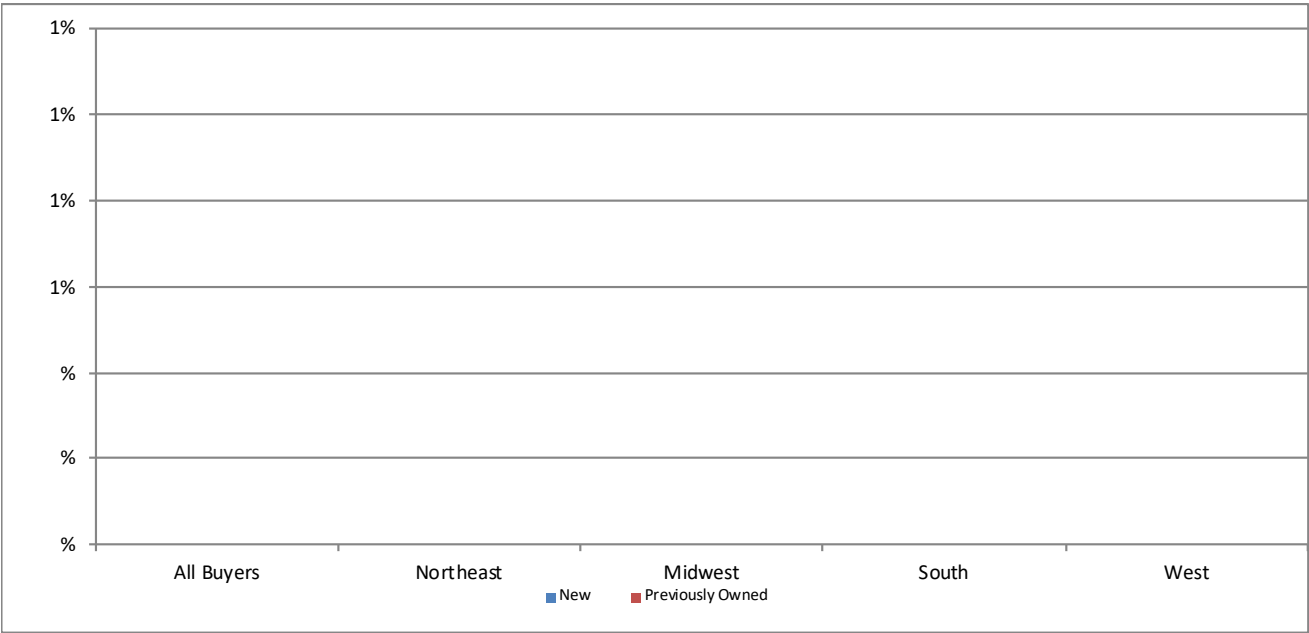
	New	Previously Owned
1981	18%	82%
1985	18%	82%
1987	27%	73%
1989	29%	71%
1991	23%	77%
1993	21%	79%
1995	24%	76%
1997	18%	82%
1999	22%	78%
2000	22%	78%
2002	21%	79%
2003	28%	72%
2004	21%	79%
2005	23%	77%
2006	22%	78%
2007	23%	77%
2008	21%	79%
2009	18%	82%
2010	15%	85%
2011	16%	84%
2012	16%	84%
2013	16%	84%
2014	16%	84%
2015	16%	84%
2016	14%	86%
2017	15%	85%
2018	14%	86%
2019	13%	87%
2020	15%	85%



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-2
NEW AND PREVIOUSLY OWNED HOMES PURCHASED, BY REGION
(Percentage Distribution)

BUYERS WHO PURCHASED A HOME IN THE						
	Massachusetts	U.S.	Northeast	Midwest	South	West
New	8%	15%	8%	8%	21%	16%
Previously Owned	92	85	92	92	79	84



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-3

WHY NEW AND PREVIOUSLY OWNED HOMES PURCHASED

(Percent of Respondents)

Massachusetts

New Home:	8%
Avoid renovations or problems with plumbing or electricity	55%
Ability to choose and customize design features	20
Amenities of new home construction communities	10
Lack of inventory of previously owned home	10
Green/energy efficiency	15
Other	10
Previously Owned Home:	92%
Better price	36%
Better overall value	28
More charm and character	21
Lack of inventory of new homes	18
Want to DIY a fixer upper	5
Other	10

U.S.

New Home:	
Avoid renovations or problems with plumbing or electricity	44%
Ability to choose and customize design features	30
Amenities of new home construction communities	24
Green/energy efficiency	15
Lack of inventory of previously owned home	12
Smart home features	10
Other	16
Previously Owned Home:	
Better overall value	35%
Better price	31
More charm and character	20
Other	19
Lack of inventory of new homes	10
Want to DIY a fixer upper	6

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-4
TYPE OF HOME PURCHASED, BY LOCATION
(Percentage Distribution)

Massachusetts

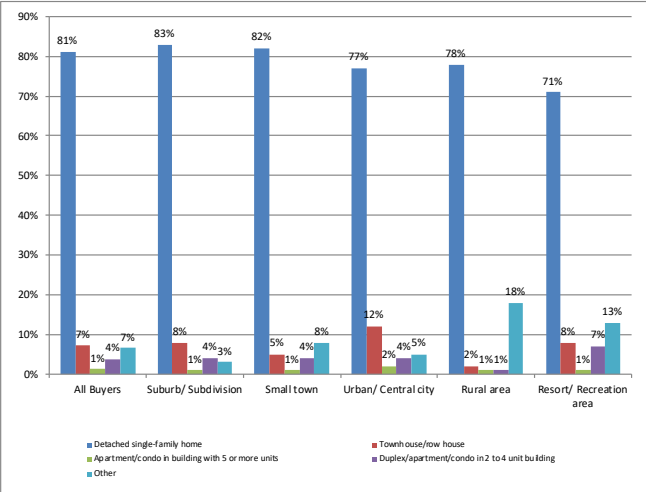
	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	82%	90%	77%	85%	69%	50%
Townhouse/row house	7	5	9	8	9	*
Apartment/condo in building with 5 or more units	1	*	1	*	9	*
Duplex/apartment/condo in 2 to 4 unit building	4	4	5	*	6	25
Other	6	2	8	8	9	25

* 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	81%	83%	82%	77%	78%	71%
Townhouse/row house	7%	8%	5%	12%	2%	8%
Apartment/condo in building with 5 or more units	1%	1%	1%	2%	1%	1%
Duplex/apartment/condo in 2 to 4 unit building	4%	4%	4%	4%	1%	7%
Other	7%	3%	8%	5%	18%	13%

* 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)

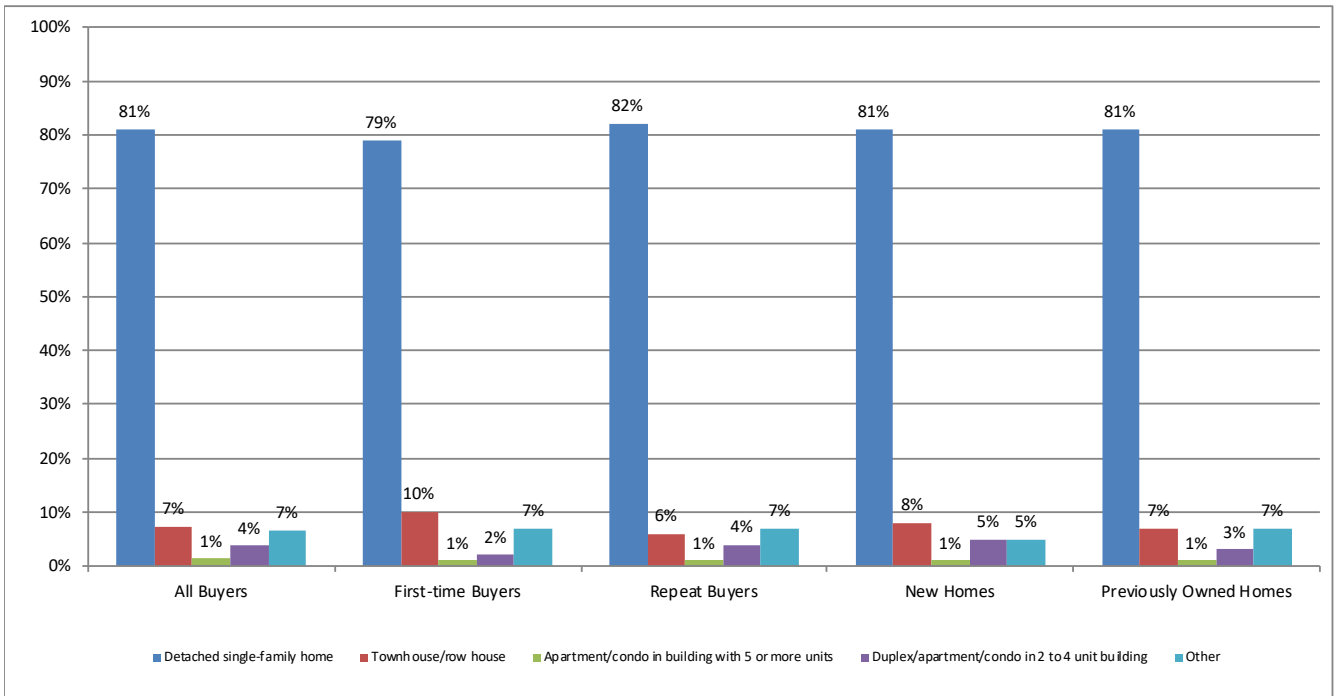
Massachusetts

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Detached single-family home	82%	88%	79%	71%	83%
Townhouse/row house	7	2	9	24	5
Apartment/condo in building with 5 or more units	1	1	2	*	2
Duplex/apartment/condo in 2 to 4 unit building	4	2	6	5	5
Other	6	7	5	*	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	81%	79%	82%	81%	81%
Townhouse/row house	7%	10%	6%	8%	7%
Apartment/condo in building with 5 or more units	1%	1%	1%	1%	1%
Duplex/apartment/condo in 2 to 4 unit building	4%	2%	4%	5%	3%
Other	7%	7%	7%	5%	7%



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-6

TYPE OF HOME PURCHASED, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution)

Massachusetts

	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
Detached single-family home	82%	83%	70%	87%	91%	88%	95%	76%
Townhouse/row house	7	6	15	*	4	*	3	8
Apartment/condo in building with 5 or more units	1	1	4	3	*	*	*	2
Duplex/apartment/condo in 2 to 4 unit building	4	6	4	*	*	13	*	7
Other	6	5	7	10	4	*	1	7

* Less than 1 percent

U.S.

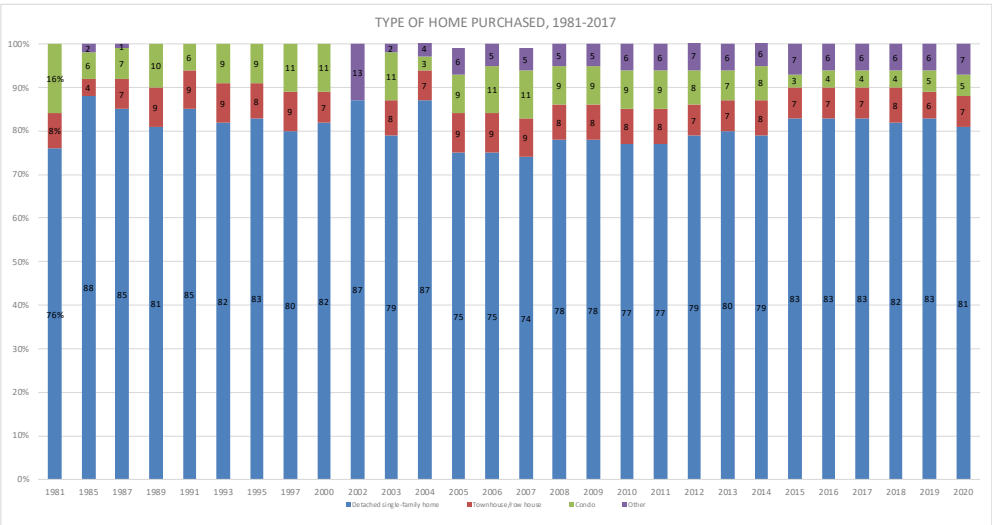
	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Detached single-family home	81%	85%	69%	74%	83%	85%	89%	77%
Townhouse/row house	7	5	14	10	8	5	5	8
Apartment/condo in building with 5 or more units	1	1	3	2	1	2	1	2
	4							
Duplex/apartment/condo in 2 to 4 unit building		3	7	5	2	3	1	5
Other	7	6	7	9	7	5	4	8

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-7
TYPE OF HOME PURCHASED, 1981-2020
(Percentage Distribution)

	Detached single-family home	Townhouse/row house	Condo	Other
1981	76%	8%	16%	
1985	85	4	6	2
1987	85	7	7	1
1989	81	9	10	
1991	83	9	6	
1993	82	9	9	
1995	83	8	11	
1997	80	9	11	
2000	82	7	11	
2002	87		13	
2003	79	8	11	2
2004	87	7	3	4
2005	75	9	9	6
2006	75	9	11	5
2007	74	9	11	5
2008	78	8	9	5
2009	78	8	9	5
2010	77	8	9	6
2011	77	8	9	6
2012	79	7	8	7
2013	80	7	8	6
2014	79	7	8	6
2015	83	7	7	6
2016	83	7	7	6
2017	83	7	7	6
2018	82	7	7	6
2019	81	7	7	6
2020	81	7	5	7



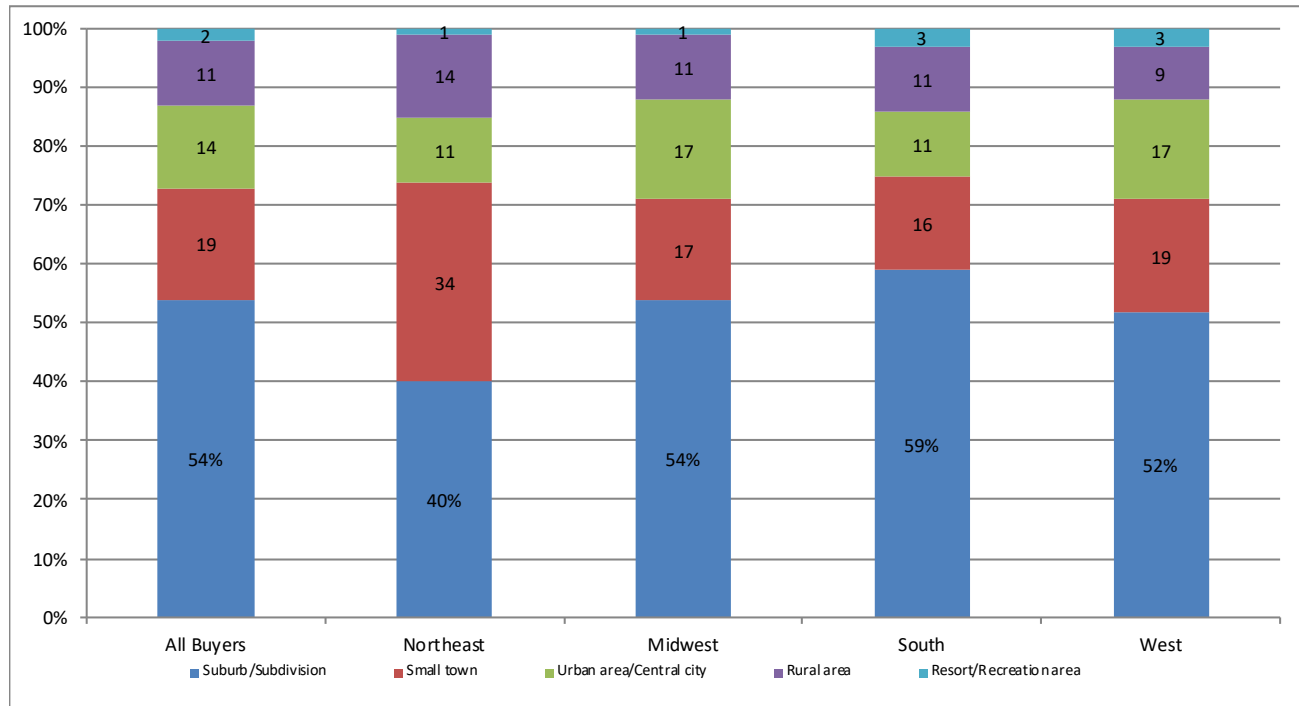
CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-8

LOCATION OF HOME PURCHASED, BY REGION

(Percentage Distribution)

	BUYERS WHO PURCHASED A HOME IN THE					
	Massachusetts	U.S.	Northeast	Midwest	South	West
Suburb/Subdivision	40%	50%	36%	48%	54%	51%
Small town	35	22	36	24	18	19
Urban area/Central city	10	13	8	15	12	15
Rural area	13	13	18	12	12	12
Resort/Recreation area	1	3	2	1	4	3



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-9

LOCATION OF HOME PURCHASED BY FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND PREVIOUSLY OWNED HOMES

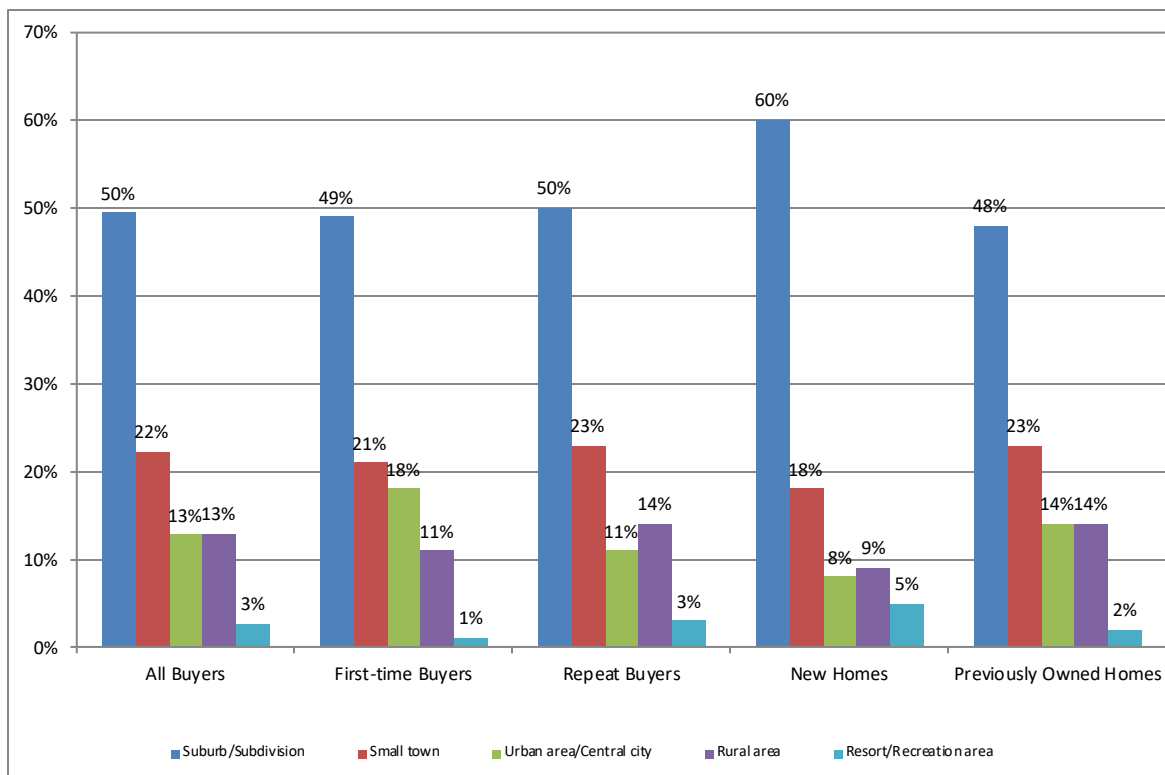
(Percentage Distribution)

Massachusetts

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Suburb/Subdivision	40%	50%	36%	43%	41%
Small town	35	27	39	33	35
Urban area/Central city	10	11	9	5	10
Rural area	13	11	13	19	12
Resort/Recreation area	1	*	2	*	2

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Suburb/Subdivision	50%	49%	50%	60%	48%
Small town	22%	21%	23%	18%	23%
Urban area/Central city	13%	18%	11%	8%	14%
Rural area	13%	11%	14%	9%	14%
Resort/Recreation area	3%	1%	3%	5%	2%



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-10

LOCATION OF HOME PURCHASED VERSUS LOCATION OF HOME SOLD

(Percentage Distribution Among those that Sold a Home)

U.S.

		LOCATION OF HOME PURCHASED				
		Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
LOCATION OF HOME SOLD	Suburb/Subdivision	69%	27%	26%	35%	46%
	Small town	9	42	8	25	9
	Urban area/Central city	10	10	52	12	11
	Rural area	10	17	11	28	16
	Resort/Recreation area	2	3	3	1	18

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-11

SENIOR RELATED HOUSING BY TYPE OF HOME PURCHASED AND LOCATION

(Percentage Distribution)

Massachusetts

	All buyers over 50
Share who purchased a home in senior related housing	9%
Buyers over 50 who purchased senior related housing:	
Type of home purchased	
Detached single-family home	30%
Townhouse/row house	17
Apartment/condo in building with 5 or more units	9
Duplex/apartment/condo in 2 to 4 unit building	30
Other	13
Location	
Suburb/ Subdivision	32%
Small town	53
Urban/ Central city	11
Rural area	*
Resort/ Recreation area	5

U.S.

	All buyers over 50
Share who purchased a home in senior-related housing	12%
Buyers over 50 who purchased senior-related housing:	
Type of home purchased	
Detached single-family home	62%
Townhouse/row house	9
Apartment/condo in building with 5 or more units	4
Duplex/apartment/condo in 2 to 4 unit building	13
Other	12
Location	
Suburb/ Subdivision	52%
Small town	19
Urban/ Central city	10
Rural area	6
Resort/ Recreation area	13

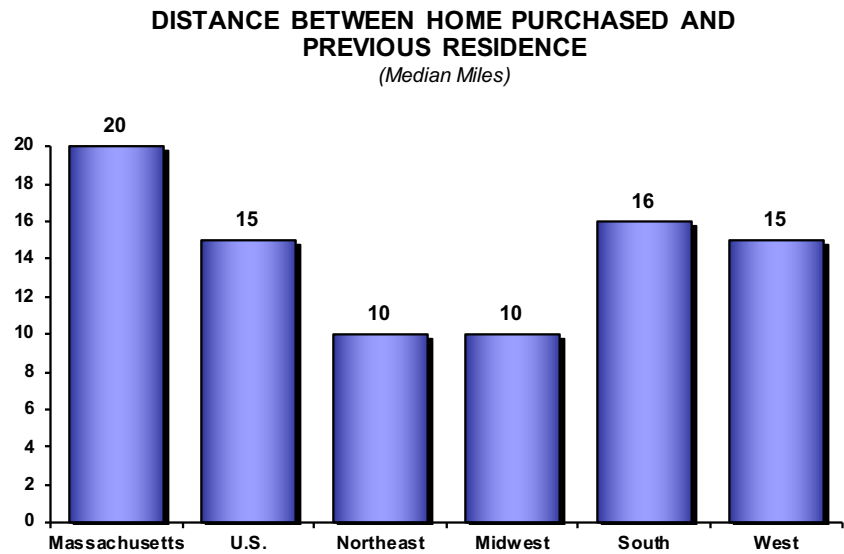
CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-12

DISTANCE BETWEEN HOME PURCHASED AND PREVIOUS RESIDENCE

(Median Miles)

	Miles
Massachusetts	20
U.S.	15
Northeast	10
Midwest	10
South	16
West	15



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-13

FACTORS INFLUENCING NEIGHBORHOOD CHOICE, BY LOCATION

(Percent of Respondents)

Massachusetts

	All Buyers	BUYERS WHO PURCHASED A HOME IN A				
		Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Quality of the neighborhood	63%	66%	70%	58%	41%	50%
Convenient to job	51	59	51	54	26	25
Overall affordability of homes	37	37	33	38	47	25
Convenient to friends/family	48	54	44	58	38	*
Quality of the school district	29	44	22	19	15	*
Design of neighborhood	28	30	27	31	26	25
Convenient to shopping	26	27	26	23	24	50
Convenient to schools	19	25	16	23	9	*
Convenient to vet/outdoor space for pet	20	19	20	12	26	25
Convenient to entertainment/leisure activities	23	27	18	31	15	50
Convenient to parks/recreational facilities	23	25	28	12	12	25
Availability of larger lots or acreage	19	19	16	8	32	25
Convenient to health facilities	11	11	12	4	12	25
Home in a planned community	7	6	9	*	15	25
Convenient to public transportation	15	25	12	8	3	*
Convenient to airport	3	5	3	*	3	*
Walkability	25	28	23	15	26	50
Access to bike paths	10	6	14	*	18	25
Other	9	8	12	4	12	*

* Less than 1 percent

U.S.

	All Buyers	BUYERS WHO PURCHASED A HOME IN A				
		Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Quality of the neighborhood	62%	70%	56%	63%	43%	57%
Convenient to job	45	49	41	54	36	13
Overall affordability of homes	43	42	41	43	34	32
Convenient to friends/family	41	45	45	43	37	26
Convenient to shopping	29	33	25	33	19	34
Design of neighborhood	29	33	25	30	17	42
Quality of the school district	24	28	21	16	17	10
Convenient to entertainment/leisure activities	23	24	17	31	12	49
Convenient to schools	23	24	19	19	16	8
Convenient to parks/recreational facilities	22	26	22	27	14	32
Availability of larger lots or acreage	21	16	18	9	50	13
Walkability	20	21	23	31	9	22
Convenient to vet/outdoor space for pet	18	17	17	19	22	15
Convenient to health facilities	15	15	15	12	10	25
Access to bike paths	10	10	10	14	4	14
Home in a planned community	9	11	6	6	4	30
Convenient to airport	8	9	5	11	4	16
Convenient to public transportation	5	5	3	16	1	2
Other	7	6	8	6	11	18

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-14

FACTORS INFLUENCING NEIGHBORHOOD CHOICE, BY ADULT COMPOSITION OF HOUSEHOLD AND CHILDREN IN HOUSHOLD (Percent of Respondents)

Massachusetts

	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%	67%	63%	39%	71%	63%	66%	62%
Convenient to job	51	52	63	42	50	38	56	50
Overall affordability of homes	37	37	41	29	46	25	34	38
Convenient to friends/family	48	46	61	39	46	38	46	49
Quality of the school district	29	41	13	6	25	25	61	14
Design of neighborhood	28	31	26	13	29	38	33	26
Convenient to shopping	26	26	33	26	8	38	15	31
Convenient to schools	19	25	11	3	21	*	46	6
Convenient to vet/outdoor space for pet	20	21	20	10	29	13	12	24
Convenient to entertainment/leisure activities	23	22	35	13	21	13	20	25
Convenient to parks/recreational facilities	23	22	26	16	33	13	15	26
Availability of larger lots or acreage	19	20	7	26	29	25	16	20
Convenient to health facilities	11	11	15	10	8	*	5	14
Home in a planned community	7	8	11	*	4	13	7	8
Convenient to public transportation	15	20	9	6	13	13	13	17
Convenient to airport	3	3	*	13	*	*	1	4
Walkability	25	25	37	19	13	25	22	26
Access to bike paths	10	10	15	10	4	*	8	10
Other	9	9	9	10	8	25	5	12

* 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	62%	64%	61%	57%	62%	50%	65%	61%
Convenient to job	45	45	41	44	59	40	56	40
Overall affordability of homes	43	38	46	42	49	42	41	41
Convenient to friends/family	41	41	53	39	44	39	41	44
Convenient to shopping	29	30	28	28	30	26	25	31
Design of neighborhood	29	31	27	25	30	19	29	29
Quality of the school district	24	28	13	11	21	15	49	11
Convenient to entertainment/leisure activities	23	21	22	25	31	13	19	24
Convenient to schools	23	25	13	10	18	15	49	7
Convenient to parks/recreational facilities	22	24	22	22	25	14	27	22
Availability of larger lots or acreage	21	23	10	16	21	21	25	18
Walkability	20	21	23	20	20	18	19	23
Convenient to vet/outdoor space for pet	18	17	20	13	27	14	14	19
Convenient to health facilities	15	15	15	11	10	17	9	17
Access to bike paths	10	10	8	10	10	4	9	10
Home in a planned community	9	10	5	6	5	6	8	9
Convenient to airport	8	7	6	12	9	5	6	9
Convenient to public transportation	5	5	4	7	7	6	6	5
Other	7	7	9	8	6	10	5	8

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-15

PRICE OF HOME PURCHASED, BY REGION

(Percentage Distribution)

	BUYERS WHO PURCHASED A HOME IN THE					
	Massachusetts	U.S.	Northeast	Midwest	South	West
Less than \$75,000	1%	3%	6%	6%	2%	1%
\$75,000 to \$99,999	1	3	4	6	2	1
\$100,000 to \$124,999	*	4	4	7	3	1
\$125,000 to \$149,999	2	6	7	8	6	1
\$150,000 to \$174,999	3	7	8	11	7	2
\$175,000 to \$199,999	4	7	7	10	7	3
\$200,000 to \$249,999	8	14	14	18	17	7
\$250,000 to \$299,999	11	13	12	12	15	10
\$300,000 to \$349,999	9	10	10	7	11	12
\$350,000 to \$399,999	9	8	8	5	9	11
\$400,000 to \$499,999	17	10	8	6	10	17
\$500,000 or more	35	15	13	4	11	33
Median price	\$406,500	\$272,500	\$253,000	\$206,500	\$267,000	\$400,000

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-16

PRICE OF HOME PURCHASED, NEW AND PREVIOUSLY OWNED HOMES

(Percentage Distribution)

Massachusetts

	All Buyers	BUYERS WHO PURCHASED A	
		New Home	Previously Owned Home
Less than \$75,000	1%	*	1%
\$75,000 to \$99,999	1	*	1
\$100,000 to \$124,999	*	*	*
\$125,000 to \$149,999	2	*	2
\$150,000 to \$174,999	3	*	4
\$175,000 to \$199,999	4	*	4
\$200,000 to \$249,999	8	*	8
\$250,000 to \$299,999	11	5	10
\$300,000 to \$349,999	9	14	9
\$350,000 to \$399,999	9	5	10
\$400,000 to \$499,999	17	24	17
\$500,000 or more	35	52	33
Median price	\$406,500	\$457,000	\$415,000

* Less than 1 percent

U.S.

	All Buyers	BUYERS WHO PURCHASED A	
		New Home	Previously Owned Home
Less than \$75,000	3%	1%	3%
\$75,000 to \$99,999	3	*	4
\$100,000 to \$124,999	4	*	4
\$125,000 to \$149,999	6	2	6
\$150,000 to \$174,999	7	2	8
\$175,000 to \$199,999	7	3	7
\$200,000 to \$249,999	14	13	14
\$250,000 to \$299,999	13	17	12
\$300,000 to \$349,999	10	15	10
\$350,000 to \$399,999	8	12	8
\$400,000 to \$499,999	10	14	10
\$500,000 or more	15	20	14
Median price	\$272,500	\$334,100	\$260,000

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-17

PRICE OF HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Massachusetts

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	1%	*	1%
\$75,000 to \$99,999	1	1	1
\$100,000 to \$124,999	*	*	1
\$125,000 to \$149,999	2	2	1
\$150,000 to \$174,999	3	3	3
\$175,000 to \$199,999	4	3	4
\$200,000 to \$249,999	8	16	4
\$250,000 to \$299,999	11	9	11
\$300,000 to \$349,999	9	14	7
\$350,000 to \$399,999	9	6	11
\$400,000 to \$499,999	17	18	17
\$500,000 or more	35	26	39
Median price	\$406,500	\$344,250	\$445,000

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	3%	5%	2%
\$75,000 to \$99,999	3	4	2
\$100,000 to \$124,999	4	5	3
\$125,000 to \$149,999	6	8	4
\$150,000 to \$174,999	7	9	6
\$175,000 to \$199,999	7	8	6
\$200,000 to \$249,999	14	16	13
\$250,000 to \$299,999	13	13	13
\$300,000 to \$349,999	10	9	11
\$350,000 to \$399,999	8	6	9
\$400,000 to \$499,999	10	7	12
\$500,000 or more	15	9	17
Median price	\$272,500	\$230,000	\$297,000
Married couple	\$305,000	\$256,000	\$325,000
Single female	\$210,000	\$180,200	\$220,000
Single male	\$234,000	\$196,900	\$259,000
Unmarried couple	\$250,000	\$220,000	\$294,000
Other	\$230,000	\$205,000	\$266,000

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-18

PURCHASE PRICE COMPARED WITH ASKING PRICE, BY REGION

(Percentage Distribution)

			BUYERS WHO PURCHASED A HOME IN THE			
Percent of asking price:	Massachusetts	U.S.	Northeast	Midwest	South	West
Less than 90%	8%	9%	11%	11%	8%	6%
90% to 94%	9	13	16	15	14	8
95% to 99%	35	34	31	32	37	34
100%	27	30	26	27	31	32
101% to 110%	20	13	14	13	10	17
More than 110%	2	2	1	1	1	3
Median (purchase price as a percent of asking price)	99%	99%	98%	98%	98%	99%

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-19

SIZE OF HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND PREVIOUSLY OWNED HOMES

(Percentage Distribution)

Massachusetts

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1,000 sq ft or less	2%	2%	*	*	1%
1,001 to 1,500 sq ft	19	20	9	4	13
1,501 to 2,000 sq ft	27	28	16	19	17
2,001 to 2,500 sq ft	23	22	18	22	18
2,501 to 3,000 sq ft	12	11	14	13	13
3,001 to 3,500 sq ft	8	4	14	19	11
3,501 sq ft or more	9	13	29	22	28
Median (sq ft)	2,300	1,770	2,510	2,350	2,300

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1,000 sq ft or less	*	1%	*	*	*
1,001 to 1,500 sq ft	14	20	10	3	15
1,501 to 2,000 sq ft	27	35	23	23	28
2,001 to 2,500 sq ft	25	25	25	30	24
2,501 to 3,000 sq ft	15	11	17	21	14
3,001 to 3,500 sq ft	10	5	12	13	9
3,501 sq ft or more	9	4	11	11	9
Median (sq ft)	1,900	1,680	2,020	2,150	1,860

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-20

SIZE OF HOME PURCHASED, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution)

Massachusetts

	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	2%	*	2%	*	*	22%	1%	2%
1,001 to 1,500 sq ft	19	6	22	25	10	*	6	25
1,501 to 2,000 sq ft	27	16	24	6	29	11	25	29
2,001 to 2,500 sq ft	23	15	24	38	33	33	21	24
2,501 to 3,000 sq ft	12	15	7	13	10	*	16	10
3,001 to 3,500 sq ft	8	14	7	13	10	22	15	4
3,501 sq ft or more	9	33	12	6	10	11	15	6
Median (sq ft)	2,300	2,670	1,770	2,000	1,920	2,300	2,910	2,100

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%	1%	*	1%	*	*
1,001 to 1,500 sq ft	14	9	23	23	17	16	8	16
1,501 to 2,000 sq ft	27	22	38	33	35	26	20	31
2,001 to 2,500 sq ft	25	26	24	19	27	27	25	25
2,501 to 3,000 sq ft	15	18	8	12	10	16	18	13
3,001 to 3,500 sq ft	10	13	4	6	5	6	15	8
3,501 sq ft or more	9	12	3	5	6	9	14	7
Median (sq ft)	1,900	2,100	1,590	1,650	1,700	1,900	2,200	1,800

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-21

HOME SIZE AND PRICE PER SQUARE FOOT, BY REGION

(Median)

	Massachusetts	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
All homes purchased						
Square feet	2,300	1,900	1,750	1,800	2,000	1,900
Price per square foot	\$228	\$140	\$140	\$110	\$130	\$200
Detached single-family home						
Square feet	2,540	2,000	1,800	1,890	2,100	2,000
Price per square foot	\$173	\$140	\$150	\$110	\$130	\$200
Townhouse or row house						
Square feet	1,800	1,660	1,650	1,700	1,770	1,510
Price per square foot	\$222	\$150	\$140	\$130	\$150	\$220
Duplex/apartment/condo in 2-4 unit building						
Square feet	2,360	1,600	1,690	1,580	1,600	1,540
Price per square foot	\$191	\$140	\$140	\$130	\$140	\$310
Apartment/condo in building with 5 or more units						
Square feet	1,750	1,300	1,300	1,350	1,360	1,100
Price per square foot	\$189	\$170	\$170	\$110	\$170	\$320

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-22

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

Massachusetts

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
One bedroom	2%	2%	2%	*	2%
Two bedrooms	20	17	21	29	19
Three bedrooms or more	78	81	76	71	78
Median number of bedrooms	3	3	3	3	3
One full bathroom	32	46	25	*	35
Two full bathrooms	55	50	57	76	53
Three full bathrooms or more	13	4	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	1%	1%	*	*	1%
Two bedrooms	15	15	15	9	16
Three bedrooms or more	84	84	85	91	83
Median number of bedrooms	3	3	3	3	3
One full bathroom	16	26	12	2	19
Two full bathrooms	58	60	58	60	58
Three full bathrooms or more	25	14	31	38	23
Median number of full bathrooms	2	2	2	2	2

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-23

NUMBER OF BEDROOMS AND BATHROOMS, BY ADULT HOUSEHOLD COMPOSITION AND CHILDREN IN HOUSEHOLD

(Percentage Distribution)

Massachusetts

	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%	1%	7%	3%	*	*	*	3%
Two bedrooms	20	16	37	10	21	*	6	25
Three bedrooms or more	78	83	57	87	79	100	94	71
Median number of bedrooms	3	4	3	3	3	3	4	3
One full bathroom	32	27	41	26	58	25	21	38
Two full bathrooms	55	60	52	55	38	13	58	53
Three full bathrooms or more	13	12	7	19	4	63	21	9
Median number of full bathrooms	2	2	2	2	2	2	3	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%	*	1%	2%	1%	*	*	1%
Two bedrooms	15	11	27	21	14	13	5	20
Three bedrooms or more	84	89	72	77	85	87	95	79
Median number of bedrooms	3	3	3	3	3	3	4	3
One full bathroom	16	11	24	25	27	24	13	18
Two full bathrooms	58	58	64	56	57	50	54	60
Three full bathrooms or more	25	31	13	18	16	27	33	22
Median number of full bathrooms	2	2	2	2	2	2	2	2

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-24

YEAR HOME BUILT, BY REGION

(Percentage Distribution)

		BUYERS WHO PURCHASED A HOME IN THE				
	Massachusetts	U.S.	Northeast	Midwest	South	West
2020	2%	4%	1%	1%	5%	5%
2019	5	10	5	5	14	10
2018 through 2013	4	7	3	5	9	7
2012 through 2007	3	7	3	5	8	7
2006 through 2001	6	12	8	10	14	11
2000 through 1985	17	20	18	19	20	23
1984 through 1959	25	22	24	26	19	21
1958 through 1916	27	16	27	23	8	13
1915 and older	11	4	11	5	1	2
Median	2001	1993	1970	1979	2001	1996

CHARACTERISTICS OF HOMES PURCHASED

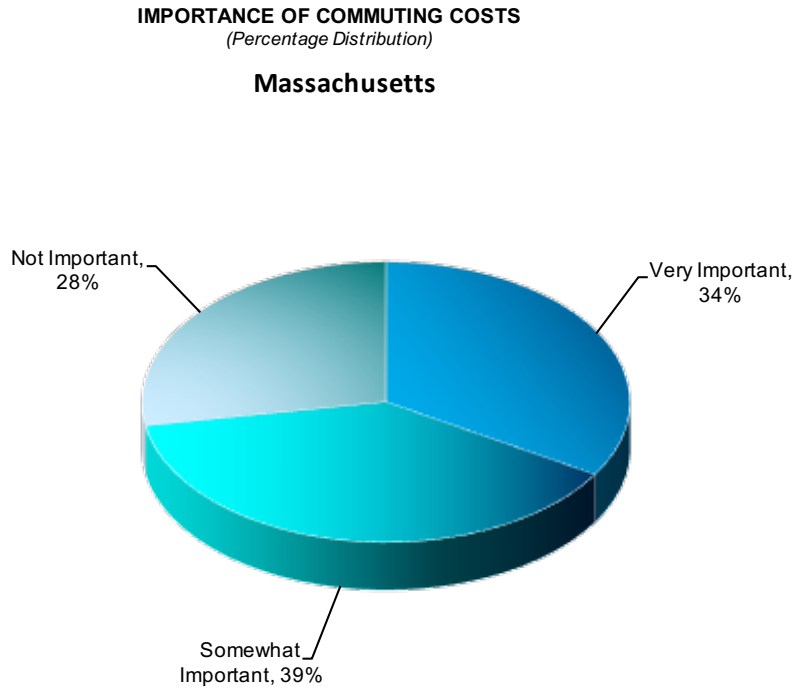
Exhibit 2-25

IMPORTANCE OF COMMUTING COSTS

(Percentage Distribution)

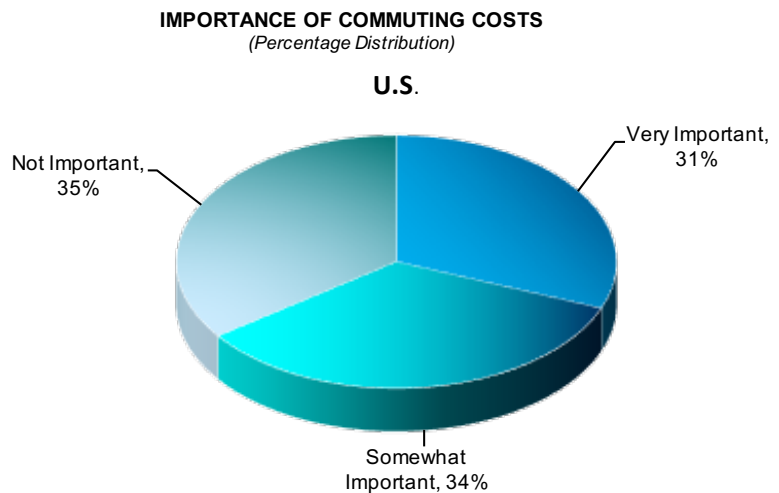
Massachusetts

Very Important	34%
Somewhat Important	39%
Not Important	28%



U.S.

Very Important	31%
Somewhat Important	34%
Not Important	35%



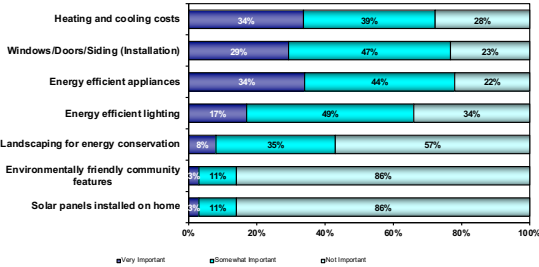
CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-26
IMPORTANCE OF HOME'S ENVIRONMENTALLY FRIENDLY FEATURES
(Percentage Distribution)

Massachusetts

	Very Important	Somewhat Important	Not Important
Heating and cooling costs	34%	39%	28%
Windows/Doors/Siding (Installation)	29	47	23
Energy efficient appliances	34	44	22
Energy efficient lighting	17	49	34
Landscaping for energy conservation	8	35	57
Environmentally friendly community features	3	11	86
Solar panels installed on home	3	11	86

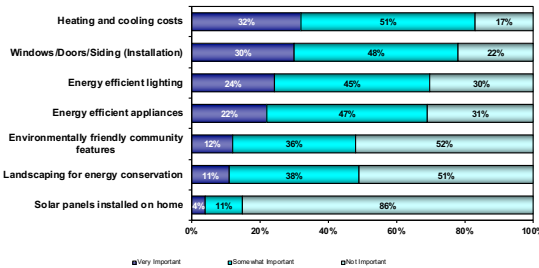
IMPORTANCE OF HOME'S ENVIRONMENTALLY FRIENDLY FEATURES
Massachusetts (continued)



IMPORTANCE OF HOME'S ENVIRONMENTALLY FRIENDLY FEATURES
U.S. (continued)

U.S.

	Very Important	Somewhat Important	Not Important
Heating and cooling costs	32%	51%	17%
Windows/Doors/Siding (Installation)	30	48	22
Energy efficient lighting	24	45	30
Energy efficient appliances	22	47	31
Environmentally friendly community features	12	36	52
Landscaping for energy conservation	11	38	51
Solar panels installed on home	4	11	86



A26 - How important were the following when you were searching for a home to purchase? - Solar panels installed on your home					
Valid		Frequency		Valid Percent	
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Important	142	1.7	1.8	1.8
	Somewhat Important	664	7.9	8.4	10.2
	Not Important	7088	83.8	89.8	100
	Total	7895	93.4	100	
Missing	System	559	6.6		
Total		8454	100		

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-27

ENVIRONMENTALLY FRIENDLY FEATURES CONSIDERED "VERY IMPORTANT", BY REGION

(Percentage Distribution)

	BUYERS WHO PURCHASED A HOME IN THE					
	Massachusetts	U.S.	Northeast	Midwest	South	West
Heating and cooling costs	34%	32%	33%	30%	35%	27%
Windows/Doors/Siding	29	30	29	31	29	30
Energy efficient lighting	34	24	20	20	28	25
Energy efficient appliances	17	22	20	20	25	21
Environmentally friendly community features	8	12	9	8	13	16
Landscaping for energy conservation	3	11	8	7	11	15
Solar panels installed on home	3	4	2	2	3	9

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-28

ENVIRONMENTALLY FRIENDLY FEATURES CONSIDERED "VERY IMPORTANT", BY YEAR HOME WAS BUILT (Percentage Distribution)

	Massachusetts	U.S.	2020	2019	2018 through 2013	2012 through 2007	2006 through 2001	2000 through 1985	1984 through 1959	1958 through 1916	1915 and older
Heating and cooling costs	44%	32%	45%	45%	33%	29%	30%	28%	31%	30%	29%
Windows/Doors/Siding	35	30	42	39	31	28	26	26	30	28	29
Energy efficient lighting	30	24	45	41	28	24	22	20	19	23	18
Energy efficient appliances	30	22	46	40	28	22	19	16	19	18	16
Environmentally friendly community features	7	12	19	18	13	11	11	11	10	10	11
Landscaping for energy conservation	11	11	14	15	11	12	11	10	10	8	9
Solar panels installed on home	*	4	9	6	5	6	4	3	3	2	2

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-29

CHARACTERISTICS OF HOME ON WHICH BUYER COMPROMISED, BY LOCATION

(Percent of Respondents)

Massachusetts

	All Buyers	BUYERS WHO PURCHASED A HOME IN A				
		Suburb/ Subdivision	Small town	Urban/ Central city	Rural	Resort/ Recreation area
Price of home	33%	44%	24%	42%	18%	25%
Size of home	21	19	15	38	24	50
Condition of home	25	28	21	38	18	25
Distance from job	19	22	17	8	21	25
Lot size	18	19	15	31	12	25
Style of home	18	19	12	23	24	25
Distance from friends or family	8	7	6	15	12	*
Quality of the neighborhood	6	3	3	27	9	*
Quality of the schools	4	6	1	12	*	*
Distance from school	*	*	*	*	3	*
Other compromises not listed	8	6	7	4	18	*
None - Made no compromises	25	19	33	27	24	25

U.S.

	All Buyers	BUYERS WHO PURCHASED A HOME IN A				
		Suburb/ Subdivision	Small town	Urban/ Central city	Rural	Resort/ Recreation area
Price of home	23%	24%	22%	27%	22%	22%
Condition of home	20	19	21	23	22	14
Size of home	18	16	19	25	18	14
Style of home	17	17	16	18	17	13
Lot size	15	16	14	15	12	16
Distance from job	12	12	12	10	15	4
Distance from friends or family	8	7	8	5	12	10
Quality of the neighborhood	6	5	7	13	4	3
Quality of the schools	4	4	3	7	3	*
Distance from school	2	1	2	3	2	*
None - made no compromises	31	31	30	26	31	38
Other compromises not listed	9	8	9	9	10	8

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-30

CHARACTERISTICS OF HOME ON WHICH BUYER COMPROMISED, FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND PREVIOUSLY OWNED HOMES

(Percent of Respondents)

Massachusetts

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Price of home	33%	44%	27%	19%	34%
Size of home	21	24	19	19	20
Condition of home	25	24	25	5	27
Distance from job	19	29	14	14	19
Lot size	18	20	16	14	18
Style of home	18	24	14	14	17
Distance from friends or family	8	13	6	10	8
Quality of the neighborhood	6	11	3	*	7
Quality of the schools	4	7	3	5	4
Distance from school	*	1	*	*	*
Other compromises not listed	8	7	8	5	8
None - Made no compromises	25	20	28	38	24

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Price of home	23%	28%	21%	23%	23%
Condition of home	20	21	19	4	23
Size of home	18	23	15	16	18
Style of home	17	20	15	16	17
Lot size	15	17	14	22	14
Distance from job	12	18	9	13	12
Distance from friends or family	8	9	7	11	7
Quality of the neighborhood	6	8	5	6	6
Quality of the schools	4	7	2	3	4
Distance from school	2	2	1	2	1
None - made no compromises	31	23	34	34	30
Other compromises not listed	9	8	9	8	9

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-31

CHARACTERISTICS OF HOME ON WHICH BUYER COMPROMISED, BY ADULT COMPOSITION OF HOUSEHOLD

(Percent of Respondents)

Massachusetts

	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	33%	34%	37%	23%	29%	38%	41%	28%
Size of home	21	20	26	10	21	25	20	20
Condition of home	25	24	26	39	17	25	25	26
Distance from job	19	22	7	19	29	*	16	19
Lot size	18	14	20	23	21	25	18	17
Style of home	18	16	22	10	21	25	16	17
Distance from friends or family	8	8	7	10	8	*	8	8
Quality of the neighborhood	6	5	11	6	4	*	7	5
Quality of the schools	4	5	4	3	4	*	4	4
Distance from school	*	*	*	3	*	*	*	1
Other compromises not listed	8	10	4	3	8	13	4	10
None - Made no compromises	25	24	26	26	33	38	19	28

* 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%	23%	23%	24%	25%	20%	24%	23%
Condition of home	20	19	22	19	24	23	21	19
Size of home	18	17	17	19	21	18	19	17
Style of home	17	16	17	14	21	19	19	16
Lot size	15	16	11	16	13	11	19	13
Distance from job	12	13	8	10	18	15	15	11
Distance from friends or family	8	8	7	6	8	3	8	8
Quality of the neighborhood	6	6	6	7	8	6	7	6
Quality of the schools	4	4	3	3	5	2	6	3
Distance from school	2	2	1	1	2	1	4	1
None - made no compromises	31	31	31	33	25	34	26	33
Other compromises not listed	9	8	10	10	7	10	8	9

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-32

EXPECTED LENGTH OF TENURE IN HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND PREVIOUSLY OWNED HOMES

(Percentage Distribution)

Massachusetts

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1 year or less	*	*	*	*	*
2 to 3 years	5	5	4	*	5
4 to 5 years	10	12	9	17	9
6 to 7 years	4	5	3	17	3
8 to 10 years	20	21	19	8	21
11 to 15 years	7	7	8	25	6
16 or more years	53	50	55	25	56
Don't Know	1	*	1	8	*
Median	20	10	15	15	15

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	5	5	5	4	5
4 to 5 years	14	22	10	16	14
6 to 7 years	4	5	3	4	3
8 to 10 years	23	23	22	25	22
11 to 15 years	9	5	11	9	9
16 or more years	44	37	48	41	45
Don't Know	1	*	1	1	1
Median	15	10	15	10	15

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-33

EXPECTED LENGTH OF TENURE IN HOME PURCHASED, BY AGE

(Percentage Distribution)

Massachusetts

	All Buyers	AGE OF HOME BUYER			
		18 to 24	25 to 44	45 to 64	65 or older
1 year or less	*	*	*	*	*
2 to 3 years	5	*	4	4	5
4 to 5 years	10	*	9	13	11
6 to 7 years	4	*	3	5	*
8 to 10 years	20	*	19	25	16
11 to 15 years	7	*	11	2	11
16 or more years	53	*	54	50	58
Don't Know	1	*	*	2	*
Median	20	30	10	14	15

* Less than 1 percent

U.S.

	All Buyers	AGE OF HOME BUYER			
		18 to 24	25 to 44	45 to 64	65 or older
1 year or less	1%	*	1%	2%	2%
2 to 3 years	5	9	5	4	4
4 to 5 years	14	24	19	10	6
6 to 7 years	4	12	5	3	1
8 to 10 years	23	27	23	21	22
11 to 15 years	9	10	7	9	14
16 or more years	44	18	39	51	50
Don't Know	1		*	1	1
Median	15	10	10	20	16

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-34

FACTORS THAT COULD CAUSE BUYER TO MOVE, BY AGE

(Percent of Respondents)

Massachusetts

	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.)	28% *		30%	32%	7%
Never moving-forever home	25	100	19	27	50
Move with job or career change	10 *		14	8 *	
Want a larger home	8 *		14	2 *	
Downsize/smaller house	7 *		5	11	7
Household member's health	6	*	1	10	23
Want nicer home/added features	6	*	8	3	*
May desire better area/neighborhood	4	*	6	1	3
Will flip home	1	*	*	*	7
Unfit living conditions due to environmental factors	1	*	2	1	*
Other	3	*	2	4	3

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.)	27%	36%	30%	30%	14%
Never moving-forever home	21	9	12	25	33
Move with job or career change	10	14	17	7	1
Household member's health	9	1	1	8	27
Want a larger home	7	18	15	2	1
Downsize/smaller house	7	1	5	10	8
Want nicer home/added features	6	10	9	5	3
May desire better area/neighborhood	5	5	6	4	3
Will flip home	1	2	1	1	1
Unfit living conditions due to environmental factors	1	*	1	1	1
Other	5	5	4	5	7

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-35

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

(Percent of Respondents)

Massachusetts

	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
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	28%	25%	40%	19%	33%	25%	35%	24%
Never moving-forever home	25	29	22	19	17	50	20	29
Move with job or career change	10	11	9	6	4	13	14	8
Want a larger home	8	8	4	13	13	*	9	8
Downsize/smaller house	7	6	2	10	17	*	9	6
Household member's health	6	8	2	6	4	*	*	9
Want nicer home/added features	6	6	9	6	*	*	7	5
May desire better area/neighborhood	4	3	2	6	8	13	5	3
Will flip home	1	1	2	3	*	*	*	1
Unfit living conditions due to environmental factors	1	2	*	*	*	*	1	1
Other	3	1	7	10	4	*	*	5

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
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	27%	24%	37%	32%	26%	29%	28%	26%
Never moving-forever home	21	22	22	16	16	24	17	23
Move with job or career change	10	11	6	12	8	7	14	8
Household member's health	9	10	8	9	5	8	1	12
Want a larger home	7	7	7	7	15	4	11	6
Downsize/smaller house	7	8	5	5	7	8	9	7
Want nicer home/added features	6	6	5	7	10	6	7	6
May desire better area/neighborhood	5	5	4	6	6	7	5	4
Will flip home	1	1	1	2	2	1	1	1
Unfit living conditions due to environmental factors	1	1	1	1	1	1	2	1
Other	5	6	6	4	4	5	5	5

* Less than 1 percent