

CHARACTERISTICS OF HOMES PURCHASED

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CHARACTERISTICS OF HOMES PURCHASED

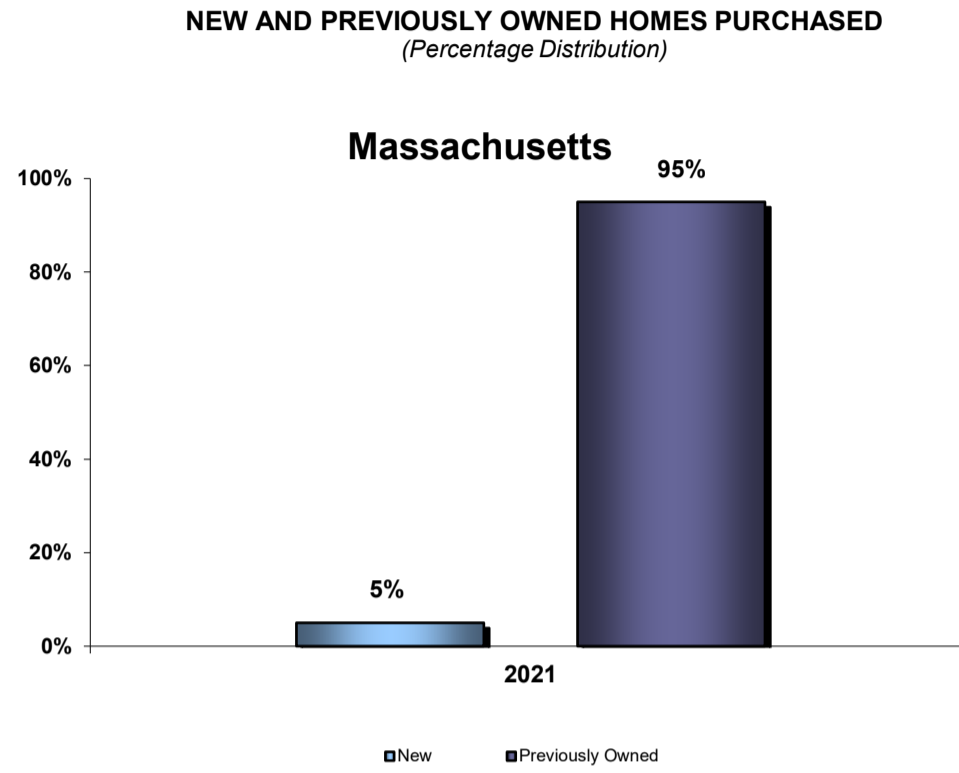
Exhibit 2-1

NEW AND PREVIOUSLY OWNED HOMES PURCHASED, 1981-2021

(Percentage Distribution)

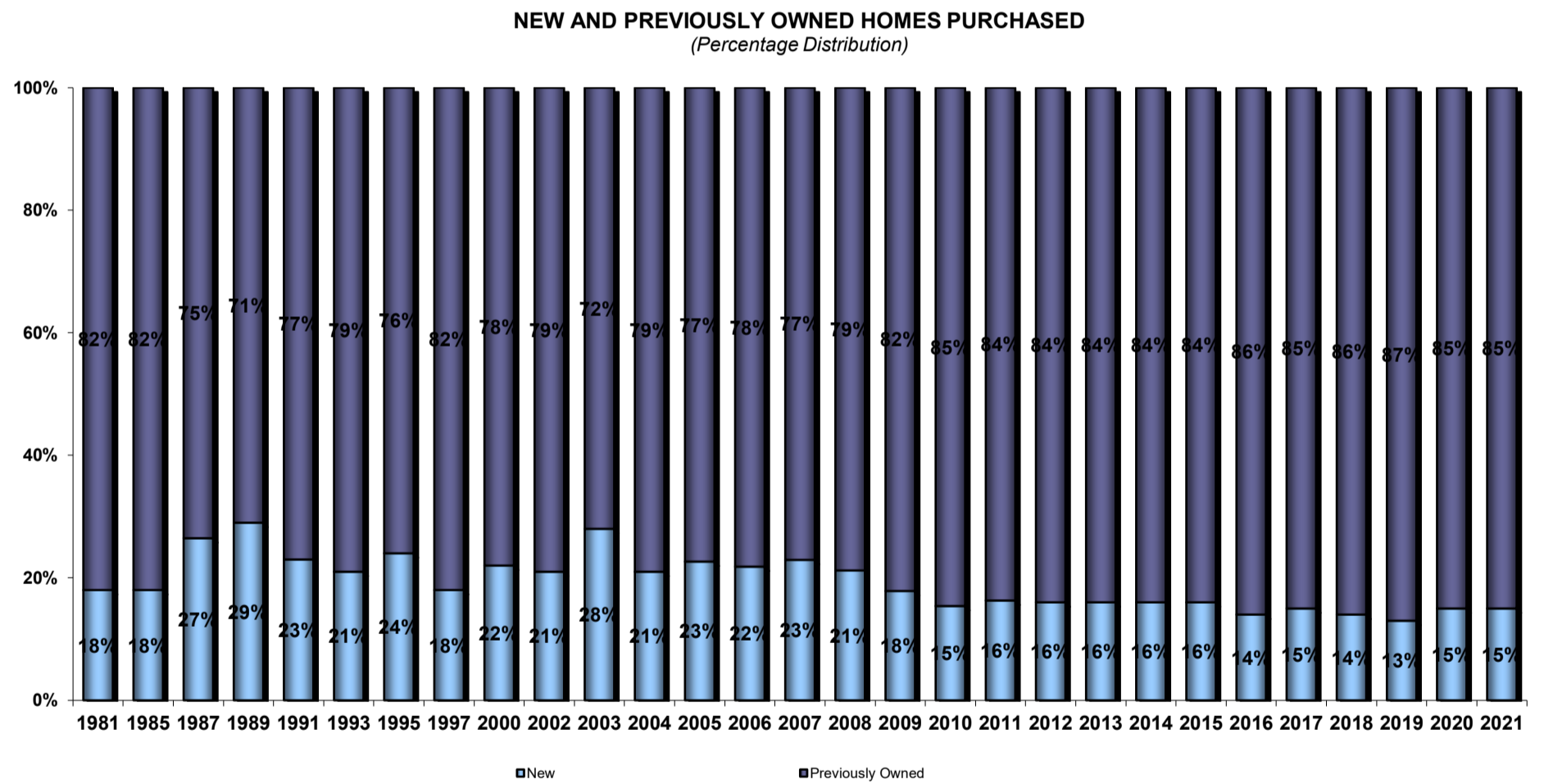
Massachusetts

	New	Previously Owned
2021	5%	95%



U.S.

	New	Previously Owned
1981	18%	82%
1985	18%	82%
1987	27%	75%
1989	29%	71%
1991	23%	77%
1993	21%	79%
1995	24%	76%
1997	18%	82%
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%
2021	15%	85%



CHARACTERISTICS OF HOMES PURCHASED

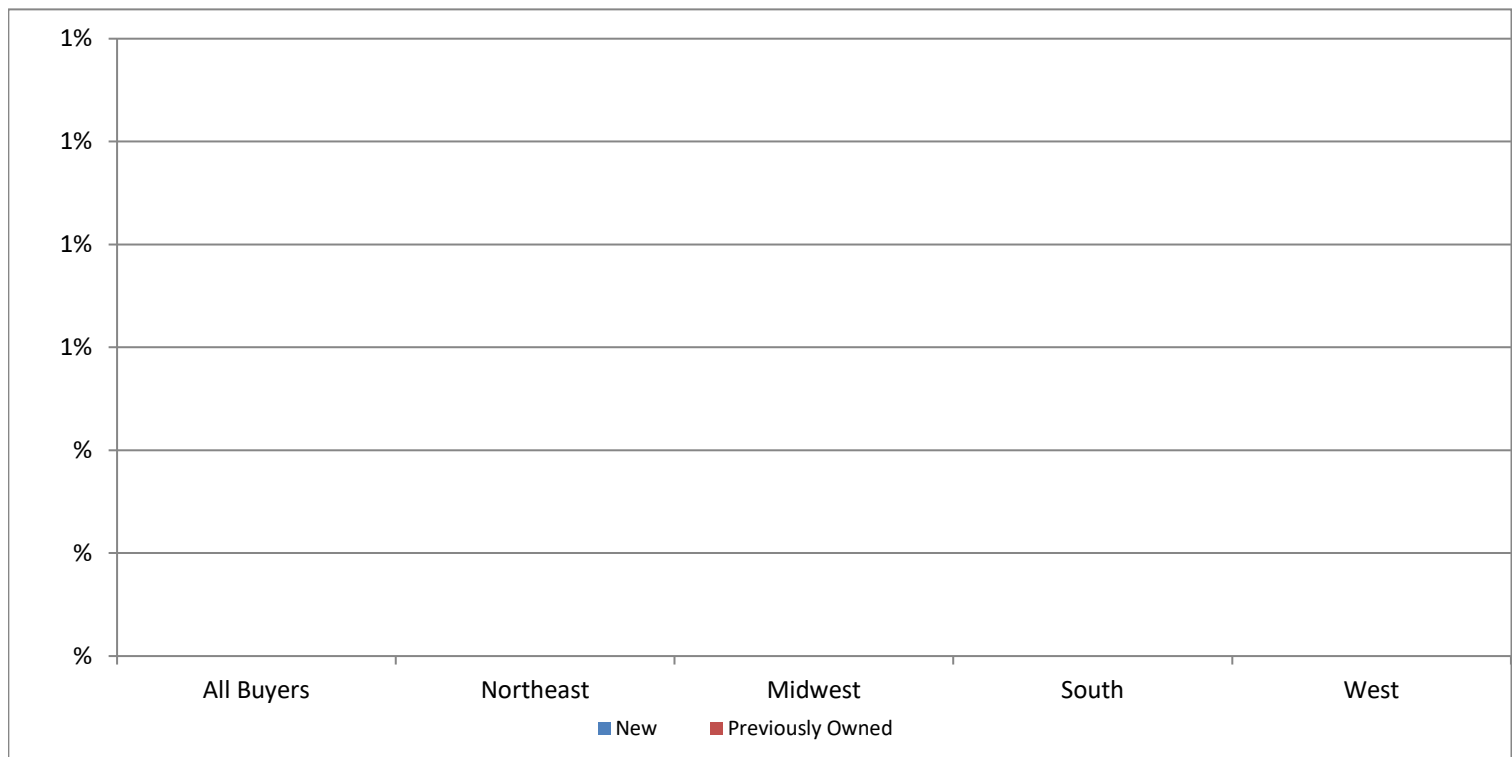
Exhibit 2-2

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	5%	15%	6%	10%	21%	17%
Previously Owned	95	85	94	90	79	83



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-3

WHY NEW AND PREVIOUSLY OWNED HOMES PURCHASED

(Percent of Respondents)

Massachusetts

New Home:	5%
Avoid renovations or problems with plumbing or electricity	63%
Ability to choose and customize design features	38
Amenities of new home construction communities	25
Lack of inventory of previously owned home	25
Green/energy efficiency	13
Other	*
Previously Owned Home:	95%
Better price	35%
Better overall value	30
More charm and character	25
Lack of inventory of new homes	32
Want to DIY a fixer upper	4
Other	*

U.S.

New Home:	
Avoid renovations or problems with plumbing or electricity	36%
Ability to choose and customize design features	35
Amenities of new home construction communities	23
Lack of inventory of previously owned home	18
Green/energy efficiency	12
Smart home features	8
Other	15
Previously Owned Home:	
Better overall value	38%
Better price	35
More charm and character	24
Lack of inventory of new homes	19
Want to DIY a fixer upper	6
Other	7

CHARACTERISTICS OF HOMES PURCHASED

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

Massachusetts

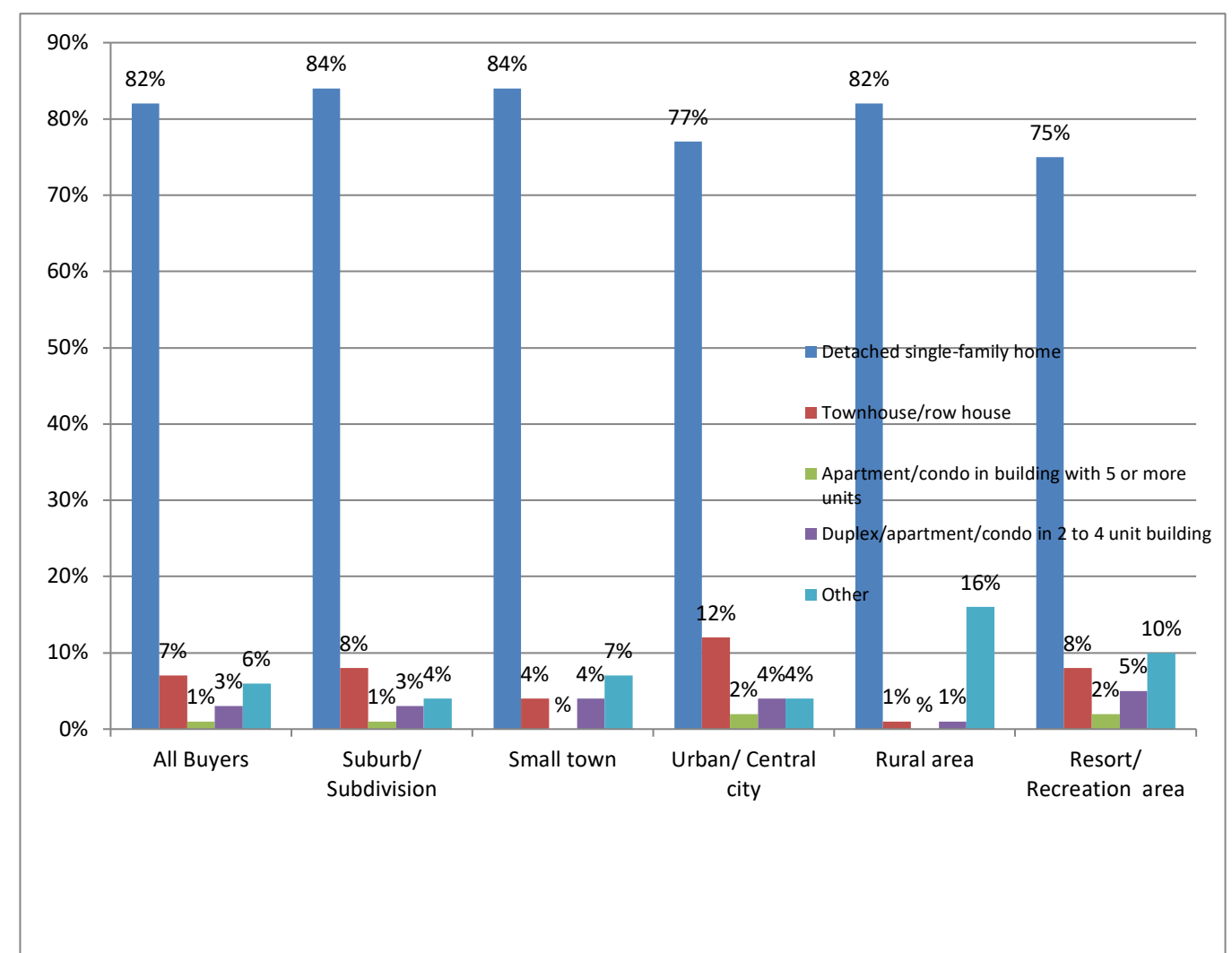
	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	88%	91%	85%	82%	87%	100%
Townhouse/row house	6	5	4	14	7	*
Apartment/condo in building with 5 or more units	1	1	*	*	*	*
Duplex/apartment/condo in 2 to 4 unit building	3	4	3	5	*	*
Other	3	*	7	*	7	*

* 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	82%	84%	84%	77%	82%	75%
Townhouse/row house	7%	8%	4%	12%	1%	8%
Apartment/condo in building with 5 or more units	1%	1%	*	2%	*	2%
Duplex/apartment/condo in 2 to 4 unit building	3%	3%	4%	4%	1%	5%
Other	6%	4%	7%	4%	16%	10%

* 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)

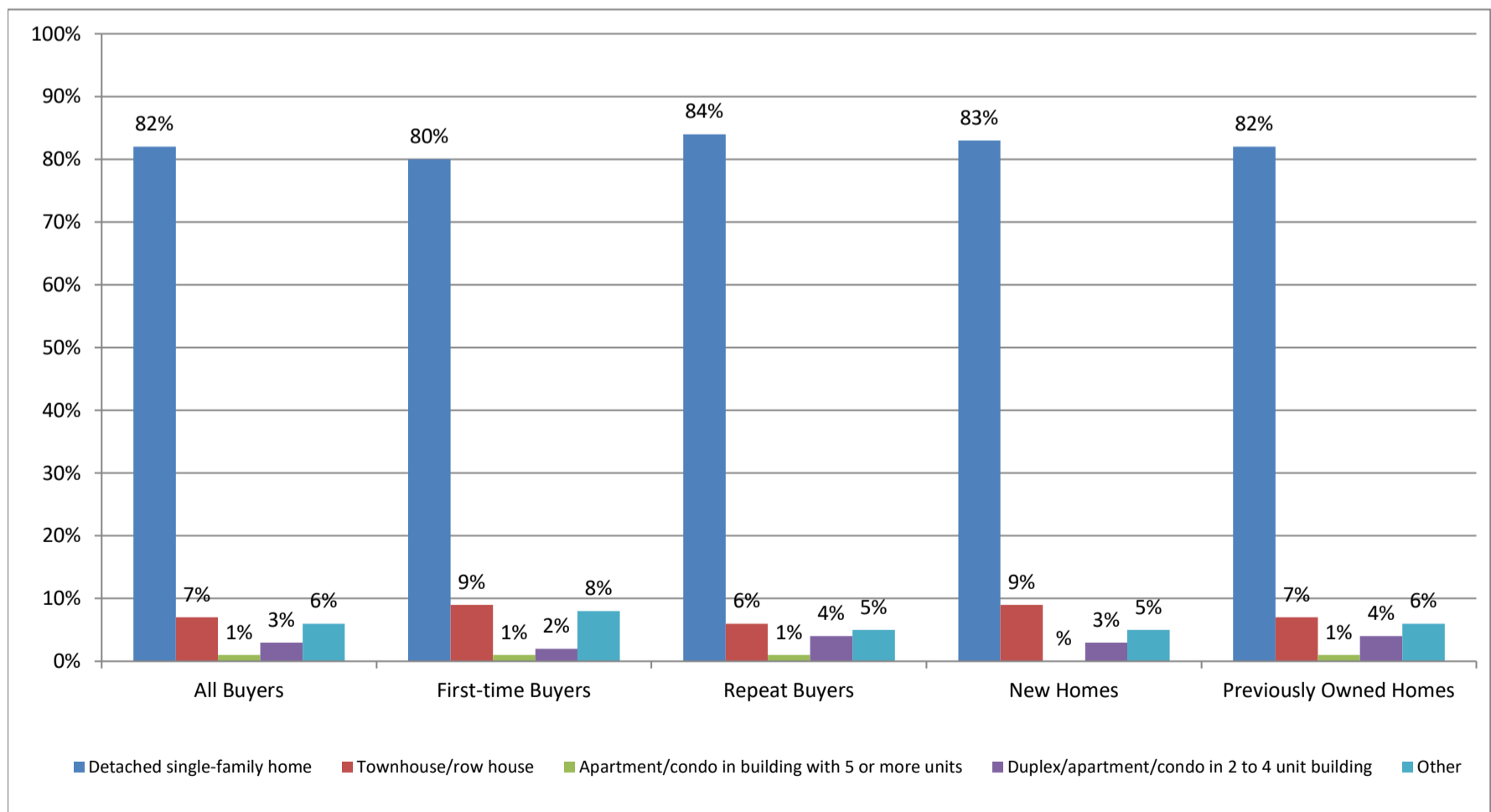
Massachusetts

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Detached single-family home	88%	89%	87%	80%	88%
Townhouse/row house	6	4	7	20	5
Apartment/condo in building with 5 or more units	1	*	1	*	1
Duplex/apartment/condo in 2 to 4 unit building	3	3	4	*	3
Other	3	5	*	*	3

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Detached single-family home	82%	80%	84%	83%	82%
Townhouse/row house	7%	9%	6%	9%	7%
Apartment/condo in building with 5 or more units	1%	1%	1%	*	1%
Duplex/apartment/condo in 2 to 4 unit building	3%	2%	4%	3%	4%
Other	6%	8%	5%	5%	6%



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	88%	91%	78%	79%	85%	100%	93%	84%
Townhouse/row house	6	6	4	14	4	*	3	7
Apartment/condo in building with 5 or more units	1	1	*	*	*	*	*	1
Duplex/apartment/condo in 2 to 4 unit building	3	2	7	*	*	*	*	5
Other	3	1	11	7	9	*	3	2

* 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	82%	87%	71%	77%	83%	83%	89%	80%
Townhouse/row house	7	5	13	9	6	7	4	8
Apartment/condo in building with 5 or more units	1	1	3	2 *	*		*	1
Duplex/apartment/condo in 2 to 4 unit building	3							
Duplex/apartment/condo in 2 to 4 unit building		3	7	4	2	1	1	5
Other	6	5	7	9	9	9	5	6

* Less than 1 percent

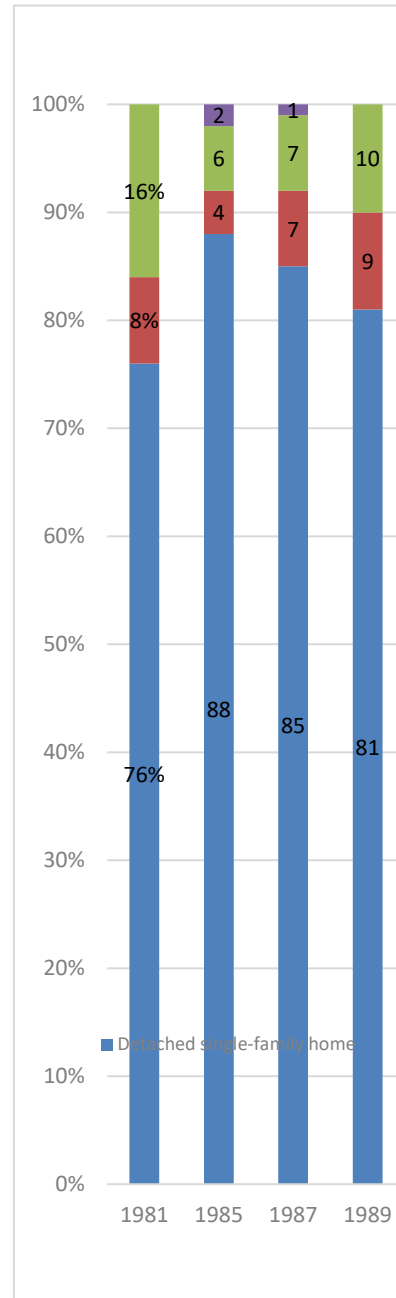
CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-7

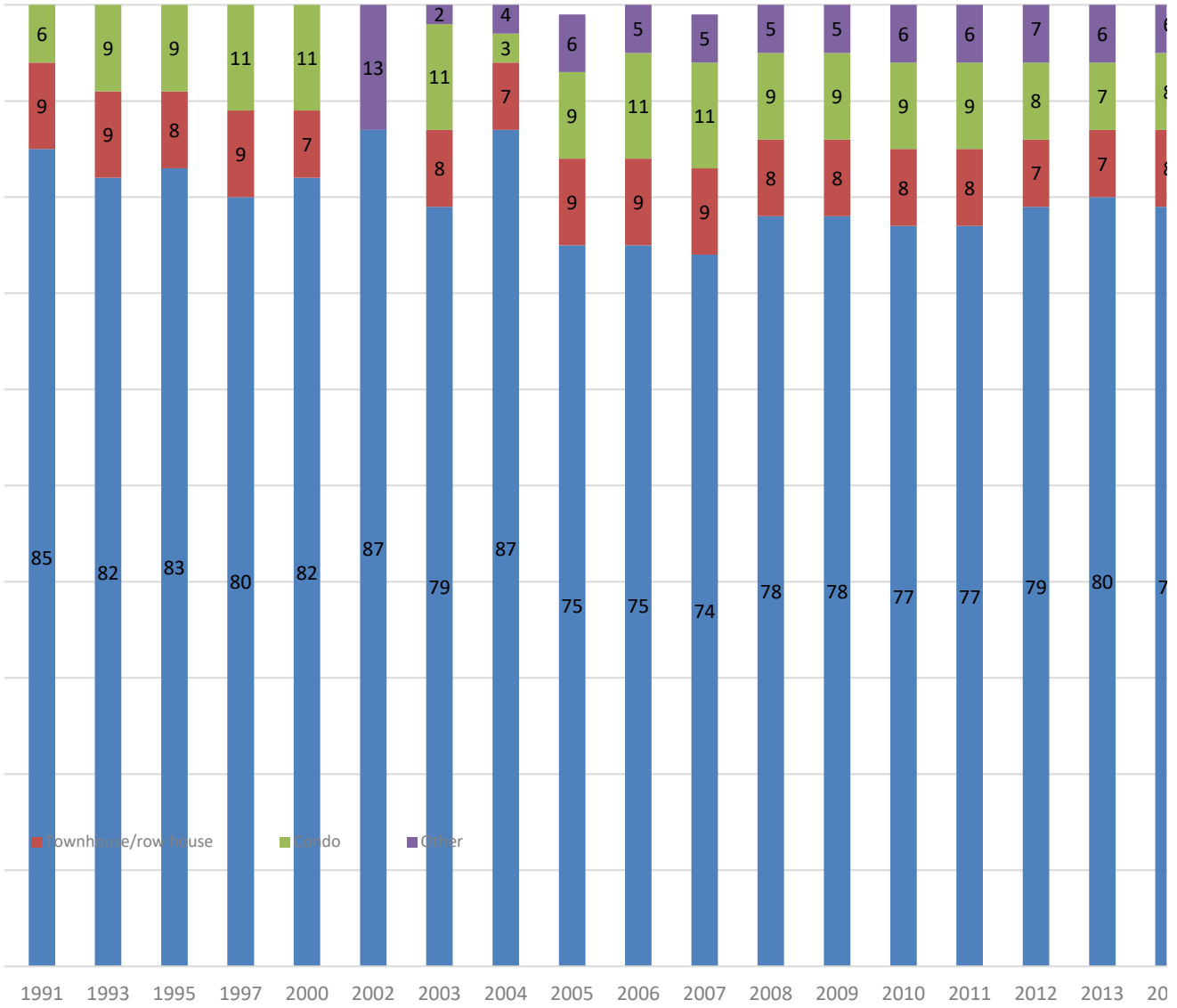
TYPE OF HOME PURCHASED, 1981-2021

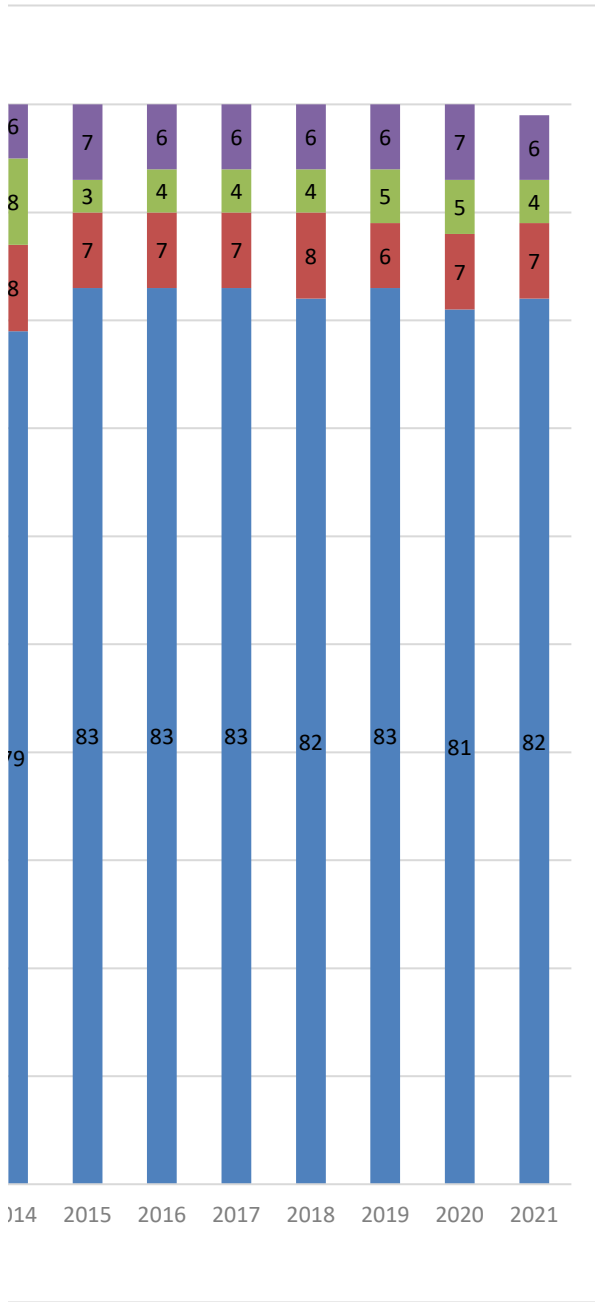
(Percentage Distribution)

	Detached single-family home	Townhouse/row house	Condo	Other
1981	76%	8%	16%	
1985	88	4	6	2
1987	85	7	7	1
1989	81	9	10	
1991	85	9	6	
1993	82	9	9	
1995	83	8	9	
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	7	6
2014	79	8	8	6
2015	83	7	3	7
2016	83	7	4	6
2017	83	7	4	6
2018	82	8	4	6
2019	83	6	5	6
2020	81	7	5	7
2021	82	7	4	6



TYPE OF HOME PURCHASED, 1981-2017





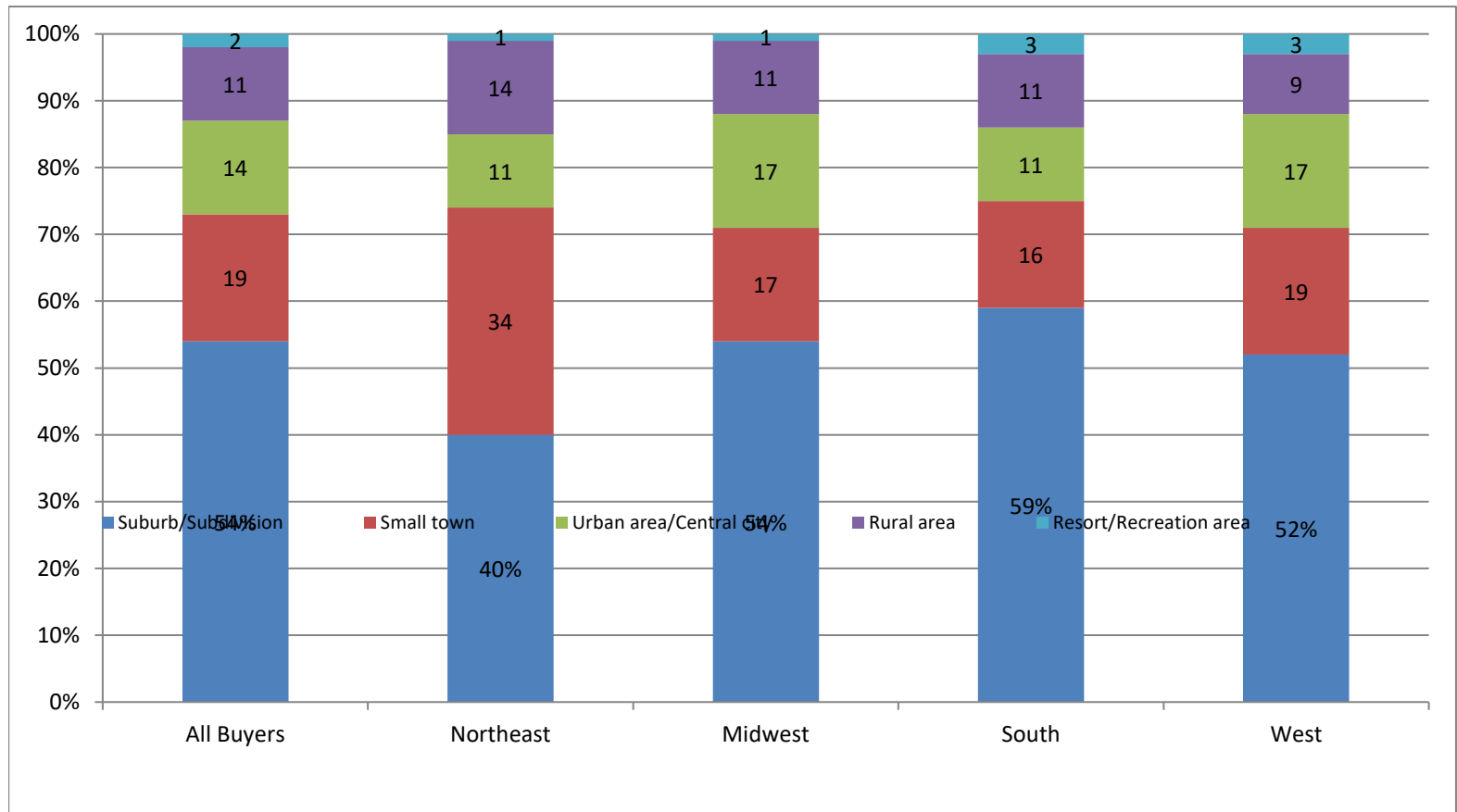
CHARACTERISTICS OF HOMES PURCHASED

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	44%	51%	43%	51%	54%	52%
Small town	35	20	30	21	17	18
Urban area/Central city	11	13	9	15	12	17
Rural area	8	12	17	11	12	10
Resort/Recreation area	2	3	2	1	5	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

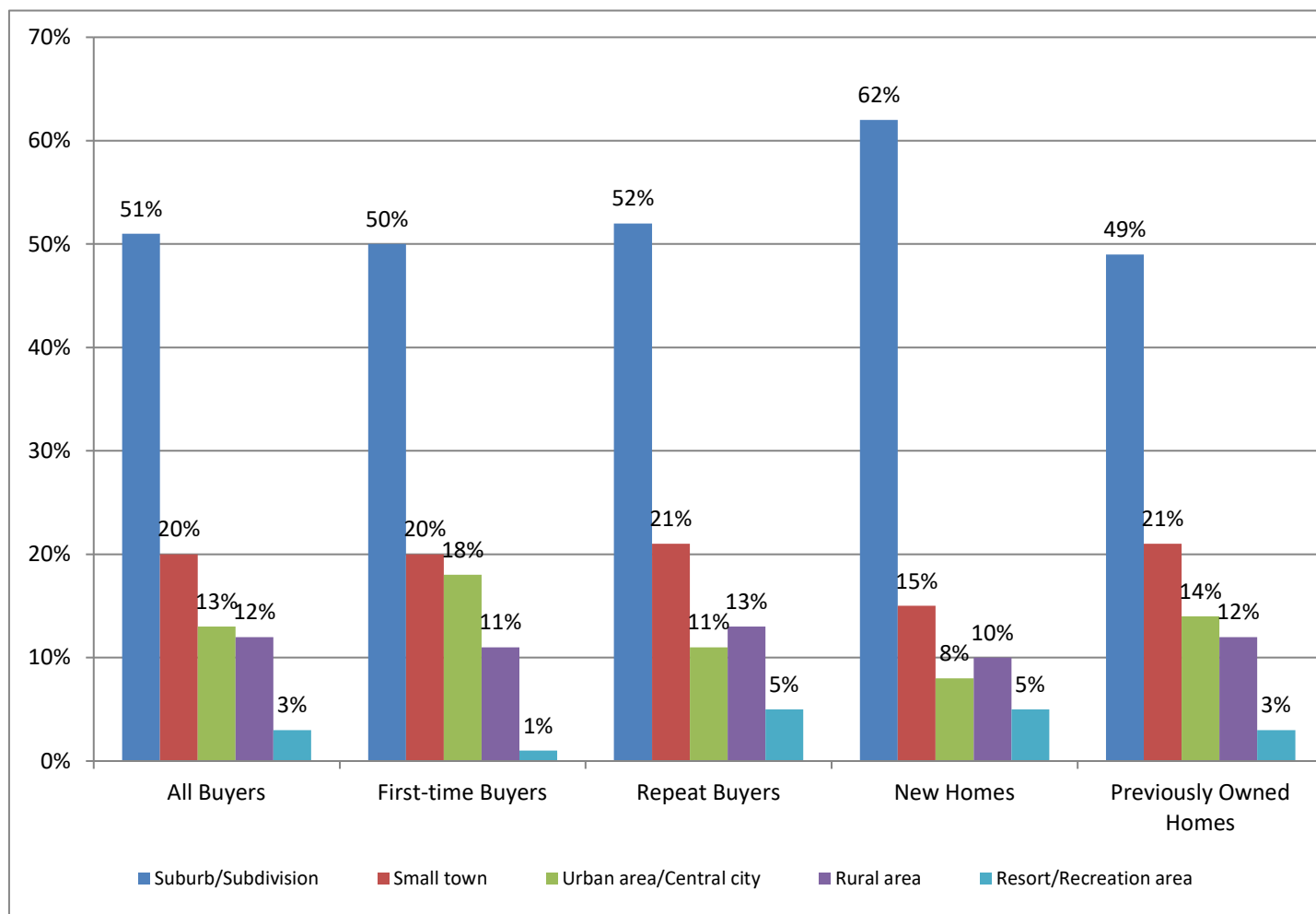
(Percentage Distribution)

Massachusetts

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Suburb/Subdivision	44%	47%	42%	50%	44%
Small town	35	30	38	40	35
Urban area/Central city	11	14	10	*	12
Rural area	8	8	8	*	8
Resort/Recreation area	2	1	2	10	1

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Suburb/Subdivision	51%	50%	52%	62%	49%
Small town	20%	20%	21%	15%	21%
Urban area/Central city	13%	18%	11%	8%	14%
Rural area	12%	11%	13%	10%	12%
Resort/Recreation area	3%	1%	5%	5%	3%



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	67%	29%	23%	39%	41%
	Small town	9	40	17	18	14
	Urban area/Central city	13	14	48	11	10
	Rural area	9	14	10	30	14
	Resort/Recreation area	2	3	1	2	21

* 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	4%
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Buyers over 50 who purchased senior related housing:

Type of home purchased	
Detached single-family home	29%
Townhouse/row house	14
Apartment/condo in building with 5 or more units	*
Duplex/apartment/condo in 2 to 4 unit building	43
Other	14
Location	
Suburb/ Subdivision	29%
Small town	29
Urban/ Central city	14
Rural area	14
Resort/ Recreation area	14

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	68%
Townhouse/row house	7
Apartment/condo in building with 5 or more units	3
Duplex/apartment/condo in 2 to 4 unit building	13
Other	9
Location	
Suburb/ Subdivision	50%
Small town	16
Urban/ Central city	11
Rural area	7
Resort/ Recreation area	17

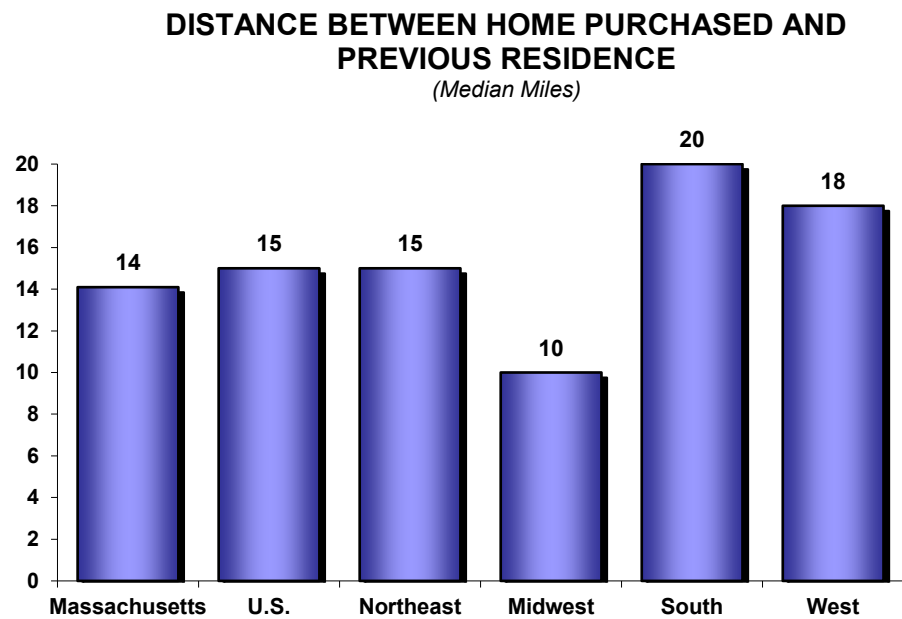
CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-12

DISTANCE BETWEEN HOME PURCHASED AND PREVIOUS RESIDENCE

(Median Miles)

	Miles
Massachusetts	14
U.S.	15
Northeast	15
Midwest	10
South	20
West	18



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-13

FACTORS INFLUENCING NEIGHBORHOOD CHOICE, BY LOCATION

(Percent of Respondents)

Massachusetts

	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Quality of the neighborhood	69%	68%	68%	64%	79%	100%
Convenient to job	56	60	58	64	29	*
Overall affordability of homes	39	39	39	45	29	*
Convenient to friends/family	50	48	50	50	50	100
Quality of the school district	29	35	27	14	36	*
Design of neighborhood	31	29	27	32	50	67
Convenient to shopping	26	26	21	36	21	100
Convenient to schools	27	32	26	18	21	*
Convenient to vet/outdoor space for pet	25	13	35	27	50	33
Convenient to entertainment/leisure activities	27	27	17	45	29	100
Convenient to parks/recreational facilities	24	24	20	27	36	67
Availability of larger lots or acreage	25	20	29	9	50	67
Convenient to health facilities	11	11	6	18	14	67
Home in a planned community	2	1	2	5	*	33
Convenient to public transportation	21	29	9	36	14	*
Convenient to airport	5	7	3	*	*	33
Walkability	25	26	15	45	21	67
Access to bike paths	8	8	3	18	7	67
Other	5	5	3	5	14	*

* 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%	71%	57%	60%	44%	63%
Convenient to friends/family	45	47	43	49	36	30
Convenient to job	42	45	38	48	36	10
Overall affordability of homes	39	40	39	42	37	28
Design of neighborhood	29	34	23	28	17	44
Convenient to shopping	28	31	23	28	18	34
Convenient to parks/recreational facilities	25	26	21	31	15	38
Convenient to entertainment/leisure activities	23	24	16	36	11	42
Quality of the school district	23	28	19	15	19	3
Walkability	21	22	19	33	10	19
Convenient to schools	20	23	17	17	17	2
Availability of larger lots or acreage	19	16	18	10	47	10
Convenient to vet/outdoor space for pet	19	17	20	19	22	15
Convenient to health facilities	15	15	14	12	13	28
Access to bike paths	10	11	7	13	5	13
Home in a planned community	9	11	6	7	3	30
Convenient to airport	8	9	5	10	4	15
Convenient to public transportation	5	5	2	12	2	1
Other	6	4	8	6	10	19

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	69%	70%	62%	64%	75%	80%	77%	66%
Convenient to job	56	57	54	50	63	40	57	56
Overall affordability of homes	39	29	58	57	58	20	33	41
Convenient to friends/family	50	49	58	29	63	40	48	51
Quality of the school district	29	36	8	7	29	40	58	15
Design of neighborhood	31	34	19	36	29	20	37	29
Convenient to shopping	26	27	23	29	21	60	30	26
Convenient to schools	27	32	23	7	17	20	67	8
Convenient to vet/outdoor space for pet	25	21	23	29	42	40	25	26
Convenient to entertainment/leisure activities	27	25	15	43	46	20	17	33
Convenient to parks/recreational facilities	24	24	15	43	25	40	22	26
Availability of larger lots or acreage	25	26	23	14	25	40	25	24
Convenient to health facilities	11	14	12	*	4	20	10	12
Home in a planned community	2	3	*	*	*	*	2	2
Convenient to public transportation	21	23	12	14	25	20	17	23
Convenient to airport	5	6	4	*	4	*	3	5
Walkability	25	27	15	29	25	20	27	24
Access to bike paths	8	9	*	14	4	20	10	6
Other	5	5	4	7	*	*	2	6

* 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%	57%	56%	65%	54%	65%	62%
Convenient to friends/family	45	42	53	45	45	46	40	47
Convenient to job	42	41	37	44	54	40	50	38
Overall affordability of homes	39	36	44	45	45	42	36	41
Design of neighborhood	29	30	29	25	29	22	26	31
Convenient to shopping	28	28	29	26	23	27	24	29
Convenient to parks/recreational facilities	25	26	19	23	29	21	28	24
Convenient to entertainment/leisure activities	23	22	22	27	32	17	18	26
Quality of the school district	23	29	11	12	19	20	50	11
Walkability	21	21	25	17	21	17	21	21
Convenient to schools	20	25	11	9	14	15	49	6
Availability of larger lots or acreage	19	22	10	14	22	16	25	16
Convenient to vet/outdoor space for pet	19	17	21	11	34	18	13	21
Convenient to health facilities	15	16	14	12	12	16	8	17
Access to bike paths	10	10	9	9	8	7	8	10
Home in a planned community	9	10	10	6	5	3	7	10
Convenient to airport	8	8	6	10	8	2	5	9
Convenient to public transportation	5	5	3	5	7	8	4	5
Other	6	6	7	6	6	9	4	7

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%	2%	4%	3%	2%	1%
\$75,000 to \$99,999	*	2	2	3	2 *	
\$100,000 to \$124,999	1	2	3	4	2	1
\$125,000 to \$149,999	*	4	6	7	5	1
\$150,000 to \$174,999	2	6	6	10	6	2
\$175,000 to \$199,999	2	6	6	7	7	1
\$200,000 to \$249,999	7	13	13	17	16	4
\$250,000 to \$299,999	5	13	10	15	15	9
\$300,000 to \$349,999	9	10	10	11	11	9
\$350,000 to \$399,999	7	10	9	8	10	11
\$400,000 to \$499,999	21	12	12	9	11	17
\$500,000 or more	46	20	20	7	14	44
Median price	\$479,450	\$305,000	\$300,000	\$246,900	\$281,000	\$450,000

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-16

PRICE OF HOME PURCHASED, NEW AND PREVIOUSLY OWNED HOMES

(Percentage Distribution)

Massachusetts

	BUYERS WHO PURCHASED A		
	All Buyers	New Home	Previously Owned Home
Less than \$75,000	1%	*	1%
\$75,000 to \$99,999	*	*	*
\$100,000 to \$124,999	1	*	1
\$125,000 to \$149,999	*	*	*
\$150,000 to \$174,999	2	*	2
\$175,000 to \$199,999	2	*	2
\$200,000 to \$249,999	7	*	8
\$250,000 to \$299,999	5	10	5
\$300,000 to \$349,999	9	10	8
\$350,000 to \$399,999	7	*	7
\$400,000 to \$499,999	21	40	20
\$500,000 or more	46	40	46
Median price	\$479,450	\$415,000	\$240,000

* Less than 1 percent

U.S.

	BUYERS WHO PURCHASED A		
	All Buyers	New Home	Previously Owned Home
Less than \$75,000	2%	1%	3%
\$75,000 to \$99,999	2	*	2
\$100,000 to \$124,999	2	*	3
\$125,000 to \$149,999	4	*	5
\$150,000 to \$174,999	6	1	7
\$175,000 to \$199,999	6	3	6
\$200,000 to \$249,999	13	11	14
\$250,000 to \$299,999	13	14	13
\$300,000 to \$349,999	10	14	10
\$350,000 to \$399,999	10	13	9
\$400,000 to \$499,999	12	17	11
\$500,000 or more	20	25	19
Median price	\$305,000	\$365,000	\$294,000

* 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	*	*	*
\$100,000 to \$124,999	1	3	*
\$125,000 to \$149,999	*	*	*
\$150,000 to \$174,999	2	1	2
\$175,000 to \$199,999	2	1	2
\$200,000 to \$249,999	7	9	6
\$250,000 to \$299,999	5	10	2
\$300,000 to \$349,999	9	15	4
\$350,000 to \$399,999	7	1	11
\$400,000 to \$499,999	21	24	19
\$500,000 or more	46	33	55
Median price	\$479,450	\$189,900	\$300,500

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	2%	3%	2%
\$75,000 to \$99,999	2	3	2
\$100,000 to \$124,999	2	4	2
\$125,000 to \$149,999	4	7	3
\$150,000 to \$174,999	6	9	4
\$175,000 to \$199,999	6	8	5
\$200,000 to \$249,999	13	15	12
\$250,000 to \$299,999	13	13	13
\$300,000 to \$349,999	10	9	11
\$350,000 to \$399,999	10	7	11
\$400,000 to \$499,999	12	8	14
\$500,000 or more	20	14	23
Median price	\$305,000	\$252,000	\$338,000
Married couple	\$350,000	\$299,900	\$370,000
Single female	\$230,000	\$189,000	\$251,800
Single male	\$249,000	\$218,300	\$270,200
Unmarried couple	\$280,500	\$250,000	\$343,300
Other	\$299,900	\$236,500	\$325,000

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-18

PURCHASE PRICE COMPARED WITH ASKING PRICE, BY REGION

(Percentage Distribution)

Percent of asking price:	BUYERS WHO PURCHASED A HOME IN THE					
	Massachusetts	U.S.	Northeast	Midwest	South	West
Less than 90%	5%	5%	8%	5%	5%	4%
90% to 94%	4	9	9	12	9	6
95% to 99%	16	26	23	29	28	19
100%	23	31	24	29	34	33
101% to 110%	45	25	30	23	20	33
More than 110%	6	4	6	3	3	6
Median (purchase price as a percent of asking price)	101%	100%	100%	100%	100%	100%

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

	BUYERS OF				
	All Buyers	First-time Buyers	Repeat Buyers	New Homes	Previously Owned Homes
1,000 sq ft or less	3%	4%	2%	*	3%
1,001 to 1,500 sq ft	19	29	11	*	20
1,501 to 2,000 sq ft	26	29	23	10	27
2,001 to 2,500 sq ft	24	27	23	70	22
2,501 to 3,000 sq ft	10	5	14	20	10
3,001 to 3,500 sq ft	8	3	13	*	9
3,501 sq ft or more	10	4	14	*	10
Median (sq ft)	1,800	1,450	2,000	1,600	1,800

U.S.

	BUYERS OF				
	All Buyers	First-time Buyers	Repeat Buyers	New Homes	Previously Owned Homes
1,000 sq ft or less	1%	1%	*	*	1%
1,001 to 1,500 sq ft	13	22	9	2	15
1,501 to 2,000 sq ft	27	34	24	22	28
2,001 to 2,500 sq ft	26	23	27	30	25
2,501 to 3,000 sq ft	14	11	16	21	13
3,001 to 3,500 sq ft	9	6	11	12	9
3,501 sq ft or more	10	4	13	12	10
Median (sq ft)	1,900	1,640	2,020	2,130	1,850

* Less than 1 percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-20

SIZE OF HOME PURCHASED, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution)

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
1,000 sq ft or less	3%	1%	7%	7%	4%	*	2%	3%
1,001 to 1,500 sq ft	19	16	22	36	19	20	12	22
1,501 to 2,000 sq ft	26	22	37	21	35	20	18	28
2,001 to 2,500 sq ft	24	25	19	21	27	20	23	24
2,501 to 3,000 sq ft	10	13	7	*	8	20	17	8
3,001 to 3,500 sq ft	8	10	4	7	4	20	10	8
3,501 sq ft or more	10	14	4	7	4	*	18	6
Median (sq ft)	1,800	2,000	1,290	1,340	1,890	1,380	2,000	1,760

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
1,000 sq ft or less	1%	*	1%	*	1%	2%	*	1%
1,001 to 1,500 sq ft	13	7	27	24	16	16	9	15
1,501 to 2,000 sq ft	27	22	36	33	34	30	20	31
2,001 to 2,500 sq ft	26	27	23	22	21	25	23	27
2,501 to 3,000 sq ft	14	17	8	13	15	12	18	13
3,001 to 3,500 sq ft	9	13	3	3	6	7	14	7
3,501 sq ft or more	10	14	3	4	8	8	16	7
Median (sq ft)	1,900	2,100	1,510	1,650	1,750	1,780	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)

	BUYERS WHO PURCHASED A HOME IN THE					
	Massachusetts	U.S.	Northeast	Midwest	South	West
All homes purchased						
Square feet	1,800	1,900	1,800	1,800	1,980	1,910
Price per square foot	\$252	\$150	\$170	\$130	\$140	\$230
Detached single-family home						
Square feet	3,000	2,000	1,880	1,920	2,000	2,000
Price per square foot	\$253	\$150	\$170	\$130	\$140	\$230
Townhouse or row house						
Square feet	1,560	1,650	1,660	1,630	1,700	1,650
Price per square foot	\$244	\$170	\$170	\$140	\$160	\$270
Duplex/apartment/condo in 2-4 unit building						
Square feet	1,000	1,510	1,500	1,550	1,540	1,290
Price per square foot	\$253	\$150	\$160	\$130	\$150	\$340
Apartment/condo in building with 5 or more units						
Square feet	350	1,200	1,200	1,630	1,200	1,170
Price per square foot	\$239	\$160	\$170	\$120	\$170	\$490

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	1%	1%	1%	*	1%
Two bedrooms	12	11	13	20	12
Three bedrooms or more	87	87	87	80	87
Median number of bedrooms	3	3	3	3	3
One full bathroom	29	39	21	*	30
Two full bathrooms	52	54	51	80	51
Three full bathrooms or more	19	6	29	20	19
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	17	15	11	16
Three bedrooms or more	84	82	85	89	83
Median number of bedrooms	3	3	3	3	3
One full bathroom	16	26	10	2	18
Two full bathrooms	59	59	58	60	58
Three full bathrooms or more	26	15	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

	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
One bedroom	1%	*	4%	*	4%	*	*	2%
Two bedrooms	12	11	19	14	12	*	*	18
Three bedrooms or more	87	89	78	86	85	100	100	80
Median number of bedrooms	3	3	3	3	3	3	3	3
One full bathroom	29	25	48	29	31	20	25	31
Two full bathrooms	52	49	44	57	65	60	53	50
Three full bathrooms or more	19	26	7	14	4	20	22	19
Median number of full bathrooms	2	2	2	2	2	2	2	2

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
One bedroom	1%	*	1%	1%	1%	*	*	1%
Two bedrooms	15	9	30	27	13	15	5	20
Three bedrooms or more	84	90	69	72	87	85	95	79
Median number of bedrooms	3	3	3	3	3	3	4	3
One full bathroom	16	9	27	25	23	23	12	17
Two full bathrooms	59	57	62	60	61	50	52	62
Three full bathrooms or more	26	34	10	15	16	27	36	21
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
2021	2%	4%	2%	2%	5%	6%
2020	3	10	4	7	13	10
2019 through 2014	4	8	3	4	11	8
2013 through 2008	4	6	2	4	8	5
2007 through 2002	8	12	7	10	13	13
2001 through 1986	15	20	18	19	19	21
1985 through 1960	26	21	27	24	18	21
1959 through 1917	23	16	27	23	10	15
1916 and older	15	4	10	7	1	2
Median	1970	1993	1972	1980	2002	1997

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-25

IMPORTANCE OF COMMUTING COSTS

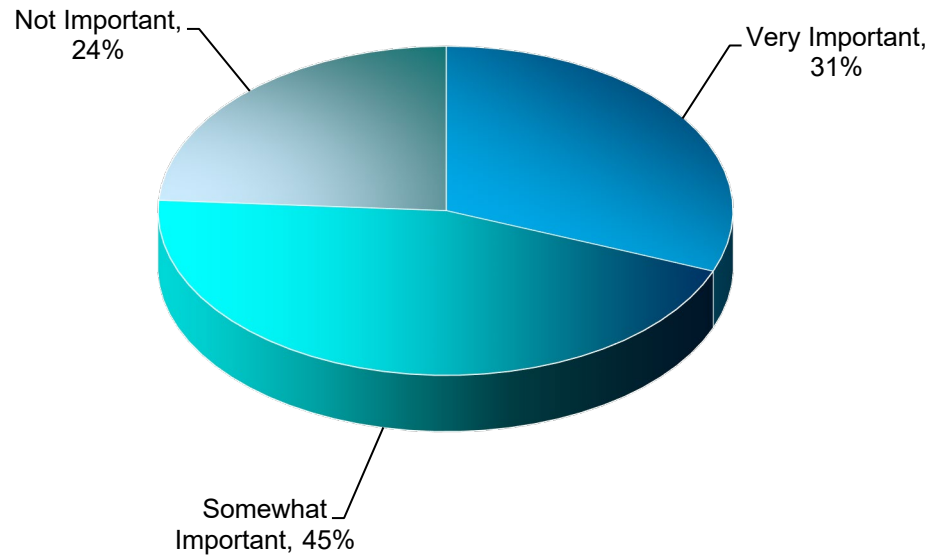
(Percentage Distribution)

Massachusetts

Very Important	31%
Somewhat Important	45%
Not Important	24%

IMPORTANCE OF COMMUTING COSTS (Percentage Distribution)

Massachusetts

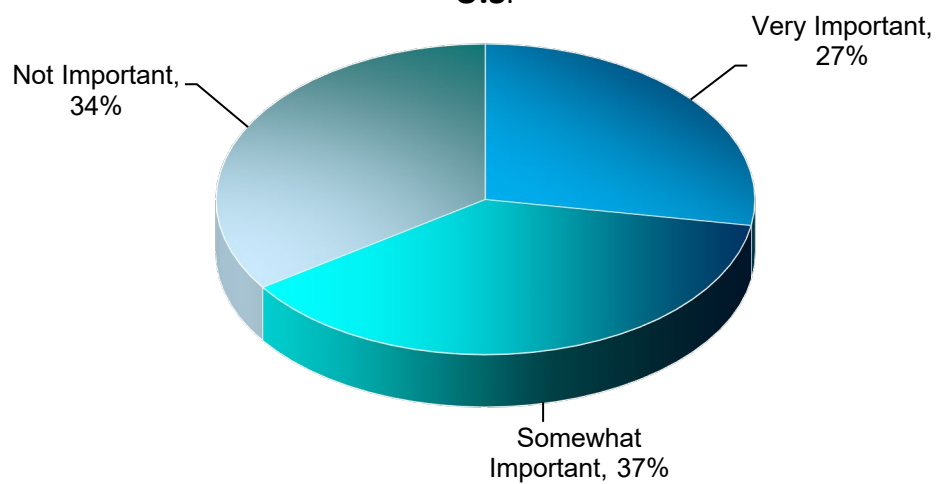


U.S.

Very Important	27%
Somewhat Important	37%
Not Important	34%

IMPORTANCE OF COMMUTING COSTS (Percentage Distribution)

U.S.



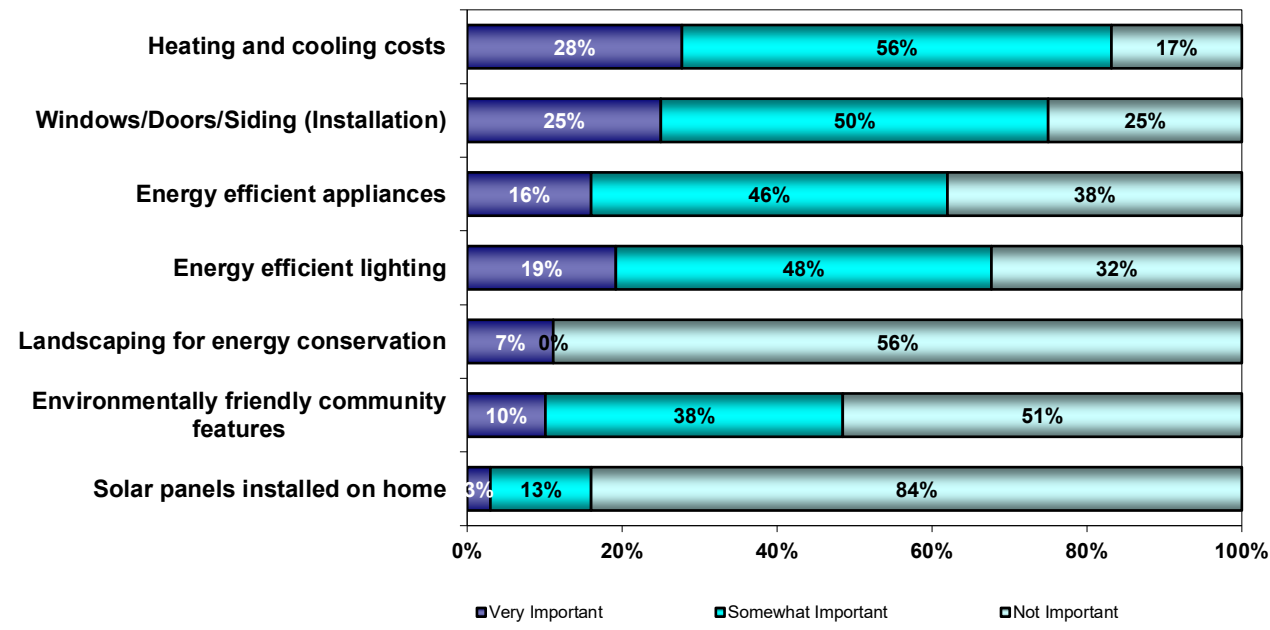
CHARACTERISTICS OF HOMES PURCHASED

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

Massachusetts

	Very Important	Somewhat Important	Not Important
Heating and cooling costs	28%	56%	17%
Windows/Doors/Siding (Installation)	25	50	25
Energy efficient appliances	16	46	38
Energy efficient lighting	19	48	32
Landscaping for energy conservation	7	39	56
Environmentally friendly community features	10	38	51
Solar panels installed on home	3	13	84

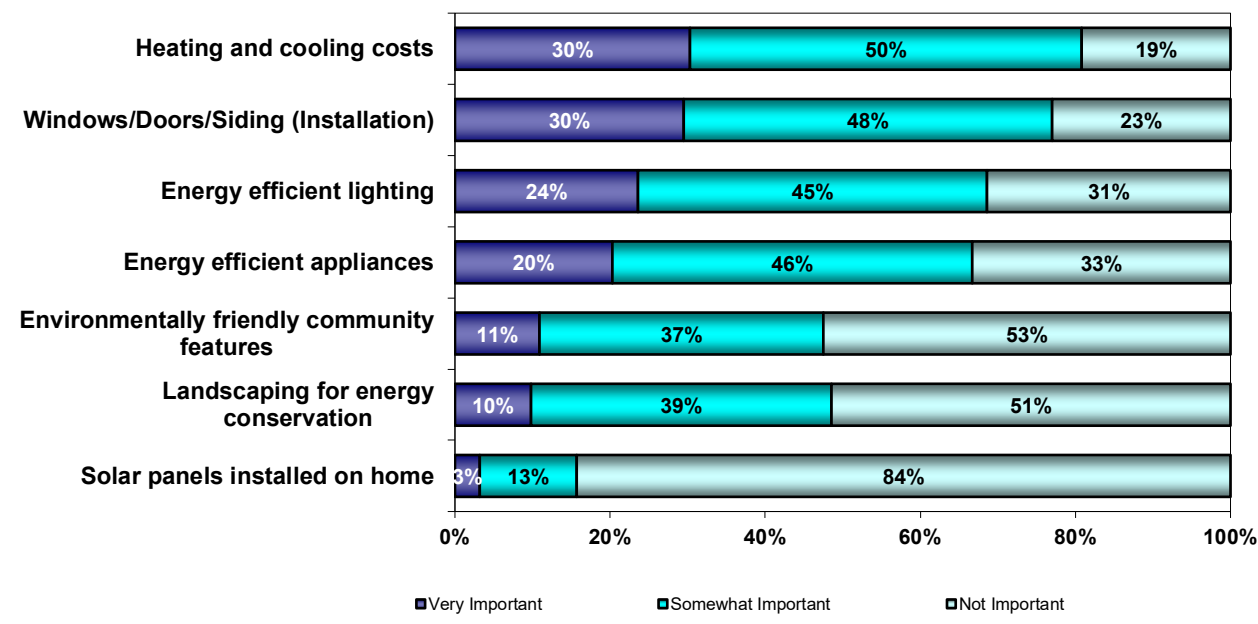
IMPORTANCE OF HOME'S ENVIRONMENTALLY FRIENDLY FEATURES
Massachusetts



U.S.

	Very Important	Somewhat Important	Not Important
Heating and cooling costs	30%	50%	19%
Windows/Doors/Siding (Installation)	30	48	23
Energy efficient lighting	24	45	31
Energy efficient appliances	20	46	33
Environmentally friendly community features	11	37	53
Landscaping for energy conservation	10	39	51
Solar panels installed on home	3	13	84

IMPORTANCE OF HOME'S ENVIRONMENTALLY FRIENDLY FEATURES
U.S.
(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 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	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	28%	30%	30%	27%	32%	31%
Windows/Doors/Siding	25	30	26	30	30	30
Energy efficient lighting	16	24	20	20	26	25
Energy efficient appliances	19	20	17	16	24	20
Environmentally friendly community features	7	11	9	8	11	15
Landscaping for energy conservation	10	10	6	7	9	17
Solar panels installed on home	3	3	2	1	2	7

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-28

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

(Percentage Distribution)

	Massachusetts	U.S.	2021	2020	2019 through 2014	2013 through 2008	2007 through 2002	2001 through 1986	1985 through 1960	1959 through 1917	1916 and older
Heating and cooling costs	44%	30%	41%	41%	31%	32%	27%	26%	31%	27%	26%
Windows/Doors/Siding	35	30	43	40	30	33	27	27	27	27	23
Energy efficient lighting	30	24	40	36	28	23	21	20	20	22	18
Energy efficient appliances	30	20	42	36	28	22	18	14	17	15	15
Environmentally friendly community features	7	11	20	16	11	11	10	9	9	10	13
Landscaping for energy conservation	11	10	15	14	12	12	10	8	9	7	10
Solar panels installed on home	*	3	6	5	4	3	3	3	2	2	2

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-29

CHARACTERISTICS OF HOME ON WHICH BUYER COMPROMISED, BY LOCATION

(Percent of Respondents)

Massachusetts

	BUYERS WHO PURCHASED A HOME IN A					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural	Resort/ Recreation area
Price of home	41%	43%	40%	36%	36%	67%
Size of home	17	20	16	18	7	*
Condition of home	23	19	25	27	36	*
Distance from job	25	30	18	18	50	*
Lot size	13	11	19	9	*	33
Style of home	17	17	19	18	7	*
Distance from friends or family	12	14	10	14	*	33
Quality of the neighborhood	7	5	9	14	*	*
Quality of the schools	5	8	*	5	14	*
Distance from school	2	2	1	*	7	*
Other compromises not listed	6	6	7	*	7	*
None - Made no compromises	18	15	16	36	14	*

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	27%	28%	23%	31%	24%	23%
Condition of home	21	19	23	23	27	15
Size of home	19	18	21	25	18	21
Lot size	17	18	18	16	14	14
Style of home	17	16	18	16	17	14
Distance from job	14	14	13	13	17	5
Distance from friends or family	10	9	10	7	13	14
Quality of the neighborhood	7	6	7	14	5	5
Quality of the schools	4	4	2	7	3	2
Distance from school	2	2	2	1	2	1
None - Made no compromises	27	27	27	25	27	37
Other compromises not listed	9	11	8	8	9	7

* 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	41%	42%	41%	40%	41%
Size of home	17	22	14	*	18
Condition of home	23	26	21	*	24
Distance from job	25	33	20	40	24
Lot size	13	14	13	10	13
Style of home	17	18	16	20	17
Distance from friends or family	12	14	11	20	12
Quality of the neighborhood	7	9	5	10	7
Quality of the schools	5	9	3	*	6
Distance from school	2	1	3	*	2
Other compromises not listed	6	5	6	*	6
None - Made no compromises	18	10	23	10	18

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Price of home	27%	30%	25%	23%	28%
Condition of home	21	23	20	4	24
Size of home	19	25	17	17	20
Lot size	17	19	16	27	15
Style of home	17	22	14	13	17
Distance from job	14	21	10	15	14
Distance from friends or family	10	11	9	12	10
Quality of the neighborhood	7	10	6	8	7
Quality of the schools	4	7	2	5	4
Distance from school	2	2	1	1	2
None - Made no compromises	27	19	31	34	26
Other compromises not listed	9	10	9	8	10

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	41%	38%	41%	36%	54%	60%	47%	39%
Size of home	17	15	26	14	25	*	15	17
Condition of home	23	16	56	14	21	40	15	26
Distance from job	25	22	19	29	42	20	20	26
Lot size	13	11	26	14	8	20	15	13
Style of home	17	12	41	14	17	*	15	17
Distance from friends or family	12	10	19	14	17	*	10	13
Quality of the neighborhood	7	5	4	14	13	20	13	4
Quality of the schools	5	5	*	7	8	20	8	4
Distance from school	2	3	*	*	*	*	3	1
Other compromises not listed	6	6	15	*	*	*	5	6
None - Made no compromises	18	21	7	36	8	*	18	17

* 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	27%	28%	24%	29%	28%	28%	29%	26%
Condition of home	21	20	23	25	23	21	22	21
Size of home	19	19	20	24	19	19	21	19
Style of home	17	16	18	14	19	13	18	16
Lot size	17	18	13	17	18	17	19	16
Distance from job	14	14	12	12	19	11	17	12
Distance from friends or family	10	10	11	9	11	3	10	10
Quality of the neighborhood	7	6	8	10	9	10	7	8
Quality of the schools	4	4	3	4	5	3	6	3
Distance from school	2	2	1	*	1	4	4	1
None - made no compromises	27	27	30	26	23	27	21	30
Other compromises not listed	9	10	9	8	7	15	9	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%	*	3%	*	2%
2 to 3 years	3	2	4	*	3
4 to 5 years	11	16	8	*	12
6 to 7 years	4	6	1	13	3
8 to 10 years	21	16	25	25	21
11 to 15 years	6	6	7	*	7
16 or more years	52	53	53	63	52
Don't Know	*	*	*	*	*
Median	7	12	20	20	15

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
1 year or less	2%	2%	2%	2%	2%
2 to 3 years	5	5	5	6	5
4 to 5 years	16	24	11	17	15
6 to 7 years	4	5	3	5	3
8 to 10 years	23	25	21	21	23
11 to 15 years	9	6	11	7	10
16 or more years	41	32	46	41	41
Don't Know	1	1	2	1	1
Median	12	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%	*	1%	*	*
2 to 3 years	3	40	*	8	8
4 to 5 years	11	40	14	*	8
6 to 7 years	4	20	6	*	*
8 to 10 years	21	*	19	38	8
11 to 15 years	6	*	5	13	8
16 or more years	52	*	55	42	69
Don't Know	*	100	*	*	*
Median	7	10	15	20	18

* 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	2%	8%	1%	1%	3%
2 to 3 years	5	4	6	5	4
4 to 5 years	16	37	21	11	5
6 to 7 years	4	9	4	3	1
8 to 10 years	23	19	24	21	23
11 to 15 years	9	3	8	8	17
16 or more years	41	20	35	50	46
Don't Know	1	*	1	2	2
Median	12	6	10	18	15

* 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.)	29% *		29%	29%	16%
Never moving-forever home	17 *		16	10	47
Move with job or career change	12	100	15	10 *	
Want a larger home	10 *		15 *	*	
Downsize/smaller house	10 *		6	31 *	
Household member's health	5	*	*	7	26
Want nicer home/added features	8	*	10	5	5
May desire better area/neighborhood	4	*	6	2	*
Will flip home	1	*	1	*	*
Unfit living conditions due to environmental factors	1	*	1	*	5
Other	3	*	2	7	*

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%	29%	30%	19%
Never moving-forever home	18	7	11	23	29
Move with job or career change	10	12	16	8 *	
Want a larger home	10	26	18	2	2
Household member's health	8	2	1	7	26
Downsize/smaller house	7	2	4	11	7
Want nicer home/added features	7	6	10	5	4
May desire better area/neighborhood	5	5	6	5	3
Unfit living conditions due to environmental factors	2	1	1	2	2
Will flip home	1	2	1	1	1
Other	5	2	4	7	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

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	29%	26%	31%	21%	36%	40%	22%	30%
Never moving-forever home	17	19	12	36	4	40	20	16
Move with job or career change	12	14	4	21	8	*	15	10
Want a larger home	10	6	19	*	24	*	12	9
Downsize/smaller house	10	15	*	7	4	*	22	5
Household member's health	5	8	4	*	*	*	*	8
Want nicer home/added features	8	5	19	14	8	20	2	12
May desire better area/neighborhood	4	4	8	*	4	*	5	4
Will flip home	1	1	*	*	*	*	*	1
Unfit living conditions due to environmental factors	1	1	*	*	4	*	*	2
Other	3	2	4	*	8	*	2	3

U.S.

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Move with life changes (addition to family, marriage, children move out, retirement, etc.)	27%	24%	37%	29%	27%	34%	27%	28%
Never moving-forever home	18	20	17	12	13	25	16	19
Move with job or career change	10	11	5	12	10	4	13	8
Want a larger home	10	9	6	12	18	9	13	9
Household member's health	8	8	9	7	4	3	1	11
Downsize/smaller house	7	9	4	4	5	7	10	6
Want nicer home/added features	7	7	7	8	8	4	7	6
May desire better area/neighborhood	5	5	6	6	7	2	6	5
Unfit living conditions due to environmental factors	2	2	2	3	1	4	1	2
Will flip home	1	1	1	3	1	*	1	1
Other	5	5	6	6	6	8	5	6

* Less than 1 percent