

## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-12

### AGE OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

#### Northern Virginia

	All Buyers	First-time Buyers	Repeat Buyers
Less than 25 years	3%	6%	*
25 - 34 years	38	57	21
35 - 44 years	27	26	29
45 - 54 years	17	8	27
55 - 64 years	12	3	20
65 - 74 years	2	1	2
75 years or older	1	*	1
<b>Median age (years)</b>	<b>37</b>	<b>31</b>	<b>45</b>
Married couple	38	34	43
Single female	36	32	52
Single male	31	30	38
Unmarried couple	29	27	50
Other	49	43	49

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than 25 years	5%	13%	1%
25-34 years	31	52	18
35-44 years	24	21	26
45-54 years	19	10	24
55-64 years	13	4	19
65-74 years	5	1	9
75 years or older	2	*	3
<b>Median age (years)</b>	<b>39</b>	<b>31</b>	<b>46</b>
Married couple	39	30	45
Single female	41	32	50
Single male	40	31	48
Unmarried couple	32	28	45
Other	44	34	50

\* Less than one percent

## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-14

### RACE/ETHNICITY OF FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents)

#### Northern Virginia

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	81%	79%	82%
Black/African-American	4	6	2
Asian/Pacific Islander	7	9	9
Hispanic/Latino	9	8	7
Other	4	5	3

#### U.S.

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	83%	76%	87%
Black/African-American	7	10	4
Hispanic/Latino	6	8	5
Asian/Pacific Islander	5	6	4
Other	2	3	2

*Note: Respondents were permitted to select as many races and ethnicities as they felt applicable. The percentage distribution may therefore sum to more than 100 percent.*

## CHARACTERISTICS OF HOME BUYERS

Exhibit 1-19

### PRIMARY REASON FOR PURCHASING A HOME, BY AGE

(Percentage Distribution)

#### Northern Virginia

	All Buyers	Age of Home Buyer			
		18-24	25-44	45-64	65 or older
Desire to own a home of my own/ establish household	42%	80%	53%	13%	29%
Desire for larger home	11	*	10	15	14
Job-related relocation or move	14	*	13	17	*
Change in family situation	2	10	6	8	14
Desire for a home in a better area	1	*	2	6	*
Desire to be closer to job, school, relatives or transit	1	*	8	15	14
Desire for smaller home	1	*	*	5	14
Retirement	1	N/A	*	4	*
Desire for vacation home/investment property	1	*	*	2	*
Purchased home for family member or relative	1	*	*	3	*
Tax benefits	4	*	2	2	*
Financial security	*	10	3	3	*
Other	4	*	3	7	14

#### U.S.

	All Buyers	Age of Home Buyer			
		18-24	25-44	45-64	65 or older
Desire to own a home of my own/establish household	33%	74%	42%	17%	5%
Job-related relocation or move	12	3	13	15	2
Desire for larger home	12	2	16	9	4
Change in family situation	9	10	9	11	7
Desire for a home in a better area	6	1	5	8	8
Other	5	1	4	7	10
Desire to be closer to family/friends/relatives	5	1	2	6	18
Desire for smaller home	4	*	1	7	19
Desire to be closer to job/school/transit	3	2	3	4	1
Retirement	3	N/A	*	6	18
Desire for a newly built or custom-built home	2	*	2	3	4
Financial security	2	3	2	2	2
Desire for vacation home/investment property	1	*	1	2	2
Tax benefits	1	1	1	1	1
Purchased home for family member or relative	1	*	*	2	1

\* Less than one percent