
2006 Profile of Home Buyers and Sellers Texas Report

Prepared for:
Texas Association of REALTORS®

Prepared by:
NATIONAL ASSOCIATION OF REALTORS®
Research Division

December 2006



NATIONAL ASSOCIATION OF REALTORS®

The Voice for Real Estate®

2006 Profile of Home Buyers and Sellers Texas Report

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2006 Profile of Home Buyers and Sellers Texas Report

Introduction

Home buyers and sellers rely on real estate professionals to assist them in many aspects of the home sales transaction. From the initial search to the closing, real estate agents and brokers help guide home buyers through the many steps that culminate in a successful home purchase. Real estate professionals also help home sellers by developing a marketing plan, pricing the home competitively and utilizing their experience to assist sellers through each step of the process.

The NATIONAL ASSOCIATION OF REALTORS® surveys home buyers and sellers annually to gather detailed information on the home buying and selling process. These surveys provide information on demographics, housing characteristics and the experience of buyers and sellers in the housing market. Buyers and sellers also share information on the role of real estate professionals in home sales transactions.

The *2006 Profile of Home Buyers and Sellers* describes the critical role that real estate professionals play in the real estate market. Buyers report that they depend on agents and brokers to help them find the right home and guide them through the process of completing the purchase. Sellers note that real estate professionals are key to marketing their home and negotiating the best price, contingencies, transaction date and other important elements.

This report, drawn from the national survey, provides REALTORS® in Texas with insights into the characteristics and needs of their clients. It also helps REALTORS® to improve their client service. Others benefit from the findings of this research by better understanding the housing market and how the unique role of real estate professionals continues to be important as the housing market evolves.

THE NATIONAL HOUSING ENVIRONMENT

After more than a decade of setting one sales record after another, the housing market entered a period of somewhat lower sales and less robust price gains in late 2005 and early 2006. Existing-home sales peaked at over 7.2 million units in the second half of 2005 but declined steadily through the first half of 2006. At the same time, the inventory of homes for sale rose bringing with it a softening of home prices.

Reasons for the readjustment in the housing market are obvious: homes in many areas of the country became too pricey, affordability suffered and the home buying public lost confidence. Households and investors moved to the sidelines with many waiting to get back into the real estate market when property prices retreat to more suitable levels.

As the housing market eases from the frenzied pace of the past few years, home buyers, and especially first-time buyers, will benefit. They will have a greater selection of homes to choose from while reducing the odds that they will be priced out of the market due to rapidly escalating prices. Although mortgage rates have risen modestly from their recent lows, few analysts are predicting a sharp uptick in rates in the near-term.

Looking beyond to the intermediate term, the fundamentals for the housing market remain solid. The U.S. Census Bureau projects that more than one million new households will be formed

annually over the next several years. This pace of household formation is similar to the growth rate during the past decade. Most of this increase will stem from the natural formation of new households as children leave home. But some of this increase will also be attributable to population gains from immigration. Homeownership of non-native-born households meets and exceeds that of native-born households after about 25 years. With the strong flow of legal immigrants to the United States over the past 30 years, the gains in homeownership from this segment should continue.

In addition to the demand for housing based on increases in population, the aging of the U.S. population is also an important factor. The homeownership rate approaches 80 percent for households in their 60s and peaks at nearly 83 percent for households in their early 70s. Baby boomers, now just reaching age 60, will continue to purchase homes. Most will purchase a primary residence, but a significant share will also purchase a vacation home or investment property in the years ahead.

NOTES

In August 2006, the NATIONAL ASSOCIATION OF REALTORS® mailed an eight-page questionnaire to 129,500 consumers who bought a home between July 2005 and June 2006. The survey yielded 7,548 usable responses with a response rate, after adjusting for undeliverable addresses, of 6.3 percent. There were 627 unweighted responses from Texas, yielding a response rate of 6.0 percent, which form the basis for this report. Consumer names and addresses were obtained from Experian, a firm that maintains an extensive database of recent home buyers derived from county records. Information about sellers comes from those buyers who also sold a home.

All information in this Profile is characteristic of the 12-month period ending June 2006, with the exception of income data, which was reported for 2005. In some sections comparisons are also given for results obtained in previous surveys. Not all results are directly comparable due to changes in questionnaire design and sample size. Some results are presented for the four Census regions: Northeast, Midwest, South and West. The median is the primary statistical measure used throughout this report. Due to rounding and omissions for space, percentage distributions may not add to 100 percent.

2006 Profile of Home Buyers and Sellers

Texas Report

Highlights

When buying or selling a home, today's real estate consumers have more choices than ever. For home buyers there are numerous ways to search for and find a home, a broad array of mortgage products with which they can finance their home and a growing list of services that their agent can provide to assist them in the process. Home sellers can choose to sell their home themselves or enlist the professional assistance of an agent who can provide various levels of service to best suit each home seller's needs. Because the real estate market is always evolving, it is important for real estate professionals to have a clear picture of today's home buyers and sellers. The *2006 Profile of Home Buyers and Sellers* describes the characteristics and motivations of recent home buyers and sellers in Texas and in so doing helps real estate professionals track the changing demands of consumers in a dynamic market.

CHARACTERISTICS OF HOME BUYERS

- The median age of home buyers was 41 years old. Among first-time buyers, the median age was 33.
- The median household income of home buyers was \$75,000 compared to \$71,800 in the U.S.
- 56 percent of home buyers reported that there were no children under age 18 residing in the home.
- 68 percent of home buyers were married couples, 20 percent single females, 5 percent single males, and 5 percent were unmarried couples.
- First-time home buyers accounted for 35 percent of homes purchased in 2006.
- 53 percent of first-time home buyers were between 25 and 34 years old.
- The median income of first-time home buyers was \$62,700 compared to \$58,300 among all first-time buyers nationally.

CHARACTERISTICS OF HOMES PURCHASED

- 86 percent of homes purchased were detached single family homes.
- The typical home buyer purchased a home 18 miles from their previous residence.
- The median price of homes purchased was \$156,000 compared to \$214,000 in the U.S.
- The typical buyer purchased a home that was 2,089 square feet in size.
- Recent home buyers plan to live in their home a median of 8 years.

THE HOME SEARCH PROCESS

- Recent home buyers searched for a home for a median 8 weeks and saw a median 11 homes.
- 87 percent of home buyers used a real estate professional during their home search.
- 62 percent of home buyers used the Internet frequently to search for homes.
- Among home buyers, the typical Internet searcher was 39 years old and visited a median 12 homes. The typical home buyer that did not use the Internet to search for homes was 49 years old and saw a median 8 homes.
- 30 percent of home buyers first learned about the home they purchased from a real estate professional; 25 percent first learned about the home they purchased through the Internet.
- 75 percent of buyers viewed the Internet as a very useful tool in their home search.
- 69 percent of buyers rated real estate agents as a very useful information source with an additional 21 percent rating them somewhat useful.

HOME BUYING AND REAL ESTATE PROFESSIONALS

- 79 percent of home buyers purchased their home through a real estate agent.
- Buyers searched for a median of 3 weeks on their own before contacting an agent.
- 60 percent of first-time buyers were referred to their agent by a friend, neighbor or relative.
- 98 percent of buyers ranked honesty and integrity as a “very important” factor when choosing a real estate professional to assist with a home purchase.
- When asked about their agent's performance on those qualities considered important, 79 percent reported they were “very satisfied” with the honesty and integrity of their agent.
- 62 percent of recent buyers will definitely use their agent again, and an additional 20 percent will probably use the agent again or recommend to others.

FINANCING THE HOME PURCHASE

- 99 percent of home buyers financed their home purchase; 100 percent of first-time home buyers financed the purchase of their home compared to 98 percent of repeat buyers.
- Savings were the chief source of the downpayment for most first-time home buyers (81 percent).
- 57 percent of repeat buyers used proceeds from the sale of their primary residence toward the downpayment; 49 percent relied on savings for a portion of the downpayment.
- 48 percent of all buyers believe that their home purchase is a better financial investment than stocks.

HOME SELLERS AND THEIR SELLING EXPERIENCE

- The median age of home sellers was 46 years; they had a median household income of \$89,500.
- 73 percent of home sellers were married and 49 percent had no children under 18 years old living at home.
- The typical home seller owned their home for 5 years.
- The typical home was on the market for 6 weeks. 54 percent of home sellers did not reduce their asking price before their home sold.
- 86 percent of sellers used an agent or broker to sell their home.
- 67 percent of all sellers were very satisfied with the selling process.

HOME SELLERS AND REAL ESTATE PROFESSIONAL

- 72 percent of sellers contacted only one agent before selecting one to help assist in the sale of their home.
- When selecting a real estate professional, 45 percent of sellers received a recommendation from a friend, neighbor or relative.
- 41 percent of sellers used the same agent for their home purchase.
- 87 percent of sellers used the Internet to market their home.
- 77 percent of sellers used an agent that provided a broad range of services and managed most aspects of the sales transaction.
- 63 percent of sellers reported they would definitely use the same real estate agent again.

FOR SALE BY OWNER SELLERS (FSBO)

- 9 percent of sellers sold their home without the assistance of an agent compared with 12 percent of sellers nationally. Among all sellers, 6 percent were FSBO sellers who knew the buyer.
- 99 percent of FSBO sellers sold a detached single-family home.
- The median selling price of FSBO homes was \$205,000 compared with \$165,000 for agent-assisted home sales.

2006 Profile of Home Buyers and Sellers Texas Report

Conclusion

Even as the housing market retreats from the frenzied pace of the past several years, home buying and selling remains an important segment of the national and local economies. Buyers and sellers continue to have opportunities to trade up, trade down, relocate or purchase a second home. As importantly, first-time buyers, accounting for 40 percent of the market, are discovering and capturing the benefits of homeownership.

The robust housing market of the past several years has supported the national economy with record sales activity and healthy price appreciation that has added trillions of dollars to the aggregate wealth of the nation's homeowners. As importantly, millions of households have become homeowners for the first time and can secure the financial and personal benefits that homeownership offers.

Consumers rely on the experience and expertise of real estate professionals to assist when buying and selling a home. Working in an extremely competitive environment, agents and brokers provide high levels of service to meet the varied needs of home buyers and sellers. The value that consumers place on the services offered by real estate professionals is reflected in the large majority of both buyers and sellers who would use their agents again or recommend them to others.

The *2006 Profile of Home Buyers and Sellers* allows real estate professionals to better understand their clients and how their needs are evolving over time. For example, survey results show that typical Texas buyers had a slightly higher income and were the same age with buyers nationwide. Buyers were more likely to purchase a detached single family home, and more likely to purchase a home located in the suburbs compared with other buyers nationwide. Information in this report will assist REALTORS® as they strive to meet the varied needs of their clients while offering superior service to America's home buyers and sellers.

2006 Profile of Home Buyers and Sellers Texas Report

Appendix: Selected Exhibits

Age of First-time and Repeat Buyers	1
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First-time Buyers	3
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Length of Search, by Use of Internet	6
Where Buyer Found the Home They Purchased	7
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Sales Price Compared to Listing Price, by Seller Urgency	10
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Would Seller Use Real Estate Agent Again or Recommend to Others	12

Note: A complete set of Exhibits along with comparable national survey results are available in the full data report.

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-11

AGE OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Less than 25 years	4%	10%	1%
25 - 34 years	31	53	19
35 - 44 years	24	18	28
45 - 54 years	22	14	26
55 - 64 years	12	4	16
65 - 74 years	6	1	9
75 years or older	1	*	2
Median age (years)	41	33	46
Married couple	39	31	45
Single female	46	37	48
Single male	47	33	49
Unmarried couple	35	32	44
Other	46	43	54

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than 25 years	5%	12%	1%
25-34 years	30	51	18
35-44 years	25	20	27
45-54 years	19	12	23
55-64 years	13	3	18
65-74 years	6	1	9
75 years or older	2	*	3
Median age (years)	41	32	47
Married couple	40	32	45
Single female	43	34	51
Single male	42	31	50
Unmarried couple	35	29	46
Other	49	46	54

* Less than one percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-12

HOUSEHOLD INCOME OF FIRST-TIME AND REPEAT BUYERS, 2005

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	5%	6%	4%
\$25,000 - \$34,999	6	9	3
\$35,000 - \$44,999	7	7	7
\$45,000 - \$54,999	11	18	6
\$55,000 - \$64,999	8	13	5
\$65,000 - \$74,999	14	16	13
\$75,000 - \$84,999	10	8	11
\$85,000 - \$99,999	10	12	9
\$100,000 - \$124,999	13	5	17
\$125,000 - \$149,999	7	3	9
\$150,000 - \$174,999	4	1	7
\$175,000 - \$199,999	3	2	3
\$200,000 or more	3	1	5
Median income (2005)	\$75,000	\$62,700	\$85,400
Married couple	\$82,500	\$65,900	\$100,800
Single female	\$55,400	\$51,200	\$63,100
Single male	\$81,500	\$66,700	\$84,000
Unmarried couple	\$68,300	\$61,200	\$91,100
Other	\$57,500	\$65,800	\$56,700

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	4%	6%	3%
\$25,000 - \$34,999	8	14	5
\$35,000 - \$44,999	9	12	7
\$45,000 - \$54,999	10	14	8
\$55,000 - \$64,999	11	14	10
\$65,000 - \$74,999	10	10	10
\$75,000 - \$84,999	9	8	9
\$85,000 - \$99,999	9	8	10
\$100,000 - \$124,999	11	6	14
\$125,000 - \$149,999	6	3	9
\$150,000 - \$174,999	4	2	5
\$175,000 - \$199,999	2	1	2
\$200,000 or more	5	2	7
Median income (2005)	\$71,800	\$58,300	\$81,900
Married couple	\$82,000	\$66,200	\$91,700
Single female	\$48,100	\$43,300	\$53,600
Single male	\$66,100	\$56,800	\$72,200
Unmarried couple	\$76,000	\$63,600	\$96,400
Other	\$57,300	\$53,300	\$60,000

* Less than one percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-9

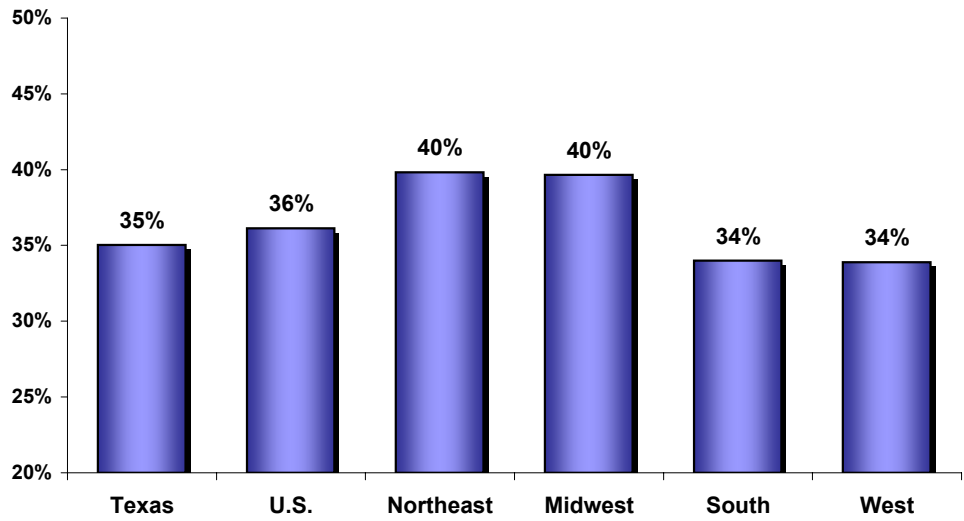
FIRST-TIME HOME BUYERS, BY REGION

(Percent of all Home Buyers)

Texas	35%
U.S.	36%
Northeast	40%
Midwest	40%
South	34%
West	34%

FIRST-TIME HOME BUYERS, BY REGION

(Percent of all Home Buyers)



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-12

PRICE OF HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	6%	9%	3%
\$75,000 to \$99,999	9	14	6
\$100,000 to \$124,999	12	21	7
\$125,000 to \$149,999	17	21	15
\$150,000 to \$174,999	16	18	16
\$175,000 to \$199,999	8	6	9
\$200,000 to \$249,999	13	2	20
\$250,000 to \$299,999	9	3	13
\$300,000 to \$349,999	3	4	3
\$350,000 to \$399,999	2	*	3
\$400,000 to \$499,999	3	2	3
\$500,000 or more	2	*	3
Median price	\$156,023	\$129,756	\$181,884

* Less than one percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	5%	8%	3%
\$75,000 to \$99,999	6	11	4
\$100,000 to \$124,999	8	12	5
\$125,000 to \$149,999	9	13	7
\$150,000 to \$174,999	9	11	8
\$175,000 to \$199,999	9	9	9
\$200,000 to \$249,999	13	12	14
\$250,000 to \$299,999	10	8	11
\$300,000 to \$349,999	7	5	9
\$350,000 to \$399,999	5	3	6
\$400,000 to \$499,999	7	5	8
\$500,000 or more	12	5	16
Median price	\$214,000	\$165,000	\$249,000

THE HOME SEARCH PROCESS

Exhibit 3-6

USE OF INTERNET TO SEARCH FOR HOMES, BY REGION

(Percentage Distribution)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
Frequently	62%	59%	63%	61%	57%	56%
Occasionally	20	21	19	19	22	25
Not at all	19	20	18	19	21	19

THE HOME SEARCH PROCESS

Exhibit 3-14

LENGTH OF SEARCH, BY USE OF INTERNET

(Median Weeks)

Texas

	Used Internet to Search	Did Not Use Internet to Search
All buyers	8	6
First-time buyers	8	6
Repeat buyers	8	8
Buyers using an agent	8	5
Before contacting agent	3	2
After contacting agent	5	3

U.S.

	Used Internet to Search	Did Not Use Internet to Search
All buyers	8	6
First-time buyers	10	6
Repeat buyers	8	5
Buyers using an agent	8	6
Before contacting agent	2	3
After contacting agent	6	3

THE HOME SEARCH PROCESS

Exhibit 3-11

WHERE BUYER FOUND THE HOME THEY PURCHASED, 1997-2006

(Percentage Distribution)

Texas

	2006
Real estate agent	30%
Internet	25
Yard sign	13
Print newspaper advertisement	2
Friend, relative or neighbor	9
Directly from sellers/Knew the sellers	3
Home builder or their agent	17
Home book or magazine	1
Other	--

U.S.

	1997	1999	2001	2003	2004	2005	2006
Real estate agent	50%	49%	48%	41%	38%	36%	36%
Internet	2	4	8	11	15	24	24
Yard sign	17	15	15	16	16	15	15
Friend, relative or neighbor	9	8	8	7	7	7	8
Home builder or their agent	3	4	3	7	7	7	8
Print newspaper advertisement	8	8	7	7	5	5	5
Directly from sellers/Knew the sellers	4	3	4	4	5	3	3
Home book or magazine	3	3	2	1	2	1	1
Other	*	4	3	6	4	--	--

* Less than one percent

THE HOME SEARCH PROCESS

Exhibit 3-18

METHOD OF HOME PURCHASE, BY USE OF INTERNET

(Percentage Distribution)

Texas

	Used Internet to Search	Did Not Use Internet to Search
Through a real estate agent/broker	83%	58%
Directly from builder or builder's agent	13	30
Directly from previous owner whom buyer didn't know	3	3
Directly from previous owner whom buyer knew	1	7
Foreclosure or trustee sale	*	*
Other	*	2

U.S.

	Used Internet to Search	Did Not Use Internet to Search
Through a real estate agent/broker	81%	63%
Directly from builder or builder's agent	10	21
Directly from previous owner whom buyer didn't know	5	5
Directly from previous owner whom buyer knew	2	10
Foreclosure or trustee sale	1	*
Other	1	1

* Less than one percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-18

METHOD USED TO SELL HOME, BY SELLER URGENCY

(Percentage Distribution)

Texas

	All Sellers	Seller Needed to Sell:		
		Very urgently	Somewhat urgently	Not urgently
Sold home using an agent or broker	86%	93%	85%	83%
Seller used agent/broker only	83	93	81	82
Seller first tried to sell it themselves, but then used an agent	2	*	4	1
For-sale-by-owner (FSBO)	9	4	10	12
Seller sold home without using a real estate agent or broker	9	4	10	10
First listed with an agent, but then sold home themselves	1	*	*	2
Sold home to a homebuying company	2	3	2	*
Other	3	*	2	4

U.S.

	All Sellers	Seller Needed to Sell:		
		Very urgently	Somewhat urgently	Not urgently
Sold home using an agent or broker	84%	84%	86%	82%
Seller used agent/broker only	80	82	81	78
Seller first tried to sell it themselves, but then used an agent	5	2	5	5
For-sale-by-owner (FSBO)	12	12	12	14
Seller sold home without using a real estate agent or broker	11	11	11	13
First listed with an agent, but then sold home themselves	1	1	1	1
Sold home to a homebuying company	1	1	1	*
Other	3	3	2	4

* Less than one percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-22

SALES PRICE COMPARED WITH LISTING PRICE, BY SELLER URGENCY

(Percentage Distribution of Sales Price as a Percent of Listing Price)

Texas

	All Sellers	Seller Needed to Sell:		
		Very urgently	Somewhat urgently	Not urgently
Less than 90%	4%	7%	2%	5%
90% to 94%	15	18	19	8
95% to 99%	44	30	53	42
100%	28	35	16	41
101% to 110%	7	11	7	4
More than 110%	2	*	4	*
Median (sales price as a percent of listing price)	98%	98%	97%	99%

* Less than one percent

U.S.

	All Sellers	Seller Needed to Sell:		
		Very urgently	Somewhat urgently	Not urgently
Less than 90%	7%	7%	7%	6%
90% to 94%	14	16	16	10
95% to 99%	41	39	41	43
100%	26	25	23	31
101% to 110%	9	11	9	7
More than 110%	3	2	4	4
Median (sales price as a percent of listing price)	98%	98%	98%	99%

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-23

NUMBER OF WEEKS RECENTLY SOLD HOME WAS ON THE MARKET, BY REGION (Percentage Distribution)

	Sellers who Purchased a Home in the:					
	Texas	U.S.	Northeast	Midwest	South	West
Less than 1 week	4%	5%	4%	5%	6%	5%
1 to 2 weeks	25	27	29	21	27	30
3 to 4 weeks	19	15	10	14	15	18
5 to 6 weeks	7	7	8	8	6	7
7 to 8 weeks	7	8	6	11	9	7
9 to 10 weeks	7	4	5	4	5	3
11 to 16 weeks	16	16	15	16	16	16
17 or more weeks	15	18	24	22	17	13
Median weeks	6	6	6	8	6	4

HOME SELLING AND REAL ESTATE PROFESSIONALS

Exhibit 7-10

WOULD SELLER USE REAL ESTATE AGENT AGAIN OR RECOMMEND TO OTHERS

(Percentage Distribution)

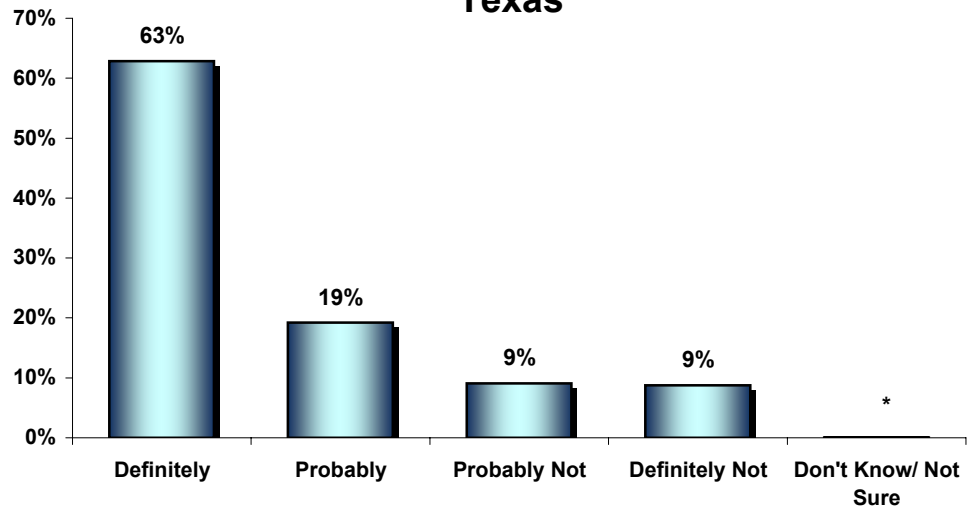
Texas

Definitely	63%
Probably	19%
Probably Not	9%
Definitely Not	9%
Don't Know/ Not Sure	*

WOULD SELLER USE REAL ESTATE AGENT AGAIN OR RECOMMEND TO OTHERS

(Percentage Distribution)

Texas



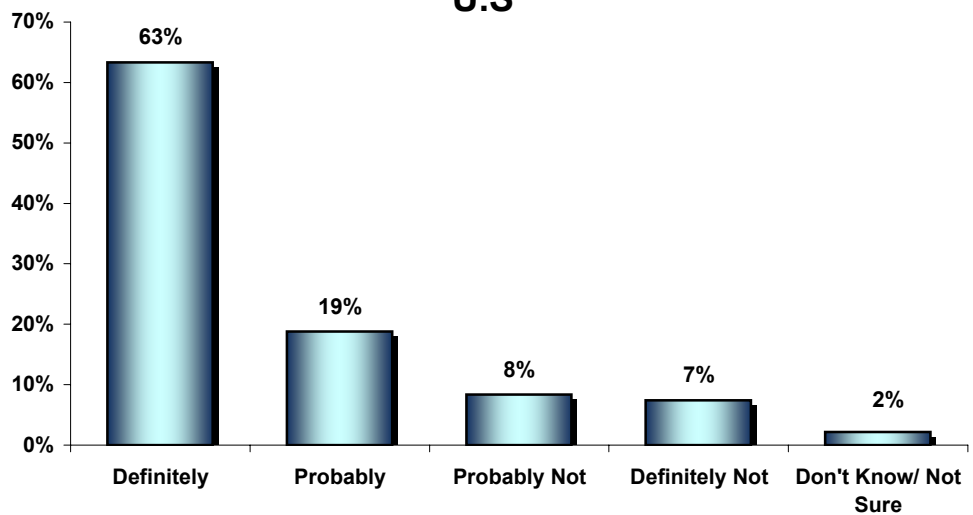
U.S.

Definitely	63%
Probably	19%
Probably Not	8%
Definitely Not	7%
Don't Know/ Not Sure	2%

WOULD SELLER USE REAL ESTATE AGENT AGAIN OR RECOMMEND TO OTHERS

(Percentage Distribution)

U.S



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NATIONAL ASSOCIATION OF REALTORS®

The Voice for Real Estate®

Introduction

After more than a decade of setting one sales record after another, existing-home sales peaked in the second half of 2005, but have declined steadily through the first half of 2006. At the same time, increases in home prices started to level. As the housing market eases from the frenzied pace of the past few years, home buyers, especially first-time buyers, will have a greater selection of homes and more affordable prices. Although mortgage rates have risen modestly from their recent lows, a sharp increase is not expected in the near-term. The fundamentals for the housing market remain solid.

The U.S. Census Bureau projects that more than one million new households will be formed annually over the next several years. Most of this increase will stem from the natural formation of new households as children leave home. But some of this increase will also be attributable to population gains from immigration. In addition, the aging of the U.S. population will have an important effect on the demand for housing. Baby boomers, now just reaching age 60, will continue to purchase homes. Most will purchase a primary residence, but a significant share will also purchase a vacation home or investment property in the years ahead.

Whatever the motivation for purchasing a home, real estate professionals will continue to play a critical role in the housing market. Buyers rely on agents and brokers to help them find the right home and guide them through the process of completing the purchase; sellers depend on real estate professionals to market their home, negotiate the best price, and assist them through each step of the selling process. Real estate professionals understand how to market unique properties and how to demonstrate the unique features of an otherwise typical home. They also know how to handle multiple offers, can provide advice on required repairs, and can coordinate many of the legal and financial aspects of the home sales transaction. Some sellers and some buyers navigate this course without a professional, but a majority believe they benefit from the experience and perspective of a real estate agent for a transaction that is important both financially and emotionally.

The NATIONAL ASSOCIATION OF REALTORS® surveys home buyers and sellers annually to gather detailed information on the home buying and selling process. These surveys provide information on demographics, housing characteristics and the experience of buyers and sellers in the housing market. Buyers and sellers also share information on the role of real estate professionals in home sales transactions. The results of the survey are reported in the 2006 NATIONAL ASSOCIATION OF REALTORS® Profile of Home Buyers and Sellers. The data in this report, based on Texas home buyers and sellers, is drawn from this national survey to provide REALTORS® with insights into the characteristics and needs of their clients.

All information in this report is characteristic of the 12-month period ending June 2006, with the exception of income data which was reported for 2005. Throughout this report, data based on the sub-sample of Texas home buyers and sellers is compared with the national survey results in eight sections:

- 1: Characteristics of Home Buyers
- 2: Characteristics of Homes Purchased
- 3: The Home Search Process
- 4: Home Buying and Real Estate Professionals
- 5: Financing the Home Purchase
- 6: Home Sellers and their Selling Experience
- 7: Home Selling and Real Estate Professionals
- 8: For Sale by Owner (FSBO) Sellers

The primary measure of central tendency used throughout this report is the median, the middle point in the distribution of responses to a particular question or equivalently the point at which half of the responses are above and below a particular value.

CHARACTERISTICS OF HOME BUYERS

- Exhibit 1-1 AGE OF HOME BUYERS, BY REGION
- Exhibit 1-2 HOUSEHOLD INCOME OF HOME BUYERS, 2005
- Exhibit 1-3 ADULT COMPOSITION OF HOME BUYER HOUSEHOLDS
- Exhibit 1-4 NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD
- Exhibit 1-5 RACE/ETHNICITY OF HOME BUYERS, BY REGION
- Exhibit 1-6 PRIMARY LANGUAGE SPOKEN IN HOME BUYER HOUSEHOLD, BY REGION
- Exhibit 1-7 NATIONAL ORIGIN OF HOME BUYERS, BY REGION
- Exhibit 1-8 FIRST-TIME HOME BUYERS
- Exhibit 1-9 FIRST-TIME HOME BUYERS, BY REGION
- Exhibit 1-10 FIRST-TIME AND REPEAT HOME BUYERS BY HOUSEHOLD TYPE
- Exhibit 1-11 AGE OF FIRST-TIME AND REPEAT BUYERS
- Exhibit 1-12 HOUSEHOLD INCOME OF FIRST-TIME AND REPEAT BUYERS, 2005
- Exhibit 1-13 RACE/ETHNICITY OF FIRST-TIME AND REPEAT BUYERS
- Exhibit 1-14 PRIMARY LANGUAGE SPOKEN IN FIRST-TIME AND REPEAT BUYER HOUSEHOLD
- Exhibit 1-15 NATIONAL ORIGIN OF FIRST-TIME AND REPEAT BUYERS
- Exhibit 1-16 PRIOR LIVING ARRANGEMENT OF FIRST-TIME AND REPEAT BUYERS
- Exhibit 1-17 PRIMARY REASON FOR PURCHASING A HOME, FIRST-TIME AND REPEAT BUYERS
- Exhibit 1-18 PRIMARY REASON FOR PURCHASING A HOME, BY AGE
- Exhibit 1-19 AGE OF HOME BUYERS, BY INTENDED USE OF HOME
- Exhibit 1-20 HOUSEHOLD INCOME OF BUYERS, BY INTENDED USE OF HOME

CHARACTERISTICS OF HOME BUYERS

Texas

Number of Total Respondents = 335

Exhibit 1-1

AGE OF HOME BUYERS, BY REGION

(Percentage Distribution)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
Less than 25 years	4%	5%	3%	7%	4%	5%
25 - 34 years	31	30	30	33	29	28
35 - 44 years	24	25	28	25	23	24
45 - 54 years	22	19	19	17	21	19
55 - 64 years	12	13	12	10	13	15
65 - 74 years	6	6	6	5	7	7
75 years or older	1	2	2	2	3	2
Median age (years)	41	41	41	38	42	42

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-2

HOUSEHOLD INCOME OF HOME BUYERS, 2005

(Percentage Distribution)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
Less than \$25,000	5%	4%	3%	5%	5%	3%
\$25,000 - \$34,999	6	8	8	9	9	6
\$35,000 - \$44,999	7	9	9	10	9	8
\$45,000 - \$54,999	11	10	8	12	11	9
\$55,000 - \$64,999	8	11	11	13	10	11
\$65,000 - \$74,999	14	10	10	10	12	10
\$75,000 - \$84,999	10	9	11	8	9	10
\$85,000 - \$99,999	10	9	11	10	9	9
\$100,000 - \$124,999	13	11	11	10	10	14
\$125,000 - \$149,999	7	6	7	5	6	8
\$150,000 - \$174,999	4	4	4	2	4	5
\$175,000 - \$199,999	3	2	2	1	2	2
\$200,000 or more	3	5	7	4	5	6
Median income (2005)	\$75,000	\$71,800	\$75,600	\$65,800	\$70,100	\$78,200

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-3

ADULT COMPOSITION OF HOME BUYER HOUSEHOLDS

(Percentage Distribution)

Texas

	2006
Married couple	68%
Single female	20
Single male	5
Unmarried couple	5
Other	2

U.S.

	1995	1997	1999	2001	2003	2004	2005	2006
Married couple	70%	64%	66%	68%	59%	62%	61%	61%
Single female	14	18	18	15	21	18	21	22
Single male	9	11	9	7	11	8	9	9
Unmarried couple	6	5	6	7	8	9	7	7
Other	1	2	1	3	1	2	2	1

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-4

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

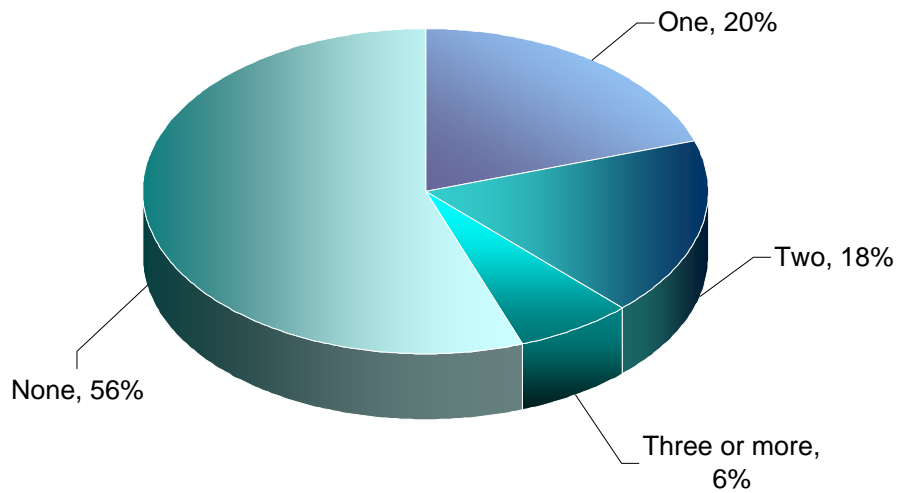
Texas

One	20%
Two	18%
Three or more	6%
None	56%

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

Texas



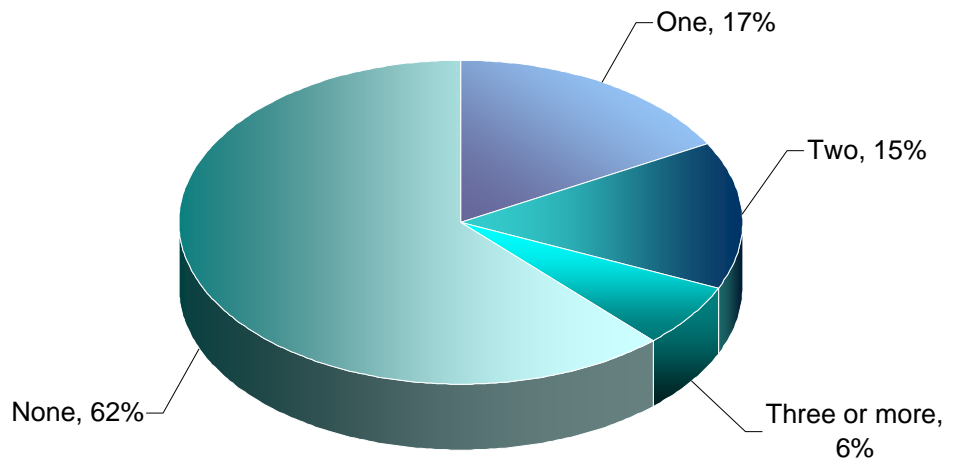
U.S.

One	17%
Two	15%
Three or more	6%
None	62%

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

U.S.



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-5

RACE/ETHNICITY OF HOME BUYERS, BY REGION

(Percent of Respondents)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
White/Caucasian	74%	81%	84%	88%	79%	77%
Black/African-American	8	7	4	6	11	3
Hispanic/Latino	14	6	5	3	6	9
Asian/Pacific Islander	5	5	5	2	4	10
Other	1	2	1	1	2	3

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 1-6

PRIMARY LANGUAGE SPOKEN IN HOME BUYER HOUSEHOLD, BY REGION

(Percentage Distribution)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
English	94%	95%	93%	97%	96%	94%
Other	6	5	7	3	4	6

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-7

NATIONAL ORIGIN OF HOME BUYERS, BY REGION

(Percentage Distribution)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
Born in U.S.	89%	89%	85%	94%	90%	87%
Not born in U.S.	11	11	15	6	10	13

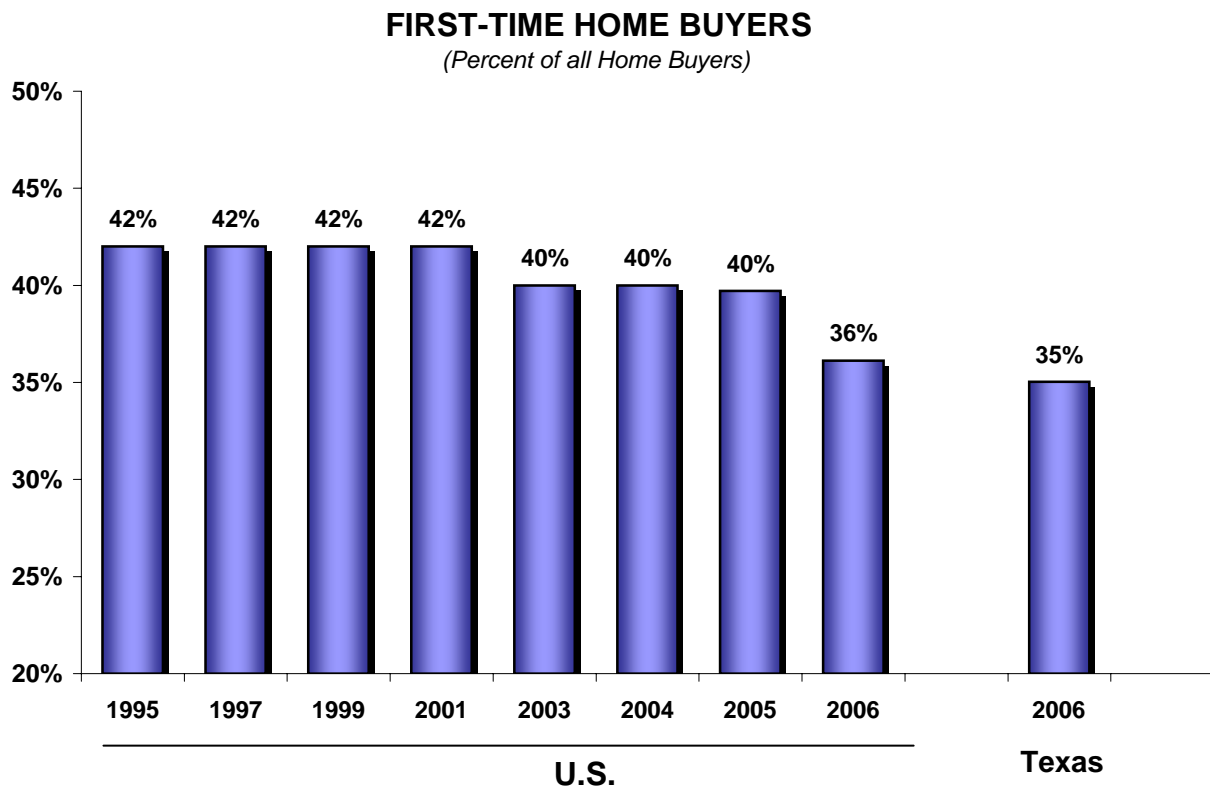
CHARACTERISTICS OF HOME BUYERS

Exhibit 1-8

FIRST-TIME HOME BUYERS

(Percent of all Homebuyers)

Year	Percentage
1995	42%
1997	42%
1999	42%
2001	42%
2003	40%
2004	40%
2005	40%
2006 US	36%
2006 Texas	35%



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-9

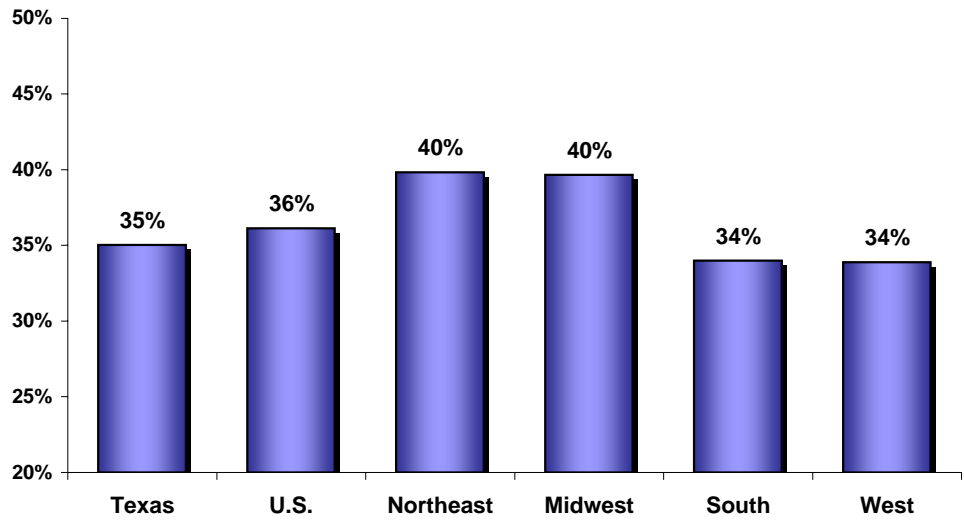
FIRST-TIME HOME BUYERS, BY REGION

(Percent of all Home Buyers)

Texas	35%
U.S.	36%
Northeast	40%
Midwest	40%
South	34%
West	34%

FIRST-TIME HOME BUYERS, BY REGION

(Percent of all Home Buyers)



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-10

FIRST-TIME AND REPEAT HOME BUYERS BY HOUSEHOLD TYPE

(Percentage Distribution of Households Among First-Time Buyers)

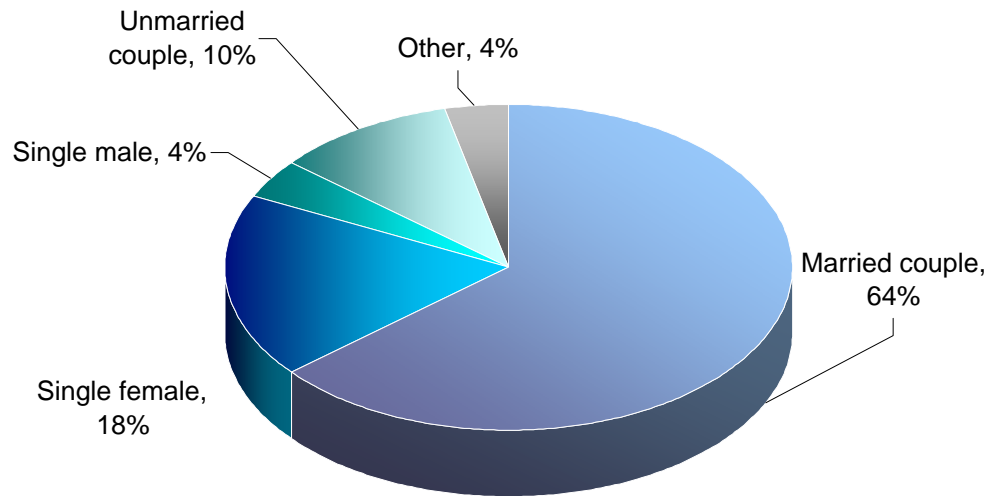
Texas

Married couple	64%
Single female	18%
Single male	4%
Unmarried couple	10%
Other	4%

FIRST-TIME HOME BUYERS

(Percentage Distribution)

Texas



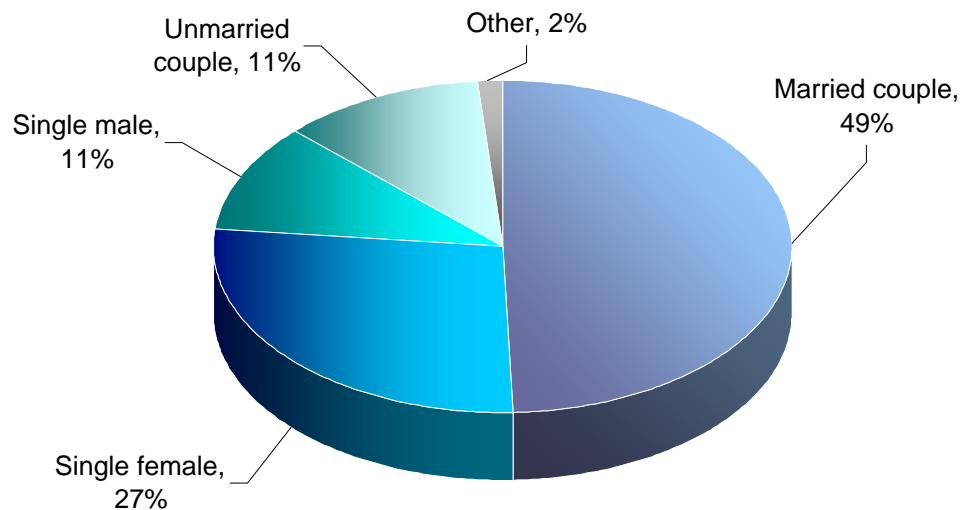
U.S.

Married couple	49%
Single female	27%
Single male	11%
Unmarried couple	11%
Other	2%

FIRST-TIME HOME BUYERS

(Percentage Distribution)

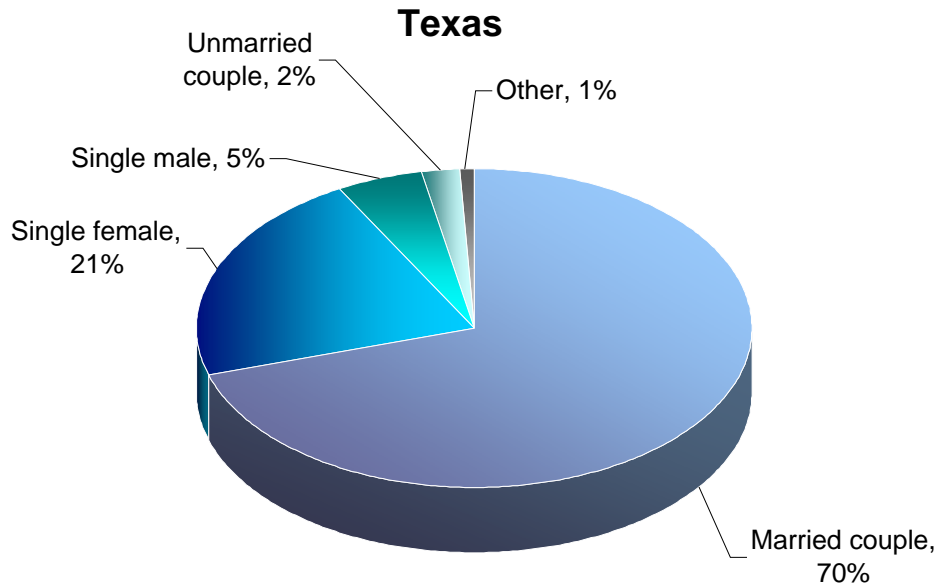
U.S.



Texas

Married couple	70%
Single female	21%
Single male	5%
Unmarried couple	2%
Other	1%

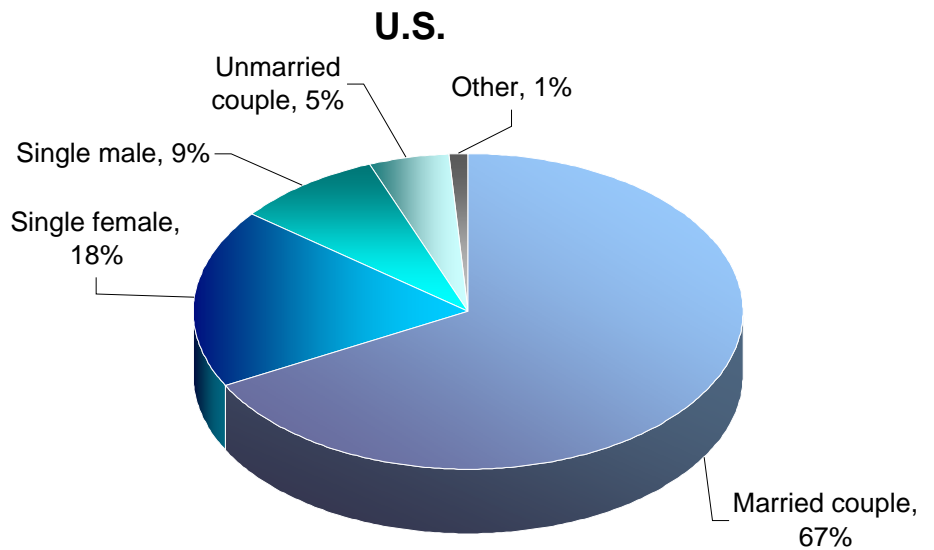
REPEAT HOME BUYERS (Percentage Distribution)



U.S.

Married couple	67%
Single female	18%
Single male	9%
Unmarried couple	5%
Other	1%

REPEAT HOME BUYERS (Percentage Distribution)



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-11

AGE OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Less than 25 years	4%	10%	1%
25 - 34 years	31	53	19
35 - 44 years	24	18	28
45 - 54 years	22	14	26
55 - 64 years	12	4	16
65 - 74 years	6	1	9
75 years or older	1	*	2
Median age (years)	41	33	46
Married couple	39	31	45
Single female	46	37	48
Single male	47	33	49
Unmarried couple	35	32	44
Other	46	43	54

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than 25 years	5%	12%	1%
25-34 years	30	51	18
35-44 years	25	20	27
45-54 years	19	12	23
55-64 years	13	3	18
65-74 years	6	1	9
75 years or older	2	*	3
Median age (years)	41	32	47
Married couple	40	32	45
Single female	43	34	51
Single male	42	31	50
Unmarried couple	35	29	46
Other	49	46	54

* Less than one percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-12

HOUSEHOLD INCOME OF FIRST-TIME AND REPEAT BUYERS, 2005

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	5%	6%	4%
\$25,000 - \$34,999	6	9	3
\$35,000 - \$44,999	7	7	7
\$45,000 - \$54,999	11	18	6
\$55,000 - \$64,999	8	13	5
\$65,000 - \$74,999	14	16	13
\$75,000 - \$84,999	10	8	11
\$85,000 - \$99,999	10	12	9
\$100,000 - \$124,999	13	5	17
\$125,000 - \$149,999	7	3	9
\$150,000 - \$174,999	4	1	7
\$175,000 - \$199,999	3	2	3
\$200,000 or more	3	1	5
Median income (2005)	\$75,000	\$62,700	\$85,400
Married couple	\$82,500	\$65,900	\$100,800
Single female	\$55,400	\$51,200	\$63,100
Single male	\$81,500	\$66,700	\$84,000
Unmarried couple	\$68,300	\$61,200	\$91,100
Other	\$57,500	\$65,800	\$56,700

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	4%	6%	3%
\$25,000 - \$34,999	8	14	5
\$35,000 - \$44,999	9	12	7
\$45,000 - \$54,999	10	14	8
\$55,000 - \$64,999	11	14	10
\$65,000 - \$74,999	10	10	10
\$75,000 - \$84,999	9	8	9
\$85,000 - \$99,999	9	8	10
\$100,000 - \$124,999	11	6	14
\$125,000 - \$149,999	6	3	9
\$150,000 - \$174,999	4	2	5
\$175,000 - \$199,999	2	1	2
\$200,000 or more	5	2	7
Median income (2005)	\$71,800	\$58,300	\$81,900
Married couple	\$82,000	\$66,200	\$91,700
Single female	\$48,100	\$43,300	\$53,600
Single male	\$66,100	\$56,800	\$72,200
Unmarried couple	\$76,000	\$63,600	\$96,400
Other	\$57,300	\$53,300	\$60,000

* Less than one percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-13

RACE/ETHNICITY OF FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	74%	64%	80%
Black/African-American	8	9	7
Asian/Pacific Islander	14	6	5
Hispanic/Latino	5	24	9
Other	1	2	1

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	81%	73%	86%
Black/African-American	7	11	5
Hispanic/Latino	6	9	4
Asian/Pacific Islander	5	7	4
Other	2	3	1

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 1-14

PRIMARY LANGUAGE SPOKEN IN FIRST-TIME AND REPEAT BUYER HOUSEHOLD

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
English	94%	91%	96%
Other	6	9	4

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
English	95%	93%	96%
Other	5	7	4

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-15

NATIONAL ORIGIN OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Born in U.S.	89%	84%	92%
Not born in U.S.	11	16	8

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Born in U.S.	89%	86%	91%
Not born in U.S.	11	14	9

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-16

PRIOR LIVING ARRANGEMENT OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Owned previous residence	46%	2%	71%
Rented an apartment or house	45	85	22
Lived with parents, relatives or friends	7	9	6
Rented the home buyer ultimately purchased	1	3	*
Not applicable or no change in living arrangement	1	1	1

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Owned previous residence	49%	4%	75%
Rented an apartment or house	38	75	17
Lived with parents, relatives or friends	9	17	4
Rented the home buyer ultimately purchased	2	3	1
Not applicable or no change in living arrangement	2	1	2

* Less than one percent

Note: After selling their previous home, buyers may have rented a home or apartment before purchasing their next home. A first-time buyer could have acquired ownership of their previous home (as an inheritance or gift, for example) without having been the buyer of the home. Thus, a first-time buyer could have owned a home prior to their first home purchase.

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-17

PRIMARY REASON FOR PURCHASING A HOME, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Desire to own a home of my own/ establish household	33%	71%	12%
Desire for larger home	12	4	17
Job-related relocation or move	17	6	23
Change in family situation	10	7	11
Desire for a home in a better area	10	3	13
Desire to be closer to job, school, relatives or transit	8	3	10
Desire for smaller home	3	1	4
Retirement	2	1	3
Desire for vacation home/investment property	1	1	1
Purchased home for family member or relative	*	*	1
Other	4	4	5

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Desire to own a home of my own/ establish household	32%	74%	9%
Desire for larger home	14	4	20
Job-related relocation or move	12	4	16
Change in family situation	9	8	10
Desire for a home in a better area	8	3	11
Desire to be closer to job, school, relatives or transit	7	2	10
Desire for smaller home	5	1	7
Retirement	4	1	6
Desire for vacation home/investment property	1	1	2
Purchased home for family member or relative	1	*	1
Other	6	2	9

* Less than one percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-18

PRIMARY REASON FOR PURCHASING A HOME, BY AGE

(Percentage Distribution)

Texas

	All Buyers	Age			
		18-24	25-44	45-64	65 or older
Desire to own a home of my own/ establish household	33%	50%	39%	27%	10%
Desire for larger home	12	8	15	8	13
Job-related relocation or move	17	16	20	18	4
Change in family situation	3	12	9	9	19
Desire for a home in a better area	2	1	8	12	10
Desire to be closer to job, school, relatives or transit	1	1	5	13	8
Desire for smaller home	*	*	1	5	8
Retirement	2	N/A	*	2	18
Desire for vacation home/investment property	1	*	1	1	*
Purchased home for family member or relative	*	*	*	1	1
Other	4	12	3	5	9

U.S.

	All Buyers	Age			
		18-24	25-44	45-64	65 or older
Desire to own a home of my own/ establish household	32%	70%	41%	19%	4%
Desire for larger home	14	5	18	12	6
Job-related relocation or move	12	4	14	12	1
Change in family situation	9	11	8	11	10
Desire for a home in a better area	8	2	7	9	8
Desire to be closer to job, school, relatives or transit	7	4	6	8	15
Desire for smaller home	5	1	1	8	22
Retirement	4	N/A	*	8	20
Desire for vacation home/investment property	1	1	1	2	1
Purchased home for family member or relative	1	1	*	1	2
Other	6	2	4	9	11

* Less than one percent

N/A not applicable

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-19

AGE OF HOME BUYERS, BY INTENDED USE OF HOME

(Percentage Distribution)

Texas

	Buyers who Purchased a:	
	Primary Residence	Non-primary Residence/ Second Home
Less than 25 years	4%	*
25 - 34 years	31	23
35 - 44 years	24	8
45 - 54 years	22	35
55 - 64 years	12	33
65 - 74 years	6	*
75 years or older	1	*
Median age (years)	40	52

* Less than one percent

U.S.

	Buyers who Purchased a:	
	Primary Residence	Non-primary Residence/ Second Home
Less than 25 years	5%	1%
25 - 34 years	31	13
35 - 44 years	25	21
45 - 54 years	19	24
55 - 64 years	13	23
65 - 74 years	6	15
75 years or older	2	2
Median age (years)	41	52

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-20

HOUSEHOLD INCOME OF BUYERS, BY INTENDED USE OF HOME

(Percentage Distribution)

Texas

	Buyers who Purchased a:	
	Primary Residence	Non-primary Residence/ Second Home
Less than \$25,000	4%	16%
\$25,000 - \$34,999	6	8
\$35,000 - \$44,999	7	*
\$45,000 - \$54,999	11	*
\$55,000 - \$64,999	8	*
\$65,000 - \$74,999	14	7
\$75,000 - \$84,999	10	*
\$85,000 - \$99,999	9	35
\$100,000 - \$124,999	13	26
\$125,000 - \$149,999	7	8
\$150,000 - \$174,999	5	*
\$175,000 - \$199,999	3	*
\$200,000 or more	4	*
Median income (2005)	\$75,000	\$93,100

* Less than one percent

U.S.

	Buyers who Purchased a:	
	Primary Residence	Non-primary Residence/ Second Home
Less than \$25,000	4%	6%
\$25,000 - \$34,999	8	9
\$35,000 - \$44,999	9	7
\$45,000 - \$54,999	10	10
\$55,000 - \$64,999	11	12
\$65,000 - \$74,999	10	8
\$75,000 - \$84,999	9	4
\$85,000 - \$99,999	9	9
\$100,000 - \$124,999	11	12
\$125,000 - \$149,999	6	8
\$150,000 - \$174,999	4	4
\$175,000 - \$199,999	2	4
\$200,000 or more	5	8
Median income (2005)	\$71,800	\$73,500

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-1	NEW AND PREVIOUSLY OWNED HOMES PURCHASED, 1995-2006
Exhibit 2-2	NEW AND PREVIOUSLY OWNED HOMES PURCHASED, BY REGION
Exhibit 2-3	TYPE OF HOME PURCHASED, BY REGION
Exhibit 2-4	TYPE OF HOME PURCHASED BY FIRST-TIME AND REPEAT BUYERS
Exhibit 2-5	LOCATION OF HOME PURCHASED, BY REGION
Exhibit 2-6	LOCATION OF HOME PURCHASED BY FIRST-TIME AND REPEAT BUYERS
Exhibit 2-7	LOCATION OF HOME PURCHASED VERSUS LOCATION OF HOME SOLD
Exhibit 2-8	DISTANCE BETWEEN HOME RECENTLY PURCHASED AND PREVIOUS RESIDENCE
Exhibit 2-9	FACTORS INFLUENCING NEIGHBORHOOD CHOICE, BY LOCATION
Exhibit 2-10	PRICE OF HOME PURCHASED, BY REGION
Exhibit 2-11	PRICE OF HOME PURCHASED, NEW AND PREVIOUSLY OWNED
Exhibit 2-12	PRICE OF HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS
Exhibit 2-13	PURCHASE PRICE COMPARED WITH ASKING PRICE, BY REGION
Exhibit 2-14	SIZE OF HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS
Exhibit 2-15	HOME SIZE AND PRICE PER SQUARE FOOT, BY LOCATION AND REGION
Exhibit 2-16	CHARACTERISTICS OF HOME ON WHICH BUYER COMPROMISED, BY LOCATION
Exhibit 2-17	CHARACTERISTICS OF HOME ON WHICH BUYER COMPROMISED, FIRST-TIME AND REPEAT BUYERS
Exhibit 2-18	EXPECTED LENGTH OF TENURE IN HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS
Exhibit 2-19	EXPECTED LENGTH OF TENURE IN HOME PURCHASED, BY AGE
Exhibit 2-20	PURCHASE PRICE, PRIMARY RESIDENCE AND SECOND HOME
Exhibit 2-21	TYPE OF HOME, PRIMARY RESIDENCE AND SECOND HOME
Exhibit 2-22	LOCATION OF HOME, PRIMARY RESIDENCE AND SECOND HOME

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-1

NEW AND PREVIOUSLY OWNED HOMES PURCHASED, 1995-2006

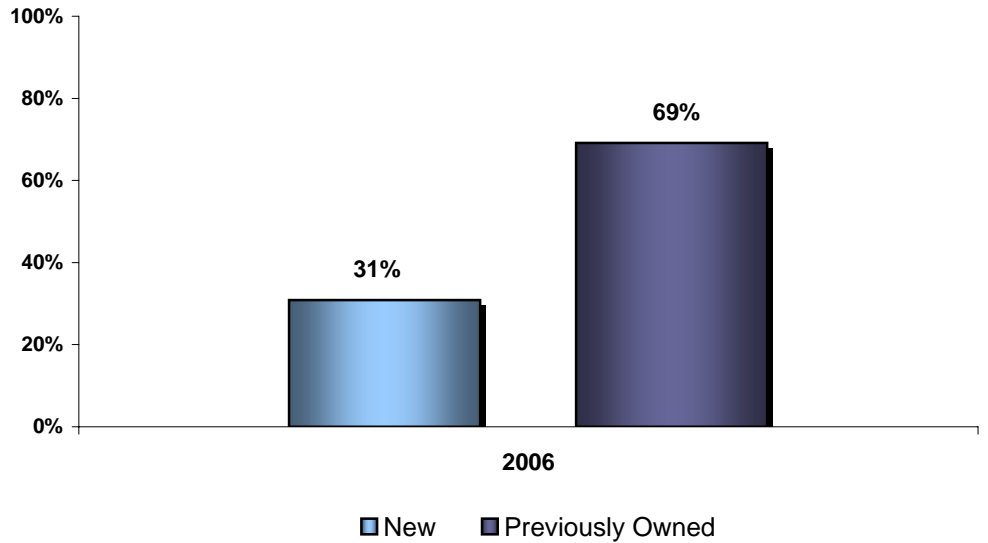
(Percentage Distribution)

Texas

	New	Previously Owned
2006	31%	69%

NEW AND PREVIOUSLY OWNED HOMES PURCHASED (Percentage Distribution)

Texas

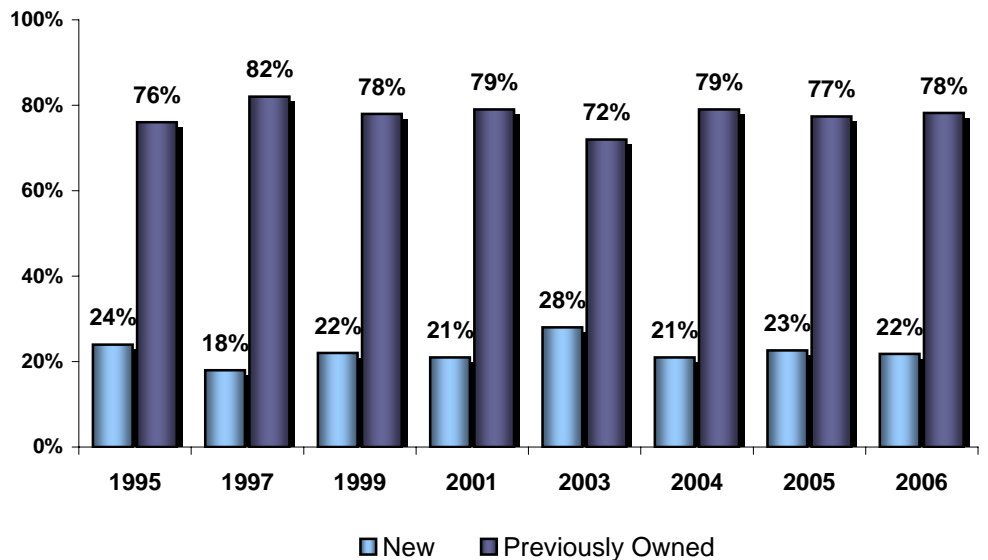


U.S.

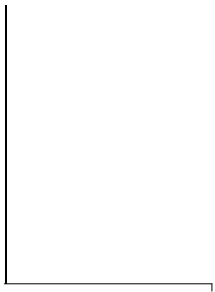
	New	Previously Owned
1995	24%	76%
1997	18%	82%
1999	22%	78%
2001	21%	79%
2003	28%	72%
2004	21%	79%
2005	23%	77%
2006	22%	78%

NEW AND PREVIOUSLY OWNED HOMES PURCHASED (Percentage Distribution)

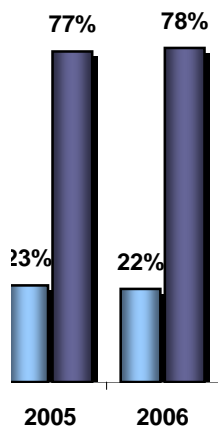
U.S.



CHASED



UNCHASED



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-2

NEW AND PREVIOUSLY OWNED HOMES PURCHASED, BY REGION

(Percentage Distribution)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
New	31%	22%	13%	21%	26%	22%
Previously Owned	69	78	87	79	74	78

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-3

TYPE OF HOME PURCHASED, BY REGION

(Percentage Distribution)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
Detached single-family home	86%	75%	70%	77%	76%	75%
Townhouse/row house	5	9	11	8	10	8
Apartment/condo in building with 5 or more units	2	8	8	8	7	10
Duplex/apartment/condo in 2 to 4 unit building	1	3	5	4	2	2
Other	5	5	5	3	6	5

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-4

TYPE OF HOME PURCHASED BY FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Detached single-family home	86%	83%	88%
Townhouse/row house	5	6	5
Apartment/condo in building with 5 or more units	2	2	3
Duplex/apartment/condo in 2 to 4 unit building	1	3	*
Other	5	6	4

* Less than one percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Detached single-family home	75%	66%	80%
Townhouse/row house	9	13	7
Apartment/condo in building with 5 or more units	8	11	6
Duplex/apartment/condo in 2 to 4 unit building	3	3	3
Other	5	6	4

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-5

LOCATION OF HOME PURCHASED, BY REGION

(Percentage Distribution)

	Texas	U.S	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
Suburb/Subdivision	67%	55%	43%	55%	63%	49%
Small town	9	17	26	19	12	17
Urban/Central city	17	17	14	18	15	23
Rural area	6	9	15	8	9	8
Resort/Recreation area	1	1	2	*	1	2

* *Less than one percent*

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-6

LOCATION OF HOME PURCHASED BY FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Suburb/Subdivision	67%	68%	67%
Small town	9	7	11
Urban/Central city	17	21	15
Rural area	6	4	6
Resort/Recreation area	1	*	1

* Less than one percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Suburb/Subdivision	55%	52%	57%
Small town	17	15	18
Urban/Central city	17	23	14
Rural area	9	9	10
Resort/Recreation area	1	1	2

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-7

LOCATION OF HOME PURCHASED VERSUS LOCATION OF HOME SOLD

(Percentage Distribution Among those that Sold a Home)

Texas

LOCATION OF HOME PURCHASED

		Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
LOCATION OF HOME SOLD	Suburb/Subdivision	49%	6%	4%	3%	*
	Small town	4	4	1	1	*
	Urban area/Central city	10	1	5	1	*
	Rural area	3	1	3	1	*
	Resort/Recreation area	*	*	*	1	1

U.S.

LOCATION OF HOME PURCHASED

		Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
LOCATION OF HOME SOLD	Suburb/Subdivision	40%	5%	3%	4%	1%
	Small town	4	7	1	1	*
	Urban area/Central city	8	3	7	2	*
	Rural area	4	3	1	3	*
	Resort/Recreation area	1	*	*	*	*

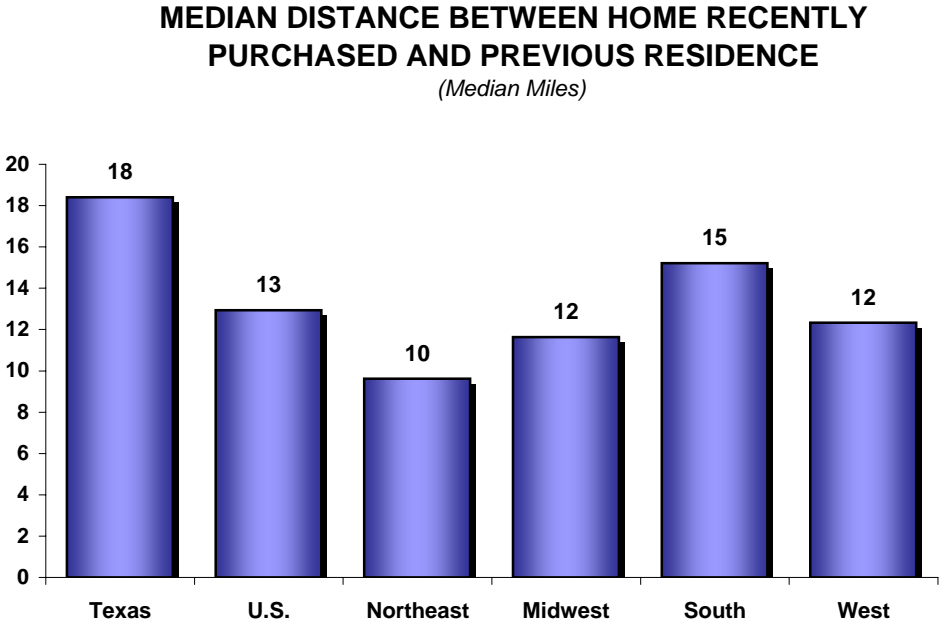
* Less than one percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-8

DISTANCE BETWEEN HOME RECENTLY PURCHASED AND PREVIOUS RESIDENCE
(Median Miles)

	Miles
Texas	18
U.S.	13
Northeast	10
Midwest	12
South	15
West	12



CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-9

FACTORS INFLUENCING NEIGHBORHOOD CHOICE, BY LOCATION

(Percent of Respondents)

Texas

	Buyers who Purchased a Home in a:					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural	Resort/ Recreation area
Quality of the neighborhood	68%	73%	57%	65%	47%	60%
Convenient to job	48	47	50	57	38	27
Convenient to friends/family	34	34	36	35	22	33
Design of neighborhood	32	34	23	35	14	27
Convenient to shopping	30	29	27	40	15	54
Quality of the school district	37	41	39	17	39	27
Convenient to schools	25	29	20	17	20	27
Convenient to entertainment/leisure activities	20	16	14	37	11	67
Convenient to parks/recreational facilities	15	14	15	22	3	33
Convenient to health facilities	12	10	10	13	4	54
Home in a planned community	16	19	8	8	8	40
Convenient to airport	6	6	10	6	4	6
Convenient to public transportation	4	3	*	12	*	27
Other	7	5	14	5	26	*

* Less than one percent

U.S.

	Buyers who Purchased a Home in a:					
	All Buyers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural	Resort/ Recreation area
Quality of the neighborhood	63%	69%	60%	57%	51%	55%
Convenient to job	48	49	42	54	40	32
Convenient to friends/family	36	36	39	38	28	43
Design of neighborhood	28	31	27	25	21	33
Convenient to shopping	28	31	22	30	15	33
Quality of the school district	27	32	24	13	25	16
Convenient to schools	19	21	20	15	17	12
Convenient to entertainment/leisure activities	19	19	12	33	9	42
Convenient to parks/recreational facilities	16	15	14	23	8	31
Convenient to health facilities	11	12	11	10	6	24
Home in a planned community	11	13	10	5	6	24
Convenient to airport	7	8	4	9	3	15
Convenient to public transportation	7	5	4	17	2	6
Other	9	7	11	8	23	10

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-10

PRICE OF HOME PURCHASED, BY REGION

(Percentage Distribution)

	Buyers who Purchased a Home in the:					
	Texas	U.S.	Northeast	Midwest	South	West
Less than \$75,000	6%	5%	7%	6%	5%	1%
\$75,000 to \$99,999	9	6	5	10	8	1
\$100,000 to \$124,999	12	8	5	10	10	2
\$125,000 to \$149,999	17	9	6	12	12	5
\$150,000 to \$174,999	16	9	5	13	11	4
\$175,000 to \$199,999	8	9	6	11	11	6
\$200,000 to \$249,999	13	13	11	15	14	12
\$250,000 to \$299,999	9	10	12	8	8	13
\$300,000 to \$349,999	3	7	9	5	6	11
\$350,000 to \$399,999	2	5	8	3	4	7
\$400,000 to \$499,999	3	7	11	4	4	12
\$500,000 or more	2	12	14	4	8	25
Median price	\$156,023	\$214,000	\$265,000	\$174,900	\$183,000	\$320,000

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-11

PRICE OF HOME PURCHASED, NEW AND PREVIOUSLY OWNED

(Percentage Distribution)

Texas

	All Buyers	Buyers who Purchased a:	
		New Home	Previously Owned Home
Less than \$75,000	6%	2%	7%
\$75,000 to \$99,999	9	1	12
\$100,000 to \$124,999	12	6	15
\$125,000 to \$149,999	17	14	18
\$150,000 to \$174,999	16	19	15
\$175,000 to \$199,999	8	13	6
\$200,000 to \$249,999	13	20	10
\$250,000 to \$299,999	9	12	8
\$300,000 to \$349,999	3	3	3
\$350,000 to \$399,999	2	3	1
\$400,000 to \$499,999	3	4	2
\$500,000 or more	2	3	2
Median price	\$156,023	\$185,000	\$147,000

U.S.

	All Buyers	Buyers who Purchased a:	
		New Home	Previously Owned Home
Less than \$75,000	5%	*	6%
\$75,000 to \$99,999	6	2	7
\$100,000 to \$124,999	8	4	9
\$125,000 to \$149,999	9	7	10
\$150,000 to \$174,999	9	9	9
\$175,000 to \$199,999	9	10	9
\$200,000 to \$249,999	13	17	12
\$250,000 to \$299,999	10	13	9
\$300,000 to \$349,999	7	10	7
\$350,000 to \$399,999	5	7	4
\$400,000 to \$499,999	7	8	7
\$500,000 or more	12	13	11
Median price	\$214,000	\$250,000	\$200,000

* Less than one percent

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-12

PRICE OF HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	6%	9%	3%
\$75,000 to \$99,999	9	14	6
\$100,000 to \$124,999	12	21	7
\$125,000 to \$149,999	17	21	15
\$150,000 to \$174,999	16	18	16
\$175,000 to \$199,999	8	6	9
\$200,000 to \$249,999	13	2	20
\$250,000 to \$299,999	9	3	13
\$300,000 to \$349,999	3	4	3
\$350,000 to \$399,999	2	*	3
\$400,000 to \$499,999	3	2	3
\$500,000 or more	2	*	3
Median price	\$156,023	\$129,756	\$181,884

* Less than one percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$75,000	5%	8%	3%
\$75,000 to \$99,999	6	11	4
\$100,000 to \$124,999	8	12	5
\$125,000 to \$149,999	9	13	7
\$150,000 to \$174,999	9	11	8
\$175,000 to \$199,999	9	9	9
\$200,000 to \$249,999	13	12	14
\$250,000 to \$299,999	10	8	11
\$300,000 to \$349,999	7	5	9
\$350,000 to \$399,999	5	3	6
\$400,000 to \$499,999	7	5	8
\$500,000 or more	12	5	16
Median price	\$214,000	\$165,000	\$249,000

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-13

PURCHASE PRICE COMPARED WITH ASKING PRICE, BY REGION

(Percentage Distribution)

Percent of asking price:	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
Less than 90%	10%	8%	10%	10%	7%	5%
90% to 94%	13	13	17	16	12	9
95% to 99%	34	34	35	40	34	30
100%	26	32	28	25	35	37
101% to 110%	15	11	9	7	11	16
More than 110%	2	2	2	2	2	3
Median (purchase price as a percent of asking price)	98%	99%	98%	98%	99%	100%

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-14

SIZE OF HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
1,000 sq ft or less	2%	5%	1%
1,001 to 1,500 sq ft	16	23	12
1,501 to 2,000 sq ft	28	44	19
2,001 to 2,500 sq ft	23	17	27
2,501 to 3,000 sq ft	15	7	19
3,001 to 3,500 sq ft	7	5	8
3,501 sq ft or more	9	1	14
Median (sq ft)	2,089	1,757	2,339

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
1,000 sq ft or less	8%	14%	4%
1,001 to 1,500 sq ft	24	35	18
1,501 to 2,000 sq ft	30	31	29
2,001 to 2,500 sq ft	17	11	21
2,501 to 3,000 sq ft	10	5	13
3,001 to 3,500 sq ft	6	2	8
3,501 sq ft or more	6	2	8
Median (sq ft)	1,815	1,516	1,993

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-15

HOME SIZE AND PRICE PER SQUARE FOOT, BY LOCATION AND REGION

(Median)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
All homes purchased						
Square feet	2,089	1,815	1,804	1,789	1,865	1,753
Price per square foot	\$79	\$118	\$144	\$104	\$98	\$187
Detached single-family home						
Square feet	2,164	1,928	1,884	1,884	1,984	1,896
Price per square foot	\$79	\$112	\$140	\$101	\$94	\$180
Townhouse or row house						
Square feet	1,766	1,629	1,725	1,617	1,658	1,452
Price per square foot	\$87	\$136	\$131	\$120	\$131	\$219
Duplex/apartment/condo in 2-4 unit building						
Square feet	1,277	1,587	1,751	1,577	1,589	1,334
Price per square foot	\$88	\$129	\$143	\$121	\$121	\$185
Apartment/condo in building with 5 or more units						
Square feet	1,240	1,151	1,266	1,295	1,175	963
Price per square foot	\$111	\$189	\$203	\$123	\$172	\$296

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-16

CHARACTERISTICS OF HOME ON WHICH BUYER COMPROMISED, BY LOCATION

(Percent of Respondents)

Texas

	All Buyers	Buyers who Purchased a Home in a:				
		Suburb/ Subdivision	Small town	Urban/ Central city	Rural	Resort/ Recreation area
Size of home	17%	15%	32%	18%	16%	33%
Planned expenditures/price of home	17	16	15	21	13	27
Condition of home	14	11	24	26	12	*
Lot size	14	15	18	7	8	6
Style of home	12	10	25	11	18	6
Distance from job	14	14	13	11	24	27
Quality of the neighborhood	7	7	8	10	9	0
Distance from friends or family	6	7	1	2	5	54
Quality of the schools	3	2	*	4	3	27
Distance from school	2	1	*	2	6	27
Other compromises not listed	5	5	1	8	8	*
None - Made no compromises	40	41	35	38	32	33

* Less than one percent

U.S.

	All Buyers	Buyers who Purchased a Home in a:				
		Suburb/ Subdivision	Small town	Urban/ Central city	Rural	Resort/ Recreation area
Size of home	19%	17%	18%	26%	18%	18%
Planned expenditures/price of home	17	17	17	21	14	22
Condition of home	15	13	17	19	16	11
Lot size	14	14	15	13	17	12
Style of home	14	13	13	16	14	11
Distance from job	13	13	12	8	18	11
Quality of the neighborhood	7	5	7	12	5	6
Distance from friends or family	7	6	6	5	12	8
Quality of the schools	3	3	2	4	3	5
Distance from school	2	2	1	1	3	3
Other compromises not listed	6	6	6	6	9	7
None - Made no compromises	36	37	37	32	33	41

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-17

CHARACTERISTICS OF HOME ON WHICH BUYER COMPROMISED, FIRST-TIME AND REPEAT BUYERS

(Percentage of Respondents)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Size of home	17%	15%	17%
Planned expenditures/price of home	17	12	19
Condition of home	14	15	14
Lot size	14	12	15
Style of home	12	10	13
Distance from job	14	18	11
Quality of the neighborhood	7	6	8
Distance from friends or family	14	3	7
Quality of the schools	12	3	2
Distance from school	2	3	1
Other compromises not listed	5	8	4
None - Made no compromises	40	39	40

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Size of home	19%	24%	16%
Planned expenditures/price of home	17	18	17
Condition of home	15	16	15
Lot size	14	13	15
Style of home	14	16	13
Distance from job	13	16	11
Quality of the neighborhood	7	9	5
Distance from friends or family	7	8	6
Quality of the schools	3	4	3
Distance from school	2	2	1
Other compromises not listed	6	5	6
None - Made no compromises	36	32	37

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-18

EXPECTED LENGTH OF TENURE IN HOME PURCHASED, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
1 year or less	*	*	*
2 to 3 years	9	7	9
4 to 5 years	17	27	12
6 to 7 years	10	8	11
8 to 10 years	10	9	11
11 to 15 years	9	5	11
16 or more years	19	20	19
Don't Know	26	23	28
Median	8	6	9

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
1 year or less	1%	1%	1%
2 to 3 years	11	14	10
4 to 5 years	18	25	14
6 to 7 years	7	8	7
8 to 10 years	12	11	13
11 to 15 years	6	4	7
16 or more years	20	16	22
Don't Know	24	20	26
Median	8	6	9

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-19

EXPECTED LENGTH OF TENURE IN HOME PURCHASED, BY AGE

(Percentage Distribution)

Texas

	All Buyers	Age			
		18-24	25-44	45-64	65 or older
1 year or less	*	*	*	*	*
2 to 3 years	9	16	11	4	4
4 to 5 years	17	21	23	11	5
6 to 7 years	10	17	11	9	2
8 to 10 years	10	8	13	8	8
11 to 15 years	9	12	7	10	12
16 or more years	19	9	16	28	9
Don't Know	26	17	19	31	60
Median	8	6	7	12	11

* Less than one percent

U.S.

	All Buyers	Age			
		18-24	25-44	45-64	65 or older
1 year or less	1%	1%	1%	1%	1%
2 to 3 years	11	17	13	8	6
4 to 5 years	18	36	23	11	5
6 to 7 years	7	12	9	6	2
8 to 10 years	12	11	12	14	10
11 to 15 years	6	2	6	7	7
16 or more years	20	8	18	25	20
Don't Know	24	12	18	28	49
Median	8	5	6	9	12

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-20

PURCHASE PRICE, PRIMARY RESIDENCE AND SECOND HOME

(Percentage Distribution)

Texas

	All Buyers	Buyers who Purchased a:	
		Primary Residence	Non-primary Residence/ Second Home
Less than \$75,000	6%	6%	8%
\$75,000 to \$99,999	9	9	16
\$100,000 to \$124,999	12	12	31
\$125,000 to \$149,999	17	17	18
\$150,000 to \$174,999	16	16	24
\$175,000 to \$199,999	8	8	*
\$200,000 to \$249,999	13	14	3
\$250,000 to \$299,999	9	9	*
\$300,000 to \$349,999	3	3	*
\$350,000 to \$399,999	2	2	*
\$400,000 to \$499,999	3	3	*
\$500,000 or more	2	2	*
Median price	\$156,023	\$157,000	\$135,550

* Less than one percent

U.S.

	All Buyers	Buyers who Purchased a:	
		Primary Residence	Non-primary Residence/ Second Home
Less than \$75,000	5%	4%	9%
\$75,000 to \$99,999	6	6	9
\$100,000 to \$124,999	8	8	9
\$125,000 to \$149,999	9	9	8
\$150,000 to \$174,999	9	9	8
\$175,000 to \$199,999	9	9	10
\$200,000 to \$249,999	13	13	9
\$250,000 to \$299,999	10	10	9
\$300,000 to \$349,999	7	7	7
\$350,000 to \$399,999	5	5	6
\$400,000 to \$499,999	7	7	5
\$500,000 or more	12	12	12
Median price	\$214,000	\$214,900	\$189,000

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-21

TYPE OF HOME, PRIMARY RESIDENCE AND SECOND HOME

(Percentage Distribution)

Texas

	All Buyers	Buyers who Purchased a:	
		Primary Residence	Non-primary Residence/ Second Home
Detached single-family home	86%	87%	60%
Townhouse/row house	5	5	24
Duplex/apartment/condo in 2 to 4 unit building	1	1	*
Apartment/condo in building with 5 or more units	2	2	8
Other	5	5	7

* Less than one percent

U.S.

	All Buyers	Buyers who Purchased a:	
		Primary Residence	Non-primary Residence/ Second Home
Detached single-family home	75%	76%	61%
Townhouse/row house	9	9	11
Duplex/apartment/condo in 2 to 4 unit building	8	3	5
Apartment/condo in building with 5 or more units	3	8	14
Other	5	5	9

CHARACTERISTICS OF HOMES PURCHASED

Exhibit 2-22

LOCATION OF HOME, PRIMARY RESIDENCE AND SECOND HOME

(Percentage Distribution)

Texas

	All Buyers	Buyers who Purchased a:	
		Primary Residence	Non-primary Residence/ Second Home
Suburb/Subdivision	67%	67%	67%
Small town	9	9	*
Urban/Central city	17	17	18
Rural area	6	6	*
Resort/Recreation area	1	1	16

* Less than one percent

U.S.

	All Buyers	Buyers who Purchased a:	
		Primary Residence	Non-primary Residence/ Second Home
Suburb/Subdivision	55%	56%	49%
Small town	17	17	16
Urban/Central city	17	17	21
Rural area	9	9	9
Resort/Recreation area	1	1	5

THE HOME SEARCH PROCESS

- Exhibit 3-1 SEARCH ACTIVITY OF HOME BUYERS, BY REGION
- Exhibit 3-2 SEARCH ACTIVITY OF FIRST-TIME AND REPEAT BUYERS
- Exhibit 3-3 LENGTH OF SEARCH FOR BUYERS WHO USED AN AGENT, FIRST-TIME AND REPEAT BUYERS
- Exhibit 3-4 INFORMATION SOURCES USED IN HOME SEARCH BY FIRST-TIME AND REPEAT BUYERS
- Exhibit 3-5 USEFULNESS OF INFORMATION SOURCES
- Exhibit 3-6 USE OF INTERNET TO SEARCH FOR HOMES, BY REGION
- Exhibit 3-7 USE OF INTERNET TO SEARCH FOR HOMES BY FIRST-TIME AND REPEAT BUYERS
- Exhibit 3-8 USE OF INTERNET TO SEARCH FOR HOMES, BY AGE
- Exhibit 3-9 USE OF INTERNET TO SEARCH FOR HOMES, 2003-2006
- Exhibit 3-10 ACTIONS TAKEN AS A RESULT OF INTERNET HOME SEARCH, FIRST-TIME AND REPEAT BUYERS
- Exhibit 3-11 WHERE BUYER FOUND THE HOME THEY PURCHASED, 1997-2006
- Exhibit 3-12 BUYERS WHO FOUND THEIR HOME ON THE INTERNET, 1997-2006
- Exhibit 3-13 CHARACTERISTICS OF HOME SEARCHERS, BY USE OF INTERNET
- Exhibit 3-14 LENGTH OF SEARCH, BY USE OF INTERNET
- Exhibit 3-15 NUMBER OF HOMES VISITED, BY USE OF INTERNET
- Exhibit 3-16 INFORMATION SOURCES USED IN HOME SEARCH, BY USE OF INTERNET
- Exhibit 3-17 WHERE BUYERS FOUND THE HOME THEY PURCHASED, BY USE
- Exhibit 3-18 METHOD OF HOME PURCHASE, BY USE OF INTERNET
- Exhibit 3-19 WHAT HOME BUYERS WERE LOOKING FOR ONLINE, FIRST-TIME AND REPEAT BUYERS
- Exhibit 3-20 WHAT HOME BUYERS WERE LOOKING FOR ONLINE, BY AGE
- Exhibit 3-21 VALUE OF WEB SITE FEATURES
- Exhibit 3-22 WEB SITES USED IN HOME SEARCH, BY REGION
- Exhibit 3-23 WEB SITES USED IN HOME SEARCH BY FIRST-TIME AND REPEAT BUYERS

THE HOME SEARCH PROCESS

Exhibit 3-1
SEARCH ACTIVITY OF HOME BUYERS, BY REGION
(Median)

	Buyers who Purchased a Home in the:					
	Texas	U.S.	Northeast	Midwest	South	West
Number of Weeks Searched						
2001		7	7	7	7	7
2003		8	10	8	8	6
2004		8	12	8	8	8
2005		8	10	8	8	6
2006	8	8	12	8	8	8
Number of Homes Seen						
2001		10	11	8	7	10
2003		10	9	10	9	12
2004		9	8	10	9	10
2005		9	8	11	9	9
2006	11	9	8	9	8	11

THE HOME SEARCH PROCESS

Exhibit 3-2

SEARCH ACTIVITY OF FIRST-TIME AND REPEAT BUYERS

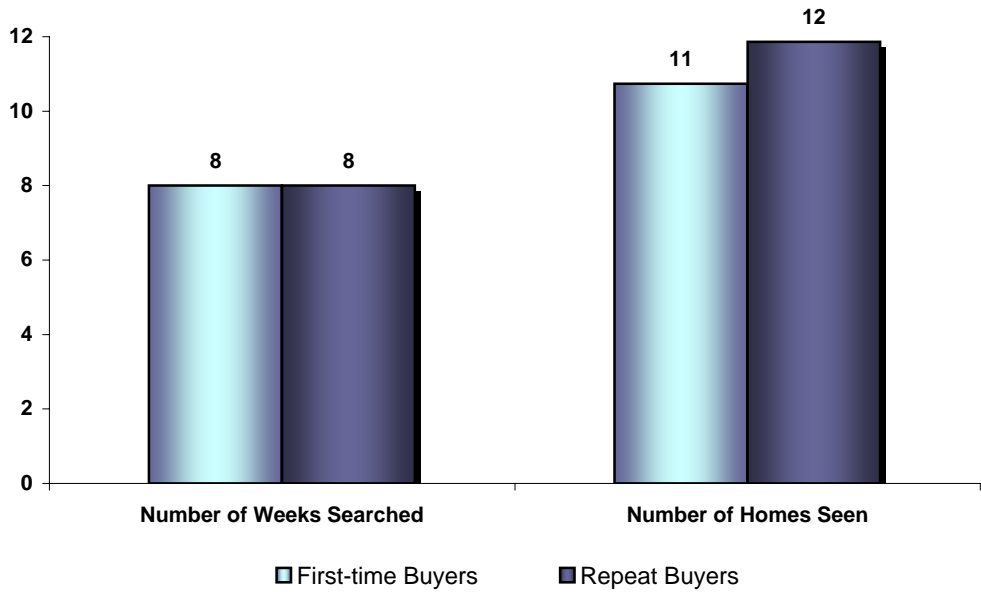
(Median)

	Texas		U.S.	
	First-time Buyers	Repeat Buyers	First-time Buyers	Repeat Buyers
Number of Weeks Searched	8	8	8	8
Number of Homes Seen	11	12	8	10

SEARCH ACTIVITY OF FIRST-TIME AND REPEAT BUYERS

(Median)

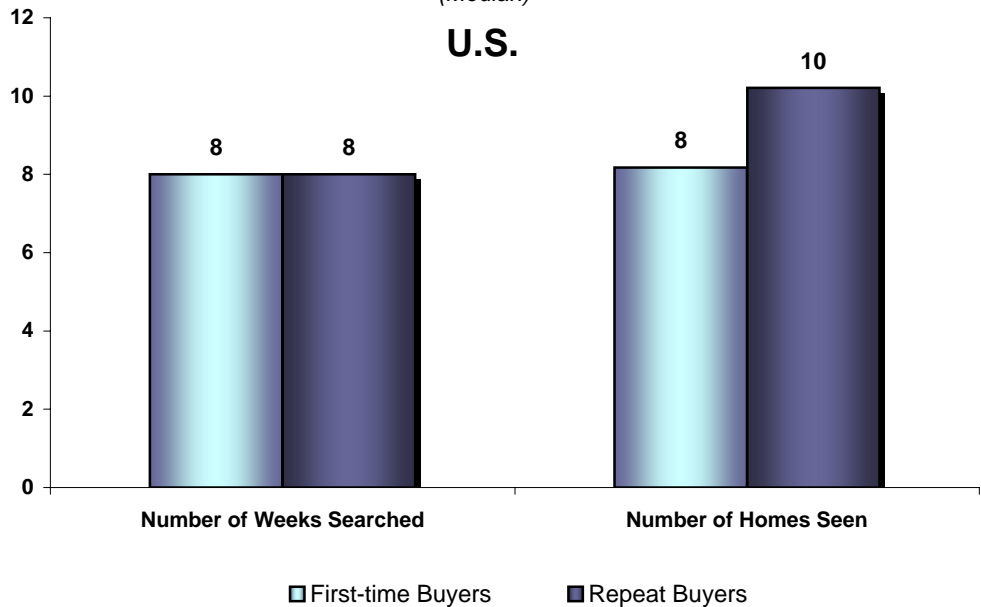
Texas



SEARCH ACTIVITY OF FIRST-TIME AND REPEAT BUYERS

(Median)

U.S.



THE HOME SEARCH PROCESS

Exhibit 3-3

LENGTH OF SEARCH FOR BUYERS WHO USED AN AGENT, FIRST-TIME AND REPEAT BUYERS

(Median Weeks)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
All buyers	8	8	8
Buyers using an agent	8	8	7
Before contacting agent	3	3	3
After contacting agent	5	5	4

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
All buyers	8	8	8
Buyers using an agent	8	8	8
Before contacting agent	2	2	3
After contacting agent	6	6	5

THE HOME SEARCH PROCESS

Exhibit 3-4

INFORMATION SOURCES USED IN HOME SEARCH BY FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Real estate agent	87%	89%	86%
Internet	81	82	81
Yard sign	61	56	64
Print newspaper advertisement	44	41	45
Open house	32	26	36
Home book or magazine	26	27	25
Home builder	43	36	48
Television	14	14	14
Billboard	11	12	10
Relocation company	6	5	5

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Real estate agent	85%	84%	85%
Internet	80	83	78
Yard sign	63	63	62
Print newspaper advertisement	55	54	56
Open house	47	44	49
Home book or magazine	34	34	33
Home builder	26	19	30
Television	11	13	10
Billboard	9	9	8
Relocation company	5	4	6

THE HOME SEARCH PROCESS

Exhibit 3-5

USEFULNESS OF INFORMATION SOURCES

(Percentage Distribution Among Buyers that Used Each Source)

Texas

	Very Useful	Somewhat Useful	Not Useful
Internet	75%	24%	1%
Real estate agent	69	21	10
Yard sign	30	40	30
Open house	16	25	58
Print newspaper advertisement	19	31	50
Home builder	26	26	48
Home book or magazine	10	20	70
Billboard	5	11	84
Television	6	13	82
Relocation company	3	9	88

U.S.

	Very Useful	Somewhat Useful	Not Useful
Internet	73%	25%	2%
Real estate agent	69	20	11
Yard sign	31	40	30
Open house	22	30	48
Print newspaper advertisement	20	37	43
Home builder	15	17	68
Home book or magazine	11	24	65
Billboard	3	9	88
Television	3	13	85
Relocation company	2	7	91

THE HOME SEARCH PROCESS

Exhibit 3-6

USE OF INTERNET TO SEARCH FOR HOMES, BY REGION

(Percentage Distribution)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
Frequently	62%	59%	63%	61%	57%	56%
Occasionally	20	21	19	19	22	25
Not at all	19	20	18	19	21	19

THE HOME SEARCH PROCESS

Exhibit 3-7

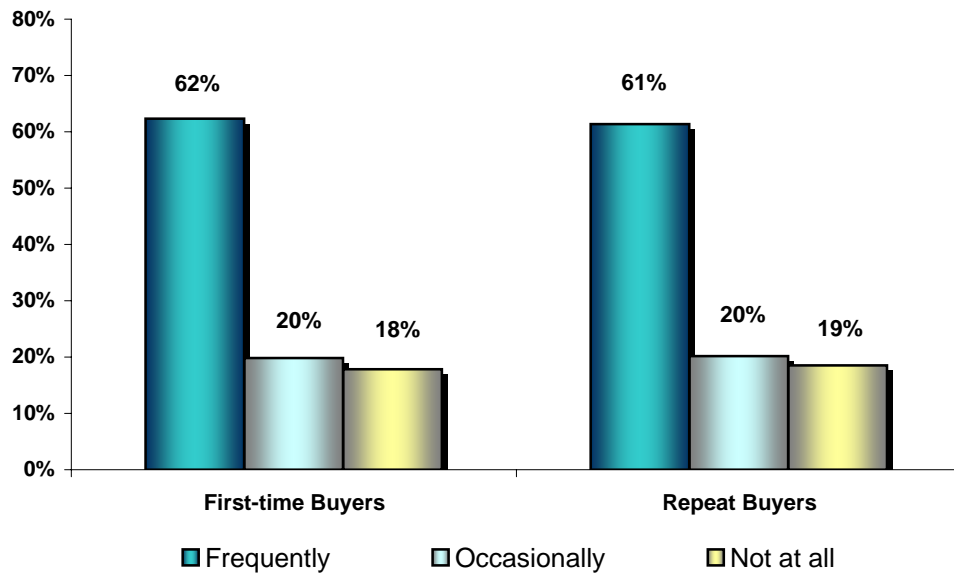
USE OF INTERNET TO SEARCH FOR HOMES BY FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

	Texas		U.S.	
	First-time Buyers	Repeat Buyers	First-time Buyers	Repeat Buyers
Frequently	62%	61%	62%	57%
Occasionally	20%	20%	22%	22%
Not at all	18%	19%	17%	22%

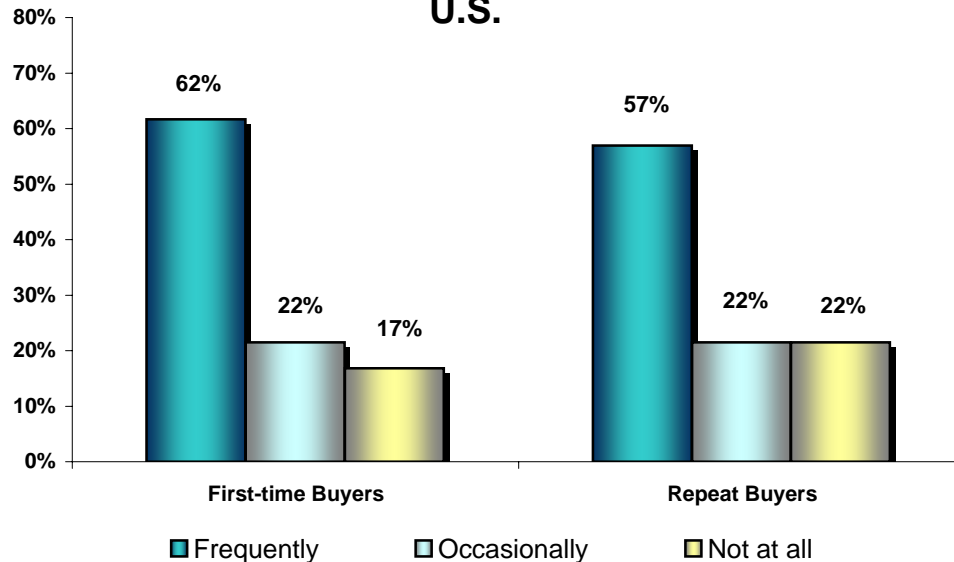
USE OF INTERNET TO SEARCH FOR HOMES BY FIRST-TIME AND REPEAT BUYERS

Texas



USE OF INTERNET TO SEARCH FOR HOMES BY FIRST-TIME AND REPEAT BUYERS

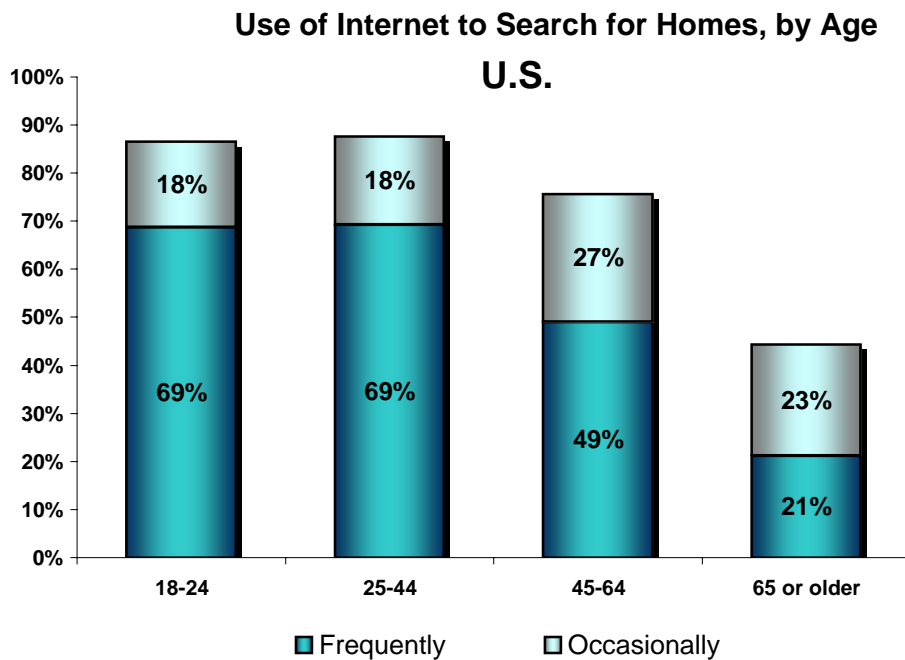
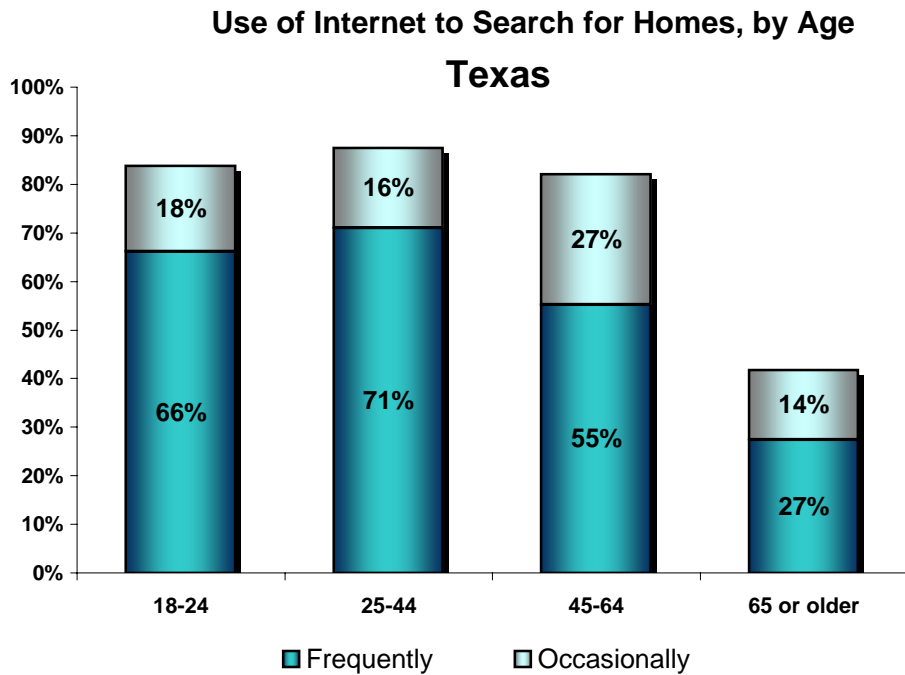
U.S.



THE HOME SEARCH PROCESS

Exhibit 3-8
USE OF INTERNET TO SEARCH FOR HOMES, BY AGE

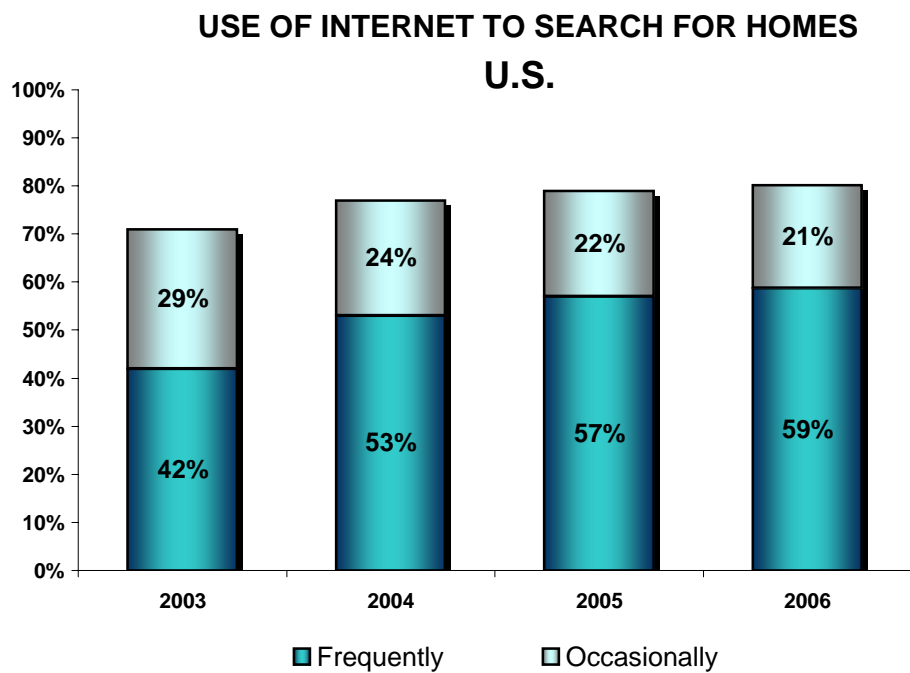
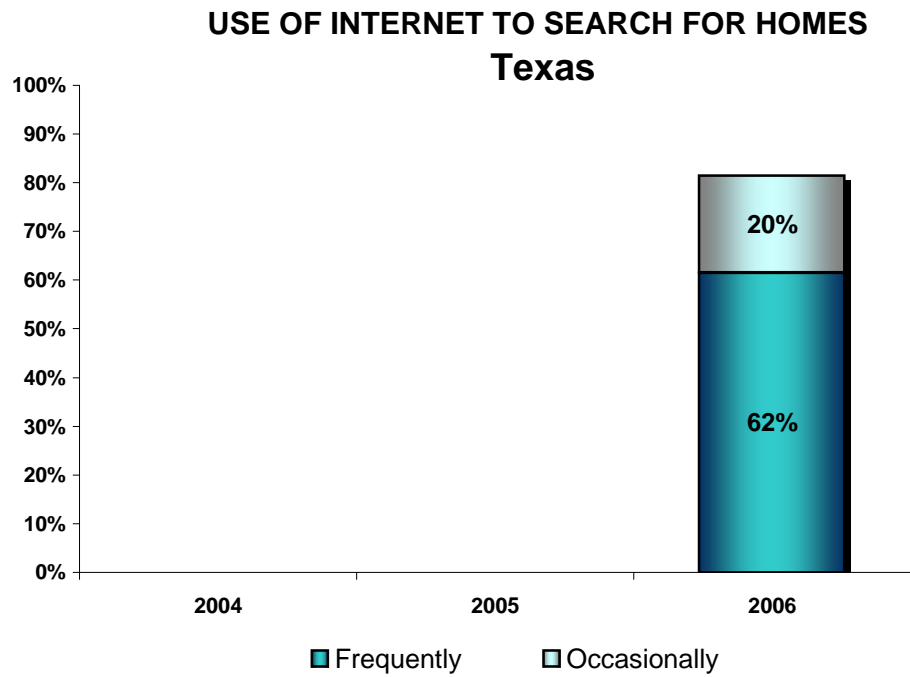
	Texas		U.S.	
	Frequently	Occasionally	Frequently	Occasionally
18-24	66%	18%	69%	18%
25-44	71%	16%	69%	18%
45-64	55%	27%	49%	27%
65 or older	27%	14%	21%	23%



THE HOME SEARCH PROCESS

Exhibit 3-9
USE OF INTERNET TO SEARCH FOR HOMES, 2003-2006

	Texas		U.S.	
	Frequently	Occasionally	Frequently	Occasionally
2003			42%	29%
2004			53%	24%
2005			57%	22%
2006	62%	20%	59%	21%



THE HOME SEARCH PROCESS

Exhibit 3-10

ACTIONS TAKEN AS A RESULT OF INTERNET HOME SEARCH, FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents Among Buyers Who Used the Internet)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Drove by or viewed a home	74%	77%	73%
Walked through a home viewed online	64	55	68
Requested more information	19	23	17
Found agent used to assist in the search or purchase of a home	24	25	24
Pre-qualified for a mortgage online	9	10	8
Found a mortgage lender online	5	5	5
Applied for a mortgage online	8	7	8
Contacted builder or developer	17	19	15

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Drove by or viewed a home	74%	75%	73%
Walked through a home viewed online	61	58	62
Found the agent used to search for or buy a home	23	24	22
Requested more information	22	28	19
Contacted builder or developer	11	8	13
Pre-qualified for a mortgage online	7	8	6
Applied for a mortgage online	5	6	4
Found a mortgage lender online	4	5	3

THE HOME SEARCH PROCESS

Exhibit 3-11

WHERE BUYER FOUND THE HOME THEY PURCHASED, 1997-2006

(Percentage Distribution)

Texas

	2006
Real estate agent	30%
Internet	25
Yard sign	13
Print newspaper advertisement	2
Friend, relative or neighbor	9
Directly from sellers/Knew the sellers	3
Home builder or their agent	17
Home book or magazine	1
Other	--

U.S.

	1997	1999	2001	2003	2004	2005	2006
Real estate agent	50%	49%	48%	41%	38%	36%	36%
Internet	2	4	8	11	15	24	24
Yard sign	17	15	15	16	16	15	15
Friend, relative or neighbor	9	8	8	7	7	7	8
Home builder or their agent	3	4	3	7	7	7	8
Print newspaper advertisement	8	8	7	7	5	5	5
Directly from sellers/Knew the sellers	4	3	4	4	5	3	3
Home book or magazine	3	3	2	1	2	1	1
Other	*	4	3	6	4	--	--

* Less than one percent

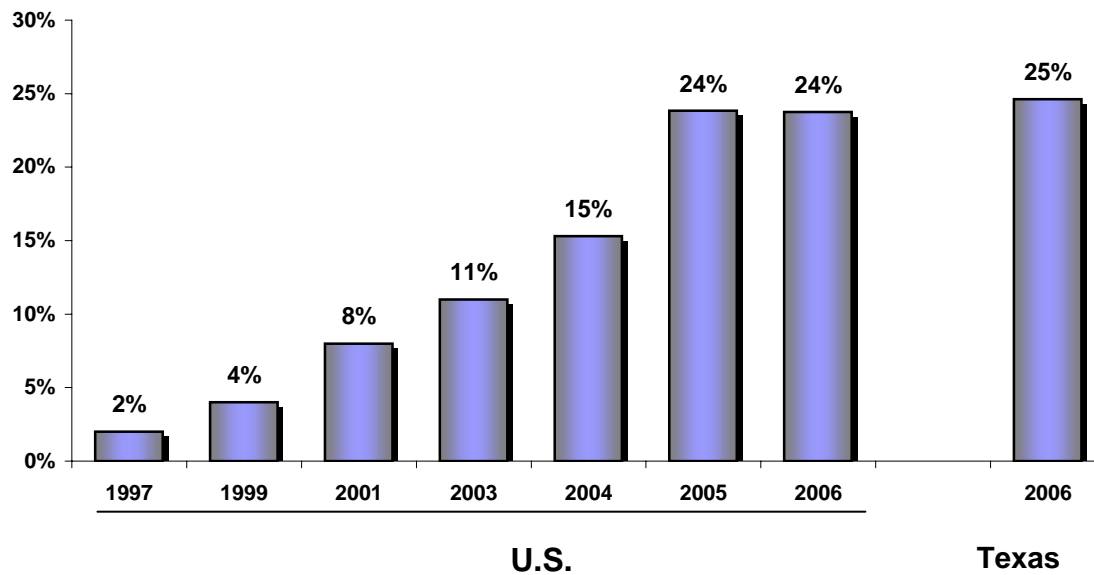
THE HOME SEARCH PROCESS

Exhibit 3-12

BUYERS WHO FOUND THEIR HOME ON THE INTERNET, 1997-2006

Year	Percentage
1997	2%
1999	4%
2001	8%
2003	11%
2004	15%
2005	24%
2006 US	24%
2006 Texas	25%

BUYERS WHO FOUND THEIR HOME ON THE INTERNET, 1997-2006



THE HOME SEARCH PROCESS

Exhibit 3-13

CHARACTERISTICS OF HOME SEARCHERS, BY USE OF INTERNET

(Percentage Distribution)

Texas

Household Composition	Used Internet to Search	Did Not Use Internet to Search
Married couple	68%	66%
Single female	20	26
Single male	5	1
Unmarried couple	5	7
Other	2	*

Age of Buyer Household	Used Internet to Search	Did Not Use Internet to Search
Less than 25 years	4%	3%
25 - 34 years	34	19
35 - 44 years	25	20
45 - 54 years	23	19
55 - 64 years	10	15
65 - 74 years	3	19
75 years or older	1	5
Median age (years)	39	49

Household Income (2005)	Used Internet to Search	Did Not Use Internet to Search
Less than \$25,000	4%	7%
\$25,000 - \$34,999	5	9
\$35,000 - \$44,999	5	14
\$45,000 - \$54,999	10	13
\$55,000 - \$64,999	9	5
\$65,000 - \$74,999	14	14
\$75,000 - \$84,999	11	4
\$85,000 - \$99,999	10	8
\$100,000 - \$124,999	13	14
\$125,000 - \$149,999	8	2
\$150,000 - \$174,999	5	3
\$175,000 - \$199,999	3	1
\$200,000 or more	3	6
Median income	\$77,600	\$66,200

* Less than one percent

Exhibit 3-13

CHARACTERISTICS OF HOME SEARCHERS, BY USE OF INTERNET

(Percentage Distribution)

U.S.

Household Composition	Used Internet to Search	Did Not Use Internet to Search
Married couple	63%	54%
Single female	20	26
Single male	9	12
Unmarried couple	7	7
Other	1	1

Age of Buyer Household	Used Internet to Search	Did Not Use Internet to Search
Less than 25 years	5%	3%
25 - 34 years	34	17
35 - 44 years	26	18
45 - 54 years	19	21
55 - 64 years	11	19
65 - 74 years	4	15
75 years or older	1	8
Median age (years)	39	51

Household Income (2005)	Used Internet to Search	Did Not Use Internet to Search
Less than \$25,000	3%	7%
\$25,000 - \$34,999	8	11
\$35,000 - \$44,999	8	13
\$45,000 - \$54,999	10	12
\$55,000 - \$64,999	11	11
\$65,000 - \$74,999	11	10
\$75,000 - \$84,999	10	7
\$85,000 - \$99,999	10	7
\$100,000 - \$124,999	12	9
\$125,000 - \$149,999	7	4
\$150,000 - \$174,999	4	2
\$175,000 - \$199,999	2	1
\$200,000 or more	5	5
Median income	\$74,300	\$61,000

THE HOME SEARCH PROCESS

Exhibit 3-14

LENGTH OF SEARCH, BY USE OF INTERNET

(Median Weeks)

Texas

	Used Internet to Search	Did Not Use Internet to Search
All buyers	8	6
First-time buyers	8	6
Repeat buyers	8	8
Buyers using an agent	8	5
Before contacting agent	3	2
After contacting agent	5	3

U.S.

	Used Internet to Search	Did Not Use Internet to Search
All buyers	8	6
First-time buyers	10	6
Repeat buyers	8	5
Buyers using an agent	8	6
Before contacting agent	2	3
After contacting agent	6	3

THE HOME SEARCH PROCESS

Exhibit 3-15

NUMBER OF HOMES VISITED, BY USE OF INTERNET

(Percentage Distribution)

Texas

	Used Internet to Search	Did Not Use Internet to Search
None	2%	9%
1 to 4	13	22
5 to 9	24	30
10 to 14	18	20
15 to 19	13	7
20 to 24	10	6
25 or more	21	5
Median	12	8

U.S.

	Used Internet to Search	Did Not Use Internet to Search
None	3%	18%
1 to 4	17	27
5 to 9	26	23
10 to 14	20	15
15 to 19	11	6
20 to 24	7	5
25 or more	15	6
Median	11	6

THE HOME SEARCH PROCESS

Exhibit 3-16

INFORMATION SOURCES USED IN HOME SEARCH, BY USE OF INTERNET

(Percent of Respondents)

Texas

	Used Internet to Search	Did Not Use Internet to Search
Real estate agent	88%	80%
Yard sign	62	53
Print newspaper advertisement	43	46
Open house	32	28
Home book or magazine	27	20
Home builder	41	54
Television	16	3
Billboard	11	9
Relocation company	6	3

U.S.

	Used Internet to Search	Did Not Use Internet to Search
Real estate agent	87%	74%
Yard sign	64	52
Print newspaper advertisement	57	45
Open house	49	36
Home book or magazine	35	27
Home builder	25	30
Television	11	9
Billboard	8	9
Relocation company	5	3

THE HOME SEARCH PROCESS

Exhibit 3-17

WHERE BUYERS FOUND THE HOME THEY PURCHASED, BY USE OF INTERNET

(Percentage Distribution)

Texas

	Used Internet to Search	Did Not Use Internet to Search
Real estate agent	33%	20%
Internet	29	N/A
Yard sign	13	16
Friend, relative or neighbor	6	19
Print newspaper advertisement	2	4
Directly from sellers/Knew the sellers	1	8
Home builder or their agent	15	28
Home book or magazine	*	2

* Less than one percent

U.S.

	Used Internet to Search	Did Not Use Internet to Search
Real estate agent	35%	38%
Internet	29	2
Yard sign	15	15
Home builder or their agent	7	11
Friend, relative or neighbor	6	17
Print newspaper advertisement	5	7
Directly from sellers/Knew the sellers	2	7
Home book or magazine	1	2

THE HOME SEARCH PROCESS

Exhibit 3-18

METHOD OF HOME PURCHASE, BY USE OF INTERNET

(Percentage Distribution)

Texas

	Used Internet to Search	Did Not Use Internet to Search
Through a real estate agent/broker	83%	58%
Directly from builder or builder's agent	13	30
Directly from previous owner whom buyer didn't know	3	3
Directly from previous owner whom buyer knew	1	7
Foreclosure or trustee sale	*	*
Other	*	2

U.S.

	Used Internet to Search	Did Not Use Internet to Search
Through a real estate agent/broker	81%	63%
Directly from builder or builder's agent	10	21
Directly from previous owner whom buyer didn't know	5	5
Directly from previous owner whom buyer knew	2	10
Foreclosure or trustee sale	1	*
Other	1	1

* Less than one percent

THE HOME SEARCH PROCESS

Exhibit 3-19

WHAT HOME BUYERS WERE LOOKING FOR ONLINE, FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents Among Buyers Who Used the Internet)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Properties for sale	94%	95%	94%
General information about an area	25	29	23
A real estate company	3	1	5
A real estate agent	1	1	2

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Properties for sale	96%	97%	95%
General information about an area	21	19	22
A real estate company	3	3	3
A real estate agent	3	3	3

THE HOME SEARCH PROCESS

Exhibit 3-20

WHAT HOME BUYERS WERE LOOKING FOR ONLINE, BY AGE

(Percent of Respondents Among Buyers Who Used the Internet)

Texas

	All Buyers	Age			
		18-24	25-44	45-64	65 or older
Properties for sale	94%	99%	94%	95%	99%
General information about an area	25	22	25	24	22
A real estate company	3	*	4	2	*
A real estate agent	1	10	2	*	1

* Less than one percent

U.S.

	All Buyers	Age			
		18-24	25-44	45-64	65 or older
Properties for sale	96%	97%	97%	94%	88%
General information about an area	21	14	21	22	20
A real estate company	3	2	3	3	2
A real estate agent	3	3	3	3	3

THE HOME SEARCH PROCESS

Exhibit 3-21

VALUE OF WEB SITE FEATURES

(Percentage Distribution Among Buyers Who Used the Internet)

Texas

	Very Useful	Somewhat Useful	Not Useful	Did Not Use
Photos	87%	10%	2%	1%
Detailed property information	82	17	1	*
Virtual tours	62	30	5	3
Interactive maps	50	35	10	5
Neighborhood information	46	36	10	8
Real estate agent contact information	31	33	14	22

* Less than one percent

U.S.

	Very Useful	Somewhat Useful	Not Useful	Did Not Use
Photos	83%	15%	1%	1%
Detailed property information	81	17	1	1
Virtual tours	60	28	6	6
Interactive maps	43	38	9	10
Neighborhood information	37	44	10	9
Real estate agent contact information	31	37	13	19

THE HOME SEARCH PROCESS

Exhibit 3-22

WEB SITES USED IN HOME SEARCH, BY REGION

(Percent of Respondents Among Buyers Who Used the Internet)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
Multiple Listing Services (MLS) Web site	49%	53%	56%	49%	52%	58%
REALTOR.com®	51	52	56	52	53	46
Real estate company Web site	36	41	44	48	41	32
Real estate agent Web site	34	40	42	42	40	38
Newspaper Web site	12	14	17	13	13	14
Real estate magazine Web site	5	6	6	4	7	7
Other	18	10	6	8	12	10

THE HOME SEARCH PROCESS

Exhibit 3-23

WEB SITES USED IN HOME SEARCH BY FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents Among Buyers Who Used the Internet)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Multiple Listing Services (MLS) Web site	49%	50%	49%
REALTOR.com®	51	47	53
Real estate company Web site	36	28	40
Real estate agent Web site	34	34	34
Newspaper Web site	12	13	11
Real estate magazine Web site	5	4	6
Other	18	20	17

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Multiple Listing Services (MLS) Web site	53%	54%	53%
REALTOR.com®	52	46	55
Real estate company Web site	41	43	40
Real estate agent Web site	40	41	40
Newspaper Web site	14	16	12
Real estate magazine Web site	6	7	6
Other	10	9	10

HOME BUYING AND REAL ESTATE PROFESSIONALS

- Exhibit 4-1 METHOD OF HOME PURCHASE, 1995-2006
- Exhibit 4-2 METHOD OF HOME PURCHASE, BY REGION
- Exhibit 4-3 METHOD OF HOME PURCHASE, NEW AND PREVIOUSLY OWNED HOMES
- Exhibit 4-4 AGENT REPRESENTATION DISCLOSURE, FIRST-TIME AND REPEAT BUYERS
- Exhibit 4-5 BUYER REPRESENTATIVE ARRANGEMENT WITH AGENT, FIRST-TIME AND REPEAT BUYERS
- Exhibit 4-6 HOW REAL ESTATE AGENT WAS COMPENSATED
- Exhibit 4-7 WHAT BUYERS WANT MOST FROM REAL ESTATE AGENTS
- Exhibit 4-8 WHAT BUYERS WANT MOST FROM REAL ESTATE AGENTS, FIRST-TIME AND REPEAT BUYERS
- Exhibit 4-9 NUMBER OF REAL ESTATE AGENTS USED IN THE HOME SEARCH
- Exhibit 4-10 BENEFITS PROVIDED BY REAL ESTATE AGENT DURING HOME PURCHASE PROCESS, FIRST-TIME AND REPEAT BUYERS
- Exhibit 4-11 HOW BUYER FOUND REAL ESTATE AGENT, FIRST-TIME AND REPEAT BUYERS
- Exhibit 4-12 NUMBER OF REAL ESTATE AGENTS INTERVIEWED BY FIRST-TIME AND REPEAT BUYERS
- Exhibit 4-13 MOST IMPORTANT FACTORS WHEN CHOOSING AN AGENT
- Exhibit 4-14 IMPORTANCE OF REAL ESTATE AGENT SKILLS AND QUALITIES
- Exhibit 4-15 AGENT SKILLS AND QUALITIES CONSIDERED 'VERY IMPORTANT' BY FIRST-TIME AND REPEAT BUYERS
- Exhibit 4-16 SATISFACTION WITH REAL ESTATE AGENT SKILLS AND QUALITIES
- Exhibit 4-17 WOULD BUYER USE REAL ESTATE AGENT AGAIN OR RECOMMEND TO OTHERS

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-1

METHOD OF HOME PURCHASE, 1995-2006

(Percentage Distribution)

Texas

	2006
Through a real estate agent or broker	79%
Directly from builder or builder's agent	16
Directly from the previous owner	5
Through a foreclosure or trustee sale	*

U.S.

	1995	1997	1999	2001	2003	2004	2005	2006
Through a real estate agent or broker	81%	79%	79%	69%	75%	77%	77%	77%
Directly from builder or builder's agent	9	9	11	15	14	12	12	13
Directly from the previous owner	9	11	9	15	9	9	9	9
Through a foreclosure or trustee sale	1	1	1	1	1	1	*	1

*Less than one percent

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-2

METHOD OF HOME PURCHASE, BY REGION

(Percentage Distribution)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
Through a real estate agent or broker	79%	77%	82%	77%	75%	78%
Directly from builder or builder's agent	16	13	7	13	14	15
Directly from the previous owner	5	9	9	10	10	6
Knew previous owner	2	4	5	4	4	4
Did not know previous owner	3	5	5	6	6	3
Through a foreclosure or trustee sale	*	1	1	*	1	*

*Less than one percent

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-3

METHOD OF HOME PURCHASE, NEW AND PREVIOUSLY OWNED HOMES

(Percentage Distribution)

Texas

	All Buyers	Buyers who Purchased a:	
		New Home	Previously Owned Home
Through a real estate agent or broker	79%	55%	89%
Directly from builder or builder's agent	16	45	3
Directly from the previous owner	5	*	7
Knew previous owner	2	*	3
Did not know previous owner	3	*	4
Through a foreclosure or trustee sale	*	*	*

U.S.

	All Buyers	Buyers who Purchased a:	
		New Home	Previously Owned Home
Through a real estate agent or broker	77%	47%	86%
Directly from builder or builder's agent	13	52	2
Directly from the previous owner	9	1	11
Knew previous owner	4	*	5
Did not know previous owner	5	1	6
Through a foreclosure or trustee sale	1	*	1

*Less than one percent

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-4

AGENT REPRESENTATION DISCLOSURE, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

Disclosure Statement Signed?	All Buyers	First-time Buyers	Repeat Buyers
Yes, at first meeting	35%	28%	38%
Yes, when contract was written	21	18	23
Yes, at some other time	10	13	8
No	19	25	16
Don't know	15	16	15

U.S.

Disclosure Statement Signed?	All Buyers	First-time Buyers	Repeat Buyers
Yes, at first meeting	30%	26%	32%
Yes, when contract was written	26	26	26
Yes, at some other time	8	9	8
No	20	23	18
Don't know	16	16	16

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-5

BUYER REPRESENTATIVE ARRANGEMENT WITH AGENT, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Yes, a written arrangement	43%	43%	43%
Yes, an oral arrangement	27	30	25
No	19	12	23
Don't know	11	15	9

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Yes, a written arrangement	44%	41%	45%
Yes, an oral arrangement	20	22	18
No	26	24	26
Don't know	11	12	10

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-6

HOW REAL ESTATE AGENT WAS COMPENSATED

(Percentage Distribution)

Texas

	All Types of Representation	Type of Agent Representation	
		Buyer Only	Seller or Seller and Buyer
Paid by seller	66%	67%	64%
Paid by buyer and seller	10	9	12
Paid by buyer only	17	18	12
Percent of sales price	14	14	12
Flat fee	1	2	*
Other	*	*	*
Don't know	1	2	*
Other	3	3	3
Don't know	5	3	8

U.S.

	All Types of Representation	Type of Agent Representation	
		Buyer Only	Seller or Seller and Buyer
Paid by seller	65%	65%	66%
Paid by buyer and seller	9	9	10
Paid by buyer only	16	18	14
Percent of sales price	13	14	11
Flat fee	2	2	1
Other	*	*	*
Don't know	2	2	1
Other	2	2	2
Don't know	8	7	9

*Less than one percent

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-7

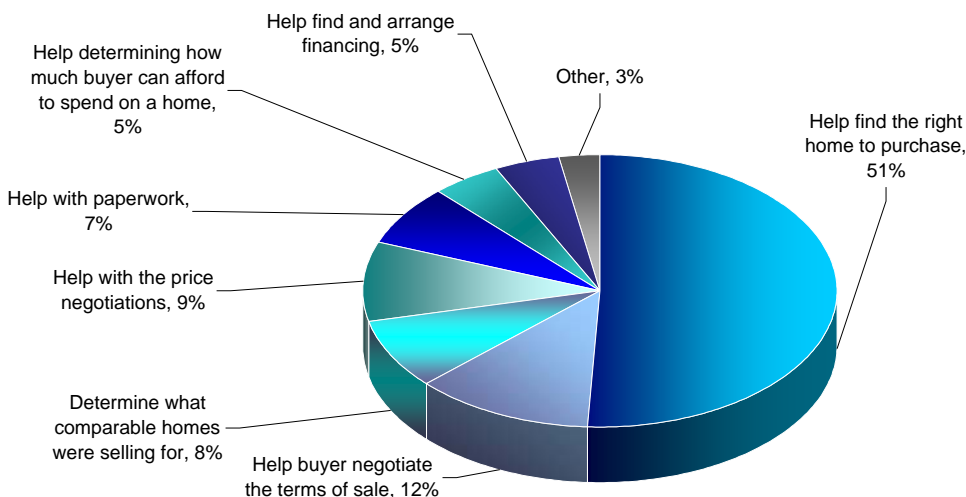
WHAT BUYERS WANT MOST FROM REAL ESTATE AGENTS

(Percentage Distribution)

	Texas	U.S.
Help find the right home to purchase	51%	50%
Help buyer negotiate the terms of sale	12%	13%
Determine what comparable homes were selling for	8%	10%
Help with the price negotiations	9%	9%
Help with paperwork	7%	8%
Help determining how much buyer can afford to spend on a home	5%	5%
Help find and arrange financing	5%	3%
Other	3%	2%

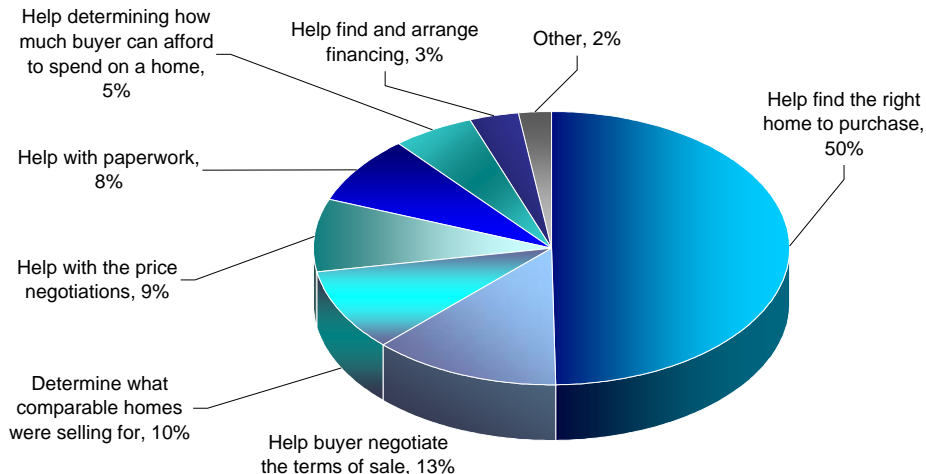
WHAT BUYERS WANT MOST FROM REAL ESTATE PROFESSIONALS (Percentage Distribution)

Texas



WHAT BUYERS WANT MOST FROM REAL ESTATE PROFESSIONALS (Percentage Distribution)

U.S.



HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-8

WHAT BUYERS WANT MOST FROM REAL ESTATE AGENTS, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First time Buyers	Repeat Buyers
Help find the right home to purchase	51%	41%	57%
Help buyer negotiate the terms of sale	12	12	12
Determine what comparable homes were selling for	8	9	8
Help with the price negotiations	9	15	7
Help with paperwork	7	6	8
Help determining how much buyer can afford to spend on a home	5	7	3
Help find and arrange financing	5	6	4
Other	3	4	2

U.S.

	All Buyers	First time Buyers	Repeat Buyers
Help find the right home to purchase	50%	45%	53%
Help buyer negotiate the terms of sale	13	13	13
Determine what comparable homes were selling for	10	8	11
Help with the price negotiations	9	9	8
Help with paperwork	8	9	8
Help determining how much buyer can afford to spend on a home	5	9	3
Help find and arrange financing	3	4	2
Help find renters for buyer's property	*	1	*
Other	2	3	2

*Less than one percent

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-9

NUMBER OF REAL ESTATE AGENTS USED IN THE HOME SEARCH

(Percentage Distribution)

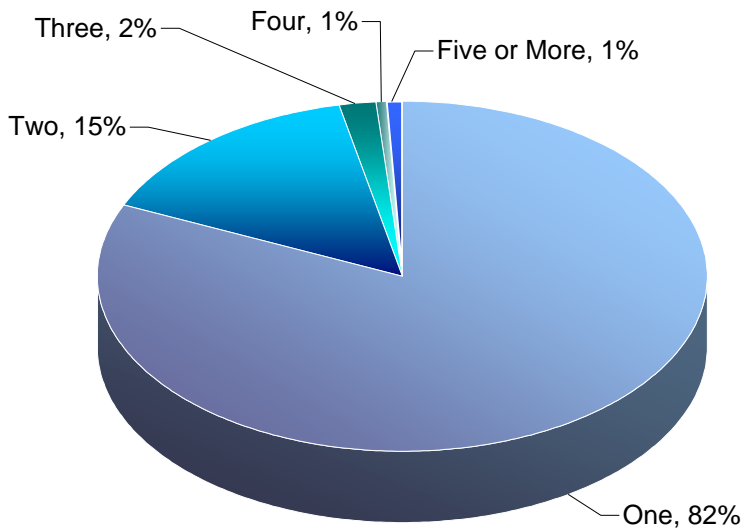
Texas

One	82%
Two	15%
Three	2%
Four	1%
Five or More	1%

THE NUMBER OF REAL ESTATE AGENTS USED IN THE HOME SEARCH

(Percentage Distribution)

Texas



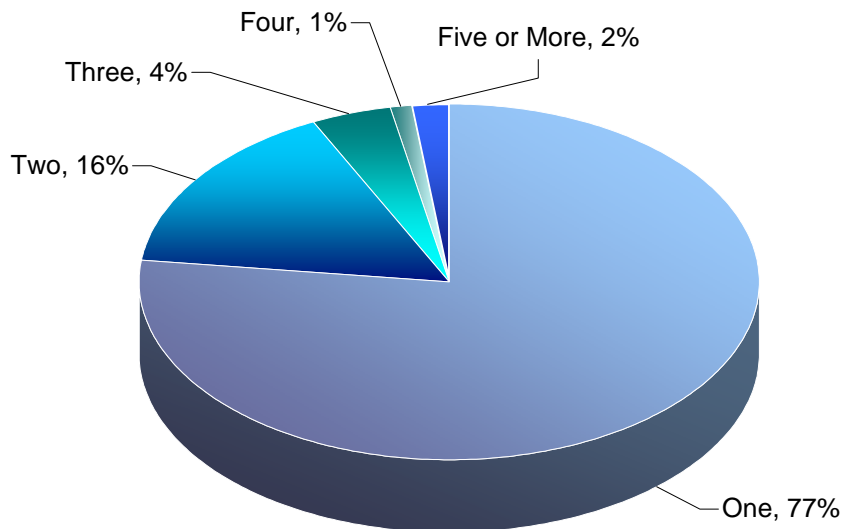
U.S.

One	77%
Two	16%
Three	4%
Four	1%
Five or More	2%

THE NUMBER OF REAL ESTATE AGENTS USED IN THE HOME SEARCH

(Percentage Distribution)

U.S.



HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-10

BENEFITS PROVIDED BY REAL ESTATE AGENT DURING HOME PURCHASE PROCESS, FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Helped buyer understand the process	55%	78%	42%
Pointed out unnoticed features/faults with property	40	49	36
Improved buyer's knowledge of search areas	38	35	40
Negotiated better sales contract terms	41	42	40
Shortened buyer's home search	32	28	35
Negotiated a better price	26	32	22
Narrowed buyer's search area	24	16	29
Expanded buyer's search area	19	21	18
Provided better list of mortgage lenders	21	21	21
None of the above	8	6	9
Provided a better list of service providers	*	*	*

**Less than one percent*

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Helped buyer understand the process	55%	73%	44%
Pointed out unnoticed features/faults with property	40	42	39
Improved buyer's knowledge of search areas	37	32	39
Negotiated better sales contract terms	36	38	35
Shortened buyer's home search	35	33	37
Negotiated a better price	29	31	28
Narrowed buyer's search area	20	17	22
Expanded buyer's search area	20	19	21
Provided better list of mortgage lenders	19	21	17
None of the above	9	9	9
Provided a better list of service providers	1	1	1

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-11

HOW BUYER FOUND REAL ESTATE AGENT, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Referred by (or is) a friend, neighbor or relative	48%	60%	42%
Used agent previously to buy or sell a home	8	1	12
Internet Web site	9	9	9
Visited an open house and met agent	2	2	3
Saw contact information on For Sale sign	7	7	7
Referred by another real estate agent/broker	5	6	5
Walked into or called office and agent was on duty	4	3	4
Referred through employer or relocation company	7	5	8
Personal contact by agent (telephone, email, etc.)	2	1	3
Newspaper, Yellow Pages or home book ad	2	3	1
Direct mail (newsletter, flyer, postcard, etc.)	*	*	1
Advertising specialty (calendar, magnet, etc.)	*	*	*
Other	5	4	6

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Referred by (or is) a friend, neighbor or relative	40%	49%	35%
Used agent previously to buy or sell a home	13	2	19
Internet Web site	7	8	7
Visited an open house and met agent	7	6	7
Saw contact information on For Sale sign	7	8	6
Referred by another real estate agent/broker	5	6	5
Walked into or called office and agent was on duty	4	4	4
Referred through employer or relocation company	4	2	5
Personal contact by agent (telephone, email, etc.)	3	3	3
Newspaper, Yellow Pages or home book ad	2	2	1
Direct mail (newsletter, flyer, postcard, etc.)	*	*	*
Advertising specialty (calendar, magnet, etc.)	*	1	*
Other	7	8	6

*Less than one percent

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-12

NUMBER OF REAL ESTATE AGENTS INTERVIEWED BY FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
One	67%	67%	67%
Two	18	16	20
Three	10	14	8
Four	3	2	3
Five or more	1	1	2

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
One	65%	60%	69%
Two	20	23	18
Three	10	11	9
Four	2	3	2
Five or more	3	3	3

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-13

MOST IMPORTANT FACTORS WHEN CHOOSING AN AGENT

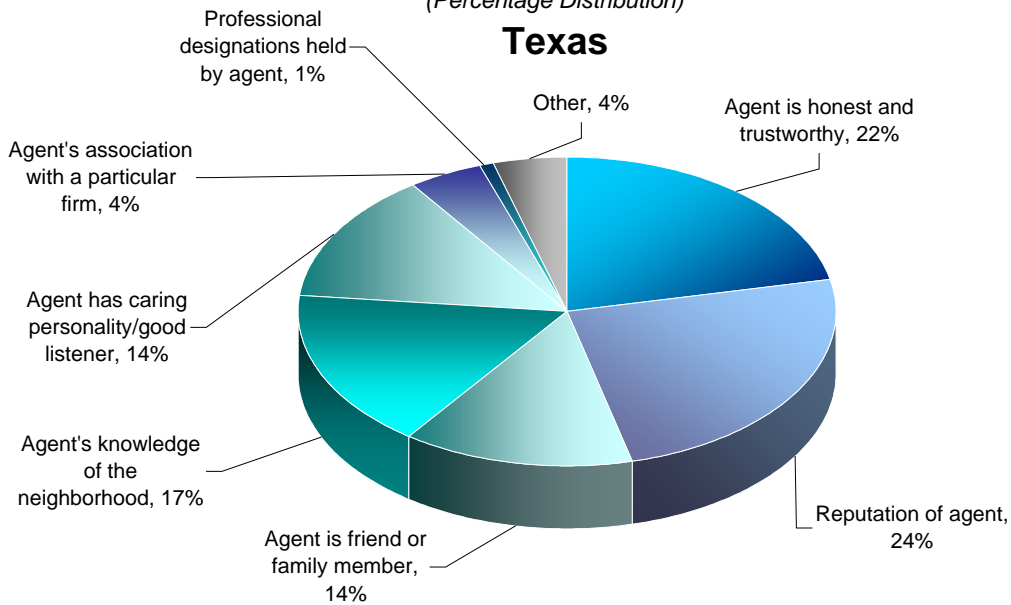
(Percentage Distribution)

	Texas	U.S.
Agent is honest and trustworthy	22%	25%
Reputation of agent	24%	23%
Agent is friend or family member	14%	16%
Agent's knowledge of the neighborhood	17%	13%
Agent has caring personality/good listener	14%	12%
Agent's association with a particular firm	4%	4%
Professional designations held by agent	1%	1%
Other	4%	5%

MOST IMPORTANT FACTORS IN CHOOSING AN AGENT

(Percentage Distribution)

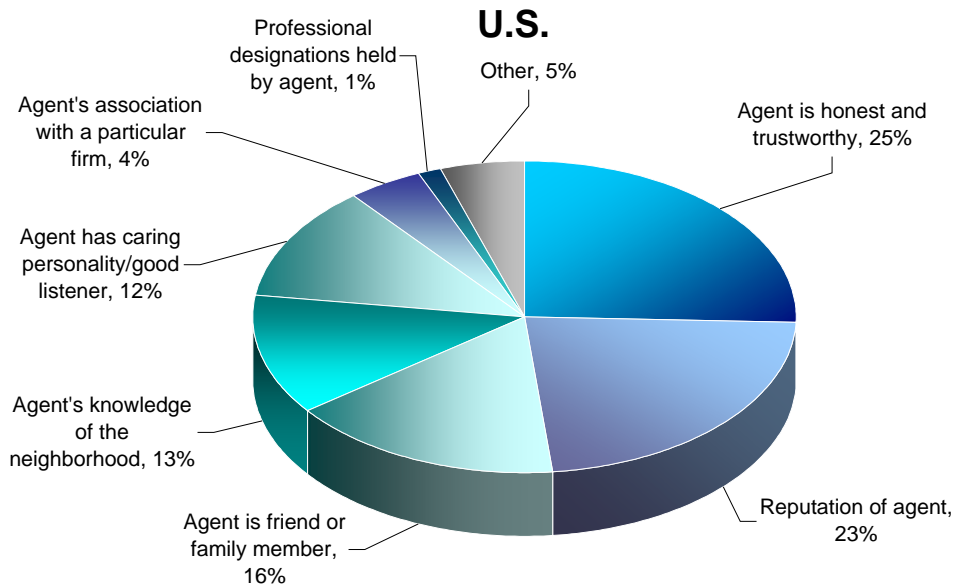
Texas



MOST IMPORTANT FACTORS IN CHOOSING AN AGENT

(Percentage Distribution)

U.S.



HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-14

IMPORTANCE OF REAL ESTATE AGENT SKILLS AND QUALITIES

(Percentage Distribution)

Texas

	Very Important	Somewhat Important	Not Important
Honesty and integrity	98%	2%	*
Knowledge of purchase process	95	5	1
Responsiveness	96	4	*
Knowledge of real estate market	92	8	*
Communication skills	86	14	*
Negotiation skills	86	13	1
People skills	79	20	1
Knowledge of local area	80	19	1
Skills with technology	34	53	13

U.S.

	Very Important	Somewhat Important	Not Important
Honesty and integrity	97%	3%	*
Knowledge of purchase process	93	6	1
Responsiveness	92	7	*
Knowledge of real estate market	91	9	*
Communication skills	83	16	1
Negotiation skills	81	17	1
People skills	78	20	1
Knowledge of local area	76	22	2
Skills with technology	39	50	12

*Less than one percent

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-15

AGENT SKILLS AND QUALITIES CONSIDERED 'VERY IMPORTANT' BY FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Honesty and integrity	98%	96%	99%
Knowledge of purchase process	95	98	93
Responsiveness	96	99	94
Knowledge of real estate market	92	91	92
Communication skills	86	87	85
Negotiation skills	86	88	84
People skills	79	83	77
Knowledge of local area	80	73	83
Skills with technology	34	35	33

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Honesty and integrity	97%	96%	97%
Knowledge of purchase process	93	95	93
Responsiveness	92	93	92
Knowledge of real estate market	91	88	92
Communication skills	83	84	82
Negotiation skills	81	83	80
People skills	78	78	78
Knowledge of local area	76	69	80
Skills with technology	39	36	40

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-16

SATISFACTION WITH REAL ESTATE AGENT SKILLS AND QUALITIES

(Percentage Distribution)

Texas

	Very Satisfied	Somewhat Satisfied	Not Satisfied
Knowledge of purchase process	81%	15%	3%
Honesty and integrity	79	15	7
Knowledge of real estate market	79	17	4
People skills	75	21	4
Responsiveness	78	14	8
Knowledge of local area	76	18	6
Communication skills	74	20	6
Skills with technology	70	24	7
Negotiation skills	69	19	12

U.S.

	Very Satisfied	Somewhat Satisfied	Not Satisfied
Knowledge of purchase process	84%	13%	2%
Honesty and integrity	83	12	5
Knowledge of real estate market	81	16	3
People skills	80	17	4
Responsiveness	80	16	5
Knowledge of local area	78	19	3
Communication skills	77	18	5
Skills with technology	70	26	4
Negotiation skills	70	22	8

HOME BUYING AND REAL ESTATE PROFESSIONALS

Exhibit 4-17

WOULD BUYER USE REAL ESTATE AGENT AGAIN OR RECOMMEND TO OTHERS

(Percent distribution)

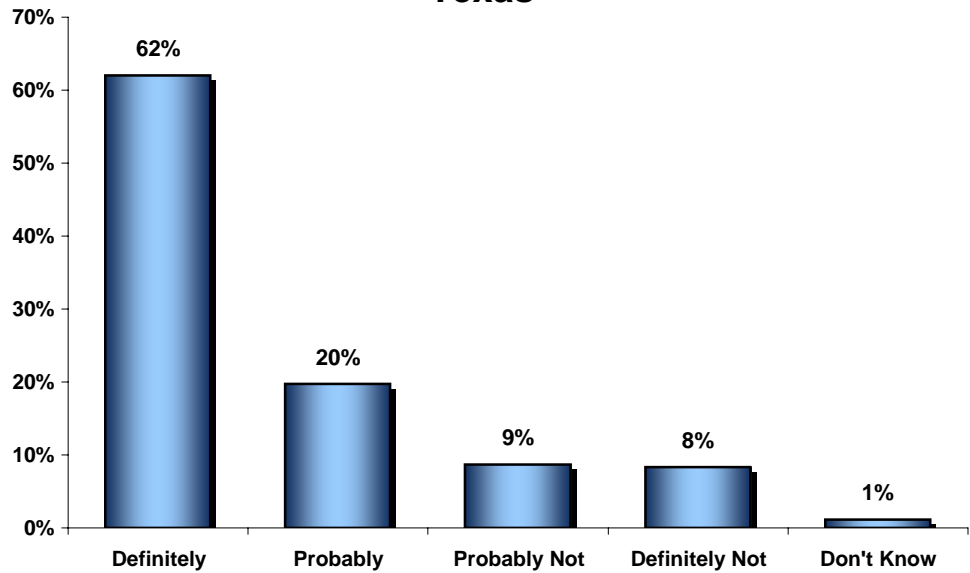
Texas

Definitely	62%
Probably	20%
Probably Not	9%
Definitely Not	8%
Don't Know	1%

WOULD BUYER USE ESTATE AGENT AGAIN OR RECOMMEND TO OTHERS

(Percentage Distribution)

Texas



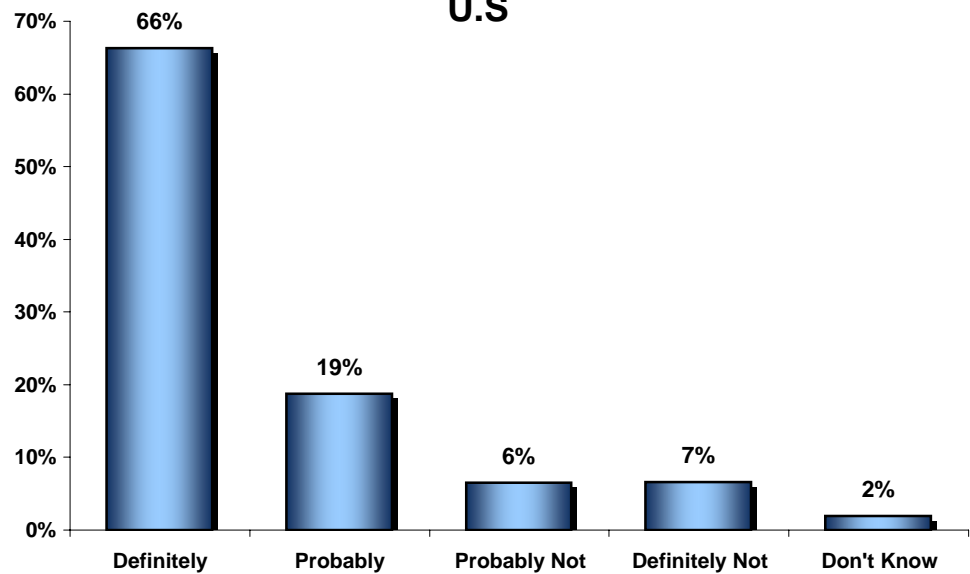
U.S.

Definitely	66%
Probably	19%
Probably Not	6%
Definitely Not	7%
Don't Know	2%

WOULD BUYER USE ESTATE AGENT AGAIN OR RECOMMEND TO OTHERS

(Percentage Distribution)

U.S



FINANCING THE HOME PURCHASE

- Exhibit 5-1 BUYERS WHO FINANCED THEIR HOME PURCHASE, BY REGION
- Exhibit 5-2 BUYERS WHO FINANCED THEIR HOME PURCHASE, BY AGE
- Exhibit 5-3 PERCENT OF HOME FINANCED BY FIRST-TIME AND REPEAT BUYERS
- Exhibit 5-4 PERCENT OF HOME FINANCED, BY REGION
- Exhibit 5-5 SOURCES OF DOWNPAYMENT, FIRST-TIME AND REPEAT BUYERS
- Exhibit 5-6 TYPE OF MORTGAGE, FIRST-TIME AND REPEAT BUYERS
- Exhibit 5-7 HOME PURCHASE IS A GOOD FINANCIAL INVESTMENT, FIRST-TIME AND REPEAT BUYERS

FINANCING THE HOME PURCHASE

Exhibit 5-1

BUYERS WHO FINANCED THEIR HOME PURCHASE, BY REGION

(Percent of Respondents)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
All Buyers	99%	92%	90%	94%	92%	93%
First-time Buyers	100	98	98	99	97	98
Repeat Buyers	98	89	85	90	90	91

FINANCING THE HOME PURCHASE

Exhibit 5-2

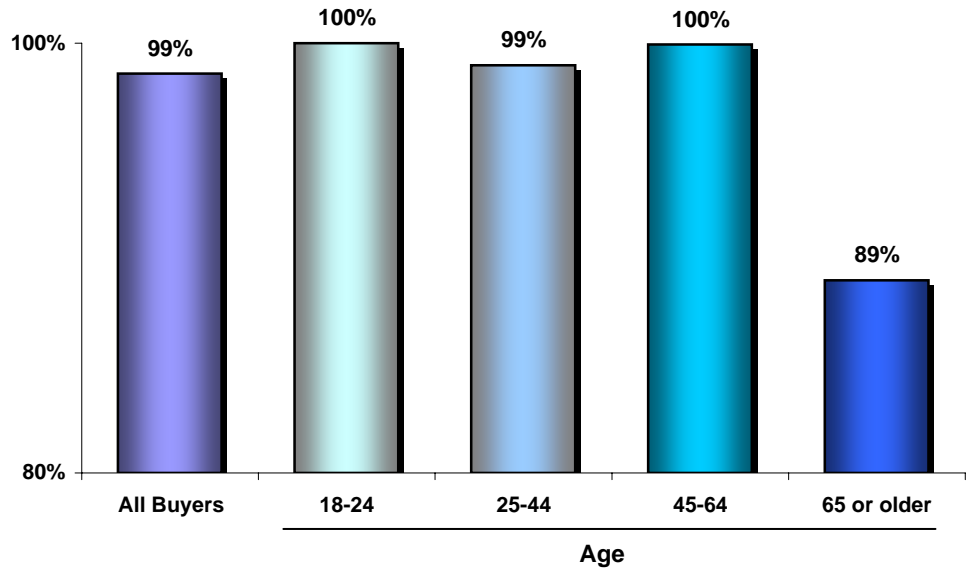
BUYERS WHO FINANCED THEIR HOME PURCHASE, BY AGE

(Percent of Respondents)

Texas

All Buyers	99%
18-24	100%
25-44	99%
45-64	100%
65 or older	89%

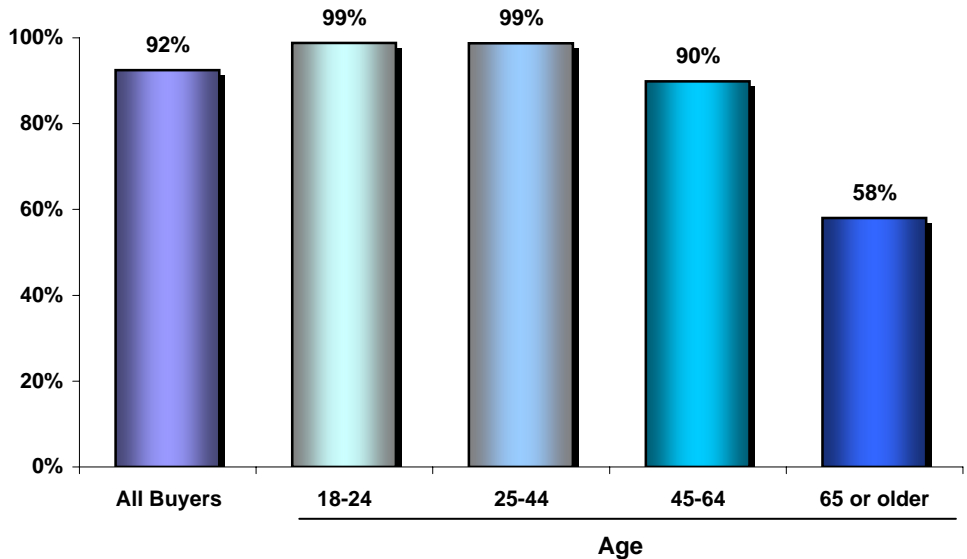
**BUYERS WHO FINANCED THEIR HOME PURCHASE, BY AGE
Texas**



U.S.

All Buyers	92%
18-24	99%
25-44	99%
45-64	90%
65 or older	58%

**BUYERS WHO FINANCED THEIR HOME PURCHASE, BY AGE
U.S.**



FINANCING THE HOME PURCHASE

Exhibit 5-3

PERCENT OF HOME FINANCED BY FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Less than 50%	7%	6%	8%
50% to 59%	3	1	3
60% to 69%	6	1	9
70% to 79%	9	5	10
80% to 89%	19	12	23
90% to 94%	11	5	14
95% to 99%	11	13	10
100% - Financed the entire purchase price with a mortgage	35	58	22
Median percent financed	93%	100%	88%

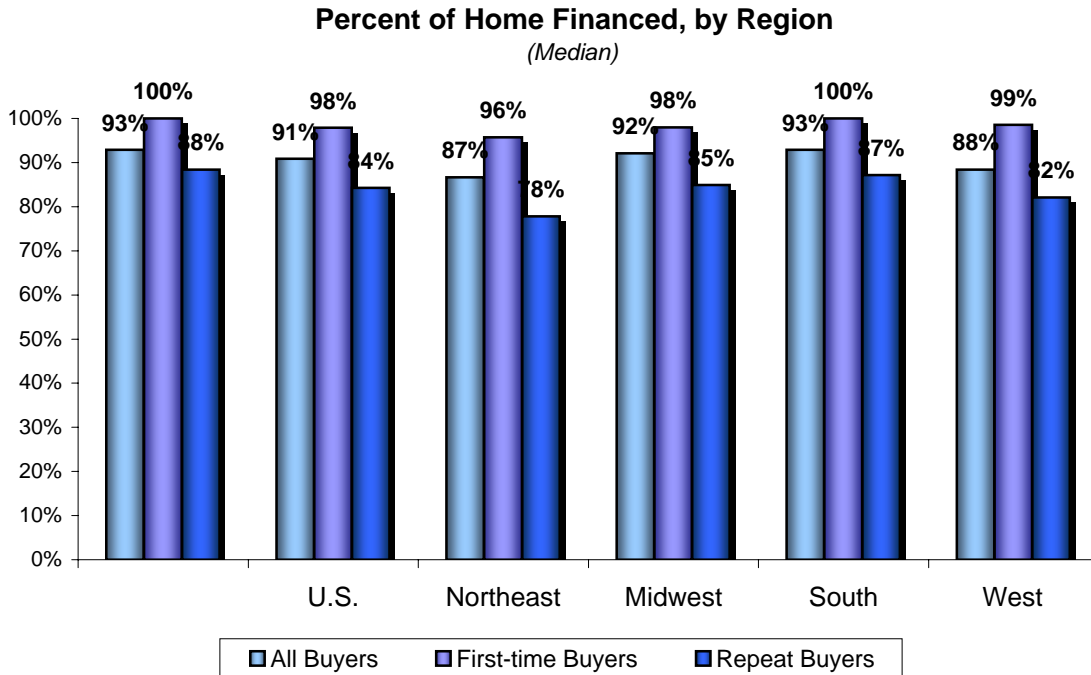
U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than 50%	9%	4%	12%
50% to 59%	4	1	6
60% to 69%	6	2	8
70% to 79%	11	5	15
80% to 89%	19	14	22
90% to 94%	10	11	10
95% to 99%	13	19	9
100% - Financed the entire purchase price with a mortgage	29	45	19
Median percent financed	91%	98%	84%

FINANCING THE HOME PURCHASE

Exhibit 5-4
PERCENT OF HOME FINANCED, BY REGION
(Median)

	Texas	U.S.	Buyers who Purchased a Home in the:			
			Northeast	Midwest	South	West
All Buyers	93%	91%	87%	92%	93%	88%
First-time Buyers	100%	98%	96%	98%	100%	99%
Repeat Buyers	88%	84%	78%	85%	87%	82%



FINANCING THE HOME PURCHASE

Exhibit 5-5

SOURCES OF DOWNPAYMENT, FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents Among those who Made a Downpayment)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Savings	57%	81%	49%
Proceeds from sale of primary residence	44	5	57
Gift from relative or friend	7	23	2
Sale of stocks or bonds	5	4	5
Equity from primary residence buyer continue to own	2	2	2
401k/pension fund including a loan	5	9	3
Loan from relative or friend	3	4	2
Proceeds from sale of real estate other than primary residence	3	*	3
Inheritance	1	4	*
Individual Retirement Account (IRA)	2	5	2
Loan from financial institution other than a mortgage	1	*	1
Sale of personal property	1	*	1
Life insurance	3	4	2
Investment property sales (1031 exchange)	1	*	1
Other	3	5	2

* Less than one percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Savings	50%	73%	40%
Proceeds from sale of primary residence	44	4	62
Gift from relative or friend	9	22	3
Sale of stocks or bonds	7	10	6
Equity from primary residence buyer continue to own	5	1	6
401k/pension fund including a loan	4	7	3
Loan from relative or friend	4	8	2
Proceeds from sale of real estate other than primary residence	3	1	3
Inheritance	2	3	2
Individual Retirement Account (IRA)	2	4	1
Loan from financial institution other than a mortgage	2	3	1
Sale of personal property	1	1	2
Life insurance	1	1	1
Investment property sales (1031 exchange)	1	1	1
Other	4	6	3

FINANCING THE HOME PURCHASE

Exhibit 5-6

TYPE OF MORTGAGE, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution Among those who Financed their Home Purchase)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Fixed-rate mortgage	83%	78%	86%
Fixed- then adjustable-rate mortgage	8	14	5
Adjustable-rate mortgage	6	4	6
Don't know	2	3	2
Other	1	1	1

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Fixed-rate mortgage	71%	67%	73%
Fixed- then adjustable-rate mortgage	15	19	13
Adjustable-rate mortgage	8	8	9
Don't know	3	4	2
Other	3	2	3

FINANCING THE HOME PURCHASE

Exhibit 5-7

HOME PURCHASE IS A GOOD FINANCIAL INVESTMENT, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Texas

	All Buyers	First-time Buyers	Repeat Buyers
Yes, better than stocks	48%	48%	48%
Yes, about as good as stocks	30	34	29
Yes, but not as good as stocks	10	8	11
No	2	1	3
Don't know	9	9	9

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Yes, better than stocks	52%	52%	53%
Yes, about as good as stocks	29	29	30
Yes, but not as good as stocks	7	7	7
No	2	2	3
Don't know	9	11	8

HOME SELLERS AND THEIR SELLING EXPERIENCE

- Exhibit 6-1 AGE OF HOME SELLERS, BY REGION
- Exhibit 6-2 HOUSEHOLD INCOME OF HOME SELLERS, 2005
- Exhibit 6-3 ADULT COMPOSITION OF HOME SELLER HOUSEHOLDS, 2004-2006
- Exhibit 6-4 NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOME SELLER HOUSEHOLD
- Exhibit 6-5 RACE/ETHNICITY OF HOME SELLERS, BY REGION
- Exhibit 6-6 PRIMARY LANGUAGE SPOKEN IN HOME SELLER HOUSEHOLD, BY REGION
- Exhibit 6-7 TYPE OF HOME SOLD
- Exhibit 6-8 LOCATION OF HOME SOLD
- Exhibit 6-9 TYPE OF HOME SOLD BY LOCATION
- Exhibit 6-10 SIZE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD
- Exhibit 6-11 SIZE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD, BY AGE OF SELLER
- Exhibit 6-12 PRIMARY REASON FOR SELLING PREVIOUS HOME, BY AGE
- Exhibit 6-13 TENURE IN PREVIOUS HOME, BY TYPE OF HOME
- Exhibit 6-14 NUMBER OF HOMES PREVIOUSLY OWNED, BY AGE
- Exhibit 6-15 DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION
- Exhibit 6-16 TASKS PERFORMED IN THE SELLING PROCESS
- Exhibit 6-17 METHOD USED TO SELL HOME, BY REGION
- Exhibit 6-18 METHOD USED TO SELL HOME, BY SELLER URGENCY
- Exhibit 6-19 METHOD OF SALE, BY BUYER AND SELLER RELATIONSHIP
- Exhibit 6-20 METHOD USED TO SELL HOME, 1995-2006
- Exhibit 6-21 SALES PRICE COMPARED WITH LISTING PRICE, BY REGION
- Exhibit 6-22 SALES PRICE COMPARED WITH LISTING PRICE, BY SELLER URGENCY
- Exhibit 6-23 NUMBER OF WEEKS RECENTLY SOLD HOME WAS ON THE MARKET, BY REGION
- Exhibit 6-24 SALES PRICE COMPARED WITH LISTING PRICE, BY NUMBER OF WEEKS HOME WAS ON THE MARKET
- Exhibit 6-25 NUMBER OF TIMES ASKING PRICE WAS REDUCED, BY NUMBER OF WEEKS HOME WAS ON THE MARKET
- Exhibit 6-26 SATISFACTION WITH THE SELLING PROCESS

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-1

AGE OF HOME SELLERS, BY REGION

(Percentage Distribution)

	Texas	U.S.	Sellers who Purchased a Home in the:			
			Northeast	Midwest	South	West
Less than 25 years	*	1%	1%	1%	1%	1%
25 - 34 years	20	18	18	22	18	17
35 - 44 years	27	28	30	32	25	27
45 - 54 years	25	22	20	21	24	21
55 - 64 years	16	18	17	13	18	22
65 - 74 years	10	10	10	8	11	9
75 years or older	3	4	4	3	4	3
Median age (years)	46	46	45	44	48	47

* Less than one percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-2

HOUSEHOLD INCOME OF HOME SELLERS, 2005

(Percentage Distribution)

	Sellers who Purchased a Home in the:					
	Texas	U.S.	Northeast	Midwest	South	West
Less than \$25,000	4%	3%	2%	4%	3%	3%
\$25,000 - \$34,999	3	5	4	5	6	2
\$35,000 - \$44,999	5	6	6	5	7	6
\$45,000 - \$54,999	5	7	6	7	7	6
\$55,000 - \$64,999	5	10	9	10	10	11
\$65,000 - \$74,999	14	11	10	9	12	10
\$75,000 - \$84,999	12	10	12	10	9	11
\$85,000 - \$99,999	9	10	11	15	9	8
\$100,000 - \$124,999	20	15	15	15	14	17
\$125,000 - \$149,999	9	9	9	8	9	9
\$150,000 - \$174,999	6	5	4	4	5	6
\$175,000 - \$199,999	4	2	2	2	3	3
\$200,000 or more	4	8	10	7	7	9
Median income (2005)	\$89,500	\$83,800	\$85,400	\$85,500	\$80,400	\$87,700

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-3

ADULT COMPOSITION OF HOME SELLER HOUSEHOLDS, 2004-2006

(Percentage Distribution)

Texas

	2006
Married couple	73%
Single female	20
Single male	4
Unmarried couple	2
Other	1

U.S.

	2004	2005	2006
Married couple	74%	71%	72%
Single female	15	17	17
Single male	5	6	6
Unmarried couple	5	3	4
Other	1	1	1

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-4

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOME SELLER HOUSEHOLD

(Percentage Distribution of Homeseller Households)

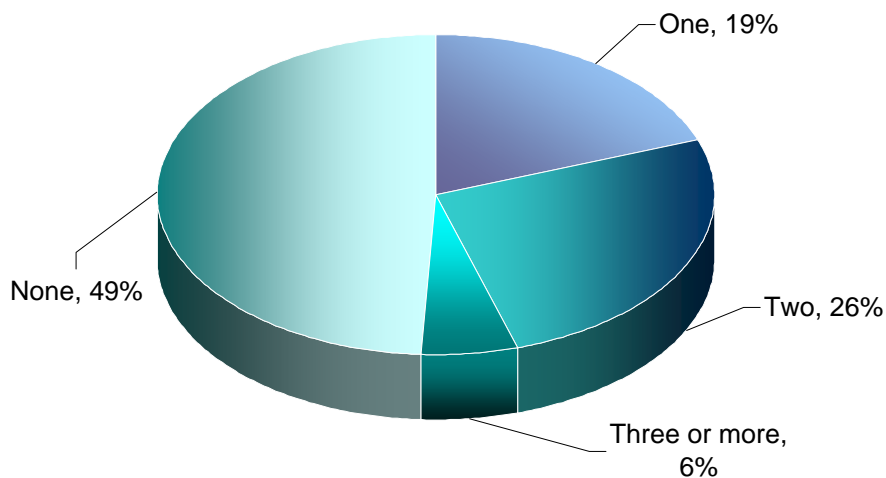
Texas

One	19%
Two	26%
Three or more	6%
None	49%

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOME SELLER HOUSEHOLD

(Percentage Distribution)

Texas



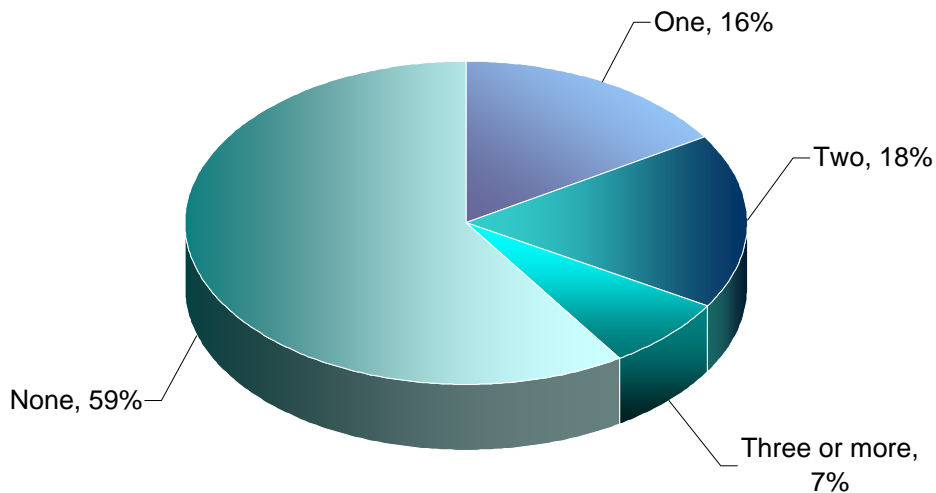
U.S.

One	16%
Two	18%
Three or more	7%
None	59%

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOME SELLER HOUSEHOLD

(Percentage Distribution)

U.S.



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-5

RACE/ETHNICITY OF HOME SELLERS, BY REGION

(Percent of Respondents)

	Texas	U.S.	Sellers who Purchased a Home in the:			
			Northeast	Midwest	South	West
White/Caucasian	85%	89%	92%	95%	87%	85%
Black/African-American	5	4	2	2	7	3
Asian/Pacific Islander	4	3	4	1	2	6
Hispanic/Latino	7	4	2	1	4	6
Other	1	1	1	1	1	1

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.

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-6

PRIMARY LANGUAGE SPOKEN IN HOME SELLER HOUSEHOLD, BY REGION

(Percentage Distribution)

	Texas	U.S.	Sellers who Purchased a Home in the:			
			Northeast	Midwest	South	West
English	95%	97%	96%	98%	97%	95%
Other	5	3	4	2	3	5

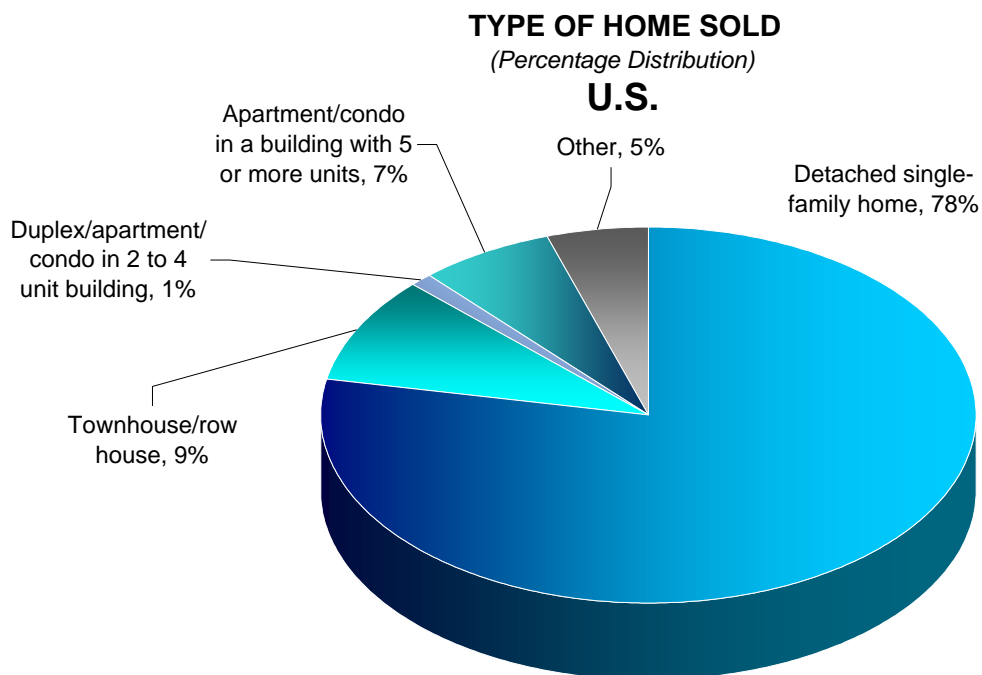
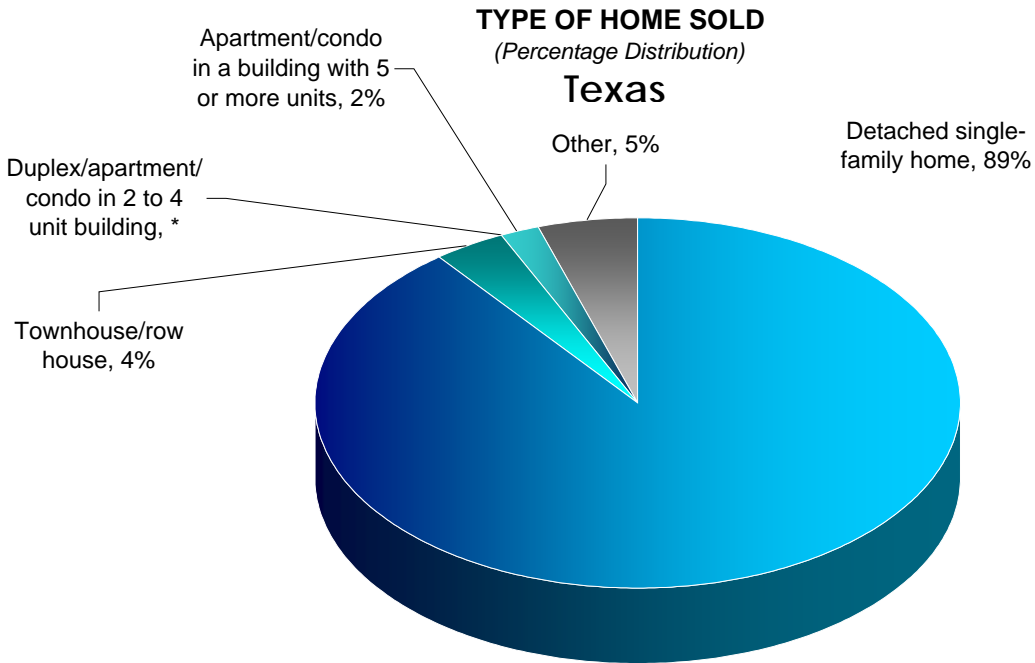
HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-7

TYPE OF HOME SOLD

(Percentage Distribution)

	Texas	U.S.
Detached single-family home	89%	78%
Townhouse/row house	4%	9%
Duplex/apartment/condo in 2 to 4 unit building	*	1%
Apartment/condo in a building with 5 or more units	2%	7%
Other	5%	5%



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-8

LOCATION OF HOME SOLD

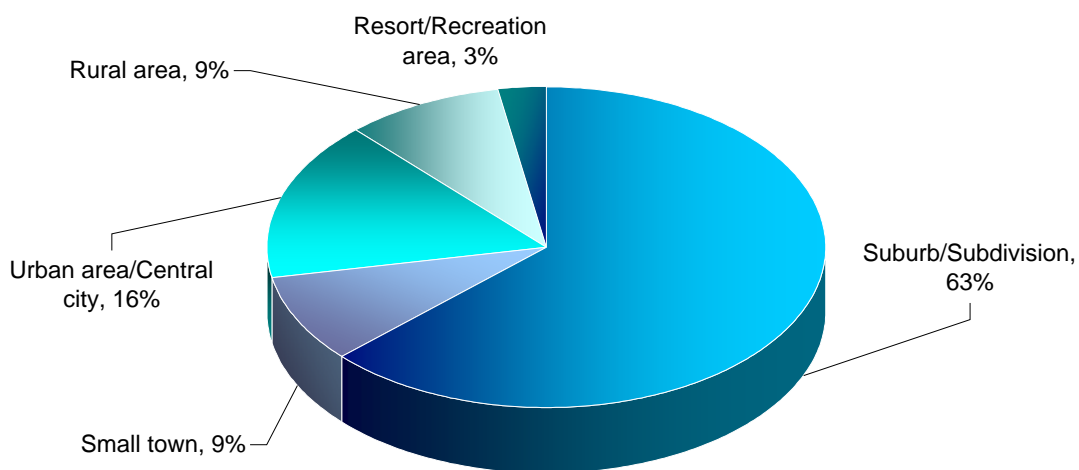
(Percentage Distribution)

	Texas	U.S.
Suburb/Subdivision	63%	53%
Small town	9%	20%
Urban area/Central city	16%	13%
Rural area	9%	11%
Resort/Recreation area	3%	2%

LOCATION OF HOME SOLD

(Percentage Distribution)

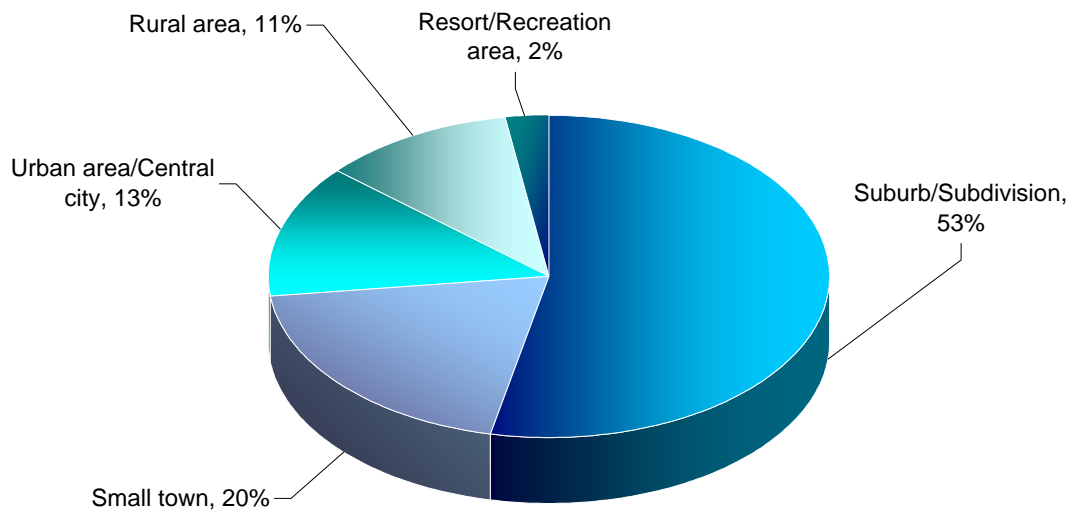
Texas



LOCATION OF HOME SOLD

(Percentage Distribution)

U.S.



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-9

TYPE OF HOME SOLD BY LOCATION

(Percentage Distribution)

Texas

	Sellers who Purchased a Home in a:					
	All Sellers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	89%	90%	99%	83%	97%	74%
Townhouse/row house	4	5	*	5	*	*
Duplex/apartment/condo in 2 to 4 unit building	*	*	*	*	*	*
Apartment/condo in a building with 5 or more units	2	*	*	7	*	26
Other	5	5	1	5	3	*

U.S.

	Sellers who Purchased a Home in a:					
	All Sellers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	78%	81%	85%	68%	78%	62%
Townhouse/row house	9	11	6	11	3	*
Duplex/apartment/condo in 2 to 4 unit building	1	*	*	2	2	6
Apartment/condo in a building with 5 or more units	7	6	3	14	1	15
Other	5	2	5	4	17	16

* Less than one percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-10

SIZE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD

(Percentage Distribution)

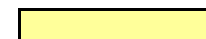
Texas

Size of Home Sold	Size of Home Purchased					
	1,000 sq ft or less	1,001 sq ft to 1,500 sq ft	1,501 sq ft to 2,000 sq ft	2,001 sq ft to 2,500 sq ft	2,501 sq ft to 3,000 sq ft	More than 3,000 sq ft
1,000 sq ft or less	*	1%	1%	*	*	*
1,001 to 1,500 sq ft	*	4	2	4	3	1
1,501 to 2,000 sq ft	*	1	7	14	8	5
2,001 to 2,500 sq ft	*	1	4	7	6	5
2,501 to 3,000 sq ft	*	1	2	2	4	3
More than 3,000 sq ft	*	1	1	1	4	6

U.S.

Size of Home Sold	Size of Home Purchased					
	1,000 sq ft or less	1,001 sq ft to 1,500 sq ft	1,501 sq ft to 2,000 sq ft	2,001 sq ft to 2,500 sq ft	2,501 sq ft to 3,000 sq ft	More than 3,000 sq ft
1,000 sq ft or less	1	3%	2%	1%	*	*
1,001 to 1,500 sq ft	1	6	10	5	2	1
1,501 to 2,000 sq ft	1	4	9	8	4	4
2,001 to 2,500 sq ft	*	2	4	4	3	4
2,501 to 3,000 sq ft	*	1	2	2	2	3
More than 3,000 sq ft	*	*	2	2	2	5

 Trading Down

 Trading Up

* Less than one percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-11

SIZE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD, BY AGE OF SELLER

(Median square feet)

Texas

	Size of home sold	Size of home purchased	Difference
18 to 34 years	1,717	2,184	467
35 to 44 years	2,089	2,749	660
45 to 54 years	2,069	2,457	388
55 to 64 years	1,939	2,246	307
65 to 74 years	2,163	2,205	41
75 years or older	1,782	2,257	474

U.S.

	Size of home sold	Size of home purchased	Difference
18 to 34 years	1,512	2,080	568
35 to 44 years	1,785	2,310	525
45 to 54 years	1,877	2,128	251
55 to 64 years	2,060	2,009	-51
65 to 74 years	1,913	1,822	-91
75 years or older	1,895	1,765	-130

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-12

PRIMARY REASON FOR SELLING PREVIOUS HOME, BY AGE

(Percentage Distribution)

Texas

	All Sellers	Age			
		18-24	25-44	45-64	65 or older
Home is too small	15%	*	20%	10%	12%
Neighborhood has become less desirable	17	100	17	20	13
Change in family situation	12	*	12	13	10
Want to move closer to my job	11	*	15	11	*
Want to move closer to friends or family	12	*	8	13	23
Job relocation	14	*	19	14	*
Home is too large	3	*	2	4	6
Moving due to retirement	2	N/A	*	3	5
Upkeep of home is too difficult due to health or finances	3	*	2	1	18
Can not afford the mortgage and other expenses of owning	*	*	*	*	*
Other	10	*	6	12	14

U.S.

	All Sellers	Age			
		18-24	25-44	45-64	65 or older
Home is too small	19%	38%	30%	13%	3%
Neighborhood has become less desirable	13	10	14	13	8
Change in family situation	11	5	11	13	8
Want to move closer to my job	10	*	14	8	1
Want to move closer to friends or family	9	14	5	8	28
Job relocation	9	5	12	9	*
Home is too large	7	*	2	9	19
Moving due to retirement	5	N/A	*	7	12
Upkeep of home is too difficult due to health or finances	3	*	1	3	8
Can not afford the mortgage and other expenses of owning	3	14	2	3	2
Other	12	14	10	15	10

* Less than one percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-13

TENURE IN PREVIOUS HOME, BY TYPE OF HOME

(Percentage Distribution)

Texas

	All Types	Cabin/ cottage	Duplex/ apartment/ condo in 2 to 4 unit structure	Apartment/ condo in building with 5 or more units	Townhouse/ row house	Detached single- family home	Mobile/ manufactured home	Other
1 year or less	6%	*	*	*	*	7%	*	9%
2 to 3 years	23	*	100	49	68	22	*	3
4 to 5 years	23	*	*	13	30	22	37	44
6 to 7 years	16	89	*	36	1	16	*	*
8 to 10 years	11	*	*	3	*	11	49	44
11 to 15 years	10	*	*	*	*	11	5	*
16 to 20 years	3	11	*	*	*	3	*	*
21 year or more	8	*	*	*	*	8	9	*
Median	5	7	3	4	3	5	9	5

U.S.

	All Types	Cabin/ cottage	Duplex/ apartment/ condo in 2- 4 unit structure	Apartment/ condo in building with 5 or more units	Townhouse/ row house	Detached single- family home	Mobile/ manufactured home	Other
1 year or less	6%	*	*	7%	6%	6%	1%	0%
2 to 3 years	24	43	36	35	31	23	11	26
4 to 5 years	19	13	14	21	21	19	14	11
6 to 7 years	11	17	8	12	11	11	13	13
8 to 10 years	12	0	14	10	9	12	24	13
11 to 15 years	11	13	3	7	10	12	13	4
16 to 20 years	7	13	11	7	4	7	13	13
21 year or more	11	*	11	*	8	12	10	17
Median	6	5	5	4	5	6	9	7

* Less than one percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-14

NUMBER OF HOMES PREVIOUSLY OWNED, BY AGE

(Percentage Distribution)

Texas

	All Sellers	Age		
		18-44	45-64	65 or older
One	8%	11%	4%	8%
Two	34	51	20	14
Three	22	28	21	4
Four	13	6	20	18
Five or more	23	5	34	55
Median	3 homes	2 homes	4 homes	5 homes

U.S.

	All Sellers	Age		
		18-44	45-64	65 or older
One	13%	18%	10%	9%
Two	33	47	23	15
Three	21	21	21	22
Four	15	9	18	24
Five or more	18	5	29	29
Median	3 homes	2 homes	3 homes	3 homes

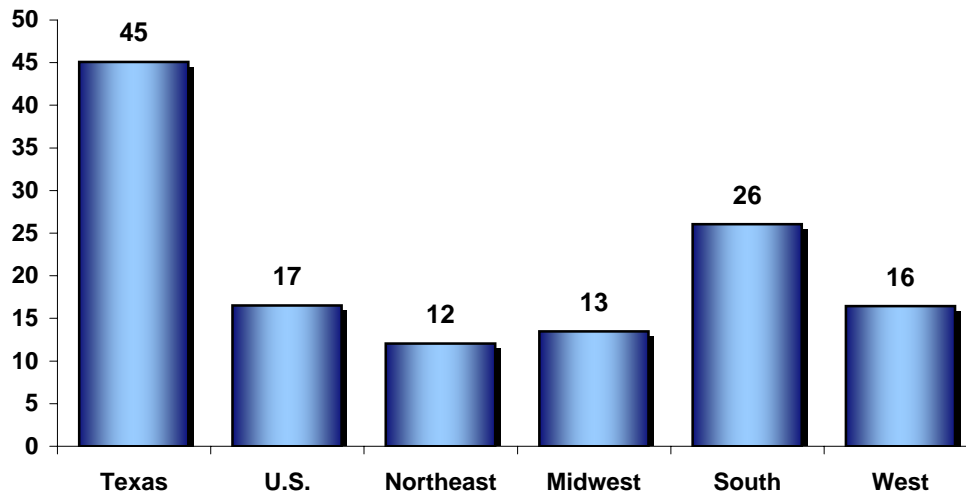
HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-15

DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION (Median Miles)

2006	Texas	U.S.	Sellers who Purchased a Home in the:			
			Northeast	Midwest	South	West
	45	17	12	13	26	16

DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION
(Median Miles)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-16

TASKS PERFORMED IN THE SELLING PROCESS

(Percentage Distribution)

Texas

	Did myself without assistance	Assisted by real estate agent	Paid another professional for assistance	Task not performed	Don't know
Determine asking price	24%	70%	2%	2%	1%
Hold open house	6	48	3	42	1
Schedule showings with potential buyers	11	71	9	6	2
Enter property in Multiple Listing Service	1	83	5	9	2
Place ads in newspapers, mags, etc.	4	60	*	31	5
Contact buyers by phone, mail, etc.	5	52	1	30	11
Advertise or place listing on Internet	4	76	3	14	2
Review sales contracts/purchase offers	7	85	3	4	1
Negotiate with buyers	8	81	5	5	1
Coordinate appraisal, home inspection, etc.	13	69	11	4	3
Pre-qualify buyers for a mortgage	6	50	14	16	14
Manage paperwork, contracts, etc.	6	83	7	3	2
Attend closing	19	69	5	6	2

U.S.

	Did myself without assistance	Assisted by real estate agent	Paid another professional for assistance	Task not performed	Don't know
Determine asking price	24%	71%	3%	1%	*
Hold open house	9	52	1	38	*
Schedule showings with potential buyers	12	76	4	7	1
Enter property in Multiple Listing Service	3	80	1	14	1
Place ads in newspapers, mags, etc.	7	63	1	25	3
Contact buyers by phone, mail, etc.	5	59	1	26	8
Advertise or place listing on Internet	5	74	2	16	3
Review sales contracts/purchase offers	8	80	6	6	1
Negotiate with buyers	13	78	3	6	1
Coordinate appraisal, home inspection, etc.	13	72	7	6	2
Pre-qualify buyers for a mortgage	6	49	16	17	13
Manage paperwork, contracts, etc.	9	78	9	3	1
Attend closing	16	71	8	3	1

* Less than one percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-17

METHOD USED TO SELL HOME, BY REGION

(Percentage Distribution)

	Texas	U.S.	Sellers who Purchased a Home in the:			
			Northeast	Midwest	South	West
Sold home using an agent or broker	86%	84%	87%	81%	83%	87%
Seller used agent/broker only	83	80	82	76	78	84
Seller first tried to sell it themselves, but then used an agent	2	5	5	5	5	3
For-sale-by-owner (FSBO)	9	12	11	14	13	10
Seller sold home without using a real estate agent or broker	9	11	10	13	12	9
First listed with an agent, but then sold home themselves	1	1	2	1	1	1
Sold home to a homebuying company	2	1	*	1	1	*
Other	3	3	1	4	2	3

* Less than one percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-18

METHOD USED TO SELL HOME, BY SELLER URGENCY

(Percentage Distribution)

Texas

	All Sellers	Seller Needed to Sell:		
		Very urgently	Somewhat urgently	Not urgently
Sold home using an agent or broker	86%	93%	85%	83%
Seller used agent/broker only	83	93	81	82
Seller first tried to sell it themselves, but then used an agent	2	*	4	1
For-sale-by-owner (FSBO)	9	4	10	12
Seller sold home without using a real estate agent or broker	9	4	10	10
First listed with an agent, but then sold home themselves	1	*	*	2
Sold home to a homebuying company	2	3	2	*
Other	3	*	2	4

U.S.

	All Sellers	Seller Needed to Sell:		
		Very urgently	Somewhat urgently	Not urgently
Sold home using an agent or broker	84%	84%	86%	82%
Seller used agent/broker only	80	82	81	78
Seller first tried to sell it themselves, but then used an agent	5	2	5	5
For-sale-by-owner (FSBO)	12	12	12	14
Seller sold home without using a real estate agent or broker	11	11	11	13
First listed with an agent, but then sold home themselves	1	1	1	1
Sold home to a homebuying company	1	1	1	*
Other	3	3	2	4

* Less than one percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-19

METHOD OF SALE, BY BUYER AND SELLER RELATIONSHIP

(Percentage Distribution)

Texas

Buyer and Seller Relationship	Seller Knew Buyer	Seller did not Know Buyer
All sellers	10%	90%
Sold home using an agent or broker	4	96
Seller used agent/broker only	4	96
Seller first tried to sell it themselves, but then used an agent	2	98
For-sale-by-owner (FSBO)	62	38
Sold home without using a real estate agent or broker	68	32
First listed with an agent, but then sold home themselves	*	100
Other	5	95

Method of Home Sale	All Sellers	Seller Knew Buyer	Seller did not Know Buyer
Sold home using an agent or broker	86%	38%	91%
Sold it using a licensed real estate agent or broker	83	38	89
First tried to sell home themselves, but then used an agent	2	1	3
For-sale-by-owner (FSBO)	9	60	4
Sold home without using a real estate agent or broker	9	60	3
First listed with an agent, but then sold home themselves	1	*	1
Other	3	2	3

* Less than one percent

U.S.

Buyer and Seller Relationship	Seller Knew Buyer	Seller did not Know Buyer
All sellers	9%	91%
Sold home using an agent or broker	4	96
Sold it using a licensed real estate agent or broker	4	96
First tried to sell home themselves, but then used an agent	6	94
For-sale-by-owner (FSBO)	40	60
Sold home without using a real estate agent or broker	40	60
First listed with an agent, but then sold home themselves	43	57
Other	23	77

Method of Home Sale	All Sellers	Seller Knew Buyer	Seller did not Know Buyer
Sold home using an agent or broker	84%	38%	89%
Sold it using a licensed real estate agent or broker	80	35	84
First tried to sell home themselves, but then used an agent	5	3	5
For-sale-by-owner (FSBO)	12	53	8
Sold home without using a real estate agent or broker	11	49	8
First listed with an agent, but then sold home themselves	1	4	1

Other	3	8	3
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HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-20

METHOD USED TO SELL HOME, 1995-2006

(Percentage Distribution)

Texas

	2006
Sold home using an agent or broker	86%
For-sale-by-owner (FSBO)	9
Sold it to a home buying company	2
Other	3

U.S.

	1995	1997	1999	2001	2003	2004	2005	2006
Sold home using an agent or broker	81%	80%	77%	79%	83%	82%	85%	84%
For-sale-by-owner (FSBO)	15	18	16	13	14	14	13	12
Sold to home buying company	2	1	2	1	1	1	1	1
Other	2	1	5	7	3	3	2	3

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-21

SALES PRICE COMPARED WITH LISTING PRICE, BY REGION

(Percentage Distribution of Sales Price as a Percent of List Price)

	Sellers who Purchased a Home in the:					
	Texas	U.S.	Northeast	Midwest	South	West
Less than 90%	4%	7%	10%	7%	8%	3%
90% to 94%	15	14	17	15	14	11
95% to 99%	44	41	39	54	39	34
100%	28	26	22	18	27	32
101% to 110%	7	9	7	4	9	14
More than 110%	2	3	5	1	3	6
Median (sales price as a percent of listing price)	98%	98%	98%	97%	98%	100%

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-22

SALES PRICE COMPARED WITH LISTING PRICE, BY SELLER URGENCY

(Percentage Distribution of Sales Price as a Percent of Listing Price)

Texas

	All Sellers	Seller Needed to Sell:		
		Very urgently	Somewhat urgently	Not urgently
Less than 90%	4%	7%	2%	5%
90% to 94%	15	18	19	8
95% to 99%	44	30	53	42
100%	28	35	16	41
101% to 110%	7	11	7	4
More than 110%	2	*	4	*
Median (sales price as a percent of listing price)	98%	98%	97%	99%

* Less than one percent

U.S.

	All Sellers	Seller Needed to Sell:		
		Very urgently	Somewhat urgently	Not urgently
Less than 90%	7%	7%	7%	6%
90% to 94%	14	16	16	10
95% to 99%	41	39	41	43
100%	26	25	23	31
101% to 110%	9	11	9	7
More than 110%	3	2	4	4
Median (sales price as a percent of listing price)	98%	98%	98%	99%

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-23

NUMBER OF WEEKS RECENTLY SOLD HOME WAS ON THE MARKET, BY REGION (Percentage Distribution)

	Sellers who Purchased a Home in the:					
	Texas	U.S.	Northeast	Midwest	South	West
Less than 1 week	4%	5%	4%	5%	6%	5%
1 to 2 weeks	25	27	29	21	27	30
3 to 4 weeks	19	15	10	14	15	18
5 to 6 weeks	7	7	8	8	6	7
7 to 8 weeks	7	8	6	11	9	7
9 to 10 weeks	7	4	5	4	5	3
11 to 16 weeks	16	16	15	16	16	16
17 or more weeks	15	18	24	22	17	13
Median weeks	6	6	6	8	6	4

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-24

SALES PRICE COMPARED WITH LISTING PRICE, BY NUMBER OF WEEKS HOME WAS ON THE MARKET (Percentage Distribution of Sales Price as a Percent of Listing Price)

Texas

	Sellers whose Home was on the Market for:						
	All Sellers	Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
Less than 90%	4%	2%	*	*	6%	3%	17%
90% to 94%	15	18	4	10	8	27	30
95% to 99%	44	18	35	59	54	52	39
100%	28	54	44	25	24	13	8
101% to 110%	7	5	13	3	8	3	6
More than 110%	2	2	4	4	*	1	*
Median (sales price as a percent of listing price)	98%	100%	100%	98%	98%	97%	95%

* Less than one percent

U.S.

	Sellers whose Home was on the Market for:						
	All Sellers	Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
Less than 90%	7%	4%	2%	2%	3%	8%	22%
90% to 94%	14	6	3	7	15	26	28
95% to 99%	41	13	38	49	57	43	37
100%	26	64	40	26	17	13	8
101% to 110%	9	12	14	14	6	6	2
More than 110%	3	1	4	3	2	4	3
Median (sales price as a percent of listing price)	98%	100%	100%	99%	98%	97%	95%

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-25

NUMBER OF TIMES ASKING PRICE WAS REDUCED, BY NUMBER OF WEEKS HOME WAS ON THE MARKET
(Percentage Distribution)

Texas

	All Sellers	Sellers whose Home was on the Market for:					
		Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None, did not reduce the asking price	54%	77%	76%	54%	44%	41%	26%
One	34	23	21	43	44	43	33
Two	10	*	3	3	11	12	32
Three or more	2	*	*	*	*	4	9

U.S.

	All Sellers	Sellers whose Home was on the Market for:					
		Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None, did not reduce the asking price	53%	88%	77%	67%	43%	33%	21%
One	34	12	21	31	50	47	37
Two	8	*	1	2	7	14	19
Three or more	5	*	*	*	1	5	22

* Less than one percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-26

SATISFACTION WITH THE SELLING PROCESS

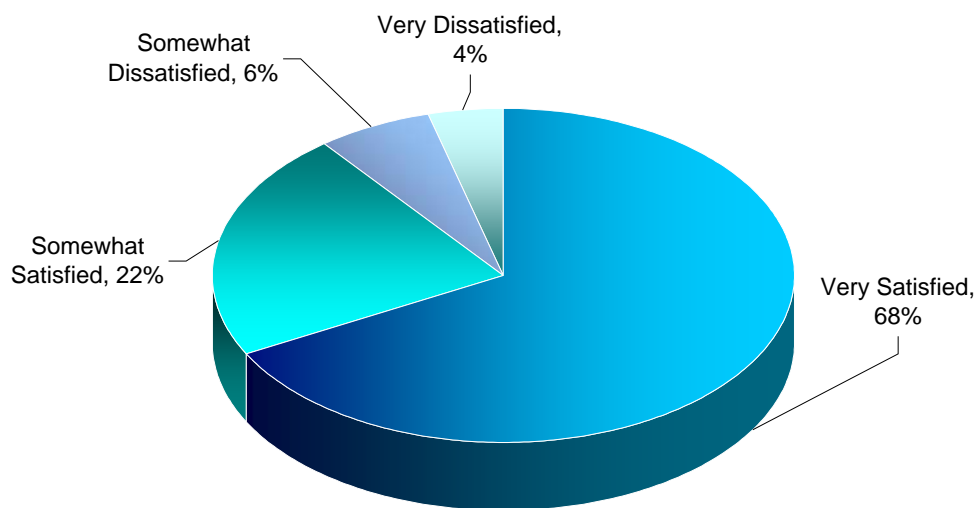
(Percentage Distribution)

	Texas	U.S.
Very Satisfied	67%	65%
Somewhat Satisfied	22	25
Somewhat Dissatisfied	6	7
Very Dissatisfied	4	4

Satisfaction with Selling Process

(Percentage Distribution)

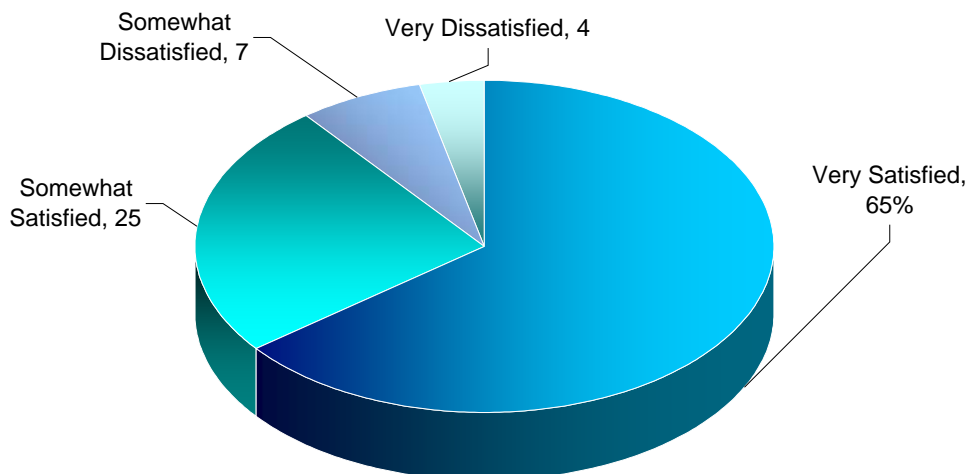
Texas



Satisfaction with Selling Process

(Percentage Distribution)

U.S.



HOME SELLING AND REAL ESTATE PROFESSIONALS

- Exhibit 7-1 METHOD USED TO FIND REAL ESTATE AGENT
- Exhibit 7-2 NUMBER OF AGENTS CONTACTED BEFORE SELECTING ONE TO ASSIST WITH SALE OF HOME
- Exhibit 7-3 DID SELLER USE THE SAME REAL ESTATE AGENT FOR THEIR HOME PURCHASE?
- Exhibit 7-4 WHAT SELLERS MOST WANT FROM REAL ESTATE AGENTS
- Exhibit 7-5 MOST IMPORTANT FACTOR IN CHOOSING A REAL ESTATE AGENT TO SELL HOME
- Exhibit 7-6 METHODS REAL ESTATE AGENT USED TO MARKET HOME, BY REGION
- Exhibit 7-7 HOME LISTED ON MULTIPLE LISTING SERVICE
- Exhibit 7-8 LEVEL OF SERVICE PROVIDED BY THE REAL ESTATE AGENT
- Exhibit 7-9 HOW REAL ESTATE AGENT WAS COMPENSATED
- Exhibit 7-10 WOULD SELLER USE REAL ESTATE AGENT AGAIN OR RECOMMEND TO OTHERS

HOME SELLING AND REAL ESTATE PROFESSIONALS

Exhibit 7-1

METHOD USED TO FIND REAL ESTATE AGENT

(Percentage Distribution)

Texas

Referred by (or is) a friend, neighbor or relative	45%
Used agent previously to buy or sell a home	31
Visited an open house and met agent	2
Personal contact by agent (telephone, email, etc.)	4
Referred by another real estate or broker	4
Referred through employer or relocation company	4
Direct mail (newsletter, flyer, postcard, etc.)	5
Internet Web site	3
Newspaper, Yellow pages or home book ad	1
Advertising specialty (calendar, magnet, etc.)	2
Saw contact information on For Sale sign	*

U.S.

Referred by (or is) a friend, neighbor or relative	44%
Used agent previously to buy or sell a home	30
Visited an open house and met agent	5
Personal contact by agent (telephone, email, etc.)	5
Referred by another real estate or broker	4
Referred through employer or relocation company	3
Direct mail (newsletter, flyer, postcard, etc.)	3
Internet Web site	2
Newspaper, Yellow pages or home book ad	1
Advertising specialty (calendar, magnet, etc.)	1
Saw contact information on For Sale sign	*

* Less than one percent

HOME SELLING AND REAL ESTATE PROFESSIONALS

Exhibit 7-2

NUMBER OF AGENTS CONTACTED BEFORE SELECTING ONE TO ASSIST WITH SALE OF HOME

Percentage Distribution

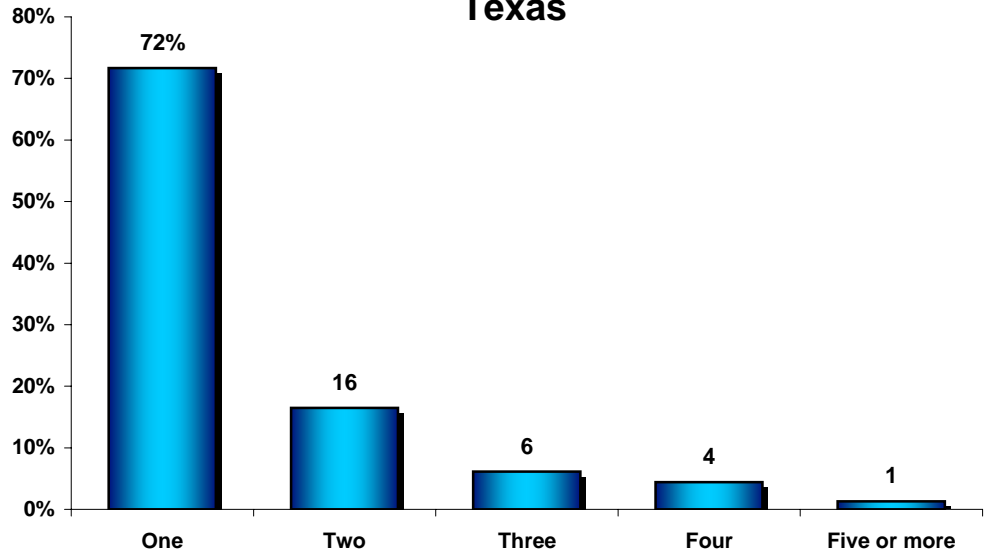
Texas

One	72%
Two	16
Three	6
Four	4
Five or more	1

NUMBER OF AGENTS CONTACTED BEFORE SELECTING ONE TO ASSIST WITH SALE OF HOME

(Percentage Distribution)

Texas



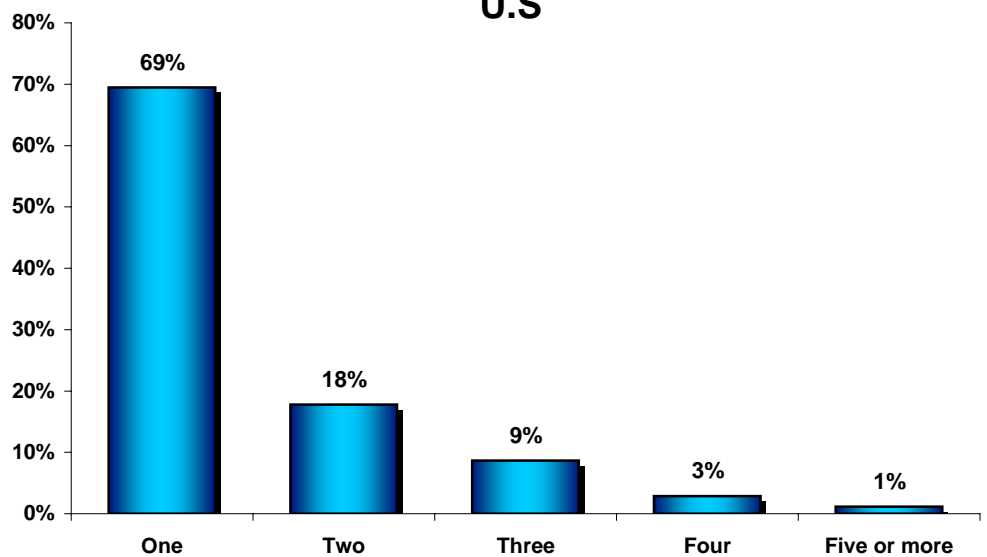
U.S.

One	69%
Two	18
Three	9
Four	3
Five or more	1

NUMBER OF AGENTS CONTACTED BEFORE SELECTING ONE TO ASSIST WITH SALE OF HOME

(Percentage Distribution)

U.S



HOME SELLING AND REAL ESTATE PROFESSIONALS

Exhibit 7-3

DID SELLER USE THE SAME REAL ESTATE AGENT FOR THEIR HOME PURCHASE?

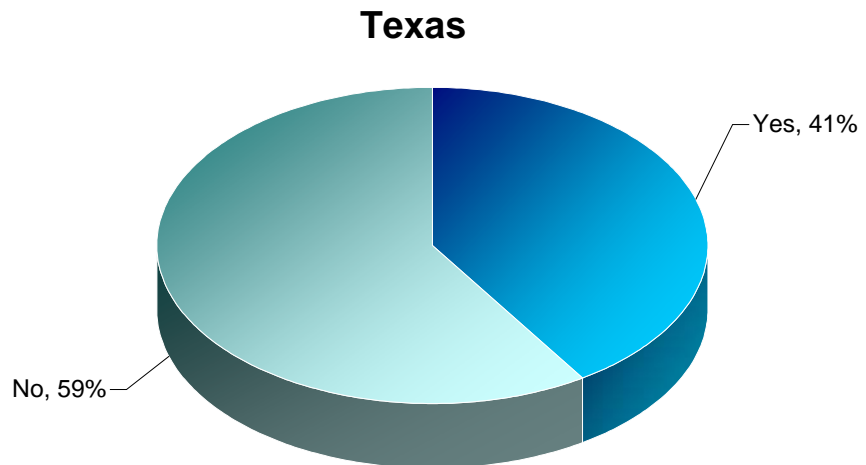
(Percentage Distribution among those who Used an Agent to Purchase a Home)

Texas

Yes	41%
No	59%

DID SELLER USE THE SAME AGENT FOR THEIR HOME PURCHASE?

(Percentage Distribution Among those who Used an Agent to Purchase a Home)

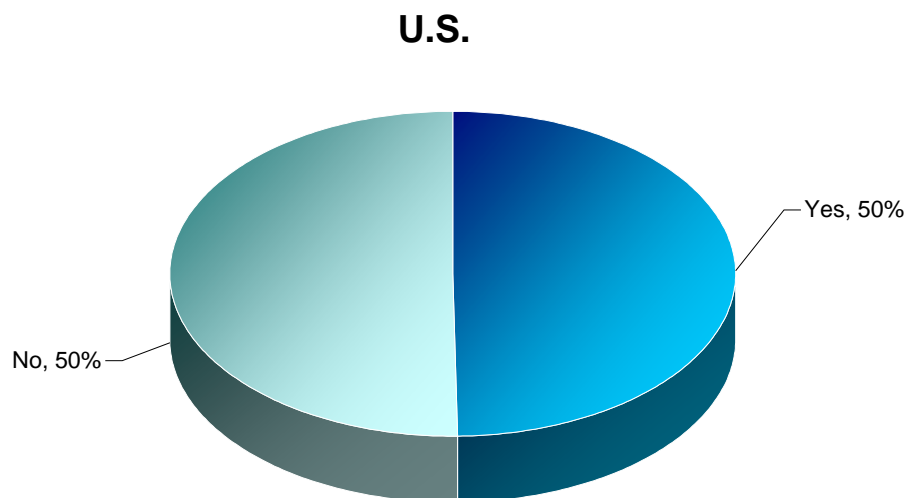


U.S.

Yes	50%
No	50%

DID SELLER USE THE SAME AGENT FOR THEIR HOME PURCHASE?

(Percentage Distribution Among those who Used an Agent to Purchase a Home)



HOME SELLING AND REAL ESTATE PROFESSIONALS

Exhibit 7-4

WHAT SELLERS MOST WANT FROM REAL ESTATE AGENTS

(Percentage Distribution)

Texas

Help sell the home within specific timeframe	25%
Help find a buyer for home	24
Help seller market home to potential buyers	18
Help price home competitively	14
Help seller find ways to fix up home to sell it for more	7
Help with negotiation and dealing with buyers	7
Help with paperwork/inspections/preparing for settlement	5
Help see homes available for seller to purchase	*
Other	*

* Less than one percent

U.S.

Help sell the home within specific timeframe	25%
Help find a buyer for home	22
Help seller market home to potential buyers	16
Help price home competitively	16
Help seller find ways to fix up home to sell it for more	10
Help with negotiation and dealing with buyers	4
Help with paperwork/inspections/preparing for settlement	3
Help see homes available for seller to purchase	1
Other	2

HOME SELLING AND REAL ESTATE PROFESSIONALS

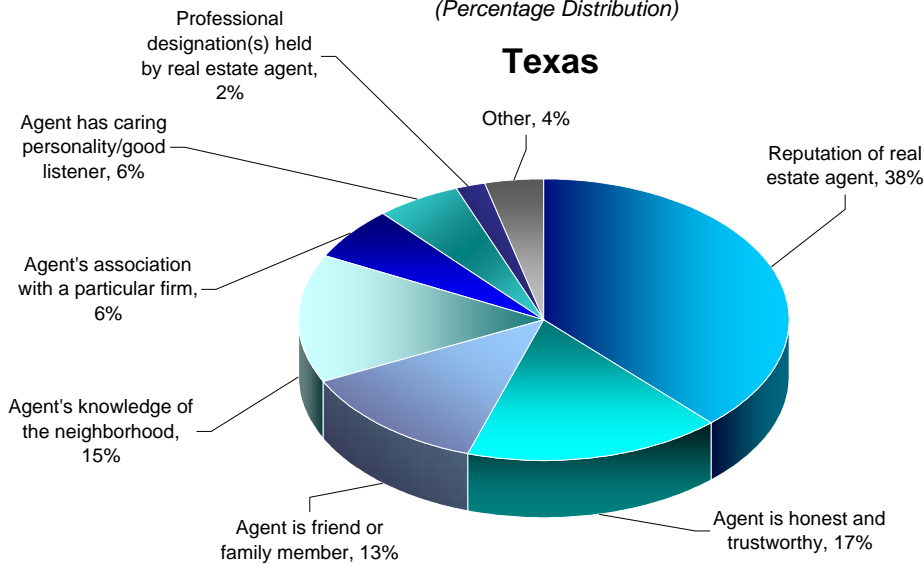
Exhibit 7-5

MOST IMPORTANT FACTOR IN CHOOSING A REAL ESTATE AGENT TO SELL HOME

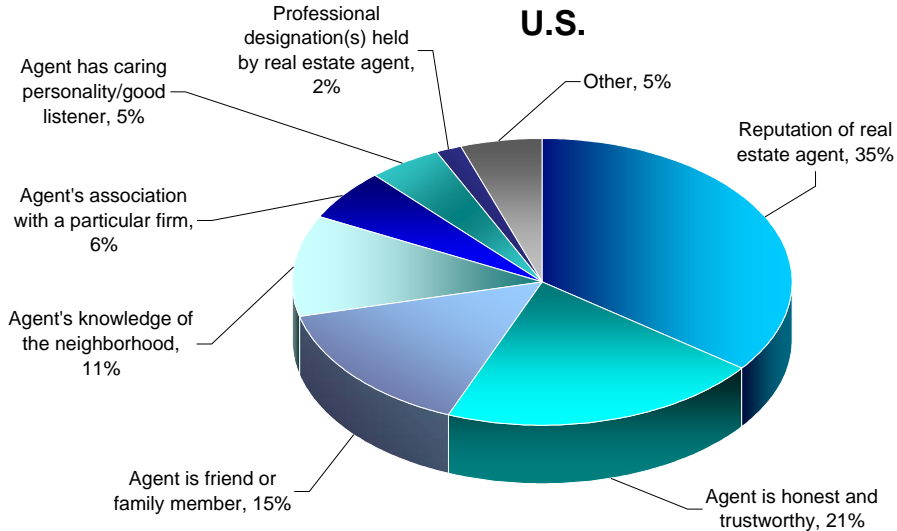
(Percentage Distribution)

	Texas	U.S.
Reputation of real estate agent	38%	35%
Agent is honest and trustworthy	17%	21%
Agent is friend or family member	13%	15%
Agent's knowledge of the neighborhood	15%	11%
Agent's association with a particular firm	6%	6%
Agent has caring personality/good listener	6%	5%
Professional designation(s) held by real estate agent	2%	2%
Other	4%	5%

MOST IMPORTANT FACTOR IN CHOOSING A REAL ESTATE AGENT TO SELL HOME
(Percentage Distribution)



MOST IMPORTANT FACTOR IN CHOOSING A REAL ESTATE AGENT TO SELL HOME
(Percentage Distribution)



HOME SELLING AND REAL ESTATE PROFESSIONALS

Exhibit 7-6

METHODS REAL ESTATE AGENT USED TO MARKET HOME, BY REGION

(Percent of Respondents who used a Real Estate Agent to Sell)

	Texas	All sellers	Sellers who purchased a home in the:			
			Northeast	Midwest	South	West
Listing on the Internet	87%	85%	85%	84%	86%	84%
Yard sign	84	78	66	82	79	81
Open house	48	56	65	56	51	61
Print newspaper advertisement	36	48	60	55	42	42
Real estate magazine	35	32	33	33	32	30
Direct mail (flyers, postcards, etc.)	13	22	20	17	21	29
Television	9	4	4	4	4	4
Other	2	5	7	5	5	6

HOME SELLING AND REAL ESTATE PROFESSIONALS

Exhibit 7-7

HOME LISTED ON MULTIPLE LISTING SERVICE

(Percentage Distribution)

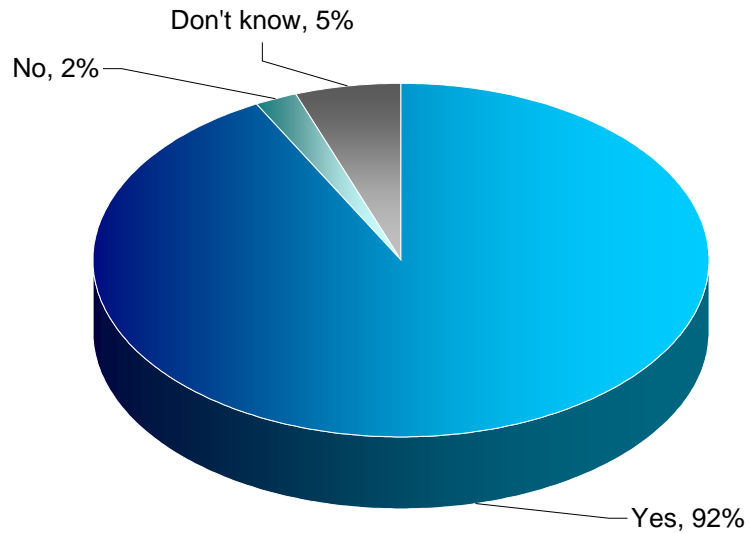
Texas

Yes	92%
No	2%
Don't know	5%

HOME LISTED ON MULTIPLE LISTING SERVICE

(Percentage Distribution)

Texas



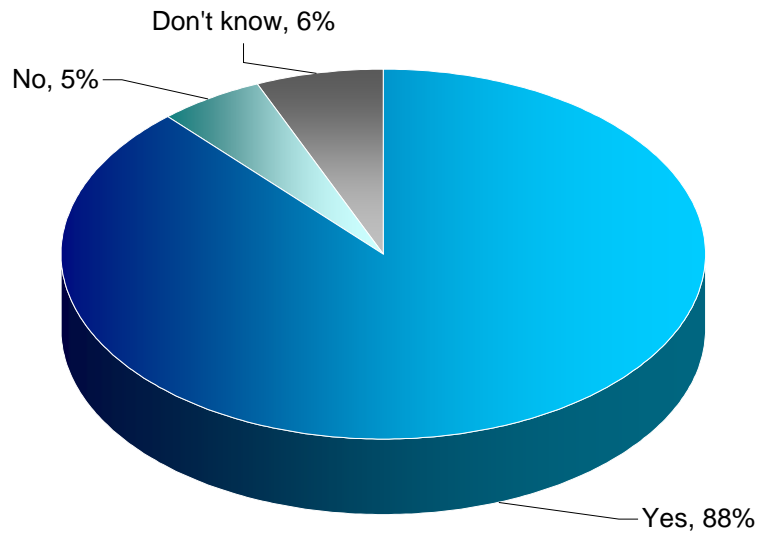
U.S.

Yes	88%
No	5%
Don't know	6%

HOME LISTED ON MULTIPLE LISTING SERVICE

(Percentage Distribution)

U.S



HOME SELLING AND REAL ESTATE PROFESSIONALS

Exhibit 7-8

LEVEL OF SERVICE PROVIDED BY THE REAL ESTATE AGENT

(Percentage Distribution)

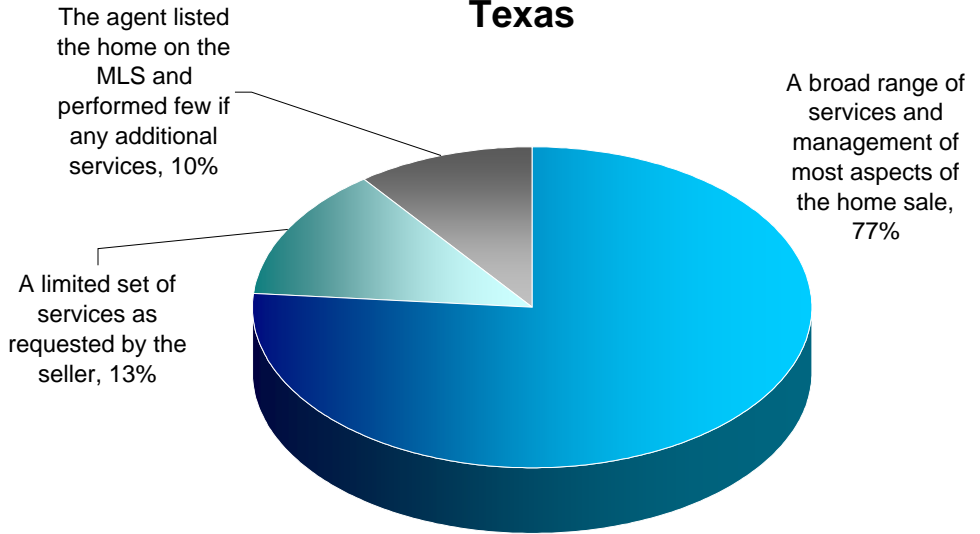
Texas

A broad range of services and management of most aspects of the home sale	77%
A limited set of services as requested by the seller	13%
The agent listed the home on the MLS and performed few if any additional services	10%

LEVEL OF SERVICE PROVIDED BY THE REAL ESTATE AGENT

(Percentage Distribution)

Texas



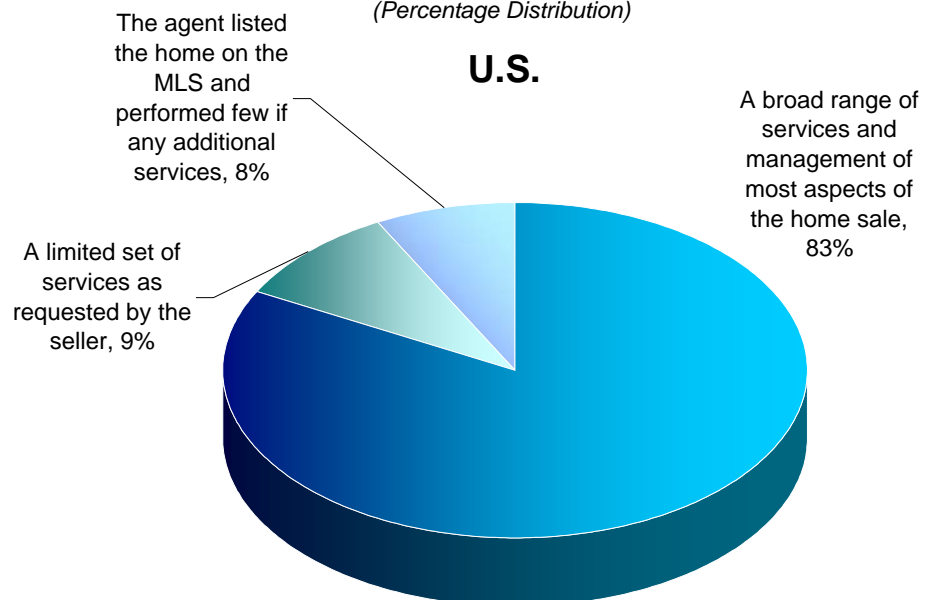
U.S.

A broad range of services and management of most aspects of the home sale	83%
A limited set of services as requested by the seller	9%
The agent listed the home on the MLS and performed few if any additional services	8%

LEVEL OF SERVICE PROVIDED BY THE REAL ESTATE AGENT

(Percentage Distribution)

U.S.



HOME SELLING AND REAL ESTATE PROFESSIONALS

Exhibit 7-9

HOW REAL ESTATE AGENT WAS COMPENSATED

(Percentage Distribution)

Texas

Paid by seller	77%
Percent of sales price	74
Flat fee	3
Per task fee	*
Other	*
Don't Know	4
Paid by buyer and seller	11
Paid by buyer only	3
Other	8
Don't Know	2

U.S.

Paid by seller	81%
Percent of sales price	75
Flat fee	4
Per task fee	*
Other	1
Don't Know	2
Paid by buyer and seller	8
Paid by buyer only	5
Other	4
Don't Know	2

* *Less than one percent*

HOME SELLING AND REAL ESTATE PROFESSIONALS

Exhibit 7-10

WOULD SELLER USE REAL ESTATE AGENT AGAIN OR RECOMMEND TO OTHERS

(Percentage Distribution)

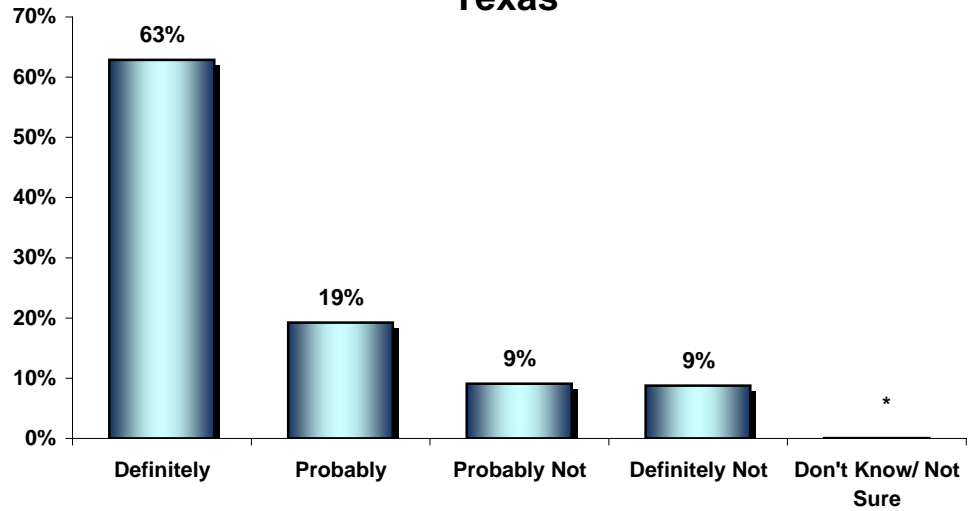
Texas

Definitely	63%
Probably	19%
Probably Not	9%
Definitely Not	9%
Don't Know/ Not Sure	*

WOULD SELLER USE REAL ESTATE AGENT AGAIN OR RECOMMEND TO OTHERS

(Percentage Distribution)

Texas



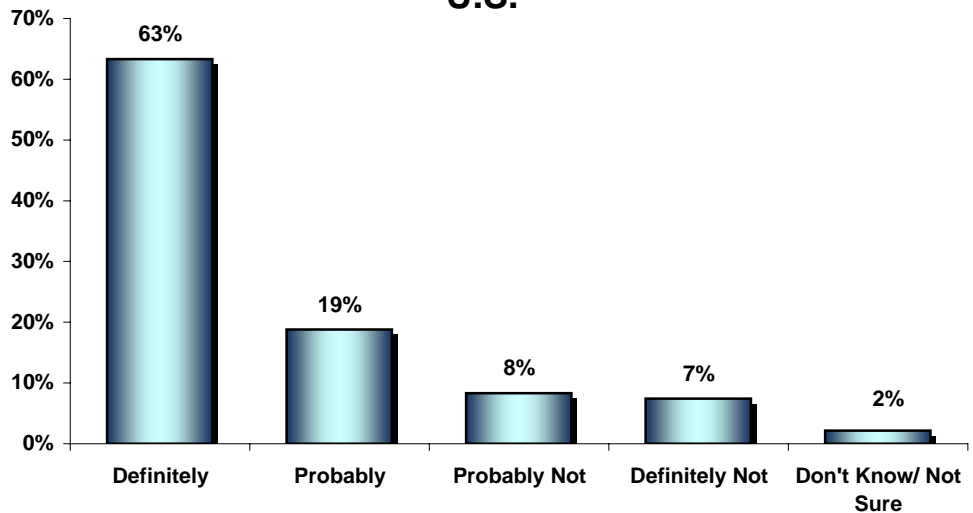
U.S.

Definitely	63%
Probably	19%
Probably Not	8%
Definitely Not	7%
Don't Know/ Not Sure	2%

WOULD SELLER USE REAL ESTATE AGENT AGAIN OR RECOMMEND TO OTHERS

(Percentage Distribution)

U.S.



FOR SALE BY OWNERS SELLERS

- Exhibit 8-1 FSBO AND AGENT-ASSISTED SALES, BY LOCATION
- Exhibit 8-2 FSBO AND AGENT-ASSISTED SALES, 2003-2006
- Exhibit 8-3 CHARACTERISTICS OF FSBO AND AGENT-ASSISTED SELLERS
- Exhibit 8-4 TYPE OF HOME SOLD, FSBO AND AGENT-ASSISTED SELLERS
- Exhibit 8-5 LOCATION OF HOME SOLD, FSBO AND AGENT-ASSISTED SELLERS
- Exhibit 8-6 SELLING PRICE, FSBO AND AGENT-ASSISTED SELLERS
- Exhibit 8-7 TIME ON THE MARKET, FSBO AND AGENT-ASSISTED SELLERS
- Exhibit 8-8 SELLER URGENCY, FSBO AND AGENT-ASSISTED SELLERS
- Exhibit 8-9 MOST IMPORTANT REASON FOR SELLING HOME AS FSBO
- Exhibit 8-10 METHOD USED BY FSBO SELLERS TO MARKET HOME
- Exhibit 8-11 MOST DIFFICULT TASK FOR FSBO SELLERS
- Exhibit 8-12 BUYER OF FSBO HOME WAS ASSISTED BY A REAL ESTATE AGENT
- Exhibit 8-13 HOW FSBO SELLERS WILL SELL THEIR CURRENT HOME

FOR SALE BY OWNERS SELLERS

Exhibit 8-1

FSBO AND AGENT-ASSISTED SALES, BY LOCATION

(Percentage Distribution)

Texas

Sellers who Sold a Home in a:

	All sellers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
For-sale-by-owner (FSBO)	9%	6%	25%	9%	16%	19%
Seller knew buyer	6	3	17	5	16	19
Seller did not know buyer	4	3	9	4	*	*
Agent-assisted	86	89	67	91	73	81
Other	5	5	8	*	11	*

* Less than one percent

U.S.

Sellers who Sold a Home in a:

	All sellers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
For-sale-by-owner (FSBO)	12%	11%	17%	11%	16%	10%
Seller knew buyer	5	4	7	6	7	6
Seller did not know buyer	7	7	10	5	9	4
Agent-assisted	84	86	80	86	81	85
Other	3	3	3	4	3	5

FOR SALE BY OWNERS SELLERS

Exhibit 8-2

FSBO AND AGENT-ASSISTED SALES, 2003-2006

(Percentage Distribution)

Texas

	2006
All FSBO (For-sale-by-owner)	9%
Seller knew buyer	6
Seller did not know buyer	4
Agent-assisted	86
Other	5

U.S.

	2003	2004	2005	2006
All FSBO (For-sale-by-owner)	14%	14%	13%	12%
Seller knew buyer	5	5	5	5
Seller did not know buyer	9	10	8	7
Agent-assisted	83	82	85	84
Other	4	4	2	3

FOR SALE BY OWNERS SELLERS

Exhibit 8-3

CHARACTERISTICS OF FSBO AND AGENT-ASSISTED SELLERS

Texas

	All Sellers	FSBO			Agent-Assisted		
		All FSBO	Seller Knew Buyer	Seller did not Know Buyer	All Agent-assisted	Agent-assisted only	First FSBO, then Agent-assisted
Median age	46	44	44	43	46	47	38
Median income	\$89,500	\$82,700	\$109,400	\$69,600	\$94,400	\$94,600	\$68,600
Household composition							
Married couple	73%	93%	89%	100%	70%	71%	64%
Single female	20	1	2	*	22	22	36
Single male	4	5	8	*	5	5	*
Unmarried couple	2	1	1	*	2	2	*
Other	1	*	*	*	1	1	*
Number of homes owned							
One	8%	16%	14%	20%	8%	7%	22%
Two	34	21	15	31	36	36	31
Three	22	21	19	23	22	22	47
Four	13	9	14	*	13	13	*
Five or more	23	33	38	25	22	22	*
Median	3	3	4	2	3	3	2

U.S.

	All Sellers	FSBO			Agent-Assisted		
		All FSBO	Seller Knew Buyer	Seller did not Know Buyer	All Agent-assisted	Agent-assisted only	First FSBO, then Agent-assisted
Median age	46	47	48	46	46	46	43
Median income	\$83,800	\$77,800	\$78,300	\$78,000	\$85,900	\$87,100	\$70,700
Household composition							
Married couple	72%	70%	60%	78%	73%	73%	67%
Single female	17	16	22	12	16	16	16
Single male	6	8	10	6	6	6	7
Unmarried couple	4	5	7	3	4	4	7
Other	1	1	1	*	1	1	3
Number of homes owned							
One	13%	14%	20%	11%	13%	11%	34%
Two	33	36	35	37	33	33	27
Three	21	21	19	21	22	22	21
Four	15	14	12	15	14	15	7
Five or more	18	15	13	16	18	19	11
Median	3	2	2	3	3	3	2

* Less than one percent

FOR SALE BY OWNERS SELLERS

Exhibit 8-4

TYPE OF HOME SOLD, FSBO AND AGENT-ASSISTED SELLERS

(Percentage Distribution)

Texas

	All sellers	FSBO		Agent-assisted	
		All FSBO	Seller knew buyer		Seller did not know buyer
Detached single-family home	89%	99%	98%	100%	90%
Townhouse/row house	4	1	1	*	4
Duplex/apartment/condo in 2 to 4 unit building	*	*	*	*	*
Apartment/condo in a building with 5 or more units	2	1	1	*	2
Mobile/manufactured home	3	*	*	*	1
Other	2	*	*	*	2

* Less than one percent

U.S.

	All sellers	FSBO		Agent-assisted	
		All FSBO	Seller knew buyer		Seller did not know buyer
Detached single-family home	78%	83%	88%	79%	78%
Townhouse/row house	9	5	4	7	10
Duplex/apartment/condo in 2 to 4 unit building	1	2	3	1	1
Apartment/condo in a building with 5 or more units	7	4	3	5	7
Mobile/manufactured home	3	4	2	6	2
Other	2	1	1	1	2

FOR SALE BY OWNERS SELLERS

Exhibit 8-5

LOCATION OF HOME SOLD, FSBO AND AGENT-ASSISTED SELLERS

(Percentage Distribution)

Texas

	All sellers	FSBO		Agent-assisted	
		All FSBO	Seller knew buyer		Seller did not know buyer
Suburb/Subdivision	63%	40%	29%	58%	66%
Small town	9	24	26	22	7
Urban area/Central city	16	16	13	20	18
Rural area	9	15	25	*	8
Resort/Recreation area	3	4	7	*	2

* Less than one percent

U.S.

	All sellers	FSBO		Agent-assisted	
		All FSBO	Seller knew buyer		Seller did not know buyer
Suburb/Subdivision	53%	48%	39%	54%	54%
Small town	13	18	20	17	13
Urban area/Central city	20	18	23	14	20
Rural area	11	14	15	14	10
Resort/Recreation area	2	2	3	1	2

FOR SALE BY OWNERS SELLERS

Exhibit 8-6

SELLING PRICE, FSBO AND AGENT-ASSISTED SELLERS

(Percentage Distribution)

Texas

	All Sellers	FSBO			Agent-Assisted		
		All FSBO	Seller knew buyer	Seller did not know buyer	All Agent-assisted	Agent-assisted only	First FSBO, then Agent-assisted
Median selling price	\$165,000	\$205,100	\$229,500	\$157,700	\$165,000	\$163,700	\$196,000
Lowest selling price	\$28,000	\$35,000	\$35,000	\$92,000	\$28,000	\$28,000	\$89,500
Highest selling price	\$1,900,000	\$425,000	\$365,000	\$425,000	\$1,900,000	\$1,900,000	\$387,000
Sample size	132	12	8	4	114	111	3
Sales price compared with asking price:							
Less than 90%	4%	1%	2%	*	5%	5%	*
90% to 94%	15	9	*	26	15	15	*
95% to 99%	44	9	*	28	48	47	82
100%	28	81	98	46	23	23	18
101% to 110%	7	*	*	*	8	8	*
More than 110%	2	*	*	*	2	2	*
Median (sales price as a percent of asking price)	98%	100%	100%	98%	98%	98%	97%
Number of times asking price was reduced:							
None	54%	83%	98%	59%	51%	50%	67%
One	34	9	2	20	36	36	33
Two	10	8	*	20	11	12	*
Three or more	2	*	*	*	2	2	*

* Less than one percent

CAUTIONARY NOTE: Small sample sizes in some cases do not allow statistically robust results to be obtained. Please use caution when interpreting the results in cases where sample sizes are small.

U.S.

	All Sellers	FSBO			Agent-Assisted		
		All FSBO	Seller knew buyer	Seller did not know buyer	All Agent-assisted	Agent-assisted only	First FSBO, then Agent-assisted
Median selling price	\$239,000	\$187,200	\$195,400	\$180,000	\$247,000	\$250,000	\$192,000
Sales price compared with asking price:							
Less than 90%	7%	8%	5%	11%	7%	6%	19%
90% to 94%	14	8	3	11	15	15	17
95% to 99%	41	35	20	46	42	42	41
100%	26	42	67	25	23	24	14
101% to 110%	9	5	2	6	9	10	5
More than 110%	3	2	3	1	4	4	4
Median (sales price as a percent of asking price)	98%	99%	100%	98%	98%	98%	96%
Number of times asking price was reduced:							
None	53%	63%	75%	54%	52%	53%	35%
One	34	31	17	40	34	34	44
Two	8	5	7	3	9	9	6
Three or more	5	2	1	3	5	5	16

FOR SALE BY OWNERS SELLERS

Exhibit 8-7

TIME ON THE MARKET, FSBO AND AGENT-ASSISTED SELLERS

(Percentage Distribution)

Texas

	All Sellers	FSBO			Agent-Assisted		
		All FSBO	Seller knew buyer	Seller did not know buyer	All Agent-assisted	Agent-assisted only	First FSBO, then Agent-assisted
Less than 1 week	4%	26%	40%	11%	1%	1%	N/A
1 to 2 weeks	25	34	59	6	25	26	2
3 to 4 weeks	19	*	*	*	20	20	*
5 to 6 weeks	7	*	*	*	8	8	16
7 to 8 weeks	7	10	1	20	6	6	*
9 to 10 weeks	7	20	*	41	6	5	31
11 to 16 weeks	16	1	*	1	18	19	*
17 or more weeks	15	10	*	20	16	15	51
Median weeks	6	2	1	10	6	6	18

U.S.

	All Sellers	FSBO			Agent-Assisted		
		All FSBO	Seller knew buyer	Seller did not know buyer	All Agent-assisted	Agent-assisted only	First FSBO, then Agent-assisted
Less than 1 week	5%	19%	40%	8%	3%	3%	N/A
1 to 2 weeks	27	29	36	26	27	27	12
3 to 4 weeks	15	17	4	22	14	15	5
5 to 6 weeks	7	5	4	4	8	8	5
7 to 8 weeks	8	6	6	5	8	8	8
9 to 10 weeks	4	2	2	2	5	5	6
11 to 16 weeks	16	16	*	23	16	16	20
17 or more weeks	18	8	7	8	19	18	44
Median weeks	6	3	1	4	6	6	12

* Less than one percent

FOR SALE BY OWNERS SELLERS

Exhibit 8-8

SELLER URGENCY, FSBO AND AGENT-ASSISTED SELLERS

(Percentage Distribution)

Texas

Sellers needed to sell:	All Sellers	FSBO			Agent-Assisted		
		All FSBO	Seller knew buyer	Seller did not know buyer	All Agent-assisted	Agent-assisted only	First FSBO, then Agent-assisted
Very urgently	21%	9%	14%	*	23%	23%	*
Somewhat urgently	44	46	38	58	44	43	80
Not urgently	34	45	48	42	33	34	20

* Less than one percent

U.S.

Sellers needed to sell:	All Sellers	FSBO			Agent-Assisted		
		All FSBO	Seller knew buyer	Seller did not know buyer	All Agent-assisted	Agent-assisted only	First FSBO, then Agent-assisted
Very urgently	20%	19%	13%	23%	20%	20%	10%
Somewhat urgently	50	47	61	37	51	50	58
Not urgently	30	34	25	40	30	29	32

FOR SALE BY OWNERS SELLERS

Exhibit 8-9

MOST IMPORTANT REASON FOR SELLING HOME AS FSBO

(Percentage Distribution)

Texas

	All FSBO	Seller knew buyer	Seller did not know buyer
Did not want to pay commission fee	43%	31%	67%
Sold it to a relative, friend or neighbor	36	53	*
Buyers contacted seller directly	20	16	30
Did not want to deal with an agent	*	*	*
Agent was unable to sell home	1	*	4
Seller has real estate license	*	*	*
Could not find agent to handle transaction	*	*	*
Other	*	*	*

U.S.

	All FSBO	Seller knew buyer	Seller did not know buyer
Did not want to pay commission fee	51%	26%	66%
Sold it to a relative, friend or neighbor	22	54	2
Buyers contacted seller directly	12	12	12
Did not want to deal with an agent	8	4	10
Agent was unable to sell home	3	4	3
Seller has real estate license	2	*	3
Could not find agent to handle transaction	1	*	1
Other	2	*	3

* *Less than one percent*

FOR SALE BY OWNERS SELLERS

Exhibit 8-10

METHOD USED BY FSBO SELLERS TO MARKET HOME

(Percent of Respondents)

Texas

	All FSBO	Seller knew buyer	Seller did not know buyer
Friends, relatives, or neighbors	71%	99%	32%
Yard sign	40	1	96
Print newspaper advertisement	13	1	30
Open house	28	*	68
Listing on the Internet	26	*	63
Direct mail (flyers, postcards, etc.)	*	*	*
For-Sale-By-Owner magazine	1	*	4
None/Nothing	*	*	*
MLS Listing	*	*	*
Television	*	*	*
Other	*	*	*

U.S.

	All FSBO	Seller knew buyer	Seller did not know buyer
Friends, relatives, or neighbors	53%	83%	36%
Yard sign	51	14	73
Print newspaper advertisement	31	6	46
Open house	29	5	42
Listing on the Internet	22	5	33
Direct mail (flyers, postcards, etc.)	5	1	7
For-Sale-By-Owner magazine	4	*	7
MLS Listing	2	*	3
Television	1	*	*
None/Nothing	3	6	1
Other	3	3	4

* Less than one percent

FOR SALE BY OWNERS SELLERS

Exhibit 8-11

MOST DIFFICULT TASK FOR FSBO SELLERS

(Percent of Respondents)

Texas

	All FSBO	Seller knew buyer	Seller did not know buyer
Preparing or fixing up the home for sale	13%	17%	3%
Understanding and performing paperwork	12	*	47
Selling within the length of time planned	1	*	5
Getting the price right	17	23	*
Attracting potential buyers	11	*	42
Having enough time to devote to all aspects of the sale	11	15	*
Helping buyer obtain financing	12	16	*
None/Nothing	22	29	3
Other	22	29	3

U.S.

	All FSBO	Seller knew buyer	Seller did not know buyer
Preparing or fixing up the home for sale	18%	21%	16%
Understanding and performing paperwork	16	16	17
Selling within the length of time planned	15	13	17
Getting the price right	11	17	7
Attracting potential buyers	9	*	15
Having enough time to devote to all aspects of the sale	9	10	8
Helping buyer obtain financing	5	8	2
None/Nothing	14	14	14
Other	2	*	3

* Less than one percent

FOR SALE BY OWNERS SELLERS

Exhibit 8-12

BUYER OF FSBO HOME WAS ASSISTED BY A REAL ESTATE AGENT

(Percentage of Distribution)

Texas

	All FSBO	Seller knew buyer	Seller did not know buyer
Assisted by an agent	20%	*	53%
Not assisted by an agent	80	100	47
Don't know	*	*	*

U.S.

	All FSBO	Seller Knew Buyer	Seller did not Know Buyer
Assisted by an agent	18%	6%	26%
Not assisted by an agent	78	92	69
Don't know	4	2	5

FOR SALE BY OWNERS SELLERS

Exhibit 8-13

HOW FSBO SELLERS WILL SELL THEIR CURRENT HOME

(Percentage of Distribution)

Texas

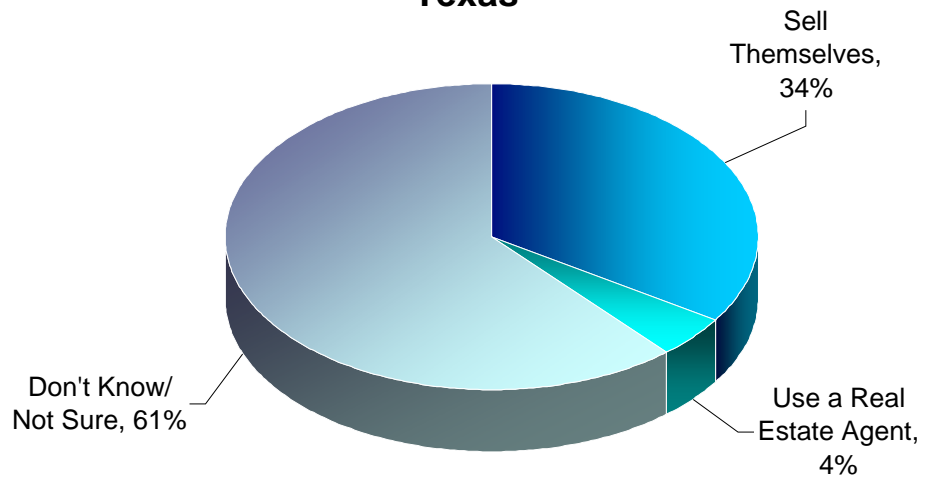
FSBO- Seller Did Not Know Buyer

Sell Themselves	34%
Use a Real Estate Agent	4%
Don't Know/ Not Sure	61%

HOW FSBO SELLERS WILL SELL THEIR CURRENT HOME - FSBO, Seller Did Not Know Buyer

(Percentage Distribution)

Texas



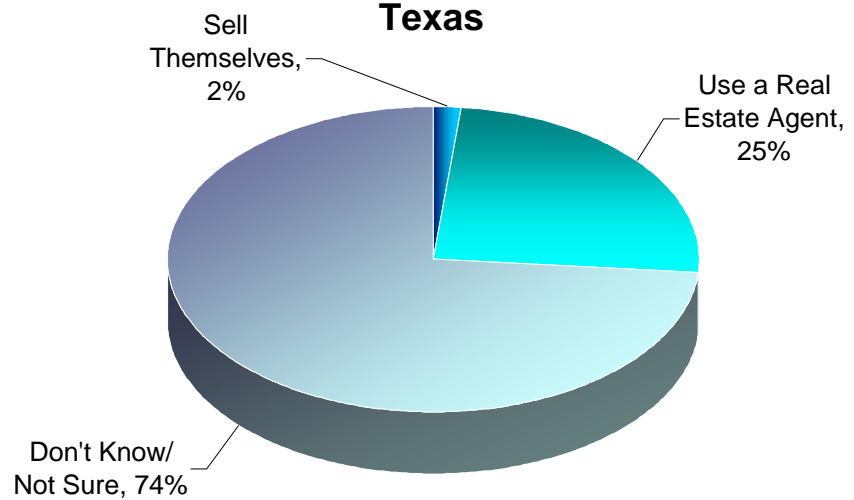
FSBO- Seller Knew Buyer

Sell Themselves	2%
Use a Real Estate Agent	25%
Don't Know/ Not Sure	74%

HOW FSBO SELLERS WILL SELL THEIR CURRENT HOME - FSBO, Seller Knew Buyer

(Percentage Distribution)

Texas



FOR SALE BY OWNERS SELLERS

HOW FSBO SELLERS WILL SELL THEIR CURRENT HOME

(Percentage of Distribution)

U.S.

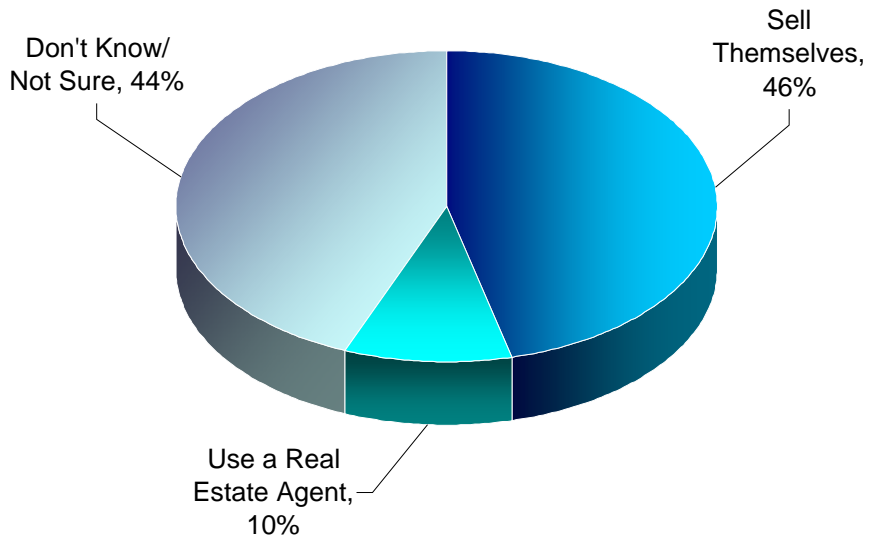
FSBO- Seller Did Not Know Buyer

Sell Themselves	46%
Use a Real Estate Agent	10%
Don't Know/ Not Sure	44%

HOW FSBO SELLERS WILL SELL THEIR CURRENT HOME - FSBO, Seller Did Not Know Buyer

(Percentage Distribution)

U.S.



FSBO- Seller Knew Buyer

Sell Themselves	13%
Use a Real Estate Agent	35%
Don't Know/ Not Sure	51%

HOW FSBO SELLERS WILL SELL THEIR CURRENT HOME - FSBO, Seller Knew Buyer

(Percentage Distribution)

U.S.

