

The National Association of REALTORS®

2004 Texas Profile of Home Buyers and Sellers



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Preface

*H*ousing market strength has continued to support record volumes and home price gains for the third consecutive year. More generally, the housing market has contributed to the broader health of the national economy by fueling economic growth. The 6.9 million home sales in 2003 easily exceeded earlier sales volumes and translated into a homeownership rate of 68.5 percent – continuing its steady march upward. This year looks to provide more of the same – new records in both home sales and homeownership rates. These numbers are based on the solid fundamentals of a growing population and a strengthening economy. Low interest rates have provided an extra incentive for households to buy for the first time or trade-up to another home. While interest rates are expected to rise slowly in the next year, 2005 should continue to be a strong year for home sales.

Another important factor underlying the strength in the housing market is the strong desire by households to own the right home. First-time buyers are seeking pride of ownership while trade-up buyers are looking for a home that more closely fits their current lifestyle. Even with a strong desire for a home, low interest rates and an efficient mortgage finance system, the selection and purchase or sale of a home is a complex undertaking for both buyer and the seller. The Internet provides a multitude of resources for buyers and sellers from free credit reports to photos of homes for sale. However, matching the financial capacity and demands of home buyers with the available homes for sale at current prices is a challenging task.

Real estate professionals have experience with all aspects of a typical home sale. In addition, they have resources to address the difficult circumstance that all too often arise during the sales transaction. They 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 of buyers and sellers 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® periodically surveys homebuyers and sellers to gather detailed information on the home buying and selling process. These surveys collect 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 the real estate professional in home sales transactions. The results of the survey are reported in *The 2004 NATIONAL ASSOCIATION OF REALTORS® Profile of Home Buyers and Sellers*. This report provides REALTORS® with insights into the characteristics and needs of their clients and enables them to improve their client service and thus enhance their productivity and profitability. Others benefit from the findings of this research through a better understanding of the housing market and the unique role of real estate professionals as the housing market evolves.

The *2004 NATIONAL ASSOCIATION OF REALTORS® Profile of Home Buyers and Sellers* shows that homebuyers rely on real estate professionals to guide them through the complex process of collecting information, evaluating this information for credibility and relevance and using the knowledge gained to choose a home that fits their needs and their financial resources. On the other side of the transaction, sellers report that real estate professionals are key to marketing their home and negotiating the best deal including sales price, contingencies, transaction date and other important elements. The *2004 Profile* continues to show the crucial role of real estate professional to both buyers and sellers.

NOTES TO THE 2004 HOME BUYER AND SELLER PROFILE

*I*n August 2004, the NATIONAL ASSOCIATION OF REALTORS® mailed an 8-page questionnaire to 100,000 consumers who bought a home between August 2003 and July 2004. Information on sellers comes from those buyers who also sold a home. The survey yielded 8,205 usable responses yielding a response rate of 8.2 percent. This report is based on the 430 responses from the state of Texas. At the 90 percent level of confidence, estimates that appear in this report are generally accurate within 3.4 percentage points. Consumer names and addresses were obtained from Experian, a firm that maintains an extensive database of recent home buyers derived from county records.

All information in this Profile is characteristic of the 12-month period ending July 2004, with the exception of income data which was reported for 2003. 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 the omissions for space, percentage distributions may not add to 100 percent.

**The 2004 NATIONAL ASSOCIATION OF REALTORS®
Profile of Buyers and Sellers
Texas State Report**

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HIGHLIGHTS from the 2004 Texas Tabulations

The increasing sophistication of homebuyers and sellers is reflected in their expanded use of information sources such as the Internet and real estate professionals and is contributing to an increasingly efficient housing market. By understanding these trends and the nuances of change, real estate professionals can better serve their clients while increasing the productivity and profitability of their business. For those who follow the real estate industry from related fields, this report provides insight on consumer behavior and the interaction between consumers and professionals.

The *2004 NATIONAL ASSOCIATION OF REALTORS Profile of Home Buyers and Sellers* demonstrates that homebuyers and sellers rely on real estate professionals to assist them in all aspects of the real estate transaction. While consumers are collecting information from many sources, they continue to rely on professionals to assist with the transaction. While there are emerging business models that differ from a full service brokerage model, real estate professionals continue to perform the majority of tasks completed in the transaction.

HOMEBUYERS

- Thirty-nine percent of homebuyers were purchasing for the first time.
- The median age of buyers was 40 years.
- More than half of the buyers have no children residing at home.
- Twenty-seven percent of homebuyers identify themselves as African-American, Hispanic/Latino, Asian/Pacific Islander or Other.
- The median income for all buyer-households was \$75,100.

HOMES

- Seventy-two percent of buyers purchased a previously owned home.
- The median price of homes was \$144,300.
- Thirty-eight percent of buyers recently purchased a home in the suburbs or a subdivision.
- The majority of buyers rate neighborhood quality as an important factor (72 percent) influencing their home purchase.

SEARCHING

- First-time buyers search for six weeks and see 11 homes. The typical repeat buyer searched for eight weeks and walked through 12 homes before finding a home they ultimately purchased.
- Seventy-six percent of buyers used a real estate agent during their search.
- Fifty-seven percent of buyers used the Internet frequently as part of the home search.

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- Internet searchers are more likely to use a real estate agent than those who do not use the Internet to search.
 - Thirty-four percent of homebuyers first found out about the home they purchased through an agent; 17 percent found out about the home through the Internet.

REAL ESTATE PROFESSIONALS

- Seventy-five percent of buyers bought their home with the assistance of an agent.
- Forty-nine percent of buyers found their real estate agent through a referral from a friend, neighbor or relative.
- A majority of buyers report that the real estate agent was compensated by a percent of the sales price.
- Ninety percent of buyers would probably or definitely use their real estate agent again or recommend the agent to others.
- Ninety-three percent of buyers financed their home purchase.

HOME SELLERS

- Ninety-one percent of home sellers sold a detached single-family home.
- Fifty-nine percent of homes sold were in the suburbs or a subdivision.
- The typical home seller owned their home for six years.
- Eighty-four percent of sellers sold their homes with the assistance of an agent.
- The typical home sold in eight weeks.

HOME SELLERS AND REAL ESTATE PROFESSIONALS

- Seventy-four percent of sellers contacted only one agent before listing their home.
- Forty-one percent found their listing agent through a referral from a friend, neighbor or family member.
- When choosing an agent, 55 percent thought an agent's reputation was the most important factor.
- Ninety percent of real estate agents who are compensated by the seller are paid a percent of the sales price.
- Eighty-two percent of home sellers reported that they would use the same agent again, or recommend them to a friend.
- Sixteen percent of for-sale-by-owner (FSBO) sellers thought that preparing and fixing their home as the most difficult task when selling their home, but an equal percentage thought that selling within the length of time planned was the most difficult.

Texas Trend Analysis: 2004 Versus 2003

In 2003, the typical Texas buyer was 37 years old, had a median household income of \$72,000 and paid \$148,000 for a home. In contrast, the typical 2004 buyer is 40 years old, earns \$75,100 and paid \$144,300 for a home. The percentage of first-time buyers in Texas declined slightly over the year— from 46 percent in 2003 to 39 percent in 2004.

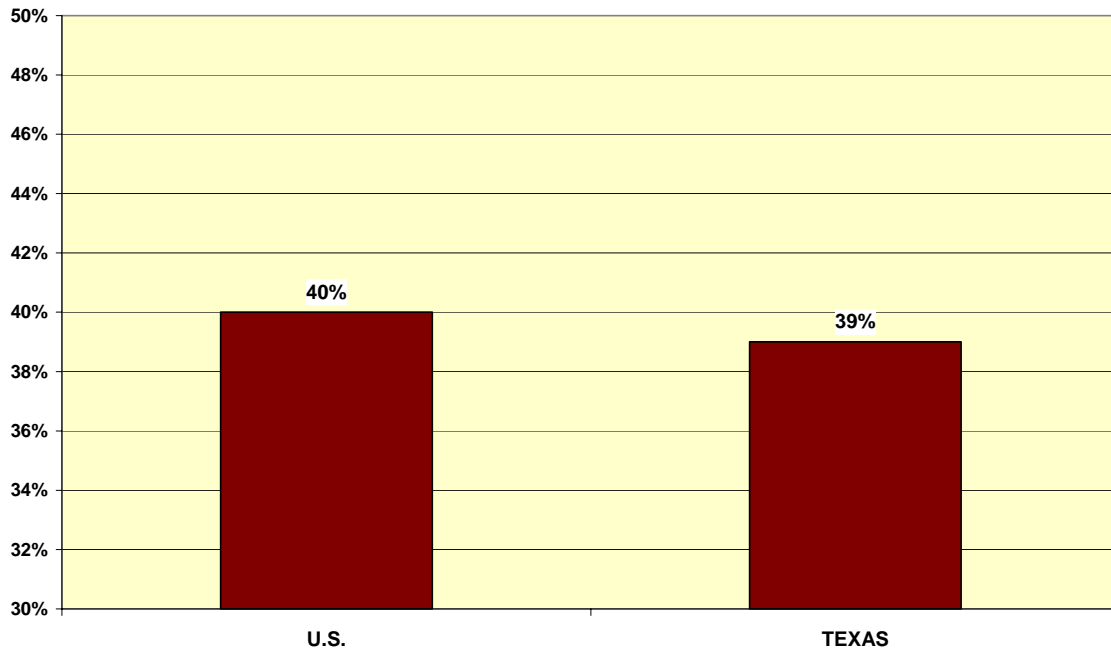
Texas buyers have become far more Web-savvy. In 2003, only 52 percent of buyers used the Internet frequently, compared to 57 percent in 2004. This increased use of the Internet has not decreased buyer's reliance on REALTORS®; however, as buyers actually are now more likely to use an agent than in 2003—in 2004, 75 percent purchased their home through an agent compared to 70 percent in 2003.

In 2004, buyers' typical search time was seven weeks, slightly less than eight weeks in 2003 and lower than the national median. In this time, Texas buyers saw 11 homes, that same amount of homes that buyers saw in 2003.

Among Texas sellers, 16 percent sold their home without using an agent (FSBO)— up from 11 percent in 2003, and more than the national average of 14 percent. Sellers typically sold their home in 8 weeks, one week more than 2003. The typical seller had lived in their home for six years prior to selling, unchanged from 2003.

Eighty-two percent of agent-assisted sellers reported that they would use their agent again or recommend the agent to a friend, compared to only 72 percent nationwide, and up from 66 percent in 2003.

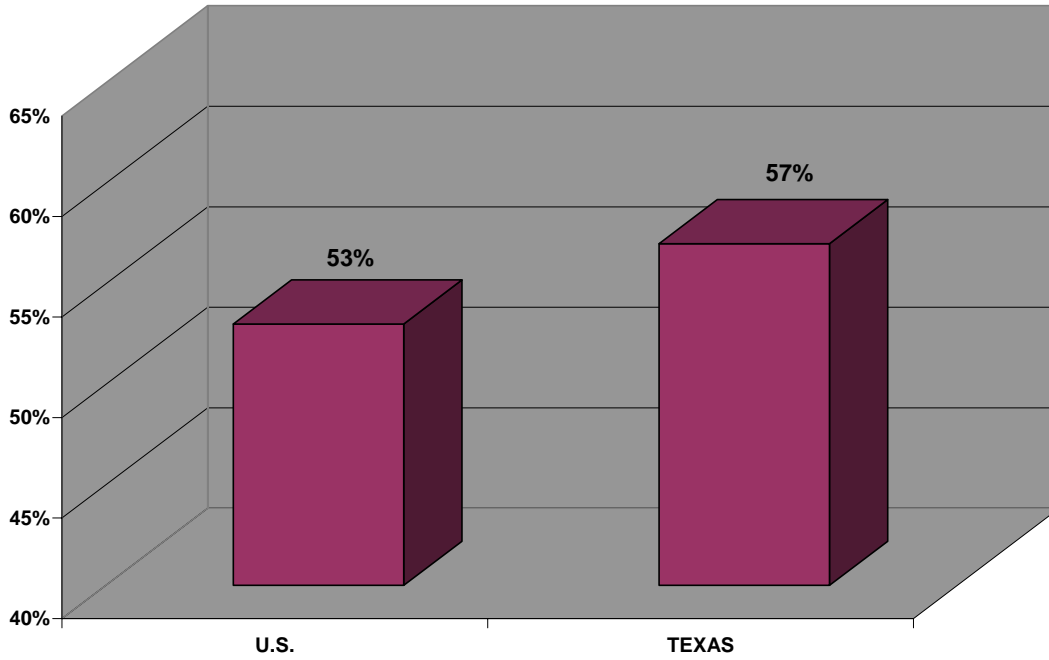
HOMEBUYERS PURCHASING FOR THE FIRST TIME



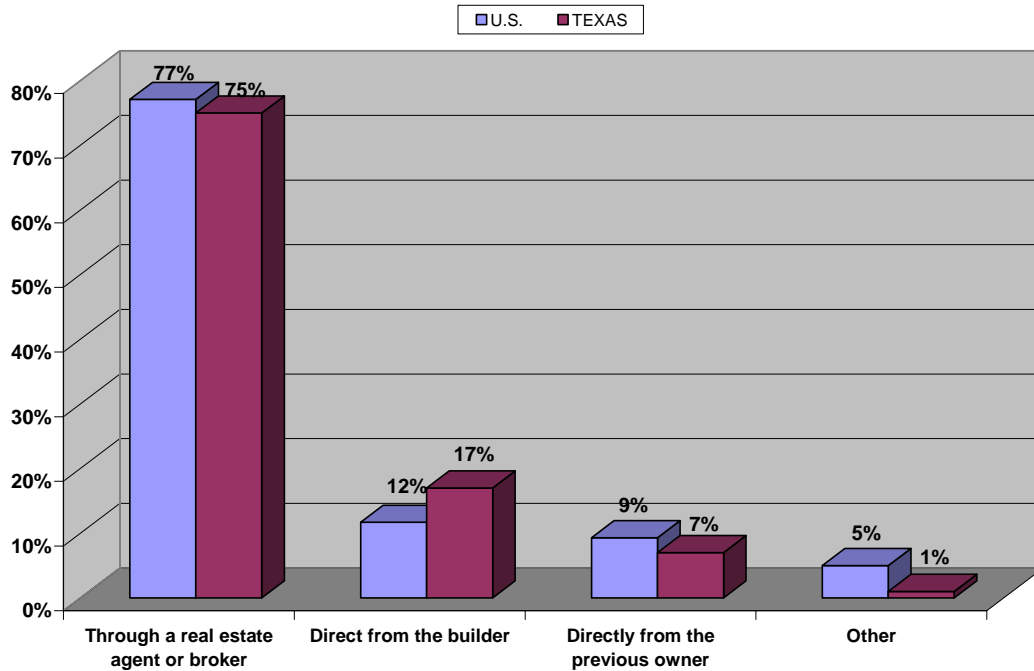
HOME SEARCH
(Median)

U.S.	Weeks Searched	Homes Seen
First-time buyer	9	9
Repeat buyer	7	10
TEXAS		
First-time buyer	6	11
Repeat buyer	8	12

FREQUENTLY USED INTERNET TO SEARCH FOR HOME



METHOD OF HOME PURCHASE, U.S. vs. TEXAS
(Percentage Distributions)



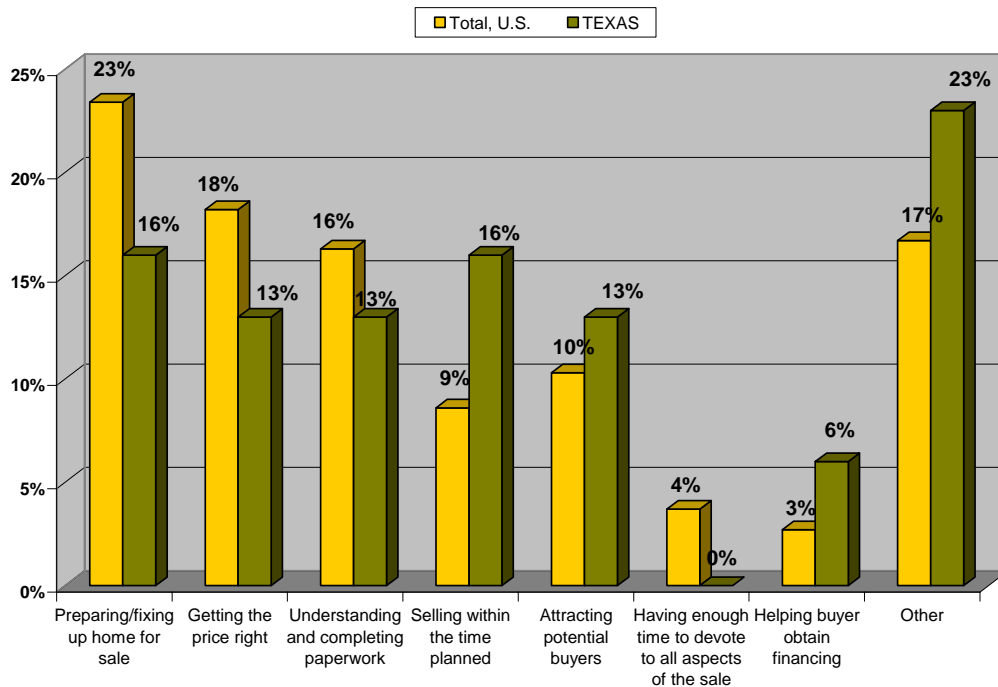
WHERE BUYER FIRST LEARNED ABOUT HOME PURCHASED

(Percentage Distribution)

	U.S.	TEXAS
Real estate agent	38%	34%
Yard sign	16	16
Internet	15	17
Newspaper advertisement	5	3
Friend/Neighbor/Relative	7	6
Home builder	7	15
Knew the seller	5	4
Home book or magazine	2	1
Other	4	3

MOST DIFFICULT TASK FOR FSBO SELLERS

(Percentage Distribution)



2004 Home Buyers and Sellers - Basic Frequencies

98. What is your age?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	18-24	12	2.8	2.8	2.8
	25-34	138	32.1	32.5	35.3
	35-44	114	26.5	26.8	62.1
	45-54	82	19.1	19.3	81.4
	55-64	56	13.0	13.2	94.6
	65-74	19	4.4	4.5	99.1
	75 or older	4	.9	.9	100.0
	Total	425	98.8	100.0	
Missing System	5	1.2			
Total	430	100.0			

102. Please estimate your total household income (before taxes and deductions) from all sources in 2003.

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Under \$25,000	10	2.3	2.5	2.5
	\$25,000 to \$34,999	33	7.7	8.1	10.6
	\$35,000 to \$44,999	36	8.4	8.9	19.5
	\$45,000 to \$54,999	50	11.6	12.3	31.9
	\$55,000 to \$64,999	37	8.6	9.1	41.0
	\$65,000 to \$74,999	36	8.4	8.9	49.9
	\$75,000 to \$84,999	49	11.4	12.1	62.0
	\$85,000 to \$94,999	29	6.7	7.2	69.1
	\$95,000 to \$104,999	27	6.3	6.7	75.8
	\$105,000 to \$114,999	21	4.9	5.2	81.0
	\$115,000 to \$124,999	14	3.3	3.5	84.4
	\$125,000 to \$134,999	7	1.6	1.7	86.2
	\$135,000 to \$149,999	14	3.3	3.5	89.6
	\$150,000 to \$174,999	12	2.8	3.0	92.6
	\$175,000 to \$199,999	10	2.3	2.5	95.1
	\$200,000 or more	20	4.7	4.9	100.0
Total	405	94.2	100.0		
Missing System	25	5.8			
Total	430	100.0			

95. Which of the following best describes the adult composition of your household?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Single male	49	11.4	11.5	11.5
	Single female	69	16.0	16.2	27.7
	Married couple	277	64.4	65.0	92.7
	Unmarried couple	27	6.3	6.3	99.1
	Other	4	.9	.9	100.0
	Total	426	99.1	100.0	
Missing System	4	.9			
Total	430	100.0			

97. How many children under the age of 18 reside in your household?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	One	87	20.2	20.5	20.5
	Two	72	16.7	17.0	37.5
	Three or more	34	7.9	8.0	45.5
	None	231	53.7	54.5	100.0
	Total	424	98.6	100.0	
Missing	System	6	1.4		
Total		430	100.0		

101. Is English your primary language?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes	400	93.0	95.9	95.9
	No	17	4.0	4.1	100.0
	Total	417	97.0	100.0	
Missing	System	13	3.0		
Total		430	100.0		

1. Was this your first home purchase?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes	166	38.6	38.7	38.7
	No	263	61.2	61.3	100.0
	Total	429	99.8	100.0	
Missing	System	1	.2		
Total		430	100.0		

100: Race

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	White	315	73.3	100.0	100.0
Missing	System	115	26.7		
Total		430	100.0		

100: Race

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Black/African American	32	7.4	100.0	100.0
Missing	System	398	92.6		
Total		430	100.0		

100: Race

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Asian/Pacific Islander	20	4.7	100.0	100.0
Missing	System	410	95.3		
Total		430	100.0		

100: Ethnicity

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Hispanic/Latino	56	13.0	100.0	100.0
Missing	System	374	87.0		
Total		430	100.0		

100: Race/Ethnicity

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Other	9	2.1	100.0	100.0
Missing	System	421	97.9		
Total		430	100.0		

4. Which factor most prompted you to make your recent housing purchase? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Desire to own a home of my own	162	37.7	38.1	38.1
	Desire for more space/larger home	106	24.7	24.9	63.1
	Desire to be closer to job, school, relatives, transit	35	8.1	8.2	71.3
	Retirement	14	3.3	3.3	74.6
	Other (Specify)	24	5.6	5.6	80.2
	Desire for vacation home/investment property	11	2.6	2.6	82.8
	Desire for less space (children left, divorce, etc.)	21	4.9	4.9	87.8
	New job in another area or corporate relocation	52	12.1	12.2	100.0
	Total	425	98.8	100.0	
Missing	System	5	1.2		
Total		430	100.0		

3. What was your living arrangement immediately before your recent home purchase? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Lived with parents/relatives/friends	34	7.9	7.9	7.9
	Owned previous residence	185	43.0	43.1	51.0
	Rented an apartment or house	193	44.9	45.0	96.0
	Rented the home I ultimately purchased	7	1.6	1.6	97.7
	Not applicable/No change in living arrangement	10	2.3	2.3	100.0
	Total	429	99.8	100.0	
Missing	System	1	.2		
Total		430	100.0		

16. PRIMARY RESIDENCE (the home where you spend the majority of your time)?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes	418	97.2	97.2	97.2
	No	12	2.8	2.8	100.0
	Total	430	100.0	100.0	

96. How many adult wage earners reside in your household?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	One	196	45.6	46.2	46.2
	Two	203	47.2	47.9	94.1
	Three or more	9	2.1	2.1	96.2
	None	16	3.7	3.8	100.0
	Total	424	98.6	100.0	
Missing	System	6	1.4		
Total		430	100.0		

99. Did you use the Internet to make a purchase (books, airline tickets, electronics, for example) in the past year?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes	342	79.5	80.9	80.9
	No	79	18.4	18.7	99.5
	Don't know	2	.5	.5	100.0
	Total	423	98.4	100.0	
Missing	System	7	1.6		
Total		430	100.0		

103. How likely is it that you will purchase another home (in addition to any other homes you currently own) within the next 2 years?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very likely	35	8.1	8.2	8.2
	Somewhat likely	51	11.9	11.9	20.1
	Somewhat unlikely	62	14.4	14.5	34.7
	Very unlikely	241	56.0	56.4	91.1
	Don't know	38	8.8	8.9	100.0
	Total	427	99.3	100.0	
Missing	System	3	.7		
Total		430	100.0		

104. Have recent financial market conditions made you more or less likely to purchase real estate? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Much more likely	52	12.1	12.2	12.2
	Somewhat less likely	24	5.6	5.6	17.8
	Somewhat more likely	67	15.6	15.7	33.6
	Much less likely	33	7.7	7.7	41.3
	Neither more nor less likely	184	42.8	43.2	84.5
	Don't know	66	15.3	15.5	100.0
	Total	426	99.1	100.0	
Missing	System	4	.9		
Total		430	100.0		

105. Do you consider housing in your area to be affordable for:

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Nearly all households that want to buy a home	59	13.7	13.8	13.8
	Only a few households that want to buy a home	95	22.1	22.3	36.2
	Most households that want to buy a home	194	45.1	45.5	81.7
	Don't know	78	18.1	18.3	100.0
	Total	426	99.1	100.0	
Missing	System	4	.9		
Total		430	100.0		

106. Do you think rising house prices in recent years are due to (Mark only one):

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Buyer demand outstripping the supply of housing	93	21.6	21.9	21.9
	Taxes and fees imposed on the construction of new homes	58	13.5	13.7	35.6
	Other factors	100	23.3	23.6	59.2
	Government regulations such as building codes or zoning laws	12	2.8	2.8	62.0
	Too little land available for development	32	7.4	7.5	69.6
	Don't know	129	30.0	30.4	100.0
	Total	424	98.6	100.0	
Missing	System	6	1.4		
Total		430	100.0		

2. Was this property a new or previously owned home?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	New	121	28.1	28.3	28.3
	Previously owned	307	71.4	71.7	100.0
	Total	428	99.5	100.0	
Missing	System	2	.5		
Total		430	100.0		

5. What best describes the type of home you recently purchased? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Cabin/cottage	2	.5	.5	.5
	Duplex/apartment in 2-4 unit structure	2	.5	.5	.9
	Townhouse/row house	18	4.2	4.2	5.1
	Detached single family	402	93.5	93.9	99.1
	Other (Specify)	3	.7	.7	99.8
	Mobile home/manufactured home	1	.2	.2	100.0
	Total	428	99.5	100.0	
Missing	System	2	.5		
Total		430	100.0		

6. Which best describes the location of the home you recently purchased? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Small town	29	6.7	6.9	6.9
	Rural area	15	3.5	3.6	10.4
	Urban/Central city	69	16.0	16.4	26.8
	Suburb/Subdivision	307	71.4	72.7	99.5
	Resort/Recreation area	2	.5	.5	100.0
	Total	422	98.1	100.0	
Missing	System	8	1.9		
Total		430	100.0		

25. Which best describes the location of your primary residence?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Small town	1	.2	12.5	12.5
	Rural area	1	.2	12.5	25.0
	Urban/Central city	3	.7	37.5	62.5
	Suburb/Subdivision	3	.7	37.5	100.0
	Total	8	1.9	100.0	
Missing	System	422	98.1		
Total		430	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Entertainment venues	32	7.4	100.0	100.0
Missing	System	398	92.6		
Total		430	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Health facilities	23	5.3	100.0	100.0
Missing	System	407	94.7		
Total		430	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Public transportation	15	3.5	100.0	100.0
Missing	System	415	96.5		
Total		430	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Neighborhood quality	309	71.9	100.0	100.0
Missing	System	121	28.1		
Total		430	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Planned community	72	16.7	100.0	100.0
Missing	System	358	83.3		
Total		430	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Close to job/school	183	42.6	100.0	100.0
Missing	System	247	57.4		
Total		430	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Close to friends/family	158	36.7	100.0	100.0
Missing	System	272	63.3		
Total		430	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Parks/recreation facilities	82	19.1	100.0	100.0
Missing	System	348	80.9		
Total		430	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Shopping	74	17.2	100.0	100.0
Missing	System	356	82.8		
Total		430	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	School district	134	31.2	100.0	100.0
Missing	System	296	68.8		
Total		430	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Proximity to airport	19	4.4	100.0	100.0
Missing	System	411	95.6		
Total		430	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Other	57	13.3	100.0	100.0
Missing	System	373	86.7		
Total		430	100.0		

Purchase Price of Home (recoded)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Less than 100K	78	18.1	19.1	19.1
	100K-149K	140	32.6	34.2	53.3
	150K-199K	86	20.0	21.0	74.3
	200K-249K	37	8.6	9.0	83.4
	250K-299K	20	4.7	4.9	88.3
	300K-399K	26	6.0	6.4	94.6
	400K-499K	8	1.9	2.0	96.6
	500K or more	14	3.3	3.4	100.0
	Total	409	95.1	100.0	
Missing	System	21	4.9		
Total		430	100.0		

9. What is the square footage of the home you purchased?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	501-1,000 sq ft	12	2.8	2.8	2.8
	1,001-1,500 sq ft	60	14.0	14.2	17.1
	1,501-2,000 sq ft	114	26.5	27.0	44.1
	2,001-2,500 sq ft	98	22.8	23.2	67.3
	2,501-3,000 sq ft	69	16.0	16.4	83.6
	3,001-3,500 sq ft	30	7.0	7.1	90.8
	3,501-4,000 sq ft	20	4.7	4.7	95.5
	4,001-4,500 sq ft	11	2.6	2.6	98.1
	4,501-5,000 sq ft	5	1.2	1.2	99.3
	5,001 sq ft or more	3	.7	.7	100.0
	Total	422	98.1	100.0	
Missing	System	8	1.9		
Total		430	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Neighborhood quality	51	11.9	100.0	100.0
Missing	System	379	88.1		
Total		430	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Size of house	75	17.4	100.0	100.0
Missing	System	355	82.6		
Total		430	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Planned expenditures	53	12.3	100.0	100.0
Missing	System	377	87.7		
Total		430	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Distance from work/school	98	22.8	100.0	100.0
Missing	System	332	77.2		
Total		430	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Lot size	77	17.9	100.0	100.0
Missing	System	353	82.1		
Total		430	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Condition of house	70	16.3	100.0	100.0
Missing	System	360	83.7		
Total		430	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	None	147	34.2	100.0	100.0
Missing	System	283	65.8		
Total		430	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Other	20	4.7	100.0	100.0
Missing	System	410	95.3		
Total		430	100.0		

17. What best describes the home you recently purchased?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Vacation home	2	.5	20.0	20.0
	Investment property	7	1.6	70.0	90.0
	Other (Specify)	1	.2	10.0	100.0
	Total	10	2.3	100.0	
Missing	System	420	97.7		
Total		430	100.0		

30. How long did you actively search before you located the home you eventually purchased?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	0	12	2.8	2.9	2.9
	1	45	10.5	10.8	13.6
	2	32	7.4	7.7	21.3
	3	39	9.1	9.3	30.6
	4	46	10.7	11.0	41.6
	5	9	2.1	2.2	43.8
	6	25	5.8	6.0	49.8
	7	1	.2	.2	50.0
	8	33	7.7	7.9	57.9
	9	2	.5	.5	58.4
	10	24	5.6	5.7	64.1
	11	1	.2	.2	64.4
	12	39	9.1	9.3	73.7
	13	2	.5	.5	74.2
	14	3	.7	.7	74.9
	15	4	.9	1.0	75.8
	16	17	4.0	4.1	79.9
	18	1	.2	.2	80.1
	20	11	2.6	2.6	82.8
	24	13	3.0	3.1	85.9
	25	3	.7	.7	86.6
	26	3	.7	.7	87.3
	28	2	.5	.5	87.8
	30	5	1.2	1.2	89.0
	32	5	1.2	1.2	90.2
	36	4	.9	1.0	91.1
	40	2	.5	.5	91.6
	42	1	.2	.2	91.9
	47	1	.2	.2	92.1
	48	1	.2	.2	92.3
	50	1	.2	.2	92.6
	52	14	3.3	3.3	95.9
	54	1	.2	.2	96.2
	60	5	1.2	1.2	97.4
	65	1	.2	.2	97.6
	72	1	.2	.2	97.8
	78	1	.2	.2	98.1
	80	1	.2	.2	98.3
	90	1	.2	.2	98.6
	94	1	.2	.2	98.8
	99	5	1.2	1.2	100.0
	Total	418	97.2	100.0	
Missing	System	12	2.8		
Total		430	100.0		

31. Including the home you purchased, how many homes did you walk through and examine before choosing your home?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	None	20	4.7	4.7	4.7
	1 to 4	75	17.4	17.7	22.4
	5 to 9	86	20.0	20.3	42.7
	10 to 14	90	20.9	21.2	63.9
	15 to 19	56	13.0	13.2	77.1
	20 to 24	33	7.7	7.8	84.9
	25 or more	64	14.9	15.1	100.0
	Total	424	98.6	100.0	
Missing	System	6	1.4		
Total		430	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Yard sign)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	158	36.7	39.5	39.5
	Somewhat useful	116	27.0	29.0	68.5
	Not useful	31	7.2	7.8	76.3
	Did not use	95	22.1	23.8	100.0
	Total	400	93.0	100.0	
Missing	System	30	7.0		
Total		430	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Real estate agent)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	263	61.2	63.1	63.1
	Somewhat useful	87	20.2	20.9	83.9
	Not useful	13	3.0	3.1	87.1
	Did not use	54	12.6	12.9	100.0
	Total	417	97.0	100.0	
Missing	System	13	3.0		
Total		430	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Home builder)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	81	18.8	20.1	20.1
	Somewhat useful	77	17.9	19.2	39.3
	Not useful	30	7.0	7.5	46.8
	Did not use	214	49.8	53.2	100.0
	Total	402	93.5	100.0	
Missing	System	28	6.5		
Total		430	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Television)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	13	3.0	3.3	3.3
	Somewhat useful	29	6.7	7.5	10.8
	Not useful	53	12.3	13.6	24.4
	Did not use	294	68.4	75.6	100.0
	Total	389	90.5	100.0	
Missing	System	41	9.5		
Total		430	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Newspaper advertisement)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	45	10.5	11.4	11.4
	Somewhat useful	89	20.7	22.5	33.9
	Not useful	49	11.4	12.4	46.3
	Did not use	212	49.3	53.7	100.0
	Total	395	91.9	100.0	
Missing	System	35	8.1		
Total		430	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Relocation company)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	5	1.2	1.3	1.3
	Somewhat useful	26	6.0	6.7	8.0
	Not useful	34	7.9	8.7	16.7
	Did not use	324	75.3	83.3	100.0
	Total	389	90.5	100.0	
Missing	System	41	9.5		
Total		430	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Home book or magazine)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	25	5.8	6.4	6.4
	Somewhat useful	57	13.3	14.6	21.0
	Not useful	37	8.6	9.5	30.5
	Did not use	271	63.0	69.5	100.0
	Total	390	90.7	100.0	
Missing	System	40	9.3		
Total		430	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Internet)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	213	49.5	53.3	53.3
	Somewhat useful	79	18.4	19.8	73.0
	Not useful	11	2.6	2.8	75.8
	Did not use	97	22.6	24.3	100.0
	Total	400	93.0	100.0	
Missing	System	30	7.0		
Total		430	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Open house)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	62	14.4	15.6	15.6
	Somewhat useful	85	19.8	21.4	37.0
	Not useful	25	5.8	6.3	43.3
	Did not use	225	52.3	56.7	100.0
	Total	397	92.3	100.0	
Missing	System	33	7.7		
Total		430	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Billboard)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	21	4.9	5.4	5.4
	Somewhat useful	33	7.7	8.5	13.8
	Not useful	40	9.3	10.3	24.1
	Did not use	296	68.8	75.9	100.0
	Total	390	90.7	100.0	
Missing	System	40	9.3		
Total		430	100.0		

32. How did you first learn that the home you recently purchased was for sale? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yard sign	66	15.3	15.5	15.5
	Newspaper advertisement	14	3.3	3.3	18.8
	Other	14	3.3	3.3	22.1
	Home builder	62	14.4	14.6	36.7
	Home book or magazine	4	.9	.9	37.6
	Friend/neighbor/relative	27	6.3	6.4	44.0
	Knew the seller	18	4.2	4.2	48.2
	Real estate agent	146	34.0	34.4	82.6
	Internet	74	17.2	17.4	100.0
	Total	425	98.8	100.0	
	Missing	System	5	1.2	
Total		430	100.0		

38. Did you use the Internet to search for homes?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes, frequently	243	56.5	57.3	57.3
	Yes, occasionally	86	20.0	20.3	77.6
	No	95	22.1	22.4	100.0
	Total	424	98.6	100.0	
Missing	System	6	1.4		
Total		430	100.0		

14. How did you purchase this home? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Through a real estate agent/broker	318	74.0	74.5	74.5
	Foreclosure or trustee sale	1	.2	.2	74.7
	Directly from previous owner whom I knew	11	2.6	2.6	77.3
	Directly from previous owner whom I didn't know	17	4.0	4.0	81.3
	Directly from builder or builder's agent	74	17.2	17.3	98.6
	Other (Specify)	6	1.4	1.4	100.0
	Total	427	99.3	100.0	
Missing	System	3	.7		
Total		430	100.0		

39. When you searched for a home online, what were you looking for? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Properties for sale	309	71.9	100.0	100.0
Missing	System	121	28.1		
Total		430	100.0		

39. When you searched for a home online, what were you looking for? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	General info about an area	89	20.7	100.0	100.0
Missing	System	341	79.3		
Total		430	100.0		

39. When you searched for a home online, what were you looking for? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	A real estate company	10	2.3	100.0	100.0
Missing	System	420	97.7		
Total		430	100.0		

39. When you searched for a home online, what were you looking for? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	A real estate agent	7	1.6	100.0	100.0
Missing	System	423	98.4		
Total		430	100.0		

40. How useful were each of the following when searching for homes online? (Detailed property information)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	291	67.7	87.4	87.4
	Somewhat useful	33	7.7	9.9	97.3
	Not useful	5	1.2	1.5	98.8
	Did not use	4	.9	1.2	100.0
	Total	333	77.4	100.0	
Missing	System	97	22.6		
Total		430	100.0		

40. How useful were each of the following when searching for homes online? (Interactive maps)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	175	40.7	53.7	53.7
	Somewhat useful	100	23.3	30.7	84.4
	Not useful	23	5.3	7.1	91.4
	Did not use	28	6.5	8.6	100.0
	Total	326	75.8	100.0	
Missing	System	104	24.2		
Total		430	100.0		

40. How useful were each of the following when searching for homes online? (Photos)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	292	67.9	87.2	87.2
	Somewhat useful	36	8.4	10.7	97.9
	Not useful	3	.7	.9	98.8
	Did not use	4	.9	1.2	100.0
	Total	335	77.9	100.0	
Missing	System	95	22.1		
Total		430	100.0		

40. How useful were each of the following when searching for homes online? (Virtual tours)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	196	45.6	59.2	59.2
	Somewhat useful	81	18.8	24.5	83.7
	Not useful	20	4.7	6.0	89.7
	Did not use	34	7.9	10.3	100.0
	Total	331	77.0	100.0	
Missing	System	99	23.0		
Total		430	100.0		

40. How useful were each of the following when searching for homes online? (Neighborhood/community information)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	141	32.8	42.9	42.9
	Somewhat useful	138	32.1	41.9	84.8
	Not useful	19	4.4	5.8	90.6
	Did not use	31	7.2	9.4	100.0
	Total	329	76.5	100.0	
Missing	System	101	23.5		
Total		430	100.0		

40. How useful were each of the following when searching for homes online? (Real estate agent contact information)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very useful	76	17.7	23.1	23.1
	Somewhat useful	110	25.6	33.4	56.5
	Not useful	44	10.2	13.4	69.9
	Did not use	99	23.0	30.1	100.0
	Total	329	76.5	100.0	
Missing	System	101	23.5		
Total		430	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Found the agent used to search/buy a home	43	10.0	100.0	100.0
Missing	System	387	90.0		
Total		430	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Walked through a home viewed online	184	42.8	100.0	100.0
Missing	System	246	57.2		
Total		430	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Drove by/viewed a home	246	57.2	100.0	100.0
Missing	System	184	42.8		
Total		430	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Contacted builder/developer	51	11.9	100.0	100.0
Missing	System	379	88.1		
Total		430	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Pre-qualified for a mortgage online	35	8.1	100.0	100.0
Missing	System	395	91.9		
Total		430	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Applied for a mortgage online	32	7.4	100.0	100.0
Missing	System	398	92.6		
Total		430	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Found a mortgage lender online	15	3.5	100.0	100.0
Missing	System	415	96.5		
Total		430	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Requested more information	74	17.2	100.0	100.0
Missing	System	356	82.8		
Total		430	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	REALTOR.com	155	36.0	100.0	100.0
Missing	System	275	64.0		
Total		430	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Real estate agent Web site	73	17.0	100.0	100.0
Missing	System	357	83.0		
Total		430	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Other (Specify)	79	18.4	100.0	100.0
Missing	System	351	81.6		
Total		430	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Local newspaper Web site	49	11.4	100.0	100.0
Missing	System	381	88.6		
Total		430	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Real estate magazine Web site	19	4.4	100.0	100.0
Missing	System	411	95.6		
Total		430	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Multiple Listing Service (MLS) Web site	132	30.7	100.0	100.0
Missing	System	298	69.3		
Total		430	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Real estate company Web site	104	24.2	100.0	100.0
Missing	System	326	75.8		
Total		430	100.0		

42. Did you use any of the following real estate Web sites in your home search? (CODED Other)

		Frequency	Percent	Valid Percent	Cumulative Percent	
Valid	Yahoo search engines	1	.2	1.3	1.3	
	Google search engines	1	.2	1.3	2.6	
	Builder's websites	6	1.4	7.9	10.5	
	HAR.com	40	9.3	52.6	63.2	
	Friend/relative	1	.2	1.3	64.5	
	Foreclosure listings on web, papers, etc.	1	.2	1.3	65.8	
	erealty.com	1	.2	1.3	67.1	
	HUD	1	.2	1.3	68.4	
	None/Nothing	4	.9	5.3	73.7	
	Other	18	4.2	23.7	97.4	
	Don't Know	2	.5	2.6	100.0	
	Total	76	17.7	100.0		
	Missing	System	354	82.3		
	Total		430	100.0		

14. How did you purchase this home? (CODED Other)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Habitat for Humanity	1	.2	25.0	25.0
	Through my lender	1	.2	25.0	50.0
	Myself	1	.2	25.0	75.0
	Other	1	.2	25.0	100.0
	Total	4	.9	100.0	
Missing	System	426	99.1		
Total		430	100.0		

54. Before you contacted an agent, how long did you actively search for a home on your own? (Weeks)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	0	59	13.7	24.1	24.1
	1	31	7.2	12.7	36.7
	2	29	6.7	11.8	48.6
	3	17	4.0	6.9	55.5
	4	28	6.5	11.4	66.9
	5	7	1.6	2.9	69.8
	6	9	2.1	3.7	73.5
	8	10	2.3	4.1	77.6
	9	3	.7	1.2	78.8
	10	7	1.6	2.9	81.6
	11	1	.2	.4	82.0
	12	13	3.0	5.3	87.3
	13	1	.2	.4	87.8
	14	2	.5	.8	88.6
	19	1	.2	.4	89.0
	20	1	.2	.4	89.4
	22	1	.2	.4	89.8
	23	1	.2	.4	90.2
	24	1	.2	.4	90.6
	25	1	.2	.4	91.0
	26	2	.5	.8	91.8
	34	1	.2	.4	92.2
	36	1	.2	.4	92.7
	40	2	.5	.8	93.5
	50	1	.2	.4	93.9
	52	9	2.1	3.7	97.6
	60	2	.5	.8	98.4
	94	1	.2	.4	98.8
	99	3	.7	1.2	100.0
	Total	245	57.0	100.0	
Missing	System	185	43.0		
Total		430	100.0		

52. How many real estate agents did you contact before you selected one to help you buy your home?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	One	198	46.0	70.5	70.5
	Two	50	11.6	17.8	88.3
	Three	18	4.2	6.4	94.7
	Four	6	1.4	2.1	96.8
	Five or more	9	2.1	3.2	100.0
	Total	281	65.3	100.0	
Missing	System	149	34.7		
Total		430	100.0		

53. How many different real estate agents did you use in your home search and purchase?

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid One	241	56.0	85.5	85.5
Two	31	7.2	11.0	96.5
Three	5	1.2	1.8	98.2
Four	1	.2	.4	98.6
Five or more	4	.9	1.4	100.0
Total	282	65.6	100.0	
Missing System	148	34.4		
Total	430	100.0		

57. How did you find the real estate agent you used to buy your home? (Mark only one)

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Used agent previously to buy or sell a house	57	13.3	16.8	16.8
Referred by (or is) a friend, neighbor or relative	166	38.6	48.8	65.6
Referred by another real estate broker	9	2.1	2.6	68.2
Referred through your employer/relocation company	21	4.9	6.2	74.4
Personal contact by agent (telephone, etc.)	13	3.0	3.8	78.2
Visited open house and met agent	12	2.8	3.5	81.8
Newspaper/Yellow Pages/home book ad	7	1.6	2.1	83.8
Advertising specialty (calendar, magnet, etc.)	5	1.2	1.5	85.3
Internet site	15	3.5	4.4	89.7
Saw contact information on For Sale sign	20	4.7	5.9	95.6
Walked into/called office and agent was on duty	15	3.5	4.4	100.0
Total	340	79.1	100.0	
Missing System	90	20.9		
Total	430	100.0		

59. Before you bought your current home, what did you most want your agent to do for you? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Tell me how much home I could afford	32	7.4	9.4	9.4
	Tell me what comparable homes were selling for	38	8.8	11.1	20.5
	Help find and arrange financing	10	2.3	2.9	23.5
	Help find renters for my property	6	1.4	1.8	25.2
	Help me find the right property to purchase	174	40.5	51.0	76.2
	Help with the price negotiations	36	8.4	10.6	86.8
	Help with paperwork	28	6.5	8.2	95.0
	Other (Specify)	17	4.0	5.0	100.0
	Total	341	79.3	100.0	
Missing	System	89	20.7		
Total		430	100.0		

58. Which one of the following factors was most important to you in choosing a real estate agent? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Reputation of real estate agent	147	34.2	43.6	43.6
	Agent's association with a particular firm	20	4.7	5.9	49.6
	Other (Specify)	70	16.3	20.8	70.3
	Professional designation(s) held by agent	16	3.7	4.7	75.1
	Agent's knowledge of the neighborhood	84	19.5	24.9	100.0
	Total	337	78.4	100.0	
Missing	System	93	21.6		
Total		430	100.0		

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Knowledge of purchase process)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Important	315	73.3	92.9	92.9
	Somewhat Important	23	5.3	6.8	99.7
	Not Important	1	.2	.3	100.0
	Total	339	78.8	100.0	
Missing	System	91	21.2		
Total		430	100.0		

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Knowledge of real estate market)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Important	308	71.6	91.1	91.1
	Somewhat Important	29	6.7	8.6	99.7
	Not Important	1	.2	.3	100.0
	Total	338	78.6	100.0	
Missing	System	92	21.4		
Total		430	100.0		

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Knowledge of local area)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Important	249	57.9	74.3	74.3
	Somewhat Important	79	18.4	23.6	97.9
	Not Important	7	1.6	2.1	100.0
	Total	335	77.9	100.0	
Missing	System	95	22.1		
Total		430	100.0		

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Communication skills)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Important	257	59.8	76.5	76.5
	Somewhat Important	72	16.7	21.4	97.9
	Not Important	7	1.6	2.1	100.0
	Total	336	78.1	100.0	
Missing	System	94	21.9		
Total		430	100.0		

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Responsiveness)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Important	301	70.0	89.9	89.9
	Somewhat Important	30	7.0	9.0	98.8
	Not Important	4	.9	1.2	100.0
	Total	335	77.9	100.0	
Missing	System	95	22.1		
Total		430	100.0		

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - People skills)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Important	261	60.7	77.4	77.4
	Somewhat Important	72	16.7	21.4	98.8
	Not Important	4	.9	1.2	100.0
	Total	337	78.4	100.0	
Missing	System	93	21.6		
Total		430	100.0		

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Skills with technology)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Important	137	31.9	40.8	40.8
	Somewhat Important	160	37.2	47.6	88.4
	Not Important	39	9.1	11.6	100.0
	Total	336	78.1	100.0	
Missing	System	94	21.9		
Total		430	100.0		

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Negotiation skills)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Important	285	66.3	84.6	84.6
	Somewhat Important	44	10.2	13.1	97.6
	Not Important	8	1.9	2.4	100.0
	Total	337	78.4	100.0	
Missing	System	93	21.6		
Total		430	100.0		

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Knowledge of purchase process)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Satisfied	277	64.4	88.2	88.2
	Somewhat Satisfied	35	8.1	11.1	99.4
	Not Satisfied	2	.5	.6	100.0
	Total	314	73.0	100.0	
Missing	System	116	27.0		
Total		430	100.0		

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Knowledge of real estate market)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Satisfied	262	60.9	84.2	84.2
	Somewhat Satisfied	43	10.0	13.8	98.1
	Not Satisfied	6	1.4	1.9	100.0
	Total	311	72.3	100.0	
Missing	System	119	27.7		
Total		430	100.0		

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Knowledge of local area)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Satisfied	244	56.7	79.5	79.5
	Somewhat Satisfied	58	13.5	18.9	98.4
	Not Satisfied	5	1.2	1.6	100.0
	Total	307	71.4	100.0	
Missing	System	123	28.6		
Total		430	100.0		

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Communication skills)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Satisfied	242	56.3	78.3	78.3
	Somewhat Satisfied	56	13.0	18.1	96.4
	Not Satisfied	11	2.6	3.6	100.0
	Total	309	71.9	100.0	
Missing	System	121	28.1		
Total		430	100.0		

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Responsiveness)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Satisfied	247	57.4	79.9	79.9
	Somewhat Satisfied	53	12.3	17.2	97.1
	Not Satisfied	9	2.1	2.9	100.0
	Total	309	71.9	100.0	
Missing	System	121	28.1		
Total		430	100.0		

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - People skills)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Satisfied	243	56.5	79.2	79.2
	Somewhat Satisfied	53	12.3	17.3	96.4
	Not Satisfied	11	2.6	3.6	100.0
	Total	307	71.4	100.0	
Missing	System	123	28.6		
Total		430	100.0		

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Skills with technology)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Satisfied	216	50.2	70.6	70.6
	Somewhat Satisfied	80	18.6	26.1	96.7
	Not Satisfied	10	2.3	3.3	100.0
	Total	306	71.2	100.0	
Missing	System	124	28.8		
Total		430	100.0		

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Negotiation skills)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Satisfied	217	50.5	70.0	70.0
	Somewhat Satisfied	76	17.7	24.5	94.5
	Not Satisfied	17	4.0	5.5	100.0
	Total	310	72.1	100.0	
Missing	System	120	27.9		
Total		430	100.0		

55. Did you have a "buyer representation" arrangement with an agent, so the agent represented only you and not the seller?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes, oral arrangement	68	15.8	24.4	24.4
	Yes, written arrangement	117	27.2	41.9	66.3
	No	55	12.8	19.7	86.0
	Don't know/Not sure	39	9.1	14.0	100.0
	Total	279	64.9	100.0	
Missing	System	151	35.1		
Total		430	100.0		

63. How was the real estate agent who represented you compensated?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Flat fee	21	4.9	6.2	6.2
	Percent of sales price	272	63.3	80.0	86.2
	Other	4	.9	1.2	87.4
	Don't know	43	10.0	12.6	100.0
	Total	340	79.1	100.0	
Missing	System	90	20.9		
Total		430	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Century 21	17	4.0	100.0	100.0
Missing	System	413	96.0		
Total		430	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Coldwell Banker	21	4.9	100.0	100.0
Missing	System	409	95.1		
Total		430	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	ERA	2	.5	100.0	100.0
Missing	System	428	99.5		
Total		430	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	GMAC Real Estate	2	.5	100.0	100.0
Missing	System	428	99.5		
Total		430	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Other (Specify)	167	38.8	100.0	100.0
Missing	System	263	61.2		
Total		430	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Prudential Fox & Roach	3	.7	100.0	100.0
Missing	System	427	99.3		
Total		430	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Prudential	21	4.9	100.0	100.0
Missing	System	409	95.1		
Total		430	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Re/Max	31	7.2	100.0	100.0
Missing	System	399	92.8		
Total		430	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Long & Foster	1	.2	100.0	100.0
Missing	System	429	99.8		
Total		430	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

		Frequency	Percent
Missing	System	430	100.0

56. Was the agent used to buy your home associated with any of the following real estate firms?

		Frequency	Percent
Missing	System	430	100.0

56. Was the agent used to buy your home associated with any of the following real estate firms?

		Frequency	Percent
Missing	System	430	100.0

56. Was the agent used to buy your home associated with any of the following real estate firms?

		Frequency	Percent
Missing	System	430	100.0

56. Was the agent used to buy your home associated with any of the following real estate firms? (CODED Other)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Keller-Williams	27	6.3	17.1	17.1
	Better Homes Realty	1	.2	.6	17.7
	Builder	2	.5	1.3	19.0
	Erealty.com	1	.2	.6	19.6
	Realty Executives	1	.2	.6	20.3
	Other	120	27.9	75.9	96.2
	Don't Know	6	1.4	3.8	100.0
	Total	158	36.7	100.0	
Missing	System	272	63.3		
Total		430	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Provided better list of mortgage lenders	55	12.8	100.0	100.0
Missing	System	375	87.2		
Total		430	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Improved my knowledge of search areas	110	25.6	100.0	100.0
Missing	System	320	74.4		
Total		430	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Pointed out unnoticed features/faults	169	39.3	100.0	100.0
Missing	System	261	60.7		
Total		430	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Helped me understand the process	202	47.0	100.0	100.0
Missing	System	228	53.0		
Total		430	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Negotiated better contract terms	135	31.4	100.0	100.0
Missing	System	295	68.6		
Total		430	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Expanded my search area	65	15.1	100.0	100.0
Missing	System	365	84.9		
Total		430	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Shortened my home search	120	27.9	100.0	100.0
Missing	System	310	72.1		
Total		430	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	None of the above	30	7.0	100.0	100.0
Missing	System	400	93.0		
Total		430	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Narrowed my search area	48	11.2	100.0	100.0
Missing	System	382	88.8		
Total		430	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Negotiated a better price	93	21.6	100.0	100.0
Missing	System	337	78.4		
Total		430	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Provided better list of service resources	67	15.6	100.0	100.0
Missing	System	363	84.4		
Total		430	100.0		

65. Would you use this real estate agent again or recommend this agent to others?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Definitely	235	54.7	70.1	70.1
	Probably	65	15.1	19.4	89.6
	Probably not	17	4.0	5.1	94.6
	Definitely not	14	3.3	4.2	98.8
	Don't know/Not sure	4	.9	1.2	100.0
	Total	335	77.9	100.0	
Missing	System	95	22.1		
Total		430	100.0		

45. Did you use a mortgage to finance your home purchase?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes	381	88.6	93.2	93.2
	No	28	6.5	6.8	100.0
	Total	409	95.1	100.0	
Missing	System	21	4.9		
Total		430	100.0		

46. What percentage of the purchase price did you finance?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	50% or less	38	8.8	10.2	10.2
	51% to 60%	16	3.7	4.3	14.4
	61% to 70%	13	3.0	3.5	17.9
	71% to 80%	65	15.1	17.4	35.3
	81% to 90%	51	11.9	13.6	48.9
	91% to 95%	49	11.4	13.1	62.0
	96% to 99%	41	9.5	11.0	73.0
	100%	101	23.5	27.0	100.0
	Total	374	87.0	100.0	
Missing	System	56	13.0		
Total		430	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Savings	169	39.3	100.0	100.0
Missing	System	261	60.7		
Total		430	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	IRA	10	2.3	100.0	100.0
Missing	System	420	97.7		
Total		430	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Sale of stocks/bonds	18	4.2	100.0	100.0
Missing	System	412	95.8		
Total		430	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Equity from previous home	122	28.4	100.0	100.0
Missing	System	308	71.6		
Total		430	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Pension fund/401(k)	23	5.3	100.0	100.0
Missing	System	407	94.7		
Total		430	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Loan from friend/relative	15	3.5	100.0	100.0
Missing	System	415	96.5		
Total		430	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Gift from friend/relative	32	7.4	100.0	100.0
Missing	System	398	92.6		
Total		430	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Loan from financial institution	15	3.5	100.0	100.0
Missing	System	415	96.5		
Total		430	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Inheritance	11	2.6	100.0	100.0
Missing	System	419	97.4		
Total		430	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	None	41	9.5	100.0	100.0
Missing	System	389	90.5		
Total		430	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Other	24	5.6	100.0	100.0
Missing	System	406	94.4		
Total		430	100.0		

51. Do you consider your home purchase to be a good financial investment?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes	299	69.5	89.5	89.5
	No	7	1.6	2.1	91.6
	Don't Know/Not sure	28	6.5	8.4	100.0
	Total	334	77.7	100.0	
Missing	System	96	22.3		
Total		430	100.0		

67. What best describes the type of home you recently sold or are in the process of selling? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Detached single-family home	193	44.9	91.0	91.0
	Apartment/condo/in a building with 5 or more units	2	.5	.9	92.0
	Duplex/apartment/condo 2-4 family structure	2	.5	.9	92.9
	Townhouse/row house	5	1.2	2.4	95.3
	Other	10	2.3	4.7	100.0
	Total	212	49.3	100.0	
Missing	System	218	50.7		
Total		430	100.0		

68. What best describes the location of the home you recently sold or are in the process of selling?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Small town	18	4.2	8.5	8.5
	Rural area	20	4.7	9.4	17.9
	Urban/Central city	46	10.7	21.7	39.6
	Suburb/Subdivision	124	28.8	58.5	98.1
	Resort/Recreation area	4	.9	1.9	100.0
	Total	212	49.3	100.0	
Missing	System	218	50.7		
Total		430	100.0		

69. What was the square footage of the home you sold or are in the process of selling?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	501-1,000 sq ft	3	.7	1.4	1.4
	1,001-1,500 sq ft	43	10.0	20.3	21.7
	1,501-2,000 sq ft	50	11.6	23.6	45.3
	2,001-2,500 sq ft	59	13.7	27.8	73.1
	2,501-3,000 sq ft	24	5.6	11.3	84.4
	3,001-3,500 sq ft	13	3.0	6.1	90.6
	3,501-4,000 sq ft	11	2.6	5.2	95.8
	4,001-4,500 sq ft	8	1.9	3.8	99.5
	4,501-5,000 sq ft	1	.2	.5	100.0
	Total	212	49.3	100.0	
Missing	System	218	50.7		
Total		430	100.0		

71. How long did you own (have you owned) the home you sold or are planning to sell?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Less than 1 year	5	1.2	2.3	2.3
	1 to 2 years	37	8.6	17.4	19.7
	3 to 4 years	47	10.9	22.1	41.8
	5 to 6 years	28	6.5	13.1	54.9
	7 to 10 years	39	9.1	18.3	73.2
	11 to 15 years	27	6.3	12.7	85.9
	16 to 20 years	14	3.3	6.6	92.5
	21 years or more	16	3.7	7.5	100.0
	Total	213	49.5	100.0	
Missing	System	217	50.5		
Total		430	100.0		

76. How many homes have you owned, including the one you just sold?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	One	12	2.8	6.1	6.1
	Two	74	17.2	37.4	43.4
	Three	43	10.0	21.7	65.2
	Four	27	6.3	13.6	78.8
	Five or more	42	9.8	21.2	100.0
	Total	198	46.0	100.0	
Missing	System	232	54.0		
Total		430	100.0		

70. Approximately how many miles is the home that you purchased from the home you sold (or are selling)?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1-5 miles	46	10.7	21.5	21.5
	6-10 miles	29	6.7	13.6	35.0
	11-15 miles	22	5.1	10.3	45.3
	16-20 miles	8	1.9	3.7	49.1
	21-50 miles	25	5.8	11.7	60.7
	51-100 miles	7	1.6	3.3	64.0
	101-500 miles	28	6.5	13.1	77.1
	501-1,000 miles	17	4.0	7.9	85.0
	1,001 or more miles	32	7.4	15.0	100.0
	Total	214	49.8	100.0	
Missing	System	216	50.2		
Total		430	100.0		

78. When you sold your home, which tasks did you do yourself without assistance and which ones were performed with assistance from a licensed real estate agent or another professional? (Hold open house)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	I did this myself without assistance	11	2.6	6.1	6.1
	My real estate agent assisted me with this	85	19.8	47.0	53.0
	I paid another professional to assist me	4	.9	2.2	55.2
	Task not performed	80	18.6	44.2	99.4
	Don't know	1	.2	.6	100.0
	Total	181	42.1	100.0	
Missing	System	249	57.9		
Total		430	100.0		

78. When you sold your home, which tasks did you do yourself without assistance and which ones were performed with assistance from a licensed real estate agent or another professional? (Schedule showings with buyers)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	I did this myself without assistance	18	4.2	9.7	9.7
	My real estate agent assisted me with this	147	34.2	79.5	89.2
	I paid another professional to assist me	3	.7	1.6	90.8
	Task not performed	16	3.7	8.6	99.5
	Don't know	1	.2	.5	100.0
	Total	185	43.0	100.0	
Missing	System	245	57.0		
Total		430	100.0		

78. When you sold your home, which tasks did you do yourself without assistance and which ones were performed with assistance from a licensed real estate agent or another professional? (Enter property in Multiple Listing Service)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	I did this myself without assistance	3	.7	1.6	1.6
	My real estate agent assisted me with this	143	33.3	78.6	80.2
	I paid another professional to assist me	5	1.2	2.7	83.0
	Task not performed	28	6.5	15.4	98.4
	Don't know	3	.7	1.6	100.0
	Total	182	42.3	100.0	
Missing	System	248	57.7		
Total		430	100.0		

78. When you sold your home, which tasks did you do yourself without assistance and which ones were performed with assistance from a licensed real estate agent or another professional? (Advertise property in newspapers, magazines, etc.)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	I did this myself without assistance	9	2.1	4.9	4.9
	My real estate agent assisted me with this	119	27.7	65.4	70.3
	I paid another professional to assist me	7	1.6	3.8	74.2
	Task not performed	42	9.8	23.1	97.3
	Don't know	5	1.2	2.7	100.0
	Total	182	42.3	100.0	
Missing	System	248	57.7		
Total		430	100.0		

78. When you sold your home, which tasks did you do yourself without assistance and which ones were performed with assistance from a licensed real estate agent or another professional? (Contact buyers by mail, phone, etc.)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	I did this myself without assistance	9	2.1	5.1	5.1
	My real estate agent assisted me with this	87	20.2	48.9	53.9
	I paid another professional to assist me	5	1.2	2.8	56.7
	Task not performed	56	13.0	31.5	88.2
	Don't know	21	4.9	11.8	100.0
	Total	178	41.4	100.0	
Missing	System	252	58.6		
Total		430	100.0		

78. When you sold your home, which tasks did you do yourself without assistance and which ones were performed with assistance from a licensed real estate agent or another professional? (Place home on the internet)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	I did this myself without assistance	7	1.6	3.9	3.9
	My real estate agent assisted me with this	126	29.3	70.8	74.7
	I paid another professional to assist me	4	.9	2.2	77.0
	Task not performed	36	8.4	20.2	97.2
	Don't know	5	1.2	2.8	100.0
	Total	178	41.4	100.0	
Missing	System	252	58.6		
Total		430	100.0		

78. When you sold your home, which tasks did you do yourself without assistance and which ones were performed with assistance from a licensed real estate agent or another professional? (Review sales contract/purchase offers)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	I did this myself without assistance	18	4.2	9.9	9.9
	My real estate agent assisted me with this	143	33.3	79.0	89.0
	I paid another professional to assist me	4	.9	2.2	91.2
	Task not performed	15	3.5	8.3	99.4
	Don't know	1	.2	.6	100.0
	Total	181	42.1	100.0	
Missing	System	249	57.9		
Total		430	100.0		

78. When you sold your home, which tasks did you do yourself without assistance and which ones were performed with assistance from a licensed real estate agent or another professional? (Negotiate with buyers)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	I did this myself without assistance	26	6.0	14.1	14.1
	My real estate agent assisted me with this	148	34.4	80.0	94.1
	I paid another professional to assist me	3	.7	1.6	95.7
	Task not performed	7	1.6	3.8	99.5
	Don't know	1	.2	.5	100.0
	Total	185	43.0	100.0	
Missing	System	245	57.0		
Total		430	100.0		

78. When you sold your home, which tasks did you do yourself without assistance and which ones were performed with assistance from a licensed real estate agent or another professional? (Coordinate appraisal, home inspection, etc.)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	I did this myself without assistance	25	5.8	13.8	13.8
	My real estate agent assisted me with this	133	30.9	73.5	87.3
	I paid another professional to assist me	7	1.6	3.9	91.2
	Task not performed	13	3.0	7.2	98.3
	Don't know	3	.7	1.7	100.0
	Total	181	42.1	100.0	
Missing	System	249	57.9		
Total		430	100.0		

78. When you sold your home, which tasks did you do yourself without assistance and which ones were performed with assistance from a licensed real estate agent or another professional? (Pre-qualify buyers for mortgage)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	I did this myself without assistance	8	1.9	4.5	4.5
	My real estate agent assisted me with this	100	23.3	56.5	61.0
	I paid another professional to assist me	5	1.2	2.8	63.8
	Task not performed	47	10.9	26.6	90.4
	Don't know	17	4.0	9.6	100.0
	Total	177	41.2	100.0	
Missing	System	253	58.8		
Total		430	100.0		

78. When you sold your home, which tasks did you do yourself without assistance and which ones were performed with assistance from a licensed real estate agent or another professional? (Manage paperwork, contracts, etc.)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	I did this myself without assistance	12	2.8	6.6	6.6
	My real estate agent assisted me with this	149	34.7	81.9	88.5
	I paid another professional to assist me	6	1.4	3.3	91.8
	Task not performed	13	3.0	7.1	98.9
	Don't know	2	.5	1.1	100.0
	Total	182	42.3	100.0	
Missing	System	248	57.7		
Total		430	100.0		

78. When you sold your home, which tasks did you do yourself without assistance and which ones were performed with assistance from a licensed real estate agent or another professional? (Attend closing)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	I did this myself without assistance	34	7.9	18.2	18.2
	My real estate agent assisted me with this	136	31.6	72.7	90.9
	I paid another professional to assist me	6	1.4	3.2	94.1
	Task not performed	8	1.9	4.3	98.4
	Don't know	3	.7	1.6	100.0
	Total	187	43.5	100.0	
Missing	System	243	56.5		
Total		430	100.0		

77. How did you sell this home? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Sold it using a licensed real estate agent/broker	161	37.4	81.3	81.3
	First tried to sell it myself, but then used an agent	5	1.2	2.5	83.8
	Sold it to a home buying company (Skip to question 95)	3	.7	1.5	85.4
	Sold it without ever using a real estate agent/broker	18	4.2	9.1	94.4
	First listed with an agent, but then sold it myself	5	1.2	2.5	97.0
	Other	6	1.4	3.0	100.0
	Total	198	46.0	100.0	
Missing	System	232	54.0		
Total		430	100.0		

Selling Price of Home Sold

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Less than 100K	42	9.8	22.2	22.2
	100K-149K	53	12.3	28.0	50.3
	150K-199K	26	6.0	13.8	64.0
	200K-249K	20	4.7	10.6	74.6
	250K-299K	15	3.5	7.9	82.5
	300K-399K	18	4.2	9.5	92.1
	400K-499K	8	1.9	4.2	96.3
	500K or more	7	1.6	3.7	100.0
	Total	189	44.0	100.0	
Missing	System	241	56.0		
Total		430	100.0		

75. How long was this home on the market (include all listing periods)? (Weeks)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	0	6	1.4	3.2	3.2
	1	25	5.8	13.3	16.5
	2	13	3.0	6.9	23.4
	3	20	4.7	10.6	34.0
	4	11	2.6	5.9	39.9
	5	3	.7	1.6	41.5
	6	11	2.6	5.9	47.3
	7	2	.5	1.1	48.4
	8	16	3.7	8.5	56.9
	9	1	.2	.5	57.4
	10	5	1.2	2.7	60.1
	12	20	4.7	10.6	70.7
	13	1	.2	.5	71.3
	14	1	.2	.5	71.8
	16	12	2.8	6.4	78.2
	17	1	.2	.5	78.7
	20	6	1.4	3.2	81.9
	24	3	.7	1.6	83.5
	25	3	.7	1.6	85.1
	26	1	.2	.5	85.6
	27	1	.2	.5	86.2
	28	3	.7	1.6	87.8
	30	2	.5	1.1	88.8
	32	3	.7	1.6	90.4
	35	1	.2	.5	91.0
	36	3	.7	1.6	92.6
	39	1	.2	.5	93.1
	40	4	.9	2.1	95.2
	46	1	.2	.5	95.7
	48	1	.2	.5	96.3
	52	2	.5	1.1	97.3
	70	1	.2	.5	97.9
	88	1	.2	.5	98.4
	99	3	.7	1.6	100.0
	Total	188	43.7	100.0	
Missing	System	242	56.3		
Total		430	100.0		

79. How satisfied were you with the process of selling your home?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Very Satisfied	127	29.5	66.1	66.1
	Somewhat Satisfied	48	11.2	25.0	91.1
	Somewhat Dissatisfied	11	2.6	5.7	96.9
	Very Dissatisfied	6	1.4	3.1	100.0
	Total	192	44.7	100.0	
Missing	System	238	55.3		
Total		430	100.0		

85. How many real estate agents did you contact before you selected one to help you sell your home?

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid One	130	30.2	74.3	74.3
Two	26	6.0	14.9	89.1
Three	13	3.0	7.4	96.6
Four	2	.5	1.1	97.7
Five or more	4	.9	2.3	100.0
Total	175	40.7	100.0	
Missing System	255	59.3		
Total	430	100.0		

80. How did you first find the real estate agent you used to sell your home? (Mark only one)

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Used agent previously to buy or sell a home	54	12.6	30.9	30.9
Referred by (or is) a friend, neighbor or relative	71	16.5	40.6	71.4
Referred by another real estate broker	5	1.2	2.9	74.3
Referred through your employer/relocation company	7	1.6	4.0	78.3
Personal contact by agent (telephone, etc.)	11	2.6	6.3	84.6
Visited open house and met agent	5	1.2	2.9	87.4
Direct mail (newsletter, flyer, letter, postcard)	4	.9	2.3	89.7
Newspaper/Yellow pages/home book ad	2	.5	1.1	90.9
Advertising specialty (calendar, magnet, etc.)	2	.5	1.1	92.0
Internet site	4	.9	2.3	94.3
Saw contact information on For Sale sign	6	1.4	3.4	97.7
Walked into/called office and agent was on duty	4	.9	2.3	100.0
Total	175	40.7	100.0	
Missing System	255	59.3		
Total	430	100.0		

86. Did you use this same real estate agent in your recent home purchase?

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Yes	76	17.7	43.2	43.2
No	100	23.3	56.8	100.0
Total	176	40.9	100.0	
Missing System	254	59.1		
Total	430	100.0		

81. Which one of the following factors was the most important to you in choosing a real estate agent to sell your home?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Reputation of real estate agent	101	23.5	55.2	55.2
	Agent's association with a particular firm	12	2.8	6.6	61.7
	Other (Specify)	24	5.6	13.1	74.9
	Professional designation(s) held by real estate agent	8	1.9	4.4	79.2
	Agent's knowledge of the neighborhood	38	8.8	20.8	100.0
	Total	183	42.6	100.0	
Missing	System	247	57.4		
Total		430	100.0		

82. Before you put your house on the market, what did you most want your agent to do for you? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Tell me how to fix up my home to help sell it for more	23	5.3	12.9	12.9
	Help me to sell the house within my time frame	46	10.7	25.8	38.8
	Help me see homes available for me to purchase	3	.7	1.7	40.4
	Help with paperwork/inspections/preparing for settlement	5	1.2	2.8	43.3
	Help me to price it competitively	42	9.8	23.6	66.9
	Help find a buyer for my home	46	10.7	25.8	92.7
	Help me with negotiation and dealing with buyers	11	2.6	6.2	98.9
	Other (Specify)	2	.5	1.1	100.0
	Total	178	41.4	100.0	
Missing	System	252	58.6		
Total		430	100.0		

87. Which of the following did your real estate agent use to market your home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Open house	88	20.5	100.0	100.0
Missing	System	342	79.5		
Total		430	100.0		

87. Which of the following did your real estate agent use to market your home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Listing on the Internet	144	33.5	100.0	100.0
Missing	System	286	66.5		
Total		430	100.0		

87. Which of the following did your real estate agent use to market your home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Real Estate magazine	61	14.2	100.0	100.0
Missing	System	369	85.8		
Total		430	100.0		

87. Which of the following did your real estate agent use to market your home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Television	10	2.3	100.0	100.0
Missing	System	420	97.7		
Total		430	100.0		

87. Which of the following did your real estate agent use to market your home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Direct mail (flyers, postcards, etc.)	39	9.1	100.0	100.0
Missing	System	391	90.9		
Total		430	100.0		

87. Which of the following did your real estate agent use to market your home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Newspaper advertisement	84	19.5	100.0	100.0
Missing	System	346	80.5		
Total		430	100.0		

87. Which of the following did your real estate agent use to market your home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yard sign	151	35.1	100.0	100.0
Missing	System	279	64.9		
Total		430	100.0		

87. Which of the following did your real estate agent use to market your home? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Other	17	4.0	100.0	100.0
Missing	System	413	96.0		
Total		430	100.0		

88. Did your agent discuss the benefits of listing your home with a multiple listing service (MLS)?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes, the home was listed on a MLS	149	34.7	84.7	84.7
	Yes, but the home was not listed on a MLS	5	1.2	2.8	87.5
	No	9	2.1	5.1	92.6
	Don't know/Don't remember	13	3.0	7.4	100.0
	Total	176	40.9	100.0	
Missing	System	254	59.1		
Total		430	100.0		

84. How was the real estate agent who represented you compensated?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Flat fee	8	1.9	4.4	4.4
	Percent of sales price	162	37.7	90.0	94.4
	Per task fee	1	.2	.6	95.0
	Other	4	.9	2.2	97.2
	Don't know	5	1.2	2.8	100.0
	Total	180	41.9	100.0	
Missing	System	250	58.1		
Total		430	100.0		

89. Was the agent used to sell your home associated with any of the following real estate firms?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Century 21	20	4.7	100.0	100.0
Missing	System	410	95.3		
Total		430	100.0		

89. Was the agent used to sell your home associated with any of the following real estate firms?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Coldwell Banker	21	4.9	100.0	100.0
Missing	System	409	95.1		
Total		430	100.0		

89. Was the agent used to sell your home associated with any of the following real estate firms?

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid ERA	4	.9	100.0	100.0
Missing System	426	99.1		
Total	430	100.0		

89. Was the agent used to sell your home associated with any of the following real estate firms?

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid GMAC Real Estate	1	.2	100.0	100.0
Missing System	429	99.8		
Total	430	100.0		

89. Was the agent used to sell your home associated with any of the following real estate firms?

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Other (Specify)	77	17.9	100.0	100.0
Missing System	353	82.1		
Total	430	100.0		

89. Was the agent used to sell your home associated with any of the following real estate firms?

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Prudential Fox & Roach	4	.9	100.0	100.0
Missing System	426	99.1		
Total	430	100.0		

89. Was the agent used to sell your home associated with any of the following real estate firms?

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Prudential	19	4.4	100.0	100.0
Missing System	411	95.6		
Total	430	100.0		

89. Was the agent used to sell your home associated with any of the following real estate firms?

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Re/Max	25	5.8	100.0	100.0
Missing System	405	94.2		
Total	430	100.0		

89. Was the agent used to sell your home associated with any of the following real estate firms?

	Frequency	Percent
Missing System	430	100.0

89. Was the agent used to sell your home associated with any of the following real estate firms?

	Frequency	Percent
Missing System	430	100.0

89. Was the agent used to sell your home associated with any of the following real estate firms?

	Frequency	Percent
Missing System	430	100.0

89. Was the agent used to sell your home associated with any of the following real estate firms?

	Frequency	Percent
Missing System	430	100.0

89. Was the agent used to sell your home associated with any of the following real estate firms?

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Real Living	3	.7	100.0	100.0
Missing System	427	99.3		
Total	430	100.0		

89. Was the agent used to sell your home associated with any of the following real estate firms? (CODED Other)

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Keller-Williams	8	1.9	11.3	11.3
Realty Executives	2	.5	2.8	14.1
None/Nothing	1	.2	1.4	15.5
Other	58	13.5	81.7	97.2
Don't Know	2	.5	2.8	100.0
Total	71	16.5	100.0	
Missing System	359	83.5		
Total	430	100.0		

62. Who paid the real estate agent that represented you?

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Paid by me (buyer)	62	14.4	18.1	18.1
Paid by seller	196	45.6	57.1	75.2
Paid by both me and seller	44	10.2	12.8	88.0
Other	13	3.0	3.8	91.8
Don't Know	28	6.5	8.2	100.0
Total	343	79.8	100.0	
Missing System	87	20.2		
Total	430	100.0		

90. Would you use this real estate agent again or recommend this agent to others?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Definitely	108	25.1	63.9	63.9
	Probably	31	7.2	18.3	82.2
	Probably not	12	2.8	7.1	89.3
	Definitely not	12	2.8	7.1	96.4
	Don't know/Not sure	6	1.4	3.6	100.0
	Total	169	39.3	100.0	
Missing	System	261	60.7		
Total		430	100.0		

91. What was the most important reason for selling your home without a real estate agent? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Did not want to deal with an agent	2	.5	6.3	6.3
	Did not want to pay commission fee	17	4.0	53.1	59.4
	Have your own real estate license	1	.2	3.1	62.5
	Agent was unable to sell home	3	.7	9.4	71.9
	Other (Specify)	1	.2	3.1	75.0
	Sold it to a relative/friend/neighbor	5	1.2	15.6	90.6
	Buyers contacted me directly	3	.7	9.4	100.0
	Total	32	7.4	100.0	
Missing	System	398	92.6		
Total		430	100.0		

92. Which of the following did you use to market your home to potential buyers? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Open house	7	1.6	100.0	100.0
Missing	System	423	98.4		
Total		430	100.0		

92. Which of the following did you use to market your home to potential buyers? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Listing on the Internet	7	1.6	100.0	100.0
Missing	System	423	98.4		
Total		430	100.0		

92. Which of the following did you use to market your home to potential buyers? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yard sign	20	4.7	100.0	100.0
Missing	System	410	95.3		
Total		430	100.0		

92. Which of the following did you use to market your home to potential buyers? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Other (Specify)	5	1.2	100.0	100.0
Missing	System	425	98.8		
Total		430	100.0		

92. Which of the following did you use to market your home to potential buyers? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Newspaper advertisement	7	1.6	100.0	100.0
Missing	System	423	98.4		
Total		430	100.0		

92. Which of the following did you use to market your home to potential buyers? (Mark all that apply)

		Frequency	Percent
Missing	System	430	100.0

92. Which of the following did you use to market your home to potential buyers? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Friends/neighbors/relatives	9	2.1	100.0	100.0
Missing	System	421	97.9		
Total		430	100.0		

92. Which of the following did you use to market your home to potential buyers? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Direct mail (flyers, postcards, etc.)	1	.2	100.0	100.0
Missing	System	429	99.8		
Total		430	100.0		

92. Which of the following did you use to market your home to potential buyers? (Mark all that apply)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	For-Sale-By-Owner magazine	5	1.2	100.0	100.0
Missing	System	425	98.8		
Total		430	100.0		

92. Which of the following did you use to market your home to potential buyers? (CODED Other)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Sold to a friend/relative	2	.5	50.0	50.0
	None/Nothing	1	.2	25.0	75.0
	Other	1	.2	25.0	100.0
	Total	4	.9	100.0	
Missing	System	426	99.1		
Total		430	100.0		

93. Which one of the following tasks was the most difficult for you in selling your home yourself? (Mark only one)

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Getting the price right	4	.9	12.9	12.9
	Selling within the length of time planned	5	1.2	16.1	29.0
	Understanding and performing paperwork	4	.9	12.9	41.9
	Preparing/fixing up home for sale	5	1.2	16.1	58.1
	Helping buyer obtain financing	2	.5	6.5	64.5
	Attracting potential buyers	4	.9	12.9	77.4
	Other (Specify)	7	1.6	22.6	100.0
	Total	31	7.2	100.0	
Missing	System	399	92.8		
Total		430	100.0		

94. The next time you sell a home, do you plan to sell it yourself or use an agent?

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Sell myself	13	3.0	39.4	39.4
	Use a real estate agent	7	1.6	21.2	60.6
	Don't know/Not sure	13	3.0	39.4	100.0
	Total	33	7.7	100.0	
Missing	System	397	92.3		
Total		430	100.0		

Cross Tabulations Between First Time and Repeat Home Buyers

98. What is your age?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	18-24	11	6.6	6.7	6.7
		25-34	92	55.4	56.1	62.8
		35-44	36	21.7	22.0	84.8
		45-54	16	9.6	9.8	94.5
		55-64	9	5.4	5.5	100.0
		Total	164	98.8	100.0	
		Missing System	2	1.2		
	Total	166	100.0			
No	Valid	18-24	1	.4	.4	.4
		25-34	46	17.5	17.7	18.1
		35-44	78	29.7	30.0	48.1
		45-54	66	25.1	25.4	73.5
		55-64	47	17.9	18.1	91.5
		65-74	18	6.8	6.9	98.5
		75 or older	4	1.5	1.5	100.0
	Total	260	98.9	100.0		
Missing System	3	1.1				
Total	263	100.0				

102. Please estimate your total household income (before taxes and deductions) from all sources in 2003.

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent	
Yes	Valid	Under \$25,000	5	3.0	3.1	3.1	
		\$25,000 to \$34,999	23	13.9	14.1	17.2	
		\$35,000 to \$44,999	28	16.9	17.2	34.4	
		\$45,000 to \$54,999	30	18.1	18.4	52.8	
		\$55,000 to \$64,999	15	9.0	9.2	62.0	
		\$65,000 to \$74,999	19	11.4	11.7	73.6	
		\$75,000 to \$84,999	15	9.0	9.2	82.8	
		\$85,000 to \$94,999	7	4.2	4.3	87.1	
		\$95,000 to \$104,999	6	3.6	3.7	90.8	
		\$105,000 to \$114,999	6	3.6	3.7	94.5	
		\$115,000 to \$124,999	2	1.2	1.2	95.7	
		\$125,000 to \$134,999	1	.6	.6	96.3	
		\$135,000 to \$149,999	2	1.2	1.2	97.5	
		\$175,000 to \$199,999	2	1.2	1.2	98.8	
		\$200,000 or more	2	1.2	1.2	100.0	
		Total	163	98.2	100.0		
		Missing	System	3	1.8		
		Total		166	100.0		
No	Valid	Under \$25,000	4	1.5	1.7	1.7	
		\$25,000 to \$34,999	10	3.8	4.1	5.8	
		\$35,000 to \$44,999	8	3.0	3.3	9.1	
		\$45,000 to \$54,999	20	7.6	8.3	17.4	
		\$55,000 to \$64,999	22	8.4	9.1	26.6	
		\$65,000 to \$74,999	17	6.5	7.1	33.6	
		\$75,000 to \$84,999	34	12.9	14.1	47.7	
		\$85,000 to \$94,999	22	8.4	9.1	56.8	
		\$95,000 to \$104,999	21	8.0	8.7	65.6	
		\$105,000 to \$114,999	15	5.7	6.2	71.8	
		\$115,000 to \$124,999	12	4.6	5.0	76.8	
		\$125,000 to \$134,999	6	2.3	2.5	79.3	
		\$135,000 to \$149,999	12	4.6	5.0	84.2	
		\$150,000 to \$174,999	12	4.6	5.0	89.2	
		\$175,000 to \$199,999	8	3.0	3.3	92.5	
		\$200,000 or more	18	6.8	7.5	100.0	
		Total	241	91.6	100.0		
		Missing	System	22	8.4		
Total		263	100.0				

95. Which of the following best describes the adult composition of your household?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Single male	22	13.3	13.3	13.3
		Single female	37	22.3	22.4	35.8
		Married couple	93	56.0	56.4	92.1
		Unmarried couple	12	7.2	7.3	99.4
		Other	1	.6	.6	100.0
		Total	165	99.4	100.0	
	Missing	System	1	.6		
Total			166	100.0		
No	Valid	Single male	27	10.3	10.4	10.4
		Single female	32	12.2	12.3	22.7
		Married couple	183	69.6	70.4	93.1
		Unmarried couple	15	5.7	5.8	98.8
		Other	3	1.1	1.2	100.0
		Total	260	98.9	100.0	
	Missing	System	3	1.1		
Total			263	100.0		

97. How many children under the age of 18 reside in your household?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	One	40	24.1	24.4	24.4
		Two	22	13.3	13.4	37.8
		Three or more	8	4.8	4.9	42.7
		None	94	56.6	57.3	100.0
		Total	164	98.8	100.0	
	Missing	System	2	1.2		
Total			166	100.0		
No	Valid	One	47	17.9	18.1	18.1
		Two	50	19.0	19.3	37.5
		Three or more	26	9.9	10.0	47.5
		None	136	51.7	52.5	100.0
		Total	259	98.5	100.0	
	Missing	System	4	1.5		
Total			263	100.0		

101. Is English your primary language?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Yes	152	91.6	94.4	94.4
		No	9	5.4	5.6	100.0
		Total	161	97.0	100.0	
	Missing	System	5	3.0		
	Total			166	100.0	
No	Valid	Yes	247	93.9	96.9	96.9
		No	8	3.0	3.1	100.0
		Total	255	97.0	100.0	
	Missing	System	8	3.0		
	Total			263	100.0	

100: Race

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	White	106	63.9	100.0	100.0
	Missing	System	60	36.1		
	Total		166	100.0		
No	Valid	White	208	79.1	100.0	100.0
	Missing	System	55	20.9		
	Total		263	100.0		

100: Race

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Black/African American	22	13.3	100.0	100.0
	Missing	System	144	86.7		
	Total		166	100.0		
No	Valid	Black/African American	10	3.8	100.0	100.0
	Missing	System	253	96.2		
	Total		263	100.0		

100: Race

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Asian/Pacific Islander	8	4.8	100.0	100.0
	Missing	System	158	95.2		
	Total		166	100.0		
No	Valid	Asian/Pacific Islander	12	4.6	100.0	100.0
	Missing	System	251	95.4		
	Total		263	100.0		

100: Ethnicity

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Hispanic/Latino	25	15.1	100.0	100.0
	Missing	System	141	84.9		
	Total		166	100.0		
No	Valid	Hispanic/Latino	31	11.8	100.0	100.0
	Missing	System	232	88.2		
	Total		263	100.0		

100: Race/Ethnicity

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Other	7	4.2	100.0	100.0
	Missing	System	159	95.8		
	Total		166	100.0		
No	Valid	Other	2	.8	100.0	100.0
	Missing	System	261	99.2		
	Total		263	100.0		

4. Which factor most prompted you to make your recent housing purchase? (Mark only one)

1. Was this your first home purchase?			Frequency	Percent
Yes	Valid	Desire to own a home of my own	115	69.3
		Desire for more space/larger home	22	13.3
		Desire to be closer to job, school, relatives, transit	5	3.0
		Retirement	1	.6
		Other (Specify)	12	7.2
		Desire for vacation home/investment property	3	1.8
		Desire for less space (children left, divorce, etc.)	3	1.8
		New job in another area or corporate relocation	5	3.0
		Total	166	100.0
No	Valid	Desire to own a home of my own	47	17.9
		Desire for more space/larger home	84	31.9
		Desire to be closer to job, school, relatives, transit	30	11.4
		Retirement	12	4.6
		Other (Specify)	12	4.6
		Desire for vacation home/investment property	8	3.0
		Desire for less space (children left, divorce, etc.)	18	6.8
		New job in another area or corporate relocation	47	17.9
		Total	258	98.1
	Missing	System	5	1.9
Total		263	100.0	

4. Which factor most prompted you to make your recent housing purchase? (Mark only one)

1. Was this your first home purchase?			Valid Percent	Cumulative Percent
Yes	Valid	Desire to own a home of my own	69.3	69.3
		Desire for more space/larger home	13.3	82.5
		Desire to be closer to job, school, relatives, transit	3.0	85.5
		Retirement	.6	86.1
		Other (Specify)	7.2	93.4
		Desire for vacation home/investment property	1.8	95.2
		Desire for less space (children left, divorce, etc.)	1.8	97.0
		New job in another area or corporate relocation	3.0	100.0
		Total	100.0	
No	Valid	Desire to own a home of my own	18.2	18.2
		Desire for more space/larger home	32.6	50.8
		Desire to be closer to job, school, relatives, transit	11.6	62.4
		Retirement	4.7	67.1
		Other (Specify)	4.7	71.7
		Desire for vacation home/investment property	3.1	74.8
		Desire for less space (children left, divorce, etc.)	7.0	81.8
		New job in another area or corporate relocation	18.2	100.0
		Total	100.0	
		Missing Total	System	

3. What was your living arrangement immediately before your recent home purchase? (Mark only one)

1. Was this your first home purchase?			Frequency	Percent
Yes	Valid	Lived with parents/relatives/friends	22	13.3
		Owned previous residence	9	5.4
		Rented an apartment or house	127	76.5
		Rented the home I ultimately purchased	5	3.0
		Not applicable/No change in living arrangement	3	1.8
		Total	166	100.0
		No	Valid	Lived with parents/relatives/friends
Owned previous residence	175			66.5
Rented an apartment or house	66			25.1
Rented the home I ultimately purchased	2			.8
Not applicable/No change in living arrangement	7			2.7
Total	262			99.6
Missing System	1			.4
Total	263		100.0	

3. What was your living arrangement immediately before your recent home purchase? (Mark only one)

1. Was this your first home purchase?			Valid Percent	Cumulative Percent
Yes	Valid	Lived with parents/relatives/friends	13.3	13.3
		Owned previous residence	5.4	18.7
		Rented an apartment or house	76.5	95.2
		Rented the home I ultimately purchased	3.0	98.2
		Not applicable/No change in living arrangement	1.8	100.0
		Total	100.0	
No	Valid	Lived with parents/relatives/friends	4.6	4.6
		Owned previous residence	66.8	71.4
		Rented an apartment or house	25.2	96.6
		Rented the home I ultimately purchased	.8	97.3
		Not applicable/No change in living arrangement	2.7	100.0
		Total	100.0	
	Missing	System		
	Total			

16. PRIMARY RESIDENCE (the home where you spend the majority of your time)?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Yes	165	99.4	99.4	99.4
		No	1	.6	.6	100.0
		Total	166	100.0	100.0	
No	Valid	Yes	252	95.8	95.8	95.8
		No	11	4.2	4.2	100.0
		Total	263	100.0	100.0	

96. How many adult wage earners reside in your household?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	One	74	44.6	44.8	44.8
		Two	84	50.6	50.9	95.8
		Three or more	3	1.8	1.8	97.6
		None	4	2.4	2.4	100.0
		Total	165	99.4	100.0	
		Missing	System	1	.6	
	Total	166	100.0			
No	Valid	One	122	46.4	47.3	47.3
		Two	119	45.2	46.1	93.4
		Three or more	6	2.3	2.3	95.7
		None	11	4.2	4.3	100.0
		Total	258	98.1	100.0	
		Missing	System	5	1.9	
	Total	263	100.0			

99. Did you use the Internet to make a purchase (books, airline tickets, electronics, for example) in the past year?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Yes	123	74.1	75.0	75.0
		No	39	23.5	23.8	98.8
		Don't know	2	1.2	1.2	100.0
		Total	164	98.8	100.0	
	Missing	System	2	1.2		
		Total	166	100.0		
No	Valid	Yes	218	82.9	84.5	84.5
		No	40	15.2	15.5	100.0
		Total	258	98.1	100.0	
		Missing	System	5	1.9	
	Total		263	100.0		

103. How likely is it that you will purchase another home (in addition to any other homes you currently own) within the next 2 years?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very likely	8	4.8	4.8	4.8
		Somewhat likely	12	7.2	7.3	12.1
		Somewhat unlikely	27	16.3	16.4	28.5
		Very unlikely	102	61.4	61.8	90.3
		Don't know	16	9.6	9.7	100.0
		Total	165	99.4	100.0	
	Missing	System	1	.6		
		Total	166	100.0		
No	Valid	Very likely	27	10.3	10.3	10.3
		Somewhat likely	39	14.8	14.9	25.3
		Somewhat unlikely	35	13.3	13.4	38.7
		Very unlikely	139	52.9	53.3	92.0
		Don't know	21	8.0	8.0	100.0
		Total	261	99.2	100.0	
	Missing	System	2	.8		
		Total	263	100.0		

104. Have recent financial market conditions made you more or less likely to purchase real estate? (Mark only one)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Much more likely	22	13.3	13.4	13.4
		Somewhat less likely	11	6.6	6.7	20.1
		Somewhat more likely	22	13.3	13.4	33.5
		Much less likely	13	7.8	7.9	41.5
		Neither more nor less likely	63	38.0	38.4	79.9
		Don't know	33	19.9	20.1	100.0
		Total	164	98.8	100.0	
	Missing	System	2	1.2		
Total			166	100.0		
No	Valid	Much more likely	30	11.4	11.5	11.5
		Somewhat less likely	13	4.9	5.0	16.5
		Somewhat more likely	45	17.1	17.2	33.7
		Much less likely	20	7.6	7.7	41.4
		Neither more nor less likely	120	45.6	46.0	87.4
		Don't know	33	12.5	12.6	100.0
		Total	261	99.2	100.0	
	Missing	System	2	.8		
Total			263	100.0		

105. Do you consider housing in your area to be affordable for:

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Nearly all households that want to buy a home	24	14.5	14.5	14.5
		Only a few households that want to buy a home	31	18.7	18.8	33.3
		Most households that want to buy a home	74	44.6	44.8	78.2
		Don't know	36	21.7	21.8	100.0
		Total	165	99.4	100.0	
	Missing	System	1	.6		
Total			166	100.0		
No	Valid	Nearly all households that want to buy a home	35	13.3	13.5	13.5
		Only a few households that want to buy a home	64	24.3	24.6	38.1
		Most households that want to buy a home	119	45.2	45.8	83.8
		Don't know	42	16.0	16.2	100.0
		Total	260	98.9	100.0	
	Missing	System	3	1.1		
Total			263	100.0		

106. Do you think rising house prices in recent years are due to (Mark only one):

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Buyer demand outstripping the supply of housing	26	15.7	15.9	15.9
		Taxes and fees imposed on the construction of new homes	28	16.9	17.1	32.9
		Other factors	33	19.9	20.1	53.0
		Government regulations such as building codes or zoning laws	6	3.6	3.7	56.7
		Too little land available for development	9	5.4	5.5	62.2
		Don't know	62	37.3	37.8	100.0
		Total	164	98.8	100.0	
	Missing System	2	1.2			
Total	166	100.0				
No	Valid	Buyer demand outstripping the supply of housing	67	25.5	25.9	25.9
		Taxes and fees imposed on the construction of new homes	29	11.0	11.2	37.1
		Other factors	67	25.5	25.9	62.9
		Government regulations such as building codes or zoning laws	6	2.3	2.3	65.3
		Too little land available for development	23	8.7	8.9	74.1
		Don't know	67	25.5	25.9	100.0
		Total	259	98.5	100.0	
	Missing System	4	1.5			
Total	263	100.0				

2. Was this property a new or previously owned home?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	New	35	21.1	21.1	21.1
		Previously owned	131	78.9	78.9	100.0
		Total	166	100.0	100.0	
No	Valid	New	86	32.7	32.8	32.8
		Previously owned	176	66.9	67.2	100.0
		Total	262	99.6	100.0	
		Missing System	1	.4		
	Total	263	100.0			

5. What best describes the type of home you recently purchased? (Mark only one)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Cabin/cottage	2	1.2	1.2	1.2
		Duplex/apartment in 2-4 unit structure	2	1.2	1.2	2.4
		Townhouse/row house	9	5.4	5.5	7.9
		Detached single family	150	90.4	90.9	98.8
		Other (Specify)	1	.6	.6	99.4
		Mobile home/manufactured home	1	.6	.6	100.0
	Total	165	99.4	100.0		
	Missing	System	1	.6		
	Total		166	100.0		
No	Valid	Townhouse/row house	9	3.4	3.4	3.4
		Detached single family	251	95.4	95.8	99.2
		Other (Specify)	2	.8	.8	100.0
		Total	262	99.6	100.0	
		Missing	System	1	.4	
	Total		263	100.0		

6. Which best describes the location of the home you recently purchased? (Mark only one)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Small town	10	6.0	6.2	6.2
		Rural area	6	3.6	3.7	9.9
		Urban/Central city	29	17.5	18.0	28.0
		Suburb/Subdivision	115	69.3	71.4	99.4
		Resort/Recreation area	1	.6	.6	100.0
		Total	161	97.0	100.0	
		Missing	System	5	3.0	
	Total		166	100.0		
No	Valid	Small town	19	7.2	7.3	7.3
		Rural area	9	3.4	3.5	10.8
		Urban/Central city	40	15.2	15.4	26.2
		Suburb/Subdivision	191	72.6	73.5	99.6
		Resort/Recreation area	1	.4	.4	100.0
		Total	260	98.9	100.0	
		Missing	System	3	1.1	
	Total		263	100.0		

25. Which best describes the location of your primary residence?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Missing	System	166	100.0		
No	Valid	Small town	1	.4	12.5	12.5
		Rural area	1	.4	12.5	25.0
		Urban/Central city	3	1.1	37.5	62.5
		Suburb/Subdivision	3	1.1	37.5	100.0
		Total	8	3.0	100.0	
	Missing	System	255	97.0		
	Total		263	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Entertainment venues	9	5.4	100.0	100.0
	Missing	System	157	94.6		
	Total		166	100.0		
No	Valid	Entertainment venues	23	8.7	100.0	100.0
	Missing	System	240	91.3		
	Total		263	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Health facilities	5	3.0	100.0	100.0
	Missing	System	161	97.0		
	Total		166	100.0		
No	Valid	Health facilities	17	6.5	100.0	100.0
	Missing	System	246	93.5		
	Total		263	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Public transportation	9	5.4	100.0	100.0
	Missing	System	157	94.6		
	Total		166	100.0		
No	Valid	Public transportation	6	2.3	100.0	100.0
	Missing	System	257	97.7		
	Total		263	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Neighborhood quality	112	67.5	100.0	100.0
	Missing	System	54	32.5		
	Total		166	100.0		
No	Valid	Neighborhood quality	196	74.5	100.0	100.0
	Missing	System	67	25.5		
	Total		263	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Planned community	14	8.4	100.0	100.0
	Missing	System	152	91.6		
	Total		166	100.0		
No	Valid	Planned community	58	22.1	100.0	100.0
	Missing	System	205	77.9		
	Total		263	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Close to job/school	72	43.4	100.0	100.0
	Missing	System	94	56.6		
	Total		166	100.0		
No	Valid	Close to job/school	111	42.2	100.0	100.0
	Missing	System	152	57.8		
	Total		263	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Close to friends/family	62	37.3	100.0	100.0
	Missing	System	104	62.7		
	Total		166	100.0		
No	Valid	Close to friends/family	96	36.5	100.0	100.0
	Missing	System	167	63.5		
	Total		263	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent
Yes	Valid	Parks/recreation facilities	30	18.1
	Missing	System	136	81.9
	Total		166	100.0
No	Valid	Parks/recreation facilities	52	19.8
	Missing	System	211	80.2
	Total		263	100.0

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

1. Was this your first home purchase?			Valid Percent	Cumulative Percent
Yes	Valid	Parks/recreation facilities	100.0	100.0
	Missing	System		
	Total			
No	Valid	Parks/recreation facilities	100.0	100.0
	Missing	System		
	Total			

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Shopping	20	12.0	100.0	100.0
	Missing	System	146	88.0		
	Total		166	100.0		
No	Valid	Shopping	53	20.2	100.0	100.0
	Missing	System	210	79.8		
	Total		263	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	School district	50	30.1	100.0	100.0
	Missing	System	116	69.9		
	Total		166	100.0		
No	Valid	School district	84	31.9	100.0	100.0
	Missing	System	179	68.1		
	Total		263	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Proximity to airport	4	2.4	100.0	100.0
	Missing	System	162	97.6		
	Total		166	100.0		
No	Valid	Proximity to airport	15	5.7	100.0	100.0
	Missing	System	248	94.3		
	Total		263	100.0		

10. Which factors influenced you to choose the location where you recently purchased a home? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Other	22	13.3	100.0	100.0
	Missing	System	144	86.7		
	Total		166	100.0		
No	Valid	Other	34	12.9	100.0	100.0
	Missing	System	229	87.1		
	Total		263	100.0		

Purchase Price of Home (recoded)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Less than 100K	51	30.7	31.7	31.7
		100K-149K	80	48.2	49.7	81.4
		150K-199K	18	10.8	11.2	92.5
		200K-249K	3	1.8	1.9	94.4
		250K-299K	3	1.8	1.9	96.3
		300K-399K	2	1.2	1.2	97.5
		500K or more	4	2.4	2.5	100.0
		Total	161	97.0	100.0	
		Missing	System	5	3.0	
	Total		166	100.0		
No	Valid	Less than 100K	27	10.3	10.9	10.9
		100K-149K	59	22.4	23.9	34.8
		150K-199K	68	25.9	27.5	62.3
		200K-249K	34	12.9	13.8	76.1
		250K-299K	17	6.5	6.9	83.0
		300K-399K	24	9.1	9.7	92.7
		400K-499K	8	3.0	3.2	96.0
		500K or more	10	3.8	4.0	100.0
		Total	247	93.9	100.0	
	Missing	System	16	6.1		
Total		263	100.0			

9. What is the square footage of the home you purchased?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	501-1,000 sq ft	7	4.2	4.4	4.4
		1,001-1,500 sq ft	42	25.3	26.4	30.8
		1,501-2,000 sq ft	61	36.7	38.4	69.2
		2,001-2,500 sq ft	34	20.5	21.4	90.6
		2,501-3,000 sq ft	11	6.6	6.9	97.5
		3,001-3,500 sq ft	1	.6	.6	98.1
		3,501-4,000 sq ft	3	1.8	1.9	100.0
		Total	159	95.8	100.0	
		Missing	System	7	4.2	
	Total		166	100.0		
No	Valid	501-1,000 sq ft	5	1.9	1.9	1.9
		1,001-1,500 sq ft	18	6.8	6.9	8.8
		1,501-2,000 sq ft	53	20.2	20.2	29.0
		2,001-2,500 sq ft	63	24.0	24.0	53.1
		2,501-3,000 sq ft	58	22.1	22.1	75.2
		3,001-3,500 sq ft	29	11.0	11.1	86.3
		3,501-4,000 sq ft	17	6.5	6.5	92.7
		4,001-4,500 sq ft	11	4.2	4.2	96.9
		4,501-5,000 sq ft	5	1.9	1.9	98.9
	5,001 sq ft or more	3	1.1	1.1	100.0	
Total	262	99.6	100.0			
Missing	System	1	.4			
Total		263	100.0			

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Neighborhood quality	30	18.1	100.0	100.0
	Missing	System	136	81.9		
	Total		166	100.0		
No	Valid	Neighborhood quality	21	8.0	100.0	100.0
	Missing	System	242	92.0		
	Total		263	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Size of house	36	21.7	100.0	100.0
	Missing	System	130	78.3		
	Total		166	100.0		
No	Valid	Size of house	39	14.8	100.0	100.0
	Missing	System	224	85.2		
	Total		263	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Planned expenditures	24	14.5	100.0	100.0
	Missing	System	142	85.5		
	Total		166	100.0		
No	Valid	Planned expenditures	29	11.0	100.0	100.0
	Missing	System	234	89.0		
	Total		263	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Distance from work/school	46	27.7	100.0	100.0
	Missing	System	120	72.3		
	Total		166	100.0		
No	Valid	Distance from work/school	52	19.8	100.0	100.0
	Missing	System	211	80.2		
	Total		263	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Lot size	31	18.7	100.0	100.0
	Missing	System	135	81.3		
	Total		166	100.0		
No	Valid	Lot size	45	17.1	100.0	100.0
	Missing	System	218	82.9		
	Total		263	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Condition of house	34	20.5	100.0	100.0
	Missing	System	132	79.5		
	Total		166	100.0		
No	Valid	Condition of house	36	13.7	100.0	100.0
	Missing	System	227	86.3		
	Total		263	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	None	44	26.5	100.0	100.0
	Missing	System	122	73.5		
	Total		166	100.0		
No	Valid	None	103	39.2	100.0	100.0
	Missing	System	160	60.8		
	Total		263	100.0		

11. In choosing the home that you purchased, did you compromise on any of the following? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Other	9	5.4	100.0	100.0
	Missing	System	157	94.6		
	Total		166	100.0		
No	Valid	Other	11	4.2	100.0	100.0
	Missing	System	252	95.8		
	Total		263	100.0		

17. What best describes the home you recently purchased?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Missing	System	166	100.0		
No	Valid	Vacation home	2	.8	20.0	20.0
		Investment property	7	2.7	70.0	90.0
		Other (Specify)	1	.4	10.0	100.0
		Total	10	3.8	100.0	
	Missing	System	253	96.2		
Total		263	100.0			

30. How long did you actively search before you located the home you eventually purchased?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	0	6	3.6	3.7	3.7
		1	15	9.0	9.2	12.9
		2	15	9.0	9.2	22.1
		3	15	9.0	9.2	31.3
		4	19	11.4	11.7	42.9
		5	2	1.2	1.2	44.2

30. How long did you actively search before you located the home you eventually purchased?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	6	11	6.6	6.7	50.9
		7	1	.6	.6	51.5
		8	12	7.2	7.4	58.9
		9	1	.6	.6	59.5
		10	9	5.4	5.5	65.0
		12	13	7.8	8.0	73.0
		13	1	.6	.6	73.6
		15	2	1.2	1.2	74.8
		16	6	3.6	3.7	78.5
		20	5	3.0	3.1	81.6
		24	6	3.6	3.7	85.3
		25	1	.6	.6	85.9
		30	2	1.2	1.2	87.1
		32	2	1.2	1.2	88.3
		36	2	1.2	1.2	89.6
		40	2	1.2	1.2	90.8
		42	1	.6	.6	91.4
		47	1	.6	.6	92.0
		50	1	.6	.6	92.6
		52	3	1.8	1.8	94.5
54	1	.6	.6	95.1		
60	2	1.2	1.2	96.3		
65	1	.6	.6	96.9		
78	1	.6	.6	97.5		
94	1	.6	.6	98.2		
99	3	1.8	1.8	100.0		
	Total		163	98.2	100.0	
	Missing System		3	1.8		
	Total		166	100.0		

30. How long did you actively search before you located the home you eventually purchased?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
No	Valid	0	6	2.3	2.4	2.4
		1	30	11.4	11.8	14.2
		2	17	6.5	6.7	20.9
		3	24	9.1	9.4	30.3
		4	27	10.3	10.6	40.9
		5	7	2.7	2.8	43.7
		6	14	5.3	5.5	49.2
		8	21	8.0	8.3	57.5
		9	1	.4	.4	57.9
		10	15	5.7	5.9	63.8
		11	1	.4	.4	64.2
		12	26	9.9	10.2	74.4
		13	1	.4	.4	74.8
		14	3	1.1	1.2	76.0
		15	2	.8	.8	76.8
		16	11	4.2	4.3	81.1
		18	1	.4	.4	81.5
		20	6	2.3	2.4	83.9
		24	7	2.7	2.8	86.6
		25	2	.8	.8	87.4
		26	2	.8	.8	88.2
		28	2	.8	.8	89.0
		30	3	1.1	1.2	90.2
		32	3	1.1	1.2	91.3
		36	2	.8	.8	92.1
		48	1	.4	.4	92.5
		52	11	4.2	4.3	96.9
60	3	1.1	1.2	98.0		
72	1	.4	.4	98.4		
80	1	.4	.4	98.8		
90	1	.4	.4	99.2		
99	2	.8	.8	100.0		
	Total	254	96.6	100.0		
	Missing System	9	3.4			
	Total	263	100.0			

31. Including the home you purchased, how many homes did you walk through and examine before choosing your home?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	None	10	6.0	6.1	6.1
		1 to 4	37	22.3	22.4	28.5
		5 to 9	29	17.5	17.6	46.1
		10 to 14	37	22.3	22.4	68.5
		15 to 19	18	10.8	10.9	79.4
		20 to 24	15	9.0	9.1	88.5
		25 or more	19	11.4	11.5	100.0
		Total	165	99.4	100.0	
		Missing	System	1	.6	
	Total		166	100.0		
No	Valid	None	10	3.8	3.9	3.9
		1 to 4	38	14.4	14.7	18.6
		5 to 9	57	21.7	22.1	40.7
		10 to 14	53	20.2	20.5	61.2
		15 to 19	38	14.4	14.7	76.0
		20 to 24	18	6.8	7.0	82.9
		25 or more	44	16.7	17.1	100.0
		Total	258	98.1	100.0	
		Missing	System	5	1.9	
	Total		263	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Yard sign)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	57	34.3	35.4	35.4
		Somewhat useful	42	25.3	26.1	61.5
		Not useful	15	9.0	9.3	70.8
		Did not use	47	28.3	29.2	100.0
		Total	161	97.0	100.0	
	Missing	System	5	3.0		
Total		166	100.0			
No	Valid	Very useful	100	38.0	42.0	42.0
		Somewhat useful	74	28.1	31.1	73.1
		Not useful	16	6.1	6.7	79.8
		Did not use	48	18.3	20.2	100.0
		Total	238	90.5	100.0	
	Missing	System	25	9.5		
Total		263	100.0			

37. Please rate the usefulness of the following information sources in your home search. (Real estate agent)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	105	63.3	64.0	64.0
		Somewhat useful	32	19.3	19.5	83.5
		Not useful	4	2.4	2.4	86.0
		Did not use	23	13.9	14.0	100.0
		Total	164	98.8	100.0	
	Missing System	2	1.2			
Total			166	100.0		
No	Valid	Very useful	158	60.1	62.7	62.7
		Somewhat useful	54	20.5	21.4	84.1
		Not useful	9	3.4	3.6	87.7
		Did not use	31	11.8	12.3	100.0
		Total	252	95.8	100.0	
	Missing System	11	4.2			
Total			263	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Home builder)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	29	17.5	18.4	18.4
		Somewhat useful	28	16.9	17.7	36.1
		Not useful	11	6.6	7.0	43.0
		Did not use	90	54.2	57.0	100.0
		Total	158	95.2	100.0	
	Missing System	8	4.8			
Total			166	100.0		
No	Valid	Very useful	52	19.8	21.4	21.4
		Somewhat useful	49	18.6	20.2	41.6
		Not useful	19	7.2	7.8	49.4
		Did not use	123	46.8	50.6	100.0
		Total	243	92.4	100.0	
	Missing System	20	7.6			
Total			263	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Television)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	10	6.0	6.4	6.4
		Somewhat useful	15	9.0	9.6	16.0
		Not useful	21	12.7	13.5	29.5
		Did not use	110	66.3	70.5	100.0
		Total	156	94.0	100.0	
	Missing System	10	6.0			
Total			166	100.0		
No	Valid	Very useful	3	1.1	1.3	1.3
		Somewhat useful	14	5.3	6.0	7.3
		Not useful	32	12.2	13.8	21.1
		Did not use	183	69.6	78.9	100.0
		Total	232	88.2	100.0	
	Missing System	31	11.8			
Total			263	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Newspaper advertisement)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	22	13.3	14.0	14.0
		Somewhat useful	30	18.1	19.1	33.1
		Not useful	20	12.0	12.7	45.9
		Did not use	85	51.2	54.1	100.0
		Total	157	94.6	100.0	
	Missing	System	9	5.4		
Total			166	100.0		
No	Valid	Very useful	23	8.7	9.7	9.7
		Somewhat useful	59	22.4	24.9	34.6
		Not useful	29	11.0	12.2	46.8
		Did not use	126	47.9	53.2	100.0
		Total	237	90.1	100.0	
	Missing	System	26	9.9		
Total			263	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Relocation company)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Somewhat useful	9	5.4	5.8	5.8
		Not useful	17	10.2	10.9	16.7
		Did not use	130	78.3	83.3	100.0
		Total	156	94.0	100.0	
		Missing	System	10	6.0	
	Total			166	100.0	
No	Valid	Very useful	5	1.9	2.2	2.2
		Somewhat useful	17	6.5	7.3	9.5
		Not useful	17	6.5	7.3	16.8
		Did not use	193	73.4	83.2	100.0
		Total	232	88.2	100.0	
	Missing	System	31	11.8		
Total			263	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Home book or magazine)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	13	7.8	8.3	8.3
		Somewhat useful	17	10.2	10.8	19.1
		Not useful	15	9.0	9.6	28.7
		Did not use	112	67.5	71.3	100.0
		Total	157	94.6	100.0	
	Missing	System	9	5.4		
Total			166	100.0		
No	Valid	Very useful	12	4.6	5.2	5.2
		Somewhat useful	40	15.2	17.2	22.4
		Not useful	22	8.4	9.5	31.9
		Did not use	158	60.1	68.1	100.0
		Total	232	88.2	100.0	
	Missing	System	31	11.8		
Total			263	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Internet)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	89	53.6	55.6	55.6
		Somewhat useful	30	18.1	18.8	74.4
		Not useful	4	2.4	2.5	76.9
		Did not use	37	22.3	23.1	100.0
		Total	160	96.4	100.0	
	Missing	System	6	3.6		
Total			166	100.0		
No	Valid	Very useful	123	46.8	51.5	51.5
		Somewhat useful	49	18.6	20.5	72.0
		Not useful	7	2.7	2.9	74.9
		Did not use	60	22.8	25.1	100.0
		Total	239	90.9	100.0	
	Missing	System	24	9.1		
Total			263	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Open house)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	24	14.5	15.1	15.1
		Somewhat useful	32	19.3	20.1	35.2
		Not useful	8	4.8	5.0	40.3
		Did not use	95	57.2	59.7	100.0
		Total	159	95.8	100.0	
	Missing	System	7	4.2		
Total			166	100.0		
No	Valid	Very useful	38	14.4	16.0	16.0
		Somewhat useful	53	20.2	22.4	38.4
		Not useful	17	6.5	7.2	45.6
		Did not use	129	49.0	54.4	100.0
		Total	237	90.1	100.0	
	Missing	System	26	9.9		
Total			263	100.0		

37. Please rate the usefulness of the following information sources in your home search. (Billboard)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	14	8.4	9.0	9.0
		Somewhat useful	15	9.0	9.6	18.6
		Not useful	16	9.6	10.3	28.8
		Did not use	111	66.9	71.2	100.0
		Total	156	94.0	100.0	
	Missing	System	10	6.0		
Total			166	100.0		
No	Valid	Very useful	7	2.7	3.0	3.0
		Somewhat useful	18	6.8	7.7	10.7
		Not useful	24	9.1	10.3	21.0
		Did not use	184	70.0	79.0	100.0
		Total	233	88.6	100.0	
	Missing	System	30	11.4		
Total			263	100.0		

32. How did you first learn that the home you recently purchased was for sale? (Mark only one)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Yard sign	23	13.9	13.9	13.9
		Newspaper advertisement	4	2.4	2.4	16.4
		Other	8	4.8	4.8	21.2
		Home builder	22	13.3	13.3	34.5
		Home book or magazine	2	1.2	1.2	35.8
		Friend/neighbor/relative	15	9.0	9.1	44.8
		Knew the seller	9	5.4	5.5	50.3
		Real estate agent	57	34.3	34.5	84.8
		Internet	25	15.1	15.2	100.0
		Total	165	99.4	100.0	
		Missing	System	1	.6	
Total		166	100.0			
No	Valid	Yard sign	43	16.3	16.6	16.6
		Newspaper advertisement	10	3.8	3.9	20.5
		Other	6	2.3	2.3	22.8
		Home builder	40	15.2	15.4	38.2
		Home book or magazine	2	.8	.8	39.0
		Friend/neighbor/relative	12	4.6	4.6	43.6
		Knew the seller	9	3.4	3.5	47.1
		Real estate agent	89	33.8	34.4	81.5
		Internet	48	18.3	18.5	100.0
		Total	259	98.5	100.0	
		Missing	System	4	1.5	
Total		263	100.0			

38. Did you use the Internet to search for homes?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Yes, frequently	104	62.7	63.4	63.4
		Yes, occasionally	27	16.3	16.5	79.9
		No	33	19.9	20.1	100.0
		Total	164	98.8	100.0	
		Missing	System	2	1.2	
Total		166	100.0			
No	Valid	Yes, frequently	138	52.5	53.3	53.3
		Yes, occasionally	59	22.4	22.8	76.1
		No	62	23.6	23.9	100.0
		Total	259	98.5	100.0	
		Missing	System	4	1.5	
Total		263	100.0			

14. How did you purchase this home? (Mark only one)

1. Was this your first home purchase?			Frequency	Percent
Yes	Valid	Through a real estate agent/broker	121	72.9
		Foreclosure or trustee sale	1	.6
		Directly from previous owner whom I knew	7	4.2
		Directly from previous owner whom I didn't know	5	3.0
		Directly from builder or builder's agent	28	16.9
		Other (Specify)	2	1.2
		Total	164	98.8
	Missing	System	2	1.2
Total		166	100.0	
No	Valid	Through a real estate agent/broker	196	74.5
		Directly from previous owner whom I knew	4	1.5
		Directly from previous owner whom I didn't know	12	4.6
		Directly from builder or builder's agent	46	17.5
		Other (Specify)	4	1.5
		Total	262	99.6
	Missing	System	1	.4
Total		263	100.0	

14. How did you purchase this home? (Mark only one)

1. Was this your first home purchase?			Valid Percent	Cumulative Percent
Yes	Valid	Through a real estate agent/broker	73.8	73.8
		Foreclosure or trustee sale	.6	74.4
		Directly from previous owner whom I knew	4.3	78.7
		Directly from previous owner whom I didn't know	3.0	81.7
		Directly from builder or builder's agent	17.1	98.8
		Other (Specify)	1.2	100.0
	Missing System	100.0		
Total				
No	Valid	Through a real estate agent/broker	74.8	74.8
		Directly from previous owner whom I knew	1.5	76.3
		Directly from previous owner whom I didn't know	4.6	80.9
		Directly from builder or builder's agent	17.6	98.5
		Other (Specify)	1.5	100.0
		Missing System	100.0	
	Total			

39. When you searched for a home online, what were you looking for? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Properties for sale	118	71.1	100.0	100.0
	Missing System		48	28.9		
	Total		166	100.0		
No	Valid	Properties for sale	190	72.2	100.0	100.0
	Missing System		73	27.8		
	Total		263	100.0		

39. When you searched for a home online, what were you looking for? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	General info about an area	33	19.9	100.0	100.0
	Missing System		133	80.1		
	Total		166	100.0		
No	Valid	General info about an area	55	20.9	100.0	100.0
	Missing System		208	79.1		
	Total		263	100.0		

39. When you searched for a home online, what were you looking for? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	A real estate company	4	2.4	100.0	100.0
	Missing	System	162	97.6		
	Total		166	100.0		
No	Valid	A real estate company	6	2.3	100.0	100.0
	Missing	System	257	97.7		
	Total		263	100.0		

39. When you searched for a home online, what were you looking for? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	A real estate agent	1	.6	100.0	100.0
	Missing	System	165	99.4		
	Total		166	100.0		
No	Valid	A real estate agent	6	2.3	100.0	100.0
	Missing	System	257	97.7		
	Total		263	100.0		

40. How useful were each of the following when searching for homes online? (Detailed property information)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	114	68.7	87.0	87.0
		Somewhat useful	12	7.2	9.2	96.2
		Not useful	3	1.8	2.3	98.5
		Did not use	2	1.2	1.5	100.0
		Total	131	78.9	100.0	
	Missing	System	35	21.1		
Total		166	100.0			
No	Valid	Very useful	176	66.9	87.6	87.6
		Somewhat useful	21	8.0	10.4	98.0
		Not useful	2	.8	1.0	99.0
		Did not use	2	.8	1.0	100.0
		Total	201	76.4	100.0	
	Missing	System	62	23.6		
Total		263	100.0			

40. How useful were each of the following when searching for homes online? (Interactive maps)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	78	47.0	60.0	60.0
		Somewhat useful	39	23.5	30.0	90.0
		Not useful	7	4.2	5.4	95.4
		Did not use	6	3.6	4.6	100.0
		Total	130	78.3	100.0	
	Missing	System	36	21.7		
Total			166	100.0		
No	Valid	Very useful	96	36.5	49.2	49.2
		Somewhat useful	61	23.2	31.3	80.5
		Not useful	16	6.1	8.2	88.7
		Did not use	22	8.4	11.3	100.0
		Total	195	74.1	100.0	
	Missing	System	68	25.9		
Total			263	100.0		

40. How useful were each of the following when searching for homes online? (Photos)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	120	72.3	90.9	90.9
		Somewhat useful	10	6.0	7.6	98.5
		Not useful	2	1.2	1.5	100.0
		Total	132	79.5	100.0	
		Missing	System	34	20.5	
	Total			166	100.0	
No	Valid	Very useful	171	65.0	84.7	84.7
		Somewhat useful	26	9.9	12.9	97.5
		Not useful	1	.4	.5	98.0
		Did not use	4	1.5	2.0	100.0
		Total	202	76.8	100.0	
	Missing	System	61	23.2		
Total			263	100.0		

40. How useful were each of the following when searching for homes online? (Virtual tours)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	85	51.2	64.9	64.9
		Somewhat useful	22	13.3	16.8	81.7
		Not useful	10	6.0	7.6	89.3
		Did not use	14	8.4	10.7	100.0
		Total	131	78.9	100.0	
	Missing	System	35	21.1		
Total			166	100.0		
No	Valid	Very useful	110	41.8	55.3	55.3
		Somewhat useful	59	22.4	29.6	84.9
		Not useful	10	3.8	5.0	89.9
		Did not use	20	7.6	10.1	100.0
		Total	199	75.7	100.0	
	Missing	System	64	24.3		
Total			263	100.0		

40. How useful were each of the following when searching for homes online? (Neighborhood/community information)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	64	38.6	48.9	48.9
		Somewhat useful	49	29.5	37.4	86.3
		Not useful	7	4.2	5.3	91.6
		Did not use	11	6.6	8.4	100.0
		Total	131	78.9	100.0	
	Missing System	35	21.1			
Total			166	100.0		
No	Valid	Very useful	77	29.3	39.1	39.1
		Somewhat useful	88	33.5	44.7	83.8
		Not useful	12	4.6	6.1	89.8
		Did not use	20	7.6	10.2	100.0
		Total	197	74.9	100.0	
	Missing System	66	25.1			
Total			263	100.0		

40. How useful were each of the following when searching for homes online? (Real estate agent contact information)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very useful	41	24.7	31.1	31.1
		Somewhat useful	35	21.1	26.5	57.6
		Not useful	12	7.2	9.1	66.7
		Did not use	44	26.5	33.3	100.0
		Total	132	79.5	100.0	
	Missing System	34	20.5			
Total			166	100.0		
No	Valid	Very useful	35	13.3	17.9	17.9
		Somewhat useful	74	28.1	37.8	55.6
		Not useful	32	12.2	16.3	71.9
		Did not use	55	20.9	28.1	100.0
		Total	196	74.5	100.0	
	Missing System	67	25.5			
Total			263	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Found the agent used to search/buy a home	18	10.8	100.0	100.0
	Missing System		148	89.2		
	Total		166	100.0		
No	Valid	Found the agent used to search/buy a home	25	9.5	100.0	100.0
	Missing System		238	90.5		
	Total		263	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Walked through a home viewed online	71	42.8	100.0	100.0
	Missing	System	95	57.2		
	Total		166	100.0		
No	Valid	Walked through a home viewed online	112	42.6	100.0	100.0
	Missing	System	151	57.4		
	Total		263	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Drove by/viewed a home	100	60.2	100.0	100.0
	Missing	System	66	39.8		
	Total		166	100.0		
No	Valid	Drove by/viewed a home	145	55.1	100.0	100.0
	Missing	System	118	44.9		
	Total		263	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Contacted builder/developer	15	9.0	100.0	100.0
	Missing	System	151	91.0		
	Total		166	100.0		
No	Valid	Contacted builder/developer	36	13.7	100.0	100.0
	Missing	System	227	86.3		
	Total		263	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Pre-qualified for a mortgage online	13	7.8	100.0	100.0
	Missing	System	153	92.2		
	Total		166	100.0		
No	Valid	Pre-qualified for a mortgage online	21	8.0	100.0	100.0
	Missing	System	242	92.0		
	Total		263	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Applied for a mortgage online	11	6.6	100.0	100.0
	Missing	System	155	93.4		
	Total		166	100.0		
No	Valid	Applied for a mortgage online	21	8.0	100.0	100.0
	Missing	System	242	92.0		
	Total		263	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Found a mortgage lender online	5	3.0	100.0	100.0
	Missing	System	161	97.0		
	Total		166	100.0		
No	Valid	Found a mortgage lender online	10	3.8	100.0	100.0
	Missing	System	253	96.2		
	Total		263	100.0		

41. What actions did you take as a result of accessing real estate information on the Internet? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Requested more information	32	19.3	100.0	100.0
	Missing	System	134	80.7		
	Total		166	100.0		
No	Valid	Requested more information	41	15.6	100.0	100.0
	Missing	System	222	84.4		
	Total		263	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	REALTOR.com	58	34.9	100.0	100.0
	Missing	System	108	65.1		
	Total		166	100.0		
No	Valid	REALTOR.com	96	36.5	100.0	100.0
	Missing	System	167	63.5		
	Total		263	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Real estate agent Web site	26	15.7	100.0	100.0
	Missing	System	140	84.3		
	Total		166	100.0		
No	Valid	Real estate agent Web site	47	17.9	100.0	100.0
	Missing	System	216	82.1		
	Total		263	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Other (Specify)	30	18.1	100.0	100.0
	Missing	System	136	81.9		
	Total		166	100.0		
No	Valid	Other (Specify)	49	18.6	100.0	100.0
	Missing	System	214	81.4		
	Total		263	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Local newspaper Web site	22	13.3	100.0	100.0
	Missing	System	144	86.7		
	Total		166	100.0		
No	Valid	Local newspaper Web site	27	10.3	100.0	100.0
	Missing	System	236	89.7		
	Total		263	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Real estate magazine Web site	8	4.8	100.0	100.0
	Missing	System	158	95.2		
	Total		166	100.0		
No	Valid	Real estate magazine Web site	11	4.2	100.0	100.0
	Missing	System	252	95.8		
	Total		263	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Multiple Listing Service (MLS) Web site	48	28.9	100.0	100.0
	Missing	System	118	71.1		
	Total		166	100.0		
No	Valid	Multiple Listing Service (MLS) Web site	83	31.6	100.0	100.0
	Missing	System	180	68.4		
	Total		263	100.0		

42. Did you use any of the following real estate Web sites in your home search? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Real estate company Web site	33	19.9	100.0	100.0
	Missing	System	133	80.1		
	Total		166	100.0		
No	Valid	Real estate company Web site	71	27.0	100.0	100.0
	Missing	System	192	73.0		
	Total		263	100.0		

42. Did you use any of the following real estate Web sites in your home search? (CODED Other)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent	
Yes	Valid	Google search engines	1	.6	3.4	3.4	
		Builder's websites	2	1.2	6.9	10.3	
		HAR.com	15	9.0	51.7	62.1	
		erealty.com	1	.6	3.4	65.5	
		HUD	1	.6	3.4	69.0	
		None/Nothing	4	2.4	13.8	82.8	
		Other	4	2.4	13.8	96.6	
		Don't Know	1	.6	3.4	100.0	
		Total	29	17.5	100.0		
		Missing	System	137	82.5		
	Total		166	100.0			
No	Valid	Yahoo search engines	1	.4	2.1	2.1	
		Builder's websites	4	1.5	8.5	10.6	
		HAR.com	25	9.5	53.2	63.8	
		Friend/relative	1	.4	2.1	66.0	
		Foreclosure listings on web, papers, etc.	1	.4	2.1	68.1	
		Other	14	5.3	29.8	97.9	
		Don't Know	1	.4	2.1	100.0	
		Total	47	17.9	100.0		
		Missing	System	216	82.1		
		Total		263	100.0		

14. How did you purchase this home? (CODED Other)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Habitat for Humanity	1	.6	50.0	50.0
		Through my lender	1	.6	50.0	100.0
		Total	2	1.2	100.0	
	Missing	System	164	98.8		
		Total	166	100.0		
No	Valid	Myself	1	.4	50.0	50.0
		Other	1	.4	50.0	100.0
		Total	2	.8	100.0	
	Missing	System	261	99.2		
		Total	263	100.0		

54. Before you contacted an agent, how long did you actively search for a home on your own? (Weeks)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent	
Yes	Valid	0	21	12.7	20.8	20.8	
		1	13	7.8	12.9	33.7	
		2	11	6.6	10.9	44.6	
		3	9	5.4	8.9	53.5	
		4	12	7.2	11.9	65.3	
		5	5	3.0	5.0	70.3	
		6	5	3.0	5.0	75.2	
		8	5	3.0	5.0	80.2	
		9	2	1.2	2.0	82.2	
		10	2	1.2	2.0	84.2	
		12	5	3.0	5.0	89.1	
		19	1	.6	1.0	90.1	
		25	1	.6	1.0	91.1	
		34	1	.6	1.0	92.1	
		40	1	.6	1.0	93.1	
		52	5	3.0	5.0	98.0	
		94	1	.6	1.0	99.0	
		99	1	.6	1.0	100.0	
			Total	101	60.8	100.0	
			Missing System	65	39.2		
	Total	166	100.0				
No	Valid	0	38	14.4	26.6	26.6	
		1	18	6.8	12.6	39.2	
		2	18	6.8	12.6	51.7	
		3	8	3.0	5.6	57.3	
		4	16	6.1	11.2	68.5	
		5	2	.8	1.4	69.9	
		6	4	1.5	2.8	72.7	
		8	5	1.9	3.5	76.2	
		9	1	.4	.7	76.9	
		10	5	1.9	3.5	80.4	
		11	1	.4	.7	81.1	
		12	8	3.0	5.6	86.7	
		13	1	.4	.7	87.4	
		14	2	.8	1.4	88.8	
		20	1	.4	.7	89.5	
		22	1	.4	.7	90.2	
		23	1	.4	.7	90.9	
		24	1	.4	.7	91.6	
		26	1	.4	.7	92.3	
		36	1	.4	.7	93.0	
		40	1	.4	.7	93.7	
		50	1	.4	.7	94.4	
		52	4	1.5	2.8	97.2	
		60	2	.8	1.4	98.6	
		99	2	.8	1.4	100.0	
			Total	143	54.4	100.0	
			Missing System	120	45.6		
	Total	263	100.0				

52. How many real estate agents did you contact before you selected one to help you buy your home?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	One	70	42.2	64.2	64.2
		Two	23	13.9	21.1	85.3
		Three	7	4.2	6.4	91.7
		Four	3	1.8	2.8	94.5
		Five or more	6	3.6	5.5	100.0
		Total	109	65.7	100.0	
	Missing	System	57	34.3		
	Total	166	100.0			
No	Valid	One	128	48.7	74.9	74.9
		Two	27	10.3	15.8	90.6
		Three	11	4.2	6.4	97.1
		Four	3	1.1	1.8	98.8
		Five or more	2	.8	1.2	100.0
		Total	171	65.0	100.0	
	Missing	System	92	35.0		
	Total	263	100.0			

53. How many different real estate agents did you use in your home search and purchase?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	One	90	54.2	81.8	81.8
		Two	13	7.8	11.8	93.6
		Three	3	1.8	2.7	96.4
		Four	1	.6	.9	97.3
		Five or more	3	1.8	2.7	100.0
		Total	110	66.3	100.0	
	Missing	System	56	33.7		
	Total	166	100.0			
No	Valid	One	150	57.0	87.7	87.7
		Two	18	6.8	10.5	98.2
		Three	2	.8	1.2	99.4
		Five or more	1	.4	.6	100.0
		Total	171	65.0	100.0	
		Missing	System	92	35.0	
		Total	263	100.0		

57. How did you find the real estate agent you used to buy your home? (Mark only one)

1. Was this your first home purchase?			Frequency	Percent	
Yes	Valid	Used agent previously to buy or sell a house	6	3.6	
		Referred by (or is) a friend, neighbor or relative	84	50.6	
		Referred by another real estate broker	3	1.8	
		Referred through your employer/relocation company	2	1.2	
		Personal contact by agent (telephone, etc.)	6	3.6	
		Visited open house and met agent	4	2.4	
		Newspaper/Yellow Pages/home book ad	2	1.2	
		Advertising specialty (calendar, magnet, etc.)	3	1.8	
		Internet site	7	4.2	
		Saw contact information on For Sale sign	8	4.8	
		Walked into/called office and agent was on duty	6	3.6	
		Total	131	78.9	
		Missing	System	35	21.1
		Total		166	100.0
		No	Valid	Used agent previously to buy or sell a house	51
Referred by (or is) a friend, neighbor or relative	82			31.2	
Referred by another real estate broker	6			2.3	
Referred through your employer/relocation company	19			7.2	
Personal contact by agent (telephone, etc.)	6			2.3	
Visited open house and met agent	8			3.0	
Newspaper/Yellow Pages/home book ad	5			1.9	
Advertising specialty (calendar, magnet, etc.)	2			.8	
Internet site	8			3.0	
Saw contact information on For Sale sign	12			4.6	
Walked into/called office and agent was on duty	9			3.4	
Total	208			79.1	
Missing	System			55	20.9
Total				263	100.0

57. How did you find the real estate agent you used to buy your home? (Mark only one)

1. Was this your first home purchase?			Valid Percent	Cumulative Percent	
Yes	Valid	Used agent previously to buy or sell a house	4.6	4.6	
		Referred by (or is) a friend, neighbor or relative	64.1	68.7	
		Referred by another real estate broker	2.3	71.0	
		Referred through your employer/relocation company	1.5	72.5	
		Personal contact by agent (telephone, etc.)	4.6	77.1	
		Visited open house and met agent	3.1	80.2	
		Newspaper/Yellow Pages/home book ad	1.5	81.7	
		Advertising specialty (calendar, magnet, etc.)	2.3	84.0	
		Internet site	5.3	89.3	
		Saw contact information on For Sale sign	6.1	95.4	
		Walked into/called office and agent was on duty	4.6	100.0	
		Total	100.0		
		Missing Total	System		
		No	Valid	Used agent previously to buy or sell a house	24.5
Referred by (or is) a friend, neighbor or relative	39.4			63.9	
Referred by another real estate broker	2.9			66.8	
Referred through your employer/relocation company	9.1			76.0	
Personal contact by agent (telephone, etc.)	2.9			78.8	
Visited open house and met agent	3.8			82.7	
Newspaper/Yellow Pages/home book ad	2.4			85.1	
Advertising specialty (calendar, magnet, etc.)	1.0			86.1	
Internet site	3.8			89.9	
Saw contact information on For Sale sign	5.8			95.7	
Walked into/called office and agent was on duty	4.3			100.0	
Total	100.0				
Missing Total	System				

59. Before you bought your current home, what did you most want your agent to do for you? (Mark only one)

1. Was this your first home purchase?			Frequency	Percent
Yes	Valid	Tell me how much home I could afford	21	12.7
		Tell me what comparable homes were selling for	11	6.6
		Help find and arrange financing	4	2.4
		Help find renters for my property	2	1.2
		Help me find the right property to purchase	62	37.3
		Help with the price negotiations	17	10.2
		Help with paperwork	10	6.0
		Other (Specify)	5	3.0
		Total	132	79.5
		Missing System	34	20.5
	Total	166	100.0	
No	Valid	Tell me how much home I could afford	11	4.2
		Tell me what comparable homes were selling for	27	10.3
		Help find and arrange financing	6	2.3
		Help find renters for my property	4	1.5
		Help me find the right property to purchase	111	42.2
		Help with the price negotiations	19	7.2
		Help with paperwork	18	6.8
		Other (Specify)	12	4.6
		Total	208	79.1
		Missing System	55	20.9
	Total	263	100.0	

59. Before you bought your current home, what did you most want your agent to do for you? (Mark only one)

1. Was this your first home purchase?			Valid Percent	Cumulative Percent
Yes	Valid	Tell me how much home I could afford	15.9	15.9
		Tell me what comparable homes were selling for	8.3	24.2
		Help find and arrange financing	3.0	27.3
		Help find renters for my property	1.5	28.8
		Help me find the right property to purchase	47.0	75.8
		Help with the price negotiations	12.9	88.6
		Help with paperwork	7.6	96.2
		Other (Specify)	3.8	100.0
		Total	100.0	
	Missing Total	System		
No	Valid	Tell me how much home I could afford	5.3	5.3
		Tell me what comparable homes were selling for	13.0	18.3
		Help find and arrange financing	2.9	21.2
		Help find renters for my property	1.9	23.1
		Help me find the right property to purchase	53.4	76.4
		Help with the price negotiations	9.1	85.6
		Help with paperwork	8.7	94.2
		Other (Specify)	5.8	100.0
		Total	100.0	
	Missing Total	System		

58. Which one of the following factors was most important to you in choosing a real estate agent? (Mark only one)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Reputation of real estate agent	54	32.5	41.9	41.9
		Agent's association with a particular firm	9	5.4	7.0	48.8
		Other (Specify)	30	18.1	23.3	72.1
		Professional designation(s) held by agent	8	4.8	6.2	78.3
		Agent's knowledge of the neighborhood	28	16.9	21.7	100.0
		Total	129	77.7	100.0	
	Missing	System	37	22.3		
Total		166	100.0			
No	Valid	Reputation of real estate agent	92	35.0	44.4	44.4
		Agent's association with a particular firm	11	4.2	5.3	49.8
		Other (Specify)	40	15.2	19.3	69.1
		Professional designation(s) held by agent	8	3.0	3.9	72.9
		Agent's knowledge of the neighborhood	56	21.3	27.1	100.0
		Total	207	78.7	100.0	
	Missing	System	56	21.3		
Total		263	100.0			

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Knowledge of purchase process)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Important	126	75.9	96.2	96.2
		Somewhat Important	5	3.0	3.8	100.0
		Total	131	78.9	100.0	
	Missing	System	35	21.1		
Total		166	100.0			
No	Valid	Very Important	188	71.5	90.8	90.8
		Somewhat Important	18	6.8	8.7	99.5
		Not Important	1	.4	.5	100.0
		Total	207	78.7	100.0	
	Missing	System	56	21.3		
Total		263	100.0			

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Knowledge of real estate market)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Important	117	70.5	89.3	89.3
		Somewhat Important	14	8.4	10.7	100.0
		Total	131	78.9	100.0	
	Missing	System	35	21.1		
		Total	166	100.0		
No	Valid	Very Important	190	72.2	92.2	92.2
		Somewhat Important	15	5.7	7.3	99.5
		Not Important	1	.4	.5	100.0
		Total	206	78.3	100.0	
	Missing	System	57	21.7		
		Total	263	100.0		

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Knowledge of local area)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Important	96	57.8	75.0	75.0
		Somewhat Important	28	16.9	21.9	96.9
		Not Important	4	2.4	3.1	100.0
		Total	128	77.1	100.0	
	Missing	System	38	22.9		
Total		166	100.0			
No	Valid	Very Important	153	58.2	74.3	74.3
		Somewhat Important	50	19.0	24.3	98.5
		Not Important	3	1.1	1.5	100.0
		Total	206	78.3	100.0	
	Missing	System	57	21.7		
		Total	263	100.0		

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Communication skills)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Important	103	62.0	79.2	79.2
		Somewhat Important	23	13.9	17.7	96.9
		Not Important	4	2.4	3.1	100.0
		Total	130	78.3	100.0	
	Missing	System	36	21.7		
Total		166	100.0			
No	Valid	Very Important	153	58.2	74.6	74.6
		Somewhat Important	49	18.6	23.9	98.5
		Not Important	3	1.1	1.5	100.0
		Total	205	77.9	100.0	
	Missing	System	58	22.1		
		Total	263	100.0		

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Responsiveness)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Important	116	69.9	89.2	89.2
		Somewhat Important	12	7.2	9.2	98.5
		Not Important	2	1.2	1.5	100.0
		Total	130	78.3	100.0	
	Missing	System	36	21.7		
	Total	166	100.0			
No	Valid	Very Important	185	70.3	90.7	90.7
		Somewhat Important	17	6.5	8.3	99.0
		Not Important	2	.8	1.0	100.0
		Total	204	77.6	100.0	
	Missing	System	59	22.4		
	Total	263	100.0			

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - People skills)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Important	107	64.5	82.3	82.3
		Somewhat Important	21	12.7	16.2	98.5
		Not Important	2	1.2	1.5	100.0
		Total	130	78.3	100.0	
	Missing	System	36	21.7		
	Total	166	100.0			
No	Valid	Very Important	153	58.2	74.3	74.3
		Somewhat Important	51	19.4	24.8	99.0
		Not Important	2	.8	1.0	100.0
		Total	206	78.3	100.0	
	Missing	System	57	21.7		
	Total	263	100.0			

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Skills with technology)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Important	55	33.1	42.3	42.3
		Somewhat Important	62	37.3	47.7	90.0
		Not Important	13	7.8	10.0	100.0
		Total	130	78.3	100.0	
	Missing	System	36	21.7		
	Total	166	100.0			
No	Valid	Very Important	82	31.2	40.0	40.0
		Somewhat Important	97	36.9	47.3	87.3
		Not Important	26	9.9	12.7	100.0
		Total	205	77.9	100.0	
	Missing	System	58	22.1		
	Total	263	100.0			

61a. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (IMPORTANCE - Negotiation skills)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Important	117	70.5	89.3	89.3
		Somewhat Important	13	7.8	9.9	99.2
		Not Important	1	.6	.8	100.0
		Total	131	78.9	100.0	
	Missing	System	35	21.1		
	Total	166	100.0			
No	Valid	Very Important	168	63.9	82.0	82.0
		Somewhat Important	30	11.4	14.6	96.6
		Not Important	7	2.7	3.4	100.0
		Total	205	77.9	100.0	
	Missing	System	58	22.1		
	Total	263	100.0			

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Knowledge of purchase process)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Satisfied	108	65.1	88.5	88.5
		Somewhat Satisfied	12	7.2	9.8	98.4
		Not Satisfied	2	1.2	1.6	100.0
		Total	122	73.5	100.0	
	Missing	System	44	26.5		
	Total	166	100.0			
No	Valid	Very Satisfied	168	63.9	88.0	88.0
		Somewhat Satisfied	23	8.7	12.0	100.0
		Total	191	72.6	100.0	
		Missing	System	72	27.4	
		Total	263	100.0		

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Knowledge of real estate market)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Satisfied	98	59.0	81.7	81.7
		Somewhat Satisfied	18	10.8	15.0	96.7
		Not Satisfied	4	2.4	3.3	100.0
		Total	120	72.3	100.0	
	Missing	System	46	27.7		
	Total	166	100.0			
No	Valid	Very Satisfied	163	62.0	85.8	85.8
		Somewhat Satisfied	25	9.5	13.2	98.9
		Not Satisfied	2	.8	1.1	100.0
		Total	190	72.2	100.0	
	Missing	System	73	27.8		
	Total	263	100.0			

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Knowledge of local area)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Satisfied	86	51.8	73.5	73.5
		Somewhat Satisfied	27	16.3	23.1	96.6
		Not Satisfied	4	2.4	3.4	100.0
		Total	117	70.5	100.0	
	Missing	System	49	29.5		
	Total	166	100.0			
No	Valid	Very Satisfied	157	59.7	83.1	83.1
		Somewhat Satisfied	31	11.8	16.4	99.5
		Not Satisfied	1	.4	.5	100.0
		Total	189	71.9	100.0	
	Missing	System	74	28.1		
	Total	263	100.0			

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Communication skills)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Satisfied	94	56.6	79.0	79.0
		Somewhat Satisfied	21	12.7	17.6	96.6
		Not Satisfied	4	2.4	3.4	100.0
		Total	119	71.7	100.0	
	Missing	System	47	28.3		
	Total	166	100.0			
No	Valid	Very Satisfied	147	55.9	77.8	77.8
		Somewhat Satisfied	35	13.3	18.5	96.3
		Not Satisfied	7	2.7	3.7	100.0
		Total	189	71.9	100.0	
	Missing	System	74	28.1		
	Total	263	100.0			

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Responsiveness)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Satisfied	96	57.8	80.7	80.7
		Somewhat Satisfied	18	10.8	15.1	95.8
		Not Satisfied	5	3.0	4.2	100.0
		Total	119	71.7	100.0	
	Missing	System	47	28.3		
	Total	166	100.0			
No	Valid	Very Satisfied	150	57.0	79.4	79.4
		Somewhat Satisfied	35	13.3	18.5	97.9
		Not Satisfied	4	1.5	2.1	100.0
		Total	189	71.9	100.0	
	Missing	System	74	28.1		
	Total	263	100.0			

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - People skills)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Satisfied	90	54.2	76.9	76.9
		Somewhat Satisfied	22	13.3	18.8	95.7
		Not Satisfied	5	3.0	4.3	100.0
		Total	117	70.5	100.0	
	Missing	System	49	29.5		
	Total		166	100.0		
No	Valid	Very Satisfied	152	57.8	80.4	80.4
		Somewhat Satisfied	31	11.8	16.4	96.8
		Not Satisfied	6	2.3	3.2	100.0
		Total	189	71.9	100.0	
	Missing	System	74	28.1		
	Total		263	100.0		

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Skills with technology)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Satisfied	79	47.6	68.1	68.1
		Somewhat Satisfied	33	19.9	28.4	96.6
		Not Satisfied	4	2.4	3.4	100.0
		Total	116	69.9	100.0	
	Missing	System	50	30.1		
	Total		166	100.0		
No	Valid	Very Satisfied	136	51.7	72.0	72.0
		Somewhat Satisfied	47	17.9	24.9	96.8
		Not Satisfied	6	2.3	3.2	100.0
		Total	189	71.9	100.0	
	Missing	System	74	28.1		
	Total		263	100.0		

61b. Rate the importance of the following qualities in a real estate agent and your satisfaction with your agent's performance. (SATISFACTION - Negotiation skills)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Very Satisfied	87	52.4	72.5	72.5
		Somewhat Satisfied	25	15.1	20.8	93.3
		Not Satisfied	8	4.8	6.7	100.0
		Total	120	72.3	100.0	
	Missing	System	46	27.7		
	Total		166	100.0		
No	Valid	Very Satisfied	129	49.0	68.3	68.3
		Somewhat Satisfied	51	19.4	27.0	95.2
		Not Satisfied	9	3.4	4.8	100.0
		Total	189	71.9	100.0	
	Missing	System	74	28.1		
	Total		263	100.0		

55. Did you have a “buyer representation” arrangement with an agent, so the agent represented only you and not the seller?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Yes, oral arrangement	31	18.7	29.0	29.0
		Yes, written arrangement	40	24.1	37.4	66.4
		No	16	9.6	15.0	81.3
		Don't know/Not sure	20	12.0	18.7	100.0
		Total	107	64.5	100.0	
	Missing	System	59	35.5		
	Total	166	100.0			
No	Valid	Yes, oral arrangement	36	13.7	21.1	21.1
		Yes, written arrangement	77	29.3	45.0	66.1
		No	39	14.8	22.8	88.9
		Don't know/Not sure	19	7.2	11.1	100.0
		Total	171	65.0	100.0	
	Missing	System	92	35.0		
	Total	263	100.0			

63. How was the real estate agent who represented you compensated?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Flat fee	8	4.8	6.1	6.1
		Percent of sales price	99	59.6	75.0	81.1
		Other	1	.6	.8	81.8
		Don't know	24	14.5	18.2	100.0
		Total	132	79.5	100.0	
	Missing	System	34	20.5		
	Total	166	100.0			
No	Valid	Flat fee	13	4.9	6.3	6.3
		Percent of sales price	173	65.8	83.6	89.9
		Other	3	1.1	1.4	91.3
		Don't know	18	6.8	8.7	100.0
		Total	207	78.7	100.0	
	Missing	System	56	21.3		
	Total	263	100.0			

56. Was the agent used to buy your home associated with any of the following real estate firms?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Century 21	10	6.0	100.0	100.0
	Missing	System	156	94.0		
	Total		166	100.0		
No	Valid	Century 21	7	2.7	100.0	100.0
	Missing	System	256	97.3		
	Total		263	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Coldwell Banker	7	4.2	100.0	100.0
	Missing	System	159	95.8		
	Total		166	100.0		
No	Valid	Coldwell Banker	14	5.3	100.0	100.0
	Missing	System	249	94.7		
	Total		263	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	ERA	1	.6	100.0	100.0
	Missing	System	165	99.4		
	Total		166	100.0		
No	Valid	ERA	1	.4	100.0	100.0
	Missing	System	262	99.6		
	Total		263	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	GMAC Real Estate	1	.6	100.0	100.0
	Missing	System	165	99.4		
	Total		166	100.0		
No	Valid	GMAC Real Estate	1	.4	100.0	100.0
	Missing	System	262	99.6		
	Total		263	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Other (Specify)	68	41.0	100.0	100.0
	Missing	System	98	59.0		
	Total		166	100.0		
No	Valid	Other (Specify)	99	37.6	100.0	100.0
	Missing	System	164	62.4		
	Total		263	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Prudential Fox & Roach	1	.6	100.0	100.0
	Missing	System	165	99.4		
	Total		166	100.0		
No	Valid	Prudential Fox & Roach	2	.8	100.0	100.0
	Missing	System	261	99.2		
	Total		263	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Prudential	6	3.6	100.0	100.0
	Missing	System	160	96.4		
	Total		166	100.0		
No	Valid	Prudential	15	5.7	100.0	100.0
	Missing	System	248	94.3		
	Total		263	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Re/Max	10	6.0	100.0	100.0
	Missing	System	156	94.0		
	Total		166	100.0		
No	Valid	Re/Max	20	7.6	100.0	100.0
	Missing	System	243	92.4		
	Total		263	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Missing	System	166	100.0	100.0	100.0
	Valid	Long & Foster	1	.4		
	Missing	System	262	99.6		
No	Valid	Long & Foster	1	.4	100.0	100.0
	Missing	System	262	99.6		
	Total		263	100.0		

56. Was the agent used to buy your home associated with any of the following real estate firms?

1. Was this your first			Frequency	Percent
Yes	Missing	System	166	100.0
No	Missing	System	263	100.0

56. Was the agent used to buy your home associated with any of the following real estate firms?

1. Was this your first			Frequency	Percent
Yes	Missing	System	166	100.0
No	Missing	System	263	100.0

56. Was the agent used to buy your home associated with any of the following real estate firms?

1. Was this your first			Frequency	Percent
Yes	Missing	System	166	100.0
No	Missing	System	263	100.0

56. Was the agent used to buy your home associated with any of the following real estate firms?

1. Was this your first			Frequency	Percent
Yes	Missing	System	166	100.0
No	Missing	System	263	100.0

56. Was the agent used to buy your home associated with any of the following real estate firms? (CODED Other)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Keller-Williams	10	6.0	16.4	16.4
		Erealty.com	1	.6	1.6	18.0
		Other	47	28.3	77.0	95.1
		Don't Know	3	1.8	4.9	100.0
		Total	61	36.7	100.0	
	Missing	System	105	63.3		
Total			166	100.0		
No	Valid	Keller-Williams	17	6.5	17.5	17.5
		Better Homes Realty	1	.4	1.0	18.6
		Builder	2	.8	2.1	20.6
		Realty Executives	1	.4	1.0	21.6
		Other	73	27.8	75.3	96.9
		Don't Know	3	1.1	3.1	100.0
		Total	97	36.9	100.0	
	Missing	System	166	63.1		
Total			263	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Provided better list of mortgage lenders	19	11.4	100.0	100.0
	Missing	System	147	88.6		
	Total			166	100.0	
No	Valid	Provided better list of mortgage lenders	35	13.3	100.0	100.0
	Missing	System	228	86.7		
	Total			263	100.0	

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Improved my knowledge of search areas	41	24.7	100.0	100.0
	Missing	System	125	75.3		
	Total			166	100.0	
No	Valid	Improved my knowledge of search areas	69	26.2	100.0	100.0
	Missing	System	194	73.8		
	Total			263	100.0	

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Pointed out unnoticed features/faults	76	45.8	100.0	100.0
	Missing	System	90	54.2		
	Total		166	100.0		
No	Valid	Pointed out unnoticed features/faults	93	35.4	100.0	100.0
	Missing	System	170	64.6		
	Total		263	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Helped me understand the process	100	60.2	100.0	100.0
	Missing	System	66	39.8		
	Total		166	100.0		
No	Valid	Helped me understand the process	101	38.4	100.0	100.0
	Missing	System	162	61.6		
	Total		263	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Negotiated better contract terms	59	35.5	100.0	100.0
	Missing	System	107	64.5		
	Total		166	100.0		
No	Valid	Negotiated better contract terms	75	28.5	100.0	100.0
	Missing	System	188	71.5		
	Total		263	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Expanded my search area	25	15.1	100.0	100.0
	Missing	System	141	84.9		
	Total		166	100.0		
No	Valid	Expanded my search area	40	15.2	100.0	100.0
	Missing	System	223	84.8		
	Total		263	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Shortened my home search	39	23.5	100.0	100.0
	Missing	System	127	76.5		
	Total		166	100.0		
No	Valid	Shortened my home search	81	30.8	100.0	100.0
	Missing	System	182	69.2		
	Total		263	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	None of the above	12	7.2	100.0	100.0
	Missing	System	154	92.8		
	Total		166	100.0		
No	Valid	None of the above	18	6.8	100.0	100.0
	Missing	System	245	93.2		
	Total		263	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent
Yes	Valid	Narrowed my search area	18	10.8
	Missing	System	148	89.2
	Total		166	100.0
No	Valid	Narrowed my search area	30	11.4
	Missing	System	233	88.6
	Total		263	100.0

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

1. Was this your first home purchase?			Valid Percent	Cumulative Percent
Yes	Valid	Narrowed my search area	100.0	100.0
	Missing	System		
	Total			
No	Valid	Narrowed my search area	100.0	100.0
	Missing	System		
	Total			

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Negotiated a better price	32	19.3	100.0	100.0
	Missing	System	134	80.7		
	Total		166	100.0		
No	Valid	Negotiated a better price	61	23.2	100.0	100.0
	Missing	System	202	76.8		
	Total		263	100.0		

64. What benefits did your real estate agent provide in your recent home purchase? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Provided better list of service resources	29	17.5	100.0	100.0
	Missing	System	137	82.5		
	Total		166	100.0		
No	Valid	Provided better list of service resources	38	14.4	100.0	100.0
	Missing	System	225	85.6		
	Total		263	100.0		

65. Would you use this real estate agent again or recommend this agent to others?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Definitely	93	56.0	71.0	71.0
		Probably	23	13.9	17.6	88.5
		Probably not	9	5.4	6.9	95.4
		Definitely not	5	3.0	3.8	99.2
		Don't know/Not sure	1	.6	.8	100.0
		Total	131	78.9	100.0	
	Missing	System	35	21.1		
Total		166	100.0			
No	Valid	Definitely	141	53.6	69.5	69.5
		Probably	42	16.0	20.7	90.1
		Probably not	8	3.0	3.9	94.1
		Definitely not	9	3.4	4.4	98.5
		Don't know/Not sure	3	1.1	1.5	100.0
		Total	203	77.2	100.0	
	Missing	System	60	22.8		
Total		263	100.0			

45. Did you use a mortgage to finance your home purchase?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Yes	155	93.4	98.1	98.1
		No	3	1.8	1.9	100.0
		Total	158	95.2	100.0	
	Missing	System	8	4.8		
		Total	166	100.0		
No	Valid	Yes	225	85.6	90.0	90.0
		No	25	9.5	10.0	100.0
		Total	250	95.1	100.0	
	Missing	System	13	4.9		
		Total	263	100.0		

46. What percentage of the purchase price did you finance?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	50% or less	7	4.2	4.6	4.6
		51% to 60%	3	1.8	2.0	6.5
		61% to 70%	1	.6	.7	7.2
		71% to 80%	9	5.4	5.9	13.1
		81% to 90%	16	9.6	10.5	23.5
		91% to 95%	16	9.6	10.5	34.0
		96% to 99%	30	18.1	19.6	53.6
		100%	71	42.8	46.4	100.0
		Total	153	92.2	100.0	
	Missing	System	13	7.8		
Total		166	100.0			
No	Valid	50% or less	31	11.8	14.1	14.1
		51% to 60%	13	4.9	5.9	20.0
		61% to 70%	11	4.2	5.0	25.0
		71% to 80%	56	21.3	25.5	50.5
		81% to 90%	35	13.3	15.9	66.4
		91% to 95%	33	12.5	15.0	81.4
		96% to 99%	11	4.2	5.0	86.4
		100%	30	11.4	13.6	100.0
		Total	220	83.7	100.0	
	Missing	System	43	16.3		
Total		263	100.0			

47. Which of the following were sources for your downpayment? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Savings	83	50.0	100.0	100.0
	Missing	System	83	50.0		
	Total		166	100.0		
No	Valid	Savings	86	32.7	100.0	100.0
	Missing	System	177	67.3		
	Total		263	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	IRA	8	4.8	100.0	100.0
	Missing	System	158	95.2		
	Total		166	100.0		
No	Valid	IRA	2	.8	100.0	100.0
	Missing	System	261	99.2		
	Total		263	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Sale of stocks/bonds	3	1.8	100.0	100.0
	Missing	System	163	98.2		
	Total		166	100.0		
No	Valid	Sale of stocks/bonds	15	5.7	100.0	100.0
	Missing	System	248	94.3		
	Total		263	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Equity from previous home	3	1.8	100.0	100.0
	Missing	System	163	98.2		
	Total		166	100.0		
No	Valid	Equity from previous home	118	44.9	100.0	100.0
	Missing	System	145	55.1		
	Total		263	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Pension fund/401(k)	11	6.6	100.0	100.0
	Missing	System	155	93.4		
	Total		166	100.0		
No	Valid	Pension fund/401(k)	12	4.6	100.0	100.0
	Missing	System	251	95.4		
	Total		263	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Loan from friend/relative	10	6.0	100.0	100.0
	Missing	System	156	94.0		
	Total		166	100.0		
No	Valid	Loan from friend/relative	5	1.9	100.0	100.0
	Missing	System	258	98.1		
	Total		263	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Gift from friend/relative	26	15.7	100.0	100.0
	Missing	System	140	84.3		
	Total		166	100.0		
No	Valid	Gift from friend/relative	6	2.3	100.0	100.0
	Missing	System	257	97.7		
	Total		263	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Loan from financial institution	8	4.8	100.0	100.0
	Missing	System	158	95.2		
	Total		166	100.0		
No	Valid	Loan from financial institution	7	2.7	100.0	100.0
	Missing	System	256	97.3		
	Total		263	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Inheritance	6	3.6	100.0	100.0
	Missing	System	160	96.4		
	Total		166	100.0		
No	Valid	Inheritance	5	1.9	100.0	100.0
	Missing	System	258	98.1		
	Total		263	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	None	25	15.1	100.0	100.0
	Missing	System	141	84.9		
	Total		166	100.0		
No	Valid	None	16	6.1	100.0	100.0
	Missing	System	247	93.9		
	Total		263	100.0		

47. Which of the following were sources for your downpayment? (Mark all that apply)

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Other	14	8.4	100.0	100.0
	Missing	System	152	91.6		
	Total		166	100.0		
No	Valid	Other	10	3.8	100.0	100.0
	Missing	System	253	96.2		
	Total		263	100.0		

51. Do you consider your home purchase to be a good financial investment?

1. Was this your first home purchase?			Frequency	Percent	Valid Percent	Cumulative Percent
Yes	Valid	Yes	116	69.9	90.6	90.6
		No	3	1.8	2.3	93.0
		Don't Know/Not sure	9	5.4	7.0	100.0
		Total	128	77.1	100.0	
	Missing System	38	22.9			
	Total	166	100.0			
No	Valid	Yes	182	69.2	88.8	88.8
		No	4	1.5	2.0	90.7
		Don't Know/Not sure	19	7.2	9.3	100.0
		Total	205	77.9	100.0	
	Missing System	58	22.1			
	Total	263	100.0			