



Mountain

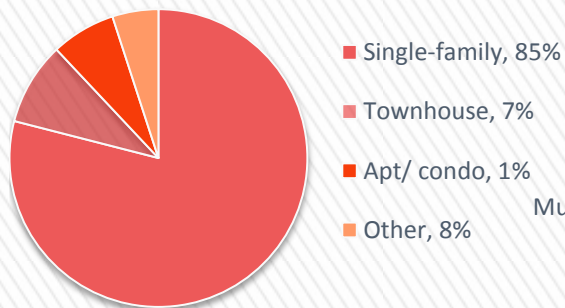
Fast Facts of Buyers:

- Median Age: 49
- Median Income: \$77,000
- 21% are first-time buyers
- 83% are buyers of previously owned homes
- 87% bought through an agent/broker
- 72% Married couple and 13% single females
- Median years expected to live in home: 15
- 22% veterans and 2% active-duty service

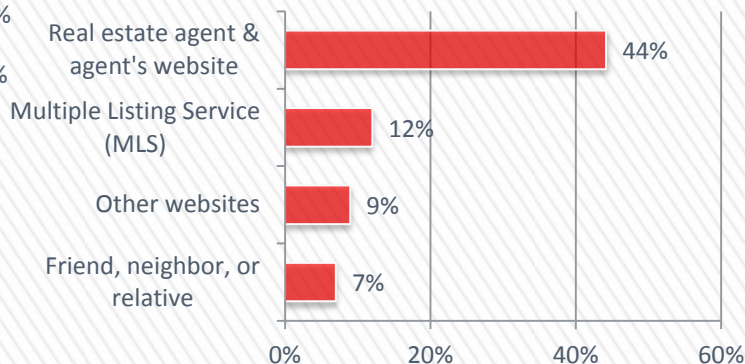
Fast Facts of Sellers:

- Median Age: 54
- 90% used an agent /broker to sell their home
- Number one reason to sell home: Job relocation
- 16% delayed or stalled their home sale because their home was worth less than their mortgage
- Median number of weeks to sell home: 4
- Median percent of listing price received: 98%
- For-Sale-By-Owner (FSBO): 9%

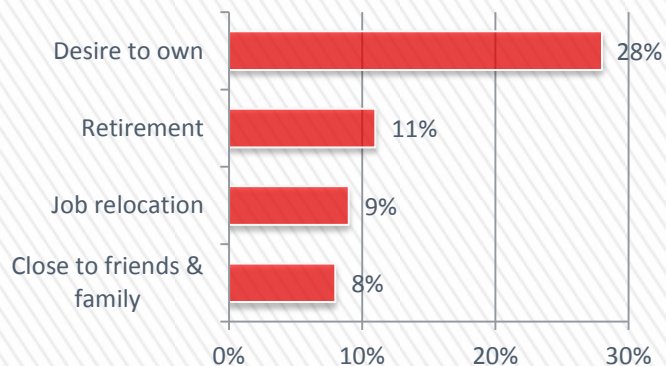
Type of Home Purchased



Where Buyer First Found Home



Reasons to Purchase Home



12% of buyers bought multi-generational home Reasons:

- Health/caretaking of aging parents-26%
- Spend more time w/aging parents-12%
- Desire for a larger home-7%
- Children over 18 that never left home-5%

Student Loan Debt

- 9% had difficulty saving for downpayment
- Of that, 45% had student loan debt
- Length of delay in years: 3
- Amount of debt: \$40,000

