

Orlando, FL

2011 Profile of Home Buyers and Sellers

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NATIONAL ASSOCIATION OF REALTORS®
Research Division

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NATIONAL ASSOCIATION OF REALTORS®

The Voice for Real Estate®

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CHARACTERISTICS OF HOME BUYERS

Orlando, FL

Number of Total Respondents = 216

Exhibit 1-1

AGE OF HOME BUYERS, BY REGION

(Percentage Distribution)

	Orlando, FL	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
18 to 24 years	2%	4%	3%	4%	3%	4%
25 to 34 years	29	27	29	31	25	25
35 to 44 years	18	19	20	18	18	21
45 to 54 years	17	19	18	17	20	20
55 to 64 years	20	19	17	16	21	18
65 to 74 years	10	10	9	10	10	10
75 years or older	6	3	2	4	4	3
Median age (years)	47	45	43	43	47	45

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-2

HOUSEHOLD INCOME OF HOME BUYERS, BY REGION, 2010

(Percentage Distribution)

	BUYERS WHO PURCHASED A HOME IN THE					
	Orlando, FL	U.S.	Northeast	Midwest	South	West
Less than \$25,000	8%	4%	2%	5%	4%	6%
\$25,000 to \$34,999	10	8	7	6	8	8
\$35,000 to \$44,999	10	8	8	10	8	7
\$45,000 to \$54,999	19	9	10	9	9	9
\$55,000 to \$64,999	12	9	8	11	8	8
\$65,000 to \$74,999	6	8	9	9	7	9
\$75,000 to \$84,999	8	8	9	7	7	7
\$85,000 to \$99,999	5	11	10	10	11	11
\$100,000 to \$124,999	8	12	12	13	12	12
\$125,000 to \$149,999	4	8	8	7	8	9
\$150,000 to \$174,999	5	5	5	4	6	5
\$175,000 to \$199,999	2	3	4	3	3	4
\$200,000 or more	4	8	9	6	10	7
Median income (2010)	\$57,800	\$80,900	\$82,700	\$75,900	\$82,800	\$81,000

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-3

ADULT COMPOSITION OF HOME BUYER HOUSEHOLDS, 2001-2011

(Percentage Distribution)

Orlando, FL

	2011
Married couple	63%
Single female	18
Single male	12
Unmarried couple	7
Other	1

U.S.

	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011
Married couple	68%	59%	62%	61%	61%	62%	61%	60%	58%	64%
Single female	15	21	18	21	22	20	20	21	20	18
Single male	7	11	8	9	9	9	10	10	12	10
Unmarried couple	7	8	9	7	7	7	7	8	8	7
Other	3	1	2	2	1	2	2	1	1	1

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-4

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

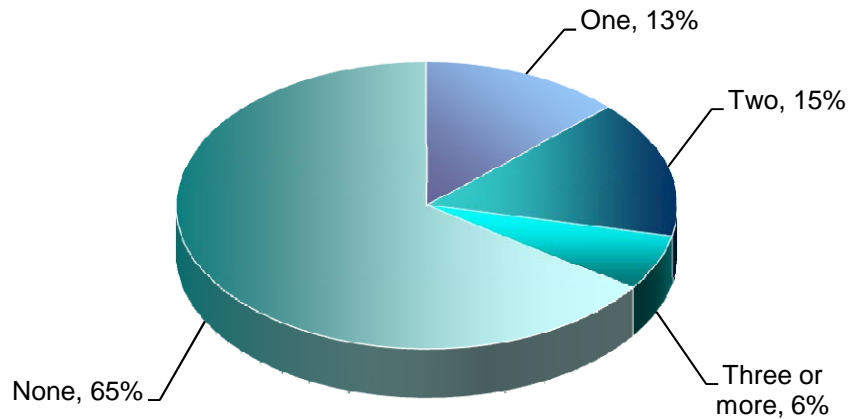
Orlando, FL

One	13%
Two	15%
Three or more	6%
None	65%

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

Orlando, FL



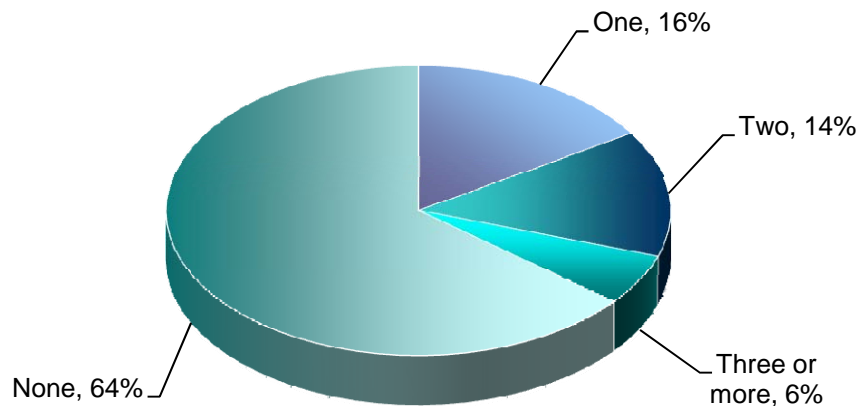
U.S.

One	16%
Two	14%
Three or more	6%
None	64%

NUMBER OF CHILDREN UNDER THE AGE OF 18 RESIDING IN HOUSEHOLD

(Percentage Distribution of Households)

U.S.



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-5

RACE/ETHNICITY OF HOME BUYERS, BY REGION

(Percent of Respondents)

	Orlando, FL	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
White/Caucasian	70%	85%	88%	92%	82%	80%
Black/African-American	10	6	5	4	9	2
Hispanic/Latino	16	6	3	2	7	11
Asian/Pacific Islander	5	4	3	2	3	9
Other	1	2	2	1	2	3

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

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-6

RACE/ETHNICITY OF HOME BUYERS, BY ADULT COMPOSITION OF HOUSEHOLD

(Percent of Respondents)

Orlando, FL

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
White/Caucasian	70%	74%	63%	63%	64%	50%	59%	77%
Black/African-American	10	7	21	8	7	*	17	6
Hispanic/Latino	16	16	8	25	29	50	17	14
Asian/Pacific Islander	5	5	8	*	*	*	9	3
Other	1	1	3	4	*	*	1	2

* Less than 1 percent

U.S.

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
White/Caucasian	85%	86%	79%	90%	82%	76%	80%	87%
Black/African-American	6	4	12	3	6	14	6	6
Hispanic/Latino	6	6	6	4	10	6	8	5
Asian/Pacific Islander	4	5	4	3	5	1	6	3
Other	2	2	2	2	2	3	2	2

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

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-7

PRIMARY LANGUAGE SPOKEN IN HOME BUYER HOUSEHOLD, BY REGION

(Percentage Distribution)

	Orlando, FL	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
English	87%	95%	96%	97%	95%	93%
Other	13	5	4	3	5	8

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-8

NATIONAL ORIGIN OF HOME BUYERS, BY REGION

(Percentage Distribution)

	Orlando, FL	U.S.	BUYERS WHO PURCHASED A HOME IN THE			
			Northeast	Midwest	South	West
Born in U.S.	72%	90%	90%	95%	90%	87%
Not born in U.S.	28	10	10	5	11	13

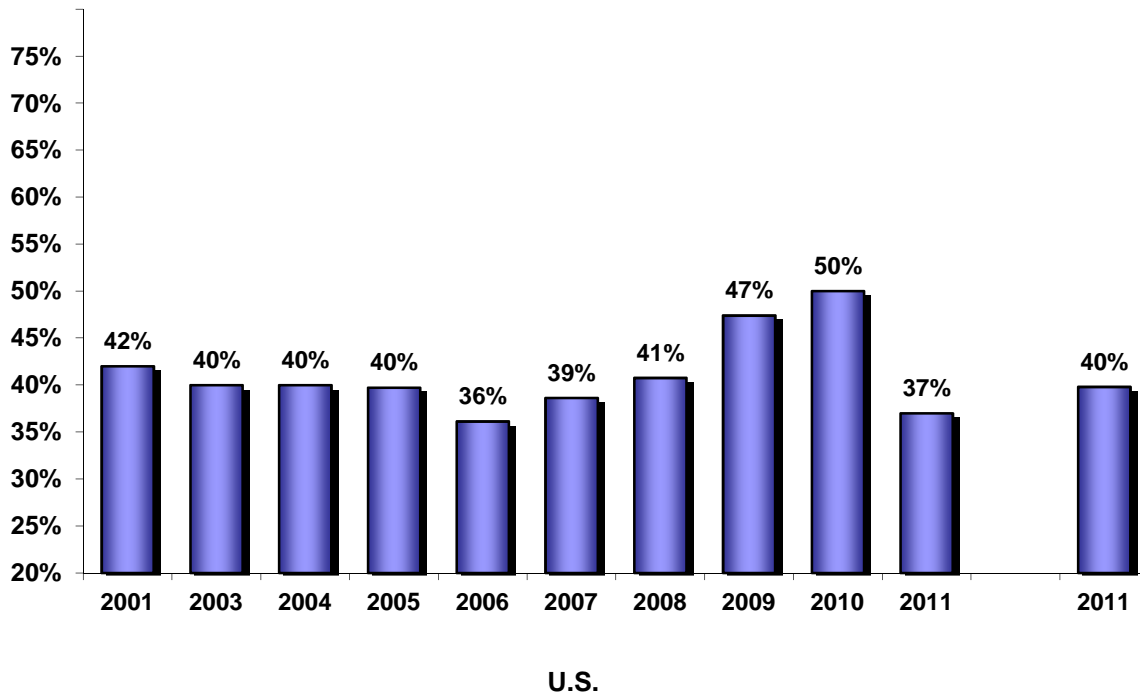
CHARACTERISTICS OF HOME BUYERS

Exhibit 1-9

FIRST-TIME HOME BUYERS

(Percent of all Home Buyers)

Year	Percentage
2001	42%
2003	40%
2004	40%
2005	40%
2006	36%
2007	39%
2008	41%
2009	47%
2010	50%
2011 US	37%
2011 Orlando, FL	40%



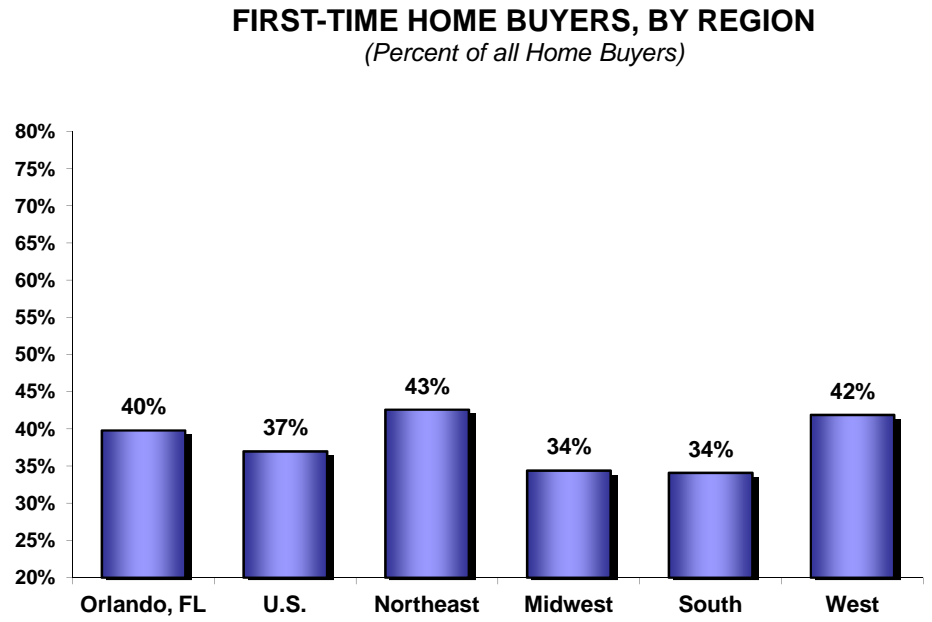
CHARACTERISTICS OF HOME BUYERS

Exhibit 1-10

FIRST-TIME HOME BUYERS, BY REGION

(Percent of all Home Buyers)

Orlando, FL	40%
U.S.	37%
Northeast	43%
Midwest	34%
South	34%
West	42%



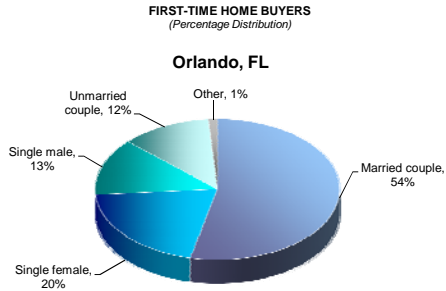
CHARACTERISTICS OF HOME BUYERS

Exhibit 1-11

FIRST-TIME AND REPEAT HOME BUYERS BY HOUSEHOLD TYPE
(Percentage Distribution of Households)

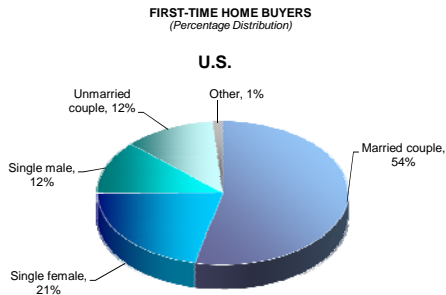
Orlando, FL

Married couple	54%
Single female	20%
Single male	13%
Unmarried couple	12%
Other	1%



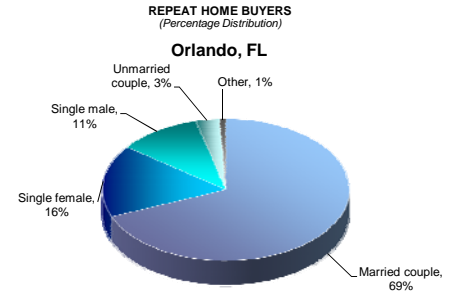
U.S.

Married couple	54%
Single female	21%
Single male	12%
Unmarried couple	12%
Other	1%



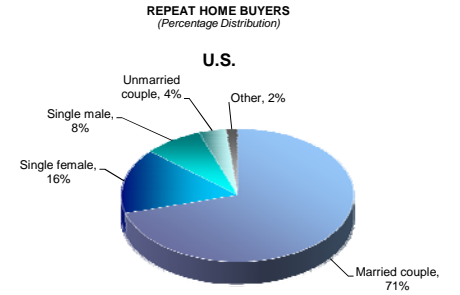
Orlando, FL

Married couple	69%
Single female	16%
Single male	11%
Unmarried couple	3%
Other	1%



U.S.

Married couple	71%
Single female	16%
Single male	8%
Unmarried couple	4%
Other	2%



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-12

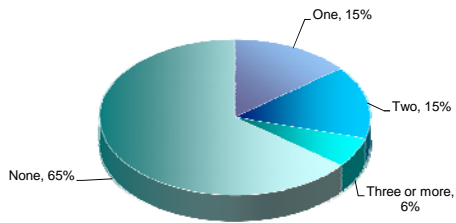
FIRST-TIME AND REPEAT HOME BUYERS BY CHILDREN IN HOUSEHOLD
(Percentage Distribution of Households)

Orlando, FL

One	15%
Two	15%
Three or n	6%
None	65%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

Orlando, FL

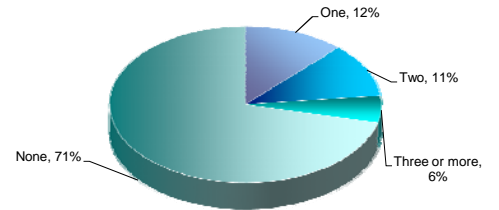


Orlando, FL

One	12%
Two	11%
Three or n	6%
None	71%

REPEAT HOME BUYERS
(Percentage Distribution)

Orlando, FL

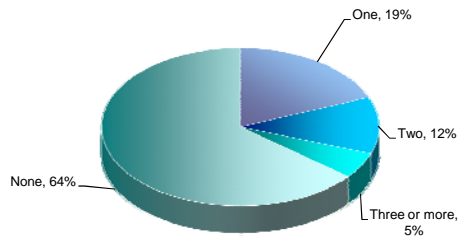


U.S.

One	19%
Two	12%
Three or n	5%
None	64%

FIRST-TIME HOME BUYERS
(Percentage Distribution)

U.S.

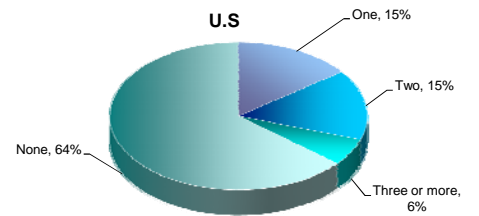


U.S.

One	15%
Two	15%
Three or n	6%
None	64%

REPEAT HOME BUYERS
(Percentage Distribution)

U.S.



CHARACTERISTICS OF HOME BUYERS

Exhibit 1-13

AGE OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Orlando, FL

	All Buyers	First-time Buyers	Repeat Buyers
18 to 24 years	2%	4%	*
25 to 34 years	29	54	12
35 to 44 years	18	11	22
45 to 54 years	17	16	17
55 to 64 years	20	12	26
65 to 74 years	10	5	13
75 years or older	6	*	10
Median age (years)	47	33	54
Married couple	49	34	55
Single female	52	33	56
Single male	38	32	44
Unmarried couple	31	30	34
Other	50	34	65

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
18 to 24 years	4%	9%	*
25 to 34 years	27	52	12
35 to 44 years	19	20	19
45 to 54 years	19	11	24
55 to 64 years	19	6	26
65 to 74 years	10	2	14
75 years or older	3	*	5
Median age (years)	45	31	53
Married couple	45	31	51
Single female	47	34	56
Single male	45	30	54
Unmarried couple	33	29	51
Other	56	41	62

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-14

HOUSEHOLD INCOME OF FIRST-TIME AND REPEAT BUYERS, 2010

(Percentage Distribution)

Orlando, FL

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	8%	11%	5%
\$25,000 to \$34,999	10	16	5
\$35,000 to \$44,999	10	10	10
\$45,000 to \$54,999	19	25	16
\$55,000 to \$64,999	12	12	11
\$65,000 to \$74,999	6	6	6
\$75,000 to \$84,999	8	10	7
\$85,000 to \$99,999	5	3	6
\$100,000 to \$124,999	8	5	10
\$125,000 to \$149,999	4	*	7
\$150,000 to \$174,999	5	3	7
\$175,000 to \$199,999	2	*	3
\$200,000 or more	4	*	7
Median income (2010)	\$57,800	\$50,300	\$69,300
Married couple	\$63,000	\$50,400	\$86,400
Single female	\$47,200	\$46,200	\$48,300
Single male	\$48,800	\$33,300	\$55,000
Unmarried couple	\$77,000	\$77,000	\$75,000
Other	\$35,000	\$60,000	\$30,000

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Less than \$25,000	4%	5%	4%
\$25,000 to \$34,999	8	12	5
\$35,000 to \$44,999	8	13	5
\$45,000 to \$54,999	9	12	7
\$55,000 to \$64,999	9	11	7
\$65,000 to \$74,999	8	10	7
\$75,000 to \$84,999	8	8	7
\$85,000 to \$99,999	11	11	10
\$100,000 to \$124,999	12	9	14
\$125,000 to \$149,999	8	4	10
\$150,000 to \$174,999	5	3	7
\$175,000 to \$199,999	3	1	4
\$200,000 or more	8	2	12
Median income (2010)	\$80,900	\$62,400	\$96,600
Married couple	\$96,400	\$73,300	\$110,800
Single female	\$50,200	\$46,300	\$55,200
Single male	\$58,400	\$47,900	\$67,000
Unmarried couple	\$76,900	\$69,800	\$107,100
Other	\$49,300	\$40,000	\$52,500

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-15

RACE/ETHNICITY OF FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents)

Orlando, FL

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	70%	52%	81%
Black/African-American	10	21	2
Asian/Pacific Islander	16	6	4
Hispanic/Latino	5	22	13
Other	1	2	1

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
White/Caucasian	85%	75%	90%
Black/African-American	6	9	4
Hispanic/Latino	6	11	4
Asian/Pacific Islander	4	7	3
Other	2	2	2

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

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-16

PRIMARY LANGUAGE SPOKEN IN FIRST-TIME AND REPEAT BUYER HOUSEHOLDS

(Percentage Distribution)

Orlando, FL

	All Buyers	First-time Buyers	Repeat Buyers
English	87%	81%	91%
Other	13	19	9

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
English	95%	91%	98%
Other	5	9	3

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-17

NATIONAL ORIGIN OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Orlando, FL

	All Buyers	First-time Buyers	Repeat Buyers
Born in U.S.	72%	63%	78%
Not born in U.S.	28	37	22

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Born in U.S.	90%	85%	93%
Not born in U.S.	10	15	7

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-18

PRIOR LIVING ARRANGEMENT OF FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Orlando, FL

	All Buyers	First-time Buyers	Repeat Buyers
Rented an apartment or house	46%	80%	24%
Owned previous residence	41	1	67
Lived with parents, relatives or friends	11	17	8
Rented the home buyer ultimately purchased	2	2	2

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Rented an apartment or house	42%	77%	21%
Owned previous residence	47	3	73
Lived with parents, relatives or friends	10	19	6
Rented the home buyer ultimately purchased	1	1	1

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

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-18

PRIOR LIVING ARRANGEMENT, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution)

Orlando, FL

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Rented an apartment or house	46%	43%	46%	52%	57%	50%	55%	42%
Owned previous residence	41	51	30	20	29	*	37	44
Lived with parents, relatives or friends	11	5	24	20	14	50	7	12
Rented the home buyer ultimately purchased	2	2	*	8	*	*	1	2

U.S.

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Rented an apartment or house	42%	37%	49%	47%	58%	33%	46%	40%
Owned previous residence	47	56	33	33	25	48	47	48
Lived with parents, relatives or friends	10	6	17	19	15	20	8	11
Rented the home buyer ultimately purchased	1	1	1	1	1	*	*	1

* Less than 1 percent

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

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-20

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

(Percentage Distribution)

Orlando, FL

	All Buyers	First-time Buyers	Repeat Buyers
Desire to own a home	35%	70%	12%
Job-related relocation or move	7	2	9
Desire for larger home	6	2	8
Desire to be closer to family/friends/relatives	10	1	16
Change in family situation	5	5	5
Desire for a home in a better area	3	1	5
Retirement	7	*	11
Affordability of homes	7	9	6
Tax benefits	1	1	1
Desire to be closer to job/school/transit	4	4	4
Greater choice of homes on the market	1	*	2
Desire for smaller home	3	*	5
Desire for a newly built or custom-built home	3	*	5
Establish household	2	2	2
Financial security	1	*	2
Purchased home for family member or relative	1	1	*
Desire for vacation home/investment property	1	1	2
Other	5	*	8

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Desire to own a home of my own	27%	60	8%
Desire for larger home	10	2	15
Job-related relocation or move	10	3	13
Change in family situation	8	7	8
Affordability of homes	8	11	6
Desire to be closer to family/friends/relatives	7	1	10
Desire for a home in a better area	5	1	7
Retirement	5	1	7
Desire for smaller home	4	*	6
Desire to be closer to job/school/transit	4	2	5
Establish household	2	3	1
Greater number of homes on the market for sale/better choic	1	2	1
Financial security	1	2	1
Desire for a newly built or custom-built home	1	*	2
Purchased home for family member or relative	1	1	2
Desire for vacation home/investment property	1	1	1
Tax benefits	1	1	1
Other	5	2	6

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-21

PRIMARY REASON FOR PURCHASING A HOME, BY AGE

(Percentage Distribution)

Orlando, FL

	AGE OF HOME BUYER				
	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
Desire to own a home	35%	67%	42%	34%	16%
Job-related relocation or move	7	*	11	5	*
Desire for larger home	6	*	7	5	3
Desire to be closer to family/friends/relatives	10	*	2	11	31
Change in family situation	5	*	4	5	3
Desire for a home in a better area	3	*	3	5	*
Retirement	7	*	*	9	13
Affordability of homes	7	33	12	4	3
Tax benefits	1	*	1	*	3
Desire to be closer to job/school/transit	4	*	7	1	*
Greater choice of homes on the market	1	*	1	3	*
Desire for smaller home	3	*	*	7	3
Desire for a newly built or custom-built home	3	*	2	*	13
Establish household	2	*	2	3	*
Financial security	1	*	1	1	*
Purchased home for family member or relative	1	*	*	1	*
Desire for vacation home/investment property	1	*	1	1	3
Other	5	*	3	4	9

U.S.

	AGE OF HOME BUYER				
	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
Desire to own a home of my own	27%	61%	39%	17%	6%
Desire for larger home	10	1	15	7	5
Job-related relocation or move	10	3	9	14	2
Change in family situation	8	6	9	8	5
Affordability of homes	8	14	8	8	5
Desire to be closer to family/friends/relatives	7	*	2	7	28
Desire for a home in a better area	5	1	5	5	5
Retirement	5	*	*	8	14
Desire for smaller home	4	*	1	6	12
Desire to be closer to job/school/transit	4	2	4	5	2
Establish household	2	3	3	1	*
Greater number of homes on the market for sale/better	1	*	2	2	*
Financial security	1	2	1	2	1
Desire for a newly built or custom-built home	1	*	1	2	2
Purchased home for family member or relative	1	*	*	2	2
Desire for vacation home/investment property	1	4	*	1	2
Tax benefits	1	1	1	1	1
Other	5	3	2	6	9

* Less than 1 percent

N/A- not applicable

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-22

PRIMARY REASON FOR PURCHASING A HOME, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution)

Orlando, FL

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Desire to own a home	35%	29%	45%	32%	57%	100%	38%	33%
Job-related relocation or move	7	10	3	*	*	*	14	3
Desire for larger home	6	6	3	4	14	*	6	6
Desire to be closer to family/friends/relatives	10	10	16	12	*	*	1	14
Change in family situation	5	5	8	*	*	*	6	4
Desire for a home in a better area	3	5	*	4	*	*	4	3
Retirement	7	8	3	8	*	*	*	10
Affordability of homes	7	6	8	16	7	*	8	7
Tax benefits	1	1	*	4	*	*	*	2
Desire to be closer to job/school/transit	4	2	3	12	7	*	6	3
Greater choice of homes on the market	1	1	3	*	7	*	1	2
Desire for smaller home	3	4	3	*	*	*	1	4
Desire for a newly built or custom-built home	3	4	*	4	*	*	1	4
Establish household	2	2	3	*	*	*	3	2
Financial security	1	1	3	*	*	*	1	1
Purchased home for family member or relative	1	1	*	*	*	*	1	*
Desire for vacation home/investment property	1	2	*	*	7	*	1	2
Other	5	6	3	4	*	*	7	4

U.S.

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD					CHILDREN IN HOME	
		Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
Desire to own a home of my own	27%	22%	35%	32%	47%	21%	26%	28%
Desire for larger home	10	13	4	4	7	8	19	5
Job-related relocation or move	10	13	4	4	4	4	13	8
Change in family situation	8	5	11	15	8	18	9	7
Affordability of homes	8	6	10	14	7	9	6	8
Desire to be closer to family/friends/relatives	7	7	10	5	3	9	2	10
Desire for a home in a better area	5	6	2	2	1	5	7	4
Retirement	5	6	4	5	1	3	1	7
Desire for smaller home	4	5	5	2	1	3	1	6
Desire to be closer to job/school/transit	4	4	2	3	8	8	6	3
Establish household	2	2	1	1	4	4	2	2
Greater number of homes on the market for sale/better cl	1	1	3	2	1	1	1	2
Financial security	1	1	2	5	1	1	1	2
Desire for a newly built or custom-built home	1	1	1	*	1	*	1	1
Purchased home for family member or relative	1	1	*	1	1	*	1	1
Desire for vacation home/investment property	1	1	1	1	3	5	*	2
Tax benefits	1	1	1	1	1	*	1	1
Other	5	5	4	3	1	4	4	5

* Less than 1 percent

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-23

PRIMARY REASON FOR THE TIMING OF HOME PURCHASE, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution)

Orlando, FL

	All Buyers	First-time Buyers	Repeat Buyers
It was just the right time, the buyer was ready to buy a home	32%	32%	33%
It was the best time because of affordability of homes	38	44	33
Did not have much choice, had to purchase	8	4	11
It was the best time because of availability of homes for sale	8	6	10
It was the best time because of mortgage financing options available	7	7	7
Other	4	5	3
The buyer wished they had waited	3	2	3

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
It was just the right time for me, I was ready to buy a home	37%	42%	34%
It was the best time for me because of affordability of homes	23	27	20
I did not have much choice, I had to purchase when I did	14	8	17
It was the best time for me because of mortgage financing options available	10	14	8
It was the best time for me because of availability of homes for sale	7	4	8
Other	7	3	10
I wish I had waited	3	3	3

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-24

PRIMARY REASON FOR THE TIMING OF HOME PURCHASE, BY AGE

(Percentage Distribution)

Orlando, FL

	All Buyers	AGE OF HOME BUYER			
		18 to 24	25 to 44	45 to 64	65 or older
It was just the right time, the buyer was ready to buy a home	32%	33%	27%	38%	30%
Did not have much choice, had to purchase	8	*	7	8	13
It was the best time because of affordability of homes	38	67	44	37	23
It was the best time because of availability of homes for sale	8	*	3	9	20
It was the best time because of mortgage financing options available	7	*	11	4	7
Other	4	*	6	1	3
The buyer wished they had waited	3	*	2	3	3

U.S.

	All Buyers	AGE OF HOME BUYER			
		18 to 24	25 to 44	45 to 64	65 or older
It was just the right time for me, I was ready to buy a home	37%	34%	38%	35%	38%
It was the best time for me because of affordability of homes	23	31	24	21	19
I did not have much choice, I had to purchase	14	6	11	18	13
It was the best time for me because of mortgage financing options available	10	15	13	9	5
It was the best time for me because of availability of homes for sale	7	9	5	6	11
Other	7	3	5	8	11
The buyer wished they had waited	3	1	3	3	4

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-25

NUMBER OF HOMES CURRENTLY OWNED, BY AGE

(Percentage Distribution)

Orlando, FL

	AGE OF HOME BUYER				
	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
One	79%	100%	78%	77%	84%
Two	16	*	18	17	9
Three or more	5	*	4	5	6

U.S.

	AGE OF HOME BUYER				
	All Buyers	18 to 24	25 to 44	45 to 64	65 or older
One	81%	99%	87%	74%	74%
Two	15	1	11	19	21
Three or more	4		2	7	6

CHARACTERISTICS OF HOME BUYERS

Exhibit 1-26

OTHER HOMES OWNED, BY AGE

(Percentage Distribution)

Orlando, FL

	All Buyers	AGE OF HOME BUYER			
		18 to 24	25 to 44	45 to 64	65 or older
Recently purchased home only	73%	100%	75%	68%	72%
One or more vacation homes	3	*	2	3	6
One or more investment properties	11	*	15	12	3
Primary residence	5	*	2	7	9
Previous homes that buyer is trying to sell	6	*	4	8	6
Other	3	*	2	3	3

U.S.

	All Buyers	AGE OF HOME BUYER			
		18 to 24	25 to 44	45 to 64	65 or older
Recently purchased home only	76%	98%	84%	67%	66%
One or more investment properties	9	*	9	10	10
Previous homes that buyer is trying to sell	5	*	3	8	9
Primary residence	4	2	2	6	6
One or more vacation homes	4	1	2	6	7
Other	3	*	1	4	4

* Less than 1 percent