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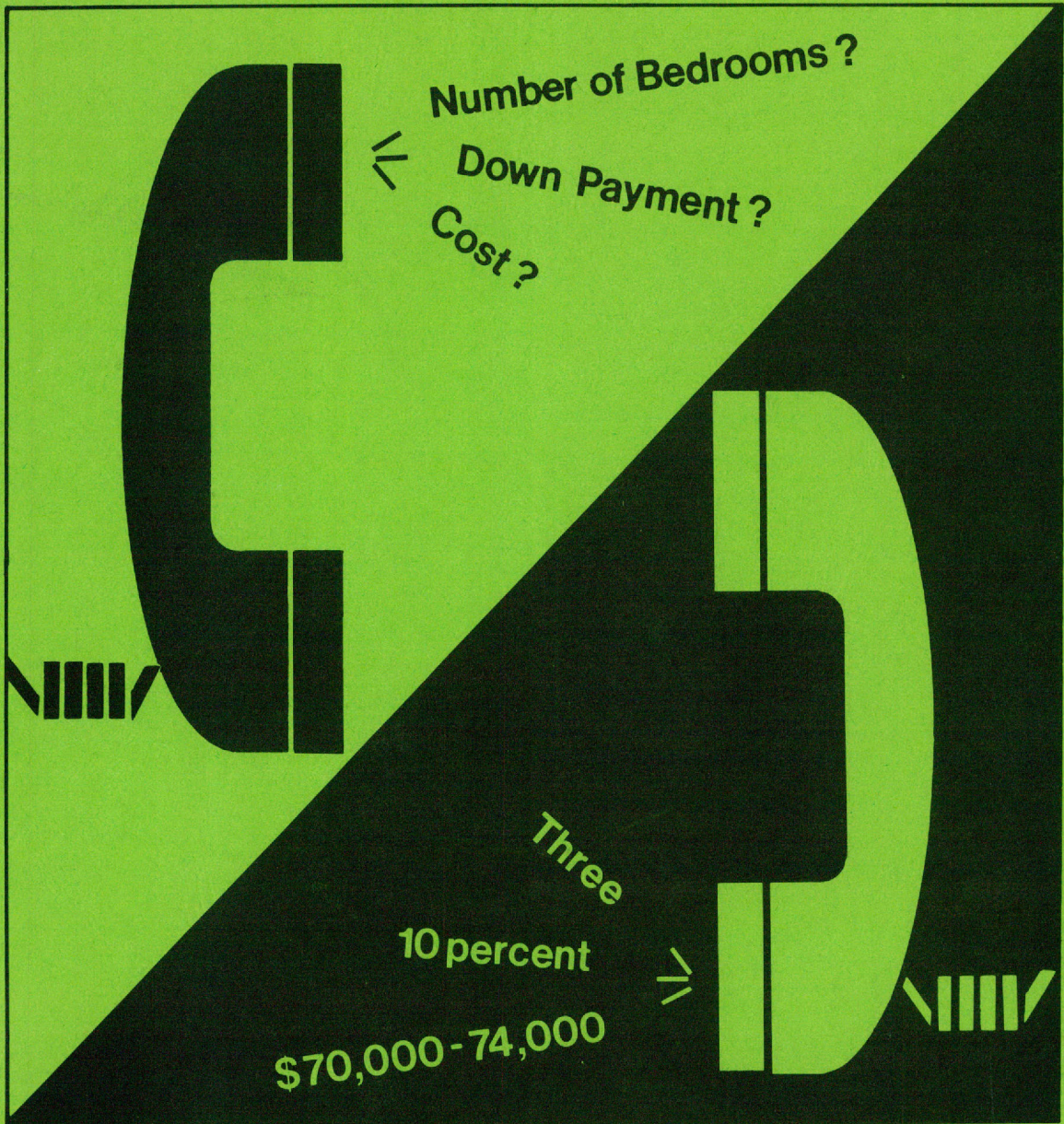
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Trends in Texas Homebuying: 1982-85



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**TRENDS IN TEXAS HOMEBUYING:
1982-85**

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September 1986

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SUMMARY

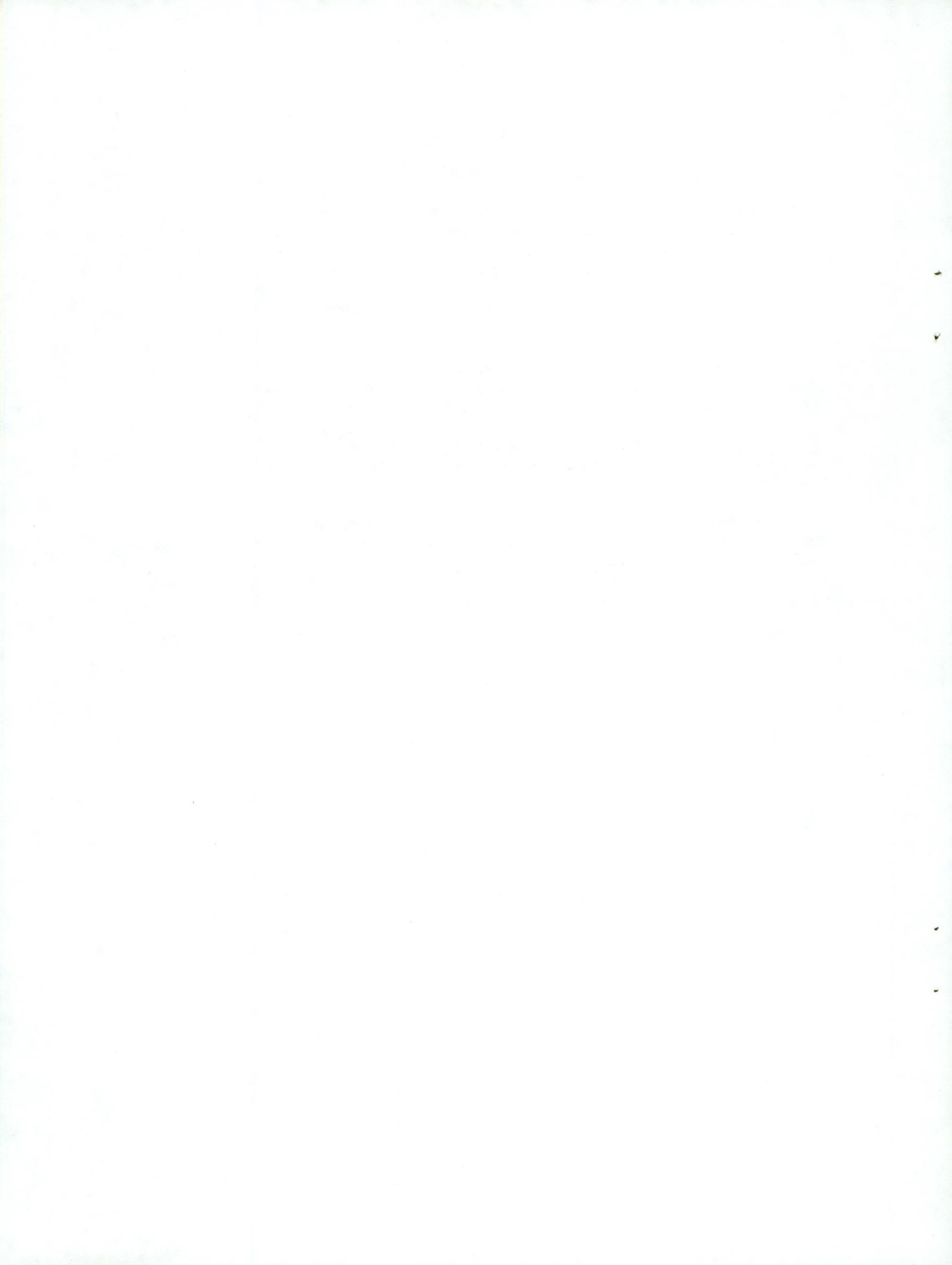
The major conclusion about Texas homebuyers based on four annual surveys is that they have been consistent. The homebuyers' characteristics, the reasons they move, the factors determining which home is purchased, the characteristics of the homes purchased and the financial arrangements have remained surprisingly stable in a period of rapid economic change. Most homebuyers have relatively large incomes, and many of them are between the ages of 25 and 34.

Although homebuyers' income, age, mobility status and previous homeownership remained relatively unchanged, there was a trend toward more married homebuyers and more with children living at home.

The importance of the tax and investment advantages of homeownership has declined in recent years, perhaps because real estate values are no longer increasing at a rapid rate.

More homebuyers are purchasing single-family homes, and fewer are buying townhouses and condominiums. Also an increasingly large percentage of homebuyers are purchasing homes with three bedrooms and two bathrooms. Nearly two-thirds of the homebuyers surveyed used the services of an agent or broker.

Finally, families used a smaller percentage of household income for the house payment because of reduced interest rates.



The 1980s brought tremendous change to the Texas economy. While much of the nation experienced a severe economic recession during the early 1980s, Texas enjoyed relative prosperity because of a booming oil industry. Texas had a favorable economic climate and a low unemployment rate that attracted hundreds of thousands of new residents. The population growth caused by this migration created a boom in the housing industry. At the same time, record high interest rates prevented numerous potential buyers from purchasing a home.

Recently, economic conditions in Texas have reversed. Declining oil prices and a slump in agriculture led to record unemployment figures and a sluggish economy. The migration stream into Texas slowed to a trickle. Many builders who assumed the growth trends of the early 1980s would continue are left with office and retail space they cannot rent and homes they cannot sell. On the positive side, interest rates have fallen considerably, and people who could not afford a home became potential buyers.

Such drastic changes in the state's economy dramatically influence the real estate industry, especially homebuying. For the past four years (1982-85), the Real Estate Center at Texas A&M University in cooperation with Stewart Title Guaranty Company surveyed a random sample of Texas homebuyers. These four surveys are compared to determine major trends in homebuying. The surveys examine the characteristics of homebuyers, the reasons homebuyers are moving and the factors that determined which home was selected, the characteristics of the homes purchased and the financial arrangements. (For more detail on the 1982, 1983 and 1984 surveys, see Center technical reports 430, 469 and 516.)

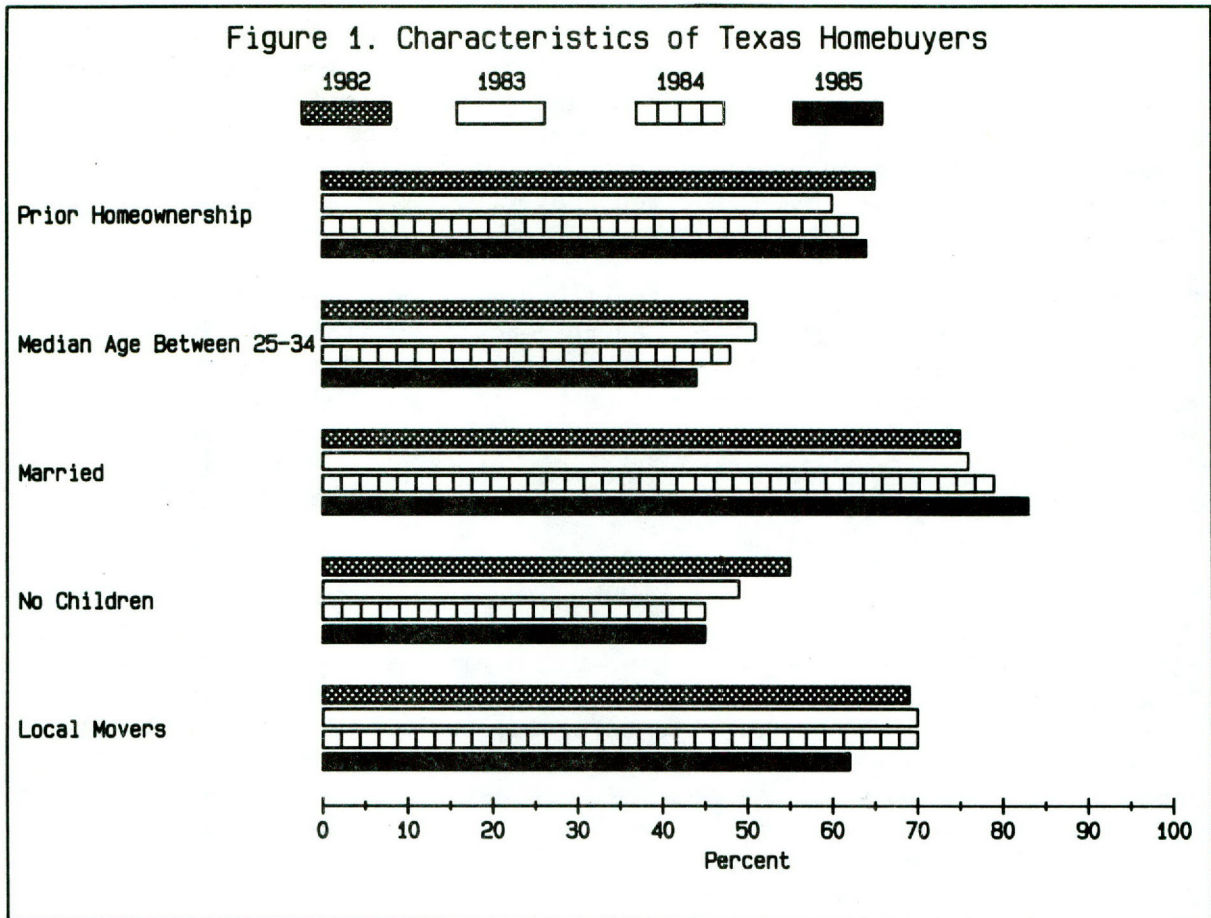
CHARACTERISTICS OF TEXAS HOMEBUYERS

The homebuyer characteristics evaluated by the surveys are family income, prior homeownership, age, marital status, number of children and mobility status (see Figure 1).

The respondents to the surveys gave additional information on income, age and family size.

- Texas homebuyers have much higher incomes than the general Texas population. The median family income of survey respondents ranged from \$43,537 in 1984 to \$41,515 in 1985. Homebuyers with family incomes greater than \$50,000 ranged from 32 percent (1982) to 38 percent (1984). In contrast, according to the 1980 census, the median family income in Texas was about \$20,000, and 6 percent of the population had family incomes greater than \$50,000.

- The proportion of homebuyers between 25 and 34, often referred to as the prime homebuying age, ranged from 51 percent (1983) to 44 percent (1985). Few homebuyers were younger than 25 or older than 50. The median age was 33.



Source: Real Estate Center
at Texas A&M University

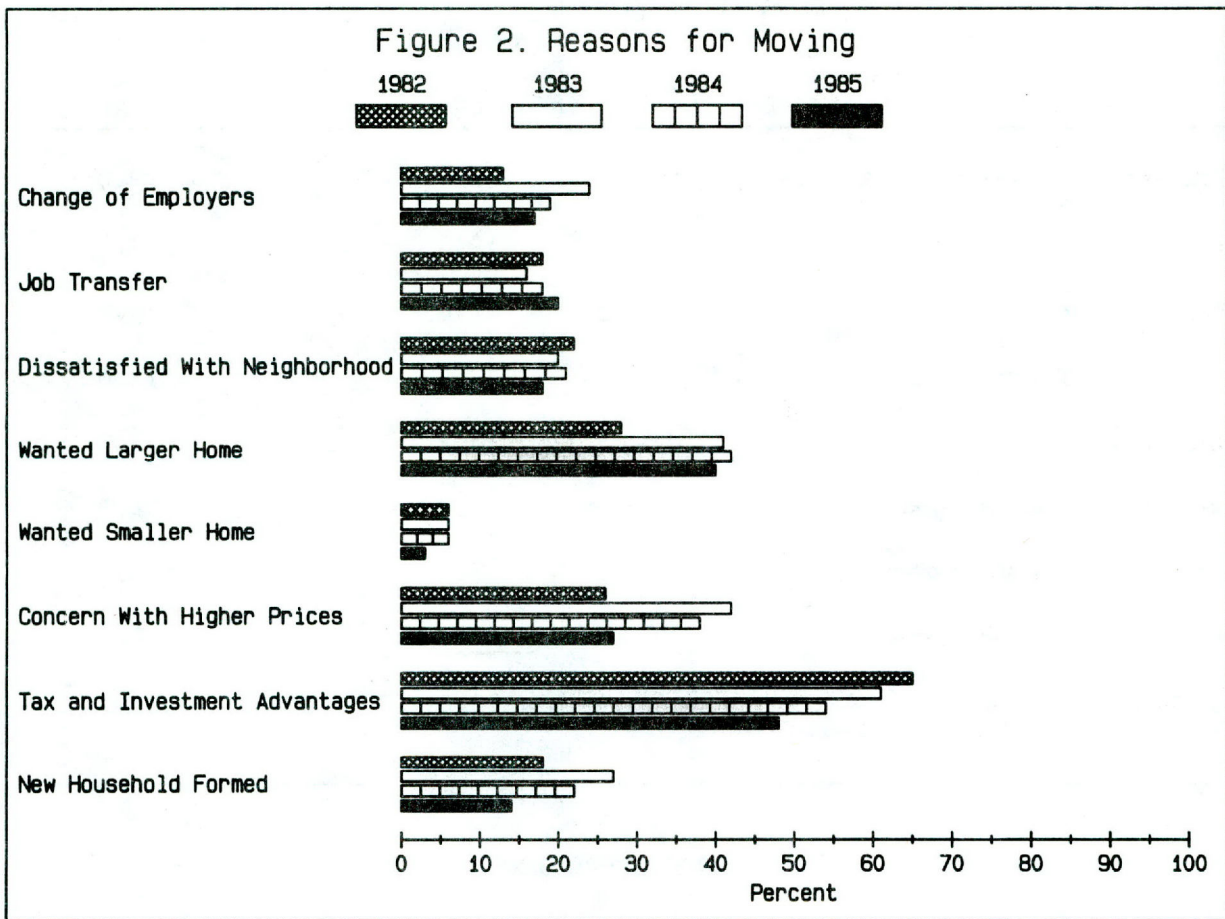
- The typical Texas homebuyer has few if any children living at home.

REASONS FOR MOVING

Knowing why people move and why they select a particular home helps real estate professionals serve potential homebuyers effectively.

Respondents to each of the four annual homebuyer surveys were given a list of eight possible reasons for moving and asked to rank each as very important, somewhat important or not important in their decision to move. The percentage answering that the reason was important is listed in Figure 2.

- A change of employers is more likely to be important to non-local movers than to local movers.
- The survey results indicate that many non-local moves result from economic or employment reasons while local moves are predominantly because families want to improve their housing.



Source: Real Estate Center
at Texas A&M University

● During the 1970s and early 1980s, rapidly escalating home values made a house purchase one of the best and safest investments available. Since that time, however, investment advantages have declined and so has the proportion of homebuyers who rank this factor as very important, but survey respondents still rank it first as the most frequently mentioned reason for moving. Recent changes in federal tax laws have reduced the tax and investment advantages of homeownership further.

● In 1984 and 1985, homebuyers were asked to list the one reason that most influenced their decision to purchase a new home. No single reason was considered most important by a majority of homebuyers, but the tax and investment advantage was listed most frequently, mentioned by more than 22 percent of the homebuyers. Other reasons frequently cited included the desire for a larger home, a job transfer and a change of employers (see Table 1).

Table 1. The Most Important Reason in the Decision To Move (Percent)

Reason	1984	1985
Tax and Investment Advantages	22.1	22.6
Wanted a Larger Home	19.3	19.2
Job Transfer	17.5	19.2
A Change of Employers	13.4	13.6
New Household Formed	10.2	8.3
Not Satisfied With Previous Neighborhood	7.9	12.0
Concerned About Higher Prices	7.5	4.3
Wanted a Smaller Home	<u>2.1</u>	<u>0.8</u>
Total	100.0	100.0

HOME SELECTION

Potential homebuyers must choose among homes that differ extensively in design, size, cost, neighborhood, location and numerous other factors. Surveyed homebuyers were given a list of 14 factors that could influence their choice and asked whether each was very important, somewhat important or not important. (This was not asked in the 1982 survey.) The percentage of respondents who stated each factor was important is shown in Figure 3.

- The decline in the percentage responding that house size was very important is probably because the average family size is smaller, and there is an increase in the number of one-parent families. Also some families are concerned with energy efficiency and assume size alone contributes to such.

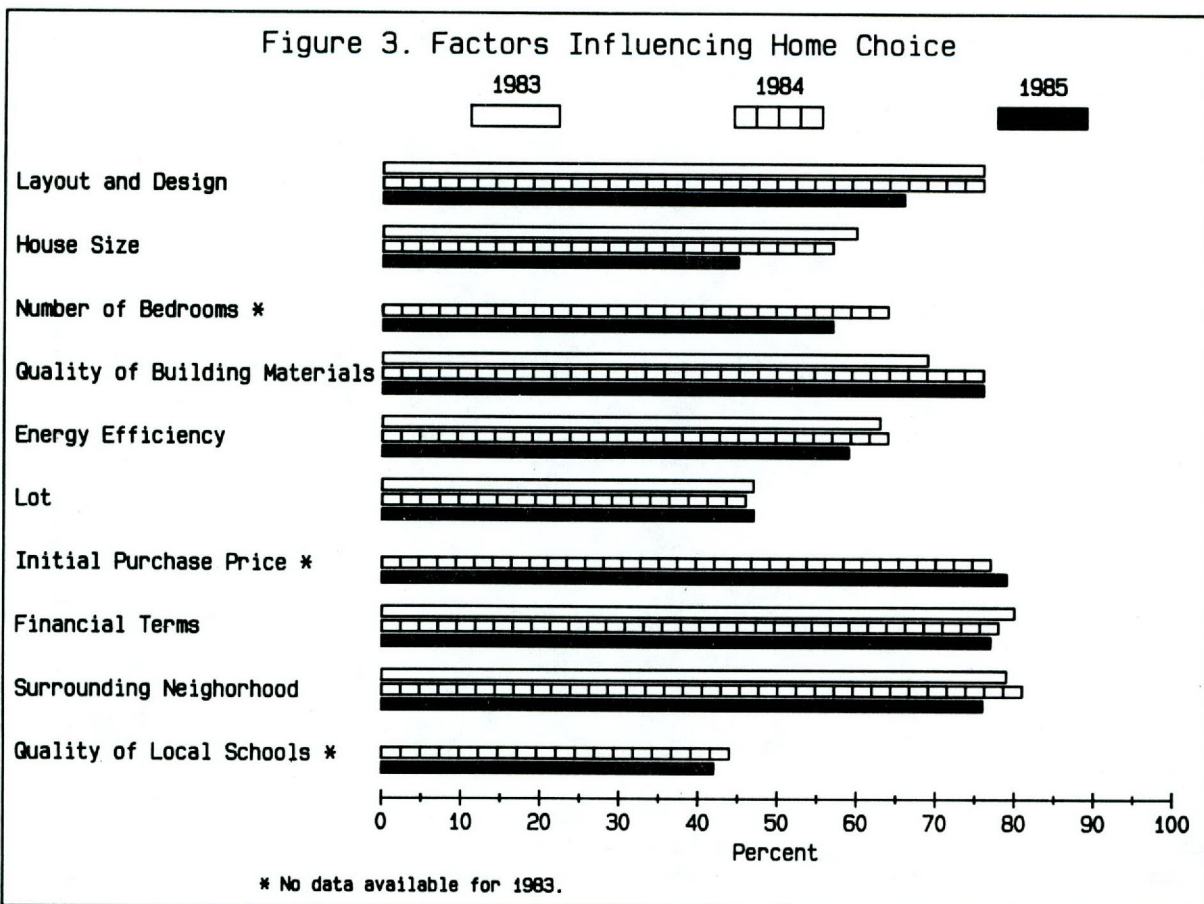
- As expected homebuyers with children placed greater importance on the quality and convenience of local schools than those without children. Less than one fourth of homebuyers consistently listed convenience to schools, shopping or church and other social functions as important, and approximately one third listed convenience to employment as important.

Most homebuyers consider a number of factors before making this major investment. They may list several as very important to their decision. To understand which factors were most important, the researcher asked 1984 and 1985 homebuyers to rank order three factors. The percentage of Texas homebuyers who listed each factor as first, second and third most important is shown in Table 2; 1984 and 1985 factors are ranked in Figure 6.

- In both 1984 and 1985, the initial purchase price was the single most important element in determining which home was purchased. In 1985, nearly one-third of the homebuyers ranked this first, and in both years at least one-half of the homebuyers listed the initial purchase price as one of the three most important factors.

- Layout and design, financial terms and neighborhood were considered among the most important factors. None of the other items were mentioned by many of the homebuyers. Thus, although many homebuyers considered factors such as energy efficiency and number of bedrooms very important, they were not as important as initial purchase price, neighborhood, layout and design, and the financial terms of the purchase.

- The weighted total score on several variables changed considerably between 1984 and 1985. In particular, the weighted total scores on quality of the building materials and energy efficiency increased, and scores on house size, convenience to schools and convenience to employment decreased.



Source: Real Estate Center
at Texas A&M University

Table 2. Important Factors in Home Selection in 1984 and 1985

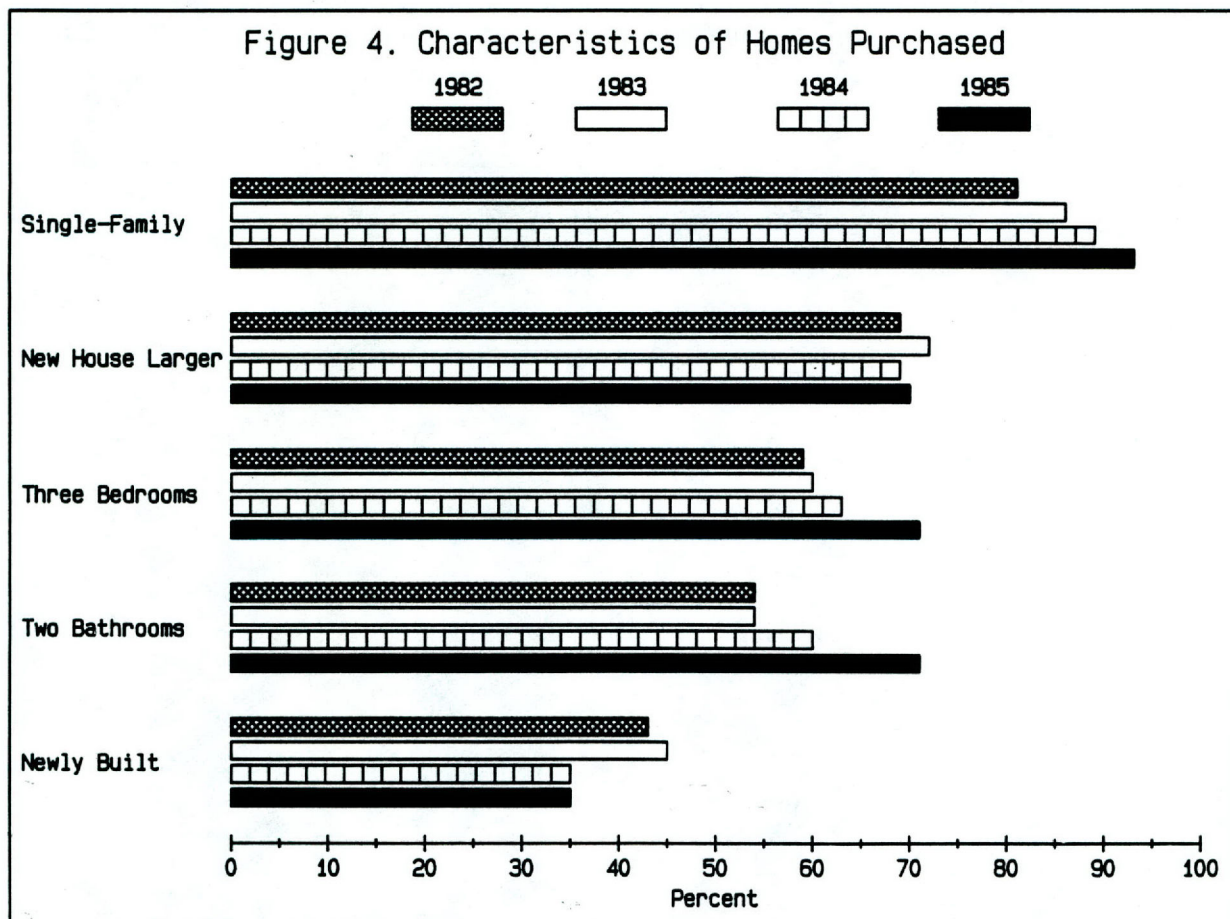
Factor	<u>Most Important</u>		<u>Second Most Important</u>		<u>Third Most Important</u>		<u>Total*</u>		<u>Weighted Total Score**</u>	
	1984	1985	1984	1985	1984	1985	1984	1985	1984	1985
	(Percentage)								(Rank)	
Initial Purchase Price	22.3	30.5	17.1	15.2	10.6	10.0	50.0	55.7	111.7(1)	131.9(1)
Layout and Design	17.4	12.9	12.9	11.3	12.6	10.4	42.9	34.6	90.6(2.5)	71.7(4)
Financial Terms of the Purchase	15.5	10.4	16.6	18.3	10.9	11.1	43.0	39.8	90.6(2.5)	78.9(3)
Neighborhood	13.7	15.3	11.2	11.5	16.6	16.3	41.5	43.1	80.1(4)	85.2(2)
Size of the House	7.8	3.8	13.2	6.6	8.9	6.8	29.9	17.2	58.7(5)	31.4(6)
Convenience to Shopping	3.6	4.5	4.4	4.3	7.9	6.8	15.9	15.6	27.5(6)	28.9(8)
The Lot	3.5	5.2	3.2	5.4	6.4	4.8	13.1	15.4	23.3(7)	31.2(7)
Quality of Building Materials	2.1	7.4	4.6	10.2	6.9	12.9	13.6	30.5	22.4(8)	55.5(5)
Number of Bedrooms	1.9	2.3	4.9	5.2	5.5	5.0	12.3	12.5	21.0(9)	22.3(11)
Convenience to Schools	3.6	0.9	3.1	1.1	2.6	1.6	9.3	3.6	19.6(10)	6.5(12)
Convenience to Employment	2.9	1.1	3.6	1.4	2.8	0.9	9.3	3.4	18.7(11)	7.0(13)
Quality of the Local Schools	2.8	3.4	3.2	3.4	1.7	5.4	7.7	12.2	16.5(12)	22.4(10)
Energy Efficiency	1.2	2.0	1.5	5.9	4.5	7.9	7.2	15.8	11.1(13)	25.7(9)
Convenience to Church and Social Functions	1.7	0.2	0.5	0.2	2.1	0.0	4.3	0.4	8.2(14)	1.0(14)

* Computed by adding the percentage listing the factor as most important, second most important or third most important.

** Computed by weighting the responses and giving a three for most important, a two for second most important and a one for third most important.

CHARACTERISTICS OF HOMES PURCHASED

The four surveys questioned homebuyers about the characteristics of homes purchased (see Figure 4).



Source: Real Estate Center
at Texas A&M University

- Most of the increase in single-family home sales was accounted for by a decline in townhouse and condominium sales, indicating less interest compared to a few years ago.

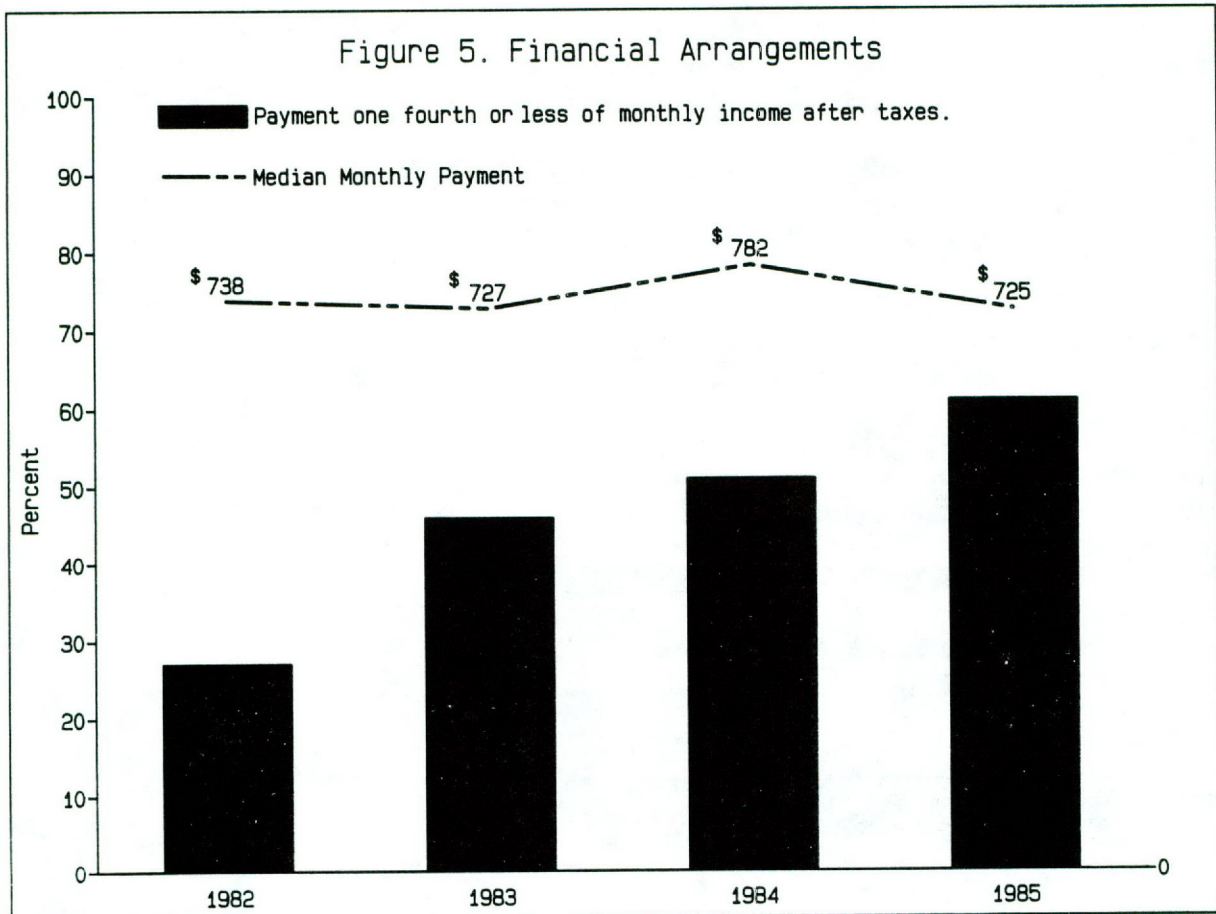
- Two questions addressed home size. First, respondents were asked to compare the size of their new home with their previous residence and second, to provide the actual square footage of their new home. In both 1982 and 1983, the median size of homes purchased was 1,600 square feet, increasing to 1,638 in 1984 and to 1,750 in 1985.

- The typical home purchased in Texas had three bedrooms and two bathrooms.

- Most of the homes purchased by Texans were relatively new, and about one third to one half had never been occupied.

FINANCIAL ARRANGEMENTS

In recent years the home-buying market was influenced by high and unstable interest rates, tight credit and fluctuating prices. Because the housing economy is volatile, trends in housing finance must be monitored carefully. The surveyed respondents who paid one fourth or less of their monthly income after taxes for their house payments has increased from 1982 to 1985. The percentage and the median monthly payment are shown in Figure 5.



Source: Real Estate Center
at Texas A&M University

- The decrease in monthly mortgage payments indicates the stability of housing costs, and declines in interest rates have reduced the cost of purchasing a home.

- From 1982 to 1985, the average Texas homebuyer spent about \$70,000 for a new home. This amount increased slightly from just less than \$70,000 in 1982 to more than \$74,000 in both 1984 and 1985.

- The median down payment made by Texas homebuyers was 10 percent.

- About one-half (48 to 57 percent) of the respondents listed personal savings as their down payment source, and most of the remainder reported equity from the sale of their previous home as the down payment source.

- During 1985, interest rates reached substantially lower levels than earlier in the decade, making the conventional fixed-rate loan more attractive than it had been previously. The percent obtaining a fixed-rate loan ranged from 22 percent (1982), to 28 percent (1983), to 24 percent (1984) to 35 percent (1985).

- The most common loan source was a mortgage company. Between 59 percent (1982 to 50 percent (1985) used a mortgage company. Nearly all the homeowners who did not use this source obtained their mortgage loan from a bank or a savings and loan association (S&L).

- A large percentage of homebuyers used the assistance of a real estate agent. In 1982, 62 percent used the services of a professional agent or broker, and this increased to 63 percent in 1985.

- The average homebuyer spent three months looking for a home.

- The median number of homes seriously considered was four. This number increased to six in 1985.

Figure 6. Rank of Factors Important in Home Selection

1984		1985
1	Initial Purchase Price	1
2	Layout and Design	4
3	Financial Terms of Purchase	3
4	Neighborhood	2
5	House Size	6
6	Convenience to Shopping	8
7	The Lot	7
8	Building Material Quality	5
9	Number of Bedrooms	11
10	Convenience to Schools	12
11	Convenience to Employment	13
12	Quality of Local Schools	10
13	Energy Efficiency	9
14	Convenience to Other	14

Source: Real Estate Center
at Texas A&M University

YOUR

OPINION

Please
↓

Thank you for ordering this publication from the Real Estate Center. To better serve you in the future, we would appreciate hearing from you. Please take a few minutes to complete the following questions and return this card to the research Center.

1. Please evaluate each characteristic of this publication:
(check all applicable blanks)

	Excellent	Good	Fair	Poor	No Opinion
overall content	_____	_____	_____	_____	_____
amount of detail	_____	_____	_____	_____	_____
technical clarity (readability)	_____	_____	_____	_____	_____
organization of material	_____	_____	_____	_____	_____

2. To what degree did this publication meet your needs?
(circle the number that best indicates your opinion)

very useful 5 4 3 2 1 not useful at all

3. How did you learn of this publication? _____

4. What magazines or periodicals do you read most regularly to stay abreast of real estate topics?

a) _____ b) _____
c) _____ d) _____

5. What other topics or information would you like to know more about?

6. What is your principal occupation? _____

7. What real estate license do you hold? _____ broker _____ salesman _____ none

COMMENTS: _____

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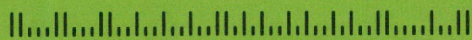
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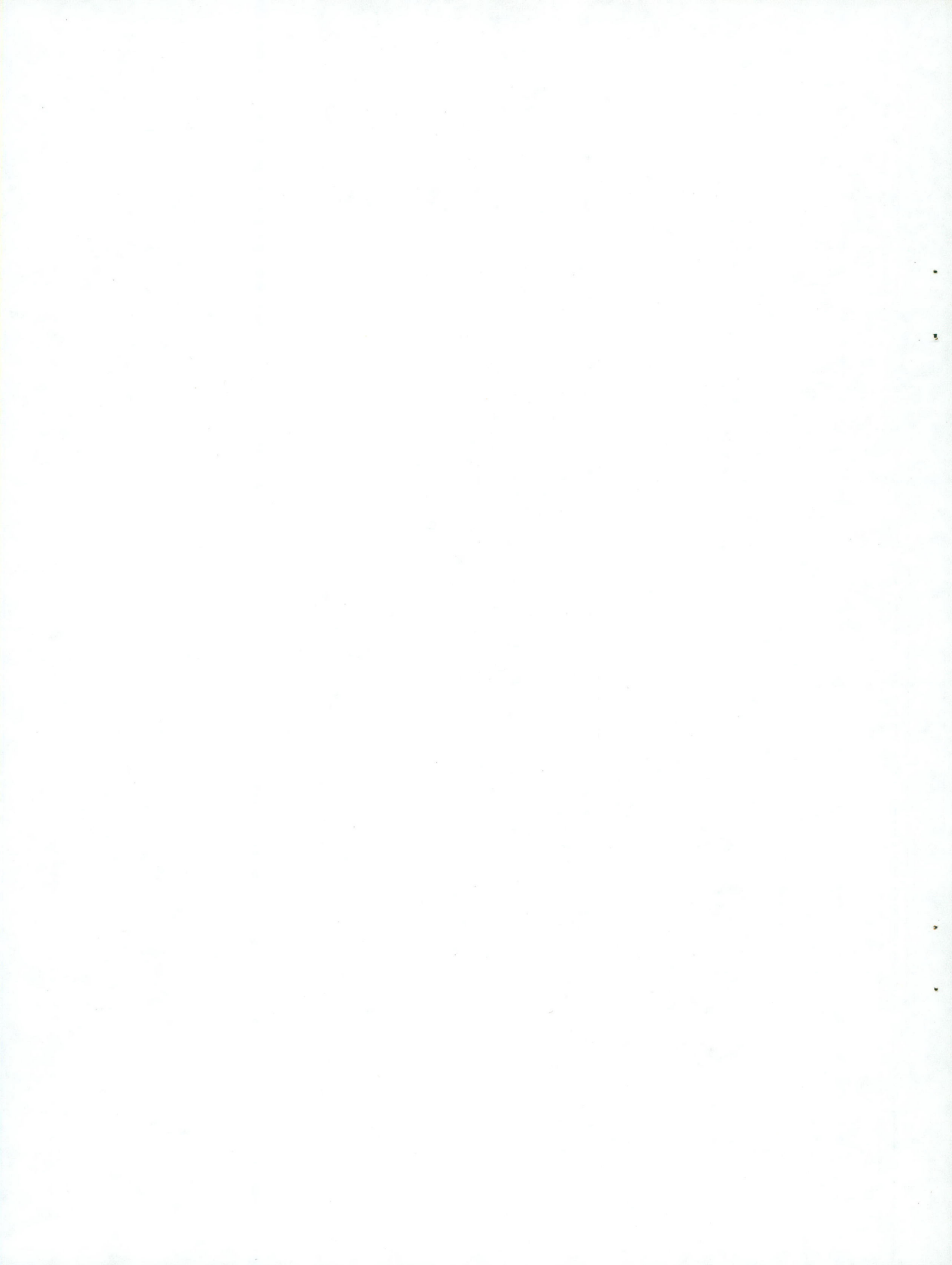
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APPENDIX A



APPENDIX A

METHOD OF INVESTIGATION

Surveys were used to collect data. Texas was divided into 12 regions (Figure A.1). The homebuyers' names were drawn from a Stewart Title Guaranty Company branch office or an independent agent's address files. In each region, one metropolitan and one non-metropolitan county were randomly selected. The sample size from each county was proportionate to the percentage of the total state population living in that region (see Table A.1).

The 1982, 1983 and 1984 surveys were conducted by mail (see the reports cited above for details), and a telephone questionnaire was used for 1985. There were 562 homebuyers contacted, and a total of 446 interviews were completed (79 percent). The sample for the 1985 survey was 1,000 homebuyers whose names and addresses were obtained from the Stewart Title Guaranty Company. A copy of the telephone questionnaire is in Appendix B. The remaining 438 were not contacted because their telephone numbers were not listed or could not be found, they had moved, were deceased or were eliminated from the sample. Although the extent to which this sample reflects all 1985 homebuyers is unknown, the data are consistent over time, increasing confidence in its representativeness.

Tests of significance were calculated to determine if the results of different years were statistically different. Analysis of variance with Scheffe's test was used for interval variables (e.g., income) and a chi-square test for categorical variables (e.g., marital status). The .05 level of significance was used, and differences were accepted as real if the likelihood of them occurring by chance was less than one in 20.

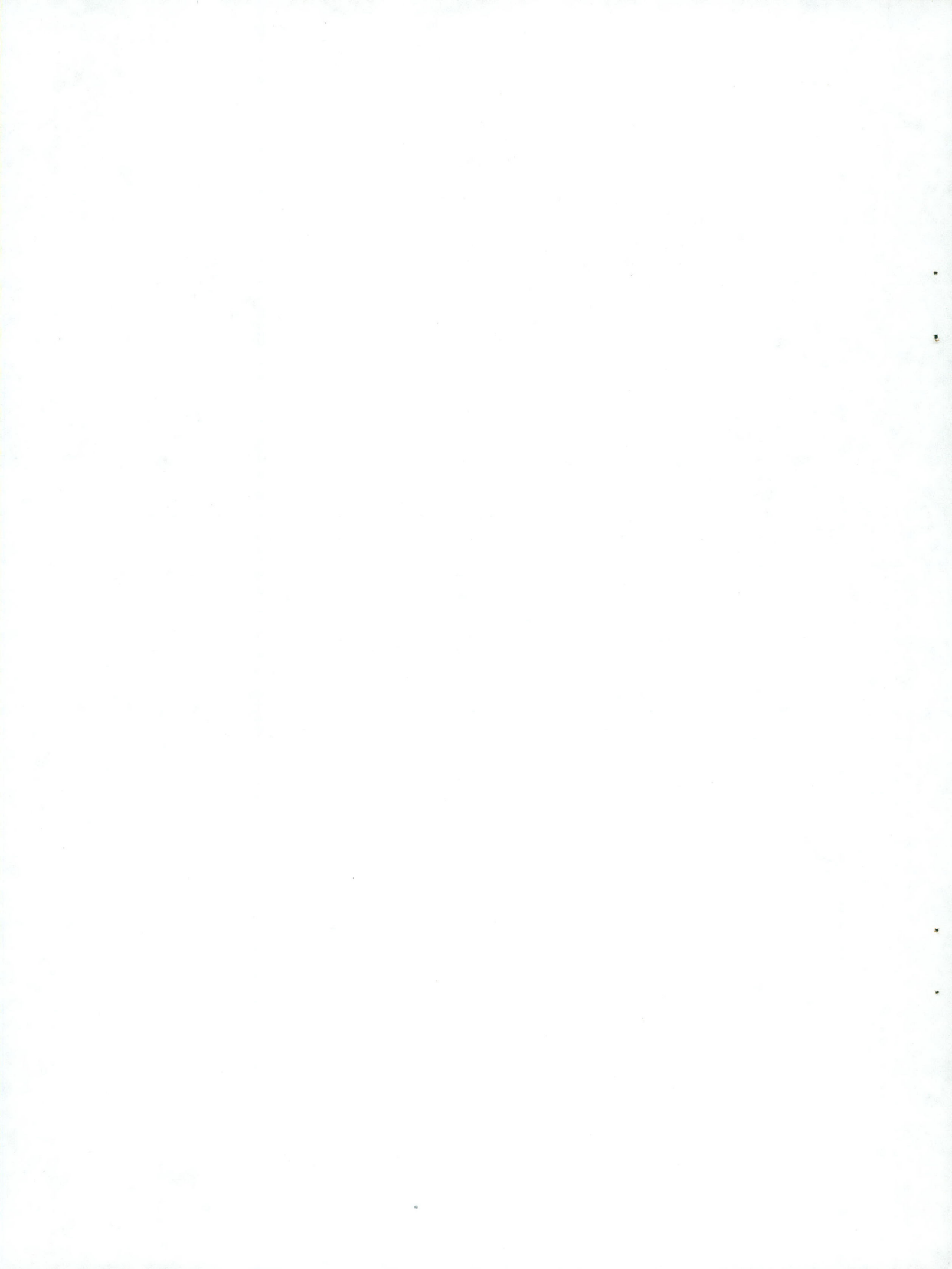
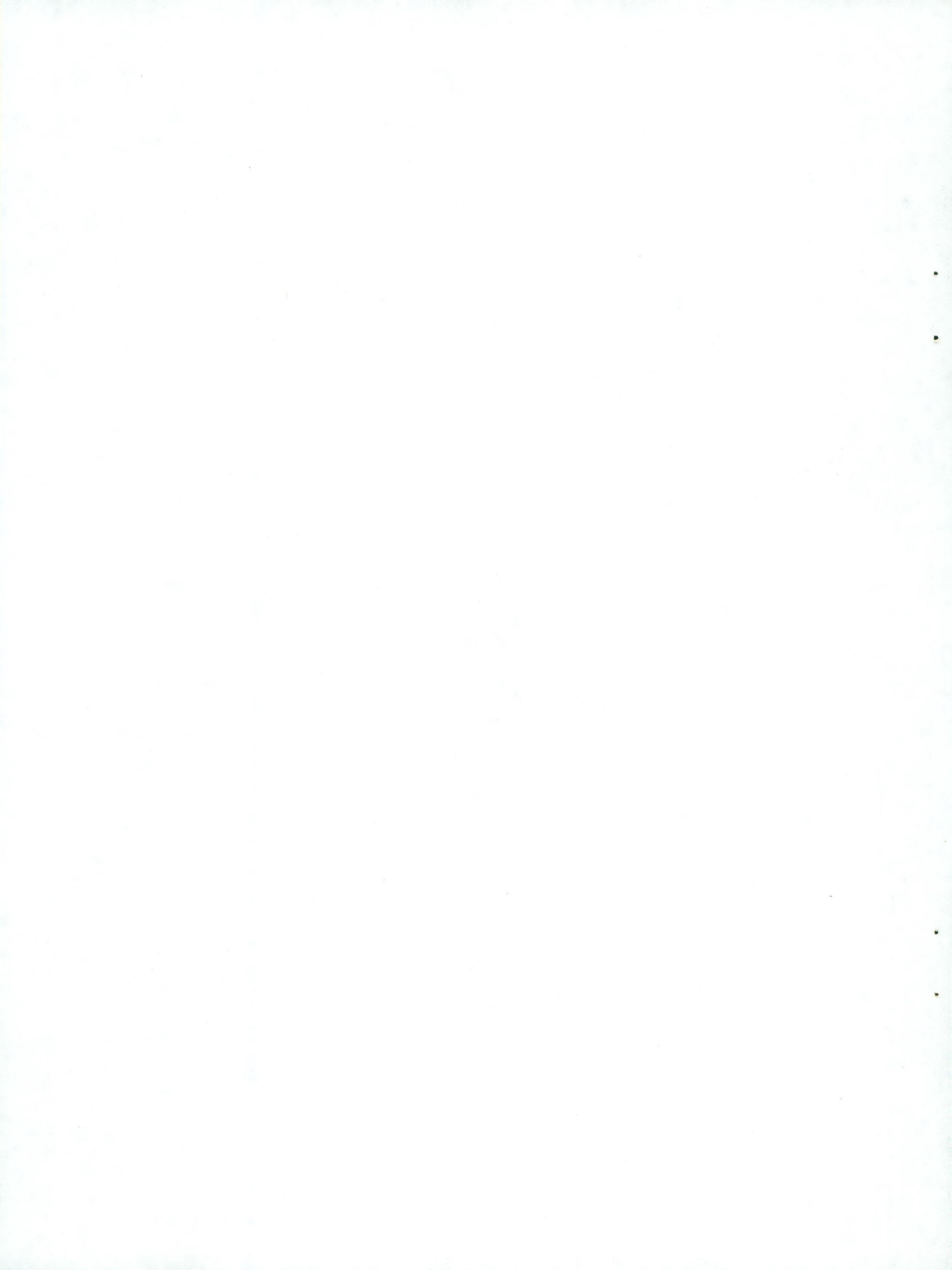


Table A.1. Population Characteristics of Texas
Regions Used for Sample Selection

Region	Total Population	Metropolitan Population	Non-metropolitan Population	Percent of Region Metropolitan	Percent of State Population
1	846,250	677,909	168,341	80.1	5.9
2	735,737	385,350	350,387	52.4	5.2
3	660,491	316,798	343,693	48.0	4.6
4	263,397	99,258	164,139	37.7	1.9
5	1,224,358	1,071,974	152,384	87.6	8.6
6	510,451	492,956	17,495	96.6	3.6
7	639,061	394,835	244,226	61.8	4.5
8	893,102	751,344	141,758	84.1	6.3
9	461,290	264,343	196,947	57.3	3.2
10	3,257,889	3,020,312	237,577	92.7	22.9
11	1,085,945	355,419	730,526	32.7	7.6
12	<u>3,651,736</u>	<u>3,476,790</u>	<u>174,946</u>	<u>95.2</u>	<u>25.7</u>
State Total	14,229,707	11,307,288	2,922,419	79.5	100.0

Source: Real Estate Center
at Texas A&M University

APPENDIX B



APPENDIX B

1985 TEXAS HOMEBUYER SURVEY

Hello. My name is _____, and I am calling from Texas A&M University in College Station. We are doing a survey of persons who purchased homes in Texas in 1985. This information will be used to assist decision makers and professionals in understanding who the homebuyers are and the problems they face. The information you provide to us is very important. However, the information you give us will not be identified with you in any way. Your responses will be kept completely confidential and anonymous.

Would this be a convenient time for you to answer some questions?

(INTERVIEWER: IF THIS IS NOT A CONVENIENT TIME, ARRANGE A TIME TO CALL BACK)

1. Which of the following best describes your newly purchased residence?
Is it a: (INTERVIEWER: READ CATEGORIES AND CIRCLE RESPONSE)

- [1] Detached single-family home
- [2] Condominium or townhouse
- [3] Duplex or apartment
- [4] Mobile home
- [5] Something else (specify) _____

2. Had your newly purchased home been occupied prior to when you bought it?
(INTERVIEWER: CIRCLE RESPONSE)

- [1] Yes
- [2] No

3. Have you ever purchased a home prior to this one?
(INTERVIEWER: CIRCLE RESPONSE)

- [1] Yes
- [2] No

4. We would like to find out some of the characteristics of your new home.
First, how many bedrooms does your new home have?

_____ Bedrooms

5. How many bathrooms does your new home have?

_____ Bathrooms

6. What is the size of your new home? (That is, the heated living space in square feet.) _____ square feet

7. Is your new home larger or smaller (in heated square footage) than your previous residence? (INTERVIEWER: CIRCLE RESPONSE)

- [1] Larger
- [2] Smaller
- [3] The two are about the same size

8. How old is your new home? _____ Years

[] New, never occupied.

9. Next, I am going to read a list of factors that people sometimes consider when purchasing a home. For each consideration that I read, please tell me if it was very important, somewhat important or not important to you in your decision about which home to purchase.

(INTERVIEWER: CIRCLE RESPONSE)

<u>Consideration</u>	<u>Very Important</u>	<u>Somewhat Important</u>	<u>Not Important</u>
1. Layout and design of the house	[1]	[2]	[3]
2. Size of the house	[1]	[2]	[3]
3. Number of bedrooms	[1]	[2]	[3]
4. Quality of the building materials used	[1]	[2]	[3]
5. Energy efficiency of the house	[1]	[2]	[3]
6. Lot the house is on	[1]	[2]	[3]
7. Initial purchase price of the house	[1]	[2]	[3]
8. Financial terms of the purchase, including interest rate and monthly mortgage payment	[1]	[2]	[3]
9. Neighborhood the house is in	[1]	[2]	[3]
10. Quality of the local schools	[1]	[2]	[3]
11. Convenience of the house relative to:			
a. Shopping	[1]	[2]	[3]
b. Employment	[1]	[2]	[3]
c. Schools	[1]	[2]	[3]
d. Church and social functions	[1]	[2]	[3]

10. Of these considerations, please tell me which three had the greatest amount of influence in determining which home you purchased? Please name these in order of importance, with the first being the most important, the second being the second most important, and the third being the third most important.

(INTERVIEWER: RECORD NUMBERS FROM ABOVE LIST)

1. _____
 2. _____
 3. _____

11. I am now going to read a list of reasons that people sometimes give for moving. For each reason that I read, please tell me if it was very important, somewhat important, or not important to you in your decision to move. (INTERVIEWER: CIRCLE RESPONSE)

<u>Reason</u>	<u>Very Important</u>	<u>Somewhat Important</u>	<u>Not Important</u>
1. A change of employers	[1]	[2]	[3]
2. A job transfer with the same employer	[1]	[2]	[3]
3. Not satisfied with previous neighborhood	[1]	[2]	[3]
4. Wanted a larger home	[1]	[2]	[3]
5. Wanted a smaller home	[1]	[2]	[3]
6. Wanted to buy before prices got higher	[1]	[2]	[3]
7. Wanted tax and investment advantages of home ownership	[1]	[2]	[3]
8. New household formed (i.e. through marriage, divorce, moved out of family home)	[1]	[2]	[3]
9. Other	[1]	[2]	[3]

12. Which single reason was the most important to you in your decision to move? (INTERVIEWER: RECORD NUMBER FROM ABOVE LIST)
-

13. Please tell me the city and county of the place you lived just prior to moving into your new home?

City _____

County _____

State _____

14. Approximately how many homes, including the one you bought, did you seriously examine before buying? _____ Homes

15. How long did you actively look before you decided to purchase the home that you bought? _____ Months

16. How did you purchase this home? Was it:
(INTERVIEWER: READ CATEGORIES AND CIRCLE RESPONSE)

[1] Through an agent or broker (Go to Question 18)

[2] Directly from the previous owner

[3] Directly from the builder

[4] Some other way

17. What is the major reason why you decided not to go through an agent or broker? (INTERVIEWER: RECORD RESPONSE, THEN GO TO QUESTION 23)

18. In the next section, we would like to find out how you selected your real estate agent or broker, and how happy you were with the job he or she did. To begin with, I am going to read a list of possible ways people use to select a real estate agent or broker. For each item that I read, please tell me if this criteria was very important, somewhat important or not important to you as you selected your agent. (INTERVIEWER: CIRCLE RESPONSE)

<u>Criteria</u>	<u>Very Important</u>	<u>Somewhat Important</u>	<u>Not Important</u>
1. Used the firm before	[1]	[2]	[3]
2. Used the agent before	[1]	[2]	[3]

<u>Criteria</u>	<u>Very Important</u>	<u>Somewhat Important</u>	<u>Not Important</u>
3. Friend's recommendation	[1]	[2]	[3]
4. Newspaper Ad	[1]	[2]	[3]
5. Radio Ad	[1]	[2]	[3]
6. TV Ad	[1]	[2]	[3]
7. Billboard Ad	[1]	[2]	[3]
8. Yard sign	[1]	[2]	[3]
9. Yellow pages	[1]	[2]	[3]
10. Saw the agent or firm's name on a listing	[1]	[2]	[3]
11. Other	[1]	[2]	[3]

19. Which of these was the single most important criterion to you as you selected your real estate agent? (INTERVIEWER: RECORD NUMBER FROM ABOVE LIST) _____

20. I am now going to read a list of tasks or activities that real estate agents often perform. For each item that I read, please tell me if this task was very important, somewhat important, or not important to you as you purchased your home. (INTERVIEWER: CIRCLE RESPONSE)

<u>Task</u>	<u>Very Important</u>	<u>Somewhat Important</u>	<u>Not Important</u>
1. Advice on Making Initial Offer	[1]	[2]	[3]
2. Advice on Responding to Counteroffer	[1]	[2]	[3]
3. Advice on Making Financial Arrangements	[1]	[2]	[3]
4. Knowledge of Neighborhoods in the Community	[1]	[2]	[3]
5. Time Devoted to Client's Search Process	[1]	[2]	[3]
6. Appropriateness of Houses Shown	[1]	[2]	[3]

<u>Task</u>	<u>Very Important</u>	<u>Somewhat Important</u>	<u>Not Important</u>
7. Ease of Closing Process	[1]	[2]	[3]
8. Advice on Having House Inspected	[1]	[2]	[3]

21. For you, what is the single most important thing that a real estate agent can do?

(INTERVIEWER: RECORD NUMBER FROM ABOVE LIST) _____

22. I will read again this same list of tasks. This time, please rate performance of your real estate agent as high, average or low on each task. (INTERVIEWER: CIRCLE RESPONSE)

<u>Task</u>	<u>High</u>	<u>Average</u>	<u>Low</u>
1. Advice on Making Initial Offer	[1]	[2]	[3]
2. Advice on Responding to Counteroffer	[1]	[2]	[3]
3. Advice on Making Financial Arrangements	[1]	[2]	[3]
4. Knowledge of Neighborhoods in the Community	[1]	[2]	[3]
5. Time Devoted to Client's Search Process	[1]	[2]	[3]
6. Appropriateness of Houses Shown	[1]	[2]	[3]
7. Ease of Closing Process	[1]	[2]	[3]
8. Advice on Having House Inspected	[1]	[2]	[3]

23. We now have a few questions about the cost and financing of your new home. First, what was the cost of your new home? _____ Dollars

24. What percentage of the purchase price did you pay down on your home?

_____ Percent

25. What was the primary source of your down payment? Was it:
(INTERVIEWER: READ CATEGORIES AND CIRCLE RESPONSE)

- [1] Personal savings
- [2] Equity from the sale of a previous home
- [3] Loan or gift from relative or friends
- [4] Borrowed on life insurance
- [5] Second mortgage loan
- [6] Other _____

26. What type of mortgage was used to purchase your home?
(INTERVIEWER: CIRCLE RESPONSE)

- [1] Conventional fixed rate
- [2] FHA
- [3] VA
- [4] Assumption of existing mortgage
- [5] 15 year mortgage
- [6] Adjustable-rate mortgage
- [7] Graduated-payment mortgage
- [8] Special loan with balance due in less than 5 years
- [9] No financing; paid in cash
- [10] Other _____

27. What was the source of your mortgage loan? Was it a:
(INTERVIEWER: READ CATEGORIES AND CIRCLE RESPONSE)

- [1] bank or savings and loan association
- [2] mortgage company
- [3] previous owner or builder
- [4] no mortgage loan; paid in cash

28. What is your monthly mortgage payment (including interest, taxes and insurance)? _____ Dollars

29. Approximately what percentage of your household's total income (after taxes and other deductions) goes for your monthly mortgage payment (excluding utility costs)? _____ Percent

Finally, in order to better meet the needs of current and future homebuyers in the state, it is important that we obtain some background information on your family. Again, let me remind you that this information is strictly confidential.

30. How many people, including yourself, currently live in your newly acquired residence? _____ Persons

31. How many people in your home are under 18? _____ Persons

32. Sex of respondent **(INTERVIEWER: DO NOT ASK - CIRCLE RESPONSE)**

- [1] Male
- [2] Female

33. How old were you on your last birthday? _____ Years

34. What is your marital status? (**INTERVIEWER: CIRCLE RESPONSE**)

- [1] Married
- [2] Widowed
- [3] Divorced or separated
- [4] Never married

35. What is your race or ethnic background? (**INTERVIEWER: CIRCLE RESPONSE**)

- [1] White
- [2] Black
- [3] Hispanic
- [4] Other

36. How many adult household members are employed full time? _____ Number

37. Please describe the occupation of the primary income earner in your home. (**INTERVIEWER: PLEASE OBTAIN ENOUGH INFORMATION TO DETERMINE BOTH INDUSTRY AND OCCUPATION**)

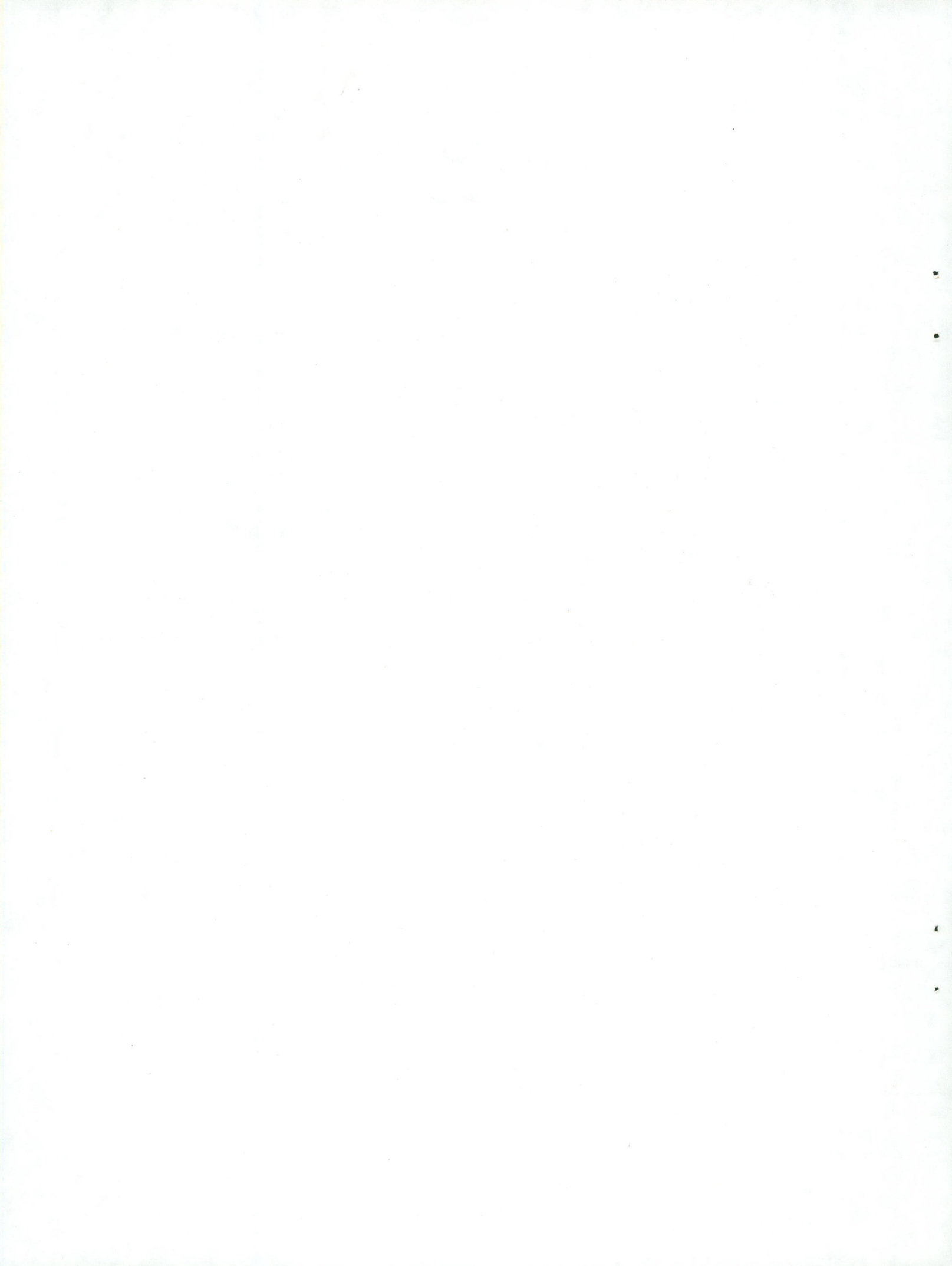
Industry _____

Occupation _____

38. Finally, I will read a list of income categories. Then, please tell me the category that includes your family's total income before taxes and deductions in 1985.

(INTERVIEWER: READ CATEGORIES AND CIRCLE RESPONSE)

- [1] Less than \$15,000
- [2] \$15,000 - \$20,000
- [3] \$20,000 - \$30,000
- [4] \$30,000 - \$40,000
- [5] \$40,000 - \$50,000
- [6] \$50,000 - \$100,000
- [7] \$100,000 or more



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