

HOME SELLERS AND THEIR SELLING EXPERIENCE

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HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-1

AGE OF HOME SELLERS, BY REGION

(Percentage Distribution)

	SELLERS WHO SOLD A HOME IN THE					
	Indiana	U.S.	Northeast	Midwest	South	West
18 to 34 years	19%	12%	13%	15%	11%	11%
35 to 44 years	19	19	16	20	20	18
45 to 54 years	16	18	19	18	18	16
55 to 64 years	17	24	27	22	24	26
65 to 74 years	20	20	20	17	20	22
75 years or older	11	7	4	8	7	7
Median age (years)	52	55	56	53	55	56

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-2

HOUSEHOLD INCOME OF HOME SELLERS, 2016

(Percentage Distribution)

	SELLERS WHO SOLD A HOME IN THE					
	Indiana	U.S.	Northeast	Midwest	South	West
Less than \$25,000	4%	2%	1%	3%	2%	3%
\$25,000 to \$34,999	7	3	2	4	4	2
\$35,000 to \$44,999	8	4	4	5	4	5
\$45,000 to \$54,999	10	6	7	6	4	8
\$55,000 to \$64,999	9	7	8	9	6	7
\$65,000 to \$74,999	7	7	6	7	6	9
\$75,000 to \$84,999	6	8	8	8	10	7
\$85,000 to \$99,999	10	12	13	11	13	10
\$100,000 to \$124,999	17	16	15	16	17	18
\$125,000 to \$149,999	8	11	10	11	11	11
\$150,000 to \$174,999	5	8	7	8	8	7
\$175,000 to \$199,999	3	5	5	5	5	4
\$200,000 or more	5	11	14	7	9	11
Median income (2016)	\$83,300	\$103,300	\$101,700	\$95,100	\$101,500	\$98,500

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-3
ADULT COMPOSITION OF HOME SELLER HOUSEHOLDS
 (Percentage Distribution)

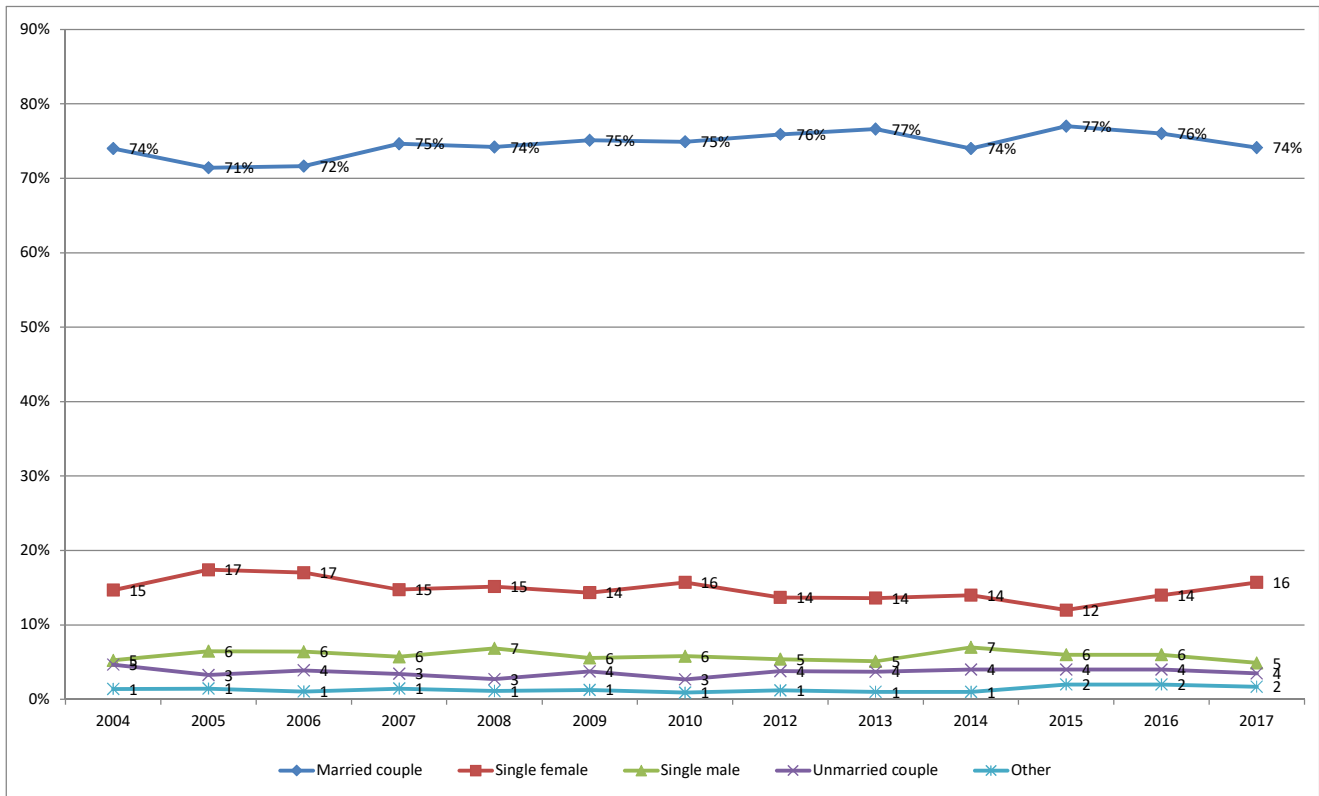
Indiana

2017	
Married couple	69%
Single female	18
Single male	8
Unmarried couple	3
Other	3

* Less than 1 percent

U.S.

	2004	2005	2006	2007	2008	2009	2010	2012	2013	2014	2015	2016	2017
Married couple	74%	71%	72%	75%	74%	75%	75%	76%	77%	74%	77%	76%	74%
Single female	15	17	17	15	15	14	16	14	14	14	12	14	16
Single male	5	6	6	6	7	6	6	5	5	7	6	6	5
Unmarried couple	5	3	4	3	3	4	3	4	4	4	4	4	4
Other	1	1	1	1	1	1	1	1	1	1	2	2	2



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-4

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

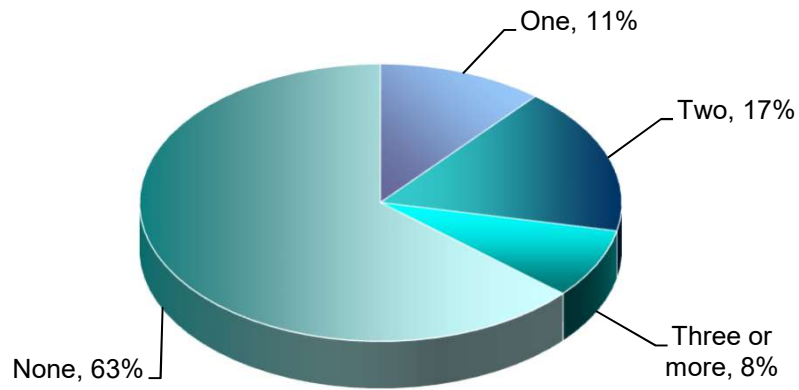
(Percentage Distribution of Home Seller Households)

Indiana

One	11%
Two	17%
Three or more	8%
None	63%

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

(Percentage Distribution)

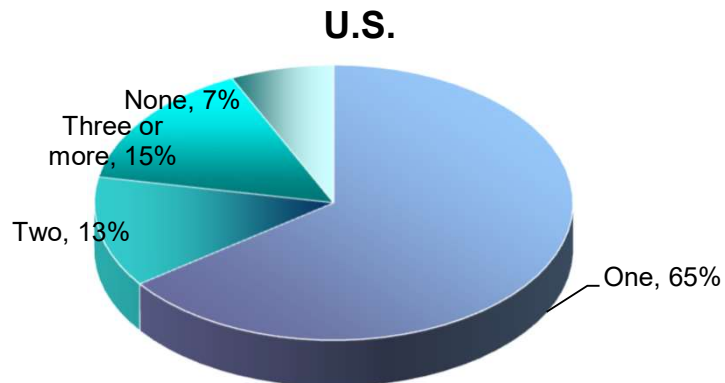


U.S.

One	65%
Two	13%
Three or more	15%
None	7%

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

(Percentage Distribution)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-5

RACE/ETHNICITY OF HOME SELLERS, BY REGION

(Percent of Respondents)

	Indiana	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
White/Caucasian	97%	90%	95%	95%	88%	85%
Hispanic/Latino/Mexican/ Puerto Rican	*	4	1	2	5	7
Asian/Pacific Islander	1	3	2	2	2	8
Black/African-American	1	3	1	2	5	3
Other	1	2	1	2	2	2

* Less than 1 percent

Note: Respondents were permitted to select as many races and ethnicities as they felt applicable.

The percentage distribution may therefore sum to more than 100 percent.

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-6

PRIMARY LANGUAGE SPOKEN IN HOME SELLER HOUSEHOLD, BY REGION

(Percentage Distribution)

	SELLERS WHO SOLD A HOME IN THE					
	Indiana	U.S.	Northeast	Midwest	South	West
English	99%	98%	99%	99%	99%	97%
Other	1	2	1	1	1	3

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-7

HOME SELLING SITUATION AMONG REPEAT BUYERS

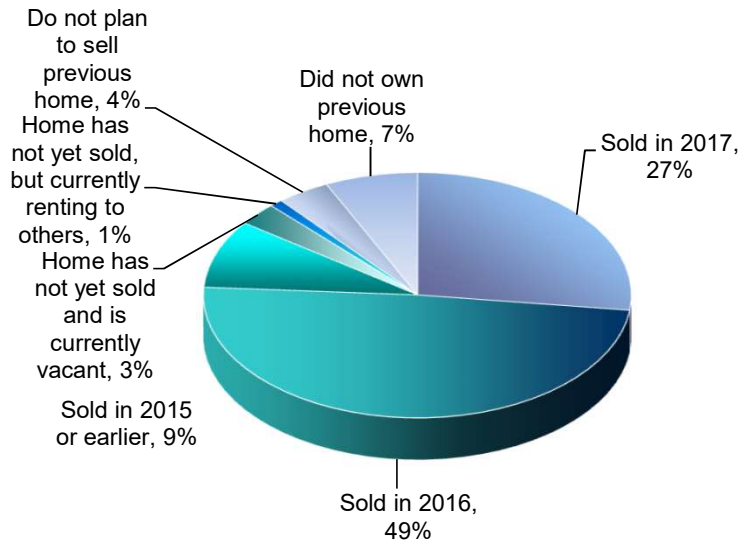
(Percentage Distribution)

Indiana

Sold in 2017	27%
Sold in 2016	49%
Sold in 2015 or earlier	9%
Home has not yet sold and is currently vacant	3%
Home has not yet sold, but currently renting to others	1%
Do not plan to sell previous home	4%
Did not own previous home	7%

HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)

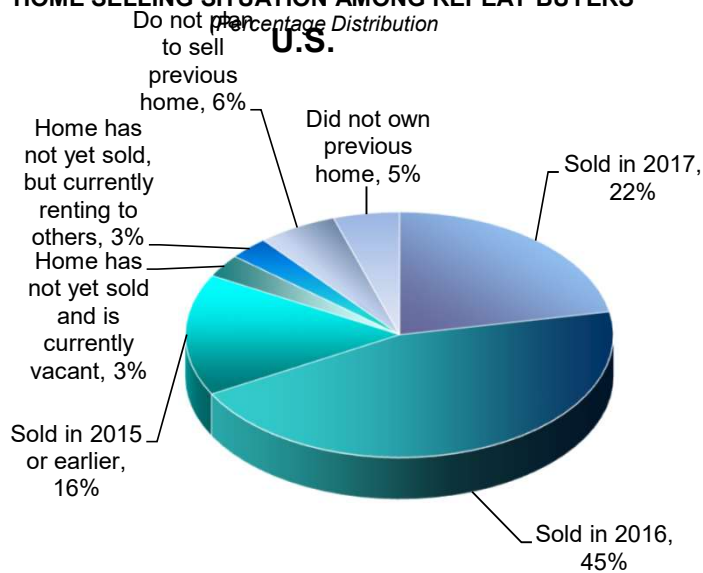


U.S.

Sold in 2017	22%
Sold in 2016	45%
Sold in 2015 or earlier	16%
Home has not yet sold and is currently vacant	3%
Home has not yet sold, but currently renting to others	3%
Do not plan to sell previous home	6%
Did not own previous home	5%

HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-8

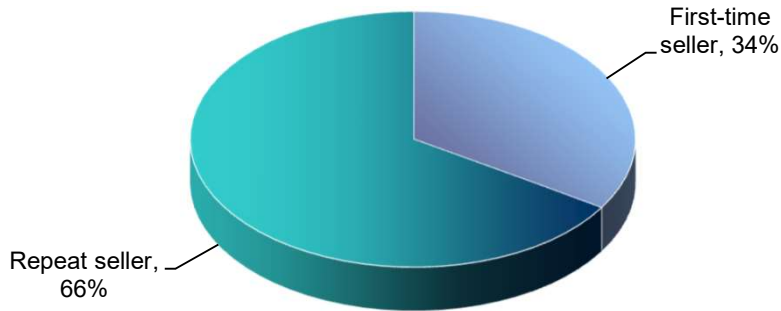
FIRST-TIME OR REPEAT SELLER

(Percentage Distribution)

Indiana

First-time seller	34%
Repeat seller	66%

FIRST-TIME OR REPEAT SELLER
(Percentage Distribution)

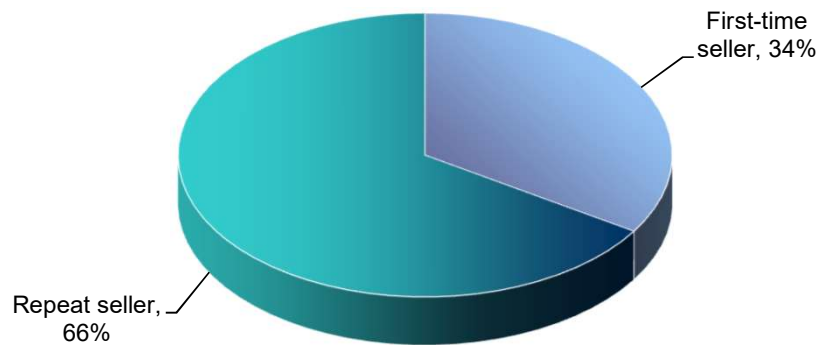


U.S.

First-time seller	34%
Repeat seller	66%

FIRST-TIME OR REPEAT SELLER
(Percentage Distribution)

U.S.



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-9

HOMES SOLD AND FOR SALE, BY REGION

(Percentage Distribution)

U.S.

	Homes Sold	Home has not yet sold and is currently vacant	Home has not yet sold, but currently renting to others
Northeast	14%	18%	17%
Midwest	24	30	16
South	39	35	54
West	23	17	13

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-10

LOCATION OF HOME SOLD

(Percentage Distribution)

Indiana

	Homes Sold	Home has not yet sold and is currently vacant	Home has not yet sold, but currently renting to others
Suburb/Subdivision	48%	38%	75%
Small town	20	25	25
Urban area/Central city	17	25	*
Rural area	14	13	*
Resort/Recreation area	2	*	*

* Less than 1 percent

U.S.

	Homes Sold	Home has not yet sold and is currently vacant	Home has not yet sold, but currently renting to others
Suburb/Subdivision	52%	40%	50%
Small town	18	23	16
Urban area/Central city	14	11	24
Rural area	13	21	7
Resort/Recreation area	2	6	3

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-11

PROXIMITY OF HOME SOLD TO HOME PURCHASED

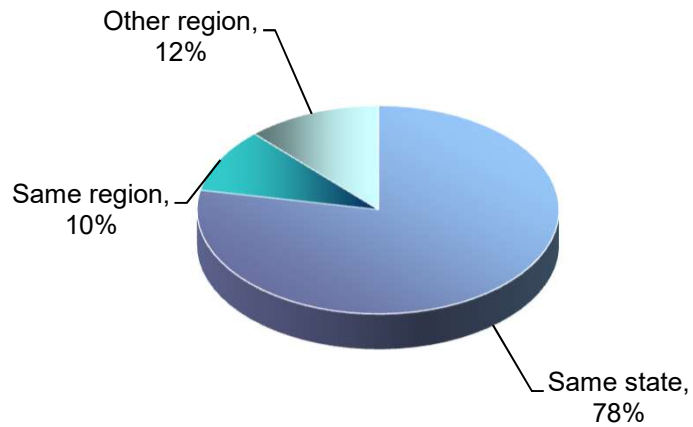
(Percentage Distribution)

Indiana

Same state	78%
Same region	10%
Other region	12%

PROXIMITY OF HOME SOLD TO HOME PURCHASED

(Percentage Distribution of Households)

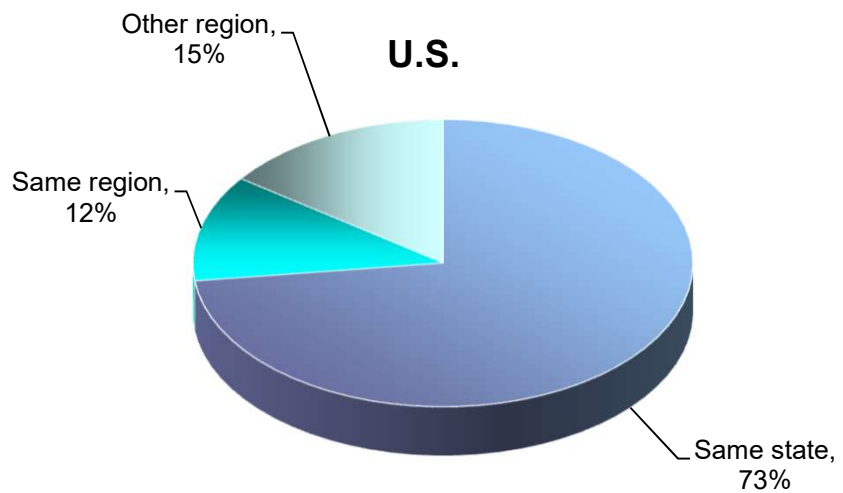


U.S.

Same state	73%
Same region	12%
Other region	15%

PROXIMITY OF HOME SOLD TO HOME PURCHASED

(Percentage Distribution of Households)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-12

TYPE OF HOME SOLD, BY LOCATION

(Percentage Distribution)

Indiana

	SELLERS WHO SOLD A HOME IN A					
	All Sellers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	84%	77%	78%	81%	100%	67%
Townhouse/row house	3	5	9	4	*	*
Apartment/condo in a building with 5 or more units	1	*	*	*	*	*
Duplex/apartment/condo in 2 to 4 unit building	4	*	6	4	*	*
Other	8	18	6	11	*	33

U.S.

	SELLERS WHO SOLD A HOME IN A					
	All Sellers	Suburb/ Subdivision	Small town	Urban/ Central city	Rural area	Resort/ Recreation area
Detached single-family home	81%	85%	84%	69%	81%	56%
Townhouse/row house	6	7	3	10	2	11
Apartment/condo in a building with 5 or more units	4	3	2	12	1	8
Duplex/apartment/condo in 2 to 4 unit building	4	3	3	6	2	18
Other	5	2	8	3	14	7

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-13

SIZE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD

(Percentage Distribution)

U.S.

SIZE OF HOME SOLD	SIZE OF HOME PURCHASED					
	1,000 sq ft or less	1,001 sq ft to 1,500 sq ft	1,501 sq ft to 2,000 sq ft	2,001 sq ft to 2,500 sq ft	2,501 sq ft to 3,000 sq ft	More than 3,000 sq ft
1,000 sq ft or less	*	0	0	0	0	*
1,001 to 1,500 sq ft	0	3	5	5	2	1
1,501 to 2,000 sq ft	0	3	8	7	4	3
2,001 to 2,500 sq ft	0	2	6	6	5	6
2,501 to 3,000 sq ft	*	1	3	4	3	4
More than 3,000 sq ft	0	1	3	4	4	8

52%	Trading Up
28%	Remaining at the same size range
20%	Trading Down

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-14

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

(Median Square Feet)

U.S.

	Size of home sold	Size of home purchased	Difference
18 to 34 years	1,600	2,200	600
35 to 44 years	1,800	2,400	600
45 to 54 years	2,000	2,300	300
55 to 64 years	2,100	2,000	-100
65 to 74 years	2,000	1,900	-100
75 years or older	2,000	1,900	-100

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-15

NUMBER OF BEDROOMS AND BATHROOMS BY ADULT COMPOSITION OF HOUSEHOLD AND CHILDREN IN HOUSEHOLD

(Percentage Distribution)

Indiana

	ADULT COMPOSITION OF HOUSEHOLD						No children in home
	All Sellers	Married couple	Single female	Single male	Unmarried couple	Other	
One bedroom	*	*	*	*	*	*	*
Two bedrooms	15	10	22	25	25	25	19
Three bedrooms or more	85	90	78	75	75	75	81
Median number of bedrooms	3	3	3	3	3	3	3
One full bathroom	29	25	30	33	50	50	25
Two full bathrooms	56	54	63	58	50	50	61
Three full bathrooms or more	15	21	7	8	*	*	14
Median number of full bathrooms	2	2	2	2	2	2	2

U.S.

	ADULT COMPOSITION OF HOUSEHOLD						No children in home
	All Sellers	Married couple	Single female	Single male	Unmarried couple	Other	
One bedroom	1%	*	1%	3%	1%		1%
Two bedrooms	14	11	20	21	23	23	15
Three bedrooms or more	86	89	79	76	76	77	84
Median number of bedrooms	3	3	3	3	3	3	3
One full bathroom	17	15	20	25	26	16	15
Two full bathrooms	59	59	57	56	62	75	59
Three full bathrooms or more	25	27	24	19	11	9	26
Median number of full bathrooms	2	2	2	2	2	2	2

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-16

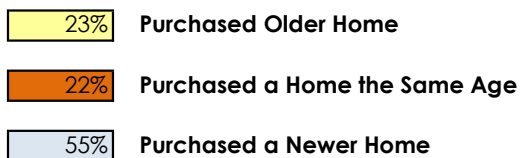
AGE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD

(Percentage Distribution)

U.S.

	YEAR PURCHASED HOME WAS BUILT						
	2016	2012 through 2015	2008 through 2011	2003 through 2007	1988 through 2002	1962 through 1987	1913 and older
Year home sold was built							
2016	*	*	*	*	*	*	*
2012 through 2015	1	0	*	0	1	0	*
2008 through 2011	2	1	1	1	1	1	*
2003 through 2007	5	1	1	3	2	3	*
1988 through 2002	6	1	2	4	6	5	*
1962 through 1987	4	1	2	3	6	7	1
1914 through 1961	1	1	1	2	4	4	1
1913 and older	0	*	*	*	1	1	1

* Less than 1 percent



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-17

PRICE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD

(Percentage Distribution)

U.S.

PRICE OF HOME SOLD	PRICE OF HOME PURCHASED								
	Less than \$100,000	\$100,000 to \$149,999	\$150,000 to \$199,999	\$200,000 to \$249,999	\$250,000 to \$299,999	\$300,000 to \$349,999	\$400,000 to \$499,999	\$500,000 or more	
	Less than \$100,000	2%	2%	2%	1%	*	*	*	*
\$100,000 to \$149,999	1	3	4	3	1	*	*	*	*
\$150,000 to \$199,999	1	2	4	4	3	1	1	0	0
\$200,000 to \$249,999	0	1	2	3	3	2	1	1	1
\$250,000 to \$299,999	*	1	2	2	2	1	1	1	1
\$300,000 to \$349,999	*	*	1	1	1	1	2	1	1
\$350,000 to \$399,999	*	*	*	1	1	1	1	2	2
\$400,000 to \$499,999	*	*	*	*	1	1	1	3	3
\$500,000 or more	*	*	*	0	1	1	2	6	6

* Less than 1 percent

51%	Trading Up
16%	Remaining at the same price range
33%	Trading Down

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-18

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

(Median)

	Price of home sold	Price of home purchased	Difference
18 to 34 years	\$187,800	\$263,000	\$75,200
35 to 44 years	\$225,000	\$315,000	\$90,000
45 to 54 years	\$262,300	\$291,500	\$29,200
55 to 64 years	\$274,000	\$270,000	\$4,000
65 to 74 years	\$270,000	\$250,000	-\$20,000
75 years or older	\$244,100	\$235,000	-\$9,100

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-19

PRIMARY REASON FOR SELLING PREVIOUS HOME, BY MILES MOVED

(Percentage Distribution)

Indiana

	All Sellers	AGE OF HOME SELLER					
		10 miles or less	11 to 20 miles	21 to 50 miles	51 to 100 miles	101 to 500 miles	501 miles or more
Job relocation	12%	*	*	9%	25%	59%	40%
Home is too small	12	21	9	*	*	*	*
Change in family situation (e.g., marriage, birth of a child, divorce)	11	19	3	*	25	12	*
Want to move closer to friends or family	14	3	9	18	*	24	40
Neighborhood has become less desirable	17	18	38	9	25	*	7
Home is too large	12	17	19	*	*	6	*
Moving due to retirement	4	4	3	*	25	*	13
Want to move closer to current job	4	*	6	36	*	*	*
Upkeep of home is too difficult due to health or financial limitations	6	9	3	*	*	*	*
Schools became less desirable	2	1	6	*	*	*	*
Can not afford the mortgage and other expenses of owning home	2	4	*	*	*	*	*
To avoid possible foreclosure	*	*	*	*	*	*	*
Other	5	5	3	27	*	*	*

U.S.

	All Sellers	MILES MOVED					
		10 miles or less	11 to 20 miles	21 to 50 miles	51 to 100 miles	101 to 500 miles	501 miles or more
Home is too small	16%	30%	15%	13%	4%	2%	1%
Want to move closer to friends or family	14	4	9	15	22	35	27
Job relocation	11	2	1	5	10	24	34
Neighborhood has become less desirable	10	13	17	13	6	5	2
Change in family situation (e.g., marriage, birth of a child, divorce)	9	12	9	13	15	4	3
Home is too large	9	14	14	8	4	4	3
Moving due to retirement	6	2	2	4	13	13	16
Want to move closer to current job	5	1	9	12	12	8	2
Upkeep of home is too difficult due to health or financial limitations	4	4	6	4	5	2	2
Schools became less desirable	3	2	7	4		1	1
Can not afford the mortgage and other expenses of owning home	2	3	1	1	1		2
To avoid possible foreclosure	*	*	*	*	*	*	*
Other	10	13	11	8	8	4	9

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-20

PRIMARY REASON FOR SELLING PREVIOUS HOME, BY FIRST-TIME AND REPEAT SELLERS

(Percentage Distribution)

Indiana

	All Sellers	First-time Seller	Repeat Seller
Home is too small	12%	25%	5%
Job relocation	12	9	13
Want to move closer to friends or family	14	5	17
Neighborhood has become less desirable	17	25	12
Home is too large	12	9	14
Change in family situation (e.g., marriage, birth of a child, divorce)	11	9	12
Moving due to retirement	4	2	5
Want to move closer to current job	4	4	5
Upkeep of home is too difficult due to health or financial limitations	6	2	8
Can not afford the mortgage and other expenses of owning home	2	2	2
Schools became less desirable	2	5	*
To avoid possible foreclosure	*	*	*
Other	5	2	7

U.S.

	All Sellers	First-time Seller	Repeat Seller
Home is too small	16%	29%	10%
Want to move closer to friends or family	14	8	17
Job relocation	11	11	11
Neighborhood has become less desirable	10	12	9
Change in family situation (e.g., marriage, birth of a child, divorce)	9	11	8
Home is too large	9	4	13
Moving due to retirement	6	3	8
Want to move closer to current job	5	6	4
Upkeep of home is too difficult due to health or financial limitations	4	2	4
Schools became less desirable	3	3	2
Can not afford the mortgage and other expenses of owning home	2	1	2
To avoid possible foreclosure	*	*	*
Other	10	9	10

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-21

SELLER WANTED TO SELL EARLIER BUT WAITED OR STALLED BECAUSE HOME WAS WORTH LESS THAN MORTGAGE, BY FIRST-TIME AND REPEAT SELLERS

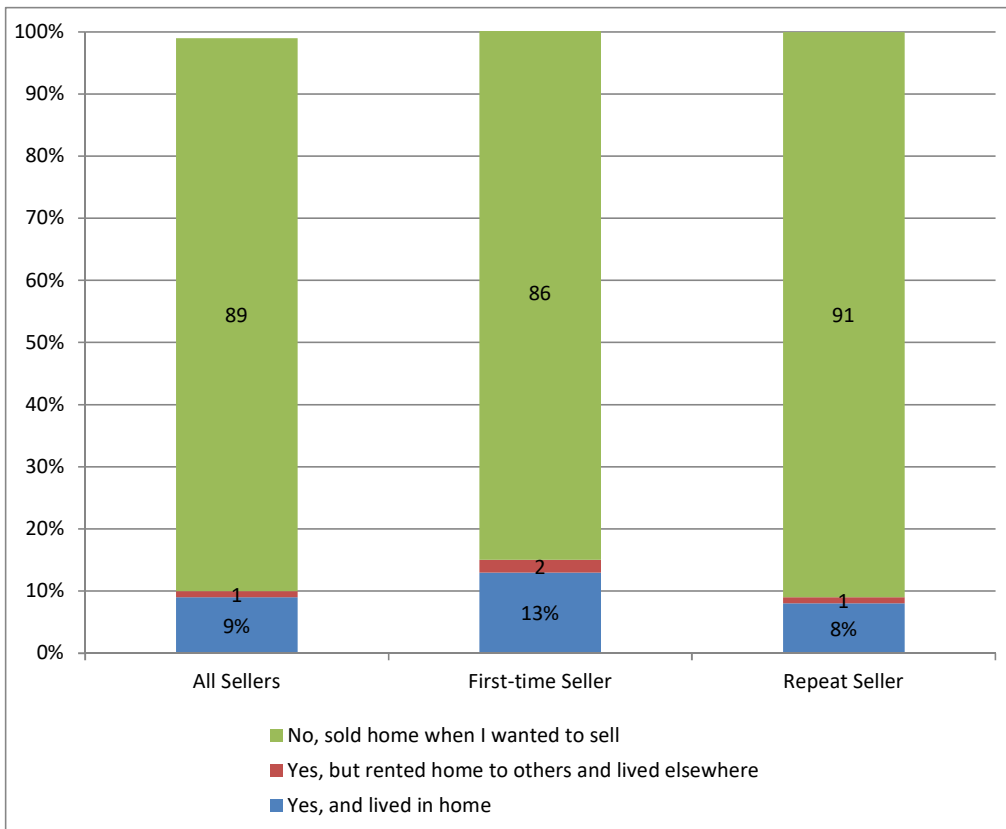
(Percentage Distribution)

Indiana

	All Sellers	First-time Seller	Repeat Seller
Yes, and lived in home	7%	15%	4%
Yes, but rented home to others and lived elsewhere	*	*	*
No, sold home when I wanted to sell	93	85	96

U.S.

	All Sellers	First-time Seller	Repeat Seller
Yes, and lived in home	9%	13%	8%
Yes, but rented home to others and lived elsewhere	1	2	1
No, sold home when I wanted to sell	89	86	91



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-22

SELLER WANTED TO SELL EARLIER BUT WAITED OR STALLED BECAUSE HOME WAS WORTH LESS THAN MORTGAGE, BY TENURE IN HOME

(Percentage Distribution)

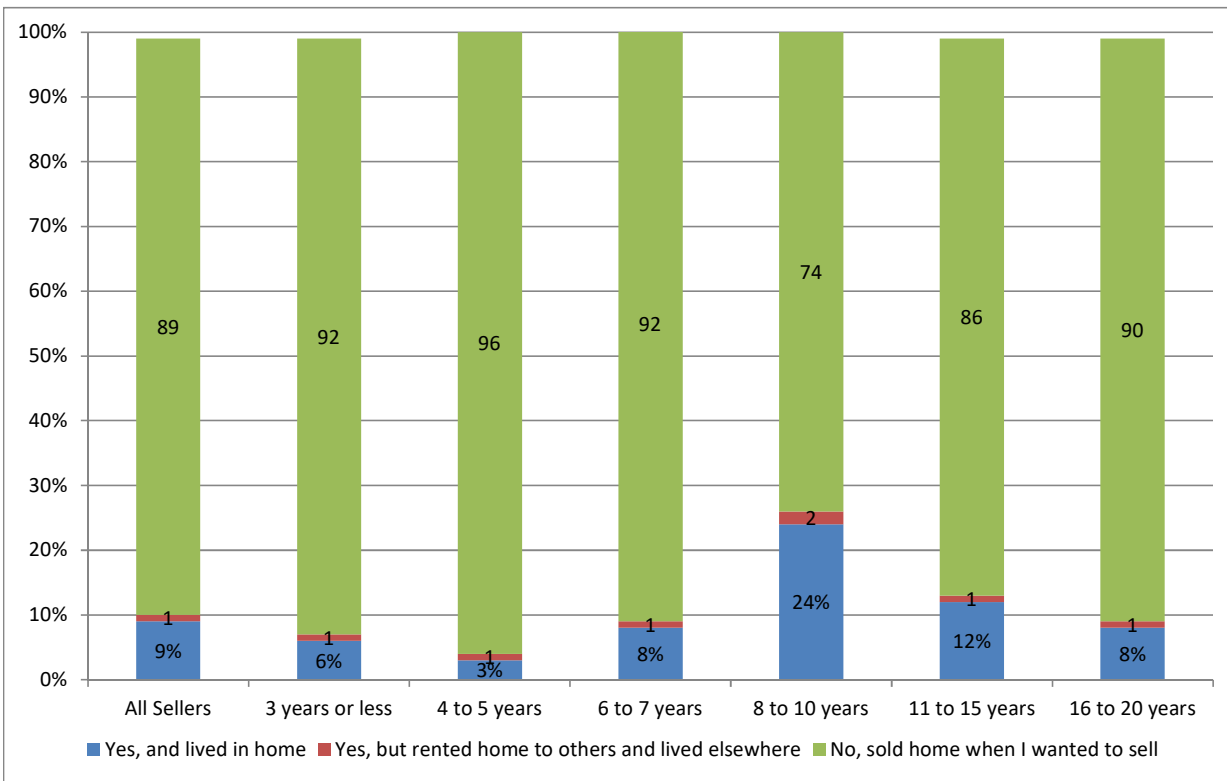
Indiana

	All Sellers	3 years or less	4 to 5 years	6 to 7 years	8 to 10 years	11 to 15 years	16 to 20 years
Yes, and lived in home	7%	3%	*	13%	23%	4%	*
Yes, but rented home to others and lived elsewhere	*	*	*	*	*	*	*
No, sold home when I wanted to sell	93	97	100	87	77	96	100

U.S.

	All Sellers	3 years or less	4 to 5 years	6 to 7 years	8 to 10 years	11 to 15 years	16 to 20 years
Yes, and lived in home	9%	6%	3%	8%	24%	12%	8%
Yes, but rented home to others and lived elsewhere	1	1	1	1	2	1	1
No, sold home when I wanted to sell	89	92	96	92	74	86	90

* Less than 1 percent



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-23

TENURE IN PREVIOUS HOME

(Percentage Distribution)

Indiana

All Types	
1 year or less	1%
2 to 3 years	11
4 to 5 years	16
6 to 7 years	13
8 to 10 years	16
11 to 15 years	21
16 to 20 years	8
21 years or more	14
Median	9

U.S.

	All Types	Cabin/ cottage	Duplex/ apartment/ condo in 2-4 unit structure	Apartment/ condo in building with 5 or more units	Townhouse/ row house	Detached single- family home	Mobile/ manufactured home
1 year or less	4%	*	9%	5%	6%	4%	2%
2 to 3 years	10	12	7	17	13	10	9
4 to 5 years	12	12	11	12	15	12	17
6 to 7 years	10	6	10	16	7	10	11
8 to 10 years	14	9	15	20	21	14	9
11 to 15 years	21	26	23	16	21	20	32
16 to 20 years	11	21	8	9	8	11	6
21 years or more	17	15	17	4	8	19	13
Median	10	12	10	8	9	11	11

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-24

TENURE IN PREVIOUS HOME, BY AGE OF SELLER

(Percentage Distribution)

Indiana

All Sellers

1 year or less	1%
2 to 3 years	11
4 to 5 years	16
6 to 7 years	13
8 to 10 years	16
11 to 15 years	21
16 to 20 years	8
21 years or more	14
Median	9

U.S.

AGE OF HOME SELLER

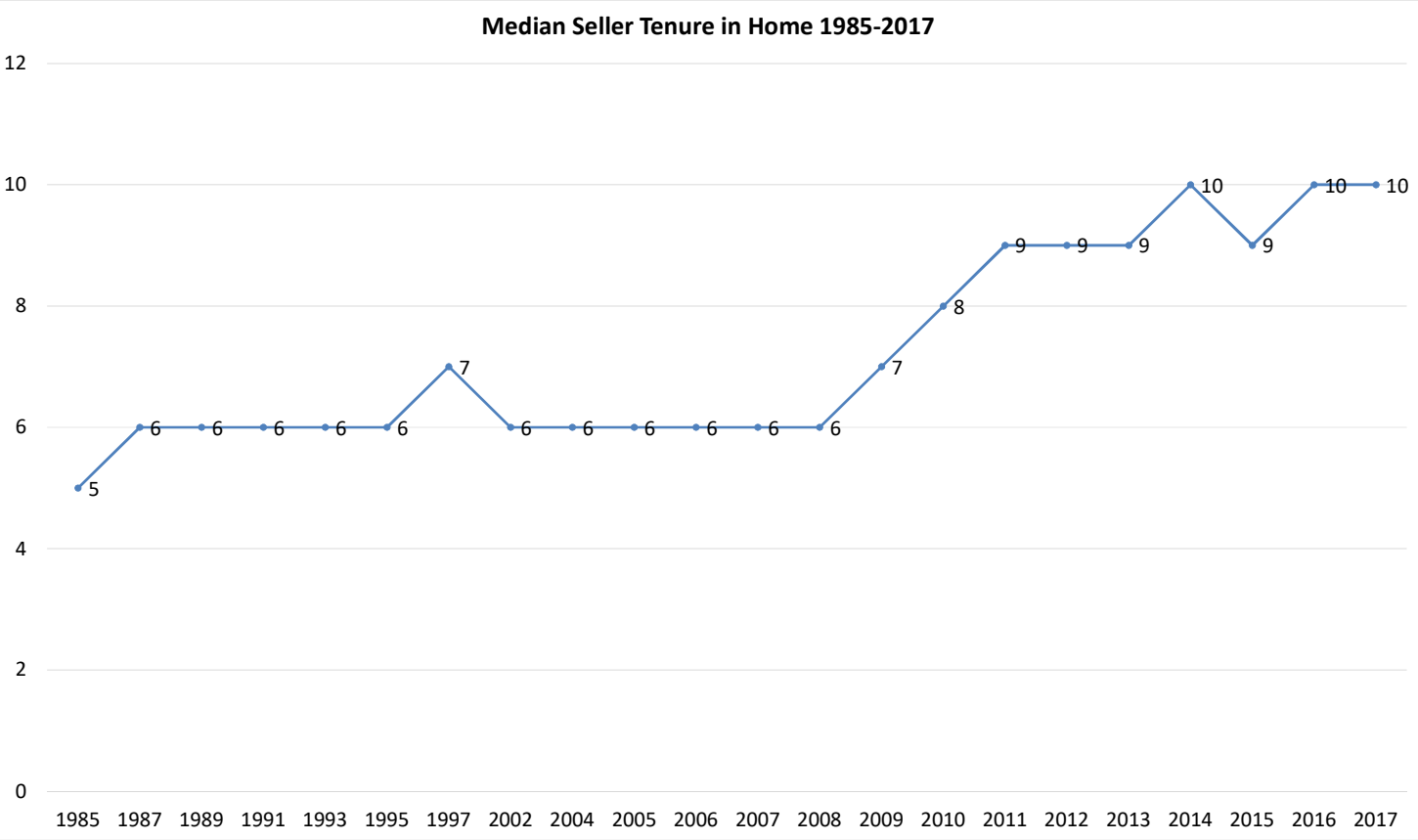
	All Sellers	AGE OF HOME SELLER					
		18 to 34 years	35 to 44 years	45 to 54 years	55 to 64 years	65 to 74 years	75 years or older
1 year or less	4%	3%	6%	4%	4%	4%	4%
2 to 3 years	10	23	13	12	5	6	7
4 to 5 years	12	30	13	10	9	8	3
6 to 7 years	10	21	13	10	7	7	3
8 to 10 years	14	19	25	13	14	8	6
11 to 15 years	21	3	26	27	22	19	24
16 to 20 years	11	NA	5	15	13	15	13
21 years or more	17	NA	NA	10	25	34	40
Median	10	5	8	11	13	15	16

NA= Not applicable

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-25
MEDIAN SELLER TENURE IN HOME 1985-2017
(Median Years)

Year	Median
1985	5
1987	6
1989	6
1991	6
1993	6
1995	6
1997	7
2002	6
2004	6
2005	6
2006	6
2007	6
2008	6
2009	7
2010	8
2011	9
2012	9
2013	9
2014	10
2015	9
2016	10
2017	10



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-26

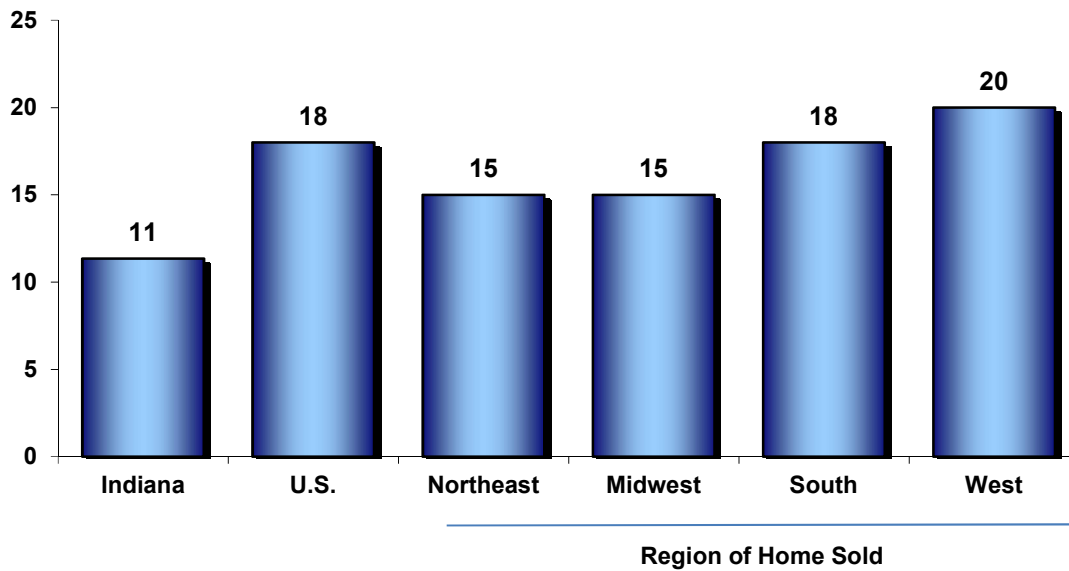
DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION

(Median Miles)

2016	SELLERS WHO SOLD A HOME IN THE:					
	Indiana	U.S.	Northeast	Midwest	South	West
	11	18	15	15	18	20

DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION

(Median Miles)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-27

DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY AGE

(Percentage Distribution)

Indiana

	AGE OF HOME SELLER						
	All Sellers	18 to 34 years	35 to 44 years	45 to 54 years	55 to 64 years	65 to 74 years	75 years or older
5 miles or less	31%	32%	25%	42%	29%	30%	33%
6 to 10 miles	18	25	21	13	13	25	*
11 to 15 miles	13	11	11	8	17	10	*
16 to 20 miles	9	7	7	8	13	5	*
21 to 50 miles	6	11	7	13	4	10	33
51 to 100 miles	5	*	4	*	8	10	*
101 to 500 miles	10	4	18	13	13	5	17
501 to 1,000 miles	4	11	4	4	*	*	17
1,001 miles or more	5	*	4	*	4	5	*
Median (miles)	11	9	13	9	13	10	36

U.S.

	AGE OF HOME SELLER						
	All Sellers	18 to 34 years	35 to 44 years	45 to 54 years	55 to 64 years	65 to 74 years	75 years or older
5 miles or less	26%	25%	32%	29%	20%	22%	23%
6 to 10 miles	15	16	18	13	15	11	15
11 to 15 miles	9	10	11	9	9	6	7
16 to 20 miles	6	10	8	7	4	5	6
21 to 50 miles	11	15	10	13	9	12	9
51 to 100 miles	6	5	3	4	6	8	9
101 to 500 miles	10	7	5	7	14	13	16
501 to 1,000 miles	8	7	5	8	11	7	8
1,001 miles or more	10	5	8	10	12	15	8
Median (miles)	20	15	11	15	25	35	20

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-28

METHOD USED TO SELL HOME, BY REGION

(Percentage Distribution)

	SELLERS WHO SOLD A HOME IN THE:					
	Indiana	U.S.	Northeast	Midwest	South	West
Sold home using an agent or broker	90%	89%	89%	87%	90%	90%
Seller used agent/broker only	87	87	88	85	88	89
Seller first tried to sell it themselves, but then used an agent	3	2	1	2	2	1
For-sale-by-owner (FSBO)	10	8	7	11	7	7
Seller sold home without using a real estate agent or broker	10	7	7	10	6	6
First listed with an agent, but then sold home themselves	*	1	*	1	1	1
Sold home to a homebuying company	*	*	*	*	1	*
Other	*	2	3	2	2	2

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-29

METHOD USED TO SELL HOME, BY SELLER URGENCY

(Percentage Distribution)

Indiana

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Sold home using an agent or broker	90%	92%	88%	91%
Seller used agent/broker only	87	88	86	87
Seller first tried to sell it themselves, but then used an agent	3	4	2	4
For-sale-by-owner (FSBO)	10	8	12	9
Seller sold home without using a real estate agent or broker	10	8	12	9
First listed with an agent, but then sold home themselves	*	*	*	*
Sold home to a homebuying company	*	*	*	*
Other	*	*	*	*

U.S.

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Sold home using an agent or broker	89%	87%	91%	89%
Seller used agent/broker only	87	86	89	87
Seller first tried to sell it themselves, but then used an agent	2	1	2	2
For-sale-by-owner (FSBO)	8	8	7	9
Seller sold home without using a real estate agent or broker	7	7	6	8
First listed with an agent, but then sold home themselves	1	1	1	1
Sold home to a homebuying company	*	1	*	*
Other	2	3	2	1

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-30

METHOD OF SALE, BY BUYER AND SELLER RELATIONSHIP

(Percentage Distribution)

Buyer and Seller Relationship	Seller Knew Buyer	Seller did not Know Buyer
All sellers	8%	92%
Sold home using an agent or broker	49	92
Seller used agent/broker only	47	91
Seller first tried to sell it themselves, but then used an agent	2	2
For-sale-by-owner (FSBO)	41	6
Sold home without using a real estate agent or broker	37	5
First listed with an agent, but then sold home themselves	4	1
Other	10	1

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-31

METHOD USED TO SELL HOME, 2001-2017

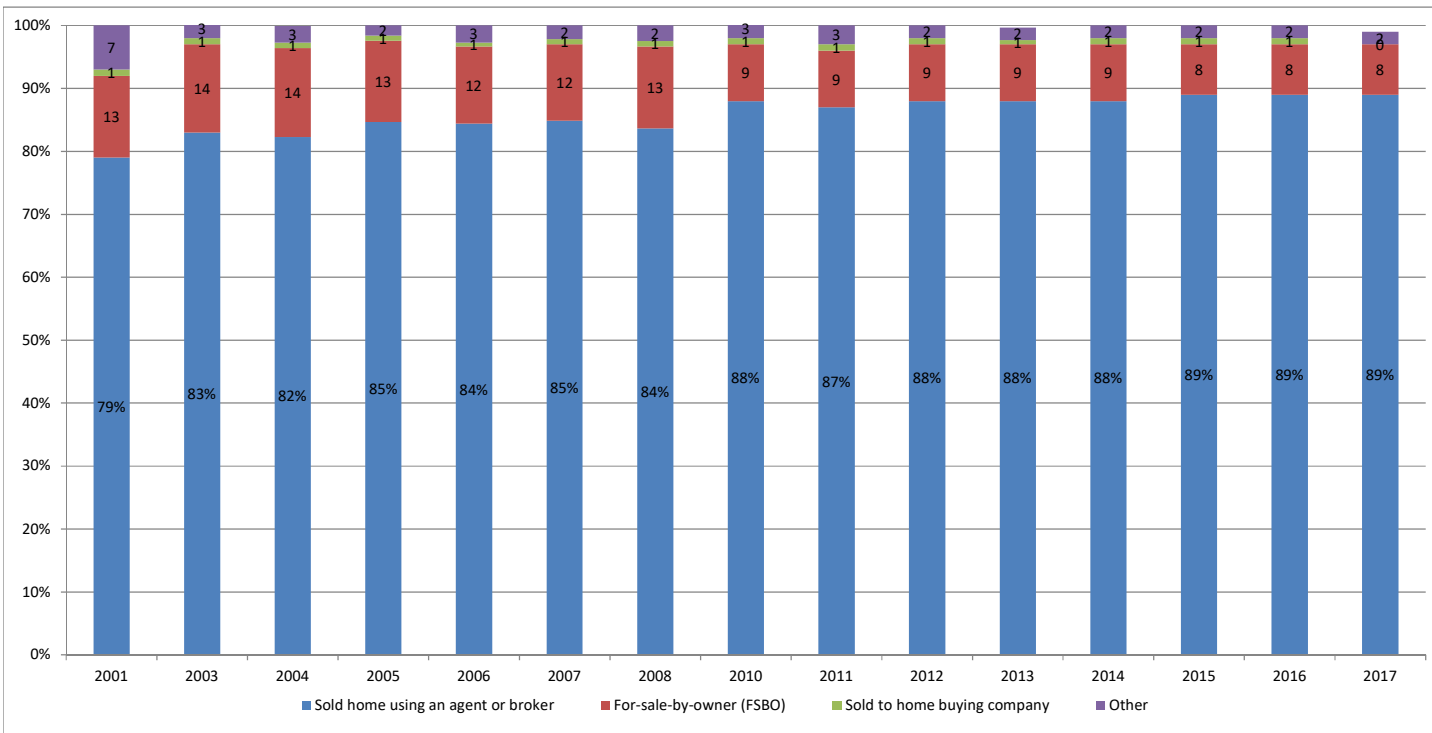
(Percentage Distribution)

Indiana

	2017
Sold home using an agent or broker	90%
For-sale-by-owner (FSBO)	10
Sold to a home buying company	*
Other	*

U.S.

	2001	2003	2004	2005	2006	2007	2008	2010	2011	2012	2013	2014	2015	2016	2017
Sold home using an agent or broker	79%	83%	82%	85%	84%	85%	84%	88%	87%	88%	88%	88%	89%	89%	89%
For-sale-by-owner (FSBO)	13	14	14	13	12	12	13	9	9	9	9	9	8	8	8
Sold to home buying company	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Other	7	3	3	2	3	2	2	3	3	2	2	2	2	2	2



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-32

SALES PRICE COMPARED WITH LISTING PRICE, BY REGION

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

	SELLERS WHO SOLD A HOME IN THE					
	Indiana	U.S.	Northeast	Midwest	South	West
Less than 90%	10%	7%	11%	8%	5%	6%
90% to 94%	13	13	15	16	14	8
95% to 99%	35	37	36	36	40	32
100%	27	28	25	24	28	31
101% to 110%	12	12	11	13	10	17
More than 110%	4	4	3	3	3	6
Median (sales price as a percent of listing price)	99%	99%	98%	98%	98%	100%

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-33

SALES PRICE COMPARED WITH LISTING PRICE, BY SELLER URGENCY

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

Indiana

	SELLER NEEDED TO SELL			
	All Sellers	Very urgently	Somewhat urgently	Not urgently
Less than 90%	10%	12%	12%	6%
90% to 94%	13	20	15	8
95% to 99%	35	28	37	35
100%	27	20	25	32
101% to 110%	12	16	9	12
More than 110%	4	4	2	6

* Less than 1 percent

U.S.

	SELLER NEEDED TO SELL			
	All Sellers	Very urgently	Somewhat urgently	Not urgently
Less than 90%	7%	13%	9%	5%
90% to 94%	13	12	15	11
95% to 99%	37	33	36	36
100%	28	28	24	31
101% to 110%	12	10	12	12
More than 110%	4	5	4	4
Median (sales price as a percent of listing price)	99%	98%	98%	99%

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-34

NUMBER OF WEEKS RECENTLY SOLD HOME WAS ON THE MARKET, BY REGION

(Percentage Distribution)

	SELLERS WHO SOLD A HOME IN THE					
	Indiana	U.S.	Northeast	Midwest	South	West
Less than 1 week	7%	6%	5%	8%	6%	5%
1 to 2 weeks	48	40	36	41	40	42
3 to 4 weeks	11	11	11	12	10	13
5 to 6 weeks	8	6	5	6	6	8
7 to 8 weeks	5	7	8	6	9	7
9 to 10 weeks	4	3	4	3	3	3
11 to 12 weeks	3	6	5	5	7	7
13 to 16 weeks	3	4	7	4	5	3
17 to 24 weeks	3	5	6	6	4	5
25 to 36 weeks	4	4	5	4	4	4
37 to 52 weeks	2	3	5	3	3	3
53 or more weeks	3	3	5	2	3	1
Median weeks	2	3	4	3	3	3

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-35

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

Indiana

	SELLERS WHOSE HOME WAS ON THE MARKET FOR						
	All Sellers	Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
Less than 90%	10%	18%	5%	12%	5%	7%	28%
90% to 94%	13	9	7	12	20	13	33
95% to 99%	35	9	36	29	45	47	28
100%	27	18	36	29	20	20	11
101% to 110%	12	36	12	12	5	13	*
More than 110%	4	9	4	6	5	*	*

* Less than 1 percent

U.S.

	SELLERS WHOSE HOME WAS ON THE MARKET FOR						
	All Sellers	Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
Less than 90%	7%	2%	2%	3%	4%	12%	24%
90% to 94%	13	5	5	12	13	29	25
95% to 99%	37	19	30	42	53	44	37
100%	28	50	37	31	22	11	9
101% to 110%	12	21	22	7	5	4	1
More than 110%	4	3	5	5	3	1	3
Median (sales price as a percent of listing price)	99%	100%	100%	99%	97%	96%	95%

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-36

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

Indiana

	SELLERS WHOSE HOME WAS ON THE MARKET FOR						
	All Sellers	Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None, did not reduce the asking price	64%	91%	83%	72%	55%	27%	11%
One	22	*	16	28	30	53	11
Two	7	*	1	*	15	13	28
Three	3	9	*	*	*	7	17
Four or more	5	*	*	*	*	*	34

U.S.

	SELLERS WHOSE HOME WAS ON THE MARKET FOR						
	All Sellers	Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None, did not reduce the asking price	60%	94%	85%	65%	46%	25%	15%
One	22	6	13	25	39	35	27
Two	10	*	1	7	11	23	29
Three	4	*	*	2	2	12	15
Four or more	3	*	*	1	1	4	15

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-37

INCENTIVES OFFERED TO ATTRACT BUYERS, BY REGION

(Percent of Respondents)

	SELLERS WHO SOLD A HOME IN THE					
	Indiana	U.S.	Northeast	Midwest	South	West
None	56%	63%	71%	59%	60%	68%
Home warranty policies	24	21	9	24	23	21
Assistance with closing costs	22	16	15	18	19	11
Credit toward remodeling or repairs	6	8	8	7	9	9
Other incentives, such as a car, flat screen TV, etc.	4	4	1	4	4	4
Assistance with condo association fees	*	*	*	*	1	*
Other	6	4	2	4	4	4

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-38

INCENTIVES OFFERED TO ATTRACT BUYERS, BY NUMBER OF WEEKS HOME WAS ON THE MARKET

(Percent of Respondents)

Indiana

	SELLERS WHOSE HOME WAS ON THE MARKET FOR						
	All Sellers	Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None	56%	64%	62%	61%	65%	40%	28%
Assistance with closing costs	22	18	14	28	15	33	50
Home warranty policies	24	9	21	*	20	33	56
Credit toward remodeling or repairs	6	9	5	*	10	13	*
Other incentives, such as a car, flat screen TV, etc.	4	*	1	*	10	*	17
Assistance with condo association fees	*	*	*	*	*	*	*
Other	6	*	5	6	5	20	6

U.S.

	SELLERS WHOSE HOME WAS ON THE MARKET FOR						
	All Sellers	Less than 1 week	1 to 2 weeks	3 to 4 weeks	5 to 8 weeks	9 to 16 weeks	17 or more weeks
None	63%	85%	68%	64%	54%	55%	56%
Home warranty policies	21	7	19	21	27	24	23
Assistance with closing costs	16	7	14	16	19	21	19
Credit toward remodeling or repairs	8	4	5	9	10	13	11
Other incentives, such as a car, flat screen TV, etc.	4	*	2	6	6	3	3
Assistance with condo association fees	*	*	*	*	1	1	1
Other	4	*	3	3	4	5	5

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-39

EQUITY EARNED IN HOME RECENTLY SOLD, BY TENURE IN HOME

(Median)

TENURE IN HOME	U.S.	
	Dollar value	Percent
1 year or less	\$28,000	14%
2 to 3 years	\$25,000	13%
4 to 5 years	\$38,300	19%
6 to 7 years	\$45,000	27%
8 to 10 years	\$30,000	14%
11 to 15 years	\$32,900	18%
16 to 20 years	\$91,900	56%
21 years or more	\$138,000	104%
Median	\$47,500	26%

	Indiana	
	Dollar value	Percent
Median	\$20,900	18%

HOME SELLERS AND THEIR SELLING EXPERIENCE

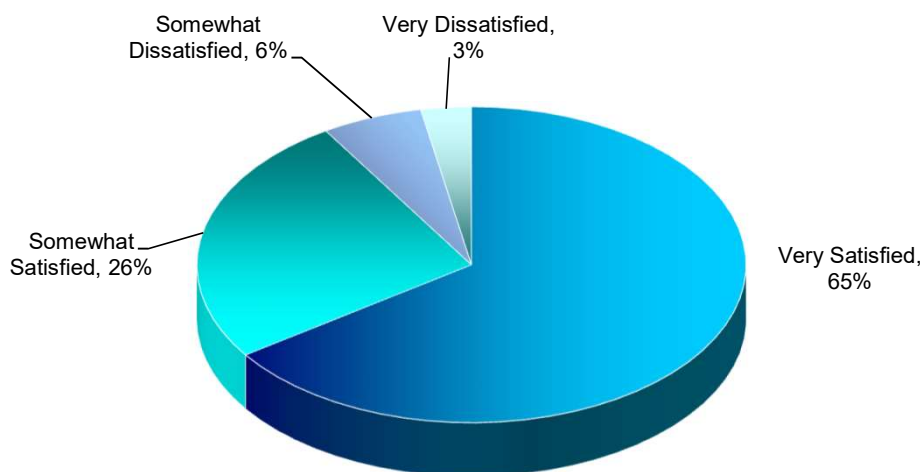
Exhibit 6-40

SATISFACTION WITH THE SELLING PROCESS

(Percentage Distribution)

	Indiana	U.S.
Very Satisfied	66%	62%
Somewhat Satisfied	26	26
Somewhat Dissatisfied	6	8
Very Dissatisfied	3	5

Satisfaction with Selling Process
(Percentage Distribution)



Satisfaction with Selling Process
(Percentage Distribution)

