

FINANCING THE HOME PURCHASE

Exhibit 5-1	BUYERS WHO FINANCED THEIR HOME PURCHASE, BY AGE
Exhibit 5-2	BUYERS WHO FINANCED THEIR HOME PURCHASE, BY ADULT COMPOSITION OF HOUSEHOLD
Exhibit 5-3	PERCENT OF HOME FINANCED BY FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND PREVIOUSLY OWNED HOMES
Exhibit 5-4	MEDIAN PERCENT OF DOWNPAYMENT BY FIRST-TIME AND REPEAT BUYERS, 1989-2021
Exhibit 5-5	SOURCES OF DOWNPAYMENT
Exhibit 5-6	SOURCES OF DOWNPAYMENT, FIRST-TIME AND REPEAT BUYERS
Exhibit 5-7	SOURCES OF DOWNPAYMENT, BY ADULT COMPOSITION OF HOUSEHOLD
Exhibit 5-8	YEARS DEBT DELAYED HOME BUYERS FROM SAVING FOR A DOWNPAYMENT OR BUYING A HOME
Exhibit 5-9	EXPENSES THAT DELAYED SAVING FOR A DOWNPAYMENT OR SAVING FOR A HOME PURCHASE, BY FIRST-TIME AND REPEAT BUYERS
Exhibit 5-10	EXPENSES THAT DELAYED SAVING FOR A DOWNPAYMENT OR SAVING FOR A HOME PURCHASE, BY ADULT COMPOSITION OF HOUSEHOLD
Exhibit 5-11	SACRIFICES MADE TO PURCHASE HOME, BY FIRST-TIME AND REPEAT BUYERS
Exhibit 5-12	SACRIFICES MADE TO PURCHASE HOME, BY ADULT COMPOSITION OF HOUSEHOLD
Exhibit 5-13	DIFFICULTY OF MORTGAGE APPLICATION AND APPROVAL PROCESS, BY FIRST-TIME AND REPEAT BUYERS
Exhibit 5-14	DIFFICULTY OF MORTGAGE APPLICATION AND APPROVAL PROCESS, BY ADULT COMPOSITION OF HOUSEHOLD
Exhibit 5-15	BUYER MORTGAGE APPLICATION HAD BEEN REJECTED FROM MORTGAGE LENDER
Exhibit 5-16	BUYERS WHO HAVE STUDENT LOAN DEBT
Exhibit 5-17	BUYER PREVIOUSLY SOLD A DISTRESSED PROPERTY (SHORT SALE OR FORECLOSURE)
Exhibit 5-18	TYPE OF MORTGAGE, FIRST-TIME AND REPEAT BUYERS
Exhibit 5-19	TYPE OF LOAN, FIRST-TIME AND REPEAT BUYERS
Exhibit 5-20	BUYERS' VIEW OF HOMES AS A FINANCIAL INVESTMENT, FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND PREVIOUSLY OWNED HOMES
Exhibit 5-21	BUYERS' VIEW OF HOMES AS A FINANCIAL INVESTMENT, BY ADULT COMPOSITION OF HOUSEHOLD

FINANCING THE HOME PURCHASE

Exhibit 5-1

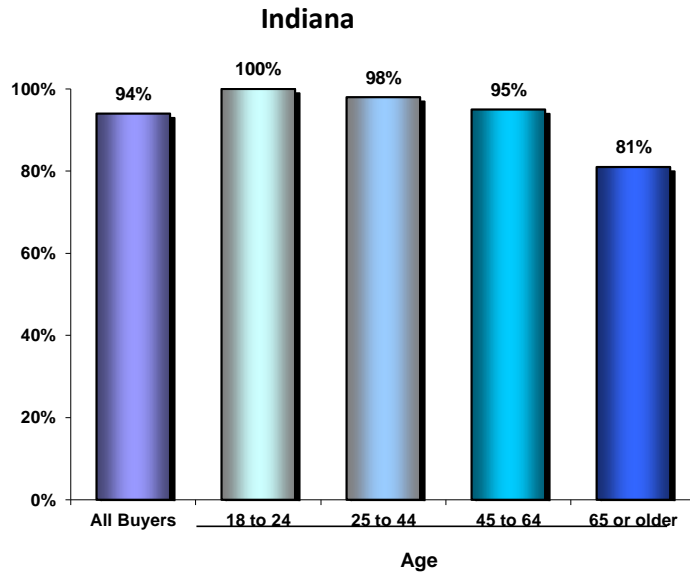
BUYERS WHO FINANCED THEIR HOME PURCHASE, BY AGE

(Percentage Distribution)

Indiana

All Buyers	94%
18 to 24	100%
25 to 44	98%
45 to 64	95%
65 or older	81%

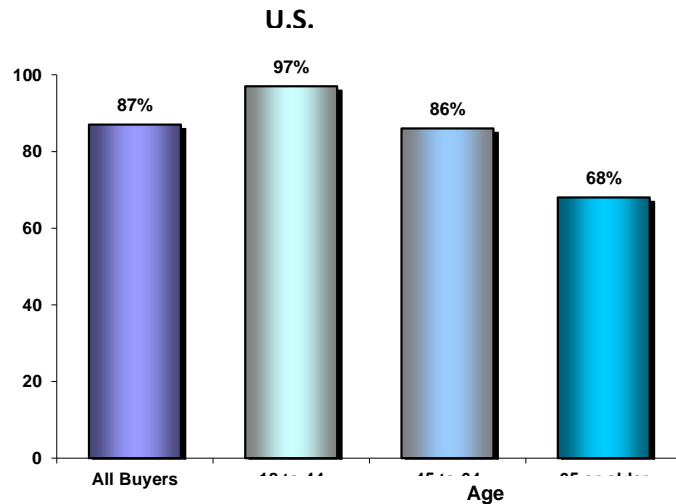
BUYERS WHO FINANCED THEIR HOME PURCHASE, BY AGE
(Percent of Respondents)



U.S.

All Buyers	87%
18 to 44	97%
45 to 64	86%
65 or older	68%

BUYERS WHO FINANCED THEIR HOME PURCHASE, BY AGE
(Percent of Respondents)



FINANCING THE HOME PURCHASE

Exhibit 5-2

BUYERS WHO FINANCED THEIR HOME PURCHASE, BY ADULT COMPOSITION OF HOUSEHOLD (Percentage Distribution)

Indiana

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD				
		Married couple	Single female	Single male	Unmarried couple	Other
All Buyers	94%	94%	90%	100%	95%	100%
First-time Buyers	97	95	100	100	100	100
Repeat Buyers	92	93	83	100	87	100

U.S.

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD				
		Married couple	Single female	Single male	Unmarried couple	Other
All Buyers	87%	88%	84%	86%	94%	83%
First-time Buyers	96	97	95	93	98	90
Repeat Buyers	83	84	79	80	87	79

FINANCING THE HOME PURCHASE

Exhibit 5-3

PERCENT OF HOME FINANCED BY FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND PREVIOUSLY OWNED HOMES

(Percentage Distribution)

Indiana

	All Buyers	First-time	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Less than 50%	14%	10%	17%	8%	15%
50% to 59%	5	1	8	31	3
60% to 69%	4	*	6	8	3
70% to 79%	7	4	8	8	7
80% to 89%	22	7	30	8	23
90% to 94%	17	23	13	23	16
95% to 99%	18	30	11	8	19
100% – Financed the entire purchase price with a	13	23	8	8	14
Median percent financed	89%	96%	84%	74%	90%

* Less than 1 percent

U.S.

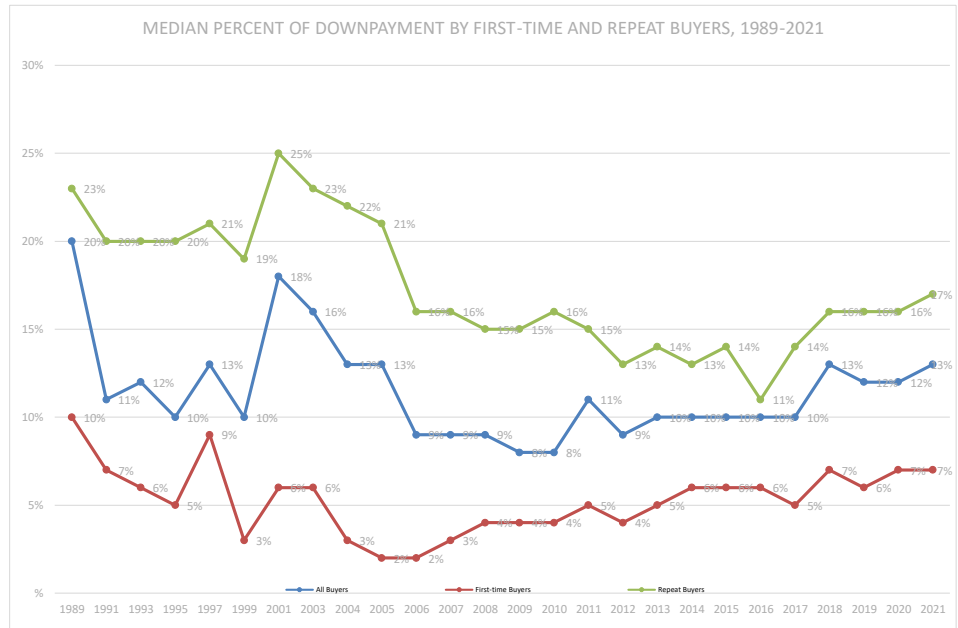
	All Buyers	First-time	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Less than 50%	11%	7%	14%	17%	10%
50% to 59%	5	1	7	7	5
60% to 69%	5	2	6	6	4
70% to 79%	13	8	16	12	13
80% to 89%	24	20	27	22	25
90% to 94%	15	20	12	14	15
95% to 99%	17	29	10	14	18
100% – Financed the entire purchase price with a	10	14	8	9	10
Median percent financed	87%	93%	83%	84%	87%

FINANCING THE HOME PURCHASE

Exhibit 5-4

MEDIAN PERCENT OF DOWNPAYMENT BY FIRST-TIME AND REPEAT BUYERS, 1989-2021
(Percentage Distribution)

	All Buyer	First-time	Repeat
1989	20%	10%	23%
1991	11%	7%	20%
1993	12%	6%	20%
1995	10%	5%	20%
1997	13%	9%	21%
1999	10%	3%	19%
2001	18%	6%	25%
2003	16%	6%	23%
2004	13%	3%	22%
2005	13%	2%	21%
2006	9%	2%	16%
2007	9%	3%	16%
2008	9%	4%	15%
2009	8%	4%	15%
2010	8%	4%	16%
2011	11%	5%	15%
2012	9%	4%	13%
2013	10%	5%	14%
2014	10%	6%	13%
2015	10%	6%	14%
2016	10%	6%	11%
2017	10%	5%	14%
2018	13%	7%	16%
2019	12%	6%	16%
2020	12%	7%	16%
2021	13%	7%	17%



FINANCING THE HOME PURCHASE

Exhibit 5-5

SOURCES OF DOWNPAYMENT

(Percent of Respondents Among those who Made a Downpayment)

U.S.

	2000	2002	2003	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Savings	57	57	49	50	50	52	56	54	66	67	65	64	65	60	61	59	58	60	58	61
Proceeds from sale of primary residence	35	37	37	43	44	43	34	23	22	26	25	31	33	38	35	38	39	38	38	38
Gift from relative or friend	13	14	12	11	9	10	13	14	18	14	14	14	14	13	13	13	12	13	10	12
Sale of stocks or bonds	NA	3	6	6	7	8	8	6	7	10	8	9	9	8	4	6	7	8	7	9
401k/pension fund including a loan	5	5	5	5	4	4	5	5	7	8	9	8	9	8	9	8	7	7	7	7
Inheritance	3	3	2	3	2	3	4	3	4	5	4	4	4	5	4	4	4	4	4	4
Tax Refund	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	4	3	4	2	4
Proceeds from sale of real estate other than primary residence	NA	NA	NA	NA	3	2	2	1	2	2	1	2	2	2	2	3	3	3	3	3
Individual Retirement Account (IRA)	3	2	3	2	2	2	3	2	3	4	5	4	3	4	3	3	3	3	3	3
Equity from primary residence	NA	NA	NA	NA	5	5	4	2	2	3	2	2	*	2	2	2	2	2	2	2
buyer continues to own	NA	NA	NA	NA	5	5	4	2	2	3	2	2	*	2	2	2	2	2	2	2
Loan from relative or friend	4	3	5	5	4	3	5	4	6	5	4	4	4	3	3	3	3	3	3	2
Loan or financial assistance from source other than employer	NA	NA	NA	NA	NA	NA	NA	NA	NA	2	2	*	*	1	1	1	1	1	1	2
Loan from financial institution other than a mortgage	NA	NA	NA	6	2	2	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Loan or financial assistance through employer	NA	NA	NA	NA	NA	NA	NA	NA	NA	*	1	2	1	1	1	NA	NA	*	*	*
Other	8	7	6	7	4	*	5	4	4	4	4	4	4	5	3	4	4	3	3	3

NA=Not asked

* Less than 1 percent

FINANCING THE HOME PURCHASE

Exhibit 5-6

SOURCES OF DOWNPAYMENT, FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents Among those who Made a Downpayment)

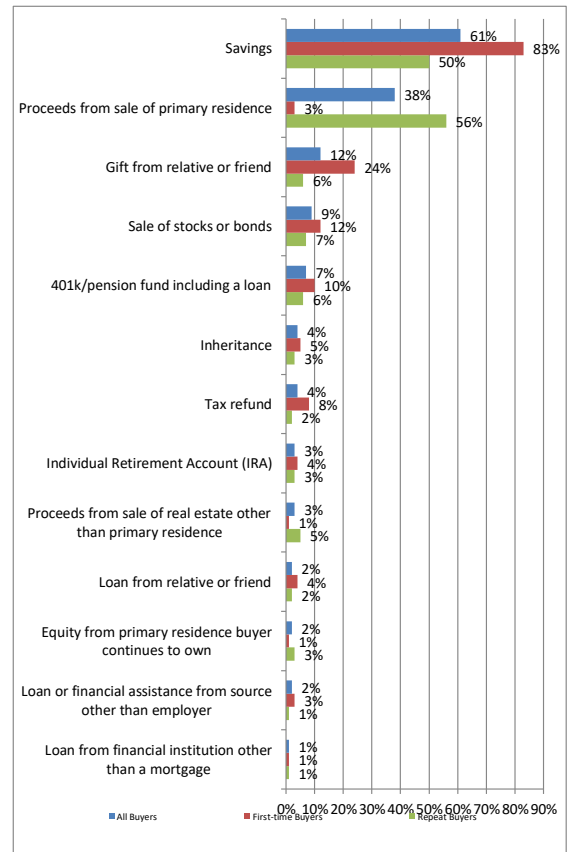
Indiana

	All Buyers	First-time Buyers	Repeat Buyers
Savings	57%	77%	48%
Proceeds from sale of primary residence	39	3	57
Gift from relative or friend	10	22	4
Sale of stocks or bonds	4	5	3
401k/pension fund including a loan	5	10	3
Loan from relative or friend	1	3	*
Equity from primary residence buyer continue to own	1	*	1
Inheritance	3	2	4
Tax Refund	4	12	*
Individual Retirement Account (IRA)	1	2	*
Loan or financial assistance from source other than employer	1	2	*
Proceeds from sale of real estate other than primary residence	3	*	4
Loan from financial institution other than a mortgage	*	*	*
Loan or financial assistance through employer	*	*	*
Other	2	3	1

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Other	3%	4%	2%
Loan or financial assistance through employer	*	*	*
Loan from financial institution other than a mortgage	1%	1%	1%
Loan or financial assistance from source other than employer	2%	3%	1%
Equity from primary residence buyer continues to own	2%	1%	3%
Loan from relative or friend	2%	4%	2%
Proceeds from sale of real estate other than primary residence	3%	1%	5%
Individual Retirement Account (IRA)	3%	4%	3%
Tax refund	4%	8%	2%
Inheritance	4%	5%	3%
401k/pension fund including a loan	7%	10%	6%
Sale of stocks or bonds	9%	12%	7%
Gift from relative or friend	12%	24%	6%
Proceeds from sale of primary residence	38%	3%	56%
Savings	61%	83%	50%

* Less than 1 percent



FINANCING THE HOME PURCHASE

Exhibit 5-7

SOURCES OF DOWNPAYMENT, BY ADULT COMPOSITION OF HOUSEHOLD

(Percent of Respondents Among those who Made a Downpayment)

Indiana

	ADULT COMPOSITION OF HOUSEHOLD					
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Savings	57%	56%	50%	80%	63%	67%
Proceeds from sale of primary residence	39	45	39	20	19	*
Gift from relative or friend	10	5	17	13	13	67
Sale of stocks or bonds	4	4	6	*	6	*
401k/pension fund including a loan	5	5	8	*	13	*
Loan from relative or friend	1	*	3	7	*	*
Equity from primary residence buyer continue to own	1	1	*	*	*	*
Inheritance	3	4	6	*	*	*
Tax refund	4	4	6	7	*	*
Individual Retirement Account (IRA)	1	1	*	*	*	*
Loan or financial assistance from source other than	1	1	*	*	*	*
Proceeds from sale of real estate other than primary residence	3	1	6	*	13	*
Loan from financial institution other than a mortgage	*	*	*	*	*	*
Loan or financial assistance through employer	*	*	*	*	*	*
Other	2	2	3	*	*	*

U.S.

	ADULT COMPOSITION OF HOUSEHOLD					
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Savings	61%	60%	55%	67%	74%	63%
Proceeds from sale of primary residence	38	44	35	28	19	35
Gift from relative or friend	12	11	12	13	19	9
Sale of stocks or bonds	9	8	8	13	11	6
401k/pension fund including a loan	7	7	8	6	9	6
Inheritance	4	3	5	4	5	7
Tax Refund	4	4	4	3	4	5
Proceeds from sale of real estate other than primary residence	3	3	3	3	2	5
Individual Retirement Account (IRA)	3	3	3	5	3	4
Equity from primary residence buyer continues to own	2	2	2	3	1	5
Loan from relative or friend	2	2	2	5	1	1
Loan or financial assistance from source other than	2	1	2	2	3	*
Loan from financial institution other than a mortgage	1	1	1	1	1	*
Loan or financial assistance through employer	*	*	*	*	*	*
Other	3	3	4	4	2	6

* Less than 1 percent

FINANCING THE HOME PURCHASE

Exhibit 5-8

YEARS DEBT DELAYED HOME BUYERS FROM SAVING FOR A DOWNPAYMENT OR BUYING A HOME

(Percentage Distribution)

Indiana

	All Buyers	First- time Buyers	Repeat Buyers
One year	19%	21%	17%
Two years	17	18	13
Three years	12	6	22
Four years	3	3	4
Five years	10	12	4
More than five years	39	41	39
Median	4	5	3

U.S.

	All Buyers	First- time Buyers	Repeat Buyers
One year	16%	13%	20%
Two years	17	17	18
Three years	14	14	14
Four years	7	7	6
Five years	19	19	19
More than five years	27	29	23
Median	4	4	3

FINANCING THE HOME PURCHASE

Exhibit 5-9

EXPENSES THAT DELAYED SAVING FOR A DOWNPAYMENT OR SAVING FOR A HOME PURCHASE, BY FIRST-TIME AND REPEAT BUYERS

(Percent of Respondents Who Reported Saving for a Downpayment was Difficult)

Indiana

	All Buyers	First-time Buyers	Repeat Buyers
Share Saving for Downpayment was Most Difficult Task in Buying Process:	11%	21%	5%
Debt that Delayed Saving:			
Student Loans	33%	30%	21%
Credit card debt	16	21	25
Car loan	18	26	18
Child care expenses	10	13	18
Health care costs	9	2	7
High rent/current mortgage payment	20	32	26
Other	31	26	35

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Share Saving for Downpayment was Most Difficult Task in Buying Process:	13%	29%	5%
Debt that Delayed Saving:			
Student Loans	43%	46%	31%
High rent/current mortgage payment	43	45	35
Credit card debt	33	33	35
Car loan	32	29	41
Child care expenses	13	10	23
Health care costs	13	12	15
Other	13	13	14
Median Years Debt Delayed Home Purchase Among Those Who Had Difficulty Saving	3	3	2

FINANCING THE HOME PURCHASE

Exhibit 5-10

EXPENSES THAT DELAYED SAVING FOR A DOWNPAYMENT OR SAVING FOR A HOME PURCHASE, BY ADULT COMPOSITION OF HOUSEHOLD

(Percent of Respondents Who Reported Saving for a Downpayment was Difficult)

Indiana

	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Share Saving for Downpayment was Most Difficult Task in Buying Process:						
Debt that Delayed Saving:						
Student Loans	33%	36%	24%	*	56%	*
Credit card debt	16	17	19	*	11	*
Car loan	18	22	14	*	11	*
Child care expenses	10	14	*	*	11	*
Health care costs	9	8	5	50	11	*
High rent/current mortgage payment	20	19	38	*	*	*
Other	31	27	29	50	44	100

U.S.

	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Share Saving for Downpayment was Most Difficult Task in Buying Process:						
Debt that Delayed Saving:						
Student Loans	43%	44%	46%	38%	40%	*
High rent/current mortgage payment	43	42	33	38	57	67
Credit card debt	33	33	40	21	38	*
Car loan	32	33	31	32	33	8
Child care expenses	13	17	11	8	7	8
Health care costs	13	14	13	10	12	*
Other	13	11	14	16	18	46
Median Years Debt Delayed Home Purchase Among Those Who Had Difficulty Saving	3	3	3	3	2	3

FINANCING THE HOME PURCHASE

Exhibit 5-11

SACRIFICES MADE TO PURCHASE HOME, BY FIRST-TIME AND REPEAT BUYERS

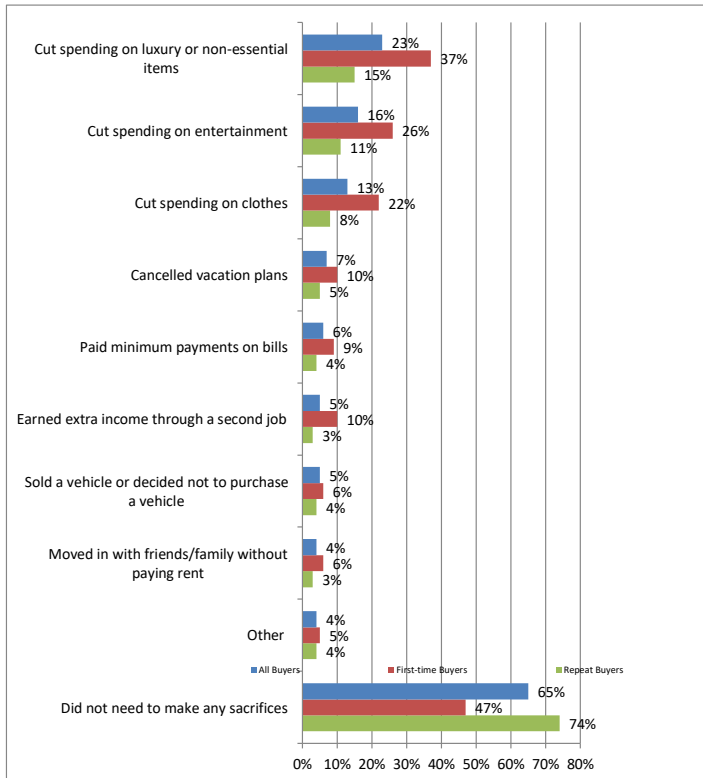
(Percent of Respondents)

Indiana

	All Buyers	First-time Buyers	Repeat Buyers
Cut spending on luxury items or non-essential items	18%	30%	11%
Cut spending on entertainment	15	24	9
Cut spending on clothes	11	14	7
Cancelled vacation plans	4	7	2
Earned extra income through a second job	5	7	3
Sold a vehicle or decided not to purchase a vehicle	3	3	2
Moved in with friends/family without paying rent	4	7	2
Paid minimum payments on bills	8	14	3
Other	2	1	2
Did not need to make any sacrifices	72	55	82

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Did not need to make any sacrifices	65%	47%	74%
Other	4%	5%	4%
Moved in with friends/family without paying rent	4%	6%	3%
Sold a vehicle or decided not to purchase a vehicle	5%	6%	4%
Earned extra income through a second job	5%	10%	3%
Paid minimum payments on bills	6%	9%	4%
Cancelled vacation plans	7%	10%	5%
Cut spending on clothes	13%	22%	8%
Cut spending on entertainment	16%	26%	11%
Cut spending on luxury or non-essential items	23%	37%	15%



FINANCING THE HOME PURCHASE

Exhibit 5-12

SACRIFICES MADE TO PURCHASE HOME, BY ADULT COMPOSITION OF HOUSEHOLD

(Percent of Respondents)

Indiana

	ADULT COMPOSITION OF HOUSEHOLD					
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Cut spending on luxury items or non-essential items:	18%	16%	15%	13%	28%	50%
Cut spending on entertainment	15	15	8	20	22	50
Cut spending on clothes	11	10	8	13	22	*
Cancelled vacation plans	4	5	*	*	*	25
Earned extra income through a second job	5	3	10	*	6	*
Moved in with friends/family without paying rent	3	5	*	7	6	*
Sold a vehicle or decided not to purchase a vehicle	3	3	3	*	*	*
Other	2	2	*	*	*	25
Did not need to make any sacrifices	72	70	79	80	67	25

U.S.

	ADULT COMPOSITION OF HOUSEHOLD					
	All Buyers	Married couple	Single female	Single male	Unmarried couple	Other
Cut spending on luxury or non-essential items	23%	20%	27%	18%	30%	30%
Cut spending on entertainment	16	14	22	15	23	22
Cut spending on clothes	13	10	21	10	18	18
Cancelled vacation plans	7	6	9	4	7	11
Paid minimum payments on bills	6	5	7	5	9	3
Earned extra income through a second job	5	5	6	5	7	5
Sold a vehicle or decided not to purchase a vehicle	5	5	3	5	7	4
Moved in with friends/family without paying rent	4	4	5	5	4	2
Other	4	3	6	4	4	10
Did not need to make any sacrifices	65	68	58	68	55	58

FINANCING THE HOME PURCHASE

Exhibit 5-13

DIFFICULTY OF MORTGAGE APPLICATION AND APPROVAL PROCESS, BY FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution Among Those Who Financed Their Home Purchase)

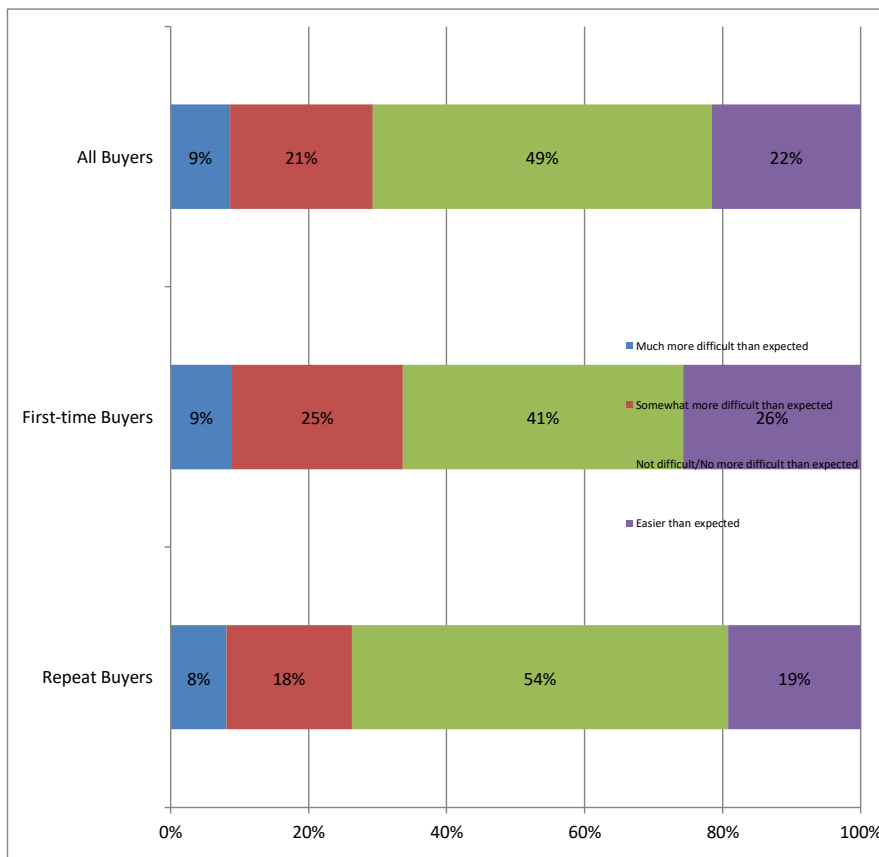
Indiana

	All Buyers	First-time Buyers	Repeat Buyers
Much more difficult than expected	7%	13%	4%
Somewhat more difficult than expected	14	16	13
Not difficult/No more difficult than expected	47	40	52
Easier than expected	32	31	32

* Less than 1 percent

U.S.

	Repeat Buyers	First-time Buyers	All Buyers
Much more difficult than expected	8%	9%	9%
Somewhat more difficult than expected	18%	25%	21%
Not difficult/No more difficult than expected	54%	41%	49%
Easier than expected	19%	26%	22%



FINANCING THE HOME PURCHASE

Exhibit 5-14

DIFFICULTY OF MORTGAGE APPLICATION AND APPROVAL PROCESS, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution Among Those Who Financed Their Home Purchase)

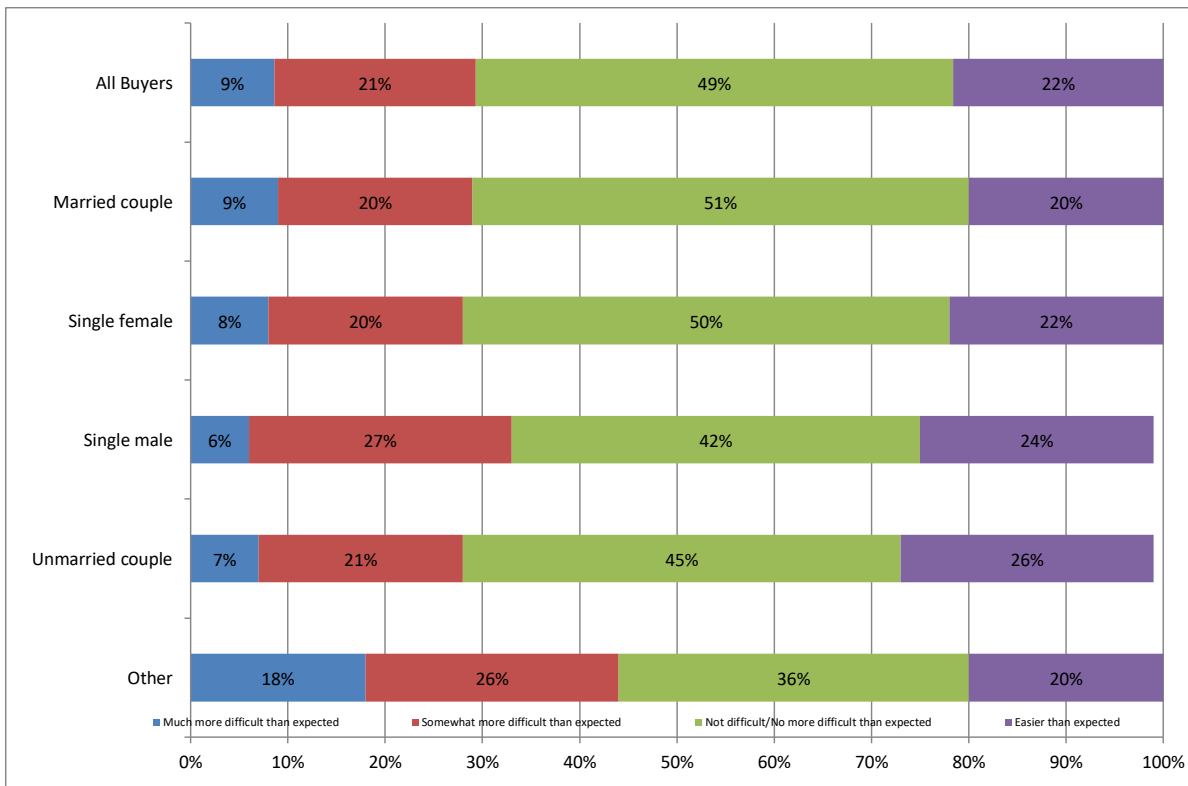
Indiana

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD				
		Married couple	Single female	Single male	Unmarried couple	Other
Much more difficult than expected	7%	8%	8%	7%	6%	*
Somewhat more difficult than expected	14	14	14	7	22	*
Not difficult/No more difficult than expected	47	47	42	47	61	25
Easier than expected	32	31	36	40	11	75

* Less than 1 percent

U.S.

	Other	ADULT COMPOSITION OF HOUSEHOLD				All Buyers
		Unmarried couple	Single male	Single female	Married couple	
Much more difficult than expected	18%	7%	6%	8%	9%	9%
Somewhat more difficult than expected	26%	21%	27%	20%	20%	21%
Not difficult/No more difficult than expected	36%	45%	42%	50%	51%	49%
Easier than expected	20%	26%	24%	22%	20%	22%



FINANCING THE HOME PURCHASE

Exhibit 5-15

BUYER MORTGAGE APPLICATION HAD BEEN REJECTED FROM MORTGAGE LENDER

(Percentage Distribution)

Indiana

	All Buyers	First-time Buyers	Repeat Buyers
Have had application denied	8%	10%	7%
Median number of times application was denied	1	1	1
<i>Buyer reasons why rejected by mortgage lender</i>			
Debt to income ratio	13	13	13
Low credit score	44	38	50
Income was unable to be verified	*	*	*
Not enough money in reserves	6	*	13
Insufficient downpayment	19	13	25
Too soon after refinancing another property	*	*	*
Other	31	38	25

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Have had application denied	4%	6%	4%
Median number of times application was denied	1	1	1
<i>Buyer reasons why rejected by mortgage lender</i>			
Debt to income ratio	32%	36%	29%
Low credit score	23	36	12
Income was unable to be verified	11	11	12
Insufficient downpayment	8	13	2
Not enough money in reserves	8	11	5
Too soon after refinancing another property	1	*	2
Don't know	8	5	10
Other	36	25	45

FINANCING THE HOME PURCHASE

Exhibit 5-16

BUYERS WHO HAVE STUDENT LOAN DEBT

(Percentage Distribution)

Indiana

	All Buyers	First-time Buyers	Repeat Buyers
Have student loan debt	29%	41%	22%
Under \$10,000	16%	21%	12%
\$10,000 to \$24,999	29	24	35
\$25,000 to \$49,999	23	17	31
\$50,000 to \$74,999	16	17	12
\$75,000 or more	16	21	12
Median amount of student loan debt	\$28,300	\$30,000	\$25,800

U.S.

	All Buyers	First-time Buyers	Repeat Buyers
Have student loan debt	23%	37%	16%
Under \$10,000	17%	15%	19%
\$10,000 to \$24,999	25	25	25
\$25,000 to \$49,999	22	22	21
\$50,000 to \$74,999	16	19	12
\$75,000 or more	20	18	23
Median amount of student loan debt	\$30,000	\$30,000	\$30,000

FINANCING THE HOME PURCHASE

Exhibit 5-17

BUYER PREVIOUSLY SOLD A DISTRESSED PROPERTY (SHORT SALE OR FORECLOSURE)

(Percentage Distribution)

Indiana

All Buyers	
Previously had a distressed property sale	9%
Median year of sale	2010

U.S.

All Buyers	
Previously had a distressed property sale	6%
Median year of sale	2011

FINANCING THE HOME PURCHASE

Exhibit 5-18

TYPE OF MORTGAGE, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution Among Those Who Financed Their Home Purchase)

Indiana

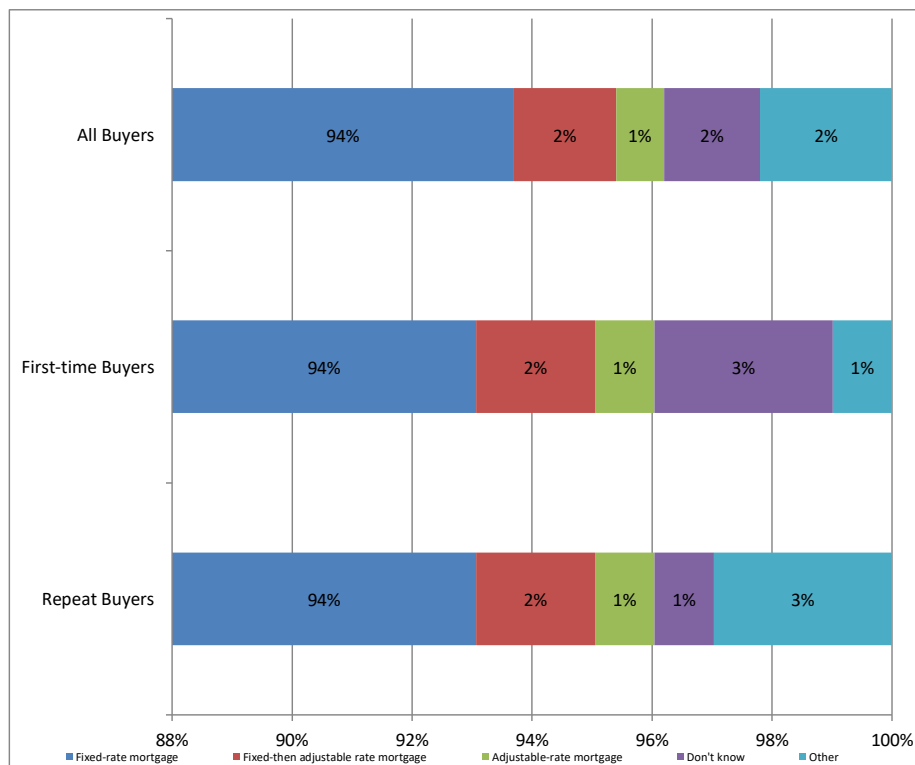
	All Buyers	First-time Buyers	Repeat Buyers
Fixed-rate mortgage	98%	*	100%
Fixed-then adjustable rate mortgage	2%	94%	*
Adjustable-rate mortgage	*	4	*
Don't know	1	*	*
Other	*	1	*

* Less than 1 percent

U.S.

	Repeat Buyers	First-time Buyers	All Buyers
Fixed-rate mortgage	94%	94%	94%
Fixed-then adjustable rate mortgage	2%	2%	2%
Adjustable-rate mortgage	1%	1%	1%
Don't know	1%	3%	2%
Other	3%	1%	2%

* Less than 1 percent



FINANCING THE HOME PURCHASE

Exhibit 5-19

TYPE OF LOAN, FIRST-TIME AND REPEAT BUYERS

(Percentage Distribution Among those who Financed their Home Purchase)

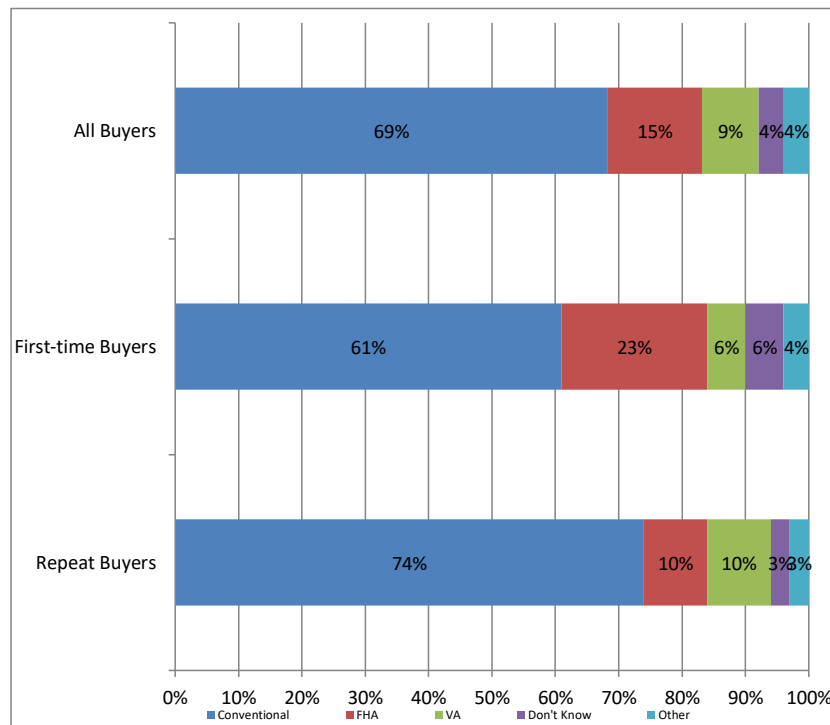
Indiana

	All Buyers	First-time Buyers	Repeat Buyers
Conventional	73%	59%	82%
VA	8	9	8
FHA	15	26	8
Don't know	2	1	2
Other	3	6	1

* Less than 1 percent

U.S.

	Repeat Buyers	First-time Buyers	All Buyers
Conventional	74%	61%	69%
FHA	10%	23%	15%
VA	10%	6%	9%
Don't Know	3%	6%	4%
Other	3%	4%	4%



FINANCING THE HOME PURCHASE

Exhibit 5-20

BUYERS' VIEW OF HOMES AS A FINANCIAL INVESTMENT, FIRST-TIME AND REPEAT BUYERS, AND BUYERS OF NEW AND PREVIOUSLY OWNED HOMES

(Percentage Distribution)

Indiana

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Good financial investment	76%	76%	76%	89%	75%
Better than stocks	36	42	33	53	35
About as good as stocks	27	24	28	24	27
Not as good as stocks	13	10	15	12	13
Not a good financial investment	4	1	5	*	5
Don't know	19	23	18	12	20

* Less than 1 percent

U.S.

	All Buyers	First-time Buyers	Repeat Buyers	BUYERS OF	
				New Homes	Previously Owned Homes
Good financial investment	86%	86%	86%	86%	86%
Better than stocks	43	44	43	43	43
About as good as stocks	30	30	29	31	30
Not as good as stocks	13	12	14	12	13
Not a good financial investment	3	2	4	3	3
Don't know	11	12	11	10	11

FINANCING THE HOME PURCHASE

Exhibit 5-21

BUYERS' VIEW OF HOMES AS A FINANCIAL INVESTMENT, BY ADULT COMPOSITION OF HOUSEHOLD

(Percentage Distribution)

Indiana

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD				
		Married couple	Single female	Single male	Unmarried couple	Other
Good financial investment	76%	80%	72%	60%	79%	50%
Better than stocks	36	38	28	27	47	25
About as good as stocks	27	28	23	20	32	25
Not as good as stocks	13	14	21	13	*	*
Not a good financial investment	4	4	3	13	5	*
Don't know	19	16	26	27	16	50

* Less than 1 percent

U.S.

	All Buyers	ADULT COMPOSITION OF HOUSEHOLD				
		Married couple	Single female	Single male	Unmarried couple	Other
Good financial investment	86%	86%	84%	87%	88%	82%
Better than stocks	43	42	43	42	49	48
About as good as stocks	30	30	31	29	28	28
Not as good as stocks	13	14	10	16	11	6
Not a good financial investment	3	3	2	3	2	4
Don't know	11	10	13	9	11	14