

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)

	Indiana	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
18 to 34 years	20%	11%	11%	13%	11%	10%
35 to 44 years	19	19	20	22	19	16
45 to 54 years	13	15	17	15	16	12
55 to 64 years	15	22	20	24	19	25
65 to 74 years	24	25	24	20	27	26
75 years or older	9	8	8	6	8	10
Median age (years)	53	56	55	53	57	59

* Less than 1 percent

HOUSEHOLD INCOME OF HOME SELLERS, 2020

(Percentage Distribution)

	Indiana	U.S.	SELLERS WHO SOLD A HOME IN THE			
			Northeast	Midwest	South	West
Less than \$25,000	2%	2%	2%	1%	3%	1%
\$25,000 to \$34,999	3	3	3	3	2	3
\$35,000 to \$44,999	3	4	3	4	3	5
\$45,000 to \$54,999	3	5	3	5	4	4
\$55,000 to \$64,999	7	6	4	4	8	5
\$65,000 to \$74,999	11	7	6	6	7	6
\$75,000 to \$84,999	13	8	7	8	7	9
\$85,000 to \$99,999	10	10	10	12	9	10
\$100,000 to \$124,999	16	14	15	16	14	13
\$125,000 to \$149,999	10	11	12	11	11	11
\$150,000 to \$174,999	7	10	8	10	10	11
\$175,000 to \$199,999	3	6	6	6	6	5
\$200,000 or more	11	16	21	14	16	17
Median income (2020)	\$97,000	\$112,300	\$120,000	\$110,900	\$112,500	\$113,500

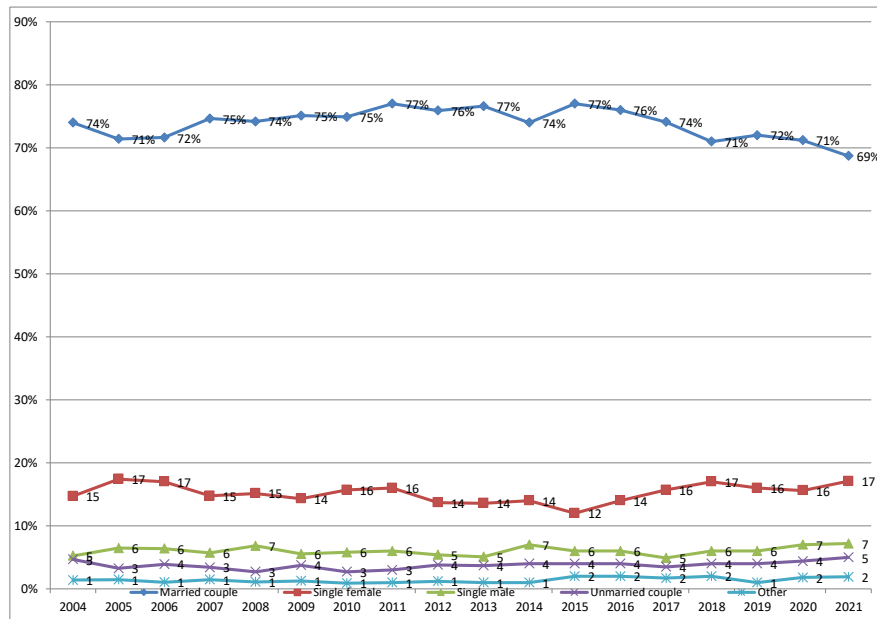
Indiana

2021	
Married couple	72%
Single female	17
Single male	5
Unmarried couple	6
Other	*

* Less than 1 percent

U.S.

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Married couple	74%	71%	72%	75%	74%	75%	75%	77%	76%	77%	74%	77%	76%	74%	71%	72%	71%	69%
Single female	15	17	17	15	15	14	16	16	14	14	14	12	14	16	17	16	16	17
Single male	5	6	6	6	7	6	6	6	5	5	7	6	6	5	6	6	7	7
Unmarried couple	5	3	4	3	3	4	3	3	4	4	4	4	4	4	4	4	4	5
Other	1	1	1	1	1	1	1	1	1	1	1	2	2	2	2	1	2	2



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-4

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

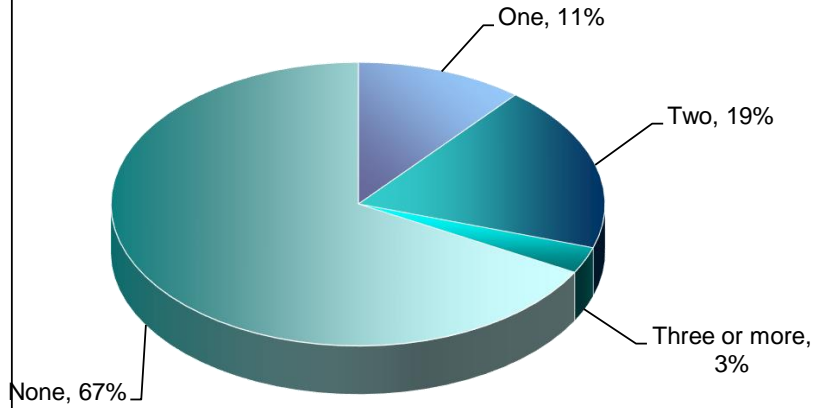
(Percentage Distribution of Home Seller Households)

Indiana

One	11%
Two	19%
Three or more	3%
None	67%

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

(Percentage Distribution)

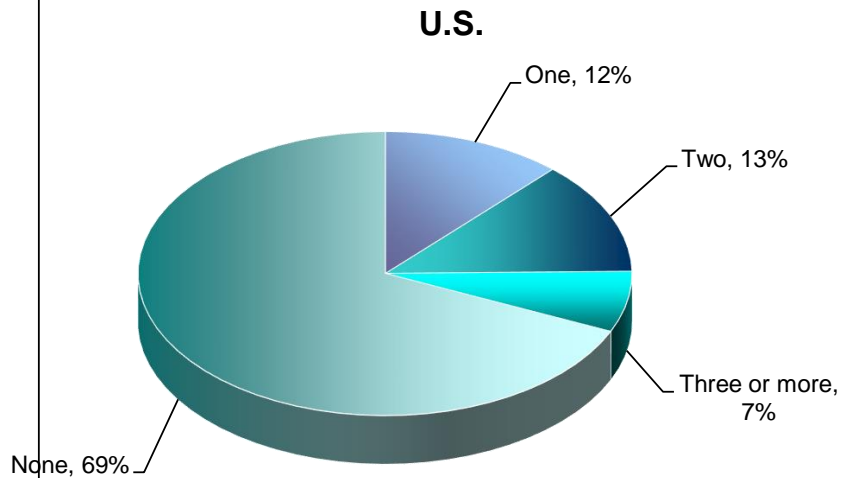


U.S.

One	12%
Two	13%
Three or more	7%
None	69%

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	95%	89%	93%	94%	87%	82%
Hispanic/Latino/Mexican/Puerto Rican	3	5	3	1	5	10
Black/African-American	1	4	2	3	6	2
Asian/Pacific Islander	2	3	2	2	2	5
Other	1	2	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%	98%	98%	98%	98%
Other	1	2	3	2	2	2

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-7

HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)

Indiana

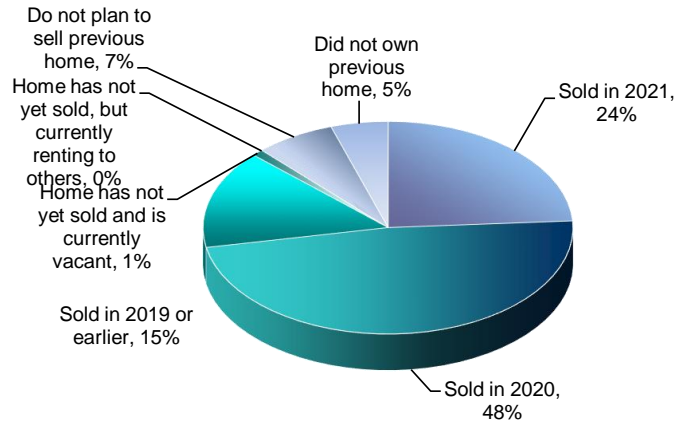
Sold in 2021	24%
Sold in 2020	48%
Sold in 2019 or earlier	15%
Home has not yet sold and is currently vacant	1%
Home has not yet sold, but currently renting to others	0%
Do not plan to sell previous home	7%
Did not own previous home	5%

U.S.

Sold in 2021	24%
Sold in 2020	50%
Sold in 2019 or earlier	14%
Home has not yet sold and is currently vacant	1%
Home has not yet sold, but currently renting to others	1%
Do not plan to sell previous home	6%
Did not own previous home	5%

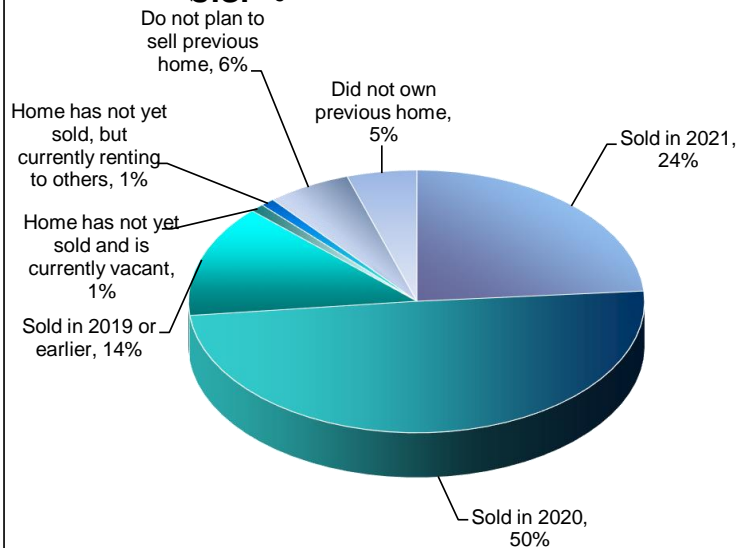
HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)



HOME SELLING SITUATION AMONG REPEAT BUYERS

(Percentage Distribution)



HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-8

FIRST-TIME OR REPEAT SELLER

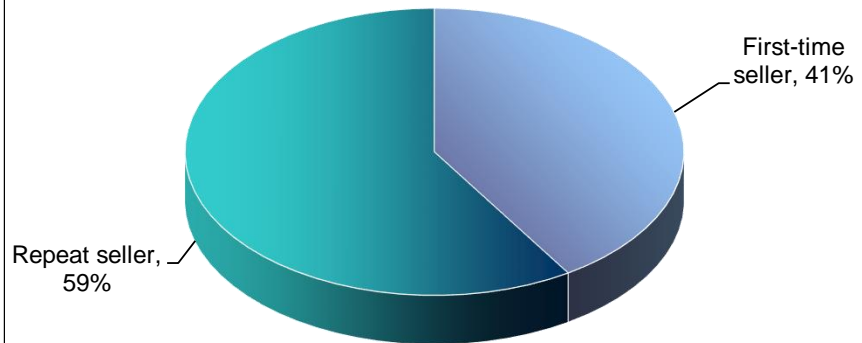
(Percentage Distribution)

Indiana

First-time seller	41%
Repeat seller	59%

FIRST-TIME OR REPEAT SELLER

(Percentage Distribution)



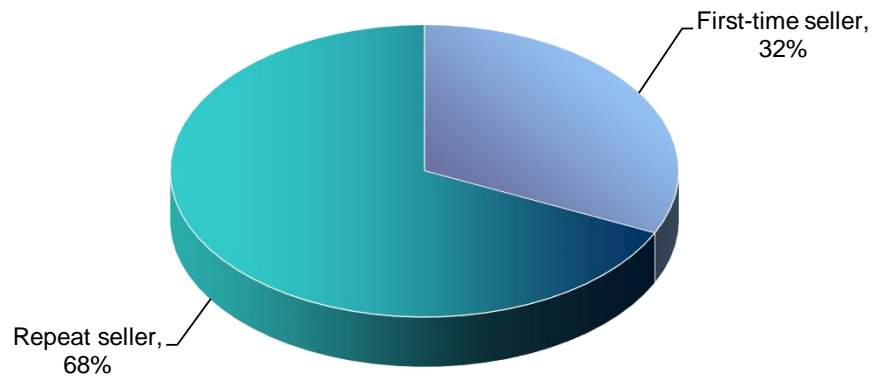
U.S.

First-time seller	32%
Repeat seller	68%

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	15%	10%	24%
Midwest	24	27	30
South	38	38	16
West	22	25	30

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-10

LOCATION OF HOME SOLD

(Percentage Distribution)

Indiana

	Homes Sold	yet sold and is currently vacant	Home has not yet sold, but currently renting to others
Suburb/Subdivision	47%	*	*
Small town	25	*	*
Urban area/Central city	13	*	*
Rural area	12	100	*
Resort/Recreation area	2	*	*

* Less than 1 percent

U.S.

	Homes Sold	yet sold and is currently vacant	Home has not yet sold, but currently renting to others
Suburb/Subdivision	50%	34%	19%
Small town	18	13	30
Urban area/Central city	16	21	32
Rural area	13	32	11
Resort/Recreation area	3	*	8

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-11

PROXIMITY OF HOME SOLD TO HOME PURCHASED

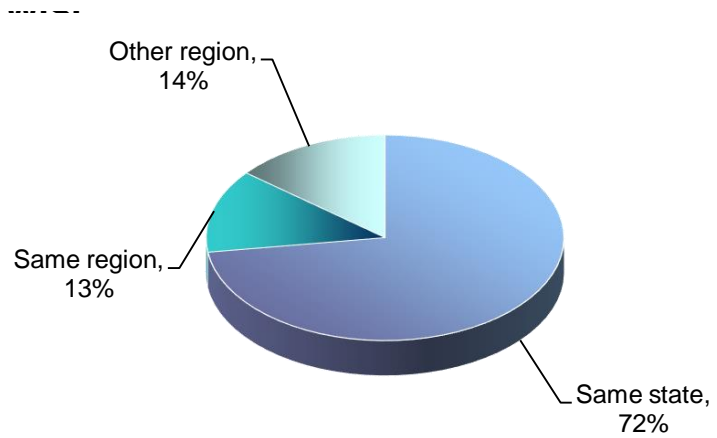
(Percentage Distribution)

Indiana

Same state	72%
Same region	13%
Other region	14%

PROXIMITY OF HOME SOLD TO HOME PURCHASED

(Percentage Distribution of Households)

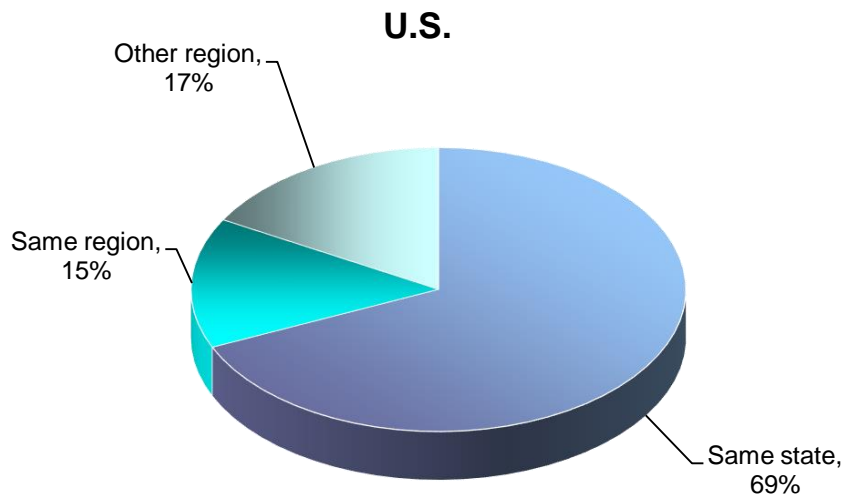


U.S.

Same state	69%
Same region	15%
Other region	17%

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	82%	80%	92%	92%	75%	*
Townhouse/row house	2	4	*	*	*	*
Apartment/condo in a building with 5 or more units	2	2	*	8	*	*
Duplex/apartment/condo in 2 to 4 unit building	4	9	*	*	*	*
Other	9	4	8	*	25	100

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	78%	82%	80%	63%	82%	64%
Townhouse/row house	8	9	6	11	1	8
Apartment/condo in a building with 5 or more units	5	4	3	15	*	9
Duplex/apartment/condo in 2 to 4 unit building	4	4	2	9	1	7
Other	5	2	9	3	16	12

* 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	*	*	*	*	*	*
1,001 to 1,500 sq ft	*	2	5	4	2	2
1,501 to 2,000 sq ft	*	2	7	8	4	4
2,001 to 2,500 sq ft	*	1	5	7	5	7
2,501 to 3,000 sq ft	*	1	3	4	3	5
More than 3,000 sq ft	*	*	3	4	3	9

46%

Trading Up

28%

Remaining at the same size range

26%

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	1,700	2,400	700
45 to 54 years	2,000	2,400	400
55 to 64 years	2,000	2,100	100
65 to 74 years	2,100	2,000	-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						CHILDREN IN HOME	
	All Sellers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
One bedroom	*	*	*	*	*	*	*	*
Two bedrooms	9	9	13	*	17	*	10	10
Three bedrooms or more	91	91	88	100	83	*	90	90
Median number of bedrooms	3	3	3	3	3	*	3	3
One full bathroom	23	25	6	40	17	*	29	19
Two full bathrooms	56	57	69	*	67	*	48	59
Three full bathrooms or more	22	19	25	60	17	*	23	22
Median number of full bathroom:	2	2	2	3	2	*	2	2

U.S.

	ADULT COMPOSITION OF HOUSEHOLD						CHILDREN IN HOME	
	All Sellers	Married couple	Single female	Single male	Unmarried couple	Other	Children under 18 in home	No children in home
One bedroom	1%	1%	2%	4%	3%	2%	1%	2%
Two bedrooms	15	12	22	20	29	20	12	16
Three bedrooms or more	84	87	77	76	68	78	87	82
Median number of bedrooms	3	3	3	3	3	3	3	3
One full bathroom	17%	16%	19%	24%	22%	12%	21%	16%
Two full bathrooms	57	56	59	50	62	67	55	57
Three full bathrooms or more	26	28	21	26	16	20	24	27
Median number of full bathroom:	2	2	2	2	2	2	2	2

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-16

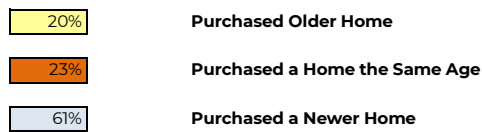
AGE OF HOME PURCHASED COMPARED TO HOME RECENTLY SOLD

(Percentage Distribution)

U.S.

Year home sold was built	YEAR PURCHASED HOME WAS BUILT									
	2021	2020	2019 through 2014	2013 through 2008	2007 through 2002	2001 through 1986	1985 through 1960	1959 through 1917	1916 and older	
	2021	*	*	*	*	*	*	*	*	*
2020	*	*	*	*	*	*	*	*	*	*
2019 through 2014	1	2	2	1	1	1	1	*	*	*
2013 through 2008	1	2	1	1	1	1	*	*	*	*
2007 through 2002	1	2	1	2	3	3	2	1	*	*
2001 through 1986	1	4	2	2	4	7	3	1	*	*
1985 through 1960	1	2	2	1	4	7	7	3	*	*
1959 through 1917	*	1	1	1	2	4	5	3	1	*
1916 and older	*	*	*	*	1	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									
		\$150,000		\$200,000 to \$250,000		\$300,000		\$400,000		
		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	\$350,000 to \$399,999	\$400,000 to \$499,999	\$500,000 or more
Less than \$100,000	1%	1%	1%	1%	1%	*	*	*	*	
\$100,000 to \$149,999	1	1	1	2	1	*	*	*	*	
\$150,000 to \$199,999	*	1	2	3	2	1	*	*	*	
\$200,000 to \$249,999	*	1	2	2	3	3	2	1	1	
\$250,000 to \$299,999	*	*	1	2	2	2	3	2	1	
\$300,000 to \$349,999	*	*	1	1	2	2	2	2	2	
\$350,000 to \$399,999	*	*	*	1	1	1	2	2	3	
\$400,000 to \$499,999	*	*	*	1	2	1	2	3	5	
\$500,000 or more	*	*	*	1	1	1	2	3	13	

* Less than 1 percent

48%

Trading Up

28%

Remaining at the same price range

29%

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	\$248,000	\$345,600	\$97,600
35 to 44 years	\$276,700	\$377,700	\$101,000
45 to 54 years	\$325,000	\$365,000	\$40,000
55 to 64 years	\$340,000	\$349,400	\$9,400
65 to 74 years	\$349,500	\$326,900	-\$22,600
75 years or older	\$365,000	\$305,000	-\$60,000

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	50 miles	51 to 100 miles	101 to 500 miles	miles or more
Home is too small	17%	23%	36%	17%	*	*	*
Want to move closer to friends or family	20	2	18	17	42	60	60
Job relocation	7	5	*	*	8	30	20
Home is too large	7	11	9	*	8	*	*
Neighborhood has become less desirable	11	14	18	8	*	10	*
Change in family situation (e.g., marriage, birth of a child, divorce)	7	11	*	8	*	*	20
Moving due to retirement	1	*	*	8	*	*	*
Want to move closer to current job	5	2	*	*	33	*	*
Upkeep of home is too difficult due to health or financial limitations	6	14	*	*	*	*	*
Schools became less desirable	5	5	9	8	*	*	*
Can not afford the mortgage and other expenses of owning home	1	2	*	*	*	*	*
To avoid possible foreclosure	*	*	*	*	*	*	*
Unfit living conditions due to environmental factors	2	5	*	*	*	*	*
Other	9	7	9	33	8	*	*

U.S.

	All Sellers	MILES MOVED					
		10 miles or less	11 to 20 miles	50 miles	51 to 100 miles	101 to 500 miles	miles or more
Want to move closer to friends or family	18%	4%	7%	15%	25%	37%	36%
Home is too small	17	31	22	13	5	3	*
Neighborhood has become less desirable	11	13	19	14	9	6	4
Change in family situation (e.g., marriage, birth of a child, divorce)	9	12	11	13	8	6	4
Home is too large	9	14	11	11	4	3	3
Job relocation	7	1	*	3	7	17	20
Moving due to retirement	7	2	2	4	14	13	15
Want to move closer to current job	3	1	3	6	8	3	1
Upkeep of home is too difficult due to health or financial limitations	3	4	3	2	4	1	2
Schools became less desirable	2	1	5	1	1	1	*
Can not afford the mortgage and other expenses of owning home	1	1	1	1	2	2	1
Unfit living conditions due to environmental factors	*	*	*	1	2	*	*
To avoid possible foreclosure	*	*	*	*	*	*	*
Other	13	14	16	15	14	8	13

* 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	17%	26%	11%
Want to move closer to friends or family	20	5	30
Job relocation	7	10	5
Home is too large	7	5	9
Neighborhood has become less desirable	11	13	9
Change in family situation (e.g., marriage, birth of a child, divorce)	7	8	7
Moving due to retirement	1	*	2
Want to move closer to current job	5	10	2
Upkeep of home is too difficult due to health or financial limitations	6	5	7
Schools became less desirable	5	10	2
Can not afford the mortgage and other expenses of owning home	1	*	2
Unfit living conditions due to environmental factors	2	5	*
To avoid possible foreclosure	*	*	*
Other	9	3	14

U.S.

	All Sellers	First-time Seller	Repeat Seller
Want to move closer to friends or family	18%	12%	20%
Home is too small	17	30	10
Neighborhood has become less desirable	11	13	10
Change in family situation (e.g., marriage, birth of a child, divorce)	9	11	9
Home is too large	9	3	12
Job relocation	7	9	7
Moving due to retirement	7	3	8
Want to move closer to current job	3	4	2
Upkeep of home is too difficult due to health or financial limitations	3	3	3
Schools became less desirable	2	2	1
Can not afford the mortgage and other expenses of owning home	1	1	2
Unfit living conditions due to environmental factors	*	1	*
To avoid possible foreclosure	*	*	*
Other	13	8	16

* 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

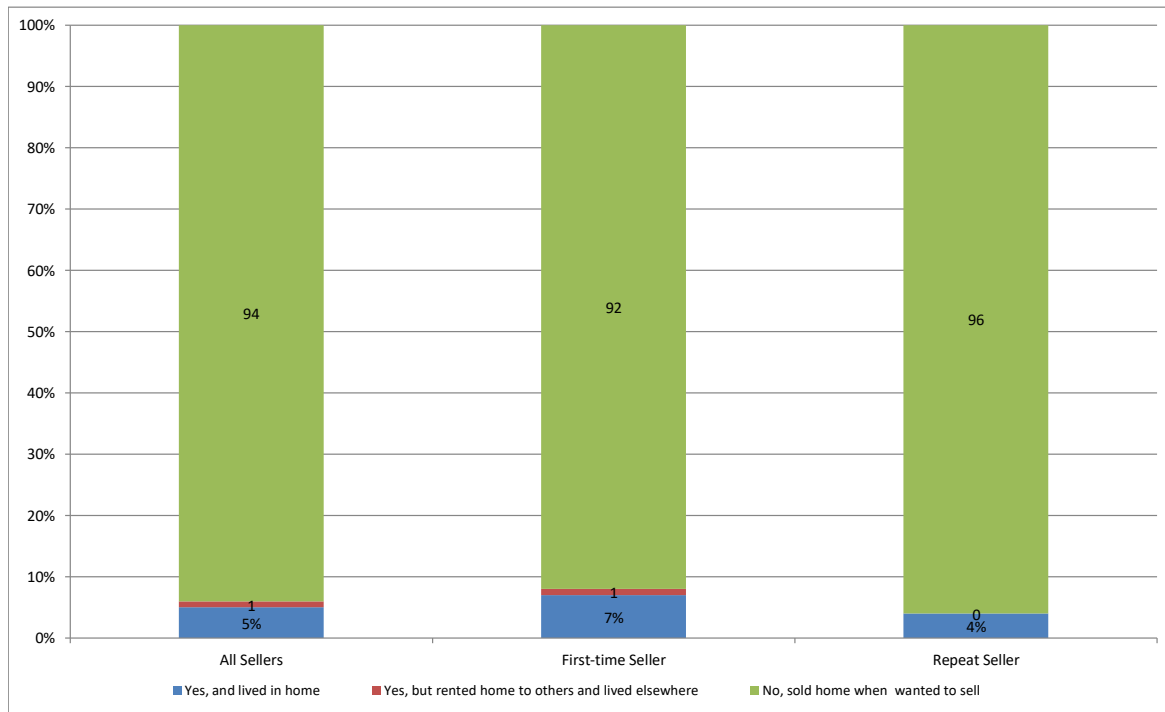
(Percentage Distribution)

Indiana

	All Sellers	First-time Seller	Repeat Seller
Yes, and lived in home	5%	5%	5%
Yes, but rented home to others and lived elsewhere	*	*	*
No, sold home when wanted to sell	95	95	95

U.S.

	All Sellers	First-time Seller	Repeat Seller
Yes, and lived in home	5%	7%	4%
Yes, but rented home to others and lived elsewhere	1	1	*
No, sold home when wanted to sell	94	92	96



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)

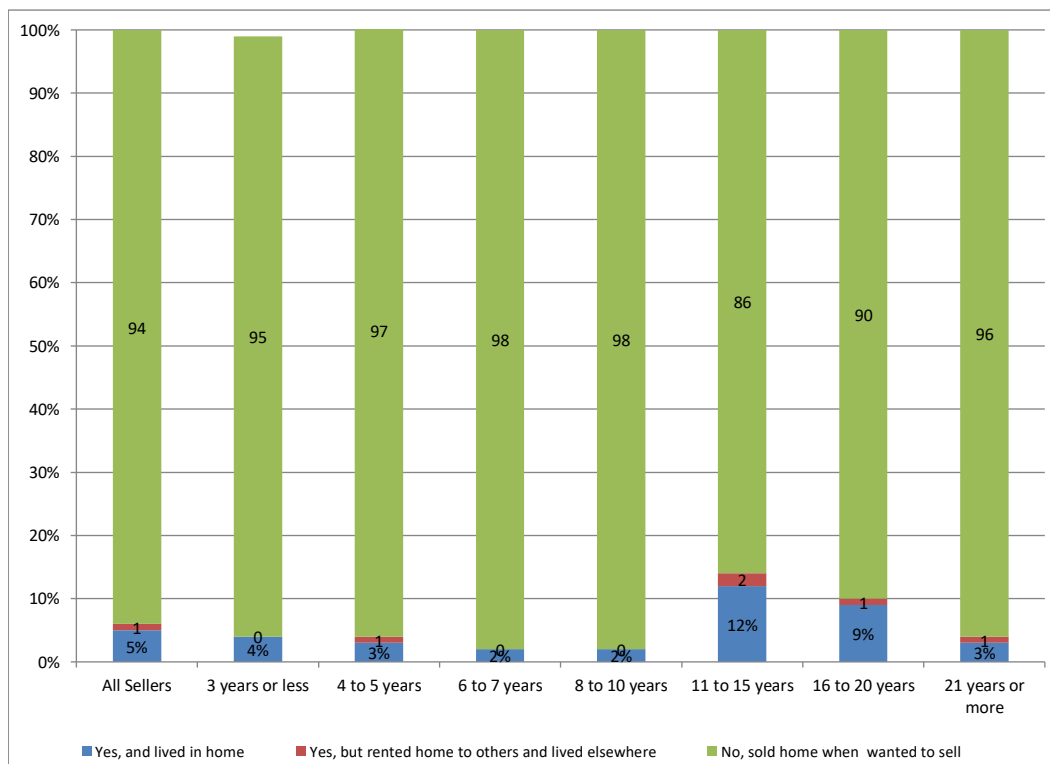
Indiana

	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	21 years or more
Yes, and lived in home	5%	*	*	7%	*	*	29%	4%
Yes, but rented home to others and lived elsewhere	*	*	*	*	*	*	*	*
No, sold home when wanted to sell	95	100	100	93	100	100	71	96

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	21 years or more
Yes, and lived in home	5%	4%	3%	2%	2%	12%	9%	3%
Yes, but rented home to others and lived elsewhere	1	*	1	*	*	2	1	1
No, sold home when wanted to sell	94	95	97	98	98	86	90	96

* 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	6%
2 to 3 years	13
4 to 5 years	9
6 to 7 years	16
8 to 10 years	11
11 to 15 years	12
16 to 20 years	7
21 years or more	26
Median	9

U.S.

	All Types	Cabin/ cottage	apartment /condo in 2-4 unit structure	/condo in building with 5 or more units	Townhouse/ row house	Detached single- family home	Mobile/ manufacture d home	Other
1 year or less	8%	16%	7%	7%	12%	7%	11%	6%
2 to 3 years	16	8	24	22	18	15	14	13
4 to 5 years	14	12	18	13	25	13	12	6
6 to 7 years	10	24	7	13	7	10	8	4
8 to 10 years	9	4	13	10	8	9	14	10
11 to 15 years	15	16	13	17	20	14	17	8
16 to 20 years	11	*	10	11	5	11	12	17
21 years or more	18	20	9	7	4	21	12	37
Median	8	6	6	6	5	9	8	18

* 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	6%
2 to 3 years	13
4 to 5 years	9
6 to 7 years	16
8 to 10 years	11
11 to 15 years	12
16 to 20 years	7
21 years or more	26
Median	9

U.S.

	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	8%	14%	7%	8%	7%	6%	5%
2 to 3 years	16	34	20	15	14	10	9
4 to 5 years	14	33	16	13	12	8	10
6 to 7 years	10	12	16	6	9	7	6
8 to 10 years	9	3	17	12	9	6	6
11 to 15 years	15	3	20	23	13	14	12
16 to 20 years	11	*	3	15	14	13	16
21 years or more	18	*	*	7	22	35	36
Median	8	4	6	9	10	5	6

NA= Not applicable

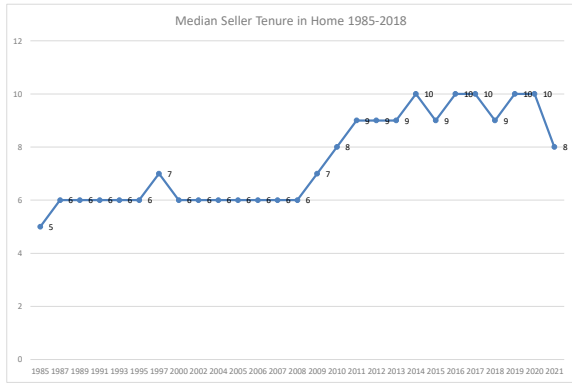
HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-25

MEDIAN SELLER TENURE IN HOME 1985-2021

(Median Years)

Year	Median
1985	5
1986	6
1987	6
1988	6
1989	6
1990	6
1991	7
1992	6
1993	6
1994	6
1995	6
1996	6
1997	6
1998	7
1999	8
2000	9
2001	9
2002	10
2003	9
2004	10
2005	9
2006	10
2007	6
2008	6
2009	7
2010	8
2011	9
2012	9
2013	9
2014	10
2015	9
2016	10
2017	10
2018	9
2019	10
2020	10
2021	8



HOME SELLERS AND THEIR SELLING EXPERIENCE

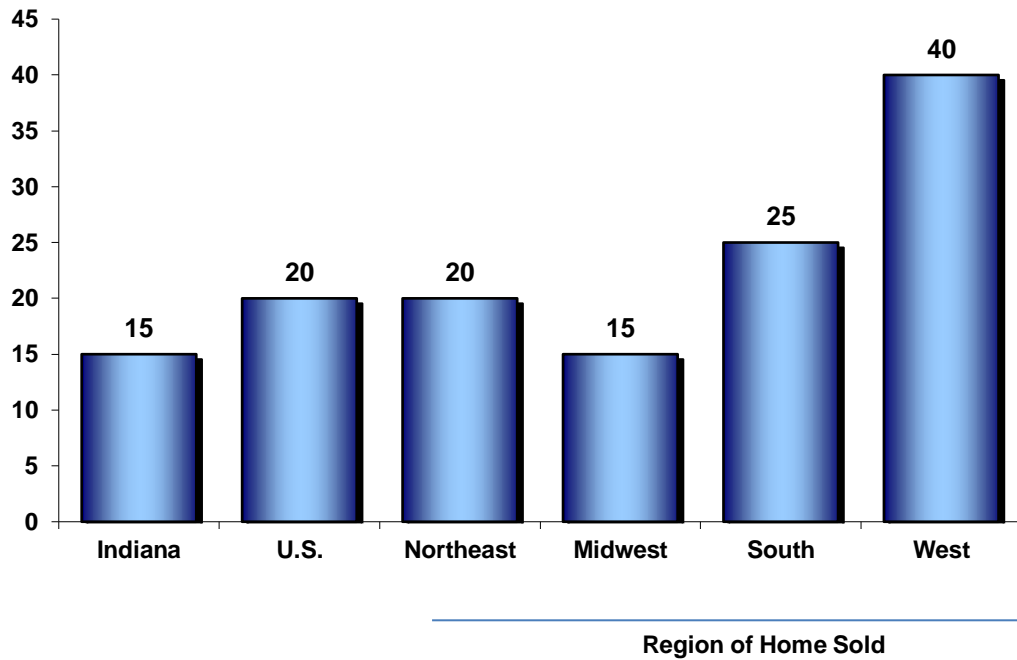
Exhibit 6-26

DISTANCE BETWEEN HOME PURCHASED AND HOME RECENTLY SOLD, BY REGION

(Median Miles)

2021	SELLERS WHO SOLD A HOME IN THE:					
	Indiana	U.S.	Northeast	Midwest	South	West
	15	20	20	15	25	40

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	30%	11%	41%	8%	36%	35%	63%
6 to 10 miles	16	21	18	25	21	4	*
11 to 15 miles	8	21	*	8	*	13	*
16 to 20 miles	3	5	6	*	*	4	*
21 to 50 miles	13	16	12	17	14	13	*
51 to 100 miles	13	5	24	17	*	13	25
101 to 500 miles	11	11	*	17	14	13	13
501 to 1,000 miles	2	*	*	8	7	*	*
1,001 miles or more	4	11	*	*	7	4	*
Median (miles)	15	15	9	32	9	15	4

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	23%	26%	31%	24%	21%	17%	22%
6 to 10 miles	14	18	19	18	11	10	11
11 to 15 miles	8	14	9	10	6	7	7
16 to 20 miles	5	11	5	5	5	4	4
21 to 50 miles	12	9	12	15	13	13	7
51 to 100 miles	5	6	4	4	6	6	6
101 to 500 miles	13	9	8	8	17	19	15
501 to 1,000 miles	7	2	6	7	6	10	11
1,001 miles or more	12	6	8	9	16	15	17
Median (miles)	20	15	10	15	35	50	48

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	86%	90%	92%	87%	90%	94%
Seller used agent/broker only	85	89	90	86	89	93
Seller first tried to sell it themselves, but then used an agent	1	1	1	1	1	1
Received quote from iBuyer, but sold with real estate agent/broker	*	*	1	*	*	*
For-sale-by-owner (FSBO)	10	7	8	10	6	5
Seller sold home without using a real estate agent or broker	9	7	8	10	6	4
First listed with an agent, but then sold home themselves	1	*	*	*	*	1
Sold home to a homebuying company	2	1	*	1	1	1
Sold it through an iBuyer program	*	*	*	*	*	*
Other	2	2	1	1	2	1

* 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	86%	84%	93%	82%
Seller used agent/broker only	85	84	93	80
Seller first tried to sell it themselves, but then used an ager	1	*	*	2
For-sale-by-owner (FSBO)	10	11	3	13
Seller sold home without using a real estate agent or broke	9	11	3	11
First listed with an agent, but then sold home themselves	1	*	*	2
Sold home to a homebuying company	2	5	*	2
Received quote from iBuyer, but sold with real estate agent/brol	*	*	*	*
Sold it through an iBuyer program	*	*	*	*
Other	2	*	3	2

U.S.

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Sold home using an agent or broker	90%	91%	92%	88%
Seller used agent/broker only	89	90	91	87
Seller first tried to sell it themselves, but then used an ager	1	1	1	1
Received quote from iBuyer, but sold with real estate agen	*	*	*	*
For-sale-by-owner (FSBO)	7	3	5	9
Seller sold home without using a real estate agent or broke	7	3	5	9
First listed with an agent, but then sold home themselves	*	*	*	*
Sold home to a homebuying company	1	4	1	1
Sold it through an iBuyer program	*	*	*	*
Other	2	2	2	1

* Less than 1 percent

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-30

BUYER AND SELLER RELATIONSHIP, BY METHOD OF SALE

(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	4	96
Seller used agent/broker only	4	96
Seller first tried to sell it themselves, but then used an agent	4	96
Received quote from iBuyer, but sold with real estate agent/	40	60
For-sale-by-owner (FSBO)	55	45
Sold home without using a real estate agent or broker	55	45
First listed with an agent, but then sold home themselves	44	56
Sold home to a homebuying company	4	96
Sold it through an iBuyer program	*	*
Other	31	69

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-31
METHOD USED TO SELL HOME, 2001-2021
 (Percentage Distribution)

Indiana

2021	
Sold home using an agent or broker	86%
For-sale-by-owner (FSBO)	10
Sold it to a home buying company	2
Received quote from iBuyer, but s	*
Sold it through an iBuyer program	*
Other	2

U.S.

	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Sold home using an agent or broker	79%	83%	82%	85%	84%	85%	84%	85%	88%	87%	88%	88%	88%	89%	89%	89%	91%	89%	90%	90%
For-sale-by-owner (FSBO)	13	14	14	13	12	12	13	11	9	9	9	9	9	8	8	8	7	8	7	7
Sold to home buying company	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	*	1	2	1	1
Sold it through an iBuyer program																			*	*
Other	7	3	3	2	3	2	2	3	3	3	2	2	2	2	2	2	1	1	1	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%	3%	4%	4%	5%	4%	3%
90% to 94%	3	8	10	9	8	4
95% to 99%	28	26	22	24	28	24
100%	37	28	22	30	30	27
101% to 110%	24	28	34	26	24	33
More than 110%	4	7	9	5	5	9
Median (sales price as a percent of listing price)	100%	100%	100%	100%	100%	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

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Less than 90%	3%	5%	7%	*
90% to 94%	3	*	7	2
95% to 99%	28	25	14	39
100%	37	50	39	30
101% to 110%	24	10	32	25
More than 110%	4	10	*	5

* Less than 1 percent

U.S.

	All Sellers	SELLER NEEDED TO SELL		
		Very urgently	Somewhat urgently	Not urgently
Less than 90%	4%	6%	4%	3%
90% to 94%	8	11	9	6
95% to 99%	26	27	28	24
100%	28	20	26	32
101% to 110%	28	29	29	27
More than 110%	7	7	5	8
Median (sales price as a percent of listing price)	100%	100%	100%	100%

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	26%	17%	13%	19%	18%	14%
1 to 2 weeks	38	45	50	45	41	49
3 to 4 weeks	10	13	12	10	15	14
5 to 6 weeks	11	5	4	5	5	5
7 to 8 weeks	4	4	5	4	3	5
9 to 10 weeks	2	2	1	2	2	1
11 to 12 weeks	4	4	2	5	4	4
13 to 16 weeks	*	3	4	2	3	2
17 to 24 weeks	1	3	2	3	4	2
25 to 36 weeks	*	2	2	1	1	1
37 to 52 weeks	1	1	1	1	2	1
53 or more weeks	2	2	3	2	2	1
Median weeks	1	1	1	1	1	1

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

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		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%	3%	*	3%	13%	*	17%	*
90% to 94%	3	4	*	*	7	17	*
95% to 99%	28	*	29	50	50	33	75
100%	37	50	37	25	29	33	25
101% to 110%	24	38	29	13	14	*	*
More than 110%	4	8	3	*	*	*	*

* Less than 1 percent

U.S.

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		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%	4%	2%	1%	2%	2%	6%	27%
90% to 94%	8	1	4	9	15	22	22
95% to 99%	26	12	18	41	45	43	30
100%	28	41	29	30	20	19	11
101% to 110%	28	34	39	15	15	8	7
More than 110%	7	9	9	3	3	2	3
Median (sales price as a percent of listing price)	100%	100%	100%	99%	98%	97%	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

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		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	86%	100%	89%	89%	79%	67%	25%
One	11	*	11	*	21	17	50
Two	3	*	*	11	*	17	25
Three	*	*	*	*	*	*	*
Four or more	*	*	*	*	*	*	*

U.S.

	All Sellers	SELLERS WHOSE HOME WAS ON THE MARKET FOR					
		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	74%	96%	89%	66%	52%	40%	17%
One	16	3	10	28	36	28	24
Two	5	*	*	6	9	19	27
Three	3	*	*	1	3	11	19
Four or more	1	*	*	*	*	1	14

* 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	72%	74%	83%	74%	72%	75%
Home warranty policies	16	13	6	14	14	13
Assistance with closing costs	13	9	5	8	12	6
Credit toward remodeling or repairs	5	7	5	7	7	7
Other incentives, such as a car, flat screen TV, etc.	3	2	3	2	1	1
Assistance with condo association fees	1	*	*	*	*	*
Other	4	3	2	3	3	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	72%	96%	29%	44%	57%	67%	25%
Assistance with closing costs	13	*	6	33	29	33	25
Home warranty policies	16	*	20	22	21	33	25
Credit toward remodeling or repairs	5	*	3	11	14	*	*
Other incentives, such as a car, flat screen TV, etc.	3	*	*	11	*	17	*
Assistance with condo association fees	1	*	*	*	*	17	*
Other	4	4	3	22	*	*	*

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	74%	87%	78%	69%	61%	67%	57%
Home warranty policies	13	6	12	17	19	15	19
Assistance with closing costs	9	4	6	11	16	11	21
Credit toward remodeling or repairs	7	4	7	8	9	7	11
Other incentives, such as a car, flat screen TV, etc.	2	1	1	2	1	4	3
Assistance with condo association fees	*	*	*	*	*	2	1
Other	3	3	2	4	4	2	9

* 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	\$45,000	18%
2 to 3 years	\$46,700	19%
4 to 5 years	\$72,500	31%
6 to 7 years	\$90,800	44%
8 to 10 years	\$103,900	54%
11 to 15 years	\$67,000	31%
16 to 20 years	\$114,200	69%
21 years or more	\$182,400	162%
Median	\$85,000	41%

	Indiana	
	Dollar value	Percent
Median	\$70,000	48%

HOME SELLERS AND THEIR SELLING EXPERIENCE

Exhibit 6-40

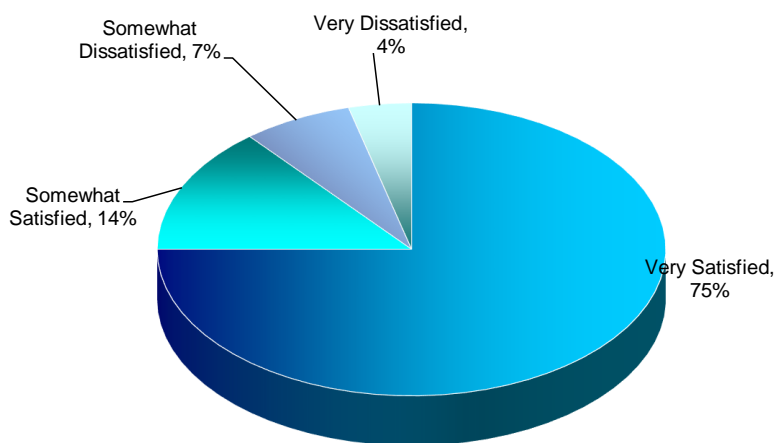
SATISFACTION WITH THE SELLING PROCESS

(Percentage Distribution)

	Indiana	U.S.
Very Satisfied	75%	70%
Somewhat Satisfied	14	22
Somewhat Dissatisfied	7	6
Very Dissatisfied	4	3

Satisfaction with Selling Process

(Percentage Distribution)



Satisfaction with Selling Process

(Percentage Distribution)

U.S.

