

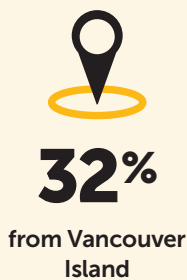
2016 BUYER PROFILE

AT A GLANCE

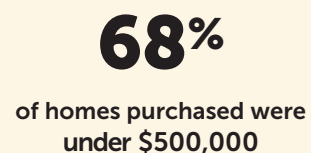
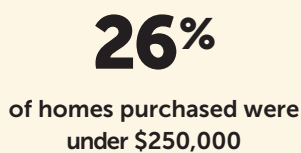
BUYER DEMOGRAPHICS



BUYER ORIGINS

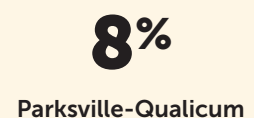
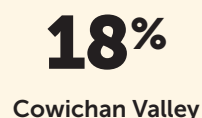
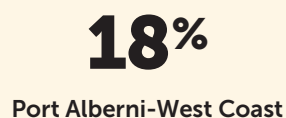
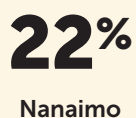


AFFORDABILITY

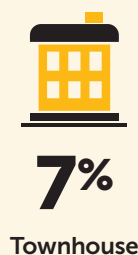
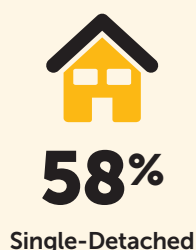


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FIRST-TIME BUYERS



PROPERTY TYPE



Infographic data based on 2,214 responses out of 10,211 letters mailed to residential buyers whose data was obtained from the MLS® database.