

Future of Homeownership: Own-Rent Analysis

August 2012

Economic and Strategic Research

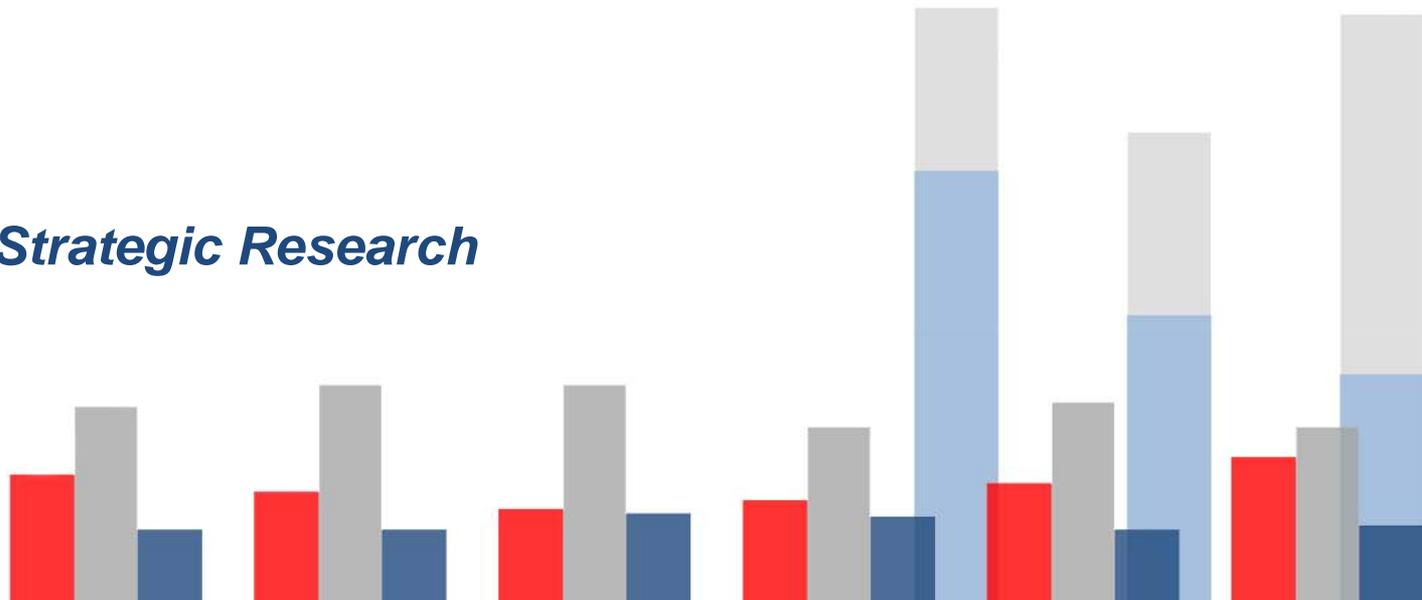


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**Business
Context**

- Beginning in 2007, America has faced the most challenging housing market since the Great Depression. A number of economic factors have influenced and/or resulted from the housing crisis:
 - High unemployment rate
 - Declining household wealth and consumption
 - Falling home prices/values (losing home equity)
 - Increasing delinquencies and foreclosures
 - Lenders' tightening credit policies, which makes it more difficult for consumers to get a mortgage
- These economic conditions have the potential to influence Americans' attitudes towards homeownership.

**Business
Questions**

- We conducted research to examine factors that impact Americans' own-rent preferences. Specific questions to be addressed include:
 - What factors impact consumers' current homeownership status?
 - What factors drive consumers' intentions to buy or rent if they were to move?
 - How do the decision-making factors differ between homeowners and renters?
 - What are the implications of our findings for the stability and sustainability of the housing market?

Executive Summary

Executive Summary

- The current analysis examines the impact of both consumer demographics and attitudes on the own-rent intention and may be the first ever effort to do so
- Demographics by a large margin over attitudes drive current homeownership status and the intention to own or rent for homeowners who own their homes outright
- However, attitudes are primary drivers of the intention to own or rent for renters and mortgage owners

		Population Subgroup	Own-Rent Choice Drivers*
		Current Homeownership Status	<ul style="list-style-type: none"> • Demographics (79%) • Housing Attitudes (11%) • Financial Attitudes (10%)
Next-Move Own-Rent		Renters	<ul style="list-style-type: none"> • Housing Attitudes (42%) • Demographics (33%) • Financial Attitudes (25%)
		Mortgage Owners	<ul style="list-style-type: none"> • Financial Attitudes (40%) • Housing Attitudes (39%) • Demographics (21%)
		Outright Homeowners	<ul style="list-style-type: none"> • Demographics (65%) • Financial Attitudes (19%) • Housing Attitudes (17%)

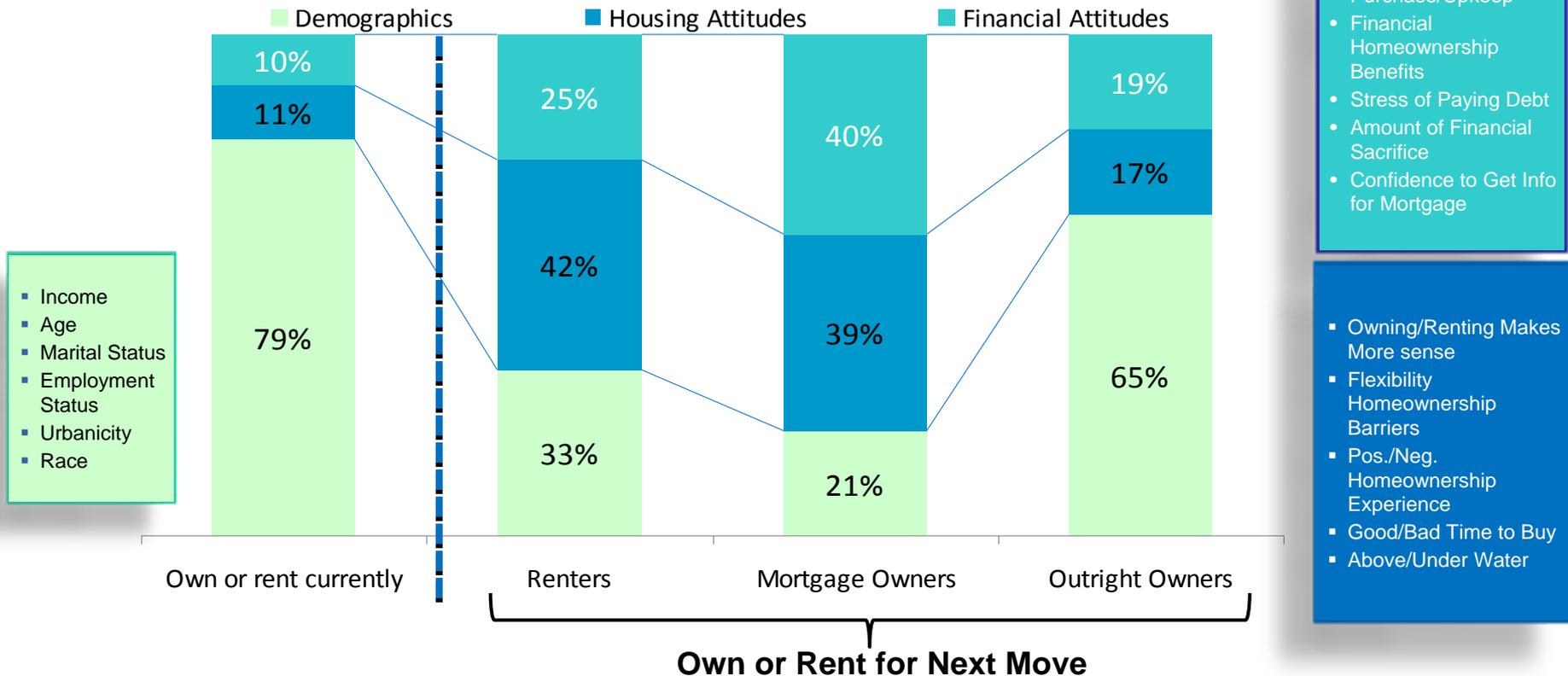
- Exposure to default and perceived home value appreciation/depreciation have no significant incremental influence on the own-rent decision; and self-reported underwater status has minimal impact (1.7%)

* The percentages presented here represent the share of impact in predicting the own-rent response. Please see details on pp. 6-7.

Financial and Housing Attitudes are primary drivers of the intention to own or rent for renters and mortgage owners

- Demographics primarily drive current homeownership status and the intention to own or rent for outright homeowners

Percentage of Impact on Own-Rent Likelihood



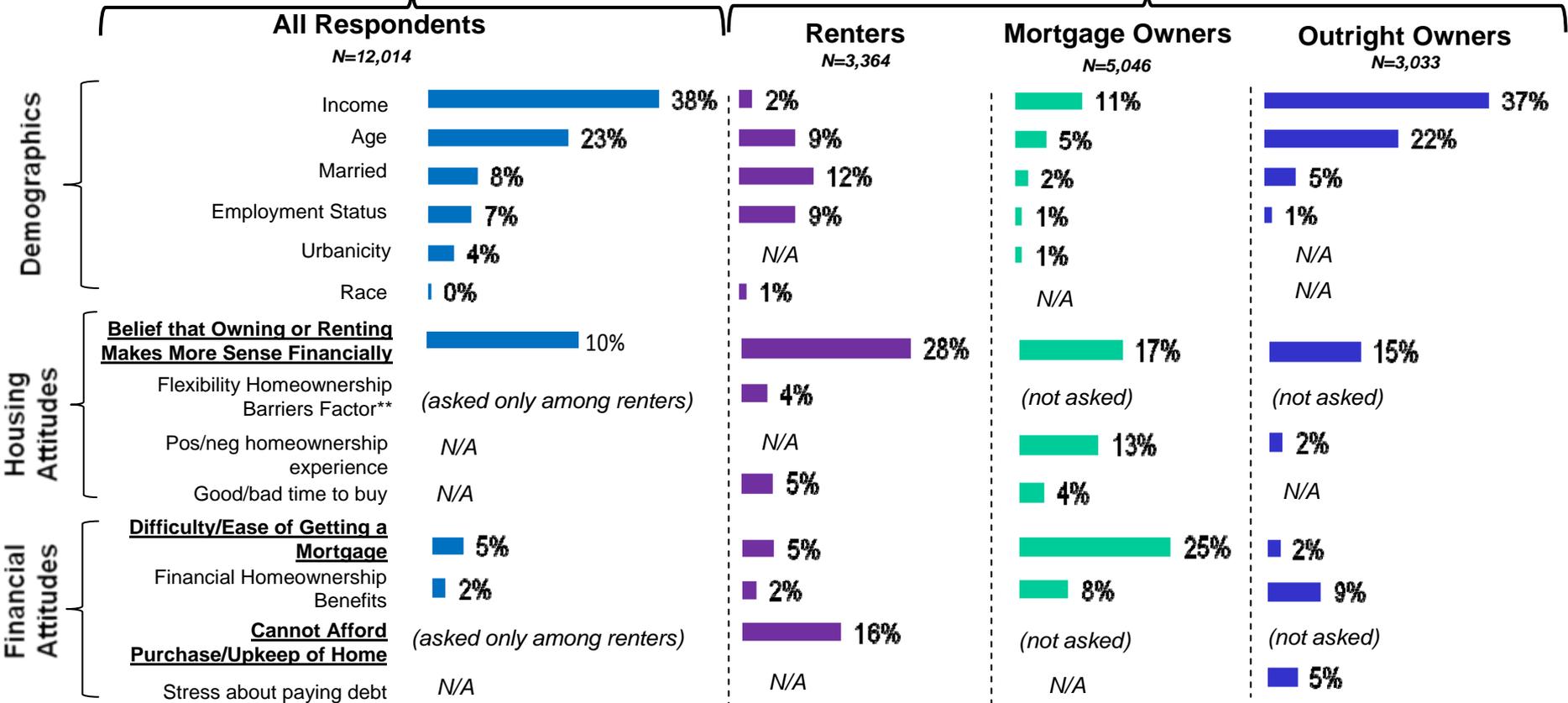
Logistic regressions results are presented in Appendix.
 Source: Fannie Mae 2011 National Housing Survey, January – December

Belief in Owning, Affordability, and Ability to Get Mortgage are the key drivers for renters and mortgage homeowners

Top Variables' Impact* on Predicting Own

Current Own or Rent

Intention to Own for the Next Move



*Current homeownership model excludes the variables of debt and assets (self-reported) as they are considered more as the outcome of homeownership.

N/A indicates that the variable was entered into the model, but did not have significant incremental impact, after controlling for all the other variables in the model.

Stepwise logistic regressions by adding one variable at a time were conducted. The most significant variable was entered first. The incremental chi-square value increase based on the -2 Log Likelihood Ratio test was used to represent the incremental contribution of the added variable to the model, after controlling for all the other variables in the model. These effects were then converted and normalized to 100% for comparison purposes.

Flexibility Barriers include "limited flexibility in future choices," "will not be in a certain area for an extended period of time," and "use the money for other investments than a home."

Financial Homeownership Benefits include home buying is "a good retirement investment" and "provides tax benefits" and "paying rent is not a good investment."

Source: Fannie Mae 2011 National Housing Survey, January – December

Discussion/Implications

Key Findings	Discussion/Implications
<ul style="list-style-type: none"> • Future own-rent intention for <u>renters</u> and <u>mortgage homeowners</u> is driven largely by Attitudes, less by Demographics. In contrast, Demographics play a significant role for <u>outright homeowners</u> in their own-rent preferences when considering their next move. 	<ul style="list-style-type: none"> • The three population segments studied here consider a mix of demographic and attitudinal drivers in their next-move own-rent response. Resources to help consumers more deliberately understand and balance these drivers may allow them to make better, more sustainable housing choices. Further research could explore the factors that impact the formation and deliberate understanding of demographic and attitudinal drivers for the own-rent decision.
<ul style="list-style-type: none"> • Exposure to default, perceived home value appreciation/depreciation, and self-reported underwater status do not have significant incremental impact on the next-move own-rent response in the models. 	<ul style="list-style-type: none"> • Americans' aspirations to own a home are strong even facing the dramatic challenges over the past few years.

Research Methodology

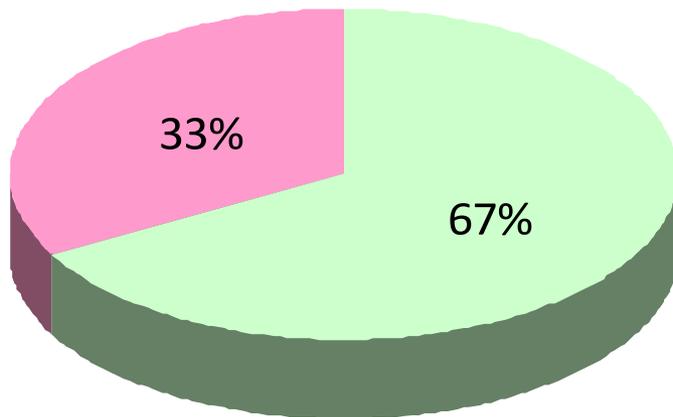
Research Methodology

- One-year data collected via Fannie Mae's National Housing Survey between Jan. 2011 and Dec. 2011 was used for this analysis (See Appendix for detailed sampling information)
- Fannie Mae National Housing Survey interviews 1,000 Americans every month
 - Respondents are screened to be age 18+ and financial decision-makers in their household
 - Survey is conducted by telephone and contains more than 100 questions covering several areas:
 - Attitudes towards the economy and housing market
 - Household financial situation including mortgage behaviors
 - Views on owning and renting
 - Perceived financial and non-financial homeownership benefits and barriers
 - Exposure to default
- The data presented in this study has been weighted to make it reflective of the U.S. Census demographic statistics in terms of gender, age, ethnicity, income, education, and housing situation

Own-Rent Choice

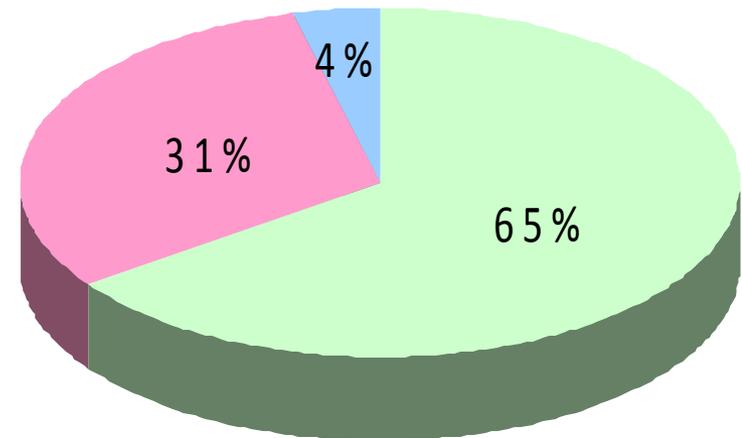
- We focused on the following two questions in the survey for this study:
 - Whether or not an individual currently owns his or her home
 - Whether to buy or to rent if the individual were going to move

Do you own your primary residence?



■ Yes ■ No
 N= 12,014

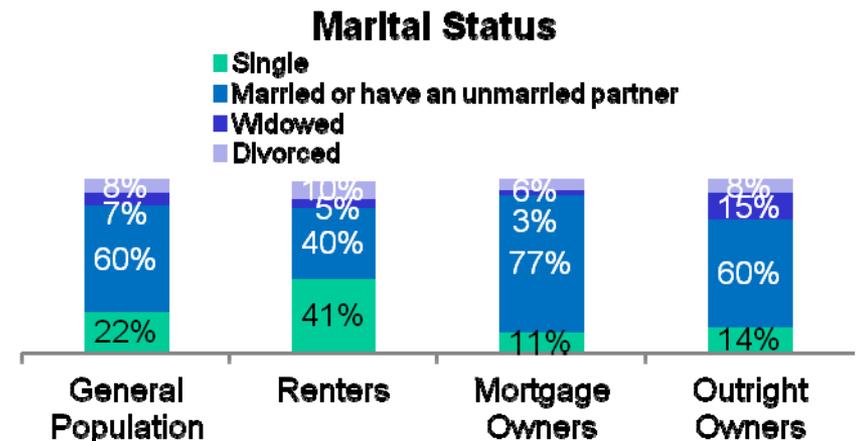
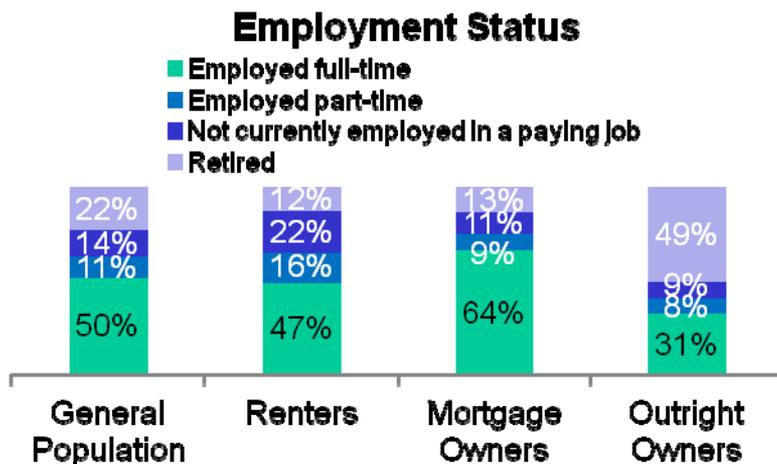
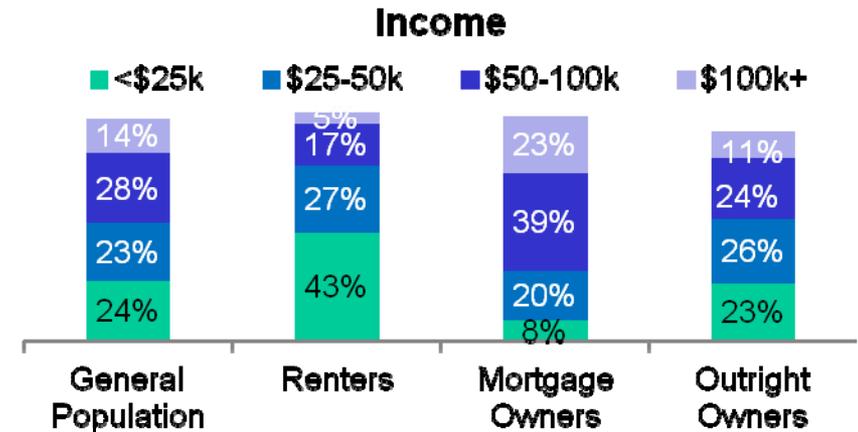
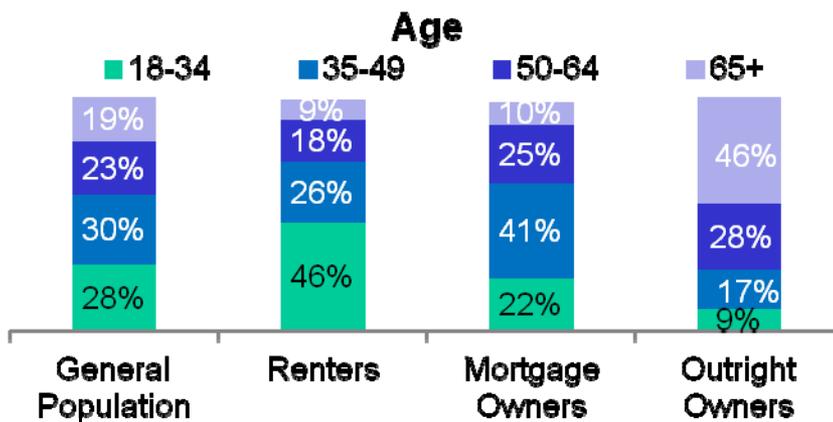
If you were going to move, would you be more likely to:



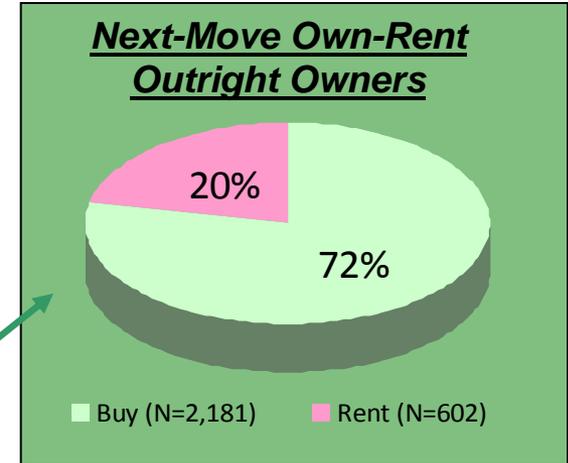
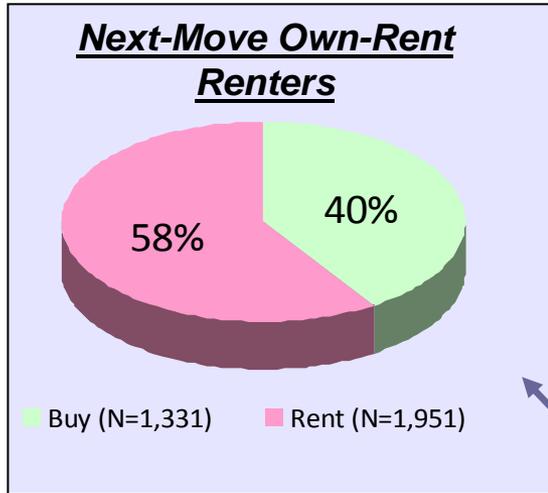
■ Buy ■ Rent ■ Don't know
 N= 12,014

Three groups are selected to examine life-stage differences related to housing tenure, as individuals move from renting to having a mortgage to outright owning

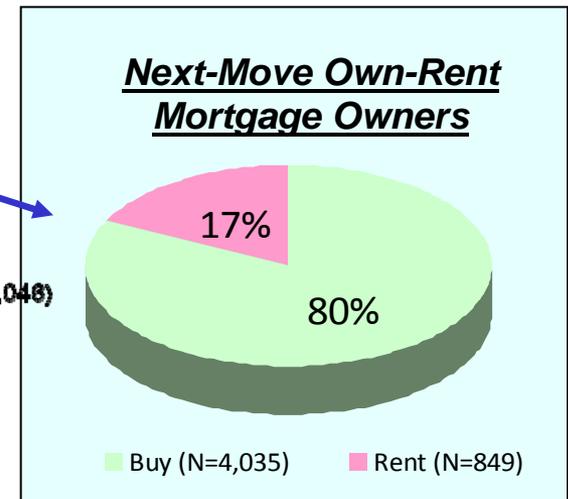
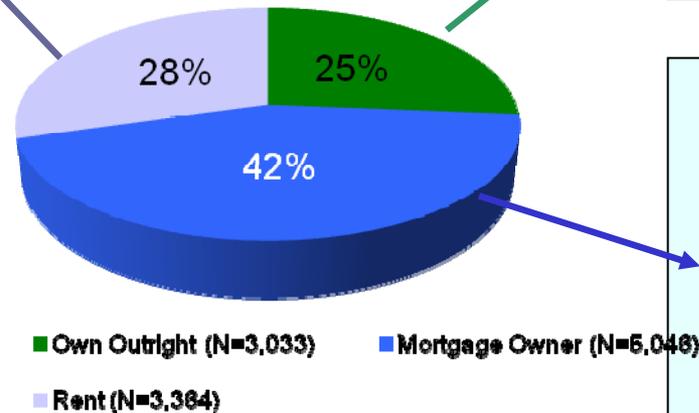
- **Renters:** Younger, more likely to be single and have lower income, less likely to be employed full-time
- **Mortgage Owners:** More likely to be middle-aged, employed full-time, married, and have higher income
- **Outright Owners:** Older, more likely to be retired, widowed, and past their peak earning years



Current vs. Next-Move Own-Rent Choice



Do you own your primary residence?



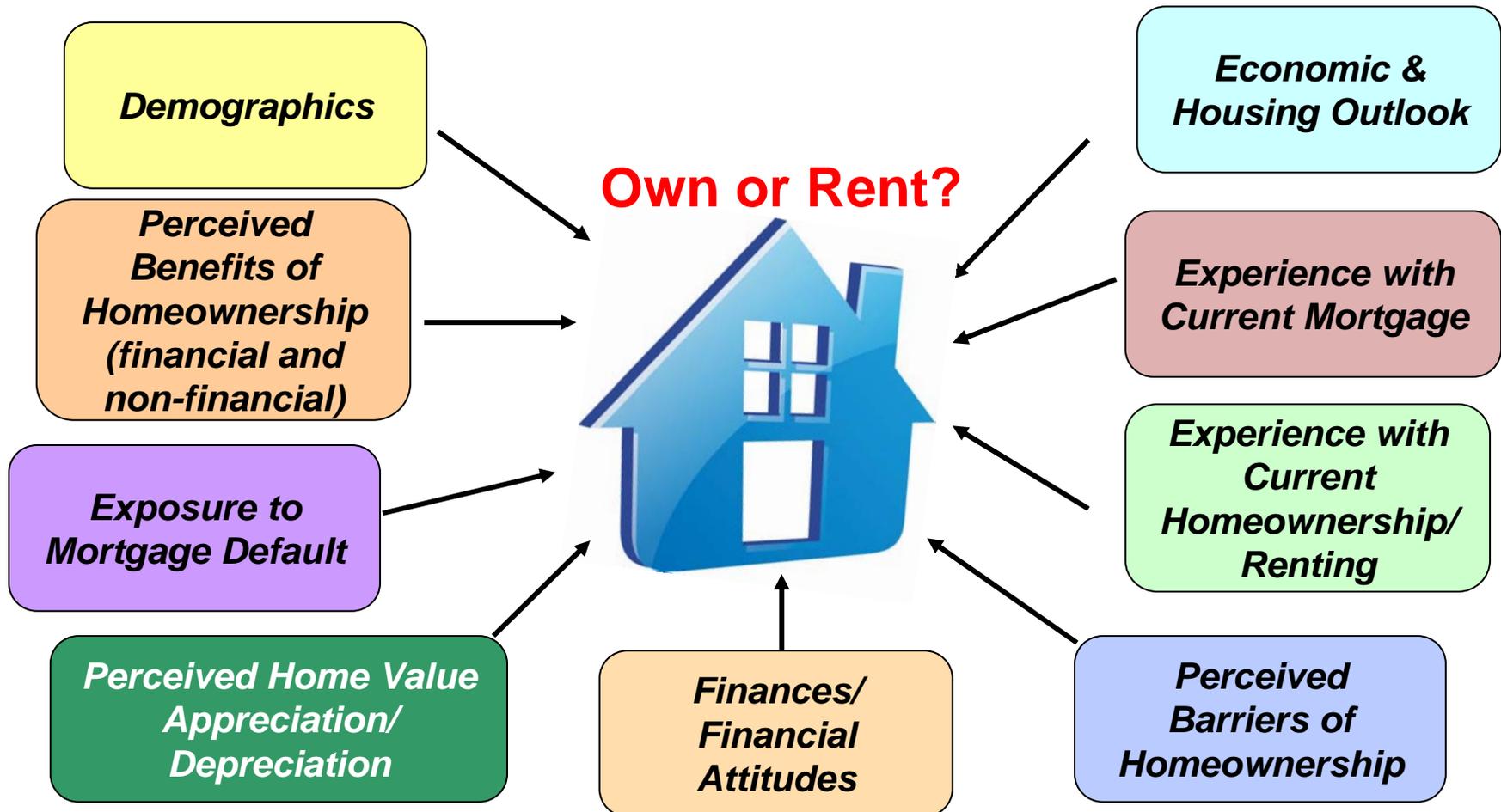
Note: About 5% of the total respondents sample (N=571) are boarders who live with someone else and do not pay for housing and are excluded from the current analysis.

Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

- According to the 2010 Decennial Census, the distribution of Occupied Housing Units in the US is: Own free and clear, 19.7%, Own with a mortgage, 45.4%; & Renter occupied, 34.9%.

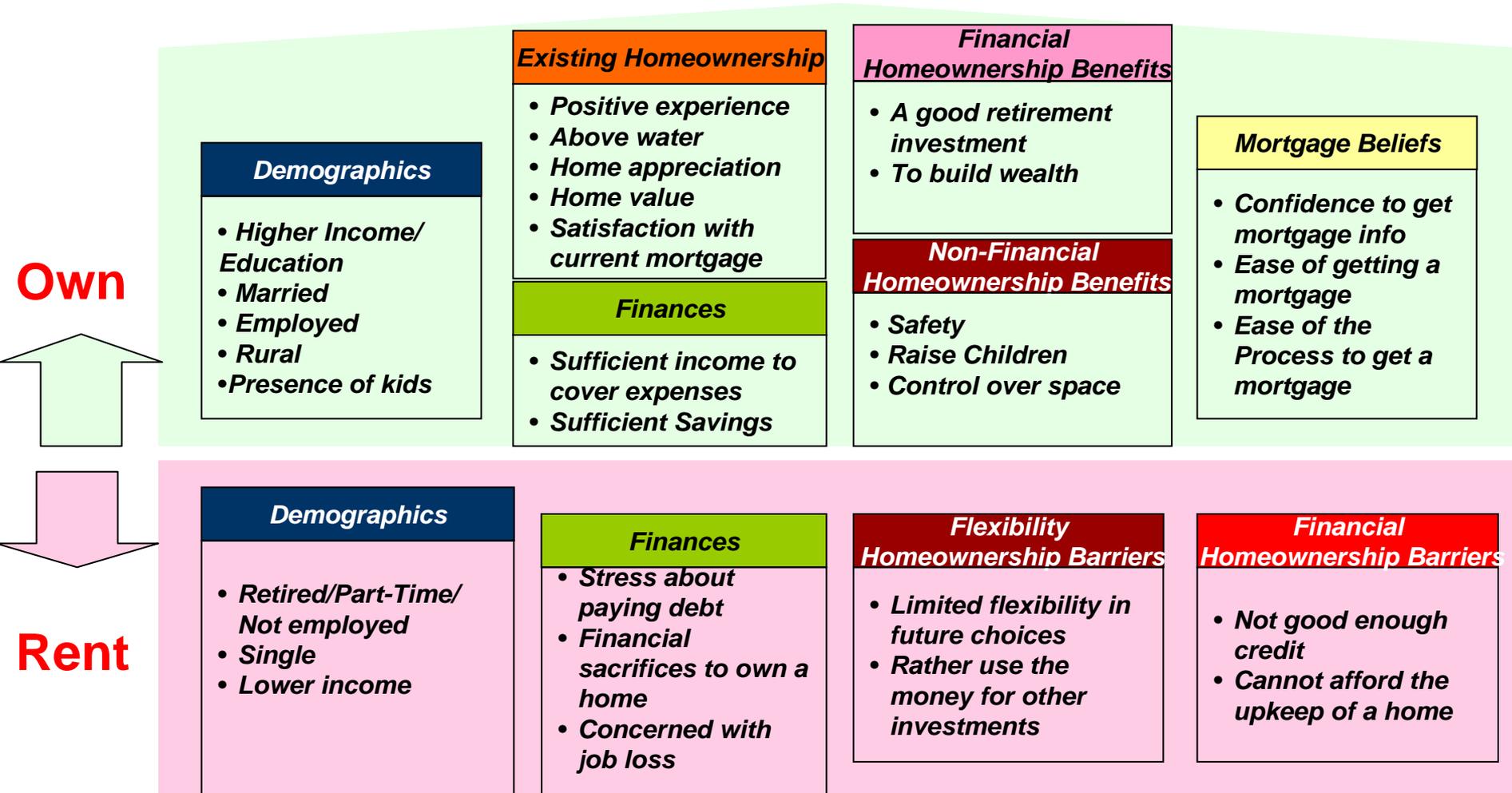
Regression Analysis: Current and Future Own-Rent Choice

- The National Housing Survey covers more than 100 questions across many areas
- We first took a comprehensive exploratory approach to understanding the relationships between our own-rent variables and all other variables covered in the survey

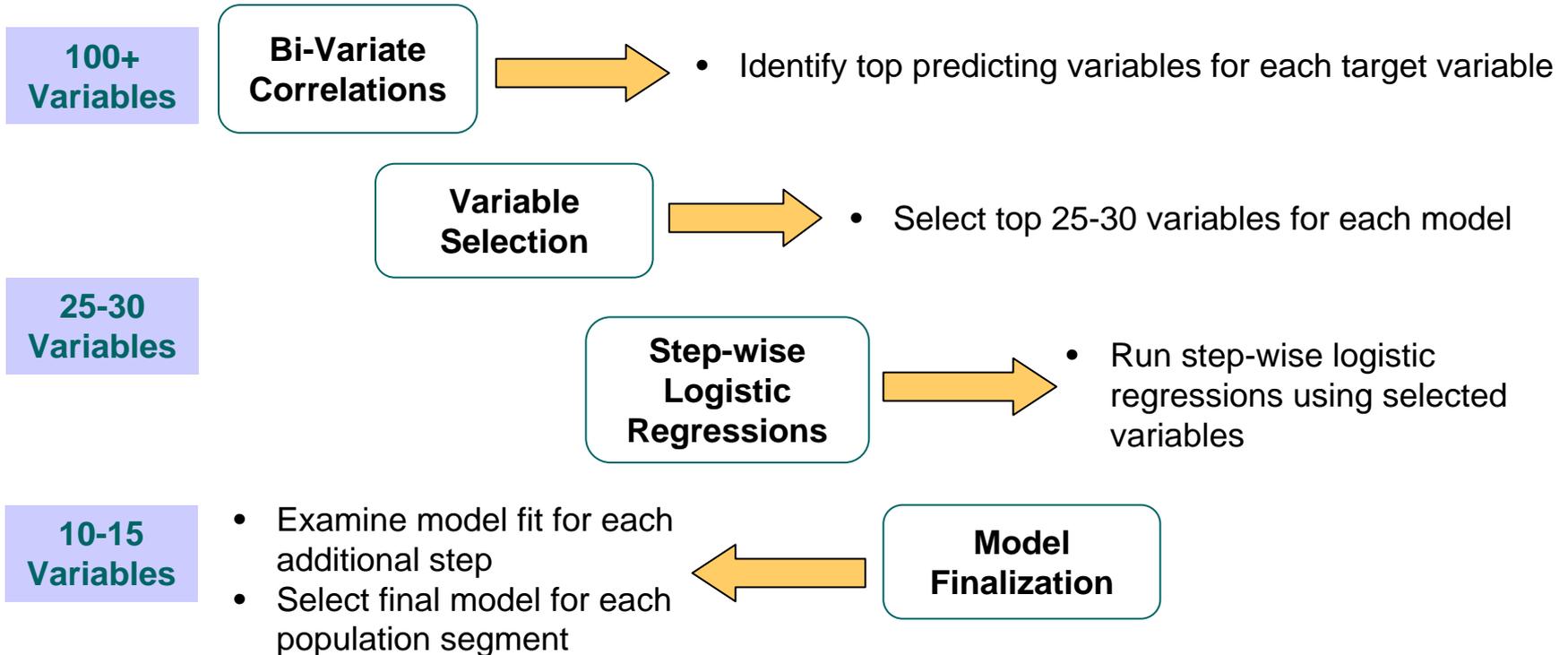
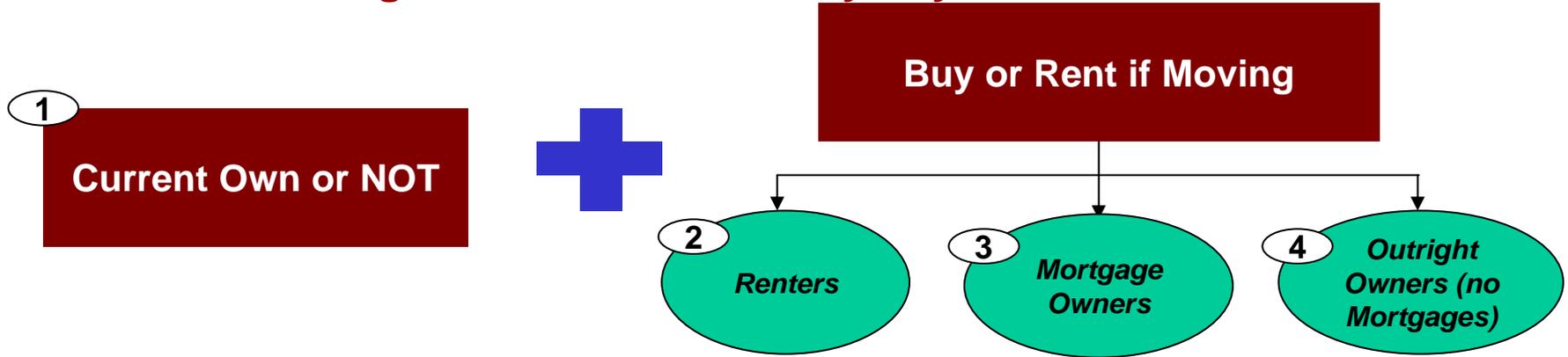


Correlation Analysis

- Many of the variables covered in the survey are shown to have statistically significant relationships with the Buy-Rent response. Here are a few examples:



Process of Building Four Models – Identify Key Drivers



Analysis of the Own-Rent Intention

Key Findings of the Intention to Own or Rent for the Next Move

	Renters	Mortgage Owners	Outright Owners
Future owners...	<ul style="list-style-type: none"> • Think owning makes more sense • Less concerned with the upkeep of house • Married • Employed full-time • More likely to be Gen X and Boomers and less likely to be Pre-Boomers • More likely to say “it would be easy for you to get a mortgage” • Less concerned with Flexibility homeownership barriers • More likely to think it is a good time to buy 	<ul style="list-style-type: none"> • More likely to say “it would be easy for you to get a mortgage” • Think owning makes more sense • Have positive existing homeownership experience • Higher income • Cite financial reasons to own • Less likely to be Pre-Boomers* 	<ul style="list-style-type: none"> • Higher income • More likely to be Gen X and less likely to be Pre-Boomers* • Not Retired • Think owning makes more sense • Cite financial reasons to own • Married • Not stressed about making debt payments • Not burdened by the amount of financial sacrifice to own

Note that the reverse of the above findings will describe future renters.

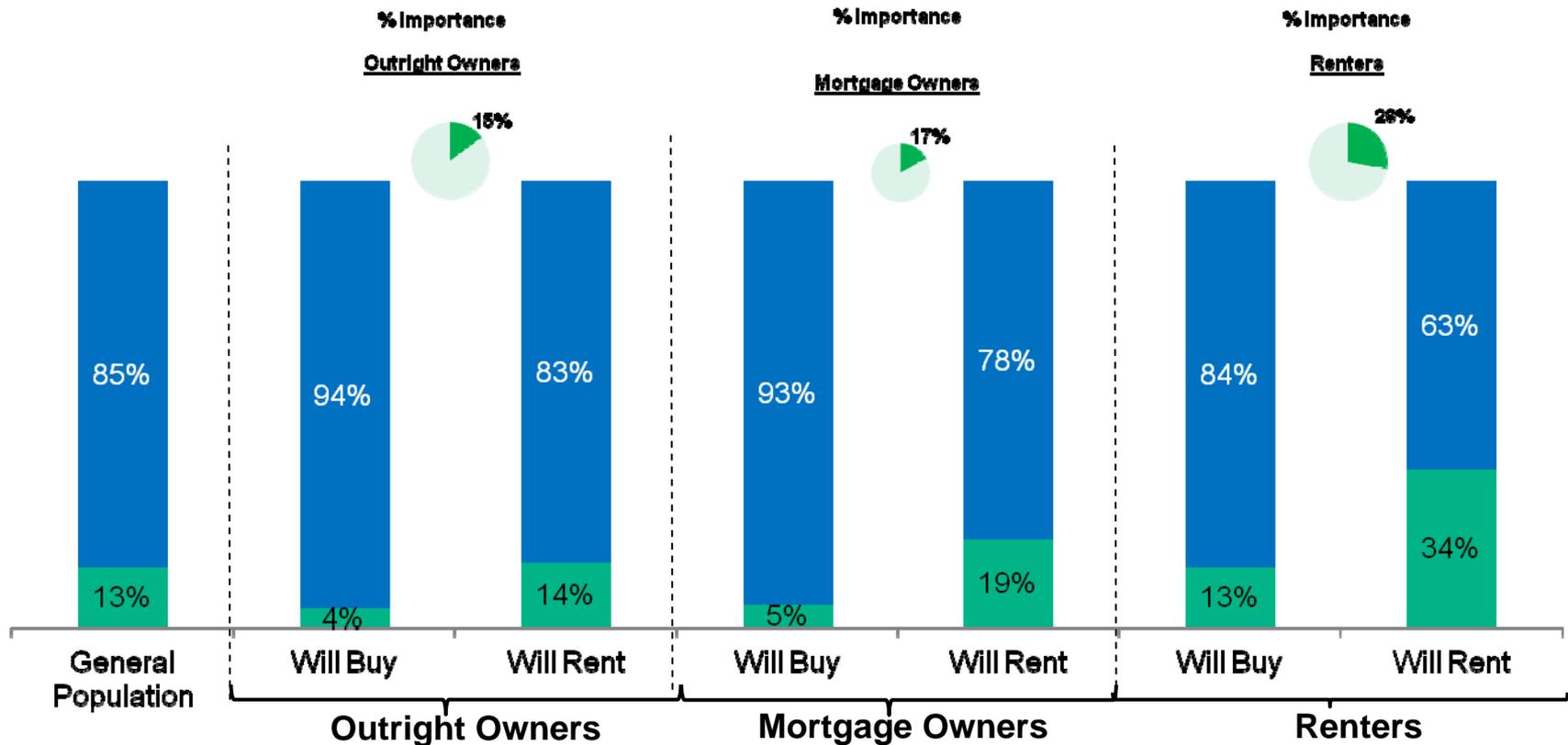
* Gen Y = age 18-34; Gen X = age 35-44; Boomers = age 45-64; Pre-Boomers = age 65+.

Future Buyers are more likely to say that owning makes more sense financially than Future Renters

Which is closer to your view?

Owning makes more sense because you're protected against rent increases and owning is a good investment over the long term

Renting makes more sense because it protects you against house price declines and is actually a better deal than owning

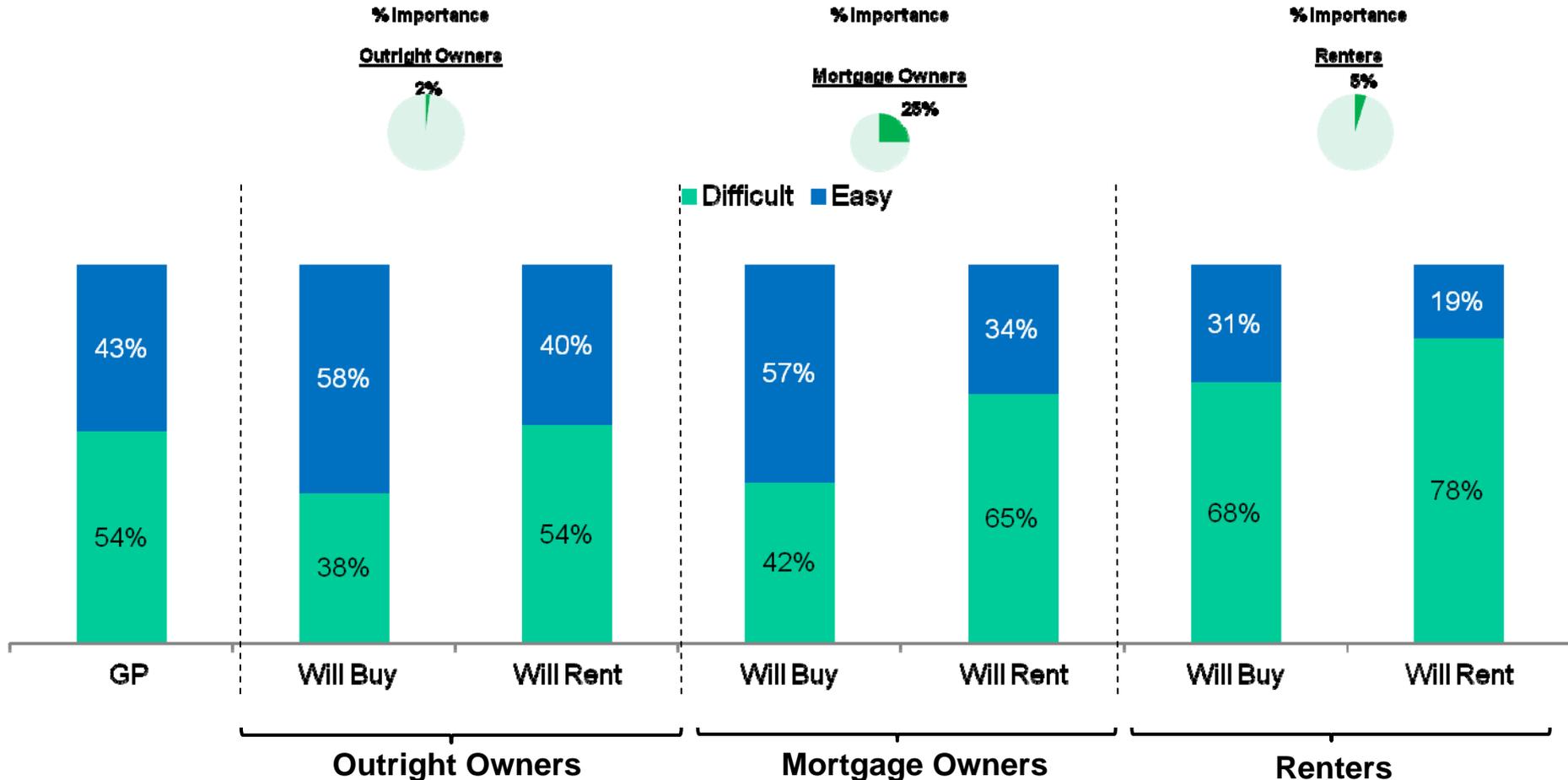


Data presented here is based on crosstabs to illustrate the relationships. Detailed regression results are presented in Appendix

* Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

Future Buyers are more likely to say it would be easy for them to get a mortgage than Future Renters

Do you think it would be difficult or easy for you to get a home mortgage today?

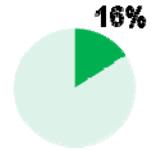


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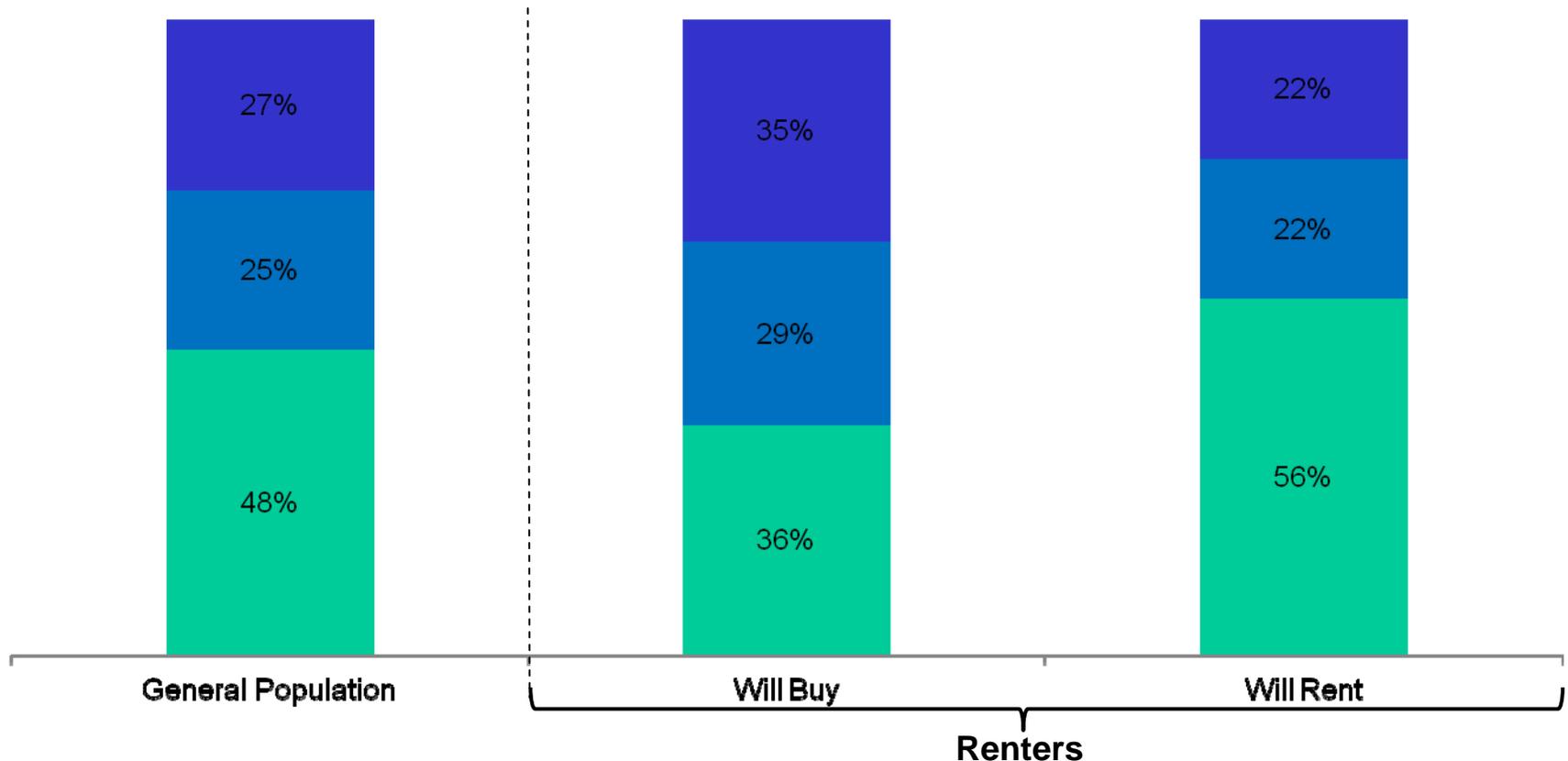
Ability to afford the purchase and the upkeep of the house is a major concern for Renters

% Importance of variable



You cannot afford the purchase and upkeep: Is this a major reason you have not bought a house, a minor reason, or not a reason at all?

Major reason Minor reason Not a reason at all

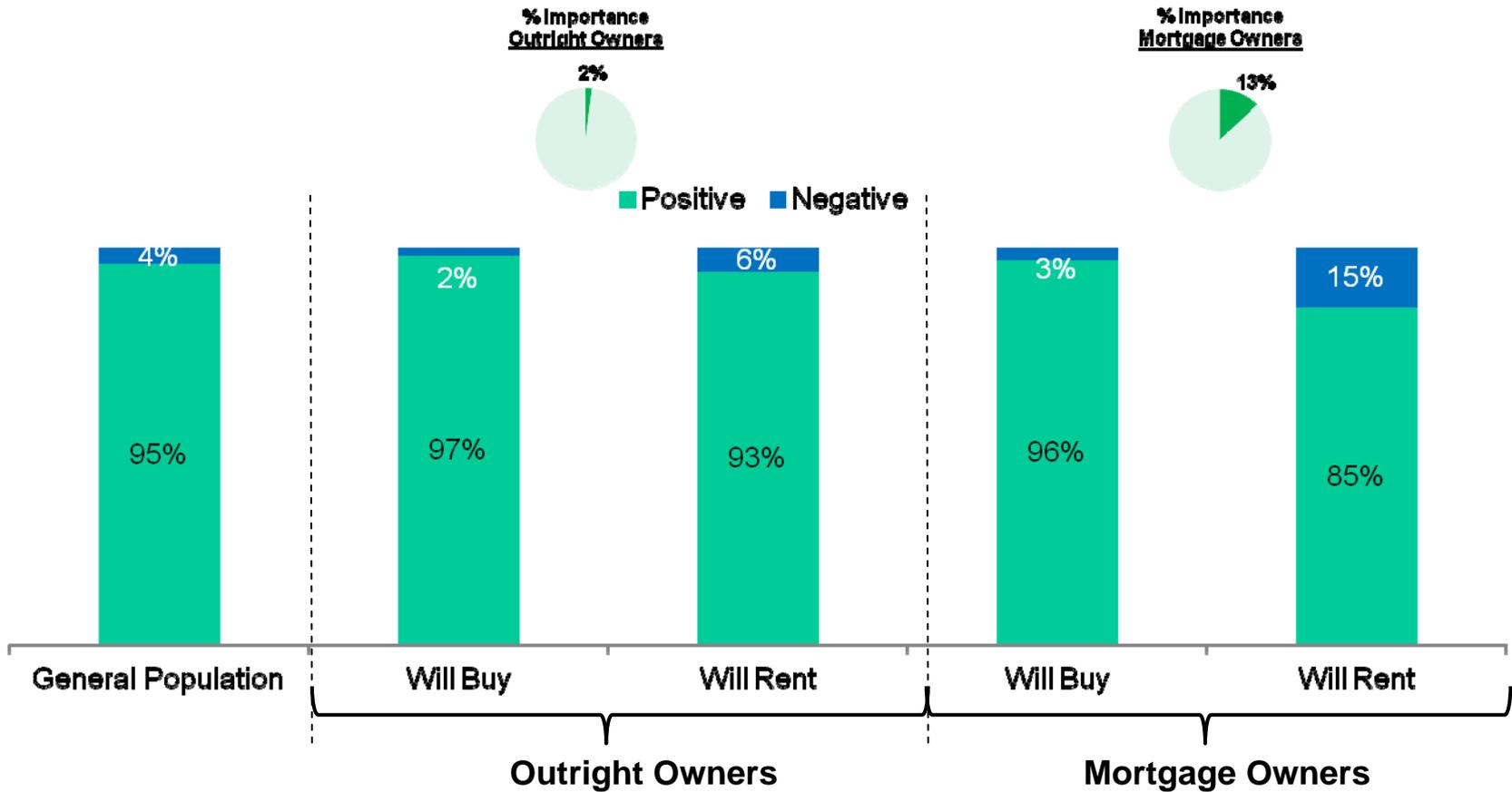


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Among Mortgage Owners, those who will rent are less likely to think homeownership has been positive for them

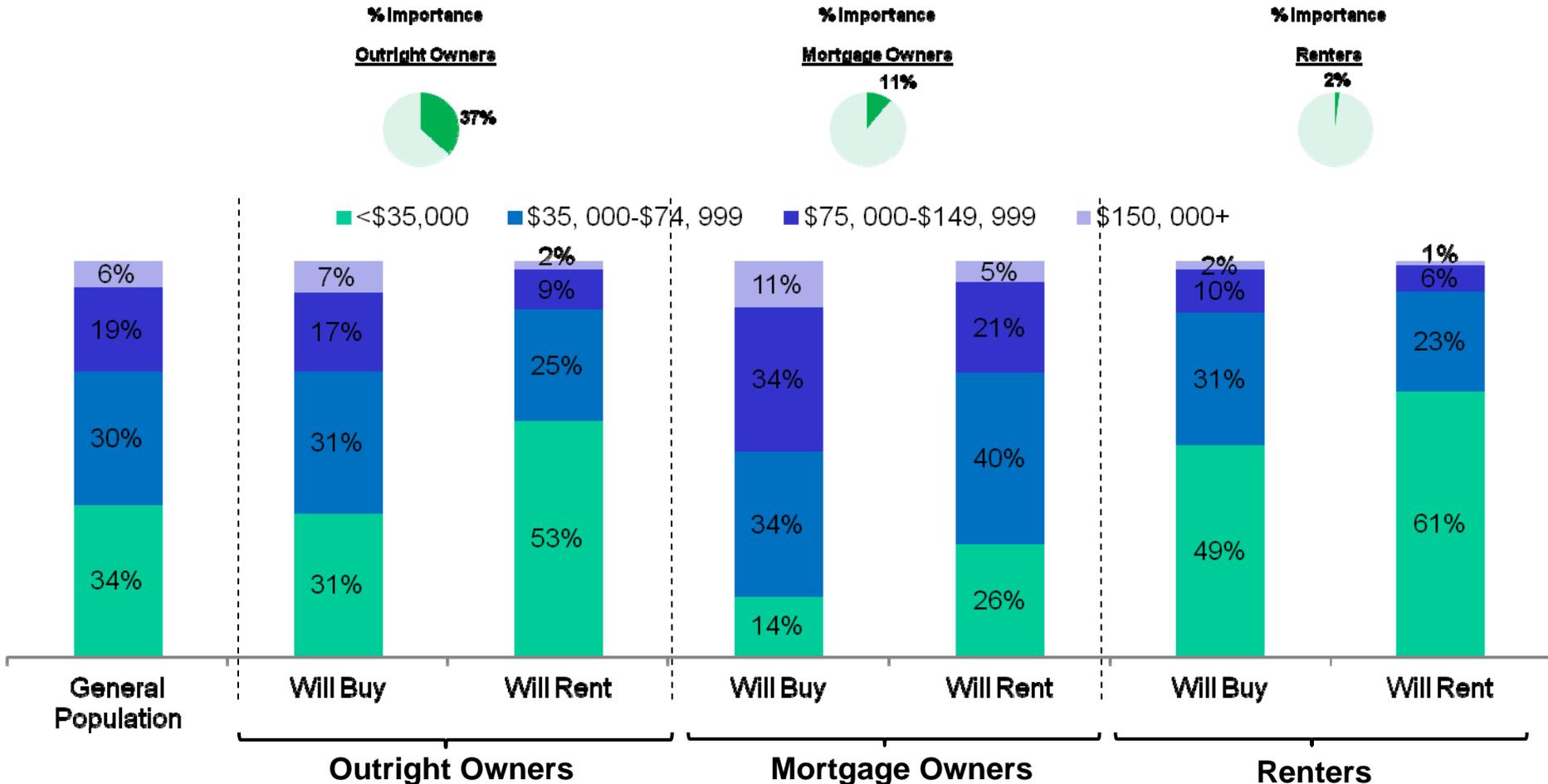
Has homeownership been positive or negative for you and your family?



Data presented here is based on crosstabs to illustrate the relationships. Detailed regression results are presented in Appendix
 * Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

People who want to rent for their next move tend to have lower income

Which of the following categories best represents your total family income?



Data presented here is based on crosstabs to illustrate the relationships. Detailed regression results are presented in Appendix

* Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

Outright Owners who will rent tend to be older, while Renters who will rent tend to be younger

Which of the following categories best describes your age?

% Importance
Outright Owners



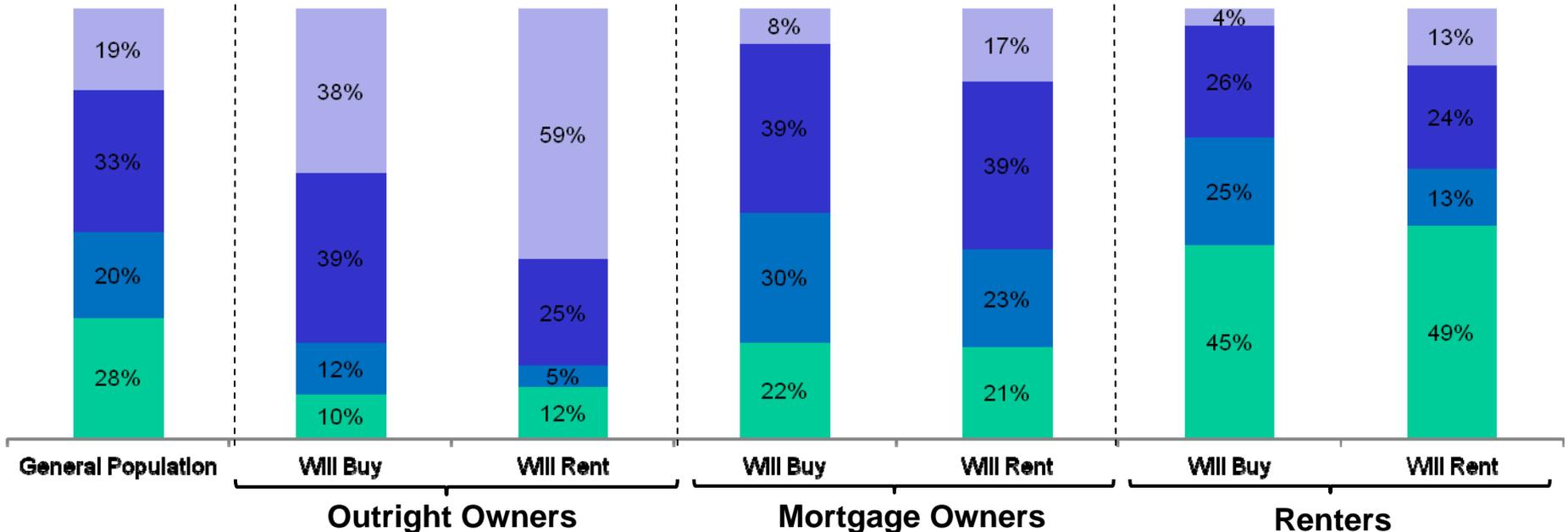
% Importance
Mortgage Owners



% Importance
Renters



■ Gen Y (18-34) ■ Gen X (35-44) ■ Boomers (45-64) ■ Pre-Boomers (65+)

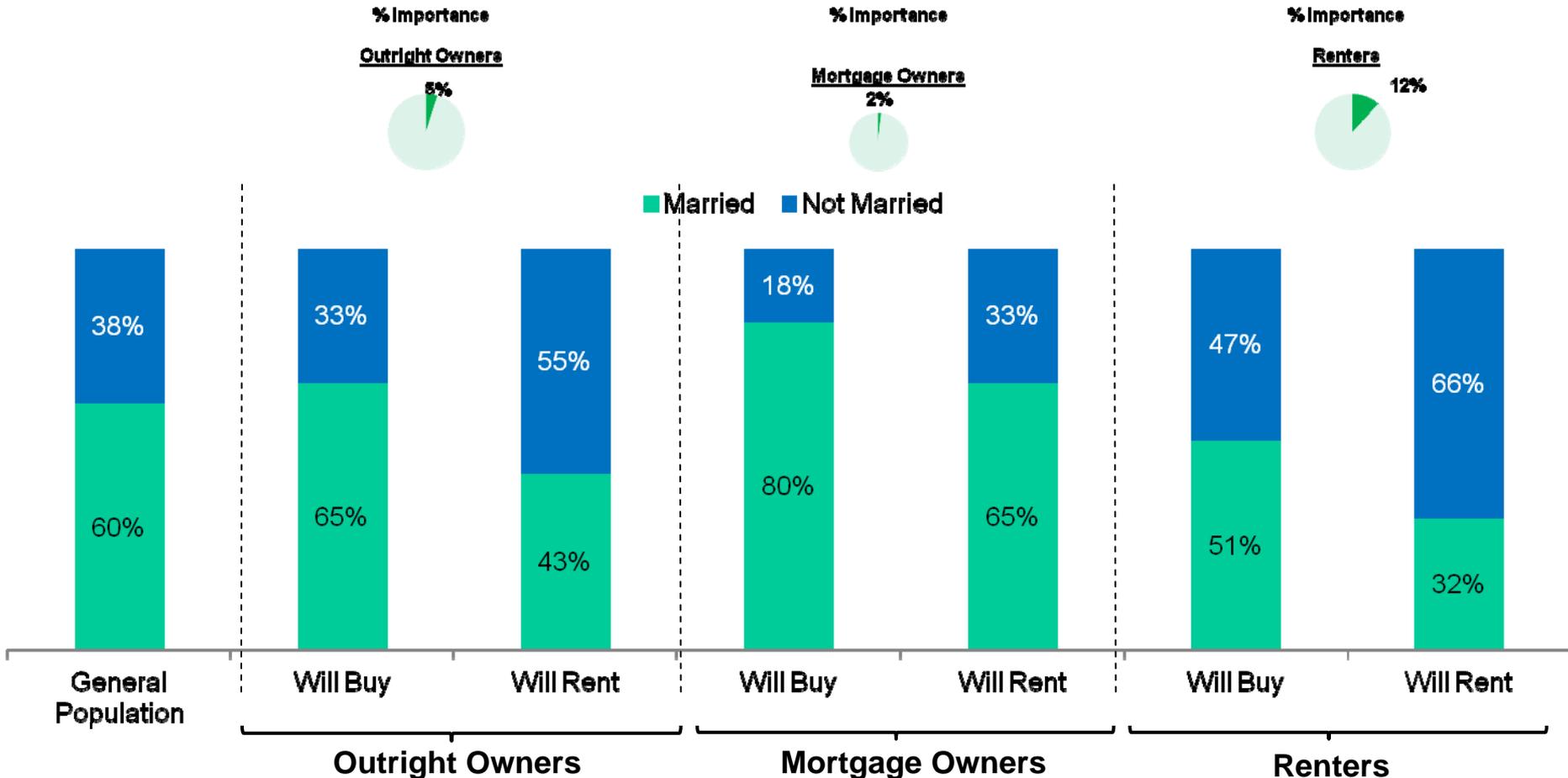


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Future Buyers are more likely to be married than Future Renters

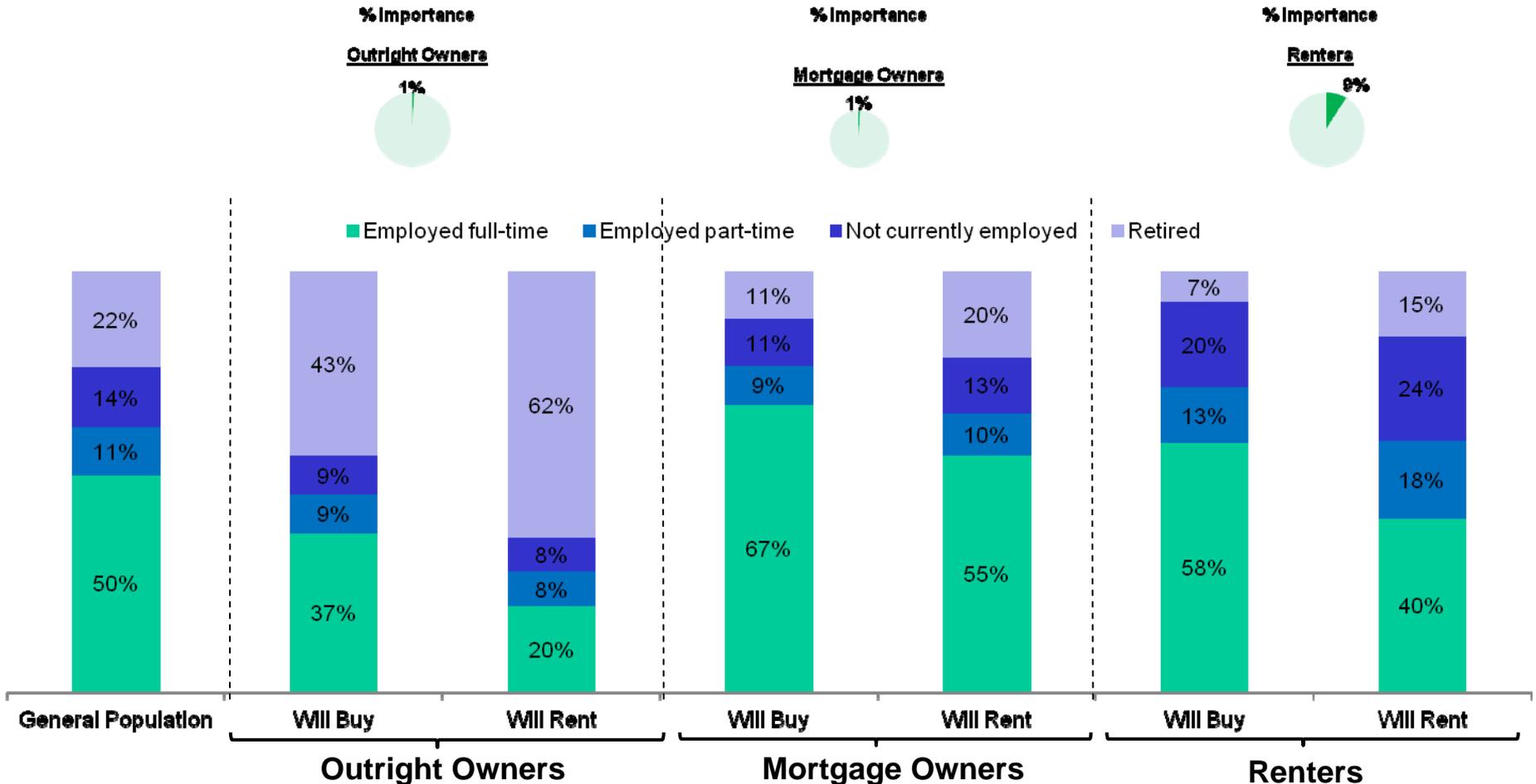
What is your current marital status? Are you married or not married?



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 * Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

People who want to buy are more likely to have a job

Which of the following best describes your current employment status?



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* Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

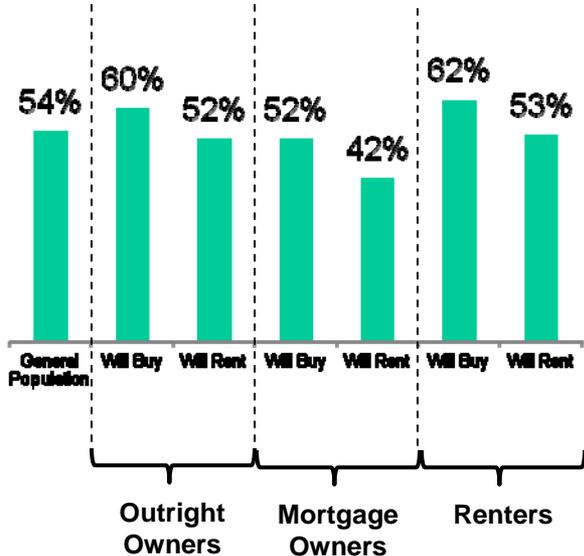
Financial benefits of homeownership appeal more to Future Owners than Future Renters

*Is this a major reason, minor reason, or not a reason at all to buy a home?
Showing % major reason*

% Importance
Outright Owners



It is a good retirement investment

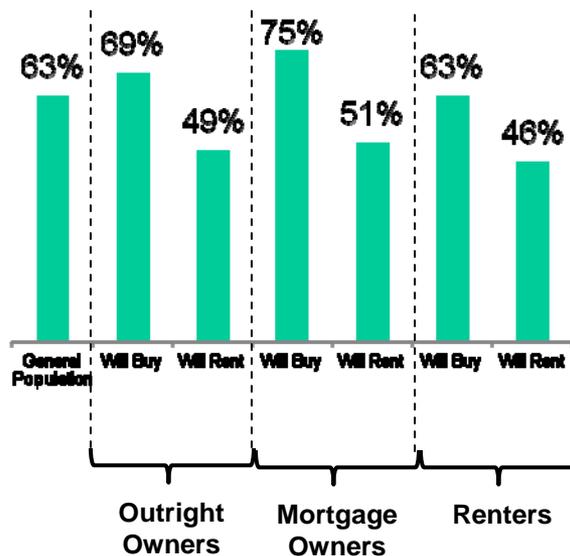


% Importance

Mortgage Owners

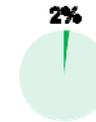


Paying rent is not a good investment

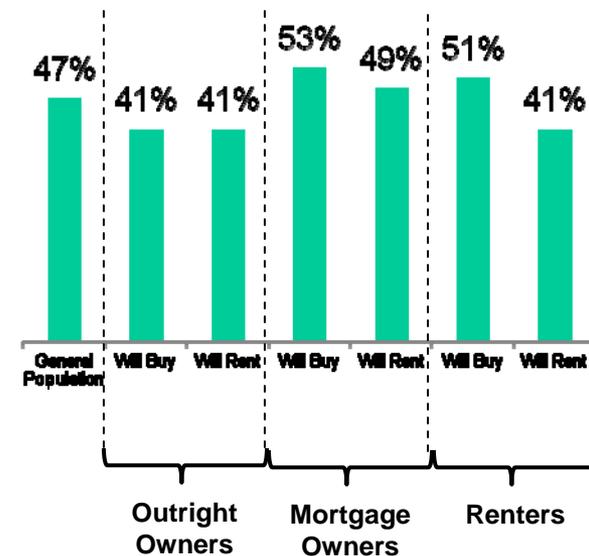


% Importance

Renters



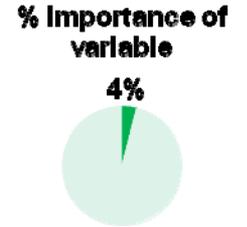
Owning a home provides tax benefits



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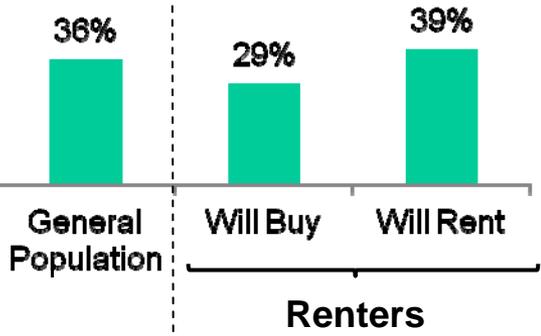
* Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

Flexibility factors impact Renter's own-rent decision

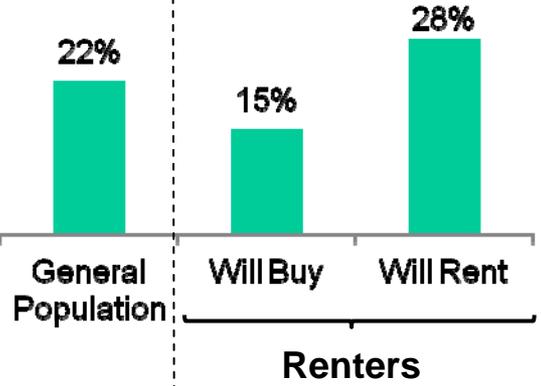


Is this a major reason you have not bought a house, a minor reason, or not a reason at all? Showing major reason

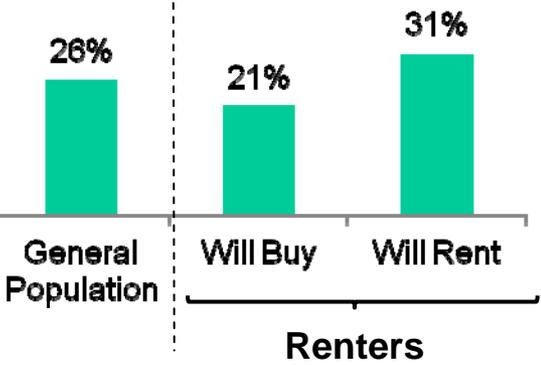
You don't think you will be in a certain area for an extended period of time



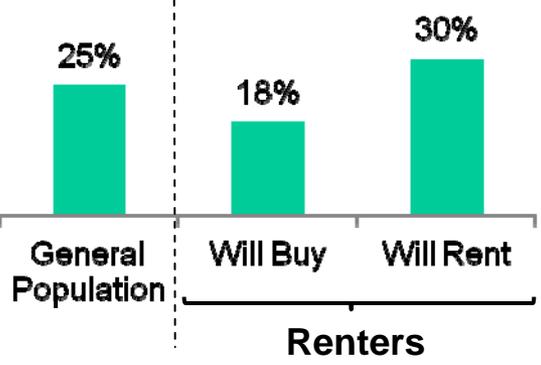
You don't want to be concerned with doing the upkeep



Purchasing a home makes you feel like you will have limited flexibility in your future choices



You'd rather use the money for other investments than a home



Data presented here is based on crosstabs to illustrate the relationships. Detailed regression results are presented in Appendix
 * Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

Future Buyers are more likely to think it is a good time to buy

In general, do you think this is a good time to buy a house or a bad time to buy a house?

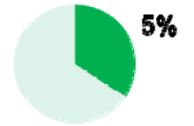


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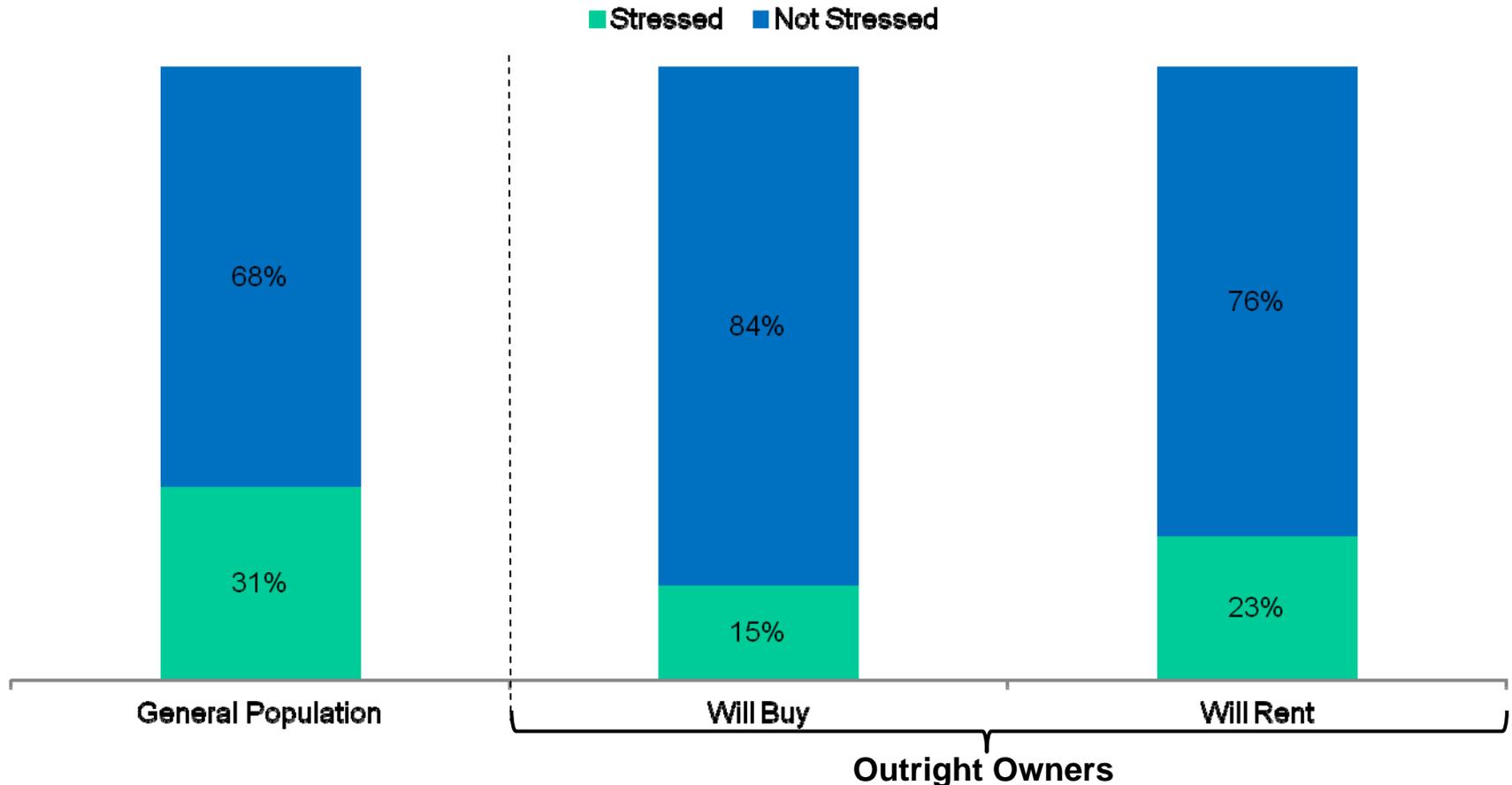
* Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

Outright Owners who want to rent are more stressed about making their debt payments

% Importance of variable



Are you stressed about your ability to make payments on your debts?

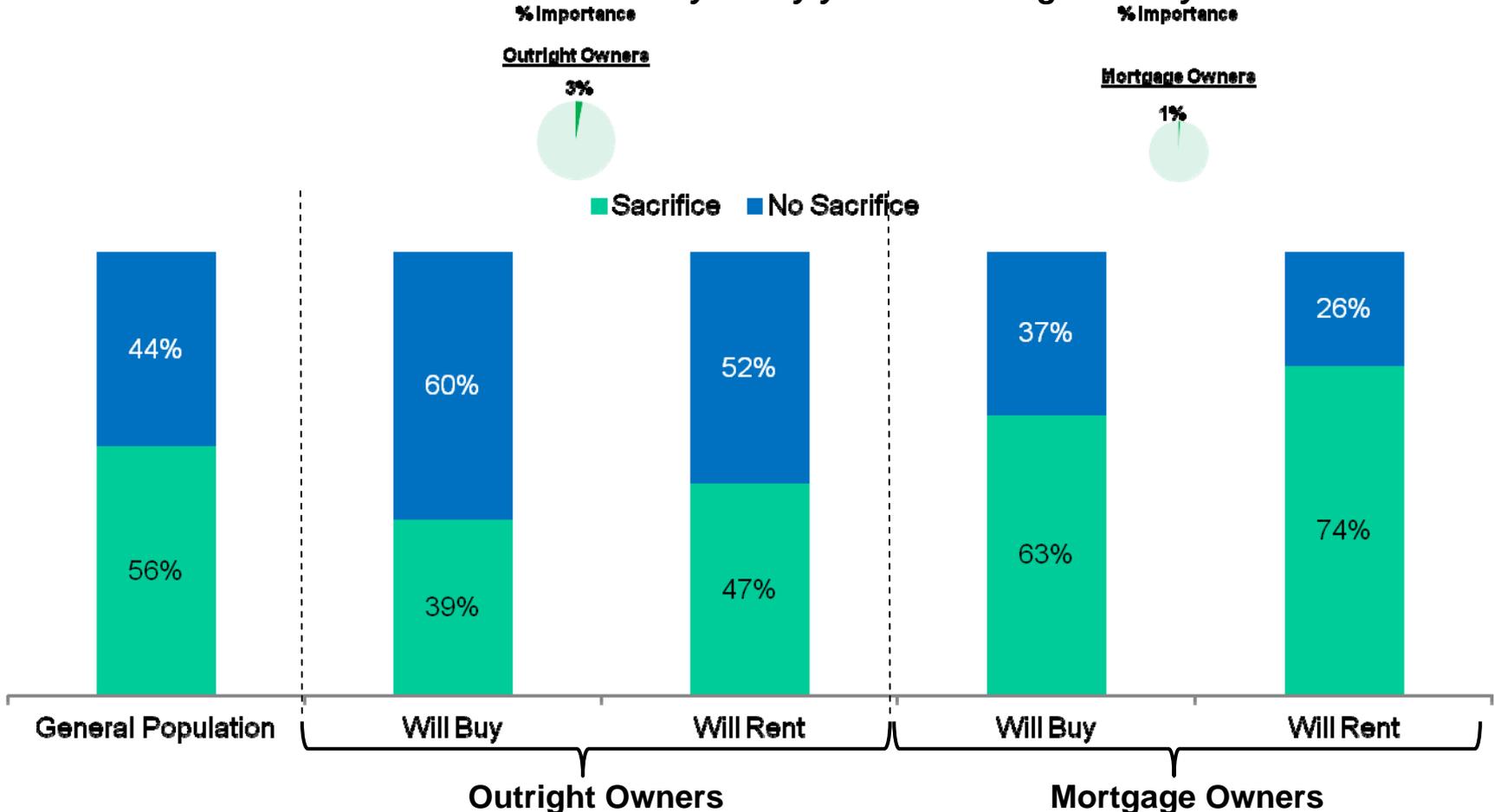


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* Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

Future Renters are more likely to say they would be making a great deal of sacrifices to own a home than Future Owners

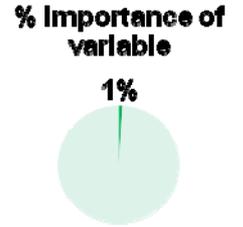
How much financial sacrifice would you say you are making to own your home?



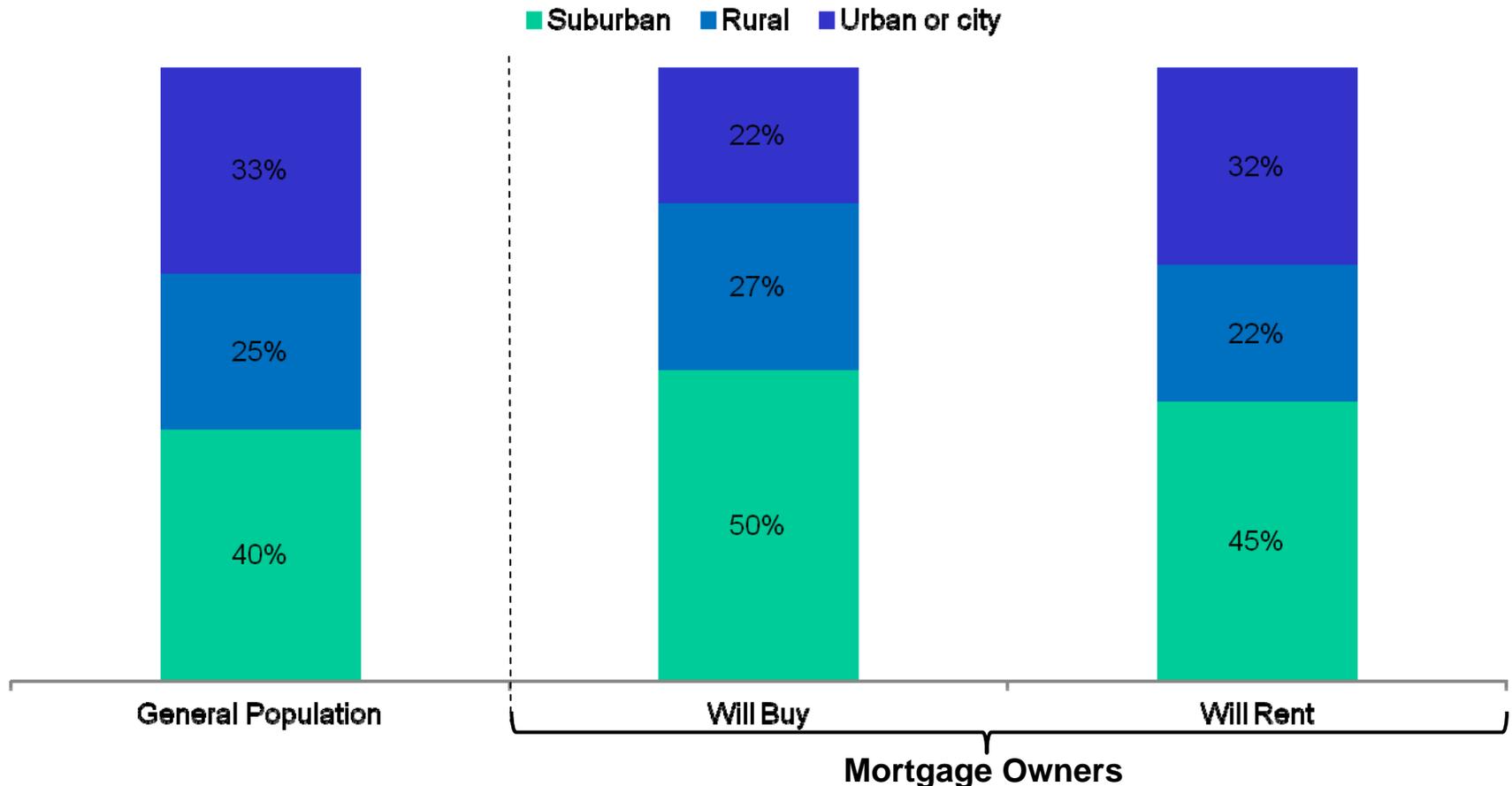
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Mortgage Owners living in suburban and rural areas are more likely to want to own for their next move



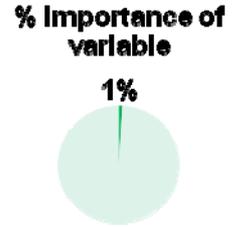
Would you say the area you live in is suburban, rural, or urban?



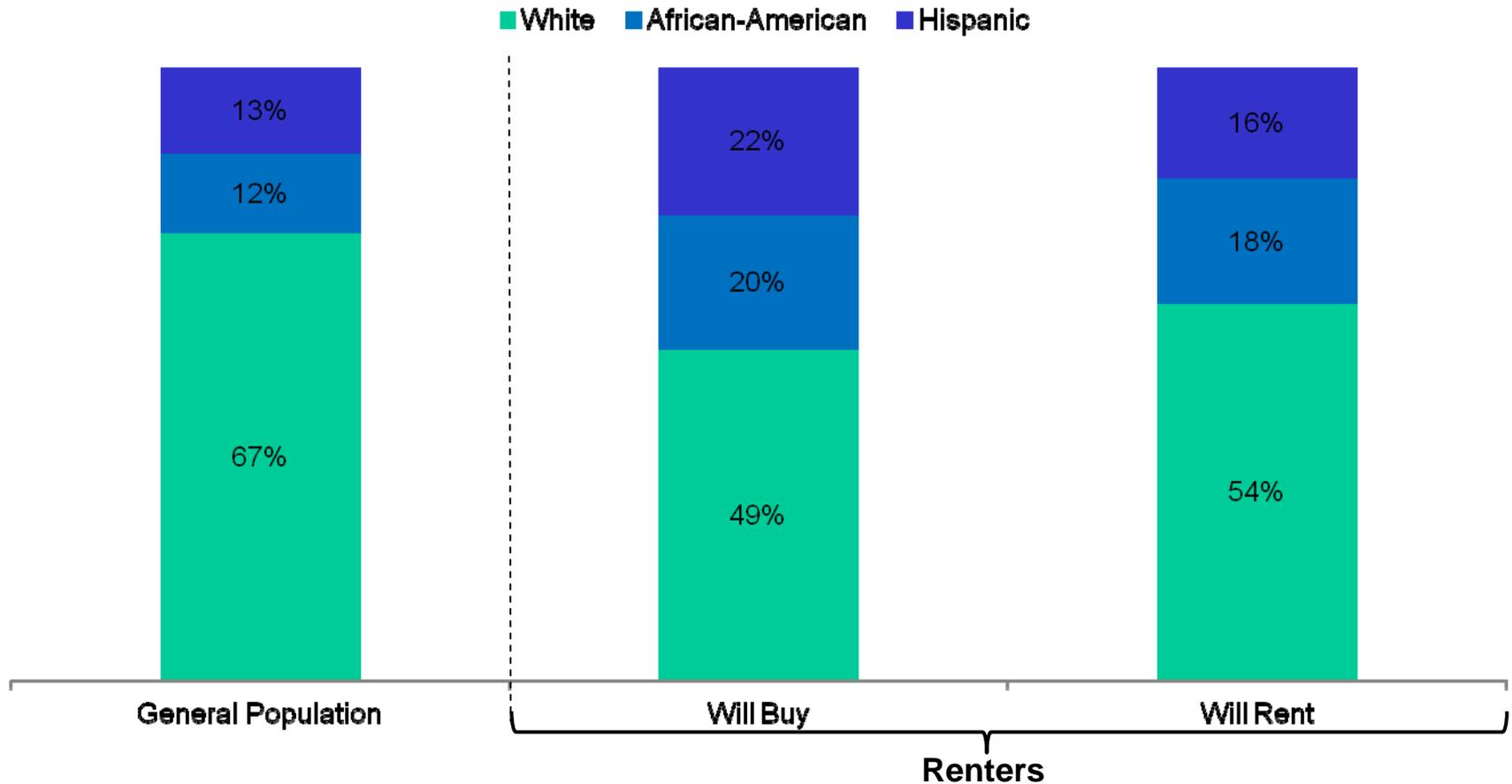
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* Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

Among Renters, those who will buy are more likely to be in minority groups



For statistical purposes only, could you please tell me your race?



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 * Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

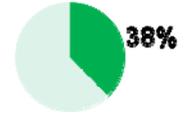
Analysis of Current Homeownership Status

Key Findings for Current Own-Rent Status

Owners:	Renters:
<i>Financial Attitudes</i>	
Easier to get a mortgage	Harder to get a mortgage
<i>Housing Attitudes</i>	
Owning makes more sense	Renting makes more sense
<i>Demographics</i>	
More likely to have a higher income	More likely to have a lower income
More likely to be older	More likely to be younger
More likely to be married	More likely to be single
More likely to be retired	More likely to be not employed

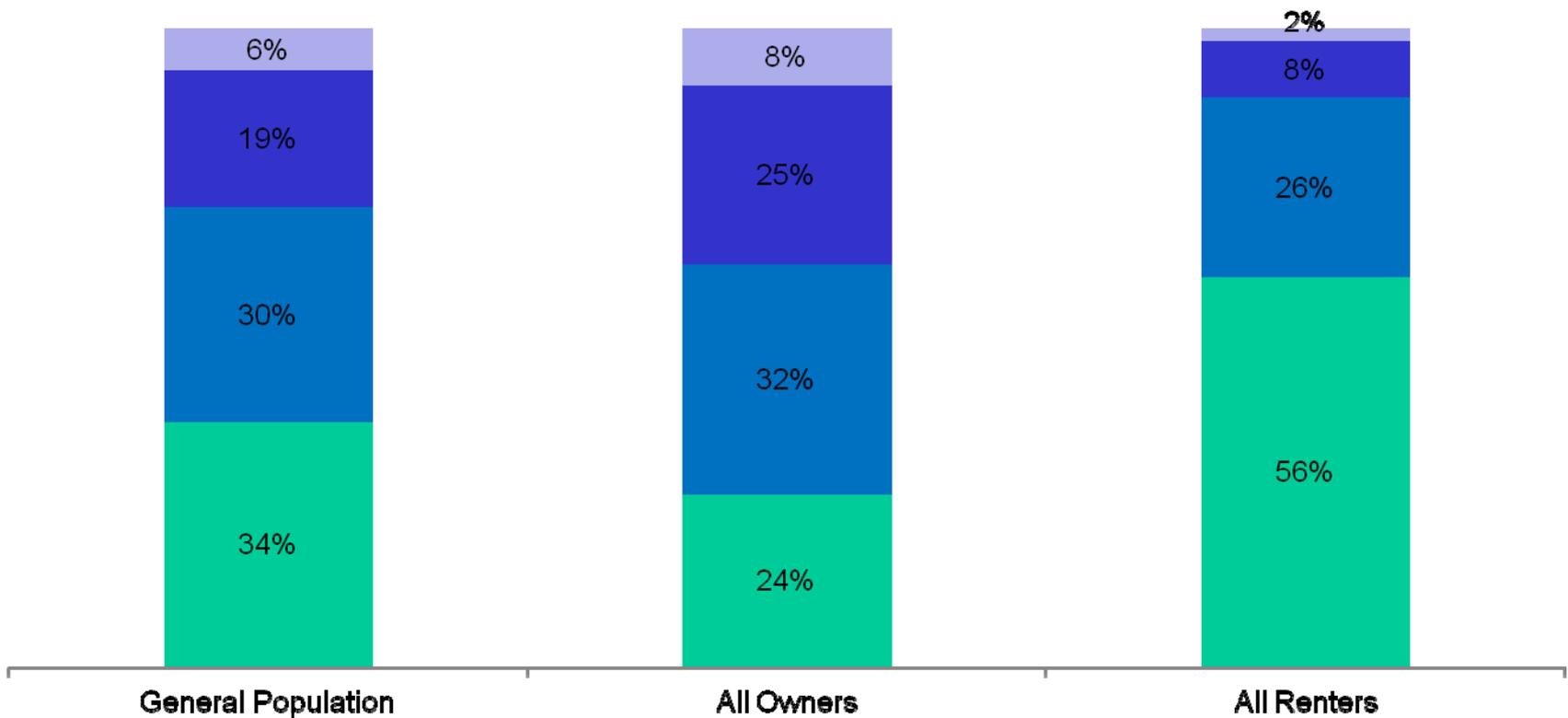
Renters are more likely to have a lower income

% Importance of variable



Which of the following categories best represents your total family income?

■ <\$35,000
 ■ \$35,000-\$74,999
 ■ \$75,000-\$149,999
 ■ \$150,000+

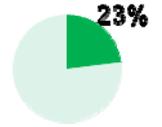


Data presented here is based on crosstabs to illustrate the relationships. Detailed regression results are presented in Appendix

* Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

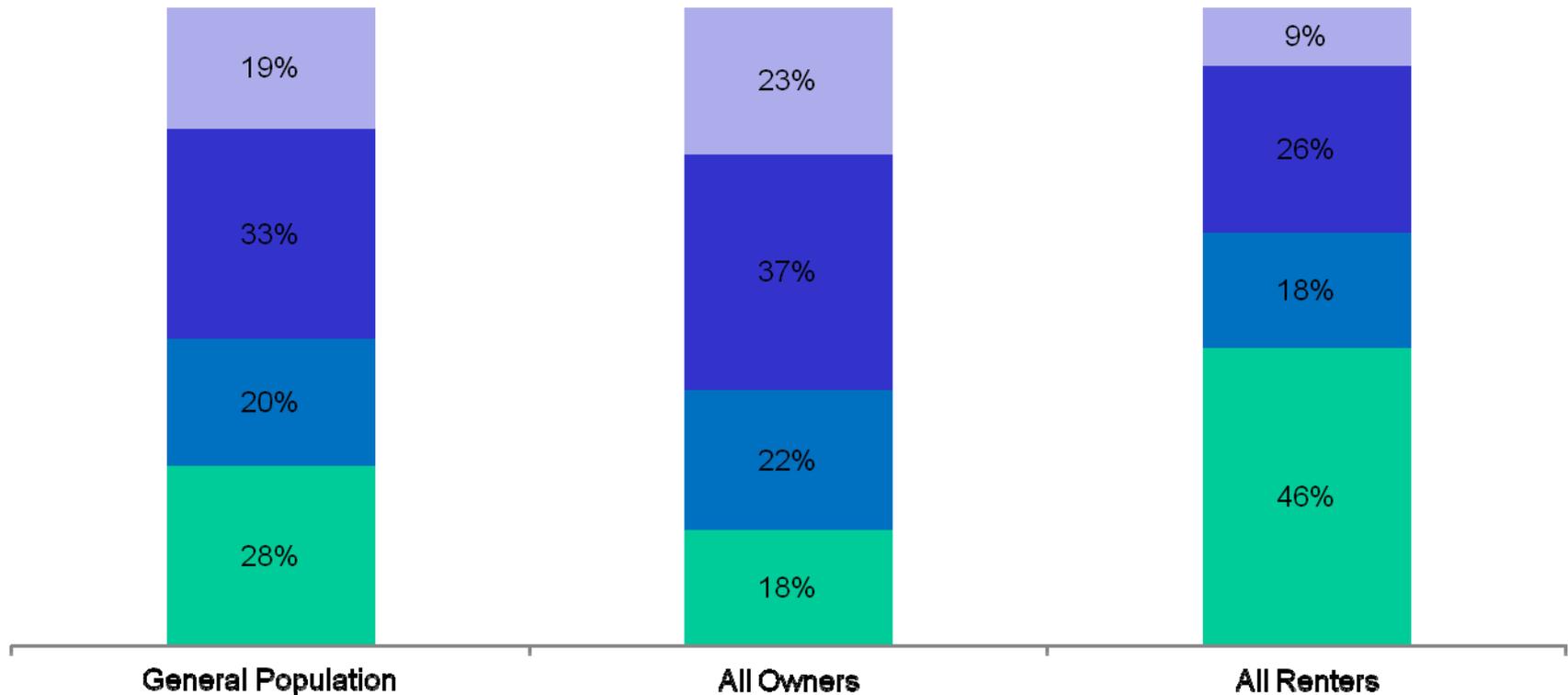
Boomers and Pre-Boomers make up the majority of Owners, while Renters are more likely to be younger

% Importance of variable



Which of the following categories best describes your age?

■ Gen Y (18-34) ■ Gen X (35-44) ■ Boomers (45-64) ■ Pre-Boomers (65+)



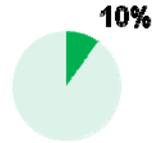
Data presented here is based on crosstabs to illustrate the relationships. Detailed regression results are presented in Appendix.

Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

** Owners includes both Outright Owners and Mortgage Owners.

Owners are more likely to think owning makes more sense financially

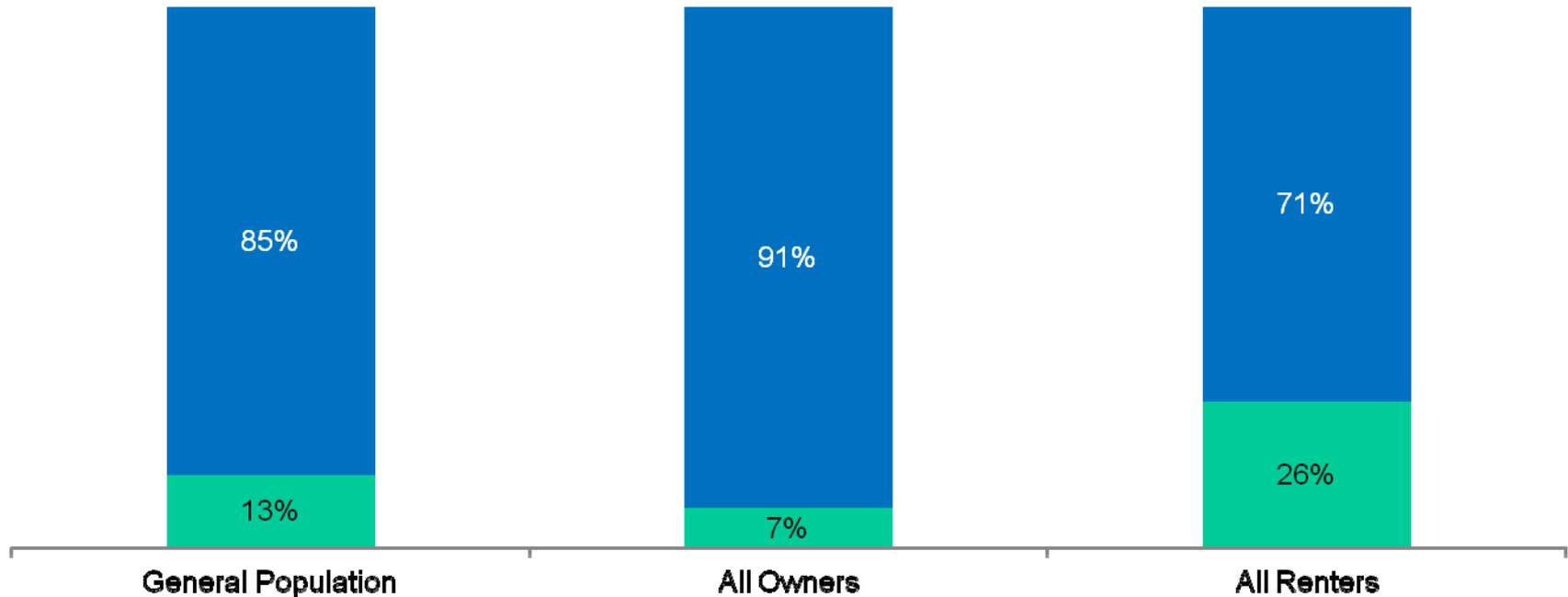
% Importance of variable



Which is closer to your view?

Owning makes more sense because you're protected against rent increases and owning is a good investment over the long term

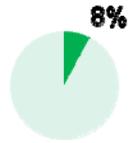
Renting makes more sense because it protects you against house price declines and is actually a better deal than owning



Data presented here is based on crosstabs to illustrate the relationships. Detailed regression results are presented in Appendix. Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100. ** Owners includes both Outright Owners and Mortgage Owners.

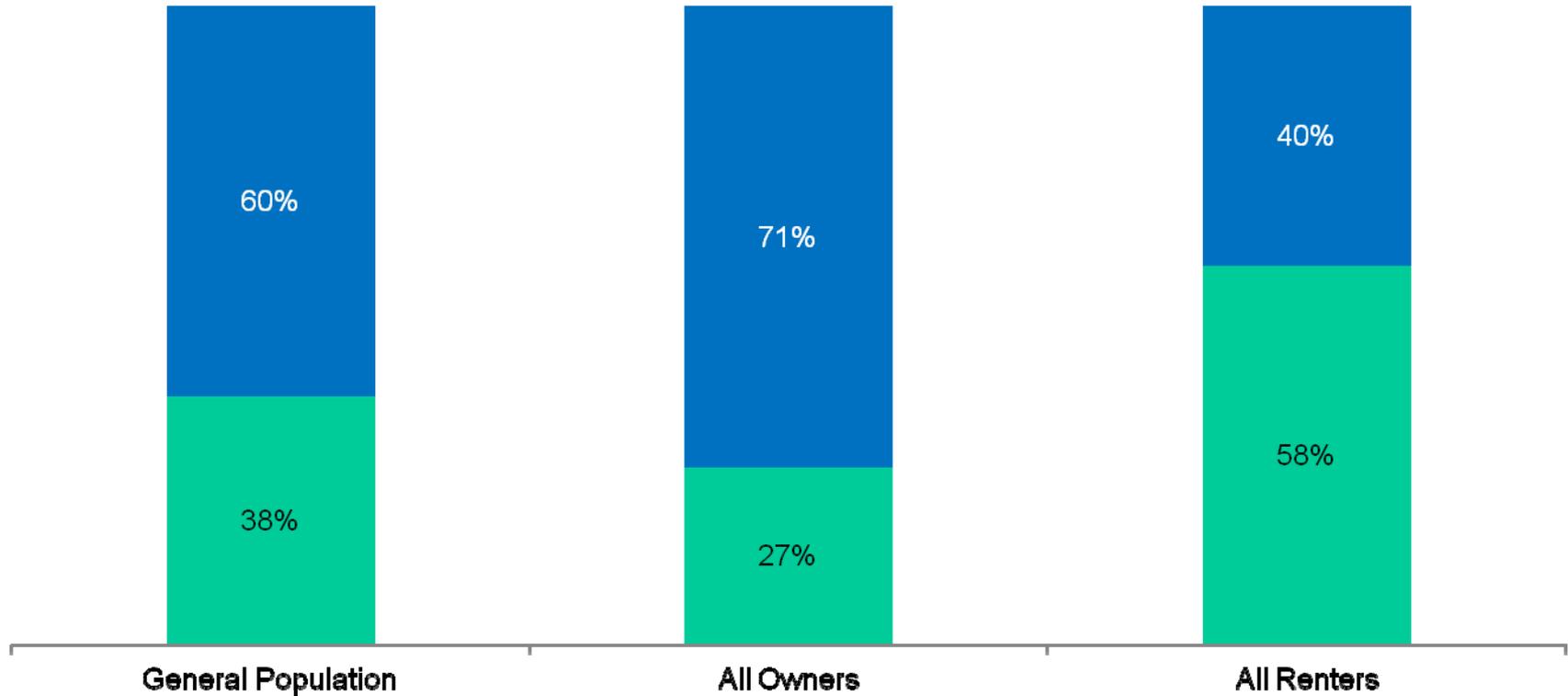
Owners are more likely to be married than Renters

% Importance of variable



What is your current marital status? Are you married or not married?

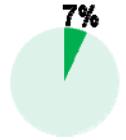
■ Not married ■ Married



Data presented here is based on crosstabs to illustrate the relationships. Detailed regression results are presented in Appendix.
 Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.
 ** Owners includes both Outright Owners and Mortgage Owners.

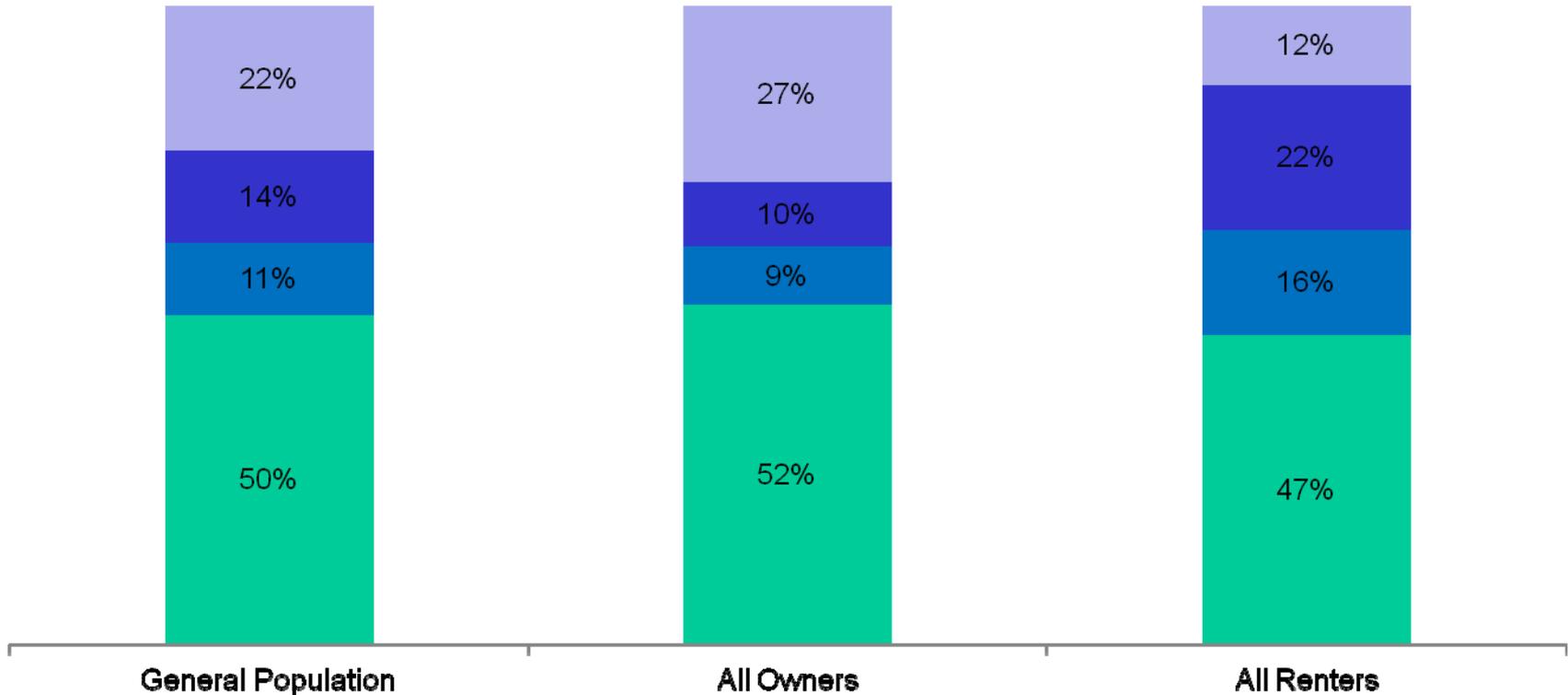
Owners are more likely than Renters to be retired, while Renters are more likely to not be employed

% Importance of variable



Which of the following best describes your current employment status?

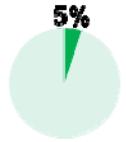
■ Employed full-time
 ■ Employed part-time
 ■ Not currently employed
 ■ Retired



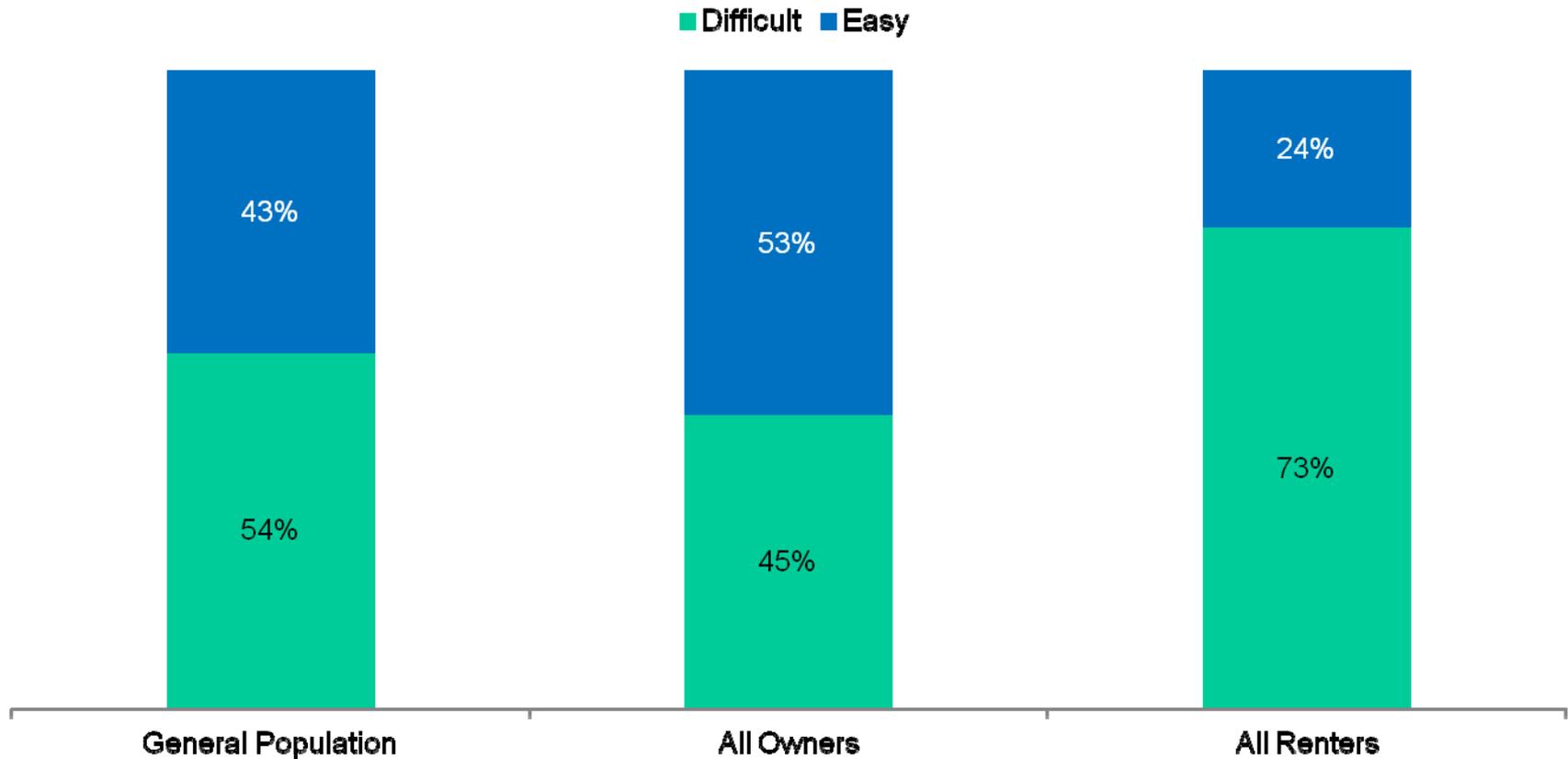
Data presented here is based on crosstabs to illustrate the relationships. Detailed regression results are presented in Appendix.
 Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.
 ** Owners includes both Outright Owners and Mortgage Owners.

Renters are more likely than Owners to think that it would be more difficult for them to get a mortgage

% Importance of variable



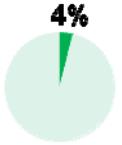
Do you think it would be difficult or easy for you to get a home mortgage today?



Data presented here is based on crosstabs to illustrate the relationships. Detailed regression results are presented in Appendix.
 Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.
 ** Owners includes both Outright Owners and Mortgage Owners.

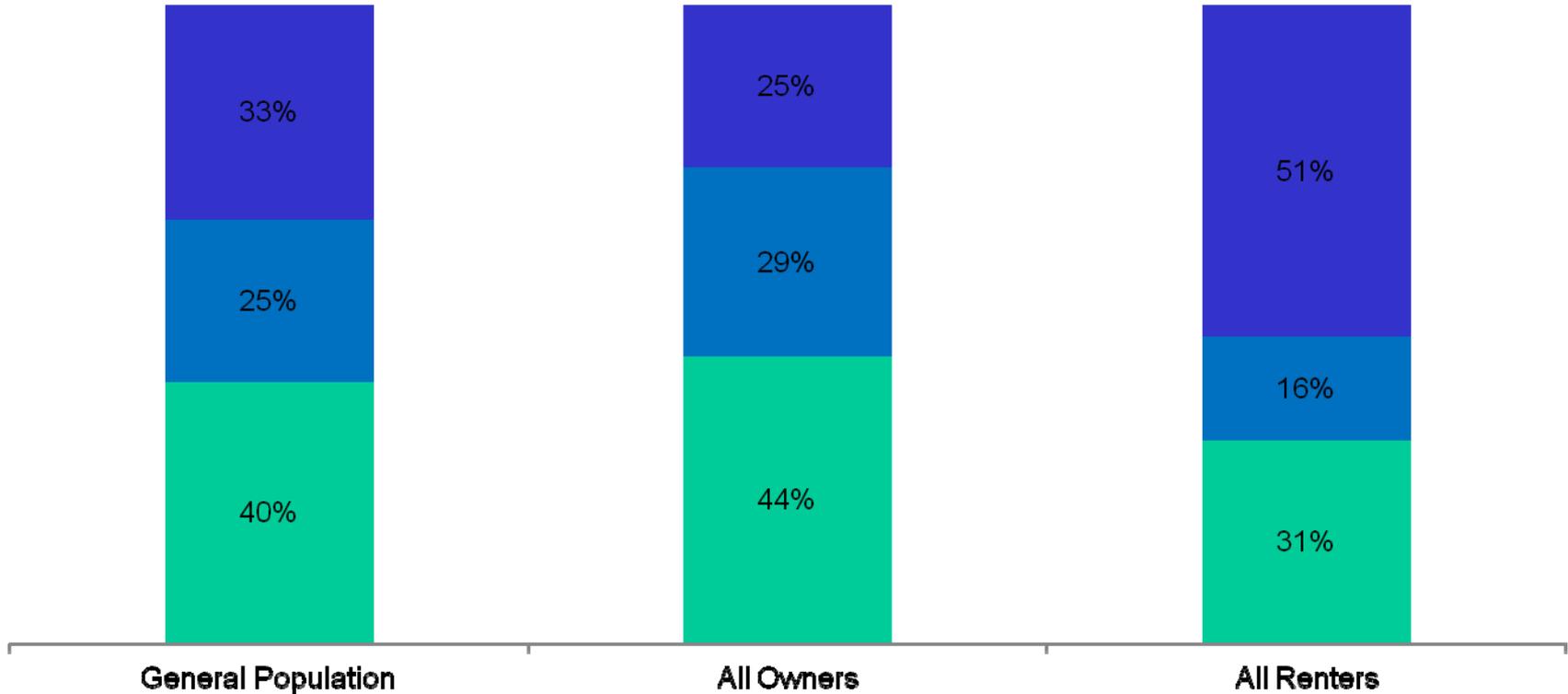
Renters are more likely to live in urban areas

% Importance of variable



Would you say the area you live in is suburban, rural, or urban?

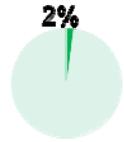
■ Suburban ■ Rural ■ Urban or city



Data presented here is based on crosstabs to illustrate the relationships. Detailed regression results are presented in Appendix.
 Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.
 ** Owners includes both Outright Owners and Mortgage Owners.

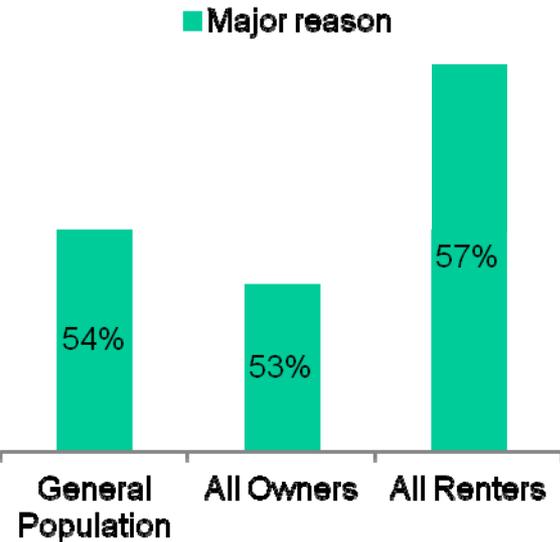
Those who rent today are more likely to cite financial benefits as major reasons to own a home

% Importance of variable

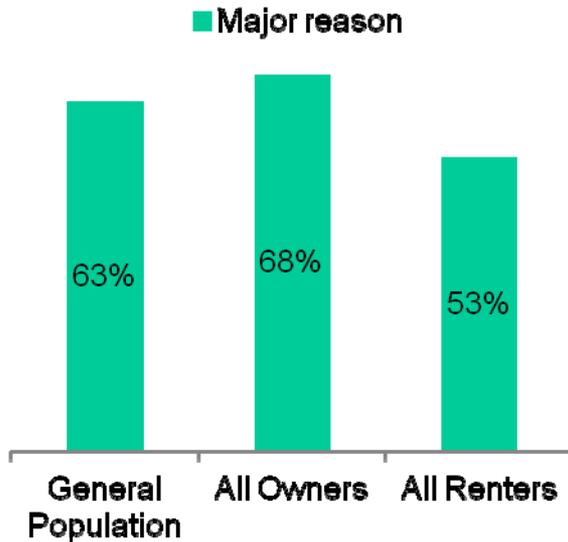


Is this a major reason, minor reason, or not a reason at all to buy a home?

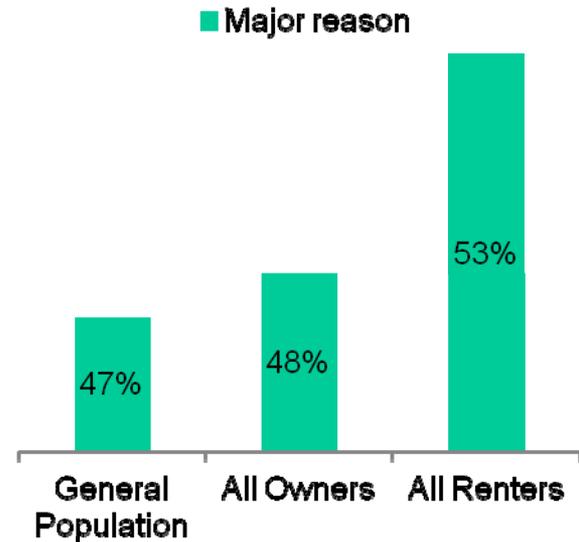
It is a good retirement investment



Paying rent is not a good investment



Owning a home provides tax benefits



Data presented here is based on crosstabs to illustrate the relationships. Detailed regression results are presented in Appendix.
 Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.
 ** Owners includes both Outright Owners and Mortgage Owners.

Renters are more likely to be minorities compared to Owners

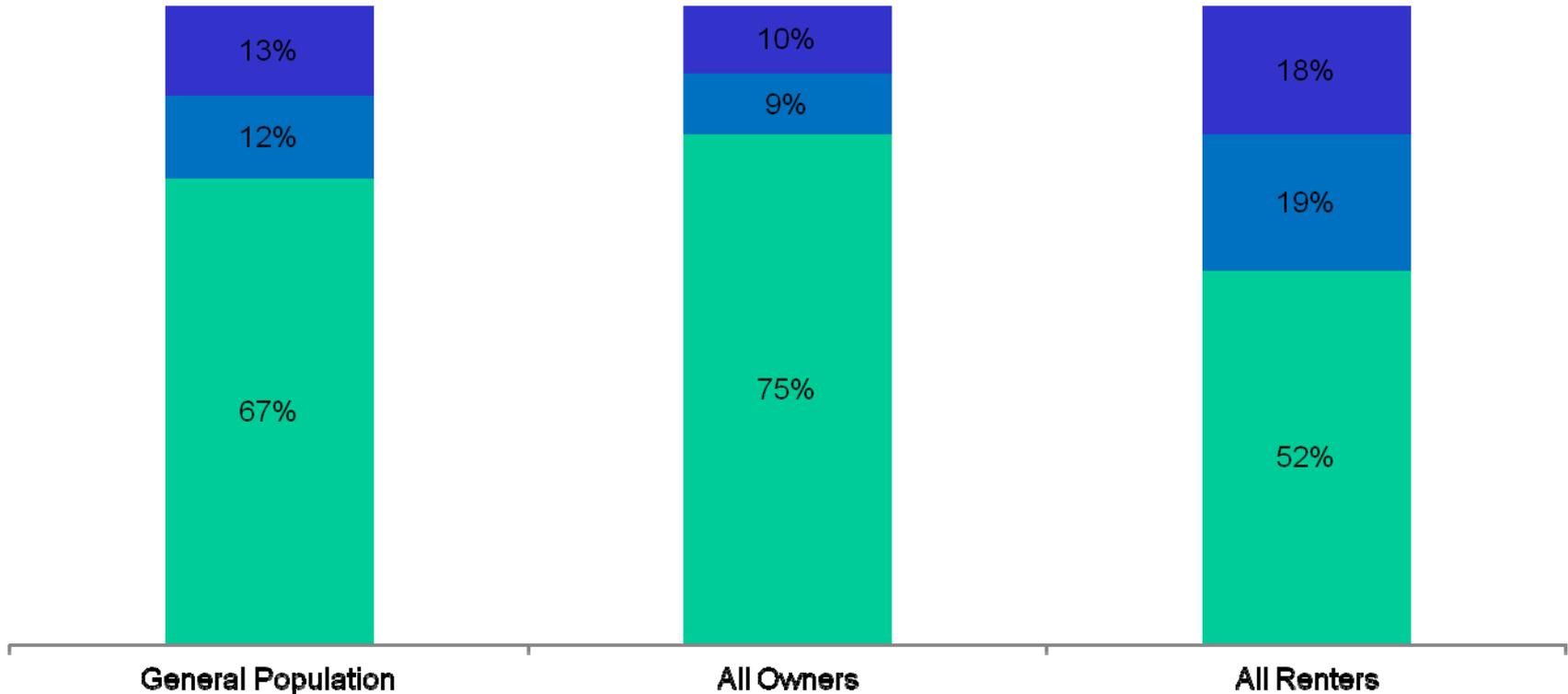
% Importance of variable

0.4%



For statistical purposes only, could you please tell me your race?

■ White ■ African-American ■ Hispanic



Data presented here is based on crosstabs to illustrate the relationships. Detailed regression results are presented in Appendix.
 Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.
 ** Owners includes both Outright Owners and Mortgage Owners.

DEMOGRAPHICS

Demographic Profile

		GP	Owner	Renter	Outright Owners Who Will Buy	Outright Owners Who Will Rent	Mortgage Owners Who Will Buy	Mortgage Owners Who Will Rent	Renters Who Will Buy	Renters Who Will Rent
Age	18-34	28	18	46	10	12	22	21	45	49
	35-49	30	33	26	21	9	44	35	34	20
	50-64	23	26	18	30	21	25	27	17	17
	65+	19	23	9	38	59	8	17	4	13
Employment Status	Full Time	50	52	47	37	20	67	55	58	40
	Employed PT	11	9	16	9	8	9	10	13	18
	Not Employed	14	10	22	9	8	11	13	20	24
	Retired	22	27	12	43	62	11	20	7	15
Income	<\$35k	34	24	56	31	53	14	26	49	61
	\$35-75k	30	32	26	31	25	34	40	31	23
	\$75-150k	19	25	8	17	9	34	21	10	6
	\$150k+	6	8	2	7	2	11	5	2	1
Urbanicity	Suburban	40	44	31	37	37	50	45	32	31
	Rural	25	29	16	36	33	27	22	18	15
	Urban or city	33	25	51	26	29	22	32	48	53
Marital Status	Married	60	71	40	65	43	80	65	51	32
	Not Married	38	27	58	33	56	18	33	47	66
Education	<College	60	55	72	63	72	47	58	70	73
	College +	37	42	26	35	27	50	39	28	26
Race	White	67	75	52	76	74	76	66	49	54
	African-American	12	9	19	7	13	9	12	20	18
	Hispanic	13	10	18	10	8	9	13	22	16

* Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.

APPENDIX

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Sampling Details

- From January – December, 2011, 12,014 telephone interviews were conducted among the following audiences:

Audience	Sample Size	MoE
United States General Population (including)	12,014	± 0.89%
Outright Owners	3,033	± 1.78%
Outright Owners who would buy their next home	2,181	± 2.10%
Outright Owners who would rent their next home	602	± 3.99%
Mortgage Owners	5,046	± 1.38%
Mortgage Owners who would buy their next home	4,035	± 1.54%
Mortgage Owners who would rent their next home	849	± 3.36%
Renters	3,364	± 1.69%
Renters who would buy their next home	1,331	± 2.69%
Renters who would rent their next home	1,951	± 2.22%

- Note that on each question, respondents had the option to answer "don't know" (volunteered), which is why, in some cases, the total % may not equal 100.
- General population interviews were conducted by dialing both landline (75%) and cell-phone-only households (25%) to ensure proper representation of cell-phone-only households.
- The data presented in this study has been weighted to make it reflective of the U.S. Census demographic statistics in terms of gender, age, ethnicity, income, education, housing situation, and urbanicity.

Bi-Variate Correlations with Own-Rent (Demographics)

	Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)			
	Current Homeownership (own = 1; not own = 0)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
Demographics				
Q142 For statistical purposes only, please tell me which of the following categories best represents your total family income for 2010?				
1) Less than \$10,000				
2) \$10,000-\$14,999				
3) \$15,000-\$24,999				
4) \$25,000-\$34,999	.384	.242	.186	0.173
5) \$35,000-\$49,999				
6) \$50,000-\$74,999				
7) \$75,000-\$99,999				
8) \$100,000-\$149,999				
9) \$150,000-\$199,999				
10) \$200,000+				
Q125 What is your current marital status - are you:				
Married?	.310	.187	.136	.189
Q143 for statistical purposes only, please tell me which of the following categories best represents how much in assets you currently have, either invested or available for investing, in terms of checking or savings accounts, investment accounts, and brokerage accounts, but not including the value of any real estate or employer-sponsored retirement plan such as a 401k?				
1) Less than \$10,000				
2) \$10,000 - \$49,999				
3) \$50,000 - \$99,999				
4) \$100,000 - \$149,999	.306	.131	.103	.095
5) \$150,000 - \$249,999				
6) \$250,000 - \$499,999				
7) \$500,000 - \$999,999				
8) \$1 - \$2 million				
9) \$2 - \$5 million				
10) More than \$5 million				

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Demographics)

Current Homeownership (own = 1; not own = 0) Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)

Demographics				
Q144 For statistical purposes only, please tell me which of the following categories represents how much total debt your household currently have, including first mortgage, second mortgage, home equity line of credit, credit card, auto and student loan, and any other debt?				
1) Less than \$10,000				
2) \$10,000 - \$49,999				
3) \$50,000 - \$99,999	.378	.023	.052	.05
4) \$100,000 - \$149,999				
5) \$150,000 - \$249,999				
6) \$250,000 - \$499,999				
7) \$500,000 - \$999,999				
8) \$1 - \$2 million				
9) \$2 - \$5 million				
10) More than \$5 million				
Q132 Which of the following best describes your current employment status?				
Employed FT	.052	.148	.095	.172
Q132 Which of the following best describes your current employment status?				
Retired	.176	-.158	-.106	-0.125
Q122 Which of the following categories best describes your age?				
1) 18-20				
2) 21-24				
3) 25-29				
4) 30-34				
5) 35-39				
6) 40-44	.335	-.132	-.101	-.064
7) 45-49				
8) 50-54				
9) 55-59				
10) 60-64				
11) 65-69				
12) 70-74				
13) 75+				

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Demographics)

	Current Homeownership (own = 1; not own = 0)	Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)		
Demographics				
Q123 Would you say the area you live in is				
Rural?	.120+	.026	.041	.041*
(need to double check)				
Q13 When do you expect to move next?				
1)1-6 months				
2)6-12 months				
3)1-2 years				
4)3-5 years				
5)6-10 years	.448	.018*	.053	.001+
6)10+ years				
7)Never				
Q139 What is your race?	.223	.02+	.085	-.05
White				
Q121 What is the last grade that you completed?				
Some College or Tech School (or more)	.158	.069	.085	.024+

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Financial and Housing Attitudes)

	Current Homeownership (own = 1; not own = 0)	Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)		
	Total Survey Population (N = 12,014)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
Q11 Looking ahead one year, do you expect your personal financial situation to get much better, somewhat better, stay about the same, get somewhat worse, or get much worse?				
1)Much better	.19	-.065	-.098	-.089
2)Somewhat better				
3)Stay about the same				
4)Somewhat worse				
5)Much worse				
Q112 Do you feel that your current household income is sufficient for the amount of expenses you have, including any payments on debt and mortgages?				
1)Yes	-.226	-.119	-.145	-.054
2)No				
Q112B How concerned are you that you will lose your job in the next twelve months? Are you very concerned, somewhat concerned, not very concerned, or not at all concerned that you will lose your job in the next twelve months?				
1)Very concerned	.098	-.016+	.063	.006+
2)Somewhat concerned				
3)Not very concerned				
4)Not at all concerned				
Q111 Do you feel you have sufficient savings?				
1)Yes	-.169	-.082	-.118	-.073
2)No				

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Financial and Housing Attitudes)

	Current Homeownership (own = 1; not own = 0)	Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)		
	Total Survey Population (N = 12,014)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
Q111 Do you feel you have sufficient savings?				
1)Yes				
2)No				
Q109 Are you very stressed, somewhat stressed, not very stressed or not at all stressed about your ability to make payments on your debts?				
1)Very stressed				
2)Somewhat stressed				
3)Not very stressed				
4)Not at all stressed				
Q12 In general, do you think this is a very good time to buy a house, a somewhat good time, a somewhat bad time, or a very bad time to buy a house?				
1)Very good time				
2)Somewhat good time				
3)Somewhat bad time				
4)Very bad time				

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Financial and Housing Attitudes)

	Current Homeownership (own = 1; not own = 0)	Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)		
	Total Survey Population (N = 12,014)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
Q47 Which is closer to your view? READ CHOICES (1 = renting makes more sense 2 = owning makes more sense)				
	.253	.158	.215	.245
1)Renting makes more sense because it protects you against house price declines and is actually a better deal than owning.				
2)Owning makes more sense because you're protected against rent increases and owning is a good investment over the long term .				
Q22 Do you think it would be very difficult, somewhat difficult, somewhat easy, or very easy for you to get a home mortgage today?				
1)Very difficult	.308	.149	.199	.163
2)Somewhat difficult				
3)Somewhat easy				
4)Very easy				
Q74 If you were buying or refinancing your house today, how confident are you that you would get the information you need to choose the loan that is right for you?				
1)Very confident	-.201	-.077	-.193	-.129
2)Somewhat confident				
3)Not very confident				
4)Not at all confident				
Q49 (among renters) How much financial sacrifice would you have to make to own your home?				
1)A great deal	N/A This question is asked only among mortgage renters)	N/A	N/A	.093
2)Some				
3)Not very much				
4)None at all				

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Financial and Housing Attitudes)

	Current Homeownership (own = 1; not own = 0)	Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)		
	Total Survey Population (N = 12,014)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
Q29 Has homeownership been very positive for you and your family, somewhat positive, somewhat negative, or very negative for you and your family?				
1)Very positive	N/A (This question is asked only among homeowners)	-.130	-.23	N/A
2)Somewhat positive				
3)Somewhat negative				
4)Very negative				
Q83 Are you very satisfied, somewhat satisfied, not very satisfied, or not at all satisfied with the features of your current mortgage?				
1)Very satisfied	N/A (This question is asked only among mortgage owners)	N/A	-.169	N/A
2)Somewhat satisfied				
3)Somewhat unsatisfied				
4)Very unsatisfied				
Q85 Given what you now know about your mortgage and the choices you had at the time, do you feel you made a good decision in selecting your mortgage?				
1)Yes	N/A (This question is asked only among mortgage owners)	N/A	-.116	N/A
2)No				
Q48 How much financial sacrifice would you say you are making to own your home?				
1)A great deal	N/A (This question is asked only among homeowners)	0.074	0.144	N/A
2)Some				
3)Not very much				
4)None at all				

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Financial and Housing Attitudes)

	Current Homeownership (own = 1; not own = 0)	Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)		
	Total Survey Population (N = 12,014)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
Q72 Which of the following best describes the value of your home? 1)Less than \$100,000 2)\$100,000-\$249,000 3)\$250,000-\$499,999 4)\$500,000-\$749,999 5)\$750,000 or more	N/A (This question is asked only among homeowners)	.105	.098	N/A
Q91 Thinking about the total amount you owe on your home (including first mortgage, second mortgage, and home equity line of credit debt) compared to the value of your home today, would you say the total amount you owe on your home is 1)At least 20% more than the value of your home 2)About 5-20% more than the value of your home 3)About the same as the value of your home 4)About 5-20% less than the value of your home 5)At least 20% less than the value of your home	N/A (This question is asked only among mortgage owners)	N/A	.103	N/A
Q99 Thinking about the value of your home today compared to what you paid for the home, would you say your home is worth: 1)At least 20% more than what you paid for it 2)About 5-20% more than what you paid for it 3)About the same as you paid for it 4)About 5-20% less than what you paid for it 5)At least 20% less than what you paid for it	N/A (This question is asked only among homeowners)	-.027*	-.096	N/A

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Financial and Housing Attitudes)

	Current Homeownership (own = 1; not own = 0) Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)			
	Total Survey Population (N = 12,014)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
Q65 Do you think it will be easier or harder for your children or the next generation in general to buy a home than it is today?				
1)Easier	.166	.047	-.020	.015
2)Harder				
3)Don't Know				
Q30 Has renting been very positive for you and your family, somewhat positive, somewhat negative, or very negative for you and your family?				
1) Very positive	N/A (This question is asked only among renters)	.N/A	N/A	0.077
2) Somewhat positive				
3) Somewhat negative				
4) Very negative				
5) Don't know VOL				

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Financial Reasons to Buy)

	Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)			
	Total Survey Population (N = 12,014)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
Current Homeownership (own = 1; not own = 0)				
Q32.Owning a home provides tax benefits				
1)Major reason	-0.021*	-0.022+	-0.052	-0.107
2)Minor reason				
3)Not a reason at all				
4)Don't know				
Q33 Paying rent is not a good investment				
1)Major reason				
2)Minor reason	-0.129	-0.150	-0.182	-0.138
3)Not a reason at all				
4)Don't know				
Q34 Owning a home gives me something I can borrow against if I need it				
1)Major reason	0.031	0.009+	-0.033*	-0.055
2)Minor reason				
3)Not a reason at all				
4)Don't know				
Q35 Owning a home is a good way to build up wealth that can be passed along to my family				
1)Major reason	0.044	-0.052	-0.068	-0.112
2)Minor reason				
3)Not a reason at all				
4)Don't know				
Q36. It is a good retirement investment				
1)Major reason				
2)Minor reason	0.030	-0.066	-0.085	-0.087
3)Not a reason at all				
4)Don't know				

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Financial Reasons to Buy)

	Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)			
	Current Homeownership (own = 1; not own = 0)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
Q46 Buying a home provides a good financial opportunity	Total Survey Population (N = 12,014)			
1)Major reason	-0.025	-0.090	-0.096	-0.140
2)Minor reason				
3)Not a reason at all				
4)Don't know				

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Non-Financial Reasons to Buy)

	Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)			
	Current Homeownership (own = 1; not own = 0)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
Q37 It means having a good place to raise children and provide them with a good education				
	Total Survey Population (N = 12,014)			
1)Major reason				
2)Minor reason	-0.026	-0.035+	-0.074	-0.052
3)Not a reason at all				
4)Don't know				
Q38 It allows you to select a community where people share your values				
1)Major reason				
2)Minor reason	-0.082	-0.015+	-0.042	-0.067
3)Not a reason at all				
4)Don't know				
Q39 It motivates you to become a better citizen and engage in important civic activities, such as voting, volunteering, and contributing to charities				
1)Major reason				
2)Minor reason	-0.044	0.013+	-0.018+	-0.076
3)Not a reason at all				
4)Don't know				
Q40 You have a physical structure where you and your family feel safe				
1)Major reason				
2)Minor reason	-0.081	-0.044	-0.082	-0.083
3)Not a reason at all				
4)Don't know				

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Non-Financial Reasons to Buy)

	Current Homeownership (own = 1; not own = 0) Homeownership Inclinations for Next Move (1 = will buy/ own; 0 = will rent)			
	Total Survey Population (N = 12,014)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
Q41 It gives you control over what you do with your living space, like renovations and updates				
1)Major reason	-0.078	-0.090	-0.080	-0.088
2)Minor reason				
3)Not a reason at all				
4)Don't know				
Q42 It allows you to live in a more convenient location that is closer to work, family, or friends				
1)Major reason	-0.036	-0.046*	-0.035*	-0.017+
2)Minor reason				
3)Not a reason at all				
4)Don't know				
Q43 It allows you to live in a nicer home				
1)Major reason				
2)Minor reason	-0.011+	-0.020+	-0.070	-0.115
3)Not a reason at all				
4)Don't know				
Q44 It allows you to have more space for your family				
1)Major reason				
2)Minor reason	-0.010+	-0.036+	-0.078	-0.113
3)Not a reason at all				
4)Don't know				
Q45 It 's a symbol of your success or achievement				
1)Major reason				
2)Minor reason				
3)Not a reason at all	0.090	0.028+	-0.010+	-0.071
4)Don't know				

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Barriers to Homeownership, Asked Among Renters Only)

	Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)			
	Current Homeownership (own = 1; not own = 0)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
	Total Survey Population (N = 12,014)			
Q52 It is cheaper per month to rent than to buy				
1)Major reason	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	0.169
2)Minor reason				
3)Not a reason at all				
4)Don't know				
Q53 Purchasing a home makes you feel like you will have limited flexibility in your future choices				
1)Major reason	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	0.102
2)Minor reason				
3)Not a reason at all				
4)Don't know				
Q54 You don't think you can afford the purchase or upkeep of a home				
1)Major reason	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	0.193
2)Minor reason				
3)Not a reason at all				
4)Don't know				
Q55 The process of buying a home seems too complicated				
1)Major reason	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	0.070
2)Minor reason				
3)Not a reason at all				
4)Don't know				
Q56 You don't have good enough credit for a mortgage				
1)Major reason	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	0.035*
2)Minor reason				
3)Not a reason at all				
4)Don't know				

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Barriers to Homeownership, Asked Among Renters Only)

	Current Homeownership (own = 1; not own = 0)	Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)		
	Total Survey Population (N = 12,014)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
Q57 You don't think you will be in a certain area for an extended period of time				
1)Major reason	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	0.102
2)Minor reason				
3)Not a reason at all				
4)Don't know				
Q58 You don't think it's a good time economically to buy a home				
1)Major reason	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	0.112
2)Minor reason				
3)Not a reason at all				
4)Don't know				
Q59 You don't want to be concerned with doing the upkeep				
1)Major reason	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	0.168
2)Minor reason				
3)Not a reason at all				
4)Don't know				
Q60 You'd rather use the money for other investments than a home				
1)Major reason	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	0.149
2)Minor reason				
3)Not a reason at all				
4)Don't know				
Q61 You can live in a better neighborhood by renting				
1)Major reason	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	0.088
2)Minor reason				
3)Not a reason at all				
4)Don't know				

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Bi-Variate Correlations with Own-Rent (Factors)

	Current Homeownership (own = 1; not own = 0) Homeownership Intentions for Next Move (1 = will buy/ own; 0 = will rent)			
	Total Survey Population (N = 12,014)	Outright Owners (N = 2,784)	Mortgage Owners (N = 4,883)	Renters (N=3,282)
Homeownership Financial Benefits Factor	-0.018 + (Outright Owners) -0.076 (Mortgage Owners) 0.099 (Renters)	-0.060	-0.097	-0.095
Homeownership Non-Financial Benefits Factor	0.004 + (Outright Owners) 0.041 (Mortgage Owners) -0.045 (Renters)	-0.041*	-0.070	-0.130
Financial Barriers Factor	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	0.176*
Flexibility Barriers Factor	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	N/A (This question is asked only among renters)	0.121

All the correlation coefficients are significant at $p < .01$, unless noted otherwise.

* = significant at $p < .05$ level. + = not significant at $p < .05$ level

Notes on Factor Analysis

- A factor analysis was conducted separately on two different sets of questions: Homeownership Benefits and Barriers:
 - Fifteen benefit reasons for owning a home such as “owning a home provides tax benefits” and “it allows you to have more space for your family” were asked in the survey. For each reason, respondents were asked to indicate if it was a major reason, minor reason, or not a reason at all to buy a home.
 - Ten statements about reasons for NOT owning a home such as “you don’t think you can afford the purchase or upkeep of a home” and “purchasing a home makes you feel like you will have limited flexibility in your future choices” were asked in the survey among renters. For each barrier, renters were asked to indicate if it was a major reason, minor reason, or not a reason at all for NOT buying/owning a home.
- Factor analyses yielded two distinctive dimensions for each set of questions:

Question Items	Factors Generated
Homeownership Benefits (15 items)	<ul style="list-style-type: none"> • Financial • Non-Financial
Homeownership Barriers (10 items among renters)	<ul style="list-style-type: none"> • Financial • Flexibility

- The results of the factor analyses follow on the next four pages. The numerical scores listed are the factor loadings between each variable and the associated factor.
- These factors were then created and entered into subsequent logistic regressions.

Factor Analysis Results of Homeownership Benefits Among Outright Homeowners

	Factor 1 (Financial)	Factor 2 (Non- Financial)
Owning a home gives me something I can borrow against if I need it	0.64	
Owning a home is a good way to build up wealth that can be passed along to my family	0.64	
It's a symbol of your success or achievement	0.62	
It is a good retirement investment	0.61	
Buying a home provides a good financial opportunity	0.56	
Owning a home provides tax benefits	0.52	
It motivates you to become a better citizen and engage in important civic activities, such as voting, volunteering, and contributing to charities	0.52	
It allows you to have more space for your family		0.71
It means having a good place to raise children and provide them with a good education		0.60
It gives you control over what you do with your living space, like renovations and updates		0.57
It allows you to live in a more convenient location that is closer to work, family, or friends		0.57
You have a physical structure where you and your family feel safe		0.57
It allows you to select a community where people share your values	0.32	0.49
It allows you to live in a nicer home	0.35	0.47
Paying rent is not a good investment		0.43
% of variance explained	18.8%	18.4%

Factor Analysis Results of Homeownership Benefits Among Mortgage Owners

	Factor 1 (Non-Financial)	Factor 2 (Financial)
It allows you to have more space for your family	0.70	
You have a physical structure where you and your family feel safe	0.67	
It means having a good place to raise children and provide them with a good education	0.66	
It allows you to live in a nicer home	0.60	
It allows you to live in a more convenient location that is closer to work, family, or friends	0.58	
It allows you to select a community where people share your values	0.50	0.31
It gives you control over what you do with your living space, like renovations and updates	0.44	0.32
It motivates you to become a better citizen and engage in important civic activities, such as voting, volunteering, and contributing to charities	0.42	0.38
It is a good retirement investment		0.65
Owning a home gives me something I can borrow against if I need it		0.65
Buying a home provides a good financial opportunity		0.65
Owning a home is a good way to build up wealth that can be passed along to my family		0.63
Owning a home provides tax benefits		0.59
It's a symbol of your success or achievement	0.37	0.48
Paying rent is not a good investment		0.38
% of variance explained	18.3%	17.5%

Factor Analysis Results of Homeownership Benefits Among Renters

	Factor 1 (Non-Financial)	Factor 2 (Financial)
It allows you to have more space for your family	0.70	
You have a physical structure where you and your family feel safe	0.67	
It means having a good place to raise children and provide them with a good education	0.66	
It allows you to live in a nicer home	0.60	
It allows you to live in a more convenient location that is closer to work, family, or friends Is this a major reason, minor reason or not a reason at all to buy a	0.58	
It allows you to select a community where people share your values	0.50	0.31
It gives you control over what you do with your living space, like renovations and updates	0.44	0.32
It motivates you to become a better citizen and engage in important civic activities, such as voting, volunteering, and contributing to charities Is this a major	0.42	0.38
It is a good retirement investment		0.66
Owning a home gives me something I can borrow against if I need it		0.65
Buying a home provides a good financial opportunity		0.65
Owning a home is a good way to build up wealth that can be passed along to my family		0.63
Owning a home provides tax benefits		0.59
It's a symbol of your success or achievement	0.37	0.48
Paying rent is not a good investment		0.38
% of variance explained	19.9%	19.1%

Factor Analysis Results of Homeownership Barriers Among Renters

	Factor 1 (Flexibility)	Factor 2 (Financial)
Purchasing a home makes you feel like you will have limited flexibility in your future choices	0.69	
You don't think you will be in a certain area for an extended period of time	0.63	
You'd rather use the money for other investments than a home	0.63	
You don't want to be concerned with doing the upkeep	0.63	
You can live in a better neighborhood by renting	0.44	0.37
You don't have good enough credit for a mortgage		0.75
The process of buying a home seems too complicated		0.60
You don't think it's a good time economically to buy a home		0.58
You don't think you can afford the purchase or upkeep of a home	0.31	0.50
It is cheaper per month to rent than to buy	0.40	0.43
% of variance explained	22.7%	19.8%

Note: the above questions are asked among renters only in the survey.

Notes on Interpreting Step-wise Logistic Regression Results

- Step-wise Logistic regressions were performed to predict homeownership status and the own-rent preference for the next move, with 1= own/buy and 0 = rent as the dependent variable. The most significant variable was entered first into the models.*
- Independent variables (except for some demographic variables) remained their original scales (mostly on a 4-point or 5-point scales). Please see the bi-variate correlation matrix section for detailed coding information.
- Some demographic dummy variables such as education, employment status, race, and marital status were created and entered into the models.
- The signs of the Beta scores indicate the direction of the relationship between the dependent and independent variables. However, the magnitude of the Beta scores cannot be used to indicate or compare the size of impact, as the independent variables are on different measurement scales.
- Interpreting the Logistic Regression Results:
 - The Exp(B) is the odds ratio estimating the change in the odds of home owning/buying to renting for a one-unit increase in the independent variable. Odds ratios greater than 1 suggest a higher propensity for choosing the own/buy response and ratios less than 1 suggest a lower propensity.
 - Using the table on the next page as an example, for “Easy/Diff mortgage” (1 = “very difficult” and 4 = “very easy”), a one-unit increase in this variable increases the odds of home owning/buying about 1.48 times.

* Forward-selection stepwise regressions were conducted, which started with no variables in the model, then introduced variables one by one and included them in the model if they were statistically significant. The most significant variable was entered first. Other variables were selected at each subsequent step if they made additional contribution to the model given the variables already selected in the model. This is an automatic procedure for statistical model selection where there is a large number of potential explanatory variables, and no underlying theory on which to base the model selection. Please note that the order in which variables are entered affects the variable's contribution to the model.

Logistic Regression Results on Current Homeownership Status

Variables	Beta (Own is dependent variable)	Std. Error	Wald	Sig.	Exp(B)	% importance of variable*
Intercept	-4.120	.311	175.228	.000		
Easy/Diff to get a mortgage	.351	.034	107.076	.000	1.421	5.25%
Owning provides tax benefits	.126	.045	7.991	.005	1.134	0.28%
Paying rent not good investment	-.276	.043	40.973	.000	0.759	1.49%
Safe physical structure	-.177	.056	10.138	.001	0.837	0.27%
Live in more convenient location	-.140	.044	10.145	.001	0.870	0.43%
Owning makes more sense financially	1.203	.093	166.117	.000	3.330	10.32%
Easier/Harder for next generation to get a mortgage	.473	.075	40.184	.000	1.605	1.55%
Sufficient income	-.351	.072	24.107	.000	0.704	0.97%
Income	.309	.018	301.549	.000	1.361	37.46%
Rural	.757	.079	91.375	.000	2.132	4.14%
Retired	.908	.129	49.735	.000	2.479	6.69%
Race (white)	.211	.068	9.580	.002	1.235	0.37%
Marital Status (married)	.971	.065	220.624	.000	2.639	7.71%
Education (college +)	.222	.072	9.516	.002	1.249	0.27%
Age – Gen Y	-1.358	.081	280.017	.000	0.257	22.11%
Age – Gen X	-.329	.091	12.940	.000	0.720	0.53%
Age – Pre-Boomer	.319	.138	5.352	.021	1.375	0.18%

Pseudo R-Squared	
Cox and Snell	.341
Nagelkerke	.474
McFadden	.328

* Incremental chi-square value increase based on the -2 Log Likelihood Ratio test was used here to represent the incremental contribution of each additional variable added to the model. These values were then converted and normalized to 100% for comparison purposes. Other methods to estimate the relative importance of independent variables in predicting the dependent variable such as standardized betas yielded similar results.

The coding of each independent variable is found in the Correlation section of Appendix

Logistic Regression Results on Inclination to Buy for Next Move, Among Outright Owners

Variable	Beta (Own Next Move is dependent variable)	Std. Error	Wald	Sig.	Exp(B)	% importance of variable*
Intercept	-2.540	.623	16.634	.000		
Retired	-.369	.184	4.029	.045	0.691	1.42%
Paying rent not good investment	-.338	.075	20.331	.000	0.713	8.94%
Level of financial sacrifice to own a home	.179	.058	9.687	.002	1.196	3.09%
Easier/Harder for next generation to get mortgage	.401	.164	5.931	.015	1.493	1.70%
Homeownership positive/negative experience	-.264	.119	4.905	.027	0.768	1.73%
Owning makes more sense financially	1.145	.214	28.572	.000	3.141	14.80%
Stress Level of making debt payments	.211	.071	8.924	.003	1.235	5.22%
Marital Status (married)	.450	.128	12.426	.000	1.568	5.06%
Income	.172	.031	30.533	.000	1.187	36.51%
Age – Gen X	.625	.268	5.429	.020	1.868	2.65%
Age – Pre-Boomer	-.679	.181	14.051	.000	0.507	18.87%

Pseudo R Squared	
Cox and Snell	.140
Nagelkerke	.218
McFadden	.147

* Incremental chi-square value increase based on the -2 Log Likelihood Ratio test was used here to represent the incremental contribution of each additional variable added to the model. These values were then converted and normalized to 100% for comparison purposes. Other methods to estimate the relative importance of independent variables in predicting the dependent variable such as standardized betas yielded similar results.

The coding of each independent variable is found in the Correlation section of Appendix

Logistic Regression Results on Inclination to Buy for Next Move, Among Mortgage Owners

Variable	Beta (Own Next Move is dependent variable)	Std. Error	Wald	Sig.	Exp(B)	% importance of variable*
Intercept	-.758	.567	1.790	.181		
Personal financial situation to get better/worse	-.188	.054	12.251	.000	0.829	2.24%
Good/bad time to buy house	-.257	.058	19.793	.000	0.773	3.94%
Easy/Diff to get a mortgage	.244	.057	18.424	.000	1.277	25.22%
Paying rent not good investment	-.367	.069	28.325	.000	0.693	6.54%
Good retirement investment	-.193	.068	8.026	.005	0.824	1.25%
Level of financial sacrifice to own a home	.155	.060	6.808	.009	1.168	0.95%
Confidence in getting the right information for mortgage	-.202	.060	11.235	.001	0.817	2.77%
Sufficient savings	-.320	.117	7.495	.006	0.726	1.42%
When do you expect to move next?	.122	.030	16.756	.000	1.130	2.36%
Retired	-.535	.185	8.419	.004	0.585	1.14%
Rural	.361	.125	8.401	.004	1.435	1.29%
Underwater	.097	.036	7.104	.008	1.102	1.73%
Homeownership positive/negative experience	-.332	.078	17.983	.000	0.717	13.00%
Home value	.143	.069	4.328	.037	1.154	0.73%
Marital Status (married)	.466	.120	15.099	.000	1.594	2.45%
Income	.098	.033	8.700	.003	1.103	10.73%
Owning makes more sense financially	1.304	.162	64.801	.000	3.685	17.05%
Age – Pre-Boomer	-.727	.205	12.631	.000	0.483	5.20%

Pseudo R-Squared

Cox and Snell	.164
Nagelkerke	.274
McFadden	.196

* Incremental chi-square value increase based on the -2 Log Likelihood Ratio test was used here to represent the incremental contribution of each additional variable added to the model. These values were then converted and normalized to 100% for comparison purposes. Other methods to estimate the relative importance of independent variables in predicting the dependent variable such as standardized betas yielded similar results.

The coding of each independent variable is found in the Correlation section of Appendix

Logistic Regression Results on Inclination to Buy for Next Move, Among Current Renters

Variable	Beta (Own Next Move is dependent variable)	Std. Error	Wald	Sig.	Exp(B)	% importance of variable*
Intercept	-3.111	.395	61.910	.000		
Good/bad time to buy house	-.234	.043	29.294	.000	0.791	4.60%
Easy/Difficult to get mortgage	.262	.048	29.629	.000	1.300	5.12%
Renting positive/negative experience	.139	.046	9.149	.002	1.149	1.23%
Paying rent not good investment	-.185	.053	12.246	.000	0.831	1.79%
Owning makes more sense financially	1.041	.109	91.197	.000	2.832	27.61%
Confidence in getting the right information for mortgage	-.126	.044	8.328	.004	0.881	1.18%
Sufficient savings	-.277	.091	9.351	.002	0.758	1.13%
When do you expect to move next?	.128	.022	35.032	.000	1.136	4.12%
Employment Status -- Full Time	.346	.088	15.541	.000	1.413	8.76%
Cannot afford purchase and upkeep	.270	.052	26.974	.000	1.310	16.20%
Race – White	-.263	.083	10.035	.002	0.769	1.15%
Marital Status (married)	.546	.082	43.960	.000	1.726	12.32%
Income	.075	.023	11.096	.001	1.078	1.61%
Flexibility Barriers Factor	.255	.045	32.076	.000	1.290	4.36%
Age – Gen X	.544	.109	24.971	.000	1.722	3.03%
Age – Boomer	.239	.103	5.422	.020	1.270	0.73%
Age – Pre-Boomer	-.970	.186	27.126	.000	0.379	5.04%
Pseudo R-Squared						
Cox and Snell						.202
Nagelkerke						.272
McFadden						.167

* Incremental chi-square value increase based on the -2 Log Likelihood Ratio test was used here to represent the incremental contribution of each additional variable added to the model. These values were then converted and normalized to 100% for comparison purposes. Other methods to estimate the relative importance of independent variables in predicting the dependent variable such as standardized betas yielded similar results.

The coding of each independent variable is found in the Correlation section of Appendix

Logistic Regression Results on Inclination to Buy for Next Move Based on Total Sample (including current homeownership status in the model)

Variable	Beta (Own Next Move is dependent variable)	Std. Error	Wald	Sig.	Exp(B)	% importance of variable*
Intercept	-2.735	.253	116.878	.000		
Personal financial situation gets better/worse	-.118	.024	23.173	.000	.889	0.72%
Good/bad time to buy a house	-.185	.025	53.291	.000	.831	2.12%
When do you expect to move next	.115	.014	69.104	.000	1.122	1.82%
Easy/difficult to get a mortgage	.185	.027	47.996	.000	1.203	4.18%
Paying rent is not a good investment	-.280	.031	79.257	.000	.756	2.77%
It is a good retirement investment	-.121	.032	14.188	.000	.886	0.40%
Owning/renting makes more sense financially	1.172	.072	267.753	.000	3.227	12.33%
Level of financial sacrifice to own home	.199	.032	39.527	.000	1.220	1.52%
Confidence of getting the right information for mortgage	-.100	.026	14.953	.000	.904	0.50%
Stress level about making debt payments	.090	.026	12.349	.000	1.094	0.33%
Sufficient savings	-.284	.055	26.516	.000	.753	1.11%
Age – Gen X	.418	.073	33.054	.000	1.519	0.79%
Age – Boomer	.183	.067	7.500	.006	1.201	0.15%
Age – Pre-Boomer	-.545	.104	27.352	.000	.580	3.72%
Urbanicity – Rural	.163	.058	7.999	.005	1.177	0.22%
Marital status (married)	.565	.050	127.073	.000	1.760	4.97%
Employment Status – Full Time	.189	.058	10.581	.001	1.208	0.51%
Employment Status – Retired	-.194	.091	4.537	.033	.824	0.12%
Income	.093	.013	48.423	.000	1.098	11.04%
<u>Homeownership Status (current own)</u>	1.096	.060	333.491	.000	2.993	50.67%

Pseudo R Squared

Cox and Snell	.271
Nagelkerke	.379
McFadden	.252

* Incremental chi-square value increase based on the -2 Log Likelihood Ratio test was used here to represent the incremental contribution of each additional variable added to the model. These values were then converted and normalized to 100% for comparison purposes. Other methods to estimate the relative importance of independent variables in predicting the dependent variable such as standardized betas yielded similar results.

The coding of each independent variable is found in the Correlation section of Appendix

Logistic Regression Results on Inclination to Buy for Next Move Based on Total Sample (excluding current homeownership status in the model)

Variable	Beta (Own Next Move is dependent variable)	Std. Error	Wald	Sig.	Exp(B)	% importance of variable*
Intercept	-3.200	.247	167.918	.000		
Owning/renting makes more sense financially	1.358	.070	380.390	.000	3.889	23.80%
Income	.145	.013	125.917	.000	1.156	34.24%
Marital status (married)	.697	.049	204.517	.000	2.008	10.47%
Easy/difficult to get a mortgage	.243	.026	87.566	.000	1.275	8.02%
Age – Pre-Boomer	-.322	.082	15.550	.000	.725	2.78%
Paying rent is not a good investment	-.307	.031	99.399	.000	.736	4.29%
When do you expect to move next	.187	.013	208.546	.000	1.206	6.02%
Good/bad time to buy a house	-.217	.025	76.593	.000	.805	2.85%
Level of financial sacrifice to own a home	.155	.030	26.398	.000	1.167	0.94%
Sufficient savings	-.332	.054	38.138	.000	.717	1.88%
Age – Gen X	.542	.071	58.421	.000	1.719	0.99%
Personal financial situation gets better or worse	-.078	.024	10.785	.001	.925	0.42%
Employment Status – Full Time	.249	.054	21.183	.000	1.282	0.73%
Confidence of getting the right information for mortgage	-.124	.025	23.801	.000	.883	0.89%
It is a good retirement investment	-.093	.031	8.805	.003	.911	0.27%
Stress level about making debt payments	.066	.025	6.940	.008	1.068	0.21%
Urbanicity – Rural	.237	.057	17.571	.000	1.268	0.45%
Age – Boomer	.353	.063	31.164	.000	1.423	0.75%

Pseudo R-Squared	
Cox and Snell	.250
Nagelkerke	.349
McFadden	.228

* Incremental chi-square value increase based on the -2 Log Likelihood Ratio test was used here to represent the incremental contribution of each additional variable added to the model. These values were then converted and normalized to 100% for comparison purposes. Other methods to estimate the relative importance of independent variables in predicting the dependent variable such as standardized betas yielded similar results.

The coding of each independent variable is found in the Correlation section of Appendix

Logistic Regression Results on Inclination to Buy for Next Move Based on Total Sample with Only Demographic Variables in the Model

Variable	Beta (Own Next Move is dependent variable)	Std. Error	Wald	Sig.	Exp(B)	% importance of variable*
Intercept	-.887	.064	190.035	.000	.412	
Employment Status – Full Time	.275	.050	30.857	.000	1.317	3.48%
Urbanicity – Rural	.339	.052	42.902	.000	1.404	2.34%
Marital Status (married)	.808	.045	327.346	.000	2.244	23.67%
Income	.236	.012	407.108	.000	1.266	63.72%
Education (College+)	.106	.049	4.630	.031	1.112	0.26%
Age – Gen Y	-.575	.050	134.585	.000	.563	5.53%
Age – Pre-Boomer	-.265	.062	18.059	.000	.767	1.00%

Pseudo R-Squared	
Cox and Snell	.143
Nagelkerke	.200
McFadden	.123

* Incremental chi-square value increase based on the -2 Log Likelihood Ratio test was used here to represent the incremental contribution of each additional variable added to the model. These values were then converted and normalized to 100% for comparison purposes. Other methods to estimate the relative importance of independent variables in predicting the dependent variable such as standardized betas yielded similar results.