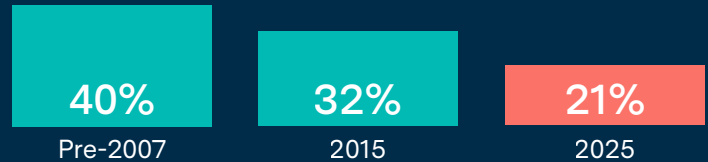


Understanding Today's First-Time Homebuyer

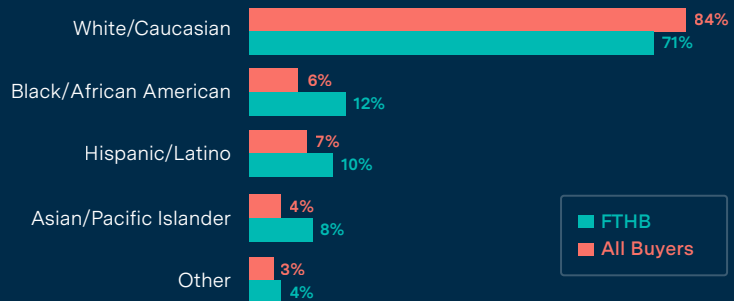


21% of 2025 buyers were first-time homebuyers (FTHB)
The lowest share since NAR began tracking in 1981.

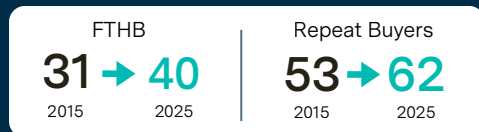
FTHB Share of Homebuyers Over Time



First-time homebuyers are diverse

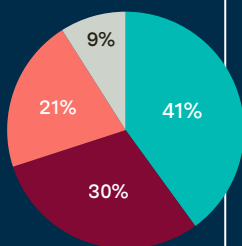


The average homebuyer is getting older.



Home Ownership by Generation

- Boomers
- Gen X
- Millennials
- Silent Generation



Most Difficult Steps for First-Time Buyers

- Finding the right property
- Understanding the buying process
- Saving for the down payment
- Paperwork



Delays to Homeownership

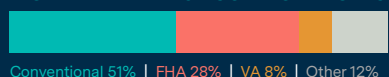
Top reasons prospective buyers delay buying their first home by an average of 4 years

Rent/Current Mortgage

Credit Card Debt

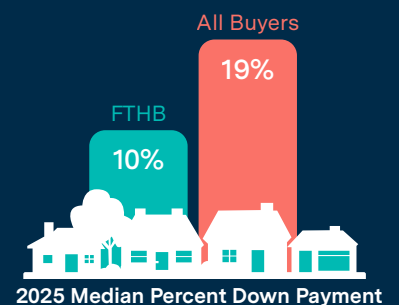
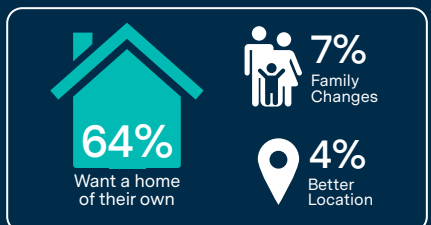
Student Loans

How FTHB Finance Their Home



FHA usage has steadily declined from 55% in 2009.

Why First-Time Homebuyers Buy



How FTHB Fund The Down Payment

