

PLEASE FAX YOUR REPLY TO 1-800-822-2102(TOLL FREE) OR 202-266-8575

csid: «csid»

q2sf: «q2sf»

q2tot: «q2tot»

«Fullname»

«company»

«address»

«city», «state» «zip»

IMMEDIATE RESPONSE REQUESTED! THANK YOU.

Please answer one or more of these sections, depending on the nature of your business.

New Home Sales	1. Please rate the general economic and housing market conditions.						
		<u>Present Time</u>			<u>Expected Next Six Months</u>		
	New Home Sales	Good	Fair	Poor	Good	Fair	Poor
	Single-family Detached	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
		<u>High/Very High</u>		<u>About Average</u>	<u>Low/Very Low</u>		
	Traffic of Prospective Buyers	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>		
Comment	2. Please let us know what is happening with housing in your area.						

This survey will now be conducted electronically.

Please provide us an email address where this questionnaire should be sent to. Thank you.

CONTACT NAME: _____

PHONE: () _____

E-MAIL: _____

3. Please indicate the total **finished** square footage of the typical, single-family home you built during the past 12 months.

_____ sq. ft.

4a. Please estimate what percentage of the total **finished** square footage of that typical home is devoted to each of the rooms listed below. If a room is not present, please enter "0%." (If a room/area is not listed, please include in "other" category).

- Master Bedroom _____ %
- Other Bedrooms (combined) _____ %
- Master Bathroom _____ %
- Other Bathrooms (combined) _____ %
- Laundry Room _____ %
- Entry Foyer _____ %
- Kitchen* _____ %
- Living Room* _____ %
- Dining Room* _____ %
- Family Room* _____ %
- Other Finished Rooms/Areas (specify: _____) _____ %

NOTE: () If any of these rooms are part of a "Great Room," put "GR" here and answer 4b.*

4b. If typical home includes a Great Room, please estimate the percentage of the total **finished** square footage devoted to that Great Room. If not, leave this question blank _____ %

5. For that same typical home, please estimate the square footage devoted to: a) **total** closet space (bedrooms, entry closets, linen) and b) to the walk-in pantry in the kitchen (if any)?

a) Total Closet Space: _____ sq. ft.

b) Walk-in Kitchen Pantry: _____ sq. ft.

Check here if no walk-in kitchen pantry is included in typical home

6. Please estimate what share of your total new single-family home sales in the last 12 months have been to first-time home buyers vs. trade-up buyers?

_____ % of sales to first-time buyers

_____ % of sales to trade-up buyers (2nd time+ buyer)

THANK YOU