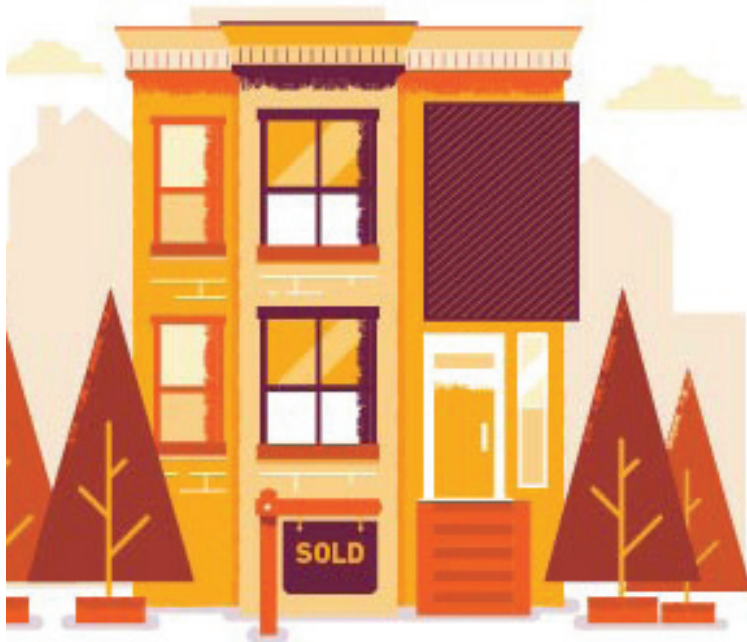


CALLING ALL FIRST-TIME BUYERS

86%

An overwhelming majority of recent buyers financed their purchase in 2015, despite above-normal activity from all-cash buyers that likely pushed the percent share down.

First-timers - usually younger buyers - were more likely to finance



6%

The median down payment for first-time buyers.



14%

The median down payment for repeat buyers.



Whether you're a first-time or an experienced buyer,

C.A.R. provides valuable information to understand the financing options and find down payment assistance programs available to you.



1. VISIT

downpayment.car.org.



2. ENTER

a specific property address, or the area in which you are looking to buy.



3. CLICK

"View Programs" to learn more.

SOURCES

NATIONAL ASSOCIATION OF REALTORS® Annual Buyer and Seller Survey;
CALIFORNIA ASSOCIATION OF REALTORS®



CALIFORNIA
ASSOCIATION
OF REALTORS®

WHY BUY?

First-time buyers look for different things in a property than repeat buyers do. See what Californians list as the single most important reason for buying a home — from the first-time and move-up perspectives.



Better location

First-time buyers

9%

Repeat buyers

19%

Tired of renting

First-time buyers

55%

Repeat buyers

9%

Larger home

First-time buyers

10%

Repeat buyers

23%

Change in family status

First-time buyers

7%

Repeat buyers

4%

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