

## Morning Consult Polls

### Methodology and Sample Characteristics

All polls conducted for NAHB by Morning Consult meet rigorous sampling parameters to ensure representative samples are selected in order that valid conclusions can be drawn upon them. Below are some of the relevant characteristics of the sample used in this particular poll:

- A total of 16,891 people were polled, of whom 2,253 (13%) reported plans to buy a home within the next 12 months.
- Some of the characteristics of the 2,253 prospective home buyers who continued on with the poll include:
  - 55% were female; 45% male.
  - 47% were Millennials, 28% GenX'ers, 24% Boomers, and 1% Seniors.
  - 18% lived in the Northeast, 18% in the Midwest, 42% in the South, and 21% in the West.
  - 71% were White, 17% African-American, and 15% Hispanic.
  - 60% had less than a college education, 25% had a Bachelor's degree, and 15% a post-graduate degree.
  - 45% reported incomes under \$50,000, 39% between \$50,000 and \$100,000, and 16% of more than \$100,000.

The above demographic characteristics approximately represent the distribution of the US adult population.