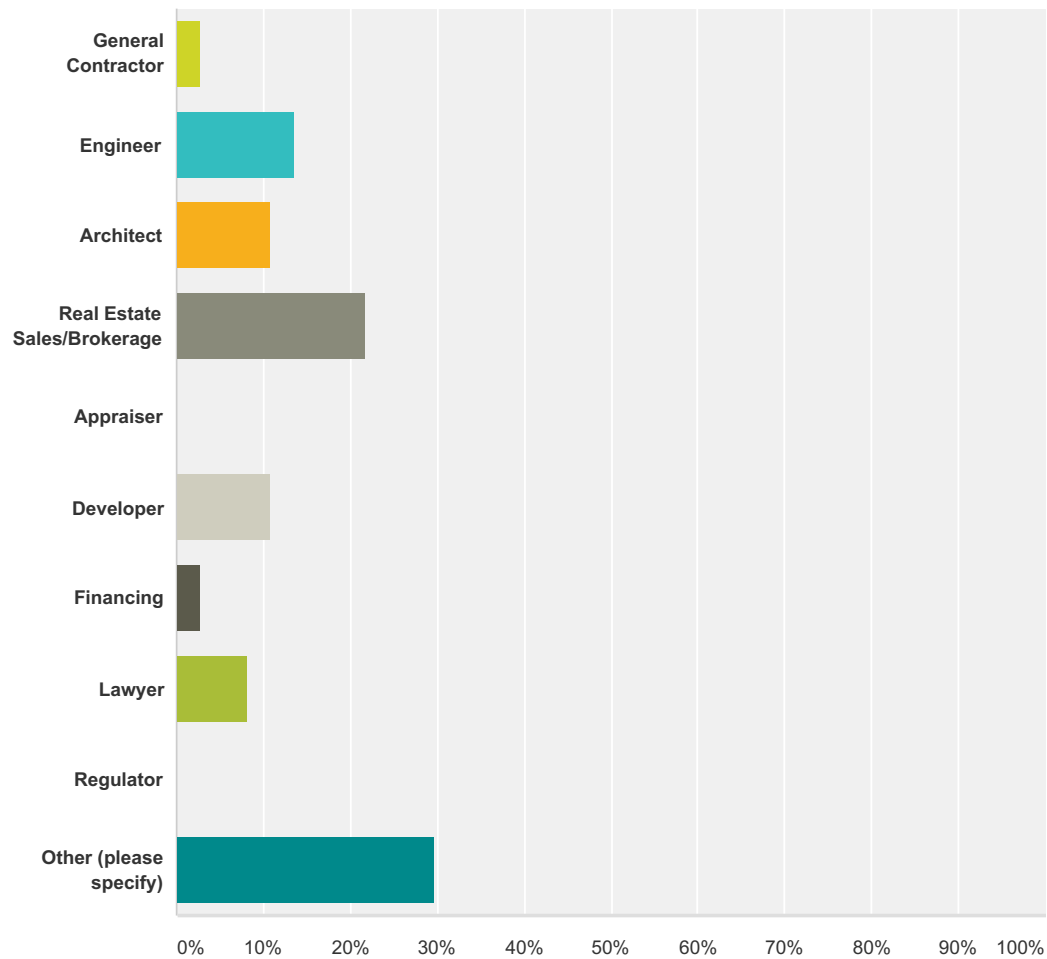


## Q1 What type of work are you or your company engaged in?

Answered: 37 Skipped: 1



Answer Choices	Responses
General Contractor	2.70% 1
Engineer	13.51% 5
Architect	10.81% 4
Real Estate Sales/Brokerage	21.62% 8
Appraiser	0.00% 0
Developer	10.81% 4
Financing	2.70% 1
Lawyer	8.11% 3
Regulator	0.00% 0
Other (please specify)	29.73% 11

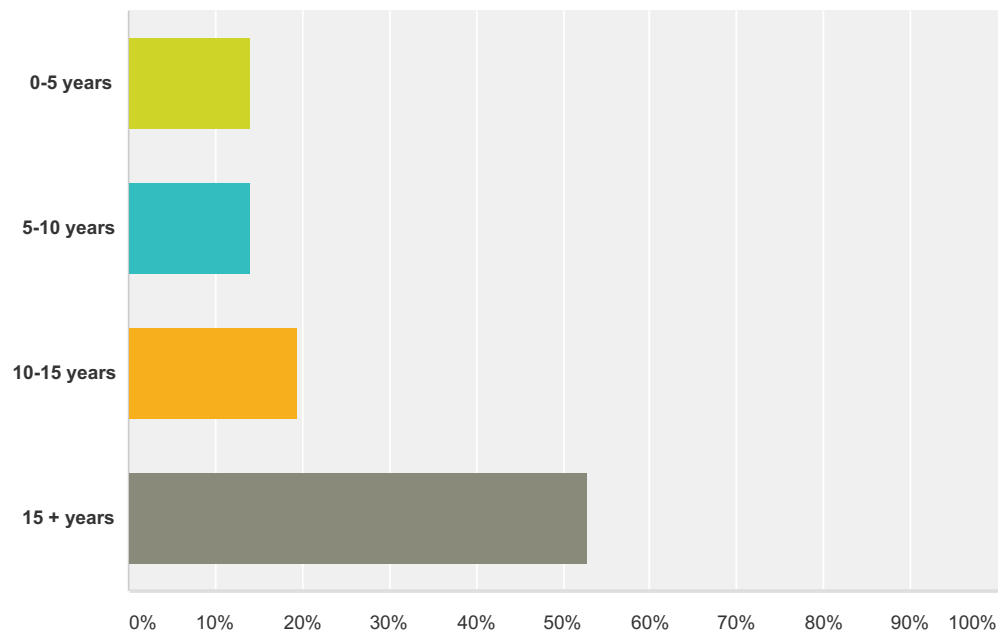
## Becoming Age-Friendly: Questionnaire For Home-Building Industry Representatives

Total	37
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#	Other (please specify)	Date
1	Municipal government	3/20/2017 11:16 AM
2	Municipal government	3/20/2017 9:18 AM
3	Municipality	3/20/2017 9:10 AM
4	Housing provider	3/20/2017 9:02 AM
5	Insurance Agent	3/20/2017 8:53 AM
6	municipal government	3/17/2017 4:34 PM
7	nonprofit organization	3/17/2017 3:25 PM
8	Education	3/17/2017 10:02 AM
9	Non-profit housing board.	3/17/2017 9:57 AM
10	Housing advocate	3/16/2017 12:26 PM
11	Materials supply	3/10/2017 3:18 PM

## Q2 How long have you worked in the housing industry?

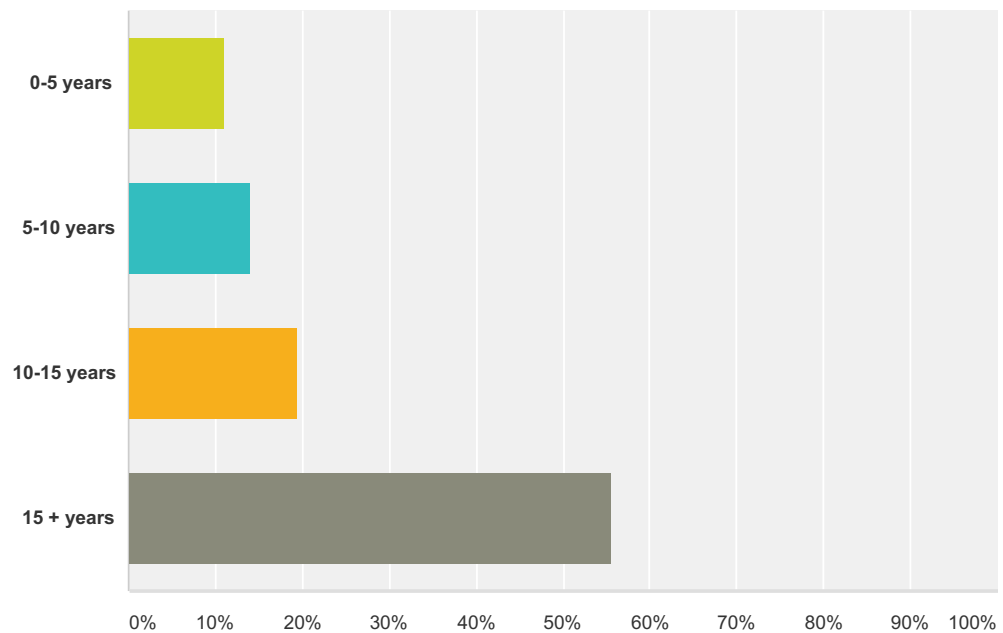
Answered: 36 Skipped: 2



Answer Choices	Responses
0-5 years	13.89% 5
5-10 years	13.89% 5
10-15 years	19.44% 7
15+ years	52.78% 19
<b>Total</b>	<b>36</b>

### Q3 How long has your company worked in housing in NH?

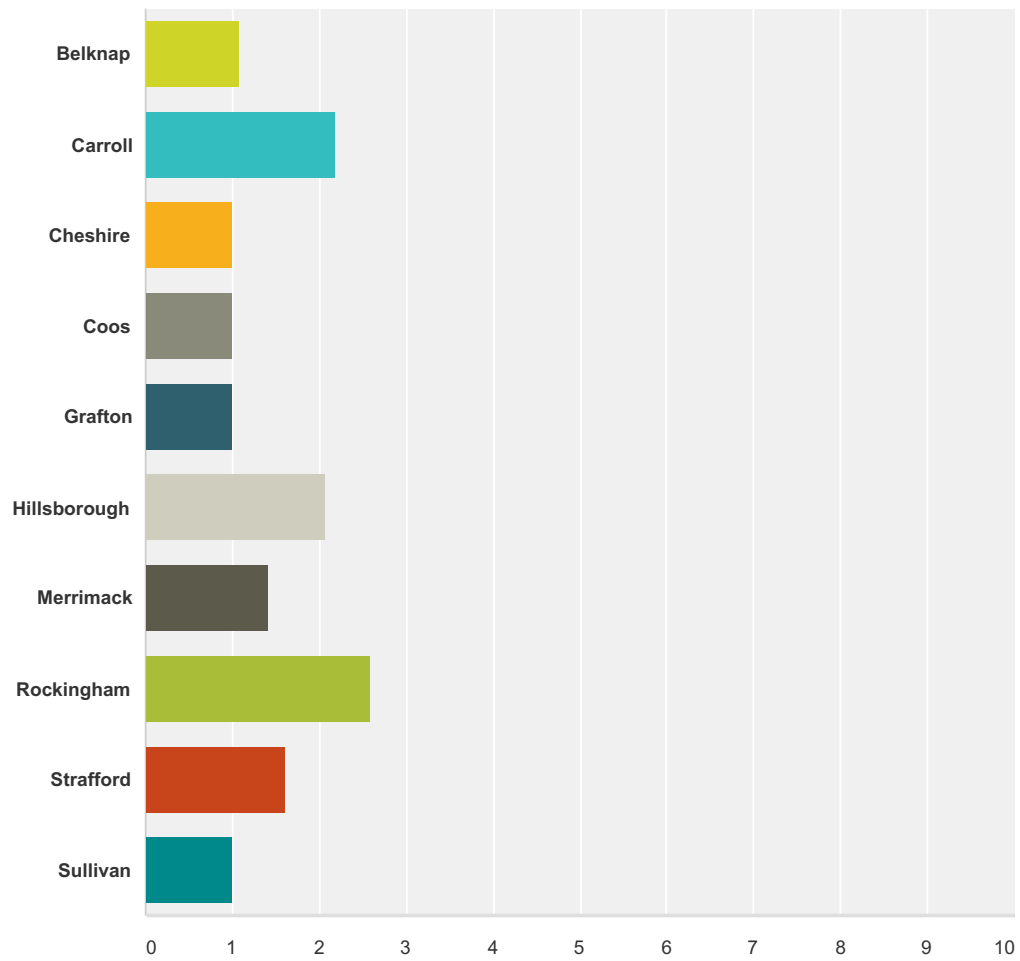
Answered: 36 Skipped: 2



Answer Choices	Responses	
0-5 years	11.11%	4
5-10 years	13.89%	5
10-15 years	19.44%	7
15+ years	55.56%	20
<b>Total</b>		<b>36</b>

### Q4 Which counties do you primarily work in? (fill in a percentage?)

Answered: 37 Skipped: 1



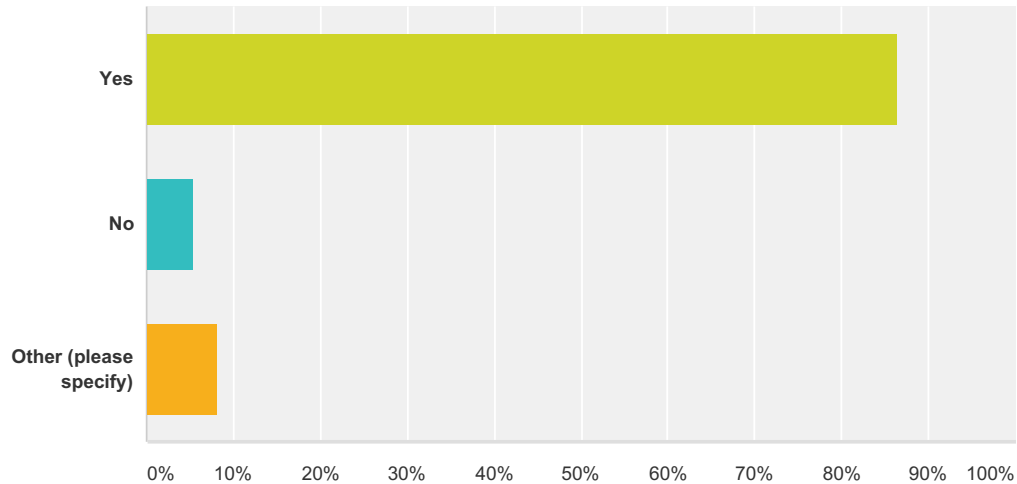
	0% to 25%	26% to 50%	51% to 75%	76% to 100%	Total	Weighted Average
Belknap	90.91% 10	9.09% 1	0.00% 0	0.00% 0	11	1.09
Carroll	60.00% 9	0.00% 0	0.00% 0	40.00% 6	15	2.20
Cheshire	100.00% 8	0.00% 0	0.00% 0	0.00% 0	8	1.00
Coos	100.00% 7	0.00% 0	0.00% 0	0.00% 0	7	1.00
Grafton	100.00% 9	0.00% 0	0.00% 0	0.00% 0	9	1.00
Hillsborough	38.89% 7	22.22% 4	33.33% 6	5.56% 1	18	2.06
Merrimack	78.57% 11	0.00% 0	21.43% 3	0.00% 0	14	1.43

## Becoming Age-Friendly: Questionnaire For Home-Building Industry Representatives

Rockingham	<b>30.77%</b> 8	<b>15.38%</b> 4	<b>19.23%</b> 5	<b>34.62%</b> 9	26	2.58
Strafford	<b>66.67%</b> 10	<b>20.00%</b> 3	<b>0.00%</b> 0	<b>13.33%</b> 2	15	1.60
Sullivan	<b>100.00%</b> 7	<b>0.00%</b> 0	<b>0.00%</b> 0	<b>0.00%</b> 0	7	1.00

**Q5 As NH's demographics are changing, do you see a need to build more diverse housing (i.e. smaller homes for seniors, rental units for millennials)**

Answered: 37 Skipped: 1

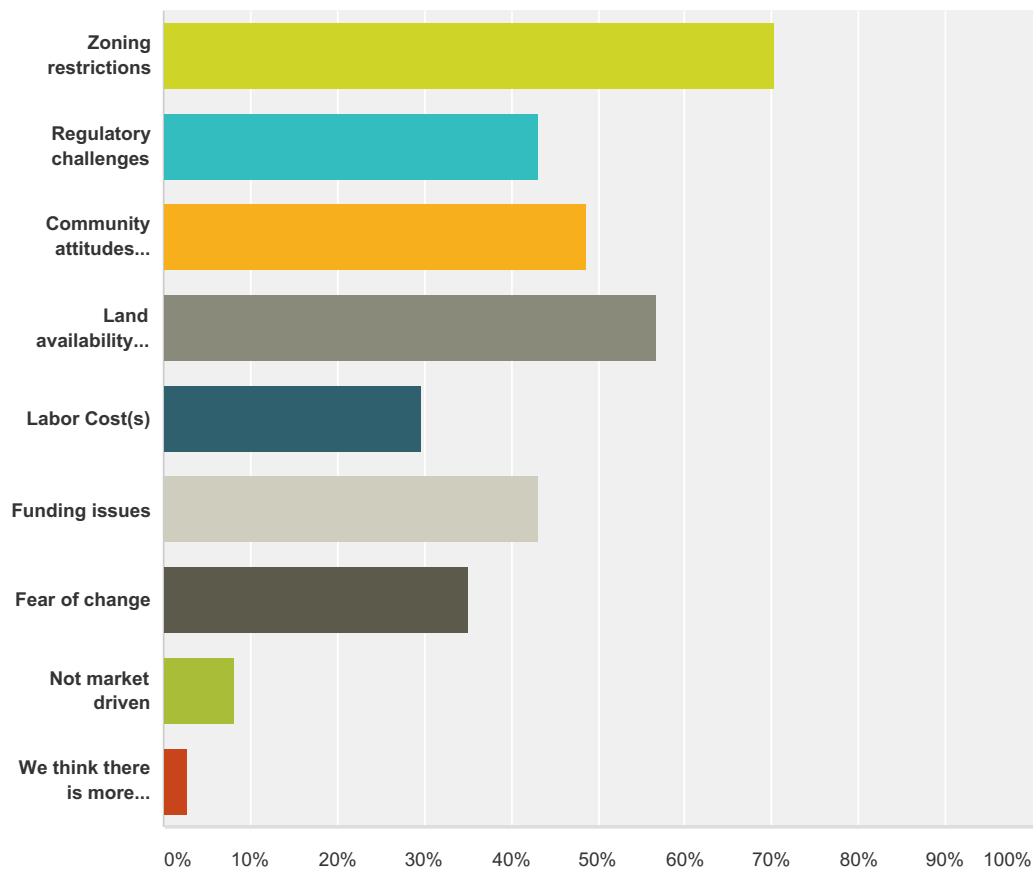


Answer Choices	Responses
Yes	86.49% 32
No	5.41% 2
Other (please specify)	8.11% 3
<b>Total</b>	<b>37</b>

#	Other (please specify)	Date
1	Smaller starter homes	2/23/2017 8:54 AM
2	Affordable housing for entry level buyers - our kids can't afford to live in the towns they grow up in	2/23/2017 8:50 AM
3	Yes, but not just in the highly desirable communities; how can funding also be directed to struggling communities	2/9/2017 4:57 PM

## Q6 Why do you think there isn't more diversity in housing? (check all that apply)

Answered: 37 Skipped: 1

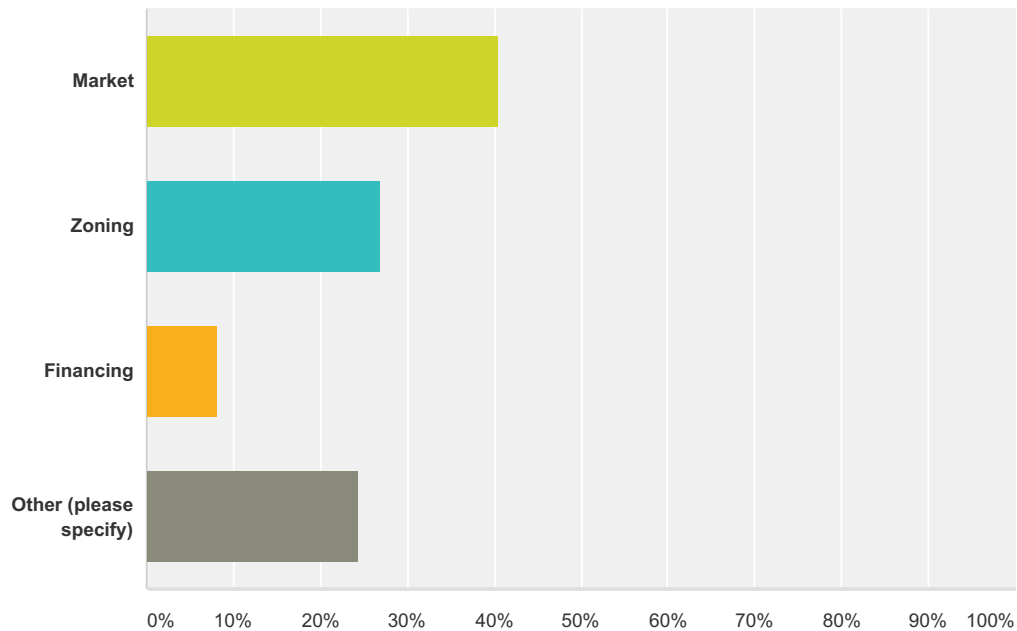


Answer Choices	Responses	
Zoning restrictions	70.27%	26
Regulatory challenges	43.24%	16
Community attitudes (Buyer Preference?)	48.65%	18
Land availability/cost	56.76%	21
Labor Cost(s)	29.73%	11
Funding issues	43.24%	16
Fear of change	35.14%	13
Not market driven	8.11%	3
We think there is more diversity in housing now than ever	2.70%	1
Total Respondents: 37		



## Q7 What is driving the typical large single family home building?

Answered: 37 Skipped: 1

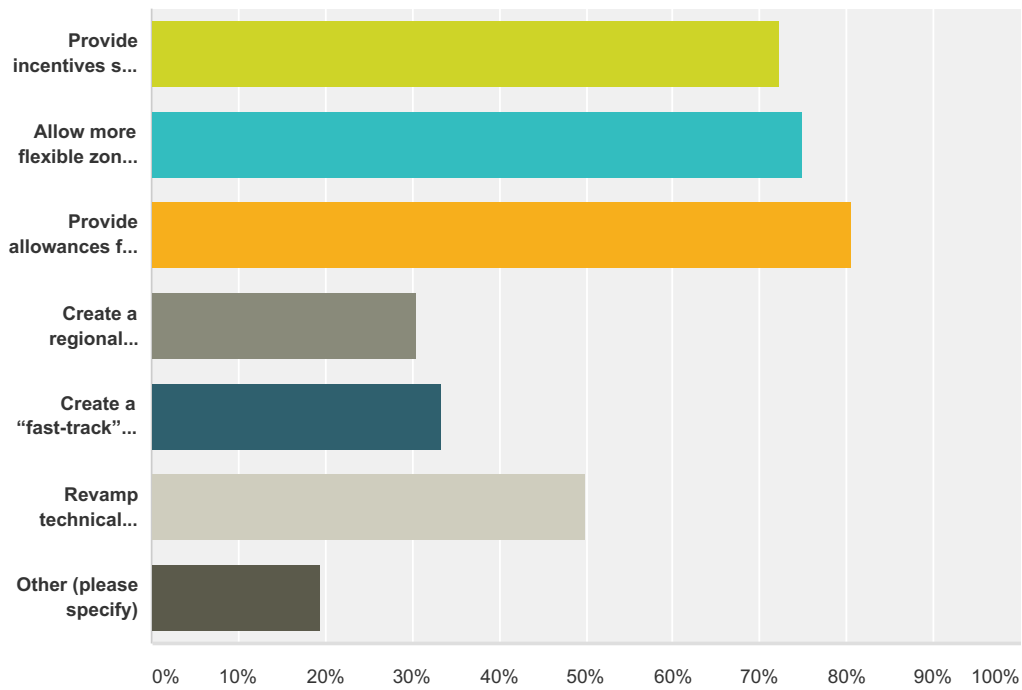


Answer Choices	Responses
Market	40.54% 15
Zoning	27.03% 10
Financing	8.11% 3
Other (please specify)	24.32% 9
<b>Total</b>	<b>37</b>

#	Other (please specify)	Date
1	There is a market for this type of housing but there is also a market for other housing options.	3/29/2017 4:20 PM
2	The market and zoning are both catalysts for this.	3/20/2017 11:16 AM
3	Based on high costs resulting from regulatory/land use obstacles, it's one of the only types that can pay off financially in some communities.	3/12/2017 11:06 PM
4	Personal preference	3/11/2017 10:21 AM
5	Money but the big home is running into trouble	2/23/2017 9:29 AM
6	Media portraying the ideal home. Also the avg person need to use a loan to buy a home.	2/23/2017 9:16 AM
7	profit	2/23/2017 8:54 AM
8	Cost of land and building costs	2/23/2017 8:50 AM
9	Cost of land	2/23/2017 8:47 AM

## Q8 What could communities do to attract more innovative housing solutions?

Answered: 36 Skipped: 2



Answer Choices	Responses
Provide incentives such as density bonuses.	72.22% 26
Allow more flexible zoning and land use regulations such as setback/height allowances, form-based codes, etc.	75.00% 27
Provide allowances for multi-family housing, tiny homes, conversions, duplexes, and other allowances that enable diversity in housing stock.	80.56% 29
Create a regional regulatory approach so that towns in a particular region adopt consistent zoning.	30.56% 11
Create a "fast-track" process.	33.33% 12
Revamp technical review process that brings the local review team and developer's team together early in the process so that potential issues might be discovered early in the process.	50.00% 18
Other (please specify)	19.44% 7
Total Respondents: 36	

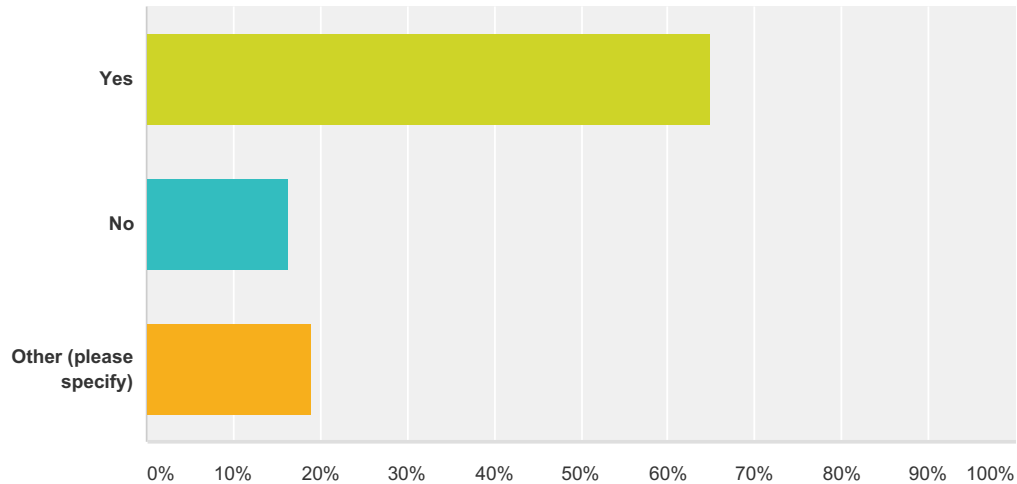
#	Other (please specify)	Date
1	Make public land available for affordable housing development	3/23/2017 8:41 PM
2	Mixed-use centers!	3/23/2017 3:50 PM
3	Work with legislature on mandatory inclusionary zoning.	3/20/2017 11:16 AM

## Becoming Age-Friendly: Questionnaire For Home-Building Industry Representatives

4	Encourage local 'non-developers' to create housing in the form of ADUs, land trusts, co-housing, etc. that allow for small incremental change with investment staying in the community. Could be done with a mixture of educational programs and/ or incentives	3/13/2017 12:10 PM
5	There is very little affordable housing in many communities. Affordable units should be required as a percentage of allowed housing construction and it should be integrated into all projects	2/23/2017 10:55 AM
6	Don't do anything let the market determine	2/23/2017 9:29 AM
7	Create small community centers with resources and encourage building around these community centers.	2/23/2017 9:16 AM

**Q9 Is there a new market to create accessory dwelling units now that the state regulations (NH RSA 764:71-73) provide an allowance for this type of residential unit?**

Answered: 37 Skipped: 1

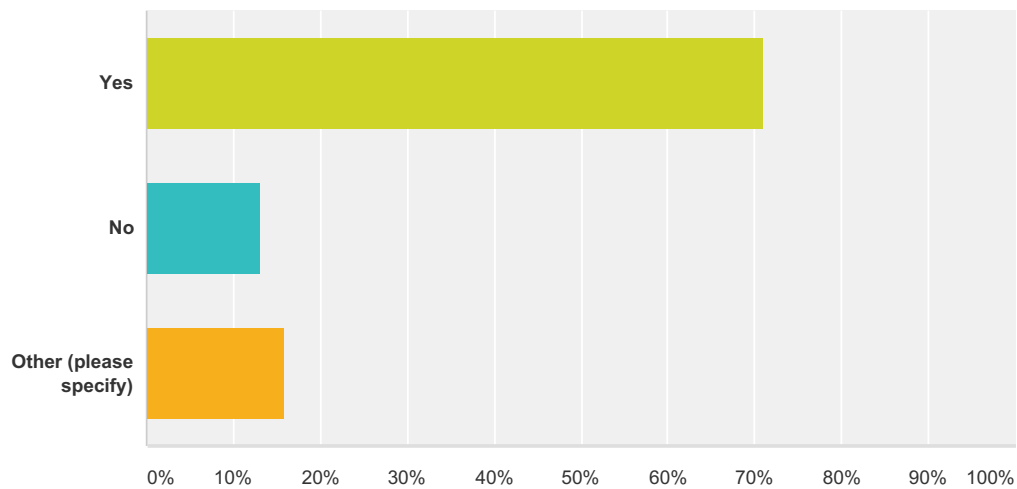


Answer Choices	Responses
Yes	64.86% 24
No	16.22% 6
Other (please specify)	18.92% 7
<b>Total</b>	<b>37</b>

#	Other (please specify)	Date
1	Yes. The demand for small units existed before new state regulations were created.	3/29/2017 4:20 PM
2	I have yet to see it.	3/16/2017 5:49 PM
3	I don't know.	3/12/2017 11:06 PM
4	To soon to tell.	2/23/2017 10:55 AM
5	?	2/22/2017 9:20 PM
6	Don't know	2/9/2017 4:57 PM
7	not familiar with the above	2/7/2017 1:14 PM

## Q10 Is there a market to convert existing larger dwelling units into multiple units?

Answered: 38 Skipped: 0

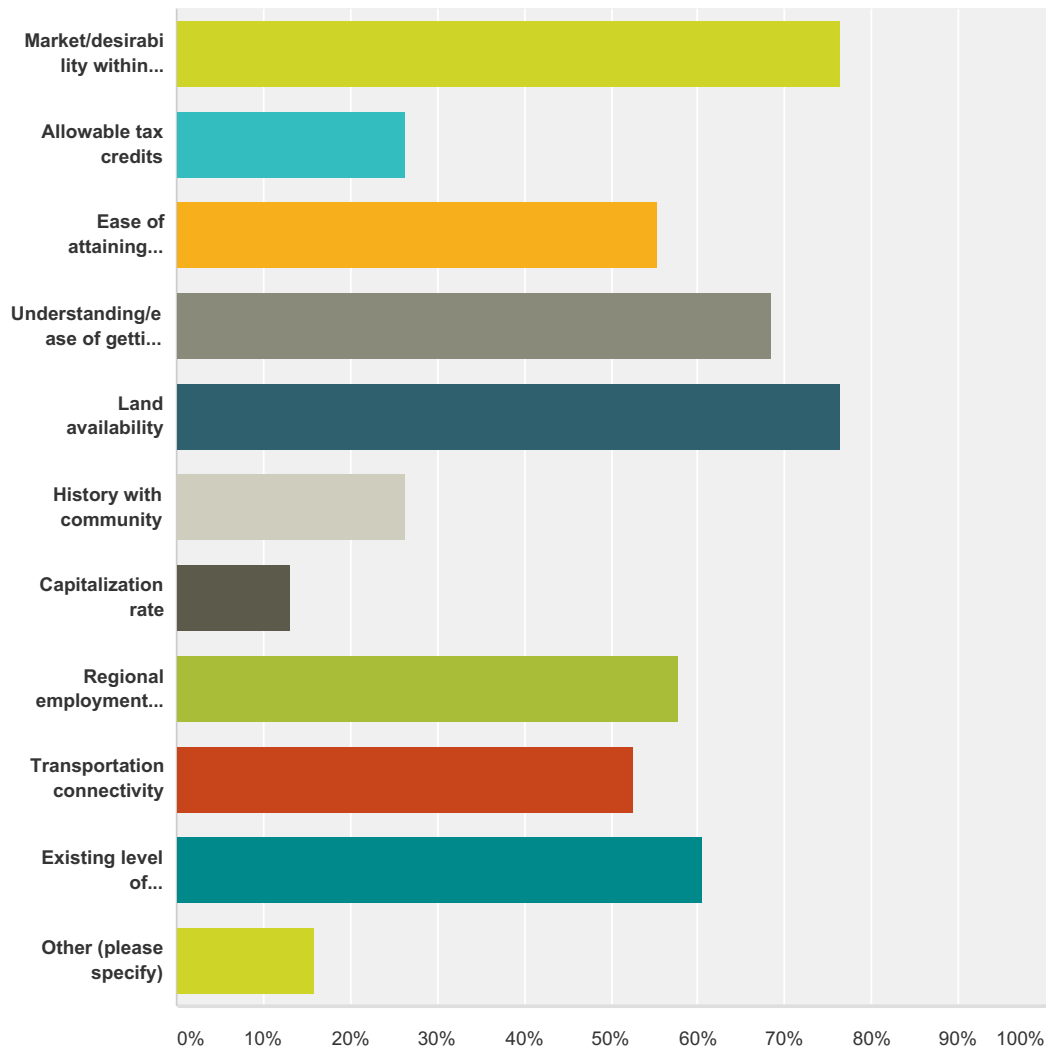


Answer Choices	Responses
Yes	71.05% 27
No	13.16% 5
Other (please specify)	15.79% 6
<b>Total</b>	<b>38</b>

#	Other (please specify)	Date
1	it's a pretty small market and only in certain places.	3/12/2017 11:06 PM
2	No sure.	2/23/2017 10:55 AM
3	Possibly	2/23/2017 8:50 AM
4	Maybe in some areas.	2/23/2017 8:35 AM
5	?	2/22/2017 9:20 PM
6	Don't know	2/9/2017 4:57 PM

## Q11 Which of the following enter into the strategy for building in a community?

Answered: 38 Skipped: 0



Answer Choices	Responses
Market/desirability within that community	76.32% 29
Allowable tax credits	26.32% 10
Ease of attaining building permits	55.26% 21
Understanding/ease of getting through the local land use board process	68.42% 26
Land availability	76.32% 29
History with community	26.32% 10
Capitalization rate	13.16% 5
Regional employment opportunities	57.89% 22
Transportation connectivity	52.63% 20

## Becoming Age-Friendly: Questionnaire For Home-Building Industry Representatives

Existing level of infrastructure	<b>60.53%</b>	23
Other (please specify)	<b>15.79%</b>	6
<b>Total Respondents: 38</b>		

#	Other (please specify)	Date
1	All of these play a role but the ones checked are the primary economic factors.	3/29/2017 4:20 PM
2	These are all factors. Is the question what *should* be in the strategy?	3/13/2017 12:10 PM
3	Need to create market by offering different options	3/11/2017 10:21 AM
4	It is much easier to build project economically if there's water and sewer available	2/23/2017 10:55 AM
5	Affordability	2/23/2017 8:50 AM
6	Stay away from Portsmouth due to the corrupt nature of the government. Clients and Engineers are afraid to do business there.	2/23/2017 8:35 AM