

**EXHIBIT 3-9**

**WHERE BUYER FOUND THE HOME THEY PURCHASED, 2001-2017**

(Percentage Distribution)

	2001	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Internet	8%	11%	15%	24%	24%	29%	32%	36%	37%	40%	42%	43%	43%	44%	51%	49%
Real estate agent	48	41	38	36	36	34	34	36	38	35	34	33	33	33	34	31
Yard sign/open house sign	15	16	16	15	15	14	15	12	11	11	10	9	9	9	8	7
Friend, relative or neighbor	8	7	7	7	8	8	7	6	6	6	6	6	6	6	4	6
Home builder or their agent	3	7	7	7	8	8	7	5	4	5	5	5	5	6	2	6
Directly from sellers/ Knew the sellers	4	4	5	3	3	3	2	2	2	2	2	2	3	2	1	2
Print newspaper advertisement	7	7	5	5	5	3	3	2	2	2	1	1	1	1	1	1
Home book or magazine	2	1	2	1	1	1	1	*	*	*	*	*	*	*	*	*
Other	5	6	4	*	*	*	*	*	*	*	*	1	*	*	*	*

\* Less than 1 percent