

Alternative Financing Survey

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Methodology Overview

The 2022 Alternative Financing Survey was designed by researchers at The Pew Charitable Trusts, and the resulting data was processed and analyzed by Pew researchers using Stata. Respondents include adults ages 18 and older who have used an alternative arrangement to finance the purchase of a primary home. The Pew researchers set a full sample goal of 1,200 respondents, including subsample goals of 200 non-Hispanic Black and 400 Hispanic respondents. Ipsos Public Affairs conducted the survey on KnowledgePanel, a probability-based web panel designed to be nationally representative of all U.S. households. Panel members are recruited to KnowledgePanel using stratified, random, address-based sampling methods applied to the U.S. Postal Service's latest Delivery Sequence File.

Before fielding the survey, Leede Research conducted cognitive testing interviews with eight interviewees from Jan. 11 to Jan. 14, 2022. Next, Ipsos translated the survey from English to Spanish with the help of Pew staff and programmed the survey. For final testing, Ipsos conducted a pretest of the survey from March 29 to March 30, 2022, with 828 panel members invited, 188 who responded, and 28 who qualified to complete the survey.

Ipsos fielded the main survey in both English and Spanish from April 28, 2022, to May 19, 2022, by inviting one adult from a representative sample of households via email to take the survey. Invitees could answer the survey only once and lost access after completion, and Ipsos sent email reminders to nonresponders on days three, seven, and nine of the field period. The median completion time was seven minutes. Qualified respondents who completed the survey received an entry into the KnowledgePanel sweepstakes or a cash-equivalent incentive worth \$5.

During the field period, a random sample of 21,802 panel members was drawn from KnowledgePanel, and 11,118 individuals responded to the invitation (excluding 357 breakoffs), yielding a final stage completion rate of 51%. Among panel members who responded to the invitation and after Ipsos dropped seven cases who [REFUSED] one-third or more of the survey questions, 1,317 respondents qualified to complete the survey, yielding a qualification rate of 11.8%. The recruitment rate for this study, reported by Ipsos, was 9.1%, and the profile rate was 57.3%, for a cumulative response rate of 2.7%. Further, after reviewing write-in responses to Q6, Q12, Q19, and Q20, Pew researchers determined that 33 completed surveys were invalid (i.e., the respondent had not used an alternative arrangement to finance a primary home purchase) and excluded these invalid surveys from the final sample. In total, 1,284 completed surveys were eligible for analysis.

To weight respondents, Ipsos obtained the needed benchmarks from the 2021 March Supplement of the Current Population Survey (CPS), except for benchmarks for language proficiency within the Hispanic population, which are not available from CPS and were obtained from the 2019 American Community Survey (ACS). All topline findings, cross-tabulations, and statistical tests of significance account for the effect of weighting. The design effect is 1.5 for the full sample, and the margin of sampling error is plus or minus 3.3

percentage points. For results based on specific subgroups, the margin of sampling error may be higher. Sampling error is only one of many potential sources of error, and there may be other unmeasured errors in this or any other public opinion poll.

A full methodology from Ipsos is available in the Project Report.

Topline Results

Note: * = less than 0.5%. - = no respondents (0%). X = response suppressed due to sample size

All percentages shown have been weighted. Percentages may not add to 100% due to rounding.

A. Screening Questions

Sample: All respondents		
Q1. Do you routinely make financial decisions in your household?		
	Weighted percentage	Count
Yes	100%	1,284
No [EXIT SURVEY]	-	0

Sample: All respondents		
Q2. Do you now use or have you ever used any of the following arrangements to pay for a PRIMARY HOME? If you've used more than one, choose the one you used most recently.		
	Weighted percentage	Count
Seller-financing or owner-financing agreement	51%	654
Contract for deed or land contract	20%	282
Rent-to-own or lease-purchase agreement	16%	193
Loan for a manufactured or mobile home that does NOT include the land	13%	155
No, I have not used one of these loans or arrangements [EXIT SURVEY]	-	0

B. Background

Sample: All respondents.					
Q3. What year did you BEGIN your [alternative arrangement]?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	4%	5%	5%	4%	4%
1950-1959	*	*	-	1%	*
1960-1969	2%	4%	1%	1%	2%
1970-1979	3%	13%	2%	7%	6%
1980-1989	7%	14%	3%	17%	9%
1990-1999	11%	13%	8%	13%	11%
2000-2004	11%	10%	10%	14%	11%
2005-2009	12%	12%	9%	10%	11%
2010-2014	10%	8%	14%	5%	10%
2015-2019	22%	11%	17%	19%	19%
2020-2022	16%	10%	32%	8%	16%
Observations	654	282	193	155	1,284

Note: Respondents selected one year. The research team has grouped years to report topline findings. Respondents who began their arrangement before 1950 were recoded as [REFUSED].

Sample: All respondents					
Q4. What year did you LEAVE or REPAY your [alternative arrangement]? If you don't know the exact date, just take your best guess.					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	1%	1%	-	3%	1%
1960-1969	*	1%	-	1%	*
1970-1979	2%	3%	2%	6%	3%
1980-1989	4%	8%	1%	11%	5%
1990-1999	7%	13%	4%	6%	8%
2000-2004	3%	6%	6%	6%	4%
2005-2009	3%	3%	2%	4%	3%
2010-2014	4%	7%	5%	16%	7%
2015-2019	9%	9%	11%	6%	9%
2020-2022	8%	4%	9%	9%	7%
I did not leave or repay. I am still making payments.	60%	45%	59%	31%	53%

Observations	654	282	193	155	1,284
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Note: Respondents either indicated that they were still making payments or selected the year when they stopped making payments. The research team has grouped years to report topline findings. Respondents who said they ended their arrangement before 1950 were recoded as [REFUSED].

Sample: Respondents with past alternative financing (an end year is given in Q4)					
Q5. Do you currently live in the same home where you had your past [alternative arrangement]?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	-	X	-	*
Yes, this was for the same home	56%	57%	X	X	52%
No, this was for a different home	44%	43%	X	X	48%
Observations	276	166	89	108	639

Note: After reviewing write-in responses to Q20, the research team determined that one respondent still lived in the home where they had repaid their alternative arrangement and had answered Q5 incorrectly. As such, the research team has recategorized that respondent's "No" response as "Yes" for Q5 and subsequently removed that respondent from the sample of answers to Q20 and Q21.

Sample: Respondents who no longer live in the home where they had alternative financing (Q5 = No, a different home)					
Q5B. What state was your home located in when you had your [alternative arrangement]?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	X	X	X	X	*
Vermont	X	X	X	X	*
Massachusetts	X	X	X	X	2%
Connecticut	X	X	X	X	*
New York	X	X	X	X	6%
New Jersey	X	X	X	X	1%
Pennsylvania	X	X	X	X	5%
Ohio	X	X	X	X	6%
Indiana	X	X	X	X	2%
Illinois	X	X	X	X	2%
Michigan	X	X	X	X	6%
Wisconsin	X	X	X	X	2%
Minnesota	X	X	X	X	4%
Iowa	X	X	X	X	*
Missouri	X	X	X	X	3%

South Dakota	X	X	X	X	1%
Nebraska	X	X	X	X	*
Kansas	X	X	X	X	2%
Delaware	X	X	X	X	1%
Maryland	X	X	X	X	1%
District of Columbia	X	X	X	X	1%
Virginia	X	X	X	X	1%
West Virginia	X	X	X	X	*
North Carolina	X	X	X	X	5%
South Carolina	X	X	X	X	1%
Georgia	X	X	X	X	6%
Florida	X	X	X	X	5%
Kentucky	X	X	X	X	2%
Tennessee	X	X	X	X	2%
Alabama	X	X	X	X	2%
Mississippi	X	X	X	X	1%
Arkansas	X	X	X	X	1%
Louisiana	X	X	X	X	1%
Oklahoma	X	X	X	X	2%
Texas	X	X	X	X	5%
Montana	X	X	X	X	*
Idaho	X	X	X	X	3%
Wyoming	X	X	X	X	1%
Colorado	X	X	X	X	1%
New Mexico	X	X	X	X	1%
Arizona	X	X	X	X	2%
Utah	X	X	X	X	*
Nevada	X	X	X	X	1%
Washington	X	X	X	X	2%
Oregon	X	X	X	X	3%
California	X	X	X	X	9%
Alaska	X	X	X	X	1%
Hawaii	X	X	X	X	*
Observations	119	72	53	64	308

Sample: Respondents who did not select a manufactured home loan for Q2					
Q6. What type of home [is/was] your [alternative arrangement] for?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	-	-	-	*
Manufactured or mobile home	6%	8%	16%	-	8%

Single-family home or town home	87%	83%	51%	-	80%
Duplex home, double home, or multifamily	1%	4%	7%	-	3%
Apartment, condo, or co-op	5%	5%	25%	-	8%
Other (specify):	*	1%	2%	-	1%
Observations	654	282	193	-	1,129

Sample: Respondents whose alternative arrangement was for a manufactured home (Q2 = manufactured home loan, or Q6 = manufactured home)					
Q6A. When you started your [alternative arrangement], did you also own or buy the land beneath your home?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
Yes, I owned or was purchasing my land	X	X	X	34%	44%
No, I did not own or purchase my land	X	X	X	63%	53%
Other (specify):	X	X	X	3%	2%
Observations	43	20	25	155	243

C. Application Process

Sample: All respondents
Display1. In the next question, when we ask about mortgages, we are referring to a loan that includes BOTH the home AND the land beneath it.

Sample: All respondents					
Q7. Did you apply for a mortgage before getting your [alternative arrangement]?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	1%	-	*	-	*
Yes	60%	55%	28%	17%	49%

No	38%	44%	69%	54%	46%
Not applicable	*	1%	2%	29%	5%
Observations	654	282	193	155	1,284

Sample: Respondents who applied for a mortgage (Q7 = Yes)					
Q8: Was your mortgage application approved or denied?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	-	X	X	*
Approved or preapproved	97%	97%	X	X	95%
Denied	1%	1%	X	X	3%
I withdrew my application before a decision was made	2%	1%	X	X	2%
Observations	395	155	46	34	630

Sample: All respondents
Display2. The next questions will ask about documents that were required to get approved for your [alternative arrangement].

Sample: All respondents					
Q9a: Were you required to provide bank statements, pay stubs, or other income verification to get approved for your [alternative arrangement]?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	*	*	-	*
Yes	70%	66%	54%	74%	67%
No	18%	27%	36%	16%	22%
Don't know	12%	7%	10%	10%	11%
Observations	654	282	193	155	1,284

Note: The question order for Q9A, Q9B, Q9C, and Q9E was randomized for each respondent.

Sample: All respondents
Q9b: Were you required to provide a credit report, credit score, or other credit check to get approved for your [alternative arrangement]?

	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	1%	*	1%	1%
Yes	63%	57%	49%	67%	60%
No	23%	32%	38%	14%	26%
Don't know	13%	9%	12%	18%	13%
Observations	654	282	193	155	1,284

Note: The question order for Q9A, Q9B, Q9C, and Q9E was randomized for each respondent.

Sample: All respondents					
Q9c: Were you required to provide proof of employment to get approved for your [alternative arrangement]?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	*	1%	-	*
Yes	72%	68%	59%	78%	70%
No	17%	27%	28%	13%	20%
Don't know	11%	4%	11%	9%	9%
Observations	654	282	193	155	1,284

Note: The question order for Q9A, Q9B, Q9C, and Q9E was randomized for each respondent.

Sample: All respondents					
Q9e: Were you required to provide tax returns to get approved for your [alternative arrangement]?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	-	-	-	-	-
Yes	53%	40%	42%	42%	47%
No	30%	47%	45%	36%	37%
Don't know	17%	12%	14%	22%	16%
Observations	654	282	193	155	1,284

Note: The question order for Q9A, Q9B, Q9C, and Q9E was randomized for each respondent.

Sample: All respondents					
Q9d: Were you required to provide other documents to get approved for your [alternative arrangement]?					

	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	-	*	-	*
Yes	17%	16%	19%	17%	17%
No	44%	50%	60%	39%	47%
Don't know	38%	33%	21%	44%	35%
Observations	654	282	193	155	1,284

Sample: Respondents required to provide other documents to get approved (Q9D = Yes)

Q9d_followup: What other documents were you required to provide?

	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	X	X	X	X	34%
[Text Box]	X	X	X	X	66%
Observations	120	50	36	25	231

Sample: All respondents

Display3. The next questions will ask about steps that were part of the application for your [alternative arrangement].

Sample: All respondents

Q10a: Was an appraisal (an estimate of the home's dollar value) part of the application for your [alternative arrangement]?

	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	1%	1%	-	*
Yes	64%	55%	39%	28%	54%
No	22%	33%	41%	52%	31%
Don't know	14%	10%	18%	20%	15%
Observations	654	282	193	155	1,284

Note: The question order for Q10A, Q10B, and Q10C was randomized for each respondent.

Sample: All respondents

Q10b: Was an inspection (a review of the home's condition to identify any issues) part of the application for your [alternative arrangement]?

	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	-	-	-	*
Yes	60%	54%	47%	23%	52%
No	28%	41%	42%	57%	36%
Don't know	12%	6%	11%	20%	12%
Observations	654	282	193	155	1,284

Note: The question order for Q10A, Q10B, and Q10C was randomized for each respondent.

Sample: All respondents					
Q10c: Was a title search or title check on the deed to the home (a search of public records to confirm legal ownership and check for any claims or liens such as unpaid taxes) part of the application for your [alternative arrangement]?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	*	*	-	*
Yes	59%	66%	38%	26%	53%
No	17%	23%	48%	46%	27%
Don't know	24%	11%	14%	28%	20%
Observations	654	282	193	155	1,284

Note: The question order for Q10A, Q10B, and Q10C was randomized for each respondent.

Sample: All respondents					
Q11: Did you receive a copy of the final contract and/or loan documents?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	*	*	-	*
Yes	87%	91%	66%	89%	85%
No	4%	4%	20%	3%	6%
Don't know	9%	4%	14%	8%	9%
Observations	654	282	193	155	1,284

Sample: All respondents					
Q11b: Were the final contract and/or loan documents publicly recorded with local officials, such as the county recorder of deeds?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	1%	*	1%	-	*
Yes	67%	78%	44%	49%	63%

No	8%	10%	28%	6%	11%
Don't know	25%	12%	27%	45%	25%
Observations	654	282	193	155	1,284

Sample: All respondents					
Q12: What person or organization [do/did] you pay for your [alternative arrangement]?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	-	1%	-	1%	*
Family member or relative	9%	14%	22%	1%	11%
Individual or family I'm not related to	22%	23%	30%	4%	21%
Business or company	44%	42%	25%	70%	44%
Nonprofit organization	1%	2%	5%	1%	2%
Other (specify)	5%	6%	3%	17%	6%
Don't know	19%	12%	15%	6%	15%
Observations	654	282	193	155	1,284

Note: The order of the first four response options was randomized for each respondent.

D. Costs and Contract Details

Sample: All respondents	
Display4. The next questions are about the costs and details of your [alternative arrangement].	

Sample: All respondents					
Q13: What was the TOTAL agreed-upon purchase price for your home when you started your [alternative arrangement]? Just to be clear, we are asking about the sale price of the home, not the monthly payments.					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	2%	2%	*	-	1%
\$0	*	-	1%	-	*
\$1 to \$24,999	6%	12%	11%	21%	10%

\$25,000 to \$49,999	6%	14%	8%	15%	9%
\$50,000 to \$74,999	5%	11%	6%	8%	7%
\$75,000 to \$99,999	6%	7%	4%	8%	6%
\$100,000 to \$124,999	4%	2%	2%	6%	3%
\$125,000 to \$149,999	7%	5%	2%	4%	5%
\$150,000 to \$174,999	7%	3%	2%	2%	5%
\$175,000 to \$199,999	6%	2%	*	1%	4%
\$200,000 to \$299,999	9%	7%	2%	3%	7%
\$300,000 to \$399,999	6%	2%	1%	1%	4%
\$400,000 to \$499,999	5%	2%	1%	-	3%
\$500,000 or more	5%	3%	*	1%	3%
Don't know	23%	17%	29%	30%	23%
We did not agree upon a total purchase price	4%	10%	30%	-	9%
Observations	654	282	193	155	1,284

Note: Respondents either indicated that there was no agreed-upon purchase price, indicated that they did not know the agreed-upon purchase price, or entered a dollar amount. The research team has grouped dollar amounts to report topline findings.

Sample: All respondents					
Q14: About how much was your down payment, deposit, and/or option fee for your home? (Shown if dollar amount was provided for Q13)					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	1%	1%	1%	-	1%
\$0	3%	2%	1%	2%	2%
\$1 to \$999	2%	4%	8%	6%	4%
\$1,000 to \$2,499	4%	9%	12%	12%	8%
\$2,500 to \$4,999	4%	3%	5%	6%	4%
\$5,000 to \$7,499	6%	8%	8%	4%	6%

\$7,500 to \$9,999	3%	2%	*	2%	2%
\$10,000 to \$14,999	6%	5%	6%	3%	6%
\$15,000 to \$19,999	3%	2%	2%	4%	3%
\$20,000 to \$24,999	4%	4%	2%	3%	4%
\$25,000 to \$49,999	7%	3%	2%	8%	5%
\$50,000 or more	12%	5%	1%	1%	7%
Don't know	27%	24%	24%	31%	26%
I did not pay a down payment, deposit, or option fee	20%	28%	29%	19%	23%
Observations	654	282	193	155	1,284

Note: Respondents either indicated that they did not pay a down payment, that they do not know the down payment price, or they entered a dollar amount. The research team has grouped dollar amounts to report topline findings.

Sample: All respondents					
Q15: When you started your [alternative arrangement], was there an interest rate listed or disclosed?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	1%	*	2%	1%	1%
Yes, an interest rate was listed or disclosed	75%	76%	30%	76%	68%
No, an interest rate was not listed or disclosed	8%	13%	42%	7%	14%
Don't know	17%	10%	26%	15%	17%
Observations	654	282	193	155	1,284

Sample: All respondents

Q15b: When you started your [alternative arrangement], was a balloon payment (a large, one-time payment at the end of the term) listed or disclosed?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	*	1%	1%	*
Yes, a balloon payment was listed or disclosed	9%	14%	20%	5%	11%
No, a balloon payment was not listed or disclosed	66%	75%	60%	76%	68%
Don't know	24%	11%	19%	18%	20%
Observations	654	282	193	155	1,284

Sample: All respondents					
Q16: Who [is/was] responsible for paying property taxes on your home?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	*	2%	1%	1%
I [am/was] responsible to pay	77%	73%	40%	64%	69%
The seller/landlord [is/was] responsible to pay	12%	17%	36%	19%	18%
Other (specify)	1%	2%	1%	8%	2%
Don't know	9%	7%	21%	9%	11%
Observations	654	282	193	155	1,284

Sample: All respondents					
Q17: When you started your [alternative arrangement], did you need any big repairs on your home to fix major issues, such as on your roof, foundation, a large appliance, or some other major problem?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	-	1%	-	*
Yes	21%	25%	30%	13%	22%

No	79%	75%	69%	87%	78%
Observations	654	282	193	155	1,284

Sample: Respondents whose homes needed big repairs (Q17 = Yes)					
Q18: When you started your [alternative arrangement], did you know that your home needed big repairs?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
Yes	X	X	X	X	67%
No	X	X	X	X	33%
Observations	144	64	57	18	283

Sample: Respondents whose homes needed big repairs (Q17 = Yes)					
Q19: Who paid for the largest repair on your home?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	X	X	X	X	*
I paid for the repair in full	X	X	X	X	58%
The seller/landlord paid for the repair in full	X	X	X	X	23%
I split the cost of the repair with the seller/landlord	X	X	X	X	8%
Other (specify)	X	X	X	X	3%
No one paid. This never got fixed.	X	X	X	X	8%
Observations	144	64	57	18	283

Sample: All respondents					
Q19c: When you started your [alternative arrangement], did the [seller/landlord] disclose whether or not the home contained lead or asbestos?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	1%	*	1%	-	*

Yes, I received information on BOTH lead and asbestos	37%	31%	30%	16%	32%
Yes, I received information on lead ONLY	4%	4%	6%	-	4%
Yes, I received information on asbestos ONLY	2%	1%	1%	-	1%
No, I did not receive any information about EITHER lead or asbestos	34%	45%	33%	54%	39%
Don't know	23%	18%	29%	30%	24%
Observations	654	282	193	155	1,284

E. Experiences and Outcomes

Sample: All respondents
Display5. Home loans and financing arrangements can be helpful for people looking to own a home but sometimes they can also be challenging. The next questions are about your experience with your [alternative arrangement].

Sample: Respondents who no longer live in the home where they had alternative financing (Q5 = No, a different home)					
Q20: What was the main reason you left the home where you had your past [alternative arrangement]?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	X	X	X	X	1%
Family-related reasons	X	X	X	X	29%
Employment or education-related	X	X	X	X	17%
Problem with the home	X	X	X	X	6%
Problem with the [alternative arrangement]	X	X	X	X	2%

Problem with the seller/landlord	X	X	X	X	3%
Couldn't afford the home	X	X	X	X	3%
Foreclosure, forfeiture, or eviction	X	X	X	X	4%
Problem with the neighborhood	X	X	X	X	1%
Other (specify)	X	X	X	X	33%
Observations	119	72	53	64	308

Note: The order of the first eight response options was randomized for each respondent.

Sample: Respondents who no longer live in the home where they had alternative financing (Q5 = No, a different home)					
Q21: When you left the home where you had your past [alternative arrangement], what happened to the money you had paid toward owning the home?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	X	X	X	X	6%
I got back all of what I paid, plus an extra amount	X	X	X	X	29%
I got back all of what I paid, and no extra	X	X	X	X	7%
I got back some of what I paid	X	X	X	X	13%
I got back none of what I paid	X	X	X	X	34%
I owed more money	X	X	X	X	11%
Observations	119	72	53	64	308

Sample: Respondents with past alternative financing (a year is selected for Q4)					
Q22: Which of the following best describes how you are currently paying for your housing?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	-	-	X	X	*
I pay rent to a landlord,	14%	11%	X	X	17%

roommate, or family member					
I live rent free	5%	3%	X	X	4%
Mortgage	27%	20%	X	X	27%
I own my home with no debt	55%	66%	X	X	53%
Observations	276	166	89	108	639

Note: The order of the response options was randomized for each respondent.

Sample: All respondents					
Q23: Did you ever contact a lawyer or legal aid for a problem related to your [alternative arrangement]?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	-	*	-	*
Yes	6%	9%	13%	3%	7%
No	89%	88%	80%	97%	88%
Don't know	4%	4%	7%	-	4%
Observations	654	282	193	155	1,284

Note: After reviewing write-in responses to Q24, the research team determined that 58 respondents who answered “Yes” for Q23 had not contacted legal aid because of a problem related to their alternative arrangement. As such, the research team has recategorized those 58 respondents’ “Yes” responses to Q23 and has included them in topline findings as having answered “No.”

Sample: Respondents who contacted a lawyer or legal aid (Q23 = Yes)					
Q24: What problem(s) did you contact a lawyer or legal aid about?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[Text box]	X	X	X	X	39%
[REFUSED]	X	X	X	X	61%
Observations	42	24	21	6	93

Sample: All respondents	
Q25: Overall, how would you rate your experience with your [alternative arrangement]?	

	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	1%	1%	1%	-	1%
Extremely positive	46%	50%	28%	38%	43%
Somewhat positive	36%	37%	44%	37%	38%
A little positive	10%	10%	15%	20%	12%
Not at all positive	7%	3%	12%	5%	6%
Observations	654	282	193	155	1,284

Sample: All respondents					
Q26: Given your experiences and what you know now, would you use a [alternative arrangement] again?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	2%	*	1%	-	1%
Yes	56%	66%	53%	57%	58%
No	12%	13%	23%	21%	15%
Don't know	30%	21%	23%	22%	26%
Observations	654	282	193	155	1,284

Sample: All respondents					
Q27: Would you recommend a [alternative arrangement] to a friend or family member looking to buy a home?					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	1%	*	4%	-	1%
Yes	52%	60%	50%	57%	54%
No	12%	14%	20%	18%	14%
Don't know	35%	26%	26%	24%	30%
Observations	654	282	193	155	1,284

F. Housing Assistance

Sample: Respondents with current alternative financing (Q4 = still making payments) or who ended their alternative arrangement between 2020 and 2022 (Q4 = 2020-2022)

Display_last. The last two questions are about financial assistance to make housing payments. Financial assistance may include forbearance or paused payment options from your seller/landlord, COVID-19 homeowner or renter relief funds, or other programs for housing aid.

Sample: Respondents with current alternative financing (Q4 = still making payments) or who ended their alternative arrangement between 2020 and 2022 (Q4 = 2020-2022)

Q28: Have you APPLIED for financial assistance in the last 2 years to make payments for your [alternative arrangement]?

	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	*	X	X	X	1%
Yes	6%	X	X	X	8%
No	93%	X	X	X	91%
Observations	419	132	120	62	733

Sample: Respondents who applied for financial assistance (Q28 = Yes)

Q29: Have you RECEIVED financial assistance in the last 2 years to make payments for your [alternative arrangement]?

	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
[REFUSED]	X	X	X	X	5%
Yes	X	X	X	X	64%
No	X	X	X	X	31%
Observations	28	7	17	3	55

G. Demographics

Respondent's Age

	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
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18-24	3%	4%	13%	4%	5%
25-34	19%	9%	21%	6%	15%
35-44	22%	16%	31%	13%	21%
45-54	18%	13%	13%	13%	16%
55-64	18%	17%	11%	32%	18%
65-74	13%	23%	11%	22%	16%
75+	7%	19%	1%	9%	9%
Observations	654	282	193	155	1,284

Respondent's Educational Attainment					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
No high school diploma	6%	11%	17%	7%	9%
High school graduate	26%	30%	30%	38%	29%
Some college or associate's degree	27%	33%	32%	38%	31%
Bachelor's degree	22%	17%	11%	9%	18%
Master's degree or higher	19%	9%	9%	7%	14%
Observations	654	282	193	155	1,284

Respondent's Race/Ethnicity					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
White, non-Hispanic	63%	69%	32%	76%	61%
Black, non-Hispanic	11%	15%	33%	5%	15%
Other, non-Hispanic	7%	1%	9%	2%	6%
Hispanic	17%	13%	24%	15%	17%
2+ races, non-Hispanic	1%	2%	2%	2%	2%
Observations	654	282	193	155	1,284

Respondent's Gender					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
Male	49%	50%	45%	46%	48%
Female	51%	50%	55%	54%	52%
Observations	654	282	193	155	1,284

Respondent's Household Income					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
Less than \$10,000	1%	7%	12%	1%	4%
\$10,000 to \$24,999	8%	10%	10%	19%	10%
\$25,000 to \$49,999	16%	18%	26%	20%	19%
\$50,000 to \$74,999	19%	23%	18%	16%	19%
\$75,000 to \$99,999	15%	15%	10%	15%	14%
\$100,000 to \$149,999	19%	13%	12%	15%	16%
\$150,000 or more	22%	14%	12%	15%	18%
Observations	654	282	193	155	1,284

Respondent's Marital Status					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
Now married	67%	60%	48%	61%	62%
Widowed	3%	9%	2%	5%	5%
Divorced	11%	17%	13%	20%	14%
Separated	2%	*	2%	3%	2%
Never married	16%	14%	35%	12%	18%

Observations	654	282	193	155	1,284
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Respondent's MSA Status					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
Non-Metro	18%	25%	12%	26%	19%
Metro	82%	75%	88%	74%	81%
Observations	654	282	193	155	1,284

Respondent's Region					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
Northeast	15%	10%	17%	11%	14%
Midwest	23%	29%	17%	23%	23%
South	38%	40%	48%	47%	41%
West	24%	21%	18%	19%	22%
Observations	654	282	193	155	1,284

Respondent's Household Size					
	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
1	14%	18%	13%	21%	15%
2	33%	44%	31%	45%	37%
3	20%	18%	21%	11%	18%
4	19%	12%	16%	12%	16%
5	10%	4%	7%	7%	8%
6+	5%	5%	11%	5%	6%
Observations	654	282	193	155	1,284

Respondent's Homeownership Status					
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	Seller-financed mortgage	Land contract	Lease-purchase	Home-only loan	All alternative financing
Owned	88%	87%	41%	93%	81%
Rented for cash	10%	12%	59%	6%	18%
Occupied without payment of rent	2%	1%	-	1%	1%
Observations	654	282	193	155	1,284