

TABLE 44

SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES (Three Month Moving Averages)

Response to the query: "Why do you say so?" following the question on Table 43.

May add to more than 100% due to multiple mentions.

		GOOD TIME TO SELL						BAD TIME TO SELL				
		Prices High	Prices	Interest	Sell in	Times		Interest	Can't			
		Good Sales	Won't Go	Rate	Advance	Good	Make	Prices	Rates High;	Afford	Uncertain	Lose
<u>Date of Survey</u>		<u>Available</u>	<u>Up</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>Money</u>	<u>Low</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>	<u>Money</u>
January	1993	11	3	17	2	8	2	42	4	18	4	15
February	1993	9	3	17	1	12	1	39	5	20	4	16
March	1993	9	2	18	1	14	1	39	5	21	5	18
April	1993	11	2	21	1	17	1	36	5	18	5	17
May	1993	14	3	22	1	16	2	31	5	15	5	15
June	1993	13	2	20	1	17	2	34	5	14	6	14
July	1993	11	2	21	1	19	2	35	6	16	6	13
August	1993	9	1	22	0	19	1	39	8	17	7	13
September	1993	10	1	27	0	18	2	37	9	18	5	16
October	1993	11	1	27	1	18	2	35	9	16	5	16
November	1993	10	1	31	1	21	2	32	7	14	3	16
December	1993	11	1	32	1	25	2	27	5	12	4	13
January	1994	11	1	36	0	27	2	25	4	12	4	12
February	1994	11	2	32	1	26	1	26	4	12	4	12
March	1994	11	2	32	1	24	2	26	7	9	3	12
April	1994	11	2	29	2	24	3	26	7	11	3	8
May	1994	11	2	30	3	24	3	24	8	11	3	6
June	1994	11	2	26	3	25	3	20	7	14	3	5
July	1994	12	2	23	3	25	3	22	7	11	2	7
August	1994	13	2	21	3	24	4	24	5	11	2	9
September	1994	13	1	20	4	26	2	27	5	11	2	9
October	1994	11	1	21	5	25	3	26	7	12	3	10
November	1994	11	1	18	6	25	4	26	9	13	3	9
December	1994	12	1	16	5	21	5	28	10	15	3	9
January	1995	12	2	13	5	18	4	26	11	16	3	8
February	1995	10	2	12	6	19	3	28	12	14	3	8
March	1995	9	3	14	5	18	3	25	16	13	3	10
April	1995	8	2	13	5	20	2	28	17	12	3	9
May	1995	11	2	15	3	18	3	24	15	13	3	10
June	1995	14	2	17	3	22	3	22	10	11	2	8
July	1995	15	2	22	2	22	2	22	8	12	2	9
August	1995	13	2	21	2	25	2	24	7	8	2	11
September	1995	10	2	18	2	25	3	26	8	9	3	14
October	1995	10	2	16	2	25	3	25	6	9	3	12
November	1995	10	2	16	2	22	3	26	4	11	3	11
December	1995	10	1	20	1	20	5	25	3	11	2	9
January	1996	9	1	20	1	17	5	27	4	11	2	9
February	1996	9	1	21	1	16	5	24	5	11	3	9
March	1996	9	1	19	1	19	3	24	6	11	3	10
April	1996	7	0	23	2	22	2	24	5	11	2	8
May	1996	7	1	24	2	22	2	26	7	10	1	8
June	1996	10	2	24	1	22	2	26	6	9	1	8
July	1996	13	2	21	1	24	3	26	6	8	1	10
August	1996	13	1	20	1	28	3	23	5	7	0	8

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**SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES
(Three Month Moving Averages)**

		GOOD TIME TO SELL						BAD TIME TO SELL				
		Prices High	Prices	Interest	Sell in	Times		Interest	Can't			
		Good Sales	Won't Go	Rate	Advance	Good	Make	Prices	Rates High;	Afford	Uncertain	Lose
<u>Date of Survey</u>		<u>Available</u>	<u>Up</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>Money</u>	<u>Low</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>	<u>Money</u>
September 1996		11	1	19	2	25	3	22	6	8	0	7
October 1996		10	1	19	2	21	3	20	7	11	0	5
November 1996		10	1	17	2	17	4	23	7	13	0	8
December 1996		10	2	16	3	20	4	23	5	13	1	7
January 1997		10	1	13	2	21	5	24	4	11	1	7
February 1997		9	1	13	2	24	5	23	4	12	2	5
March 1997		8	0	14	1	23	5	22	4	12	2	6
April 1997		8	0	15	1	27	4	20	5	11	2	5
May 1997		8	1	16	1	27	4	20	4	8	2	4
June 1997		9	1	16	1	27	5	21	5	6	2	3
July 1997		9	1	15	1	27	5	20	3	5	1	2
August 1997		10	0	13	2	26	6	21	3	5	0	2
September 1997		9	0	12	2	27	5	20	1	5	0	2
October 1997		10	0	13	2	23	4	22	2	6	1	2
November 1997		9	0	12	2	25	3	20	4	4	1	1
December 1997		9	0	12	1	22	3	20	3	4	0	2
January 1998		8	0	13	1	25	3	16	4	3	0	2
February 1998		10	1	19	1	22	3	16	2	3	0	2
March 1998		9	0	26	1	24	4	13	3	3	0	3
April 1998		9	0	25	0	19	4	12	3	3	0	3
May 1998		9	0	25	0	19	3	9	4	3	0	4
June 1998		11	0	20	0	20	2	12	4	3	0	3
July 1998		14	0	23	0	25	2	12	3	3	0	3
August 1998		14	0	21	0	28	2	13	2	3	0	2
September 1998		15	1	22	1	25	2	12	2	4	0	2
October 1998		15	1	24	0	23	1	14	2	4	0	2
November 1998		13	1	26	0	22	2	14	3	4	0	2
December 1998		10	0	28	0	21	3	14	4	3	1	2
January 1999		8	0	25	0	20	3	13	4	3	2	2
February 1999		9	0	26	1	19	2	12	4	2	3	2
March 1999		12	1	26	1	20	2	12	3	2	2	2
April 1999		12	1	26	1	24	3	14	2	1	1	1
May 1999		13	1	24	1	26	4	13	2	2	0	1
June 1999		12	1	22	1	26	5	13	3	3	0	2
July 1999		15	1	20	1	25	4	11	6	3	0	3
August 1999		17	0	17	1	24	4	11	7	2	1	2
September 1999		21	0	16	2	24	2	9	7	4	1	2
October 1999		21	1	13	2	23	3	9	5	4	2	1
November 1999		19	0	13	1	19	2	14	4	6	2	2
December 1999		15	0	13	1	19	2	15	4	4	2	2
January 2000		12	0	14	1	18	4	15	4	5	2	2
February 2000		13	0	16	1	22	5	10	6	6	2	1
March 2000		16	0	13	1	23	4	11	6	6	3	0
April 2000		16	0	13	1	24	2	12	7	6	1	1
May 2000		19	0	10	2	24	1	11	8	5	1	1
June 2000		18	0	12	2	25	3	8	9	3	0	2
July 2000		20	0	11	2	25	4	6	11	2	0	1
August 2000		19	0	10	1	24	6	7	11	3	0	1

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(Three Month Moving Averages)**

Date of Survey		GOOD TIME TO SELL						BAD TIME TO SELL				
		Prices High	Prices	Interest	Sell in	Times	Make	Prices	Interest	Can't	Uncertain	Lose
		Good Sales	Won't Go	Rate	Advance	Good			Rates High;	Afford		
		Available	Up	Low	Rising Rates	Prosperity	Money	Low	Credit Tight	To Buy	Future	Money
September	2000	18	0	8	2	23	5	9	11	6	0	0
October	2000	20	0	7	2	23	4	9	7	9	1	1
November	2000	20	0	8	3	23	2	8	7	7	0	0
December	2000	21	0	8	2	21	3	8	5	6	0	0
January	2001	17	1	12	2	20	3	8	6	6	0	1
February	2001	16	1	14	0	20	4	9	5	7	1	1
March	2001	14	1	20	0	18	4	7	6	10	3	2
April	2001	13	1	23	0	13	4	9	5	12	4	2
May	2001	12	2	27	1	9	4	11	6	10	4	1
June	2001	15	2	27	1	8	3	15	4	8	2	1
July	2001	19	2	24	0	9	5	15	5	6	1	1
August	2001	22	1	22	0	10	5	15	3	9	1	2
September	2001	20	0	19	0	11	5	15	3	9	3	2
October	2001	13	0	21	0	8	2	16	4	11	8	2
November	2001	8	0	21	0	6	1	18	6	14	13	2
December	2001	7	1	27	0	3	1	20	7	17	12	1
January	2002	6	1	28	0	4	1	22	7	18	6	1
February	2002	8	1	29	0	4	2	21	7	21	2	1
March	2002	8	0	25	0	5	1	21	5	21	3	1
April	2002	9	0	22	1	5	2	18	4	21	5	0
May	2002	10	0	21	2	6	1	18	3	19	5	1
June	2002	13	0	21	2	6	1	17	4	19	4	1
July	2002	15	1	23	1	6	1	19	2	17	4	1
August	2002	14	1	19	0	8	2	21	3	14	4	6
September	2002	13	1	19	1	7	4	23	2	12	5	6
October	2002	12	0	16	0	7	3	20	2	17	4	6
November	2002	11	0	18	0	6	4	17	2	19	4	0
December	2002	12	0	20	0	8	1	18	4	19	1	1
January	2003	12	0	24	1	8	1	17	4	16	2	2
February	2003	15	0	26	1	8	1	15	3	17	3	3
March	2003	12	0	27	0	6	1	15	3	17	6	3
April	2003	11	0	27	0	5	2	18	4	16	7	3
May	2003	8	0	28	1	5	4	19	4	15	7	2
June	2003	10	1	26	1	7	5	20	6	16	3	2
July	2003	14	1	25	0	10	4	16	6	15	1	2
August	2003	15	1	25	0	12	4	18	8	14	1	2
September	2003	15	1	28	1	11	5	15	7	11	2	3
October	2003	14	1	31	1	9	5	15	6	12	2	3
November	2003	16	1	29	1	8	4	13	5	12	2	4
December	2003	16	1	26	1	9	4	13	5	13	2	3
January	2004	15	1	27	1	11	4	13	5	12	2	2
February	2004	15	1	27	1	11	4	16	5	9	1	1
March	2004	18	1	28	0	11	3	16	6	11	1	1
April	2004	19	1	28	0	12	3	19	5	9	1	1
May	2004	21	1	27	1	12	3	13	5	11	3	1
June	2004	21	1	24	2	12	4	11	2	11	4	1
July	2004	22	2	21	3	12	5	11	4	11	4	1
August	2004	20	1	26	2	12	5	14	3	10	2	1

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Date of Survey		GOOD TIME TO SELL						BAD TIME TO SELL				
		Prices High	Prices	Interest	Sell in	Times	Make	Interest		Can't	Uncertain	Lose
		Good Sales	Won't Go	Rate	Advance	Good		Prices	Rates High;	Afford		
		Available	Up	Low	Rising Rates	Prosperity	Money	Low	Credit Tight	To Buy	Future	Money
September	2004	20	1	25	1	11	6	15	6	9	2	1
October	2004	21	0	22	1	9	6	16	3	9	2	1
November	2004	23	1	21	2	9	7	17	4	11	2	1
December	2004	20	1	20	2	11	7	19	3	13	1	0
January	2005	19	1	22	3	11	5	15	6	13	1	0
February	2005	18	1	19	2	14	6	13	5	10	2	0
March	2005	20	3	19	2	13	6	10	5	10	1	0
April	2005	20	3	17	2	13	10	10	3	9	1	0
May	2005	21	4	19	2	11	10	10	5	10	1	0
June	2005	22	2	20	1	11	11	13	5	7	1	2
July	2005	23	3	20	1	11	8	15	4	9	0	2
August	2005	25	2	17	2	10	10	16	2	7	0	2
September	2005	25	2	23	3	11	7	12	1	10	0	0
October	2005	24	3	22	5	10	10	10	2	12	0	1
November	2005	23	4	22	5	8	9	9	3	15	0	1
December	2005	22	4	15	4	7	10	10	5	16	0	2
January	2006	20	4	14	4	9	7	14	5	12	1	1
February	2006	20	2	11	4	15	6	13	6	9	1	1
March	2006	22	3	11	5	15	8	14	8	6	1	0
April	2006	22	4	11	4	13	12	10	8	9	0	0
May	2006	18	5	11	4	9	15	9	8	11	0	1
June	2006	16	6	9	3	9	14	12	6	13	1	1
July	2006	18	5	7	2	8	11	16	6	11	2	2
August	2006	18	5	5	2	8	6	22	5	14	3	3
September	2006	19	3	4	2	8	4	24	10	14	2	4
October	2006	16	6	6	1	9	5	28	8	17	2	4
November	2006	15	5	6	1	8	9	33	10	15	0	3
December	2006	11	4	9	1	7	7	38	6	14	0	3
January	2007	9	2	8	1	7	5	41	7	13	0	4
February	2007	7	2	10	1	9	3	39	6	12	0	5
March	2007	8	3	10	1	9	6	35	8	11	1	6
April	2007	8	4	9	1	9	6	37	7	10	1	4
May	2007	8	5	6	1	8	5	39	6	11	1	6
June	2007	6	5	4	1	6	6	42	5	15	0	5
July	2007	6	3	6	1	4	6	37	5	19	1	5
August	2007	9	3	6	1	4	6	38	8	16	3	4
September	2007	9	3	5	1	5	2	37	13	16	4	3
October	2007	7	2	3	1	8	1	46	17	12	4	8
November	2007	5	1	1	0	5	1	48	15	18	1	9
December	2007	3	2	3	0	4	2	50	13	21	1	9
January	2008	5	2	3	0	1	2	48	11	28	1	6
February	2008	3	1	3	0	1	2	50	12	30	4	7
March	2008	2	0	1	0	1	0	57	12	30	4	8
April	2008	1	1	2	0	1	1	58	12	28	4	10
May	2008	3	1	2	0	1	1	58	11	28	4	8
June	2008	3	1	3	0	1	1	57	8	32	5	8
July	2008	2	0	1	0	1	1	59	7	32	6	8
August	2008	1	0	1	1	2	1	61	9	30	4	13

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(Three Month Moving Averages)**

Date of Survey		GOOD TIME TO SELL						BAD TIME TO SELL				
		Prices High	Prices	Interest	Sell in	Times	Make	Prices	Interest	Can't	Uncertain	Lose
		Good Sales	Won't Go	Rate	Advance	Good			Rates High;	Afford		
		<u>Available</u>	<u>Up</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>Money</u>	<u>Low</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>	<u>Money</u>
September	2008	1	0	0	1	1	1	61	11	29	2	14
October	2008	0	0	0	1	2	0	60	14	29	5	15
November	2008	0	0	0	0	2	0	61	15	31	9	13
December	2008	0	0	1	1	2	0	58	15	31	10	15
January	2009	1	0	1	1	1	0	61	11	32	6	16
February	2009	1	0	2	1	2	0	64	7	28	3	19
March	2009	1	1	1	0	2	0	70	8	29	4	19
April	2009	0	1	2	0	2	0	68	8	30	4	16
May	2009	0	1	1	0	2	0	60	11	37	4	15
June	2009	0	0	1	0	2	0	58	10	37	3	11
July	2009	0	1	0	0	2	0	58	10	31	5	15
August	2009	1	1	0	0	1	0	64	7	28	5	16
September	2009	1	2	0	0	2	0	66	6	27	3	20
October	2009	1	1	0	0	1	0	63	8	32	2	19
November	2009	1	1	0	0	1	0	66	9	31	3	19
December	2009	1	0	0	0	0	0	62	11	27	5	21
January	2010	1	0	0	0	1	0	67	7	23	4	23
February	2010	1	1	0	0	1	0	60	5	25	3	22
March	2010	1	1	0	0	3	1	64	3	29	2	21
April	2010	1	2	2	0	2	2	63	6	33	4	19
May	2010	0	2	3	0	3	2	66	7	27	6	17
June	2010	1	2	4	0	4	2	59	8	25	5	17
July	2010	2	1	5	0	7	1	57	6	20	4	20
August	2010	2	0	5	0	7	1	54	6	26	2	19
September	2010	1	0	4	0	6	0	57	6	27	3	21
October	2010	1	0	2	0	3	0	59	7	31	2	15
November	2010	1	0	4	0	3	0	64	11	27	2	18
December	2010	2	0	3	0	2	1	64	11	31	3	14
January	2011	2	0	3	0	2	1	58	12	32	5	18
February	2011	2	0	0	0	1	1	60	7	32	5	18
March	2011	1	0	0	0	2	0	65	6	24	4	22
April	2011	1	0	2	0	3	0	73	7	25	2	18
May	2011	1	1	3	1	3	0	68	6	30	1	11
June	2011	3	1	4	1	3	0	56	6	33	1	11
July	2011	2	1	2	1	2	0	54	5	31	1	13
August	2011	2	0	2	1	3	0	57	6	24	0	22
September	2011	2	0	1	1	3	0	66	6	24	0	23
October	2011	2	0	2	1	4	0	67	8	25	1	29
November	2011	2	1	1	0	2	1	66	9	30	3	26
December	2011	1	1	4	0	4	1	60	11	28	3	21
January	2012	1	1	3	0	3	1	62	9	29	5	15
February	2012	2	0	3	0	5	0	61	12	30	3	15
March	2012	1	0	0	0	2	0	67	10	32	5	16
April	2012	3	0	0	0	5	1	65	8	27	3	23
May	2012	3	0	1	0	6	2	67	4	20	3	23
June	2012	3	1	4	0	11	2	65	6	19	1	20
July	2012	2	1	5	0	9	1	64	5	24	1	18
August	2012	1	1	6	0	8	0	62	6	27	1	17

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(Three Month Moving Averages)**

Date of Survey		GOOD TIME TO SELL						BAD TIME TO SELL				
		Prices High	Prices	Interest	Sell in	Times	Make	Interest		Can't	Uncertain	Lose
		Good Sales	Won't Go	Rate	Advance	Good		Prices	Rates High;	Afford		
		Available	Up	Low	Rising Rates	Prosperity	Money	Low	Credit Tight	To Buy	Future	Money
September	2012	3	1	3	1	6	0	61	5	28	3	22
October	2012	2	2	3	1	7	1	60	5	27	3	19
November	2012	4	2	3	1	8	1	57	4	24	4	20
December	2012	2	1	4	0	7	1	60	4	23	4	22
January	2013	2	1	4	0	9	0	62	3	19	3	20
February	2013	3	1	3	1	7	0	61	5	21	2	18
March	2013	4	2	3	1	9	0	60	2	19	2	15
April	2013	6	1	4	1	8	1	53	6	20	2	16
May	2013	6	1	6	1	9	1	53	4	20	2	14
June	2013	8	0	6	1	10	1	52	4	20	1	11
July	2013	8	0	9	1	10	2	56	2	18	2	12
August	2013	9	1	10	1	14	3	50	4	15	2	10
September	2013	9	1	11	1	15	3	44	5	15	2	11
October	2013	8	2	9	1	15	2	43	5	18	2	10
November	2013	8	1	6	1	15	1	47	4	23	4	10
December	2013	9	1	6	0	13	1	46	4	24	4	10
January	2014	10	0	7	0	14	2	46	3	26	3	7
February	2014	10	0	11	1	11	4	41	2	24	3	8
March	2014	10	0	10	1	13	4	40	3	23	2	6
April	2014	13	0	9	1	12	3	34	5	21	2	8
May	2014	14	1	6	1	14	1	37	4	20	2	7
June	2014	16	2	4	1	15	1	37	3	19	2	8
July	2014	16	3	4	2	18	2	39	2	19	2	8
August	2014	16	2	4	1	19	3	38	4	17	2	8
September	2014	14	1	4	1	20	4	41	4	15	3	9
October	2014	13	1	5	0	17	4	42	4	16	4	7
November	2014	14	0	5	0	17	4	42	3	17	3	7
December	2014	16	0	5	0	16	3	40	2	18	3	7
January	2015	17	1	5	1	21	5	39	1	14	1	8
February	2015	21	1	7	1	25	5	38	3	11	1	8
March	2015	19	2	8	1	24	7	37	3	12	1	8
April	2015	21	2	7	1	22	5	33	3	11	2	7
May	2015	18	2	5	2	20	4	34	1	12	2	5
June	2015	18	2	6	2	23	4	28	0	12	2	6
July	2015	17	2	5	1	21	4	28	1	13	2	6
August	2015	21	2	8	1	21	5	25	2	12	1	8
September	2015	21	2	7	1	20	5	31	2	9	1	7
October	2015	21	2	8	1	23	5	30	3	7	3	6
November	2015	18	2	5	0	25	4	30	3	9	3	6
December	2015	18	2	6	0	24	3	29	3	14	2	6
January	2016	18	3	7	0	22	3	28	5	18	1	7
February	2016	19	3	9	1	21	2	29	5	19	2	6
March	2016	21	2	8	1	23	4	31	4	15	3	6
April	2016	21	2	7	1	23	4	31	3	12	3	5
May	2016	20	3	7	0	25	5	30	2	12	3	4
June	2016	21	3	8	0	23	6	26	2	13	2	3
July	2016	23	3	9	0	22	5	28	1	12	2	3
August	2016	22	1	9	0	24	5	27	1	10	2	2

TABLE 44

**SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES
(Three Month Moving Averages)**

		GOOD TIME TO SELL						BAD TIME TO SELL				
		Prices High	Prices	Interest	Sell in	Times		Interest	Can't			
		Good Sales	Won't Go	Rate	Advance	Good	Make	Prices	Rates High;	Afford	Uncertain	Lose
<u>Date of Survey</u>		<u>Available</u>	<u>Up</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosperity</u>	<u>Money</u>	<u>Low</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>	<u>Money</u>
September	2016	23	2	9	0	24	5	26	2	11	1	3
October	2016	22	3	8	1	23	5	25	2	10	1	5
November	2016	23	3	8	1	21	5	26	3	12	2	5
December	2016	21	2	7	1	21	6	26	2	11	2	4
January	2017	22	2	6	1	23	6	22	2	14	4	2
February	2017	23	3	5	2	25	6	20	3	12	3	2
March	2017	24	3	5	2	27	6	18	3	11	3	3
April	2017	27	3	6	3	25	7	18	2	9	2	3
May	2017	29	3	6	3	25	7	17	1	9	3	3
June	2017	30	3	5	2	22	6	21	2	10	3	3
July	2017	30	4	4	2	24	5	22	2	9	5	3
August	2017	29	2	5	1	22	5	25	1	9	5	4
September	2017	29	3	4	1	23	7	22	1	8	5	3
October	2017	28	3	5	1	23	7	22	1	9	4	3
November	2017	28	4	5	1	25	6	21	1	8	2	2
December	2017	29	4	6	1	26	4	22	2	9	1	1
January	2018	29	4	6	1	27	4	20	1	8	1	2
February	2018	31	4	6	1	24	6	20	2	8	1	2