

EDUCATION COLLEGE DEGREE

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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	12	4	15	1	7	2	52	6	13	5	19
February	1993	11	3	17	1	12	2	51	5	13	5	17
March	1993	10	2	19	0	16	1	49	5	13	5	18
April	1993	11	3	22	0	18	1	47	4	11	4	19
May	1993	13	3	23	1	18	1	45	4	9	3	20
June	1993	13	3	23	1	16	2	46	6	8	5	18
July	1993	13	2	22	1	15	2	48	7	9	6	15
August	1993	14	2	23	1	16	1	48	7	9	6	13
September	1993	15	1	28	1	16	3	45	6	10	3	16
October	1993	14	1	30	1	18	3	45	7	9	2	16
November	1993	12	1	32	0	20	4	42	6	10	2	16
December	1993	10	1	32	0	24	3	40	6	11	2	14
January	1994	13	2	32	0	25	3	38	4	8	2	14
February	1994	12	2	30	1	23	2	40	4	8	2	13
March	1994	14	2	30	2	20	3	40	6	7	2	11
April	1994	13	3	30	4	20	4	37	6	9	2	8
May	1994	15	4	31	6	23	3	32	6	7	2	7
June	1994	16	3	29	7	25	3	30	5	9	2	7
July	1994	17	4	28	6	25	2	29	5	7	2	8
August	1994	17	3	26	5	24	3	29	6	7	2	8
September	1994	16	3	25	6	24	3	29	7	7	2	8
October	1994	15	2	25	5	22	4	28	8	7	3	10
November	1994	16	2	22	6	21	3	30	10	8	3	10
December	1994	16	2	20	6	18	4	29	12	11	3	9
January	1995	15	2	16	7	18	4	28	15	12	3	7
February	1995	13	2	14	8	19	4	25	17	13	3	8
March	1995	11	3	14	8	20	4	25	18	11	3	8
April	1995	11	3	14	7	21	3	28	18	10	4	9
May	1995	13	3	15	6	19	3	32	16	10	4	8
June	1995	16	2	17	4	17	3	32	13	10	3	10
July	1995	16	2	22	3	19	3	32	9	10	2	10
August	1995	16	2	24	2	24	3	30	5	9	2	11
September	1995	14	3	25	1	26	3	29	5	9	1	11
October	1995	16	2	26	1	24	3	28	3	9	1	11
November	1995	17	3	25	1	19	2	31	3	9	1	9
December	1995	16	2	24	0	19	2	33	3	7	1	9
January	1996	14	1	24	1	17	2	33	4	8	1	7
February	1996	13	1	27	1	16	2	29	5	8	2	8
March	1996	13	1	31	2	17	2	30	5	8	3	9
April	1996	13	0	32	2	19	3	30	5	6	3	8
May	1996	12	1	32	2	22	3	28	5	4	2	8
June	1996	15	0	27	2	22	3	27	4	5	1	7
July	1996	14	1	25	3	24	2	29	4	5	1	8
August	1996	16	1	22	3	23	3	30	4	9	1	8

TABLE 44

**SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES
(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	1996	14	1	23	3	21	2	28	5	9	1	7
October	1996	16	1	23	3	17	2	24	6	10	1	7
November	1996	15	2	24	3	16	2	23	5	7	1	8
December	1996	13	1	21	2	18	2	27	5	6	1	8
January	1997	12	1	20	1	20	3	29	4	5	1	8
February	1997	12	1	19	1	25	3	31	3	7	1	5
March	1997	12	1	20	1	26	5	30	3	8	1	5
April	1997	14	1	19	2	27	4	28	4	7	1	5
May	1997	12	0	19	3	26	5	26	3	5	1	4
June	1997	12	0	20	3	26	5	23	3	5	1	4
July	1997	10	1	20	2	29	5	21	1	4	1	4
August	1997	10	1	17	1	30	5	21	2	4	0	4
September	1997	11	1	15	2	30	4	20	2	3	0	3
October	1997	12	0	16	1	26	4	22	1	4	0	3
November	1997	12	0	17	1	27	3	22	1	3	1	3
December	1997	11	1	18	0	24	3	23	2	3	1	3
January	1998	10	1	22	0	25	2	19	3	3	1	3
February	1998	13	1	27	0	23	3	17	2	2	1	3
March	1998	12	0	31	0	27	4	14	2	2	0	2
April	1998	11	0	31	0	24	4	13	2	2	0	4
May	1998	10	1	31	0	23	4	13	3	1	0	4
June	1998	14	0	29	0	22	3	12	2	1	0	4
July	1998	18	0	31	0	25	3	12	2	1	0	3
August	1998	22	0	30	0	29	2	11	2	1	0	2
September	1998	20	1	29	0	27	3	11	2	1	1	2
October	1998	19	2	31	0	24	3	14	2	1	1	1
November	1998	19	2	33	0	20	5	14	3	1	1	2
December	1998	17	2	35	0	16	5	14	3	2	1	2
January	1999	16	1	32	0	17	5	13	3	1	1	3
February	1999	16	0	32	1	20	3	14	2	1	1	3
March	1999	19	0	34	1	24	3	13	1	1	1	2
April	1999	21	1	32	1	27	3	11	1	1	0	1
May	1999	22	1	32	1	29	4	9	1	1	1	1
June	1999	20	1	27	1	28	4	10	2	1	1	1
July	1999	22	1	26	1	25	3	11	3	1	1	2
August	1999	23	1	22	2	24	2	12	5	2	2	1
September	1999	29	1	21	2	24	3	9	5	1	2	2
October	1999	28	1	19	4	26	3	8	6	2	2	2
November	1999	29	1	17	3	25	4	9	4	2	2	1
December	1999	23	1	16	2	26	4	11	4	2	1	2
January	2000	22	1	16	1	26	5	12	4	1	1	1
February	2000	23	1	16	2	27	5	10	4	1	1	1
March	2000	25	0	15	3	27	4	9	5	2	1	0
April	2000	26	1	15	4	29	4	8	5	2	0	0
May	2000	25	0	14	4	29	4	7	6	2	0	1
June	2000	27	1	13	5	27	4	7	6	2	1	1
July	2000	29	1	11	5	26	3	6	7	2	1	1
August	2000	32	1	9	3	23	5	7	8	2	1	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	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	2000	29	1	12	3	25	5	7	7	2	0	1
October	2000	29	1	12	2	24	5	9	7	3	0	2
November	2000	25	1	16	3	26	3	7	6	4	0	1
December	2000	26	1	13	2	22	3	8	6	4	1	1
January	2001	24	1	16	2	20	4	6	6	5	2	1
February	2001	23	2	19	1	16	4	9	5	5	2	2
March	2001	21	2	28	1	16	4	8	4	5	3	2
April	2001	19	2	32	1	13	3	11	5	6	4	2
May	2001	20	2	33	1	11	4	13	5	6	4	2
June	2001	21	2	31	0	9	5	16	5	6	3	2
July	2001	26	2	27	0	9	6	15	3	6	3	2
August	2001	29	1	24	0	9	7	16	2	7	2	2
September	2001	26	1	24	0	10	6	17	2	8	5	1
October	2001	20	2	25	0	8	4	18	3	10	9	1
November	2001	12	2	27	0	6	2	21	4	11	12	1
December	2001	11	2	30	0	4	2	23	5	13	11	2
January	2002	11	2	29	0	4	2	26	5	14	7	1
February	2002	13	1	28	0	4	3	26	5	16	6	1
March	2002	15	1	27	0	7	2	24	4	15	4	1
April	2002	13	1	29	1	7	3	22	4	13	4	1
May	2002	14	1	31	2	7	2	20	3	12	2	1
June	2002	18	1	30	2	8	2	20	3	9	4	1
July	2002	22	2	29	1	8	2	19	2	9	4	1
August	2002	24	2	25	1	9	2	19	3	7	4	2
September	2002	22	2	28	0	8	3	18	3	9	3	2
October	2002	21	2	29	0	7	5	17	4	11	3	3
November	2002	20	2	34	0	6	5	15	3	11	3	1
December	2002	22	3	31	0	6	5	15	3	10	3	1
January	2003	22	2	32	0	6	5	16	2	9	4	1
February	2003	24	2	31	1	6	3	17	2	9	5	1
March	2003	22	2	32	1	5	4	15	2	12	7	1
April	2003	22	1	31	1	6	5	15	3	11	7	2
May	2003	20	1	34	0	5	6	15	3	11	5	2
June	2003	20	0	34	1	6	6	16	4	11	3	2
July	2003	21	1	35	0	6	5	17	4	10	2	2
August	2003	23	1	34	1	7	5	17	4	8	2	2
September	2003	23	1	35	1	7	6	15	4	6	2	2
October	2003	24	2	35	2	8	6	14	3	6	2	1
November	2003	23	1	36	1	9	5	13	3	6	2	1
December	2003	23	2	36	2	10	6	13	3	7	1	1
January	2004	23	2	36	1	13	6	12	3	6	1	2
February	2004	24	3	35	1	13	7	12	2	5	2	1
March	2004	27	3	35	1	12	8	12	1	4	1	1
April	2004	27	2	35	1	11	8	15	2	5	1	0
May	2004	31	2	35	3	10	7	12	3	5	1	1
June	2004	33	2	34	4	10	7	11	3	4	2	1
July	2004	35	3	34	5	9	7	9	3	4	2	1
August	2004	31	4	33	4	11	8	11	3	4	1	0

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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		
		<u>Available</u>	<u>Up</u>	<u>Low</u>	<u>Rising Rates</u>	<u>Prosperity</u>		<u>Low</u>	<u>Credit Tight</u>	<u>To Buy</u>	<u>Future</u>	<u>Money</u>
September	2004	29	3	32	4	11	8	12	3	4	1	0
October	2004	27	3	32	3	11	9	13	3	4	1	0
November	2004	33	3	28	3	10	10	11	3	4	1	0
December	2004	32	3	28	3	11	11	10	3	5	1	1
January	2005	32	2	27	3	11	11	9	4	5	1	1
February	2005	28	2	27	2	12	11	10	4	5	1	1
March	2005	29	4	26	3	12	9	9	4	6	0	1
April	2005	33	5	24	4	12	10	9	3	5	1	1
May	2005	35	6	24	5	11	10	9	3	5	1	0
June	2005	38	4	24	4	9	12	10	3	4	1	0
July	2005	38	4	21	3	11	9	10	3	5	1	1
August	2005	41	4	21	2	9	10	9	1	3	1	1
September	2005	40	5	20	3	10	9	8	1	4	1	1
October	2005	39	7	21	5	8	11	8	2	4	1	0
November	2005	35	7	21	5	8	9	10	2	6	1	0
December	2005	33	8	19	5	8	9	12	3	6	1	1
January	2006	31	8	16	3	9	8	15	3	6	2	1
February	2006	29	9	14	4	9	9	15	3	5	2	1
March	2006	29	8	13	4	8	10	16	5	5	2	1
April	2006	28	8	14	4	8	10	15	7	6	1	1
May	2006	26	8	12	4	8	9	16	8	7	2	1
June	2006	23	8	10	4	8	8	18	7	7	2	0
July	2006	21	7	8	5	7	7	22	8	6	2	1
August	2006	17	9	7	5	6	6	27	8	7	3	1
September	2006	15	9	6	3	5	5	35	11	9	2	2
October	2006	12	9	6	1	5	5	42	12	9	2	3
November	2006	12	7	5	1	3	5	50	13	11	1	3
December	2006	10	6	4	1	4	4	54	11	11	2	3
January	2007	9	4	4	1	4	5	55	9	13	2	4
February	2007	8	3	4	1	5	4	55	7	12	1	4
March	2007	9	2	6	1	5	4	52	8	11	1	5
April	2007	9	2	6	1	5	3	55	9	11	1	5
May	2007	8	2	6	2	5	4	54	8	11	2	5
June	2007	8	3	5	1	6	4	57	7	13	2	6
July	2007	7	5	5	1	7	4	55	7	14	2	5
August	2007	6	4	5	1	7	3	56	10	15	2	4
September	2007	4	3	3	0	6	3	55	12	16	2	4
October	2007	3	2	3	0	5	2	59	16	17	3	5
November	2007	3	2	2	0	3	2	64	15	17	3	6
December	2007	2	2	3	0	3	0	68	16	16	4	6
January	2008	2	2	2	0	1	1	66	15	19	4	6
February	2008	2	2	2	0	1	0	68	13	21	6	6
March	2008	1	1	1	0	1	0	68	12	23	6	7
April	2008	1	2	1	0	0	0	73	10	20	6	9
May	2008	1	1	1	0	1	0	71	9	20	5	8
June	2008	1	1	1	0	1	0	72	6	20	5	8
July	2008	0	1	1	0	2	1	72	7	22	5	8
August	2008	1	1	0	0	2	0	75	11	19	6	10

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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		Rates High;	Afford			
		Available	Up	Low	Rising Rates	Prosperity	Money	Low	Credit Tight	To Buy	Future	Money
September	2008	0	1	0	0	1	0	76	12	19	6	11
October	2008	1	1	1	0	1	0	73	18	21	8	11
November	2008	0	1	1	0	1	0	72	16	23	7	13
December	2008	1	1	1	0	0	0	71	18	25	7	15
January	2009	0	1	1	0	0	0	76	16	23	5	16
February	2009	0	1	1	0	0	0	76	17	25	5	15
March	2009	0	0	1	0	0	0	80	16	22	5	14
April	2009	0	0	1	0	1	0	75	15	23	7	14
May	2009	0	0	1	0	1	0	76	13	21	5	16
June	2009	0	0	1	0	1	0	73	12	22	5	15
July	2009	0	1	1	0	1	0	74	12	22	4	15
August	2009	0	1	1	0	1	0	74	11	23	4	14
September	2009	1	1	1	0	2	0	74	10	22	5	16
October	2009	1	1	1	0	3	0	75	9	21	5	17
November	2009	1	1	1	0	3	0	75	9	20	6	16
December	2009	1	1	1	0	2	0	76	9	20	5	16
January	2010	1	1	2	0	3	0	74	9	20	5	16
February	2010	1	0	3	0	3	0	74	9	20	4	16
March	2010	1	1	3	0	3	0	73	9	19	4	17
April	2010	1	1	2	0	2	0	77	9	17	5	15
May	2010	2	1	2	0	2	0	76	8	17	5	16
June	2010	2	1	4	0	3	0	74	9	17	3	14
July	2010	2	2	5	0	4	0	71	8	18	3	16
August	2010	1	1	4	0	3	0	74	8	18	5	14
September	2010	0	1	3	0	3	0	76	7	19	6	18
October	2010	0	0	2	0	2	0	80	8	22	7	16
November	2010	0	0	1	0	2	0	80	11	21	6	17
December	2010	0	0	2	0	1	0	80	10	21	6	15
January	2011	0	1	2	0	1	0	78	9	19	4	19
February	2011	0	1	2	0	1	1	78	7	19	4	19
March	2011	0	1	2	0	2	0	78	8	17	4	22
April	2011	1	1	2	0	3	0	77	9	18	3	19
May	2011	1	1	2	0	3	0	78	10	20	2	18
June	2011	1	1	2	0	3	0	76	11	22	2	16
July	2011	1	1	2	0	2	0	74	10	22	2	19
August	2011	1	1	2	0	2	0	73	9	21	4	19
September	2011	0	1	1	0	2	0	74	9	21	5	20
October	2011	0	1	1	1	2	0	77	10	21	5	18
November	2011	0	1	0	0	1	0	78	11	22	4	22
December	2011	1	1	1	0	1	0	79	11	20	5	20
January	2012	1	0	2	0	2	0	79	9	20	5	20
February	2012	1	0	2	0	2	0	79	10	20	4	19
March	2012	1	0	2	0	2	0	78	8	19	5	23
April	2012	1	1	2	0	3	0	77	9	16	4	25
May	2012	2	0	3	0	5	1	76	8	13	5	26
June	2012	3	1	3	0	5	1	77	8	11	2	24
July	2012	4	1	4	0	4	0	79	7	12	2	23
August	2012	3	1	4	0	3	0	77	7	15	2	22

TABLE 44

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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	5	0	3	0	73	7	15	3	25
October	2012	2	1	6	0	6	1	68	7	15	4	24
November	2012	2	1	6	0	8	0	67	7	12	4	22
December	2012	3	1	7	0	8	0	67	8	13	4	19
January	2013	4	1	7	0	7	0	67	7	15	3	19
February	2013	6	1	7	0	8	0	67	6	15	3	20
March	2013	6	2	8	0	10	0	64	6	13	3	21
April	2013	9	2	9	0	13	1	59	6	11	3	18
May	2013	12	2	12	0	13	1	55	6	9	2	17
June	2013	16	1	12	1	16	2	49	5	9	2	13
July	2013	16	1	13	2	17	2	46	5	9	2	13
August	2013	16	1	12	2	18	2	42	4	10	2	10
September	2013	17	2	12	2	16	1	41	5	10	2	11
October	2013	19	2	13	2	16	1	40	5	9	3	9
November	2013	20	2	13	3	16	2	42	5	9	4	9
December	2013	19	1	15	2	17	2	41	6	10	4	9
January	2014	19	1	14	2	16	2	42	5	9	3	11
February	2014	18	1	15	2	16	2	39	4	10	3	10
March	2014	17	1	13	2	17	3	41	3	10	3	9
April	2014	19	1	13	3	16	2	38	3	12	3	10
May	2014	20	1	13	3	18	2	38	4	12	2	9
June	2014	22	2	13	3	17	2	36	4	10	2	10
July	2014	21	2	14	1	19	2	34	4	11	2	8
August	2014	21	2	14	2	21	4	34	4	11	2	9
September	2014	21	2	14	1	22	4	34	4	11	2	8
October	2014	20	2	14	1	22	4	35	4	9	2	8
November	2014	20	1	14	1	23	4	34	4	9	2	6
December	2014	19	1	16	1	24	4	33	3	10	2	6
January	2015	21	1	18	1	26	6	31	3	9	2	5
February	2015	23	1	18	1	25	5	30	3	7	2	6
March	2015	24	2	18	2	23	5	31	6	6	2	7
April	2015	24	2	17	3	21	4	30	6	7	2	7
May	2015	22	3	17	3	23	4	30	5	8	2	6
June	2015	23	2	18	3	25	5	28	3	8	2	6
July	2015	23	2	17	2	26	5	27	3	7	2	5
August	2015	28	2	19	2	23	5	25	3	5	2	5
September	2015	30	2	19	2	21	5	24	2	5	2	5
October	2015	28	3	19	2	23	3	26	2	4	2	5
November	2015	25	3	18	2	23	4	26	2	4	2	6
December	2015	24	3	18	3	23	2	26	3	5	1	5
January	2016	25	3	20	4	21	3	23	3	7	1	5
February	2016	27	3	21	3	23	3	22	2	9	1	4
March	2016	30	3	20	3	23	4	23	2	9	2	4
April	2016	29	3	19	2	24	5	25	2	8	2	4
May	2016	30	2	19	2	23	4	25	3	6	2	4
June	2016	30	2	20	2	23	5	21	2	6	1	3
July	2016	33	2	21	1	21	5	21	2	6	1	3
August	2016	33	3	22	2	22	5	19	2	5	1	3

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	32	3	23	2	22	4	20	2	5	1	3
October	2016	32	3	22	3	22	5	20	3	6	2	4
November	2016	32	3	20	2	21	5	22	3	7	2	3
December	2016	31	3	20	3	21	5	23	3	7	2	2
January	2017	31	3	21	4	22	4	20	3	5	2	2
February	2017	31	3	19	4	23	5	18	3	5	2	2
March	2017	33	3	17	5	28	4	16	4	5	3	2
April	2017	35	3	15	6	30	4	15	4	5	3	2
May	2017	37	3	15	6	30	4	13	3	4	2	1
June	2017	38	3	16	5	27	6	14	3	4	2	1
July	2017	40	2	15	3	26	7	16	2	4	2	1
August	2017	40	2	16	2	26	7	16	1	4	2	1
September	2017	41	3	16	1	27	7	14	0	4	2	1
October	2017	41	3	16	1	27	6	12	1	4	2	2
November	2017	41	4	15	1	25	6	12	1	5	2	2
December	2017	42	4	14	1	24	5	12	2	5	2	2
January	2018	40	4	14	2	25	5	12	2	5	2	3
February	2018	40	4	15	3	27	5	11	1	5	2	2
March	2018	38	4	16	4	29	5	11	2	5	2	2
April	2018	40	3	15	5	31	4	10	3	4	2	1
May	2018	43	2	13	5	30	5	10	3	4	1	2