TABLE 44

# SELECTED REASONS FOR OPINIONS ABOUT SELLING CONDITIONS FOR HOUSES <br> (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 Good Sales | Prices <br> Won't Go | Interest <br> Rate | Sell in <br> Advance | Times <br> Good |  | Prices | Interest <br> Rates High; | Can't <br> Afford | Uncertain | Lose |
| Date of Sur | Survey | Available | Up | Low | Rising Rates | Prosperity | Money | Low | Credit Tight | To Buy | Future | Money |
| January | 1993 | 11 | 2 | 14 | 2 | 7 | 1 | 39 | 6 | 20 | 5 | 19 |
| February | 1993 | 7 | 2 | 15 | 2 | 10 | 1 | 35 | 7 | 22 | 5 | 18 |
| March | 1993 | 7 | 2 | 18 | 1 | 13 | 1 | 34 | 6 | 22 | 5 | 17 |
| April | 1993 | 8 | 2 | 22 | 0 | 16 | 2 | 34 | 5 | 18 | 5 | 17 |
| May | 1993 | 11 | 3 | 22 | 0 | 16 | 2 | 32 | 4 | 17 | 4 | 16 |
| June | 1993 | 12 | 2 | 20 | 0 | 16 | 3 | 33 | 5 | 16 | 5 | 16 |
| July | 1993 | 12 | 2 | 20 | 1 | 16 | 3 | 34 | 5 | 16 | 5 | 14 |
| August | 1993 | 12 | 2 | 21 | 1 | 16 | 2 | 37 | 7 | 16 | 5 | 13 |
| September | 1993 | 12 | 2 | 22 | 1 | 15 | 3 | 34 | 6 | 17 | 5 | 14 |
| October | 1993 | 12 | 2 | 22 | 1 | 15 | 3 | 33 | 7 | 18 | 5 | 14 |
| November | 1993 | 9 | 1 | 26 | 1 | 18 | 2 | 31 | 6 | 16 | 5 | 14 |
| December | 1993 | 8 | 0 | 29 | 1 | 22 | 2 | 31 | 5 | 16 | 4 | 12 |
| January | 1994 | 7 | 1 | 29 | 1 | 25 | 1 | 28 | 4 | 15 | 4 | 11 |
| February | 1994 | 9 | 2 | 27 | 2 | 24 | 2 | 28 | 5 | 14 | 3 | 11 |
| March | 1994 | 11 | 3 | 28 | 3 | 23 | 2 | 29 | 7 | 11 | 3 | 11 |
| April | 1994 | 12 | 3 | 28 | 4 | 23 | 2 | 28 | 6 | 11 | 2 | 10 |
| May | 1994 | 13 | 3 | 29 | 5 | 21 | 2 | 26 | 6 | 10 | 2 | 9 |
| June | 1994 | 13 | 3 | 26 | 4 | 22 | 2 | 23 | 6 | 11 | 2 | 8 |
| July | 1994 | 13 | 3 | 24 | 5 | 22 | 2 | 21 | 5 | 10 | 2 | 8 |
| August | 1994 | 11 | 2 | 21 | 5 | 23 | 3 | 22 | 5 | 11 | 2 | 9 |
| September | 1994 | 11 | 2 | 19 | 5 | 24 | 2 | 25 | 6 | 11 | 3 | 8 |
| October | 1994 | 9 | 2 | 18 | 5 | 24 | 3 | 27 | 8 | 13 | 3 | 9 |
| November | 1994 | 11 | 2 | 17 | 5 | 23 | 2 | 26 | 9 | 13 | 3 | 9 |
| December | 1994 | 11 | 2 | 15 | 5 | 20 | 3 | 25 | 10 | 14 | 3 | 10 |
| January | 1995 | 12 | 2 | 15 | 6 | 17 | 3 | 24 | 10 | 14 | 3 | 10 |
| February | 1995 | 11 | 2 | 12 | 7 | 18 | 4 | 25 | 10 | 14 | 3 | 10 |
| March | 1995 | 10 | 2 | 13 | 7 | 18 | 4 | 24 | 12 | 14 | 3 | 9 |
| April | 1995 | 10 | 2 | 11 | 5 | 18 | 3 | 25 | 14 | 15 | 3 | 9 |
| May | 1995 | 11 | 2 | 14 | 4 | 16 | 3 | 23 | 13 | 15 | 3 | 9 |
| June | 1995 | 12 | 2 | 15 | 3 | 17 | 2 | 24 | 10 | 12 | 3 | 9 |
| July | 1995 | 12 | 2 | 19 | 2 | 19 | 2 | 23 | 8 | 12 | 2 | 10 |
| August | 1995 | 13 | 1 | 18 | 1 | 22 | 2 | 25 | 6 | 12 | 2 | 10 |
| September | 1995 | 13 | 2 | 18 | 1 | 22 | 2 | 26 | 6 | 14 | 2 | 10 |
| October | 1995 | 12 | 2 | 16 | 1 | 22 | 2 | 27 | 5 | 14 | 3 | 10 |
| November | 1995 | 12 | 3 | 17 | 1 | 19 | 1 | 26 | 5 | 14 | 3 | 10 |
| December | 1995 | 10 | 2 | 18 | 1 | 19 | 2 | 26 | 4 | 14 | 3 | 10 |
| January | 1996 | 11 | 2 | 18 | 1 | 16 | 3 | 26 | 5 | 14 | 3 | 9 |
| February | 1996 | 11 | 1 | 19 | 1 | 15 | 3 | 24 | 5 | 14 | 4 | 9 |
| March | 1996 | 11 | 1 | 21 | 2 | 15 | 3 | 23 | 6 | 15 | 4 | 8 |
| April | 1996 | 9 | 1 | 21 | 2 | 18 | 3 | 23 | 5 | 13 | 3 | 7 |
| May | 1996 | 10 | 2 | 21 | 2 | 19 | 3 | 25 | 6 | 13 | 3 | 7 |
| June | 1996 | 12 | 2 | 17 | 2 | 20 | 3 | 24 | 5 | 10 | 2 | 7 |
| July | 1996 | 12 | 2 | 18 | 2 | 21 | 3 | 25 | 6 | 10 | 2 | 8 |
| August | 1996 | 11 | 2 | 15 | 3 | 22 | 3 | 26 | 7 | 10 | 1 | 7 |
| September | 1996 | 10 | 2 | 15 | 2 | 20 | 3 | 26 | 7 | 11 | 1 | 6 |
| October | 1996 | 10 | 1 | 14 | 3 | 17 | 3 | 25 | 6 | 11 | 1 | 5 |
| November | 1996 | 11 | 1 | 14 | 2 | 16 | 3 | 25 | 6 | 12 | 1 | 6 |

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

|  |  | GOOD TIME TO SELL |  |  |  |  |  | BAD TIME TO SELL |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Date of S | rvey | Prices High Good Sales Available | Prices <br> Won't Go <br> Up | Interest <br> Rate <br> Low | Sell in <br> Advance Rising Rates | Times <br> Good <br> Prosperity | Make <br> Money | Prices <br> Low | Interest <br> Rates High; <br> Credit Tight | Can't <br> Afford <br> To Buy | Uncertain <br> Future | Lose <br> Money |
| December | 1996 | 11 | 1 | 15 | 3 | 16 | 3 | 25 | 5 | 12 | 1 | 6 |
| January | 1997 | 9 | 1 | 14 | 2 | 18 | 4 | 24 | 5 | 11 | 1 | 7 |
| February | 1997 | 9 | 2 | 14 | 2 | 19 | 3 | 23 | 6 | 12 | 2 | 5 |
| March | 1997 | 10 | 2 | 15 | 2 | 19 | 3 | 22 | 6 | 12 | 1 | 6 |
| April | 1997 | 11 | 2 | 15 | 2 | 21 | 3 | 21 | 5 | 11 | 2 | 5 |
| May | 1997 | 10 | 1 | 15 | 2 | 22 | 4 | 20 | 4 | 8 | 2 | 5 |
| June | 1997 | 9 | 1 | 13 | 2 | 23 | 4 | 19 | 4 | 7 | 1 | 4 |
| July | 1997 | 9 | 1 | 13 | 1 | 24 | 4 | 18 | 3 | 6 | 1 | 4 |
| August | 1997 | 10 | 1 | 13 | 1 | 24 | 4 | 19 | 2 | 7 | 0 | 4 |
| September | 1997 | 11 | 1 | 13 | 1 | 25 | 3 | 19 | 2 | 5 | 0 | 3 |
| October | 1997 | 12 | 1 | 12 | 1 | 21 | 3 | 20 | 2 | 5 | 1 | 3 |
| November | 1997 | 12 | 1 | 12 | 1 | 22 | 3 | 20 | 2 | 4 | 1 | 2 |
| December | 1997 | 11 | 0 | 13 | 1 | 20 | 3 | 19 | 2 | 5 | 2 | 2 |
| January | 1998 | 9 | 1 | 16 | 1 | 21 | 2 | 15 | 3 | 5 | 1 | 2 |
| February | 1998 | 9 | 1 | 20 | 1 | 21 | 2 | 13 | 3 | 4 | 1 | 2 |
| March | 1998 | 9 | 0 | 24 | 1 | 23 | 3 | 10 | 3 | 4 | 0 | 2 |
| April | 1998 | 9 | 0 | 24 | 1 | 21 | 4 | 9 | 3 | 3 | 0 | 3 |
| May | 1998 | 9 | 0 | 24 | 1 | 19 | 4 | 10 | 3 | 3 | 0 | 3 |
| June | 1998 | 11 | 0 | 23 | 1 | 19 | 2 | 12 | 3 | 3 | 0 | 3 |
| July | 1998 | 14 | 1 | 24 | 0 | 22 | 1 | 11 | 3 | 3 | 0 | 3 |
| August | 1998 | 14 | 1 | 23 | 0 | 25 | 1 | 10 | 2 | 3 | 0 | 3 |
| September | 1998 | 13 | 1 | 24 | 1 | 25 | 2 | 9 | 2 | 4 | 0 | 3 |
| October | 1998 | 13 | 1 | 25 | 1 | 24 | 2 | 11 | 2 | 4 | 1 | 2 |
| November | 1998 | 12 | 1 | 26 | 1 | 20 | 2 | 12 | 4 | 3 | 1 | 3 |
| December | 1998 | 12 | 1 | 27 | 0 | 17 | 2 | 12 | 4 | 3 | 1 | 3 |
| January | 1999 | 12 | 1 | 25 | 0 | 16 | 3 | 13 | 4 | 4 | 1 | 3 |
| February | 1999 | 13 | 1 | 27 | 0 | 18 | 3 | 12 | 3 | 3 | 2 | 2 |
| March | 1999 | 14 | 1 | 27 | 1 | 21 | 3 | 11 | 3 | 3 | 1 | 2 |
| April | 1999 | 14 | 1 | 27 | 1 | 25 | 2 | 10 | 2 | 3 | 1 | 2 |
| May | 1999 | 14 | 1 | 25 | 1 | 25 | 3 | 10 | 3 | 3 | 0 | 2 |
| June | 1999 | 13 | 1 | 23 | 1 | 24 | 3 | 12 | 3 | 4 | 1 | 2 |
| July | 1999 | 16 | 1 | 21 | 1 | 22 | 3 | 12 | 3 | 3 | 1 | 2 |
| August | 1999 | 18 | 0 | 18 | 2 | 22 | 2 | 12 | 5 | 3 | 2 | 2 |
| September | 1999 | 19 | 1 | 17 | 2 | 22 | 2 | 9 | 6 | 5 | 2 | 2 |
| October | 1999 | 19 | 1 | 15 | 2 | 23 | 2 | 7 | 6 | 5 | 2 | 1 |
| November | 1999 | 17 | 1 | 15 | 1 | 22 | 3 | 10 | 5 | 6 | 1 | 1 |
| December | 1999 | 16 | 0 | 13 | 1 | 22 | 2 | 10 | 6 | 4 | 1 | 1 |
| January | 2000 | 14 | 0 | 13 | 1 | 22 | 3 | 10 | 5 | 4 | 1 | 1 |
| February | 2000 | 15 | 0 | 13 | 2 | 24 | 3 | 6 | 6 | 4 | 2 | 1 |
| March | 2000 | 17 | 0 | 13 | 2 | 25 | 3 | 6 | 5 | 5 | 1 | 1 |
| April | 2000 | 17 | 0 | 11 | 3 | 25 | 3 | 7 | 6 | 5 | 1 | 1 |
| May | 2000 | 19 | 0 | 10 | 3 | 26 | 2 | 7 | 6 | 4 | 1 | 2 |
| June | 2000 | 19 | 1 | 10 | 4 | 25 | 3 | 6 | 6 | 4 | 1 | 1 |
| July | 2000 | 21 | 1 | 10 | 4 | 25 | 3 | 5 | 6 | 4 | 1 | 1 |
| August | 2000 | 21 | 1 | 8 | 3 | 23 | 4 | 6 | 6 | 5 | 1 | 1 |
| September | 2000 | 20 | 1 | 9 | 3 | 23 | 4 | 8 | 7 | 5 | 0 | 1 |
| October | 2000 | 21 | 0 | 9 | 3 | 23 | 4 | 8 | 5 | 7 | 0 | 1 |
| November | 2000 | 20 | 1 | 11 | 3 | 23 | 3 | 7 | 4 | 6 | 0 | 1 |
| December | 2000 | 19 | 0 | 11 | 2 | 22 | 3 | 6 | 4 | 7 | 1 | 1 |
| January | 2001 | 17 | 1 | 13 | 2 | 20 | 3 | 6 | 5 | 7 | 2 | 1 |

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

|  |  | GOOD TIME TO SELL |  |  |  |  |  | BAD TIME TO SELL |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Date of S | Survey | Prices High Good Sales Available | Prices <br> Won't Go Up | Interest <br> Rate <br> Low | Sell in <br> Advance Rising Rates | Times <br> Good <br> Prosperity | Make <br> Money | Prices <br> Low | Interest <br> Rates High; Credit Tight | Can't <br> Afford <br> To Buy | Uncertain Future | Lose <br> Money |
| February | 2001 | 17 | 1 | 15 | 1 | 17 | 3 | 7 | 5 | 8 | 3 | 2 |
| March | 2001 | 18 | 1 | 21 | 1 | 16 | 3 | 7 | 5 | 9 | 3 | 2 |
| April | 2001 | 17 | 2 | 23 | 1 | 15 | 2 | 9 | 5 | 10 | 3 | 1 |
| May | 2001 | 15 | 1 | 27 | 1 | 13 | 2 | 10 | 5 | 10 | 3 | 1 |
| June | 2001 | 16 | 1 | 27 | 1 | 11 | 3 | 11 | 6 | 9 | 2 | 1 |
| July | 2001 | 19 | 0 | 26 | 1 | 10 | 4 | 14 | 5 | 8 | 2 | 1 |
| August | 2001 | 24 | 1 | 22 | 0 | 10 | 5 | 14 | 4 | 9 | 1 | 2 |
| September | 2001 | 21 | 1 | 21 | 0 | 10 | 5 | 15 | 3 | 9 | 6 | 3 |
| October | 2001 | 17 | 2 | 21 | 0 | 8 | 4 | 15 | 3 | 12 | 10 | 3 |
| November | 2001 | 9 | 2 | 24 | 0 | 5 | 2 | 16 | 5 | 14 | 15 | 2 |
| December | 2001 | 9 | 2 | 27 | 0 | 4 | 1 | 17 | 6 | 18 | 11 | 2 |
| January | 2002 | 8 | 1 | 29 | 0 | 4 | 1 | 17 | 5 | 19 | 8 | 2 |
| February | 2002 | 10 | 1 | 27 | 0 | 5 | 1 | 18 | 6 | 20 | 5 | 3 |
| March | 2002 | 11 | 0 | 24 | 0 | 6 | 1 | 16 | 4 | 20 | 5 | 3 |
| April | 2002 | 12 | 0 | 24 | 1 | 6 | 2 | 15 | 3 | 18 | 4 | 3 |
| May | 2002 | 13 | 0 | 26 | 2 | 7 | 2 | 13 | 2 | 16 | 2 | 2 |
| June | 2002 | 15 | 0 | 25 | 2 | 7 | 2 | 13 | 3 | 14 | 3 | 2 |
| July | 2002 | 18 | 1 | 23 | 1 | 7 | 2 | 13 | 3 | 14 | 3 | 1 |
| August | 2002 | 18 | 1 | 20 | 1 | 8 | 3 | 16 | 3 | 12 | 3 | 3 |
| September | 2002 | 16 | 1 | 24 | 0 | 8 | 4 | 15 | 3 | 13 | 3 | 3 |
| October | 2002 | 12 | 0 | 26 | 0 | 8 | 4 | 15 | 4 | 15 | 3 | 3 |
| November | 2002 | 11 | 1 | 30 | 0 | 7 | 3 | 13 | 4 | 15 | 4 | 0 |
| December | 2002 | 12 | 1 | 28 | 0 | 6 | 3 | 13 | 5 | 13 | 4 | 0 |
| January | 2003 | 12 | 1 | 29 | 0 | 6 | 3 | 13 | 5 | 13 | 5 | 1 |
| February | 2003 | 13 | 1 | 28 | 0 | 6 | 3 | 12 | 4 | 15 | 6 | 1 |
| March | 2003 | 13 | 1 | 28 | 0 | 6 | 4 | 12 | 5 | 15 | 8 | 2 |
| April | 2003 | 15 | 1 | 27 | 0 | 7 | 4 | 12 | 5 | 15 | 7 | 1 |
| May | 2003 | 15 | 1 | 29 | 0 | 7 | 4 | 13 | 5 | 14 | 6 | 2 |
| June | 2003 | 15 | 0 | 29 | 0 | 7 | 4 | 15 | 4 | 15 | 4 | 1 |
| July | 2003 | 15 | 1 | 32 | 0 | 8 | 4 | 13 | 4 | 13 | 3 | 2 |
| August | 2003 | 17 | 1 | 30 | 0 | 8 | 5 | 13 | 4 | 13 | 3 | 2 |
| September | 2003 | 17 | 1 | 30 | 1 | 9 | 5 | 10 | 4 | 12 | 3 | 2 |
| October | 2003 | 17 | 1 | 31 | 1 | 8 | 6 | 11 | 4 | 13 | 3 | 2 |
| November | 2003 | 16 | 0 | 31 | 1 | 9 | 4 | 10 | 3 | 12 | 2 | 2 |
| December | 2003 | 16 | 0 | 29 | 1 | 10 | 5 | 10 | 3 | 13 | 2 | 2 |
| January | 2004 | 15 | 0 | 26 | 1 | 13 | 4 | 10 | 5 | 12 | 3 | 1 |
| February | 2004 | 15 | 1 | 27 | 1 | 13 | 5 | 11 | 5 | 12 | 2 | 1 |
| March | 2004 | 18 | 1 | 27 | 1 | 12 | 5 | 9 | 5 | 11 | 2 | 1 |
| April | 2004 | 20 | 1 | 27 | 0 | 10 | 5 | 10 | 4 | 11 | 1 | 1 |
| May | 2004 | 23 | 1 | 27 | 1 | 10 | 5 | 9 | 4 | 11 | 2 | 2 |
| June | 2004 | 23 | 0 | 29 | 3 | 11 | 5 | 9 | 4 | 10 | 2 | 2 |
| July | 2004 | 24 | 1 | 30 | 4 | 11 | 5 | 8 | 5 | 8 | 2 | 1 |
| August | 2004 | 22 | 1 | 29 | 4 | 11 | 6 | 8 | 4 | 9 | 2 | 1 |
| September | 2004 | 23 | 1 | 26 | 4 | 12 | 5 | 9 | 6 | 10 | 2 | 1 |
| October | 2004 | 24 | 1 | 24 | 3 | 10 | 6 | 9 | 4 | 11 | 2 | 1 |
| November | 2004 | 26 | 1 | 23 | 2 | 12 | 6 | 9 | 4 | 11 | 2 | 1 |
| December | 2004 | 26 | 1 | 22 | 2 | 11 | 7 | 10 | 2 | 10 | 2 | 1 |
| January | 2005 | 24 | 1 | 21 | 2 | 12 | 9 | 10 | 3 | 11 | 1 | 2 |
| February | 2005 | 22 | 1 | 20 | 2 | 12 | 8 | 10 | 4 | 10 | 2 | 2 |
| March | 2005 | 23 | 2 | 21 | 2 | 12 | 7 | 7 | 4 | 11 | 1 | 2 |
| April | 2005 | 24 | 2 | 20 | 3 | 12 | 7 | 7 | 3 | 10 | 2 | 1 |

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

|  |  | GOOD TIME TO SELL |  |  |  |  |  | BAD TIME TO SELL |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Date of S | Survey | Prices High Good Sales Available | Prices <br> Won't Go <br> Up | Interest <br> Rate <br> Low | Sell in <br> Advance Rising Rates | Times <br> Good <br> Prosperity | Make <br> Money | Prices <br> Low | Interest <br> Rates High; <br> Credit Tight | Can't <br> Afford <br> To Buy | Uncertain <br> Future | Lose <br> Money |
| May | 2005 | 26 | 2 | 19 | 5 | 12 | 8 | 7 | 4 | 9 | 1 | 0 |
| June | 2005 | 28 | 2 | 19 | 4 | 12 | 9 | 7 | 4 | 8 | 1 | 0 |
| July | 2005 | 29 | 2 | 19 | 3 | 14 | 7 | 7 | 3 | 9 | 1 | 1 |
| August | 2005 | 30 | 1 | 18 | 2 | 13 | 7 | 7 | 2 | 9 | 1 | 1 |
| September | 2005 | 28 | 2 | 18 | 3 | 13 | 6 | 7 | 1 | 10 | 1 | 1 |
| October | 2005 | 28 | 3 | 17 | 4 | 10 | 8 | 7 | 2 | 9 | 2 | 0 |
| November | 2005 | 24 | 4 | 18 | 4 | 10 | 7 | 9 | 3 | 12 | 2 | 1 |
| December | 2005 | 23 | 5 | 15 | 4 | 10 | 8 | 11 | 5 | 13 | 2 | 1 |
| January | 2006 | 21 | 5 | 13 | 4 | 11 | 6 | 12 | 5 | 14 | 2 | 1 |
| February | 2006 | 21 | 4 | 11 | 4 | 12 | 7 | 11 | 5 | 13 | 2 | 1 |
| March | 2006 | 22 | 4 | 11 | 4 | 11 | 7 | 10 | 5 | 12 | 3 | 1 |
| April | 2006 | 21 | 4 | 13 | 3 | 11 | 7 | 10 | 4 | 12 | 2 | 1 |
| May | 2006 | 19 | 4 | 12 | 3 | 10 | 7 | 11 | 5 | 15 | 2 | 2 |
| June | 2006 | 16 | 4 | 10 | 3 | 11 | 7 | 13 | 5 | 16 | 3 | 2 |
| July | 2006 | 14 | 4 | 8 | 4 | 10 | 6 | 16 | 6 | 16 | 3 | 2 |
| August | 2006 | 14 | 4 | 7 | 4 | 9 | 6 | 18 | 6 | 18 | 3 | 1 |
| September | 2006 | 14 | 5 | 6 | 4 | 7 | 5 | 23 | 8 | 18 | 3 | 1 |
| October | 2006 | 12 | 5 | 7 | 2 | 8 | 4 | 27 | 8 | 18 | 3 | 2 |
| November | 2006 | 10 | 5 | 6 | 2 | 8 | 4 | 35 | 10 | 18 | 2 | 3 |
| December | 2006 | 9 | 3 | 5 | 1 | 7 | 3 | 39 | 9 | 18 | 2 | 4 |
| January | 2007 | 8 | 3 | 4 | 1 | 6 | 3 | 40 | 9 | 19 | 2 | 4 |
| February | 2007 | 8 | 2 | 5 | 1 | 9 | 3 | 36 | 7 | 18 | 2 | 4 |
| March | 2007 | 7 | 1 | 6 | 1 | 9 | 4 | 34 | 6 | 17 | 2 | 4 |
| April | 2007 | 7 | 1 | 6 | 1 | 9 | 3 | 36 | 8 | 16 | 2 | 4 |
| May | 2007 | 7 | 2 | 7 | 1 | 8 | 4 | 37 | 8 | 17 | 2 | 4 |
| June | 2007 | 8 | 3 | 6 | 2 | 6 | 3 | 40 | 8 | 19 | 3 | 4 |
| July | 2007 | 7 | 3 | 5 | 1 | 7 | 4 | 38 | 7 | 22 | 3 | 4 |
| August | 2007 | 7 | 2 | 4 | 1 | 6 | 3 | 39 | 8 | 25 | 3 | 4 |
| September | 2007 | 5 | 2 | 3 | 0 | 6 | 2 | 37 | 10 | 26 | 3 | 4 |
| October | 2007 | 4 | 2 | 2 | 0 | 5 | 1 | 41 | 15 | 26 | 4 | 5 |
| November | 2007 | 4 | 2 | 2 | 0 | 3 | 1 | 44 | 15 | 27 | 5 | 6 |
| December | 2007 | 3 | 1 | 3 | 0 | 3 | 1 | 47 | 16 | 27 | 5 | 6 |
| January | 2008 | 3 | 0 | 3 | 0 | 2 | 1 | 46 | 13 | 31 | 4 | 6 |
| February | 2008 | 3 | 1 | 2 | 0 | 2 | 1 | 47 | 13 | 32 | 4 | 7 |
| March | 2008 | 2 | 1 | 2 | 0 | 1 | 1 | 49 | 12 | 34 | 4 | 8 |
| April | 2008 | 2 | 1 | 2 | 0 | 1 | 0 | 54 | 12 | 32 | 5 | 10 |
| May | 2008 | 1 | 1 | 2 | 0 | 1 | 1 | 54 | 10 | 33 | 5 | 9 |
| June | 2008 | 1 | 1 | 2 | 0 | 1 | 1 | 55 | 8 | 33 | 6 | 8 |
| July | 2008 | 1 | 0 | 1 | 0 | 1 | 1 | 55 | 7 | 35 | 6 | 8 |
| August | 2008 | 1 | 0 | 1 | 0 | 1 | 0 | 56 | 8 | 34 | 5 | 11 |
| September | 2008 | 1 | 0 | 1 | 0 | 1 | 1 | 55 | 11 | 34 | 5 | 11 |
| October | 2008 | 0 | 0 | 1 | 0 | 2 | 0 | 55 | 15 | 31 | 8 | 12 |
| November | 2008 | 0 | 0 | 1 | 0 | 1 | 0 | 55 | 15 | 33 | 8 | 12 |
| December | 2008 | 0 | 0 | 1 | 0 | 1 | 0 | 56 | 15 | 34 | 8 | 14 |
| January | 2009 | 0 | 0 | 0 | 0 | 0 | 0 | 58 | 13 | 37 | 7 | 15 |
| February | 2009 | 0 | 0 | 1 | 0 | 0 | 0 | 59 | 12 | 38 | 7 | 14 |
| March | 2009 | 0 | 0 | 1 | 0 | 1 | 0 | 60 | 12 | 37 | 7 | 15 |
| April | 2009 | 0 | 0 | 1 | 0 | 1 | 0 | 60 | 12 | 34 | 8 | 15 |
| May | 2009 | 0 | 0 | 1 | 0 | 2 | 0 | 59 | 12 | 32 | 6 | 16 |
| June | 2009 | 0 | 0 | 2 | 0 | 2 | 0 | 59 | 10 | 30 | 6 | 14 |
| July | 2009 | 1 | 0 | 1 | 0 | 2 | 0 | 58 | 10 | 31 | 5 | 15 |

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

|  |  | GOOD TIME TO SELL |  |  |  |  |  | BAD TIME TO SELL |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Date of S | Survey | Prices High Good Sales Available | Prices <br> Won't Go <br> Up | Interest <br> Rate <br> Low | Sell in <br> Advance Rising Rates | Times <br> Good <br> Prosperity | Make <br> Money | Prices <br> Low | Interest <br> Rates High; <br> Credit Tight | Can't <br> Afford <br> To Buy | Uncertain <br> Future | Lose <br> Money |
| August | 2009 | 1 | 0 | 1 | 0 | 1 | 0 | 59 | 8 | 32 | 5 | 15 |
| September | 2009 | 1 | 0 | 1 | 0 | 2 | 0 | 60 | 8 | 32 | 5 | 16 |
| October | 2009 | 1 | 0 | 1 | 0 | 2 | 0 | 60 | 8 | 32 | 4 | 16 |
| November | 2009 | 1 | 1 | 1 | 0 | 2 | 0 | 60 | 9 | 31 | 6 | 15 |
| December | 2009 | 1 | 1 | 2 | 0 | 2 | 0 | 60 | 8 | 33 | 6 | 15 |
| January | 2010 | 1 | 1 | 2 | 0 | 2 | 0 | 61 | 7 | 32 | 5 | 16 |
| February | 2010 | 1 | 0 | 2 | 0 | 2 | 0 | 61 | 7 | 32 | 3 | 17 |
| March | 2010 | 1 | 1 | 2 | 0 | 2 | 0 | 61 | 7 | 30 | 4 | 16 |
| April | 2010 | 1 | 1 | 2 | 0 | 3 | 0 | 59 | 9 | 31 | 5 | 14 |
| May | 2010 | 1 | 1 | 3 | 0 | 4 | 0 | 56 | 8 | 31 | 6 | 14 |
| June | 2010 | 2 | 1 | 4 | 0 | 4 | 0 | 52 | 8 | 31 | 5 | 13 |
| July | 2010 | 2 | 1 | 4 | 0 | 4 | 0 | 55 | 7 | 29 | 4 | 15 |
| August | 2010 | 1 | 1 | 4 | 0 | 3 | 0 | 57 | 7 | 29 | 4 | 16 |
| September | 2010 | 1 | 0 | 2 | 0 | 2 | 0 | 60 | 7 | 31 | 4 | 17 |
| October | 2010 | 1 | 0 | 1 | 0 | 2 | 0 | 59 | 7 | 34 | 5 | 16 |
| November | 2010 | 1 | 0 | 1 | 0 | 2 | 0 | 60 | 8 | 34 | 6 | 14 |
| December | 2010 | 0 | 0 | 2 | 0 | 2 | 0 | 61 | 8 | 34 | 5 | 14 |
| January | 2011 | 0 | 0 | 2 | 0 | 2 | 0 | 63 | 8 | 30 | 4 | 16 |
| February | 2011 | 0 | 0 | 1 | 0 | 2 | 0 | 61 | 8 | 33 | 3 | 18 |
| March | 2011 | 0 | 0 | 2 | 0 | 2 | 0 | 62 | 8 | 30 | 4 | 19 |
| April | 2011 | 0 | 0 | 2 | 0 | 2 | 0 | 62 | 10 | 31 | 4 | 19 |
| May | 2011 | 1 | 0 | 2 | 0 | 2 | 0 | 64 | 10 | 28 | 4 | 17 |
| June | 2011 | 1 | 0 | 2 | 0 | 2 | 0 | 63 | 10 | 30 | 4 | 16 |
| July | 2011 | 1 | 0 | 1 | 0 | 2 | 0 | 61 | 8 | 31 | 4 | 15 |
| August | 2011 | 0 | 0 | 1 | 0 | 2 | 0 | 61 | 8 | 33 | 4 | 18 |
| September | 2011 | 0 | 0 | 1 | 0 | 2 | 0 | 62 | 8 | 32 | 5 | 18 |
| October | 2011 | 1 | 0 | 2 | 0 | 2 | 0 | 62 | 10 | 32 | 6 | 19 |
| November | 2011 | 1 | 0 | 2 | 0 | 2 | 0 | 62 | 9 | 31 | 5 | 20 |
| December | 2011 | 1 | 0 | 2 | 0 | 2 | 0 | 62 | 10 | 31 | 5 | 20 |
| January | 2012 | 1 | 0 | 2 | 0 | 2 | 0 | 62 | 9 | 31 | 5 | 20 |
| February | 2012 | 1 | 0 | 2 | 0 | 2 | 0 | 62 | 9 | 31 | 4 | 19 |
| March | 2012 | 1 | 0 | 3 | 0 | 2 | 0 | 62 | 9 | 30 | 5 | 22 |
| April | 2012 | 1 | 0 | 3 | 0 | 3 | 0 | 61 | 8 | 29 | 4 | 24 |
| May | 2012 | 1 | 0 | 4 | 0 | 4 | 0 | 61 | 6 | 28 | 4 | 25 |
| June | 2012 | 1 | 1 | 3 | 0 | 5 | 1 | 61 | 6 | 28 | 3 | 21 |
| July | 2012 | 2 | 0 | 4 | 0 | 5 | 1 | 64 | 6 | 26 | 3 | 19 |
| August | 2012 | 1 | 0 | 4 | 0 | 4 | 0 | 65 | 7 | 26 | 3 | 18 |
| September | 2012 | 2 | 0 | 5 | 0 | 4 | 0 | 63 | 7 | 25 | 4 | 21 |
| October | 2012 | 2 | 1 | 6 | 0 | 6 | 0 | 59 | 7 | 25 | 4 | 20 |
| November | 2012 | 3 | 1 | 5 | 0 | 8 | 1 | 57 | 7 | 25 | 4 | 19 |
| December | 2012 | 3 | 1 | 5 | 0 | 9 | 1 | 58 | 7 | 25 | 3 | 17 |
| January | 2013 | 3 | 0 | 6 | 0 | 9 | 0 | 55 | 6 | 27 | 4 | 16 |
| February | 2013 | 4 | 0 | 6 | 0 | 10 | 0 | 54 | 6 | 27 | 3 | 15 |
| March | 2013 | 4 | 0 | 7 | 0 | 10 | 0 | 49 | 6 | 25 | 3 | 16 |
| April | 2013 | 6 | 0 | 8 | 1 | 11 | 1 | 46 | 7 | 22 | 3 | 17 |
| May | 2013 | 7 | 0 | 9 | 1 | 12 | 1 | 44 | 7 | 21 | 3 | 16 |
| June | 2013 | 10 | 0 | 10 | 1 | 15 | 1 | 43 | 6 | 21 | 2 | 13 |
| July | 2013 | 10 | 1 | 10 | 1 | 16 | 1 | 43 | 6 | 21 | 2 | 11 |
| August | 2013 | 11 | 1 | 11 | 1 | 17 | 2 | 39 | 6 | 19 | 2 | 10 |
| September | 2013 | 11 | 0 | 11 | 1 | 17 | 1 | 34 | 7 | 18 | 3 | 10 |
| October | 2013 | 13 | 0 | 11 | 1 | 17 | 1 | 32 | 6 | 18 | 4 | 9 |

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

|  |  | GOOD TIME TO SELL |  |  |  |  |  | BAD TIME TO SELL |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Date of S | Survey | Prices High Good Sales Available | Prices <br> Won't Go Up | Interest <br> Rate <br> Low | Sell in <br> Advance Rising Rates | Times <br> Good <br> Prosperity | Make <br> Money | Prices <br> Low | Interest <br> Rates High; <br> Credit Tight | Can't <br> Afford <br> To Buy | Uncertain <br> Future | Lose <br> Money |
| November | 2013 | 12 | 0 | 10 | 2 | 15 | 1 | 35 | 7 | 19 | 5 | 9 |
| December | 2013 | 12 | 0 | 12 | 1 | 14 | 1 | 36 | 5 | 19 | 5 | 10 |
| January | 2014 | 11 | 0 | 12 | 1 | 15 | 2 | 36 | 5 | 20 | 4 | 12 |
| February | 2014 | 11 | 1 | 13 | 1 | 16 | 2 | 35 | 4 | 20 | 4 | 11 |
| March | 2014 | 11 | 1 | 11 | 1 | 17 | 3 | 37 | 4 | 20 | 3 | 10 |
| April | 2014 | 12 | 1 | 11 | 1 | 14 | 3 | 36 | 4 | 21 | 4 | 10 |
| May | 2014 | 13 | 1 | 11 | 1 | 15 | 2 | 35 | 4 | 22 | 3 | 10 |
| June | 2014 | 14 | 1 | 11 | 2 | 16 | 2 | 32 | 3 | 20 | 3 | 9 |
| July | 2014 | 14 | 1 | 11 | 1 | 20 | 2 | 30 | 3 | 20 | 3 | 8 |
| August | 2014 | 14 | 1 | 9 | 2 | 23 | 3 | 30 | 5 | 19 | 2 | 8 |
| September | r 2014 | 13 | 1 | 9 | 1 | 25 | 2 | 32 | 5 | 19 | 2 | 8 |
| October | 2014 | 13 | 0 | 9 | 1 | 24 | 2 | 32 | 5 | 16 | 3 | 8 |
| November | 2014 | 13 | 0 | 11 | 1 | 23 | 2 | 30 | 4 | 16 | 4 | 8 |
| December | 2014 | 13 | 0 | 13 | 1 | 22 | 2 | 29 | 4 | 15 | 4 | 8 |
| January | 2015 | 14 | 0 | 15 | 1 | 23 | 4 | 29 | 4 | 16 | 2 | 8 |
| February | 2015 | 14 | 0 | 17 | 1 | 23 | 4 | 29 | 4 | 14 | 1 | 8 |
| March | 2015 | 14 | 0 | 18 | 1 | 23 | 4 | 28 | 5 | 16 | 1 | 8 |
| April | 2015 | 15 | 1 | 18 | 1 | 22 | 3 | 27 | 5 | 16 | 2 | 9 |
| May | 2015 | 14 | 1 | 16 | 2 | 23 | 4 | 28 | 3 | 16 | 2 | 8 |
| June | 2015 | 15 | 1 | 15 | 2 | 25 | 4 | 26 | 3 | 15 | 2 | 7 |
| July | 2015 | 17 | 1 | 14 | 2 | 27 | 4 | 24 | 2 | 14 | 2 | 5 |
| August | 2015 | 19 | 1 | 16 | 2 | 24 | 4 | 22 | 3 | 13 | 2 | 7 |
| September | 2015 | 18 | 1 | 16 | 2 | 23 | 4 | 25 | 2 | 11 | 3 | 7 |
| October | 2015 | 17 | 1 | 16 | 2 | 22 | 3 | 26 | 3 | 11 | 3 | 7 |
| November | 2015 | 16 | 1 | 15 | 2 | 23 | 3 | 25 | 3 | 13 | 3 | 6 |
| December | 2015 | 15 | 1 | 14 | 3 | 22 | 3 | 22 | 3 | 15 | 2 | 6 |
| January | 2016 | 17 | 1 | 18 | 4 | 20 | 3 | 19 | 4 | 15 | 2 | 7 |
| February | 2016 | 19 | 2 | 18 | 4 | 19 | 4 | 20 | 4 | 14 | 2 | 6 |
| March | 2016 | 21 | 2 | 18 | 2 | 21 | 4 | 22 | 4 | 12 | 2 | 6 |
| April | 2016 | 22 | 1 | 13 | 2 | 22 | 4 | 23 | 4 | 14 | 3 | 6 |
| May | 2016 | 20 | 1 | 13 | 1 | 26 | 4 | 22 | 4 | 13 | 4 | 5 |
| June | 2016 | 20 | 1 | 13 | 1 | 26 | 3 | 23 | 3 | 14 | 4 | 4 |
| July | 2016 | 21 | 2 | 17 | 1 | 27 | 3 | 23 | 2 | 11 | 3 | 3 |
| August | 2016 | 23 | 2 | 17 | 2 | 26 | 3 | 21 | 2 | 10 | 2 | 3 |
| September | r 2016 | 23 | 2 | 19 | 2 | 27 | 3 | 18 | 3 | 9 | 2 | 4 |
| October | 2016 | 22 | 2 | 16 | 2 | 26 | 3 | 20 | 4 | 11 | 3 | 5 |
| November | 2016 | 20 | 2 | 15 | 1 | 26 | 3 | 21 | 4 | 12 | 3 | 5 |
| December | 2016 | 18 | 1 | 15 | 1 | 25 | 3 | 21 | 4 | 12 | 4 | 4 |
| January | 2017 | 19 | 2 | 17 | 2 | 26 | 3 | 17 | 4 | 11 | 4 | 2 |
| February | 2017 | 21 | 2 | 17 | 3 | 26 | 3 | 15 | 3 | 11 | 4 | 2 |
| March | 2017 | 24 | 2 | 15 | 4 | 28 | 3 | 13 | 3 | 10 | 4 | 3 |
| April | 2017 | 26 | 1 | 12 | 5 | 29 | 3 | 13 | 3 | 10 | 4 | 3 |
| May | 2017 | 28 | 1 | 10 | 5 | 29 | 4 | 12 | 3 | 9 | 3 | 3 |
| June | 2017 | 29 | 1 | 13 | 3 | 27 | 5 | 13 | 3 | 9 | 2 | 2 |
| July | 2017 | 30 | 2 | 13 | 2 | 28 | 7 | 13 | 3 | 8 | 2 | 2 |
| August | 2017 | 32 | 2 | 13 | 1 | 28 | 5 | 13 | 3 | 8 | 3 | 2 |
| September | r 2017 | 34 | 2 | 10 | 2 | 27 | 6 | 13 | 2 | 7 | 3 | 3 |
| October | 2017 | 33 | 2 | 11 | 2 | 26 | 5 | 11 | 2 | 7 | 3 | 3 |
| November | 2017 | 31 | 2 | 11 | 1 | 26 | 5 | 11 | 3 | 8 | 3 | 3 |
| December | 2017 | 30 | 2 | 11 | 1 | 26 | 4 | 11 | 3 | 10 | 3 | 2 |

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

|  |  | GOOD TIME TO SELL |  |  |  |  |  | BAD TIME TO SELL |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Date of Sur | Survey | Prices High <br> Good Sales <br> Available | Prices <br> Won't Go Up | Interest <br> Rate <br> Low | Sell in <br> Advance Rising Rates | Times <br> Good <br> Prosperity | Make <br> Money | Prices <br> Low | Interest <br> Rates High; <br> Credit Tight | Can't <br> Afford <br> To Buy | Uncertain <br> Future | Lose <br> Money |
| January | 2018 | 27 | 2 | 11 | 1 | 27 | 4 | 13 | 3 | 10 | 3 | 3 |
| February | 2018 | 28 | 2 | 12 | 2 | 28 | 4 | 13 | 2 | 10 | 3 | 3 |
| March | 2018 | 29 | 2 | 13 | 3 | 29 | 4 | 13 | 2 | 9 | 3 | 2 |
| April | 2018 | 32 | 1 | 13 | 4 | 30 | 4 | 11 | 2 | 9 | 2 | 2 |
| May | 2018 | 32 | 1 | 11 | 4 | 30 | 4 | 10 | 2 | 9 | 2 | 2 |
| June | 2018 | 34 | 1 | 11 | 4 | 29 | 5 | 11 | 1 | 9 | 2 | 2 |
| July | 2018 | 33 | 2 | 10 | 4 | 29 | 5 | 12 | 2 | 8 | 2 | 2 |
| August | 2018 | 35 | 2 | 10 | 4 | 31 | 5 | 12 | 2 | 8 | 2 | 1 |
| September | 2018 | 33 | 2 | 10 | 3 | 31 | 5 | 12 | 2 | 9 | 1 | 2 |
| October | 2018 | 30 | 3 | 9 | 3 | 31 | 4 | 13 | 2 | 9 | 1 | 3 |
| November | 2018 | 27 | 3 | 9 | 3 | 29 | 5 | 14 | 4 | 9 | 1 | 2 |
| December | 2018 | 27 | 5 | 9 | 4 | 29 | 6 | 12 | 5 | 9 | 2 | 1 |
| January | 2019 | 26 | 5 | 10 | 3 | 29 | 6 | 12 | 6 | 10 | 3 | 1 |
| February | 2019 | 26 | 5 | 9 | 3 | 30 | 6 | 12 | 5 | 10 | 3 | 1 |
| March | 2019 | 24 | 3 | 9 | 2 | 31 | 6 | 12 | 5 | 9 | 3 | 2 |
| April | 2019 | 27 | 3 | 10 | 2 | 33 | 6 | 10 | 4 | 8 | 2 | 3 |
| May | 2019 | 27 | 2 | 11 | 1 | 33 | 7 | 11 | 3 | 9 | 2 | 4 |
| June | 2019 | 27 | 3 | 12 | 1 | 34 | 7 | 12 | 3 | 9 | 2 | 4 |
| July | 2019 | 28 | 4 | 12 | 1 | 32 | 6 | 15 | 4 | 9 | 3 | 3 |
| August | 2019 | 29 | 4 | 15 | 1 | 33 | 6 | 13 | 3 | 9 | 2 | 2 |
| September | 2019 | 31 | 3 | 15 | 1 | 31 | 7 | 13 | 2 | 9 | 2 | 1 |
| October | 2019 | 30 | 4 | 17 | 1 | 32 | 7 | 10 | 2 | 8 | 2 | 2 |
| November | 2019 | 29 | 4 | 17 | 1 | 30 | 6 | 11 | 2 | 9 | 2 | 3 |
| December | 2019 | 28 | 4 | 17 | 0 | 32 | 5 | 10 | 3 | 9 | 2 | 2 |
| January | 2020 | 28 | 3 | 17 | 0 | 33 | 5 | 11 | 4 | 9 | 3 | 2 |
| February | 2020 | 28 | 3 | 14 | 1 | 34 | 5 | 10 | 3 | 9 | 2 | 1 |
| March | 2020 | 26 | 3 | 14 | 1 | 30 | 5 | 10 | 3 | 11 | 4 | 2 |
| April | 2020 | 20 | 3 | 10 | 1 | 22 | 5 | 16 | 3 | 18 | 11 | 2 |
| May | 2020 | 12 | 3 | 9 | 1 | 14 | 3 | 24 | 3 | 23 | 16 | 2 |
| June | 2020 | 8 | 3 | 9 | 0 | 10 | 0 | 30 | 3 | 28 | 18 | 3 |
| July | 2020 | 10 | 2 | 11 | 0 | 13 | 1 | 28 | 3 | 25 | 15 | 3 |
| August | 2020 | 16 | 2 | 14 | 0 | 16 | 1 | 24 | 3 | 23 | 13 | 2 |
| September | 2020 | 22 | 1 | 15 | 0 | 19 | 2 | 20 | 3 | 19 | 11 | 1 |
| October | 2020 | 27 | 1 | 16 | 0 | 22 | 2 | 15 | 3 | 19 | 8 | 1 |
| November | 2020 | 29 | 1 | 16 | 0 | 23 | 2 | 15 | 1 | 17 | 8 | 1 |
| December | 2020 | 27 | 2 | 15 | 0 | 23 | 2 | 15 | 2 | 19 | 6 | 1 |
| January | 2021 | 26 | 2 | 15 | 0 | 22 | 2 | 18 | 2 | 20 | 7 | 2 |
| February | 2021 | 26 | 2 | 14 | 0 | 22 | 2 | 17 | 3 | 21 | 5 | 2 |
| March | 2021 | 32 | 1 | 15 | 1 | 22 | 2 | 16 | 2 | 19 | 4 | 1 |
| April | 2021 | 41 | 2 | 16 | 1 | 21 | 3 | 13 | 2 | 16 | 3 | 1 |
| May | 2021 | 48 | 2 | 15 | 1 | 21 | 4 | 11 | 3 | 12 | 2 | 0 |
| June | 2021 | 55 | 2 | 13 | 1 | 20 | 6 | 9 | 2 | 10 | 2 | 0 |
| July | 2021 | 58 | 2 | 11 | 1 | 19 | 6 | 8 | 2 | 10 | 1 | 0 |
| August | 2021 | 61 | 2 | 11 | 1 | 18 | 5 | 6 | 1 | 10 | 1 | 0 |
| September | 2021 | 61 | 1 | 9 | 1 | 17 | 5 | 6 | 1 | 11 | 2 | 0 |
| October | 2021 | 61 | 1 | 8 | 1 | 16 | 5 | 6 | 1 | 9 | 3 | 1 |
| November | 2021 | 59 | 1 | 8 | 1 | 14 | 6 | 7 | 1 | 10 | 4 | 1 |
| December | 2021 | 60 | 2 | 8 | 1 | 14 | 7 | 6 | 1 | 9 | 3 | 1 |
| January | 2022 | 62 | 2 | 8 | 1 | 15 | 7 | 7 | 1 | 9 | 2 | 1 |
| February | 2022 | 61 | 2 | 9 | 1 | 15 | 8 | 6 | 1 | 7 | 1 | 1 |
| March | 2022 | 60 | 1 | 9 | 1 | 16 | 9 | 5 | 1 | 7 | 1 | 1 |

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

|  |  | GOOD TIME TO SELL |  |  |  |  |  | BAD TIME TO SELL |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Prices High Good Sales Available | Prices <br> Won't Go <br> Up | Interest <br> Rate <br> Low | Sell in <br> Advance <br> Rising Rates | Times <br> Good <br> Prosperity | Make <br> Money | Prices <br> Low | Interest <br> Rates High; <br> Credit Tight | Can't <br> Afford <br> To Buy | Uncertain <br> Future | Lose <br> Money |
| April | 2022 | 58 | 1 | 8 | 3 | 14 | 10 | 4 | 1 | 8 | 2 | 1 |
| May | 2022 | 58 | 2 | 5 | 3 | 15 | 9 | 5 | 2 | 8 | 3 | 1 |
| June | 2022 | 59 | 3 | 4 | 3 | 14 | 10 | 5 | 3 | 7 | 3 | 1 |
| July | 2022 | 57 | 4 | 4 | 3 | 13 | 11 | 5 | 6 | 8 | 2 | 1 |
| August | 2022 | 55 | 4 | 4 | 2 | 12 | 12 | 7 | 8 | 10 | 3 | 1 |
| September | 2022 | 50 | 4 | 3 | 2 | 13 | 12 | 8 | 9 | 12 | 3 | 1 |
| October | 2022 | 46 | 3 | 3 | 2 | 13 | 10 | 11 | 10 | 13 | 3 | 0 |
| November | 2022 | 41 | 4 | 3 | 2 | 13 | 8 | 13 | 13 | 15 | 2 | 0 |
| December | 2022 | 39 | 3 | 2 | 2 | 12 | 6 | 14 | 20 | 15 | 3 | 1 |
| January | 2023 | 36 | 2 | 1 | 1 | 11 | 6 | 14 | 22 | 18 | 3 | 1 |
| February | 2023 | 35 | 2 | 1 | 1 | 11 | 6 | 15 | 22 | 19 | 3 | 1 |
| March | 2023 | 34 | 4 | 1 | 1 | 11 | 7 | 15 | 19 | 20 | 3 | 1 |
| April | 2023 | 35 | 3 | 0 | 2 | 12 | 6 | 14 | 17 | 18 | 3 | 1 |
| May | 2023 | 38 | 3 | 0 | 2 | 12 | 6 | 13 | 16 | 17 | 3 | 1 |
| June | 2023 | 40 | 2 | 1 | 1 | 13 | 7 | 12 | 16 | 17 | 2 | 1 |
| July | 2023 | 42 | 2 | 1 | 1 | 13 | 8 | 12 | 16 | 16 | 2 | 1 |
| August | 2023 | 42 | 2 | 2 | 1 | 15 | 8 | 11 | 16 | 14 | 1 | 1 |
| September | 2023 | 42 | 1 | 2 | 1 | 14 | 9 | 10 | 18 | 12 | 2 | 1 |
| October | 2023 | 40 | 2 | 2 | 2 | 14 | 9 | 9 | 20 | 13 | 2 | 1 |
| November | 2023 | 39 | 2 | 1 | 2 | 13 | 9 | 11 | 21 | 14 | 2 | 2 |
| December | 2023 | 38 | 2 | 1 | 1 | 12 | 8 | 12 | 22 | 16 | 2 | 2 |
| January | 2024 | 41 | 2 | 2 | 0 | 11 | 8 | 11 | 20 | 16 | 2 | 2 |

